



convion

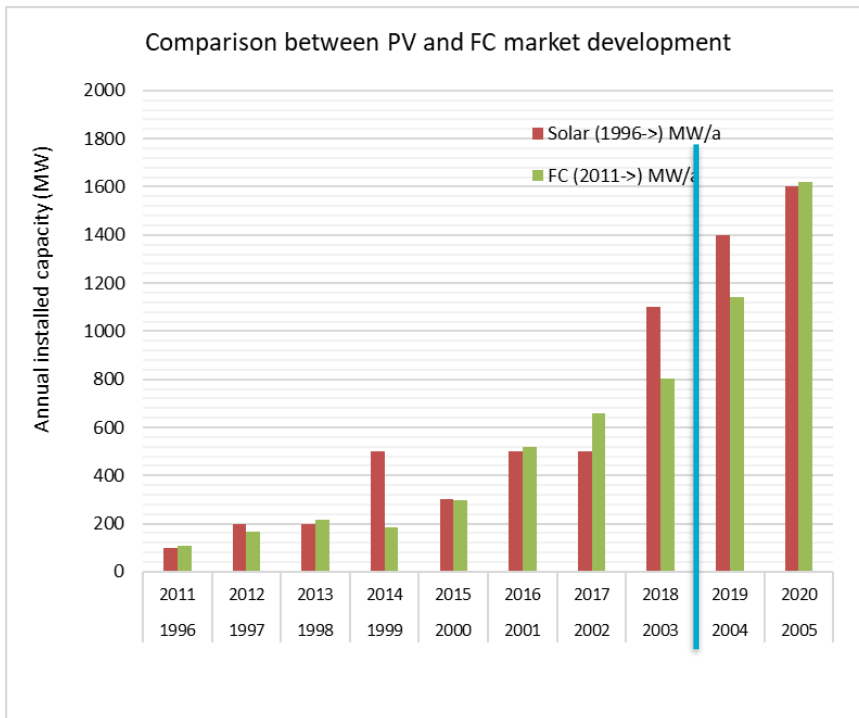
**FUEL CELL
SYSTEMS**

FUTURE OF DISTRIBUTED POWER GENERATION

Erkko Fontell, CEO

mail: erkko.fontell@convion.fi

Fuel cell market will provide comparable business potential to PV market
with 15 y time difference



Global FC market E2018 deliveries 803 MW

Past 5 years market growth 34% CAGR

Main market areas Asia and USA

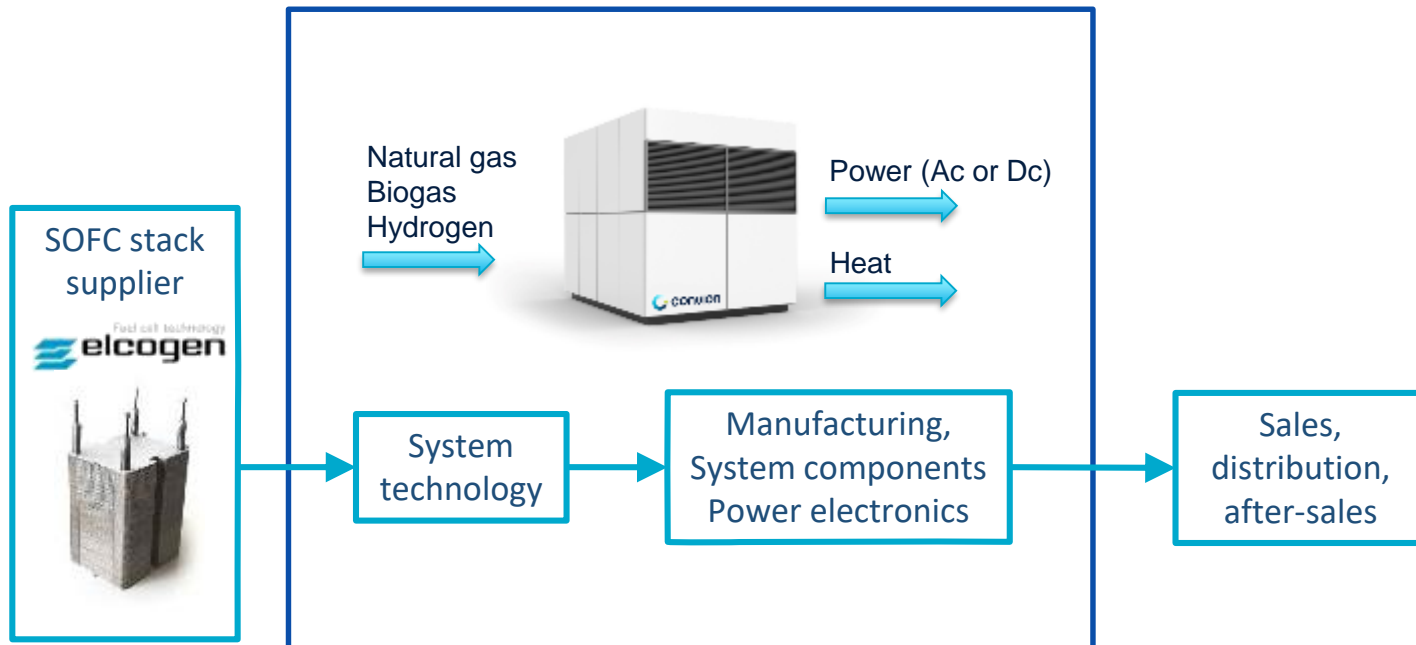
Leading companies having netsales \$ ~1bn

Source: <http://www.fuelcellindustryreview.com/>

https://commons.wikimedia.org/wiki/File:World_PhotoVoltaics_Installed_Capacity.svg

Convion and Elcogen provides a unique value chain from Powders to Power

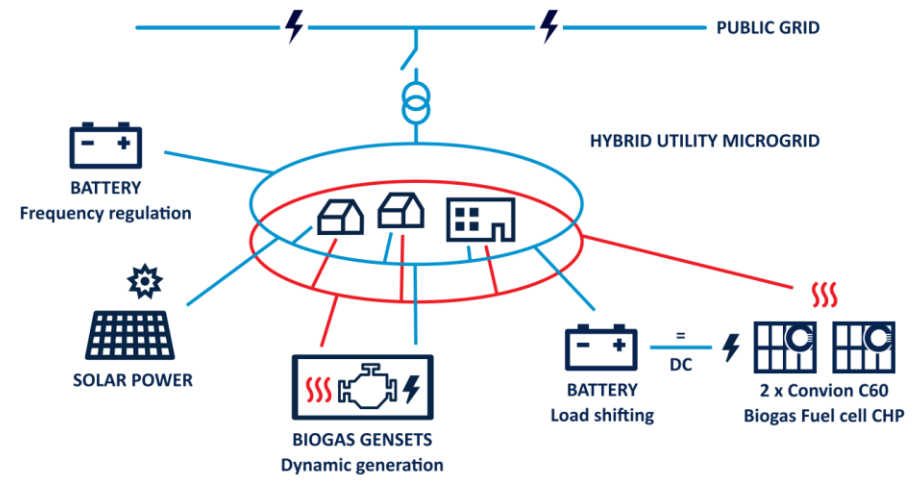
Both companies are global technology leaders in SOFC



CONVION AS PART OF POWER REVOLUTION



- Finnish utility, Lempäälän Energia has purchased Convion fuel cells to Smart Grid
- Convion will deliver two fuel cell installation based on next generation C50 units in 2019
- Convion will gain revenue from the project during 2018 - 2019
- Fuel cells will improve sustainability and power security of the grid



Convion – Elcogen offering for Smart Energy projects

- Global technology leaders located in Espoo and Vantaa
- Substantial IPR – portfolio to protect competitive advantage
- Validated products available for customer demonstration
- Accelerated market entry to the multi Billion Euro market