



CERV Conference

February 10, 2020
Park City, UT
Dale Prows
Head of Hydrogen
supply chain



DISCUSSION TOPICS:



RENEWABLE
FUELING
OPTIONS



ADDRESSING
PRACTICAL ISSUES

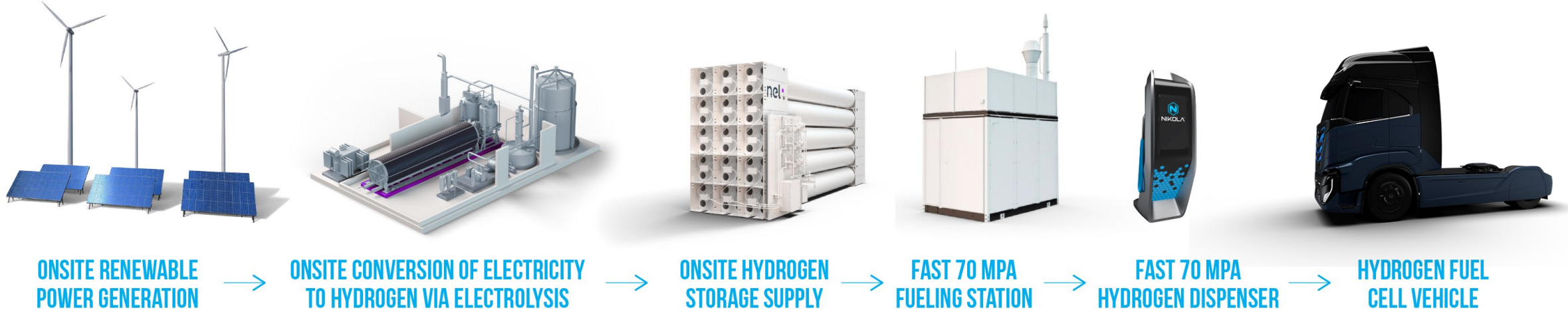


NORTH AMERICAN
FUELING STRATEGY

A person's hand is shown holding a blue electric vehicle charging cable. The background is a solid blue color, and the image has a blue tint. The text "RENEWABLE FUELING OPTIONS" is overlaid in white, bold, sans-serif capital letters.

RENEWABLE FUELING OPTIONS

ZERO EMISSIONS: FROM ENERGY CREATION, TO ENERGY CONSUMPTION.



Station Specs:

8_T

STANDARD
RD

- 7 T/day for heavy duty fueling at 70 Mpa (~200 trucks)
- 1 T/day for lighter duty fueling on SAE J2601 standard (~100 passenger cars)
- Expandable to 32 T/day

22.5

MW OF
POWER

20K

gallons OF WATER
PER DAY

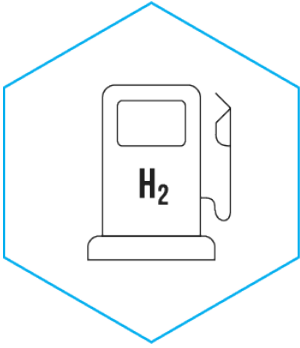
- Equivalent to the water used to produce ~4,500 gallons of gasoline

8-10

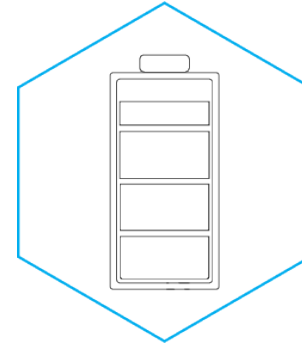
acres OF LAND



FUELING STATIONS WILL BE VERSATILE



HYDROGEN
PUMPS



ELECTRIC
CHARGERS

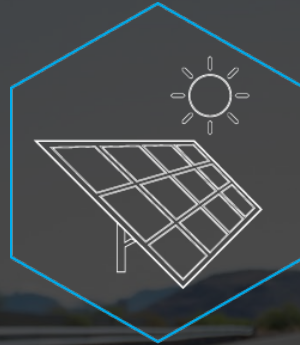


ADDRESSING PRACTICAL ISSUES

ADDRESSING PRACTICAL ISSUES



**Defining how, when
and where to build
charging & fueling
stations.**



**Defining how to
procure power at
affordable rates.**



**Determining which
grant programs to
pursue and how to
compete effectively for
them.**

A semi-truck is shown driving on a multi-lane highway that stretches into the distance. The entire image is overlaid with a solid blue color. The truck is positioned in the center-right of the frame, moving away from the viewer. The text "NORTH AMERICAN FUELING STRATEGY" is written in white, bold, sans-serif capital letters across the middle of the image, partially obscuring the truck.

NORTH AMERICAN FUELING STRATEGY

A map of North America, including the United States, Canada, and Mexico, is shown in a dark, muted color palette. Overlaid on the map are numerous small, blue, shield-shaped icons, each containing a white 'H' and a hydrogen molecule symbol 'H2'. These icons represent hydrogen refueling stations and are distributed across the continent, with a higher density in the eastern United States and along major transportation corridors. The text '700+ HYDROGEN & charging STATIONS IN NORTH AMERICA BY 2028' is superimposed in large, white, sans-serif font across the center of the map.

700+ HYDROGEN &
charging STATIONS
IN NORTH AMERICA BY
2028

Case Study

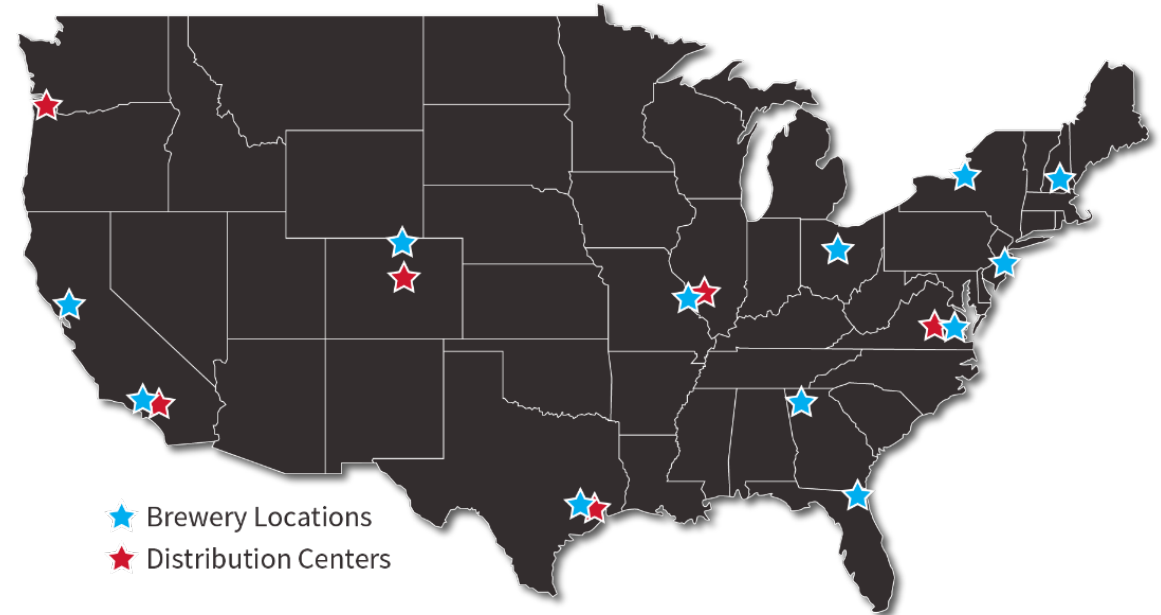
Anheuser-Busch

AB PILOT STATION

- Currently working with Nel ASA to build 8-ton hydrogen station near the Anheuser-Busch brewery in Van Nuys, CA
- Station capable of producing 8,000 kgs of hydrogen per day
- Station expected to be fully commissioned by Q4 2020
- Fleet Test Beta Trucks with AB Starting Q1 2021

ANHEUSER-BUSCH STATION LOCATIONS

- AB to convert entire distribution fleet (approx. 800 trucks) to Nikola trucks
- AB has 12 breweries and 6 distribution centers located across the United States
- Nikola anticipates developing a hydrogen station near each brewery location to provide reach to each distribution center





THANK YOU

TRUCK TO THE FUTURE

