NIKOLA™

CERV Conference

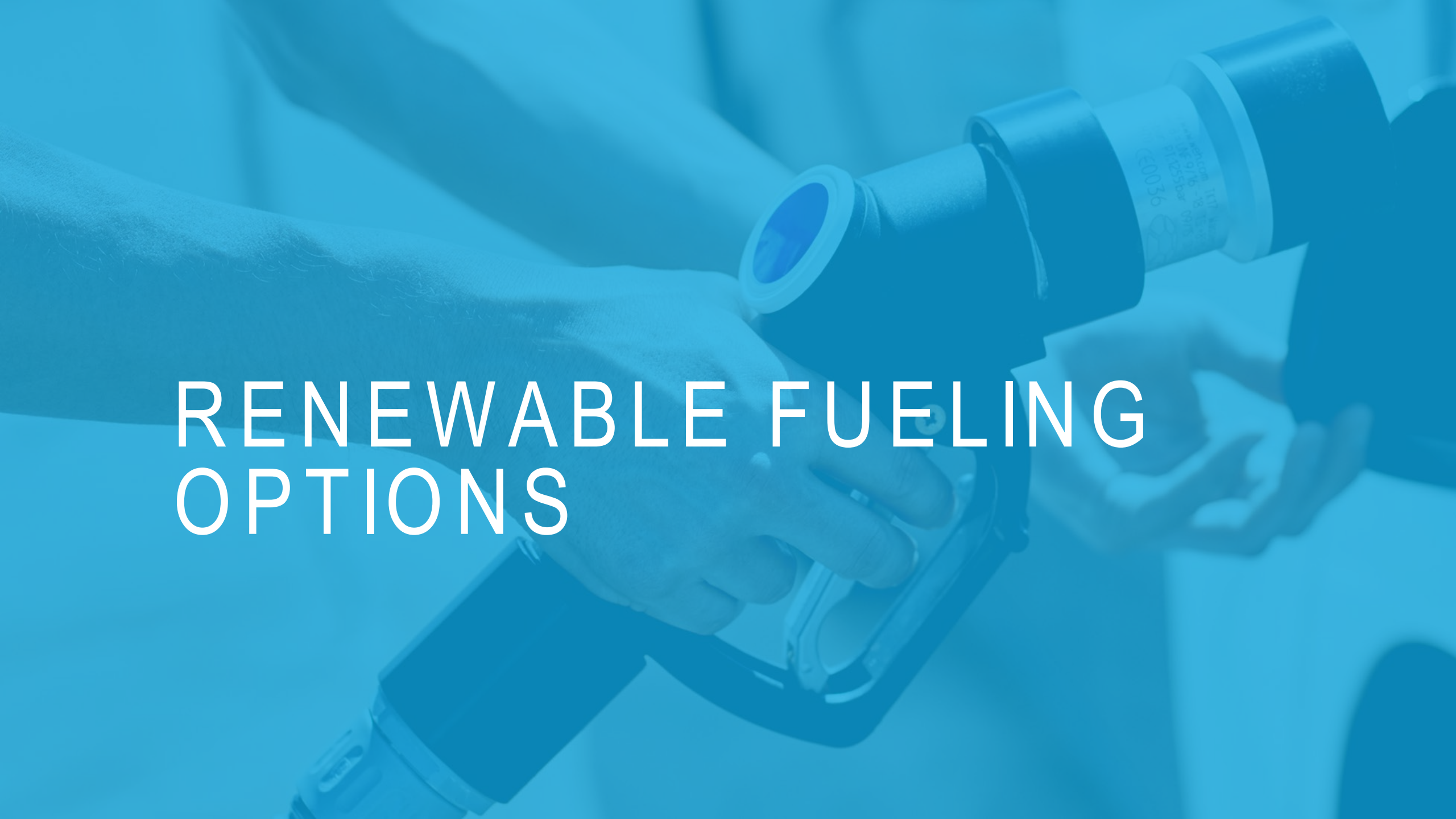
February 10, 2020
Park City, UT
Dale Prows
Head of Hydrogen supply chain

DISCUSSION TOPICS:

RENEWABLE FUELING OPTIONS

ADDRESSING PRACTICAL ISSUES

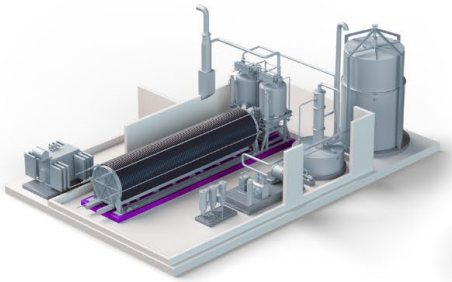
NORTH AMERICAN FUELING STRATEGY



RENEWABLE FUELING OPTIONS

ZERO EMISSIONS: FROM ENERGY CREATION, TO ENERGY CONSUMPTION.

ONSITE RENEWABLE POWER GENERATION →



ONSITE CONVERSION OF ELECTRICITY TO HYDROGEN VIA ELECTROLYSIS →

ONSITE HYDROGEN STORAGE SUPPLY →

FAST 70 MPA FUELING STATION →

FAST 70 MPA HYDROGEN DISPENSER →

HYDROGEN FUEL CELL VEHICLE

Station Specs:

8T
STANDA
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~~

20K
gallons OF WATER
PER DAY

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

22.5
MW OF
POWER

8-10
acres OF LAND

FUELING STATIONS WILL BE VERSATILE

HYDROGEN PUMPS

ELECTRIC CHARGERS

ADDRESSING PRACTICAL ISSUES

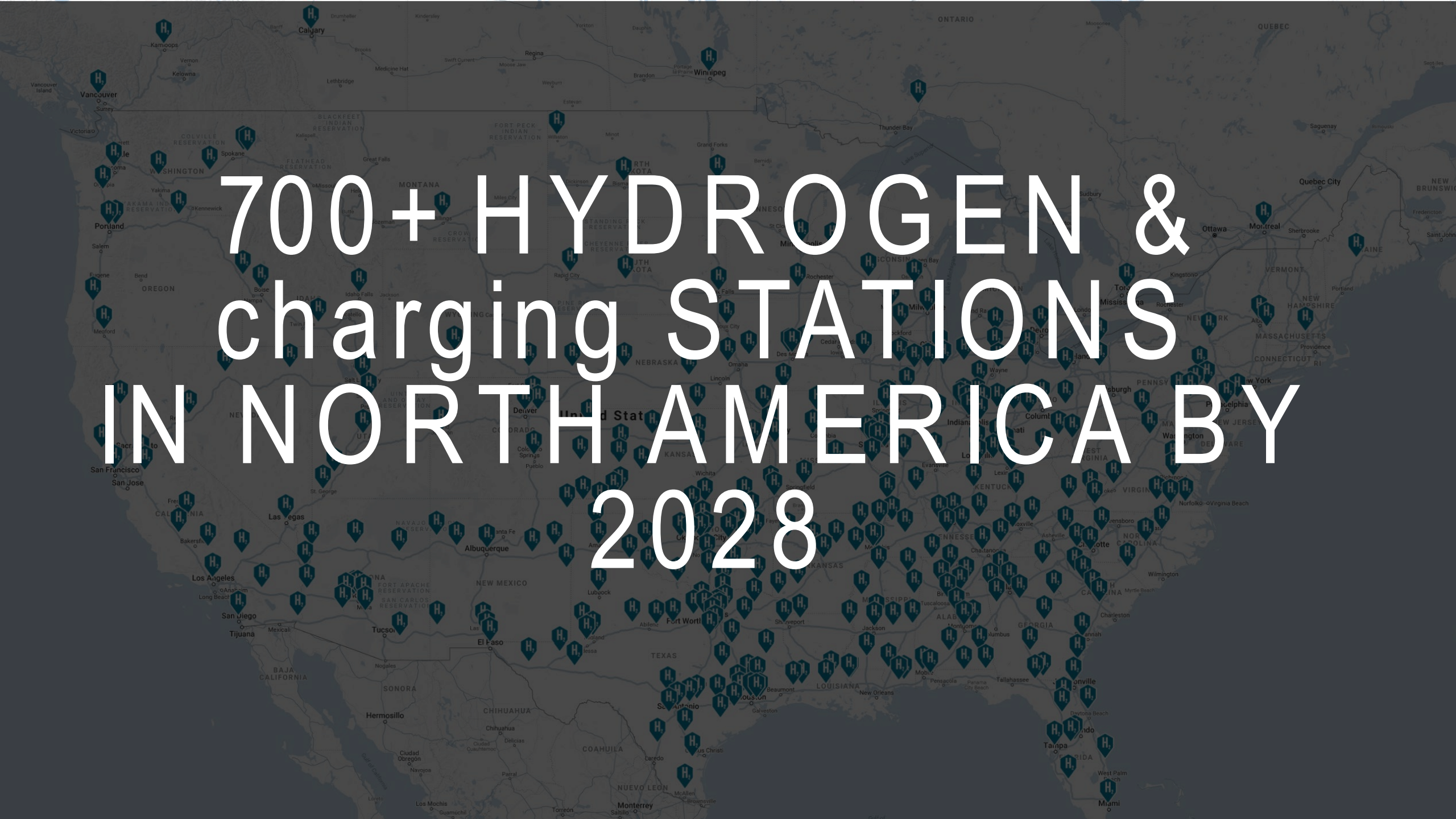
ADDRESSING PRACTICAL ISSUES

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.

NORTH AMERICAN FUELING STRATEGY


700+ HYDROGEN &
charging STATIONS
IN NORTH AMERICA BY
2028

Case Study

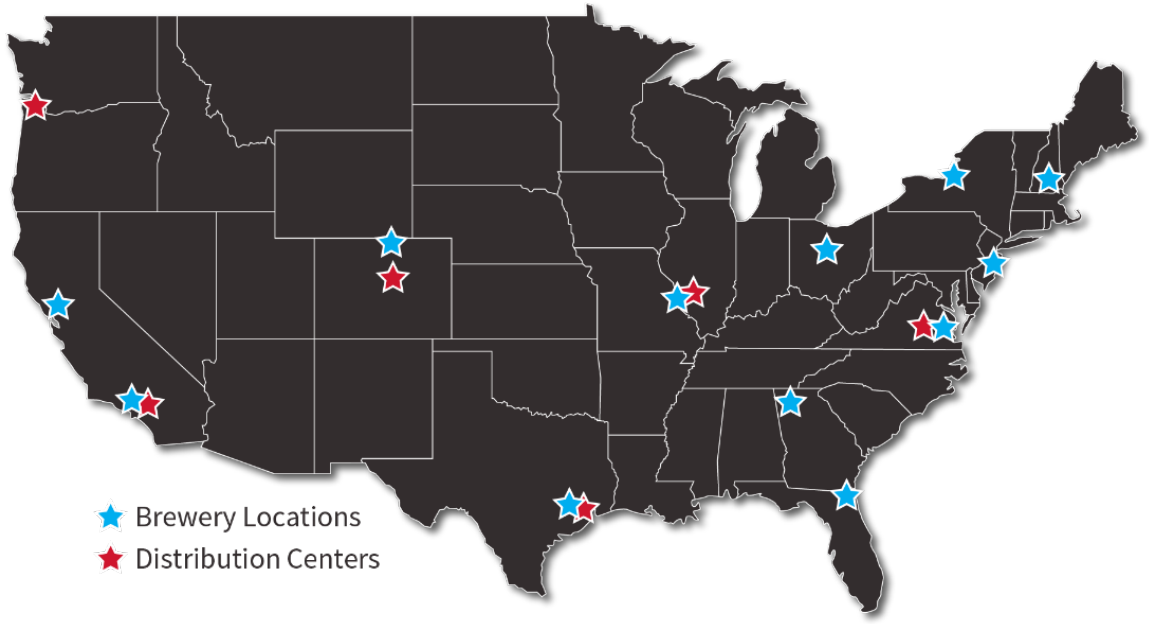
Anheuser-Busch

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
NIKOLA™