Plug Power: Rochester, NY region

Headquarters: Latham, NY

Rochester-area facilities:

- Innovation Center
- State-of-the-art green hydrogen production facility and electric substation in the New York Science, Technology and Advanced Manufacturing Park (STAMP)

Plug Power is building the hydrogen economy as the leading provider of comprehensive hydrogen fuel cell turnkey solutions. The Company's innovative technology powers electric motors with hydrogen fuel cells amid an ongoing paradigm shift in the power, energy, and transportation industries to address climate change and energy security, while meeting sustainability goals.

Plug Power created the first commercially-viable market for hydrogen fuel cell technology, replacing batteries with fuel cells in material handling equipment. As a result, the Company has deployed over 40,000 fuel cell systems for e-mobility, more than anyone else in the world, and has become the largest buyer of liquid hydrogen, having built and operated a hydrogen highway across North America. Plug Power delivers a significant value proposition to end-customers, including meaningful environmental benefits, efficiency gains, fast fueling, and lower operational costs.

An operator adds hydrogen to his fuel cell-powered pallet jack

in under 2 minutes, before returning to the job

Plug Power's vertically-integrated GenKey solution ties together all critical elements to power, fuel, and provide service to customers including Amazon, BMW, The Southern Company, Carrefour, and Walmart. The Company is now leveraging its know-how, modular product architecture and foundational customers to rapidly expand into other key markets including zero-emission on-road vehicles, robotics, and data centers.

In 2018, Plug Power expanded its capabilities as a developer of membrane electrode assembly (MEA) technology with the acquisition of American Fuel Cell, located in Rochester, NY. MEAs are the key component for fuel cells to create power from hydrogen and AFC's highly-skilled team of specialists joined Plug Power, bringing years of experience from past positions at General Motors and accelerating the company's expansion into the on-road delivery fleet market. Since then, Plug Power has increased its Rochester facility team capabilities and, in 2021, selected Rochester to host the company's fuel cell stack and electrolyzer Innovation Center.

The Rochester team at their craft

The Innovation Center marks a significant expansion in the company's production and manufacturing capabilities for fuel cells and electrolyzers. It will also house research and development for MEAs and fuel cell stacks. This announcement comes amid increasing recognition of the critical role that green

hydrogen, which is produced by electrolyzers using renewable energy and deployed in fuel cells, could play in achieving a zero-carbon economy.

> *"We are thrilled to expand in our home state of New York with the world's first PEM stack and electrolyzer Plug Power Innovation Center," said Andy Marsh, CEO of Plug Power. "Among many great options, none could match Rochester in terms of talent, local supplier networks, and opportunities to partner with top-tier research institutions. With this decision, we are positioning the company and the region as global leaders in PEM technology, driving scale and industry transformation. Many thanks to New York state for its continued support, including Senator Chuck Schumer, Congressman Joe Morelle, Governor Cuomo, and many from Empire State Development and Greater Rochester Enterprise."*

The Plug Power Innovation Center is part of a broader company strategy to accelerate the development of a clean hydrogen ecosystem. With a capacity of over a gigawatt of electrical output, The Center will produce an estimated 7 million MEAs/plates, 60,000 stacks, and 500 MW of electrolyzers per year. To

meet these targets, Plug Power is pioneering the application of advanced manufacturing techniques, including high speed lamination, automated metal plate stamping, laser welding and robotic gasketing. Alongside efficiency gains from this high-volume automation, the facility's vertically-integrated design will enable material cost reductions and other savings.

Plug Power's expanded presence certifies Rochester as a leading location for fuel cell innovation and manufacturing. Through this Innovation Center, Plug Power will invest $125 million into the local economy, create 375 jobs and bring material and component suppliers to the region. The Plug gigafactory will also serve as a world-class technology research and development center, supported by collaborations with local universities.

Additionally, Plug Power is growing its green hydrogen footprint in New York with construction of a new state-of-the-art green hydrogen production facility and electric substation in the New York Science, Technology and Advanced Manufacturing Park (STAMP). As North America's largest green hydrogen production facility, the plant will produce 45 metric tons of green liquid hydrogen daily, servicing the Northeast region. The plant will use 120 MW of Plug's state-of-the-art PEM electrolyzers to make the hydrogen using clean NY hydropower.

The New York plant joins our existing Tennessee plant in a network that aims to supply 500 tons per day of green hydrogen by 2025, 1,000 tons per day globally by 2028 and that when fully built will offer our transportation fuel customers pricing competitive to diesel. This $290 million investment in green hydrogen production leads the way to decarbonizing freight-transportation and logistics and supports the Empire State's path to achieving carbon-neutrality by 2050. The project includes a 450 MW electrical substation that will service the entire STAMP site.

> *"Plug Power's future rightfully revolves around building the green hydrogen economy," said Andy Marsh, CEO for Plug Power. "We are grateful that our home state of New York is helping lead the way on climate and clean energy initiatives. And, that Plug Power's green hydrogen solutions can make such a positive impact on the environmental and economic climates in the state. We thank our elected officials and partners for their leadership."*

Plug Power's ability to develop its new green hydrogen fuel production facility in New York is the result of a comprehensive state and local incentive package from the New York Power Authority, Empire State Development and Genesee County.

Plug Power is committed to building the green hydrogen economy and Rochester will continue to be integral to this vision.

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