



Wasserstoff-Energie-Systeme GmbH
Hydrogen Energy Systems

Hydrogen Technology

Cost-efficient products for Market Entry

Uwe Küter

Managing Director, co-founder

Heidelberg Innovation FORUM, 22 April 2010

Agenda



Company overview



Electrolyser markets



h-tec electrolyser: USPs



Milestones & financing

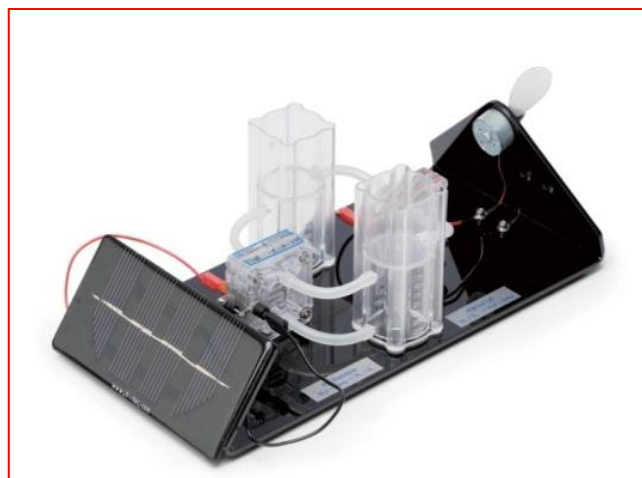
Company

Founders Stefan Höller and Uwe Küter

Founded in 1997

Development and production of
PEM electrolysers

Two business divisions



Selling educational products since 1997

- 40 distinct products for schools, universities, professional training & promotions
- Worldwide network of 30 distributors
- 11,000 units sold in 2009



Electrolyser markets

Telecommunications



**Material handling
equipment**



**Bus defined
cycle vehicles**



Electrolysers for OEMs

Component
Supplier

h-tec
Subsystem

OEM
System
integrator



Industrial products

- **Electrolyser Module EL30**
- **For telecommunication markets**
- **3.9 kW at 48 VDC**
- **0.8 Nm³/h H₂ at 10 bar**



h-tec telecom product - USPs

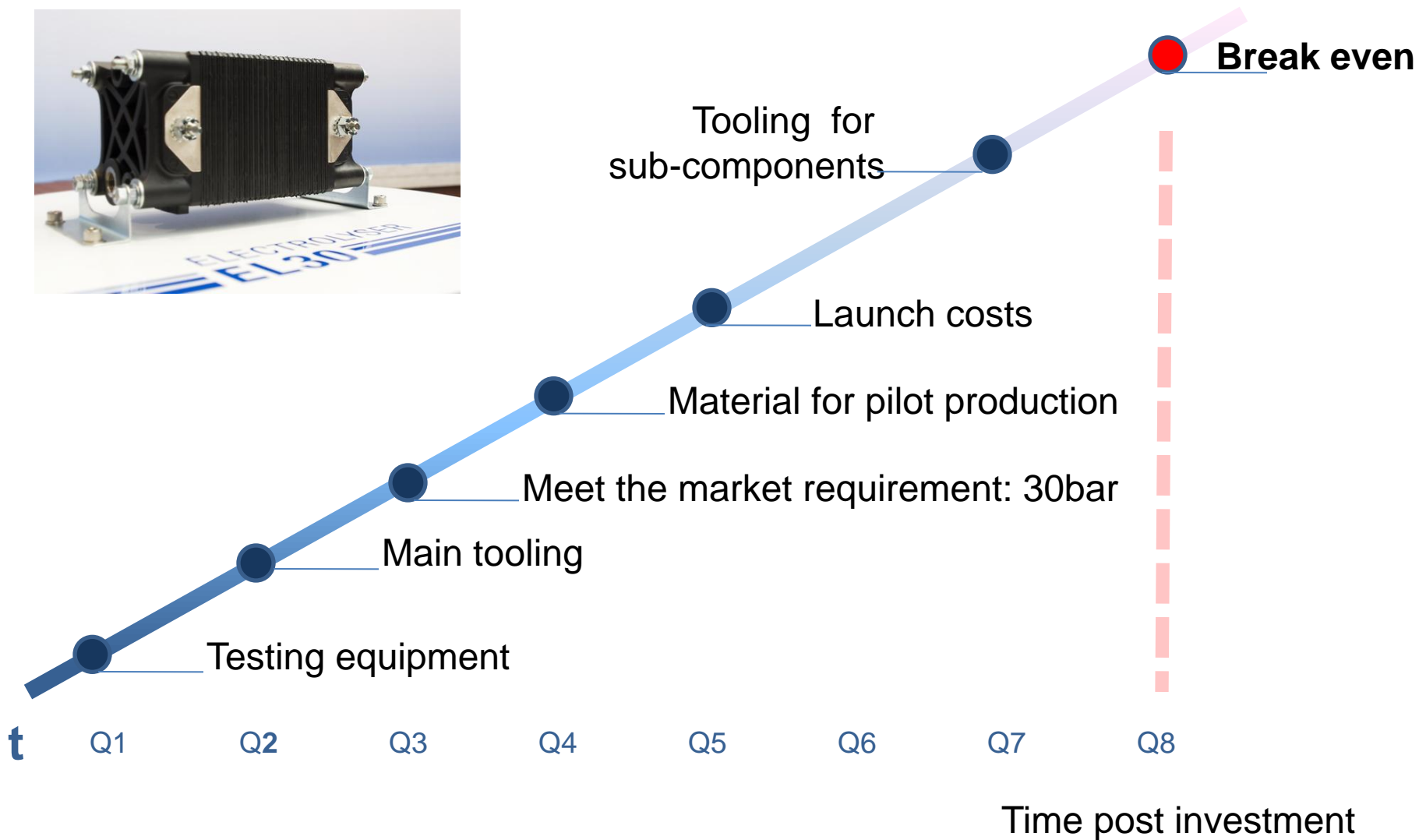
Best price-performance ratio

High efficiency

Compact size



Milestones for the next two years



Use of funds

Tooling

Testing equipment

Pilot production materials

Personnel

Launch costs

Total

1,8m €

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GROUP EXHIBIT

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HYDROGEN FUEL CELLS

