

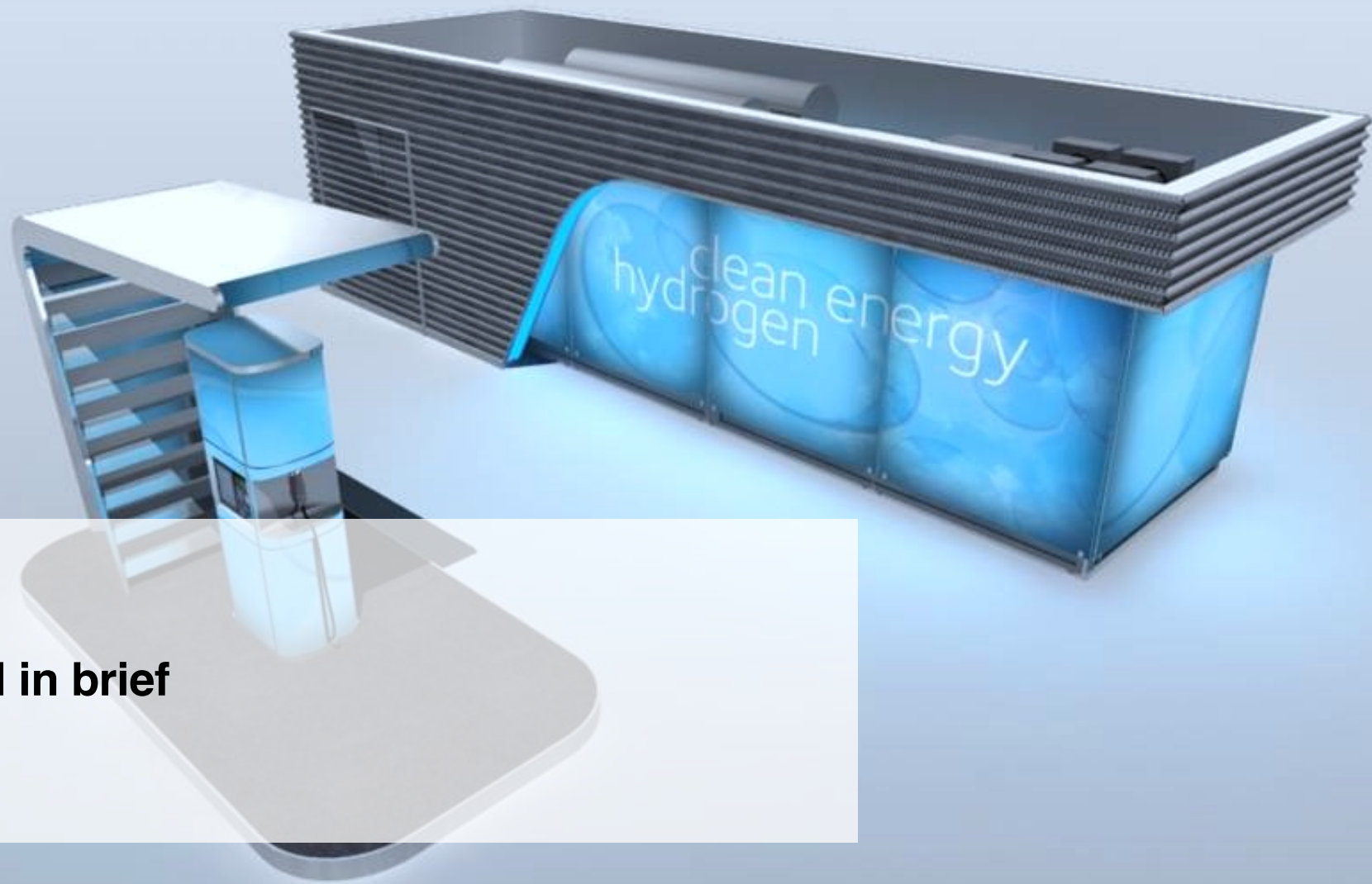


*Scandinavia's most experienced
hydrogen fuel retailer*

Hynion 1H 2021

August 15, 2021

Ulf Hafsel, CEO Hynion AS



1. HYNION in brief



Operational highlights H1 2021

HYNION has made significant commercial and organizational progress

Strengthening supply side to secure right cost level for Hydrogen

- **Collaboration agreement signed with HydrogenPro**
 - Will secure hydrogen supply to Porsgrunn and Høvik and reduce cost price of hydrogen
- **Purchased two electrolyzers with compressor and storage from Ruter**
 - Production capacity 250 kg per day – new location under evaluation
- **JV-agreement signed with Greenlogix**
 - New very promising production method for producing Hydrogen and Carbon from hydrocarbons without CO2 emissions. Pilot plant planned on-line in 2022
- **Reformer from Metacon expected ready this autumn**
- **Additional transport units ordered for distribution the hydrogen**

Building the hydrogen station network

- **Høvik running well with two independent filling lines**
 - 52 % more H2 delivered to cars in 1H21 than in 1H20
- **Purchased Arlanda station in Stockholm from Linde**
 - Gives a foothold in the Stockholm region
- **Göteborg and Porsgrunn under re-certification**
 - Work ongoing to upgrade and re-certify the stations
- **Additional projects in the pipeline to deliver on target for 8 stations by end 2022**

Strengthening organization



Technical and administrative personnel employed

- Further employments planned this autumn

Successfully listed on Euronext growth

EURONEXT GROWTH OSLO
N00010920945 - STOCK



NOK 60m raised to
fund expansion plans

Capacity ramp-up on track



Capacity for hydrogen produced by
Hynion will be sufficient to meet 2022
targets

- Cost estimate at budget levels



Financial highlight H1 2021

Income from hydrogen fuel sales

- **Høvik generating income from the local car fleet**
 - 52 % increase in sales volumes from 1H20 to 1H21
- **Income from test refuelling of trucks in Gothenburg**
 - Expected to increase when in regular operation
- **Høvik received operational support from Viken fylkeskommune in 2020**
 - 750.000 NOK, Support scheme not active for 2021

Expenses

- **Building up organisation slowly and buying existing stations to get a low burn rate**
- **Main cost contributors are personnel and hydrogen purchase**
 - Cost of transporting hydrogen is currently high
- **Work initiated to reduce cost of hydrogen**
 - New production will give right cost level for hydrogen and lower transport cost

Financial highlights (NOK'000)	H1 2021	2020
Revenue	826	973
Other operating income	44	767
Total operating income	870	1,740
Raw materials and consumables used	(1,954)	(1,938)
Staff costs	(4,019)	(3,074)
Other operating expenses	(2,946)	(1,671)
EBITDA	(8,049)	(4,944)
Depreciation	(157)	(82)
EBIT	(8,206)	(5,026)
Cash balance at end of period	56,111	1,706



Hynion will qualify a new promising production method for hydrogen

A new pathway for producing hydrogen

Catalytic conversion of Hydrocarbons to Carbon and Hydrogen developed by Greenlogix

- The process can use most hydrocarbons as input
- Low heat and low energy consumption in the process
- Hydrogen is produced as H₂-gas
- Carbon is produced in solid state Nano fibres
- Co-location of production plant and hydrogen station gives low cost hydrogen delivered at the station
- Both products from the process can be sold; Hydrogen for vehicle fuel and Carbon for construction materials

A pilot plant will be built in 1H2022 in combination with a Hynion hydrogen station

The pilot plant will deliver enough hydrogen to supply a smaller truck fleet or a taxi fleet of up to 200 taxis

Advantages of this production method

We can use hydrocarbons as input without creating any GHG emissions



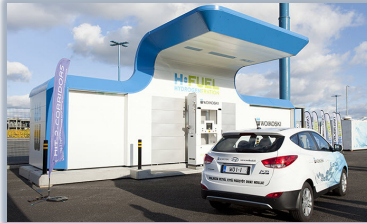

- With this method, the huge natural gas resources will still carry a high value in a zero-emission world
- Natural gas has a wide distribution network in Europe – giving low cost and stable supply of raw material when establishing hydrogen stations with on-site/near-site production
- This method represents a cheaper way to produce hydrogen than other natural gas based zero emission H₂-production methods as there is no need to build a large and expensive infrastructure for CO₂ capture and sequestration
- With the use of Biogas as input, the plant can even give a negative GHG contribution

Cost of Hydrogen can be low and compete with current diesel prices



HYNION is established in the hydrogen market

HYNION now has operational stations in the capitals of Norway and Sweden

A Oslo	B Porsgrunn	C Gothenburg	D Stockholm
<ul style="list-style-type: none">▪ Excellent location at western main road at Høvik E-18 exit▪ Busiest hydrogen station in Northern Europe - refueling > 20 cars per day▪ More than 7000 car refuellings since 11-2019▪ Two independent lines gives high reliability for hydrogen refueling▪ Capacity can be increased	<ul style="list-style-type: none">▪ Located next to the Herøya industrial area▪ Revitalizing the station together with the Industrial Green Tech cluster – new project under preparation▪ Re-certification ongoing, station will reopen for public 3Q2021	<ul style="list-style-type: none">▪ Station taken over by Hynion in 2020▪ Contract with Renova to refuel renovation trucks – trial refueling started▪ Renovation ongoing, station will reopen for public 3Q2021	<ul style="list-style-type: none">▪ Hynion took over Arlanda hydrogen station from Linde 1/8-2021▪ Supply agreement with Linde for trucked-in hydrogen▪ Station in operation
			



- Currently operational
- Operational from Q3 21



In the longer-term HYNION will be a leading player in the hydrogen fuel market

Game plan: Flexible approach to international expansion, new stations will be opened continuously

1 2019: Established in Norway

- Hynion bought two stations and a transport container from HYOP's bankruptcy estate
- November 2019: Høvik in operation as Norway's only public hydrogen station
- 2020: Adding line II at Høvik, preparing for reopening Porsgrunn

2 2020: Established in Sweden

- Hynion Sverige AB established
- Purchased Woikoskis station in Gothenburg
- Contract with Renova to refuel renovation trucks
- Preparing cooperation for expansion

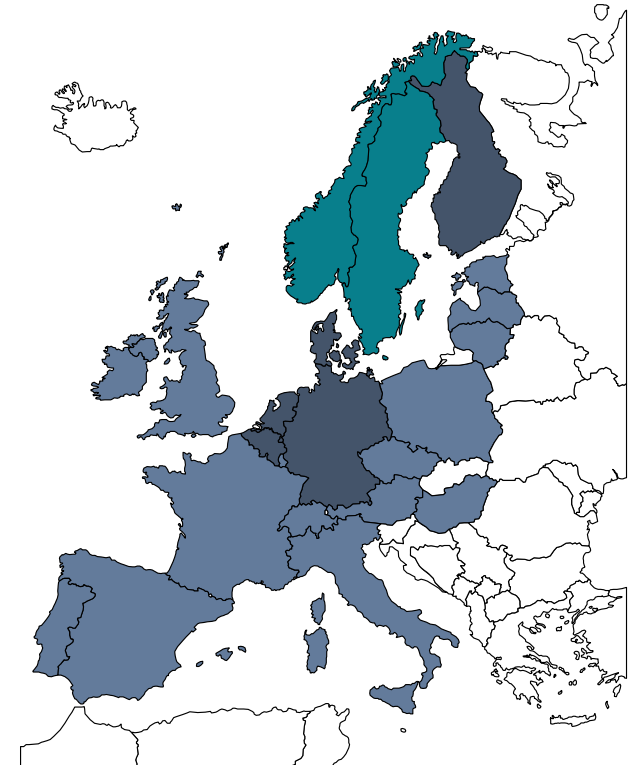
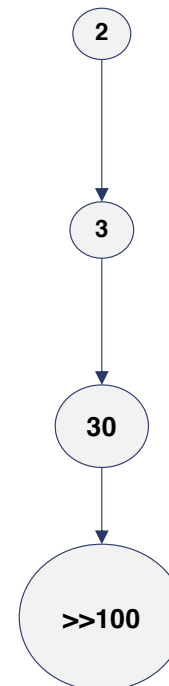
3 2021-24: Expansion

- 2022: 5 additional stations in Norway and Sweden
- Start building a network of 30 stations in Scandinavia/Northern Europe
- In-house technology available for new stations
- On-site production with local distribution from various technologies

4 2025-30: Large scale expansion

- Expanding station network in Europe to >>100 stations
- Ambition to become a major European hydrogen retailer

no. stations





2. Market



The fuel market is about to change dramatically

Greenhouse gas emissions must be cut in all sectors including the transport sector



Many regions and countries have ambitious targets for Zero Emission Vehicles (ZEV)

The Norwegian Parliament has decided on a goal that all new cars sold by 2025 should be zero (battery electric or hydrogen) emission vehicles. This is a very ambitious but feasible goal with the right policy measures. The Parliament will reach this goal with a strengthened green tax system, not a ban.

Hydrogen will be required to meet the targets

New legislation will further push this development trend



The transport sector has started to move away from fossil fuels

In 2020, 15% of cars in Norway were ZEV

	Petrol	Diesel	Electric
2015	1 295 739	1 243 235	69 134
2016	1 196 148	1 276 947	97 532
2017	1 139 998	1 294 493	138 983
2018	1 075 179	1 290 442	195 351
2019	1 031 207	1 281 019	260 692
2020	950 131	1 246 671	340 002



EU “Fit for 55” is putting increased emphasis on hydrogen

Ambitious goals calls for rapid turnaround

- **December 2020**
European leaders endorse Commission's proposed target to reduce net emissions by at least 55% by 2030
- **April 2021**
Political agreement reached on European Climate Law by European Parliament and Member States
- **June 2021**
European Climate Law enters into force
- **July 2021**
Commission presents package of proposals to transform our economy, to reach our 2030 climate targets. European Parliament and Member States to negotiate and adopt package of legislation on reaching our 2030 climate targets

Commentary

- The European Fit for 55 plan has been put into force and package of legislation and financial support scheme is being proposed
- Mandatory deployment targets for publicly accessible hydrogen refuelling points across EU's TEN-T core and comprehensive network - Minimum one hydrogen station per 150 km and one station per Urban node by end 2030
- Transport directive will also have to be implemented in Norway

EU Policies creates the political foundation for Hynion's plans

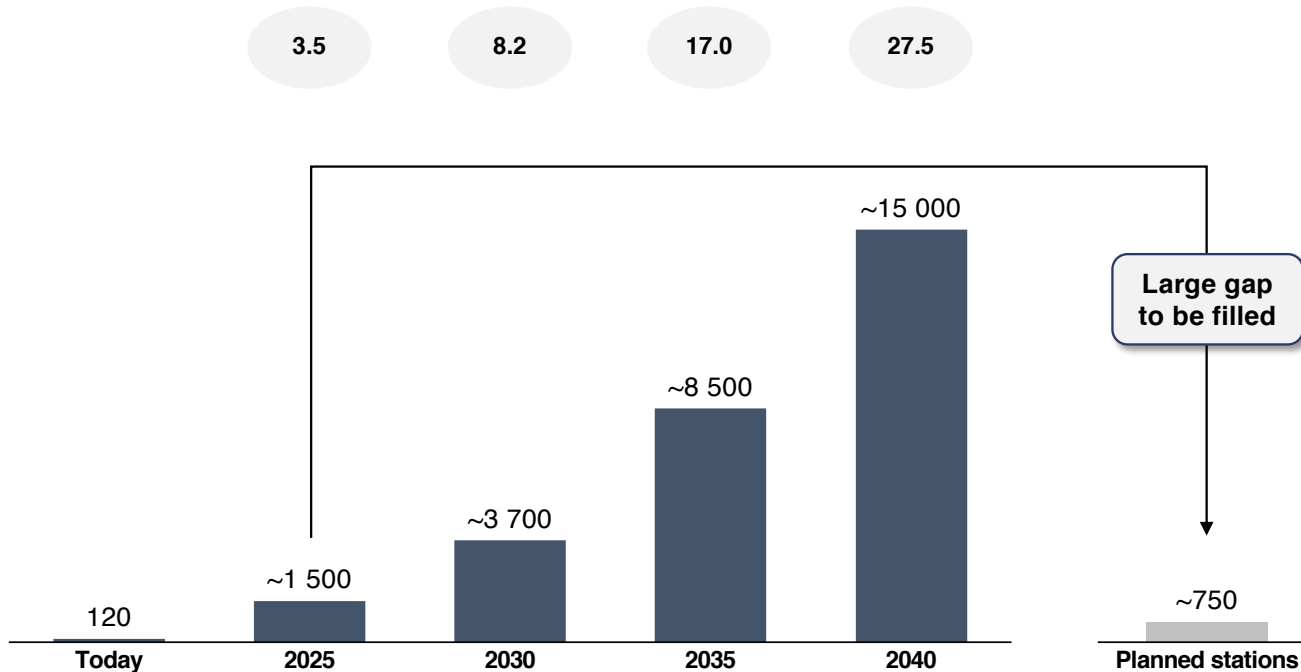




There is a huge gap between required and planned hydrogen stations

Required number of large HRS¹⁾

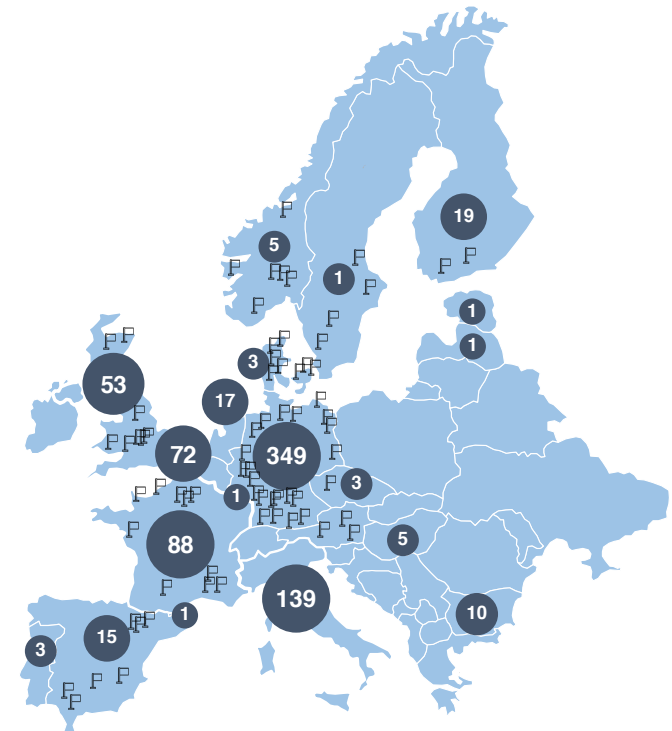
xx Cumulative investment need, EUR bn.



Current and planned HRS in Europe

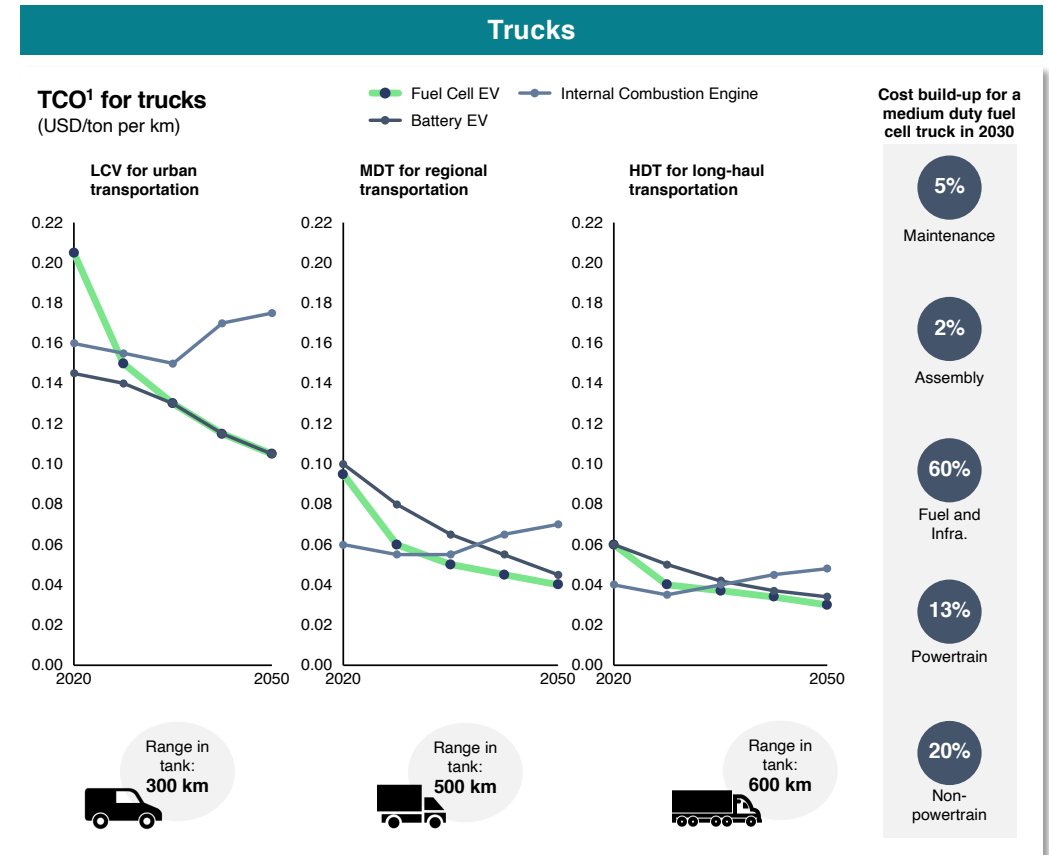
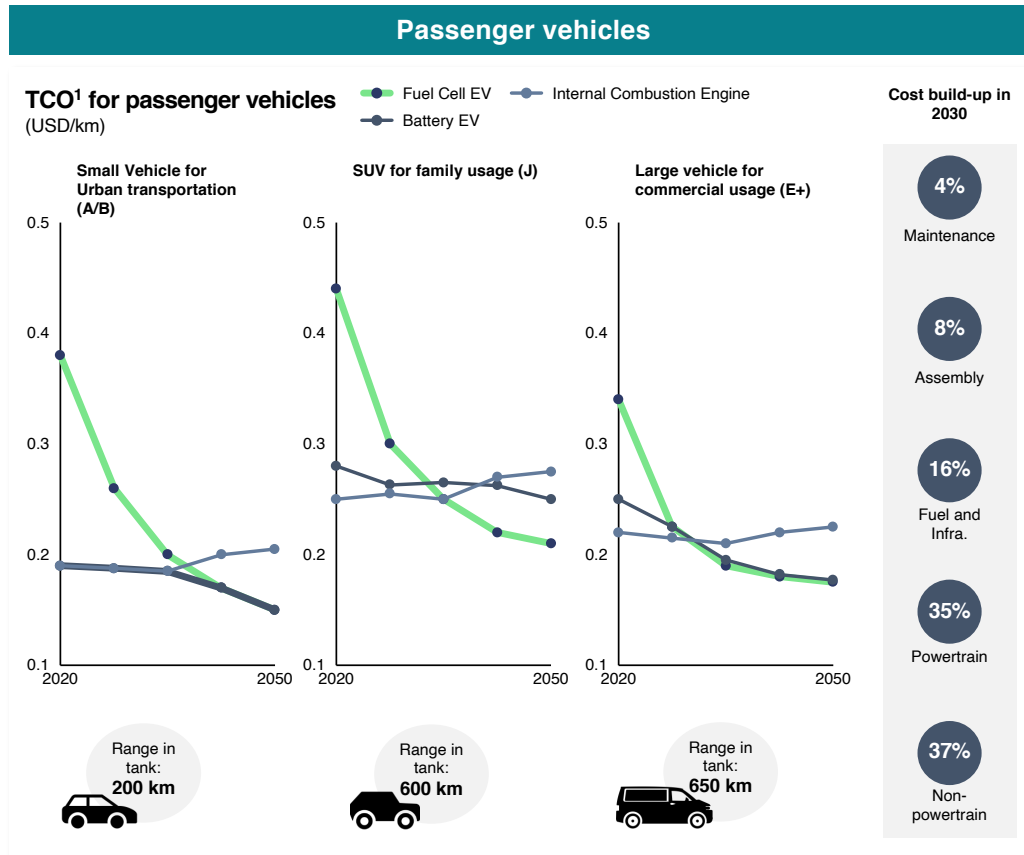
🏠 HRS in operation²⁾

● Number of HRS announced and/or planned until 2025





Hydrogen is becoming the cheapest option for long-haul transport







Hydrogen and battery cars can replace all fossil cars

Competitive range and cost proposition

Hydrogen is best suited for large cars and long distances

	Audi e-tron 55 		Toyota Mirai 
Consumption per 100km	23.9 – 26.1 kWh	=	26.1 kWh (0.79 kg H ₂)
Reach	370 – 408 km	<	650 km
Time to fully charge	50 min	>	3 – 5 min



Toyota Mirai with world record of 1127 km from one filling = 0,50 kg H₂/100 km (16,5 kWh)

Strong regulatory support for ZEVs

- More and more city zones will be closed for fossil fueled cars. Hydrogen fueled cars are Zero Emission Vehicles (ZEV) and will be admitted
- Hydrogen cars will be important to fulfil car manufacturers average GHG-emissions and can be produced at competitive cost with large scale production
- New and tougher regulations form tailpipe emissions in EU coming
- No more sales of fossil fueled cars suggested in EU BY 2035

Incentives expected to remain for years to come

Examples from Norway:



- Zero import duty and no VAT plus other incentives for hydrogen cars will last up to 2025/50,000 cars, while BEV incentives are gradually being reduced
- Unrestricted use of bus lanes for hydrogen cars
- Zero cost on toll roads can give substantial savings for taxis and trucks

Hydrogen cars can be very energy efficient and give you very long driving distances



Hydrogen fuel and trucks are a perfect match

Savings on toll road fees can make hydrogen fuel competitive

	<div>Mercedes EURI VI</div> 		<div>Hyundai Xcient</div> 
Consumption per 100km	30 L		7,0 kg H ₂
Average price	11 NOK/L diesel		80 NOK/kg (ex. VAT)
Yearly fuel cost (60,000km)	198,000 NOK	<	336,000 NOK
Yearly toll road cost	142,500 NOK	>	0 NOK
Total yearly cost	340,500 NOK	>	336,000 NOK

Ex. Oslo - Lillehammer
(400 km t/r x 150 trips per year = 60.000 km/yr)

Hydrogen fueled trucks

- Efficient logistics over longer distances with heavy loads cannot be done with batteries - Hydrogen represents a very efficient ZE-solution
- Several truck manufacturers have announced they will bring hydrogen trucks on the roads in the next few years

Renovation in Gothenburg

- Renova is responsible for garbage collection in west Sweden/Gothenburg
- Will convert 280 trucks to zero emission
- Batteries have been tested – failed
- Two hydrogen trucks will be in operation early 2021
- Agreement with HYNION to supply the hydrogen fuel
- First truck refueled January 2021

Savings from toll roads can be used as an efficient mean to bring hydrogen operational costs down in the early introduction phase

Hynion will build stations and develop hubs for road transport aligned with the customers and the speed of the market introduction

Trucks – From prototypes to mainstream in the next decade



- So far, no commercial offers for hydrogen trucks
- Small series production started by a few players
- Expected to be available in large numbers on commercial terms this decade

Hynion is fueling Renova's trucks in Gothenburg, and is engaged in the H2Truck and String projects

Buses – From test series to a natural choice



- Mainly tested in various demonstration projects
- Costs are coming down and makes it possible to introduce buses on a larger scale
- Dedicated stations at bus depots

Hynion will engage in relevant public procurement projects

Cars – From scarce to abundant



- Two producers are now selling cars world-wide; Toyota and Hyundai
- All car manufacturers have hydrogen cars developed – new tailpipe regulations will require them to include hydrogen cars in their portfolio
- A sharp upturn in number of cars sold is expected from 2025

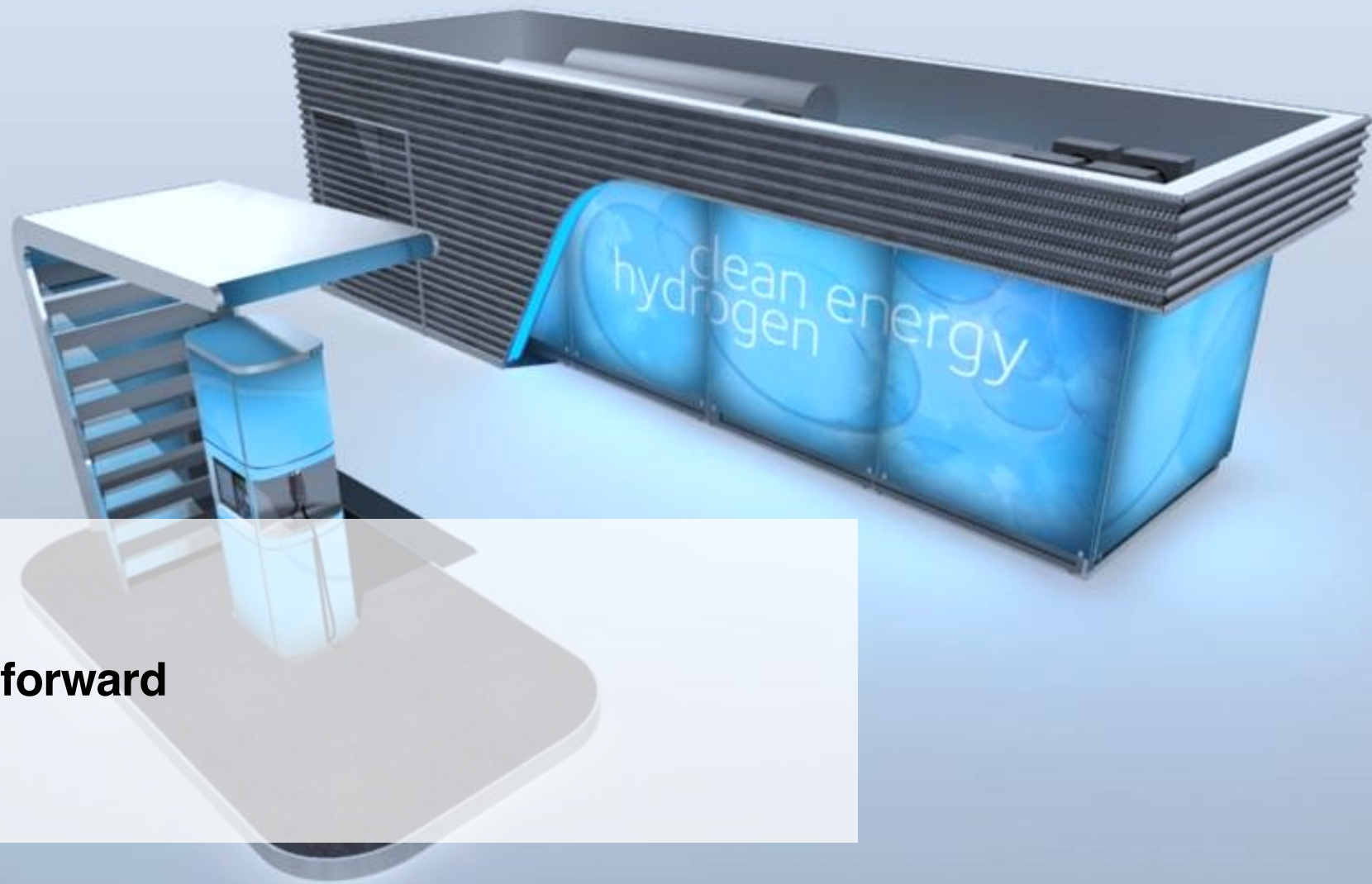
Hynion has leading expertise on fuelling cars and is collaborating closely with Hyundai and Toyota. Taxis can give early volumes

Vans – From not available to soon available



- A few tested in demonstration projects
- Benefits from general cost reduction in hydrogen systems and can now be introduced at near commercial terms
- Can be useful for binging in early volumes

Hynion will engage with potential fleet operators



3. Moving forward



Different approach when building a refuelling network for BEVs and FCEVs

Charging infrastructure and BEVs

For BEV and charging infrastructure, the start is easy, then it gets tougher

- First infrastructure for BEVs is easy – every electrical socket can be used, then special car charging sockets are required
- Next wave is tougher – quick chargers are more costly and more demanding to install
- To develop a super-charging network competing with fossil fuel, refuelling cost is a major challenge
- Fuelling 200 km driving range in 20 minutes

Fuel cost per delivered kWh is steadily increasing

Hydrogen refuelling and FCEVs

For hydrogen infrastructure the start is the tough part, then it gets easier

- Building the first network is costly and has low utilisation, but is needed to create confidence for the early users
- Adding on new capacity and new stations when volumes are increasing is a normal business development and leads to reduced costs
- As FCEVs have longer range, less stations are needed to cover the same geographical area
- Fuelling 600 km driving range in 4 minutes

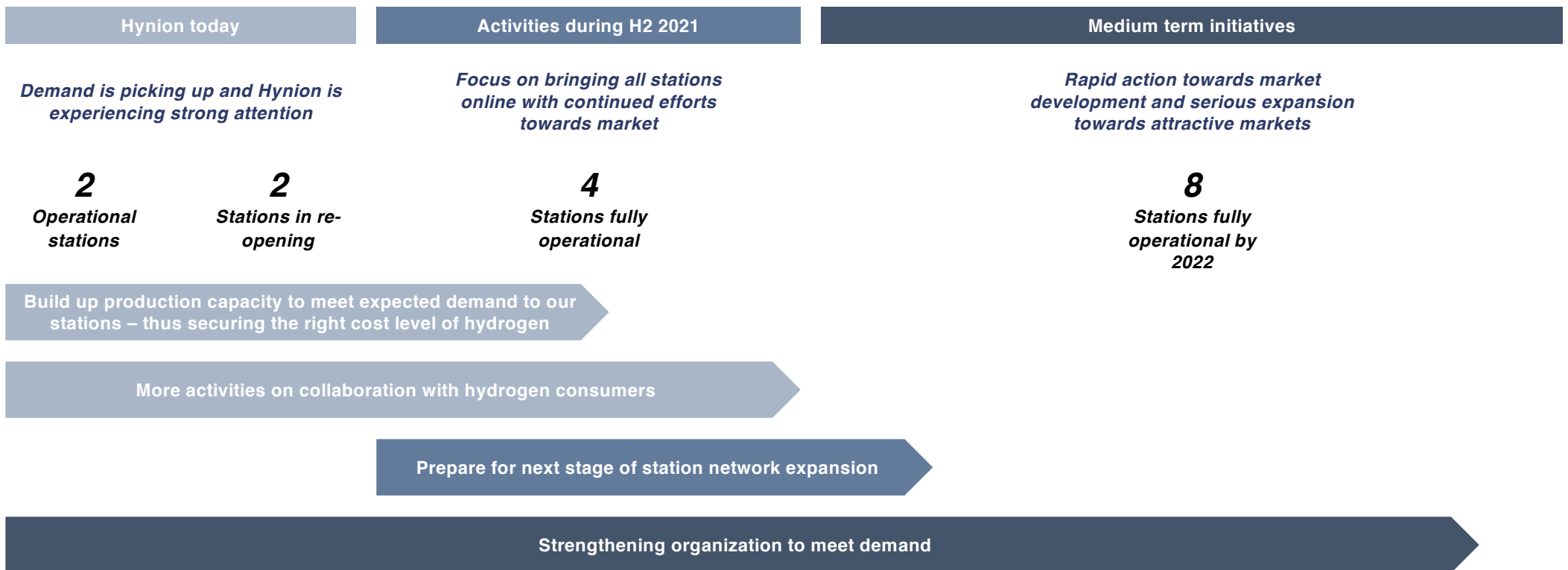
Fuel cost per delivered kWh is steadily decreasing

After a kick-start the hydrogen infrastructure can be built and operated on normal commercial terms



Hynion moving forward

Hynion is progressing according to plan and is continuously chasing opportunities to strengthen the operation





*Scandinavia's most experienced
hydrogen fuel retailer'*

Thank you for
your attention!

For further information:

Ulf Hafselid
CEO Hynion AS
uh@hynion.com
Tel. +47 908 94 153

Vibeke Schönfeld
CFO Hynion AS
vs@Hynion.com

Slavica Duric
IR Manager Hynion AS
sd@Hynion.com

www.hynion.com