Investing in Alternative Energy

Hydrogen, Batteries Wind, Solar

January 26, 2023 David Toms



Agenda

Themes: Energy transition is accelerating. Investment opportunities are emerging, some are to avoid

- Overview of the transition away from fossil fuels
- Batteries and Lithium
- Wind
- Solar
- Hydrogen

Disclaimer: I am not a professional investor. Do your own DD before investing in any of the forthcoming ideas.

I own the following stocks: APD, BE, CMI, PLUG

Thesis: The world is in transition away from fossil fuels toward green energy to deal with climate change Corollary: Everything is being electrified and decarbonized

- New Biden administration climate change policies: IRA, BIL
 - Capital investments are flowing toward the USA
- Global competition in progress for clean tech
 - China dominates solar panels, batteries, electrolyzers
 - Trade war with Europe?
- Ukraine war threatens energy security in Europe
- Hydrogen is emerging as a new fuel for transportation, and many other applications
 - Expected to be cheaper than gasoline by 2024
- Technologies for H2 generation, storage, distribution, fuel cells are rapidly developing





The Electrification of Everything

- US electrical generation requirements are expected to double by 2050
 - EV cars, trucks
 - Heat pumps instead of oil/NG fired heaters
 - Heavy industry steel, cement, ammonia
- Can the electrical grid sustain increasing demand within the next few years?
 - California already directing drivers of electric cars not to charge them between 5-7 PM on hot days
- Solar (residential and utility scale), wind turbines, grid-batteries need integration
- Generating electricity is easy; storing it is hard
- Generating hydrogen is hard; storing it is easy

Renewable electricity is 21% today, growing to 44% by 2050

U.S. electricity generation and shares from selected fuels and renewable sources

U.S. electricity generation from selected fuels AEO2022 Reference case



U.S. renewable electricity generation, including end use AEO2022 Reference case



Green Energy Overview

Climate change represents an existential threat to human civilization, with many nations seeking to reach zero net carbon emissions by 2050.

As the world transitions away from fossil fuels, there are opportunities for investing in clean or renewable energy sources. And some to avoid!

Global investment in transitional technologies reached \$755 billion in 2021.

Wind, solar, batteries and hydrogen represent promising technologies in the green energy market.

Investments in renewables will need to triple in the coming years in order to reach net-zero carbon emissions by 2050.

Green energy is accelerating

For the first time, investments in renewable energy exceed that of oil and gas. \$1.1T in 2022

The First Trillion Is The Hardest

Global investment in energy transition





Figure 1: Global investment in energy transition by sector

Source: BloombergNEF

Li-Ion Batteries

- First invented in 1980 commonly used in EVs and electronic devices
- Typically 2.5-2.8X energy density of Lead-acid batteries
- Technology is changing rapidly
 - R&D driven by EV market demand
 - HUGE R&D efforts are focused on energy density, durability, recharging time
 - Transition away from Nickel/Cobalt and toward Iron-Phosphate
 - STOREDOT has announced a new Li battery technology with 2X capacity
 - QuantumScape (QS) announced 80% recharge in 10 minutes
 - Solid-state batteries now at the forefront
 - Much safer than current designs less prone to fires



Battery demand exploding

U.S. battery storage capacity will increase significantly by 2025



Transportation in transition

50 THE U.S. NATIONAL BLUEPRINT FOR TRANSPORTATION DECARBONIZATION

1 icon represents limited long-term opportunity 2 icons represents large long-term opportunity 3 icons represents greatest long-term opportunity 1	BATTERY/ELECTRIC	(C) HYDROGEN	SUSTAINABLE LIQUID FUELS
Light Duty Vehicles (49%)*		-	TBD
Medium, Short-Haul Heavy Trucks & Buses (~14%)		0	<u>s</u>
Long-Haul Heavy Trucks (~7%)		000	5 5
Off-road (10%)		0	đ
Rail (2%)		00	
Maritime (3%)			5 5 5
Aviation (11%)		0	66
Pipelines (4%)		TBD	TBD
Additional Opportunities	 Stationary battery use Grid support (managed EV charging) 	 Heavy industries Grid support Feedstock for chemicals and fuels 	 Decarbonize plastics/chemicals Bio-products
RD&D Priorities	 National battery strategy Charging infrastructure Grid integration Battery recycling 	 Electrolyzer costs Fuel cell durability and cost Clean hydrogen infrastructure 	 Multiple cost-effective drop-in sustainable fuels Reduce ethanol carbon intensity Bioenergy scale-up

* All emissions shares are for 2019

⁺ Includes hydrogen for ammonia and methanol

Figure 7. Summary of vehicle improvement strategies and technology solutions for different travel modes that are needed to reach a netzero economy in 2050 (more details provided in Section 5).

Lithium prices have risen dramatically





IEA. All rights reserved.

Sources: IEA analysis based on <u>S&P Global</u> Notes: Lithium prices are from June 2022. Cobalt and Nickel from July 2022

Manufacturers of Utility Scale Batteries

- Panasonic Corporation,
- LG Chemicals,
- Samsung
- SDI Co., Ltd,
- BYD Company Limited,
- GS Yuasa International Ltd.,
- SAFT
- Hitachi Ltd.,
- Electrovaya Inc.,
- ABB Ltd,
- Tesla Energy Operations Inc

Albemarle (ALB)



Albemarle C NYSE - Nasdaq Rea	Corporation (A	ALB)	ow 😤 Visit	tors trend 2W ↓ 10W ↑ 9M ↑	
257.8	0 +9.31 (+3.75%)			
Summary	T. Market open. Company Insights (🕑 Chart Conv	ersations Stat	istics Historical Data Pro	ofile Financials Analysis Opt
revious Close	248.49	Market Cap	30.218B	1D 5D 1M 6M YTD	1Y 5Y Max 🖬 💅 Full sc
)pen	249.50	Beta (5Y Monthly)	1.52		360
id	258.38 x 800	PE Ratio (TTM)	19.56		286
sk	258.64 x 800	EPS (TTM)	13.19		• 257
ay's Range	249.00 - 259.71	Earnings Date	Feb 15, 2023		213
2 Week Range	169.93 - 334.55	Forward Dividend & Yield	1.58 (0.64%)	1	140
/olume	647,392	Ex-Dividend Date	Dec 15, 2022	Jan 24, 22	Aug 1, 22
Avg. Volume	1,461,727	1y Target Est	300.57		Trade prices are not sourced from all ma
air Value 🕐 😗		Related Research (2 😯	Chart Events 🕐 🔥	
3% Est. Return	Undervalued	Analyst Report: Alber CorporationAlbernard 2 months ago • Mornin	marle le is the world's gstar	Bullish pattern detected	Performance Outlook Short Term 2W - 6W Mid Term GW - 9M Short Term GW - 9M
view details		View more		View all chart patterns	

Global X Lithium and Battery Tech ETF (LIT)

Performance Risk

Global X Lithium & Battery Tech ETF (LIT) NYSEArca - Nasdag Real Time Price, Currency in USD

TT) ☆ Follow 않 Visitors trend 2W ↑ 10W ↑ 9M ↑

67.44 +1.62 (+2.46%) As of 10:38AM EST. Market open.

Summary Chart Conversations Historical Data Profile Options Holdings

Open 66.34 NAV 65.28 Bid 67.32 x 800 PE Ratio (TTM) N/A Ask 67.44 x 1800 Yield 0.98% Day's Range 66.31 - 67.49 Yield 0.98% 52 Week Range 57.56 - 82.17 Beta (5Y Monthly) 1.23 Volume 83,100 Expense Ratio (net) 0.75%	Avg. Volume	530,939	Inception Date	2010-07-22						1	Trade	prices are	e not	Albei	marle Corp
Open 66.34 NAV 65.28 Bid 67.32 x 800 PE Ratio (TTM) N/A Ask 67.44 x 1800 Yield 0.98% Day's Range 66.31 - 67.49 Yield 0.98% 52 Week Range 57.56 - 82.17 Beta (5Y Monthly) 1.23	Volume	83,100	Expense Ratio (net)	0.75%	Jan 3	 3, 23	ստիս	ահետ	համա	ահետ	Jan	11111111 13, 23	uthu	Name	
Previous Close 65.82 Net Assets 3.238 ID SD M FID IY SY MAX III SD IM 6M FID IY SY MAX III SD IM 6M FID IY SY MAX III SD IM 6M FID IY SY MAX III III SD IM 6M FID IY SY MAX III III SD IM 6M FID IY SY MAX III III SD III SD IM 6M FID IY SY MAX III SD IIII SD SD SD <	52 Week Range	57.56 - 82.17	Beta (5Y Monthly)	1.23										Тор	10 Hold
Open 66.34 NAV 65.28 Bid 67.32 x 800 PE Ratio (TTM) N/A Ask 67.44 x 1800 Yield 0.98%	Day's Range	66.31 - 67.49	YTD Daily Total Return	8.36%											00.00
Previous Close 65.82 Net Assets 3.23B ID SD IM 6M YID IY SY Max III 69.00 67.32 Open 66.34 NAV 65.28 III SD IM 6M YID IY SY Max III 69.00 67.32 Bid 67.32 x 800 PE Ratio (TTM) N/A 64.67 64.67 64.67	Ask	67.44 x 1800	Yield	0.98%											60.33
Open 66.34 NAV 65.28 ID SD IM 6M FID IY SY Max III SO 69.00 67.30<	Bid	67.32 x 800	PE Ratio (TTM)	N/A											64.67
Previous Close 65.82 Net Assets 3.238 ID 5D IM 6M YID IY 5Y Max 2 2" Full sci	Open	66.34	NAV	65.28											67.36
	Previous Close	65.82	Net Assets	3.23B	1D	5D	1M	6M	YTD	1Y	5Y	Max		× ⁿ	Full screen



Top 10 Holdings (58.75% of Total Assets)	Get Quot	es for Top Holdings
Name	Symbol	% Assets
Albemarle Corp	ALB	12.00%
Yunnan Energy New Material Co Ltd A	002812	6.67%
Contemporary Amperex Technology Co Ltd Class A	300750	6.41%
EVE Energy Co Ltd	300014	5.81%
BYD Co Ltd Class H	01211	5.23%
NAURA Technology Group Co Ltd	002371	5.11%
Ganfeng Lithium Co Ltd	002460	5.10%
Wuxi Lead Intelligent Equipment Co Ltd A	300450	4.46%
Mineral Resources Ltd	MIN.AX	4.02%
Samsung SDI Co Ltd	006400.KS	3.94%

STEM Inc. (STEM)

- Al-based computer software for managing commercial battery and grid operations
- Morgan Stanley upgraded STEM to Strong Buy

Stem, Inc. (STEM) NYSE - Nasdag Real Time Price. Currency in USD

As of 10:35AM EST. Market open.

10.65 +0.43 (+4.26%)

☆ Follow

Se Visitors trend 2W ↓ 10W ↑ 9M ↑



Wind Energy Market

The global wind energy market was valued at \$62.1 billion in 2019, and is projected to reach \$127.2 billion by 2027, growing at a CAGR of 9.3% from 2020 to 2027.



Source: Nature.com; April 15, 2021

Source: Researchandmarkets.com; June 2021

Wind Installations: Growing 12% CAGR



Wind Energy Ideas

Most Prominent Companies

- American Electric Power Company
- Exelon Corporation (EXC)
- General Electric Company
- NextEra Energy, Inc.
- TPI Composites
- Vestas Wind Systems
- SIEMENS
- Oersted

- Aegis Wind
- Ainscough Wind Energy Services
- Areva Wind
- Aris Wind
- Berkshire Hathaway Energy
- Broadwind Energy
- China Ming Yang Wind Power Group
- Clipper Windpower
- Dewind
- Envision Energy
- Mapna
- Ameren Corporation
- Avangrid, Inc.
- ENERCON GMBH
- Xcel Energy

NextEra Energy (NEE)



Momentum

View all chart patterns

Short

Term

2W - 6W

Mid

Term

6W - 9M

Long Û

Term

9M+

- XX.XX -6% Est. Return
- View details

View more

Analyst Report: NextEra Energy,

5 days ago • Morningstar

Inc.NextEra Energy's regulated utility,...

Overvalued



- Largest utility by market cap
- 60% of power generation from renewable sources
- Experimenting with electrolyzers and fuel cells
- Pairing grid batteries to wind and solar power generation
- Pushed hard for hydrogen production tax credits

General Electric (GE)



Ho

General Ele NYSE - Nasdaq R	eal Time Price. Currenc	y in USD ☆ Follo	w 29 Visit	tors tren	d 2W	/ ↑ 1	0W ↑	9M 🕇						
78.66 As of 10:27AM E	+ 0.98 (+1 ST. Market open.	.26%)												
Summary	Company Insights 🕻	Chart Conv	ersations Stat	istics	Hist	orical	Data	Pro	file	Fin	ancials	Ana	lysis	Options
Previous Close	77.68	Market Cap	85.949B	1D	5D	1M	6M	YTD	1Y	5Y	Max	-	EN N	Full screen
Open	77.61	Beta (5Y Monthly)	1.26											90.00
Bid	78.71 x 900	PE Ratio (TTM)	N/A											73.33
Ask	78.73 x 1200	EPS (TTM)	-4.54											56.67
Day's Range	77.54 - 79.08	Earnings Date	Jan 24, 2023								\checkmark			50107
52 Week Range	46.78 - 81.18	Forward Dividend & Yield	0.32 (0.41%)				L	_						40.00
Volume	1,527,347	Ex-Dividend Date	Dec 14, 2022	Jan 2	4, 22				Jul 2	25, 22				
Avg. Volume	8,046,778	1y Target Est	80.83						Т	rade p	orices are	e not sour	ced fro	m all markets
Fair Value ⑦ 😗	None Frie Volue	Related Research (0 😗	Char Bear	t Ever	nts (?)	v			Per	formanc	e Outlook	r	
14% Est. Return	Near Fair Value	Analyst Report: Gene CompanyGE was form 12 days ago • Mornings View more	ral Electric ned through the tar	jiŭ i Vi	Rela	tive Sti	rength patter	Index (R ns	SI)	Sł Te 2\	ort U erm V - 6W	Mid Term 6W - 9	M N	Long Term 9M+

General Electric (GE)

- GE is heavily invested in green energy products
 Renewable business is losing money
- Wind generators
 - Largest wind generators in the world (almost)
 - \$15B revenue in 2020
- Power generation gas turbines
 - Experiments in hydrogen / natural gas mixing
- Jet engines
 - Experiments in hydrogen fuel and fuel cells^t
- GE will break up into three companies during 2023-24
 - GE Healthcare done 2023
 - Energy GE Vernova in 2024
 - GE Aerospace (residual)



Wind turbine failures

GE, Vestas, Oersted, Siemens all having problems





This 784-foot-tall wind turbine in Haltern, Germany, collapsed in 2021. *Photographer: TF-Images/Getty Images*



Solar Market Overview





- Solar power sector is forecast to account for 52% of power capacity growth globally between 2022 and 2032
- 26% CAGR growth 2022-2030
- Solar Technology is advancing
 - Improvements to solar modules, solar cells, tracking and mounting systems, and software could yield additional cost declines
 - Solar cell efficiency is up from 16%, approaching 26%
- Next generation solar modules are emerging
- Costs are decreasing via scale
- Biden Admin IRA bill is a huge tailwind
- Biggest problem: Site permitting slowing down installs
- Source: Seeking Alpha

Solar Tax Credits and Incentives from IRA

- Homeowners: 30% tax credit for new installs 2022-2032
- Businesses: 30% tax credit or 2.6 cents per Kwh depending on location (IRS rules TBD)
- Manufacturers: Best guess approx 30% tax credits depending on what components are manufactured
- IRA has created large demand increases, now a shortage of panels
- Chinese tariffs on 8 companies
 - 27% tariff normally
 - 254% for tariff cheaters (4 Chinese companies)

Enphase (ENPH)

Enphase En NasdaqGM - Nas	nergy, Inc. (EN sdaqGM Real Time Pric	PH) e. Currency in USD	☆ Follow	<mark>89</mark> Vis	itors t	rend	2W 🕹	10W	↑ 9	M 1		
227.5 As of 10:18AM F	4 +5.00 (EST. Market open.	+2.25%)										
Summary	Company Insights	Chart Conv	ersations Stat	istics	Hist	torica	l Data	Pr	ofile	Financials	Analy	sis Options
Previous Close	222.54	Market Cap	30.871B	1D	5D	1M	6M	YTD	1Y	5Y Max		⊮ [≉] Full screen
Open	223.58	Beta (5Y Monthly)	1.45									380.00
Bid	224.52 x 1200	PE Ratio (TTM)	123.43									280.00
Ask	225.34 x 800	EPS (TTM)	1.84							Ť		227.12
Day's Range	217.97 - 227.24	Earnings Date	Feb 06, 2023 - Feb 10, 2023									100.00
52 Week Range	113.40 - 339.92	Forward Dividend & Yield	N/A (N/A)							- •		80.00
Volume	901,580	Ex-Dividend Date	N/A	Jan 2	24, 22					Lug 1, 22		
Avg. Volume	3,798,383	1y Target Est	316.28							Trade prices are	not source	d from all markets
Fair Value 🕐 😿		Related Research (0 😶	Cha	rt Evei	nts 🤊	9			_ /		
XX.XX 17% Est. Return View details	Near Fair Value	Analyst Report: Enpha Inc.Enphase Energy is 4 days ago • Morningsta View more	ase Energy, a global energy ar	Bear	i sh pat ∖ Com ⊕ iew all	ttern de Imodit chart	etectec y Chan patter	rns	ex	Short Term 2W - 6W	Mid Term 6W - 9M	Long Term 9M+

SUNRUN (RUN)

Sunrun Inc. NasdaqGS - Nasd	. (RUN) laqGS Real Time Price.	Currency in USD	Following	See Visitors trend 2W ↑ 10	↑ Me ↑ W
26.62 As of 10:21AM ES	+0.66 (+2	54%)			
Summary	Company Insights	Chart Conv	ersations Stat	istics Historical Data Pi	ofile Financials Analysis Options
Previous Close	25.96	Market Cap	5.662B	1D 5D 1M 6M YTD	1Y 5Y Max 🖬 💅 Full screen
Open	26.17	Beta (5Y Monthly)	2.28		42.00
Bid	25.75 x 1300	PE Ratio (TTM)	91.62		32.67
Ask	25.75 x 1000	EPS (TTM)	0.29		26.61 23.33
Day's Range	25.70 - 26.62	Earnings Date	Feb 15, 2023 - Feb 20, 2023		
52 Week Range	16.80 - 39.13	Forward Dividend & Yield	N/A (N/A)		
Volume	1,359,018	Ex-Dividend Date	N/A	Jan 24, 22	Jul 25, 22
Avg. Volume	7,096,411	1y Target Est	45.26		Trade prices are not sourced from all markets
Fair Value 🕐 😗		Related Research (2 😗	Chart Events 🕐 🍞	
XX.XX	Overvalued	RUN: Rating decrease	ed to a	Bearish pattern detected	Performance Outlook
-39% Est. Return		6 days ago • Argus Res	earch		Term Term Term

Encore Wire Corp. (WIRE)

Electrical cable and components wholesale distributor

Encore Wir NasdaqGS - Nasda	e Corporation aqGS Real Time Price.	(WIRE) Currency in USD	Following	Se Visitors trend 2W 10W	↑ 9M ↑	
153.0 As of 10:18AM ES	8 +3.41 (+2.28%)				
Summary	Company Insights	Chart Conv	versations Stat	istics Historical Data Profi	le Financials Analysis	Option
Previous Close	149.67	Market Cap	2.808B	1D 5D 1M 6M YTD 1	.Y 5Y Max 🛁 🛃	Full scree
Open	150.00	Beta (5Y Monthly)	1.32			170.00 153.08
Bid	151.89 x 800	PE Ratio (TTM)	4.31			140.0
Ask	152.76 x 1000	EPS (TTM)	35.48			110.0
Day's Range	149.27 - 153.78	Earnings Date	Feb 13, 2023 - Feb 17, 2023			110.0
52 Week Range	94.39 - 155.35	Forward Dividend & Yield	0.08 (0.05%)		II	80.00
Volume	20,275	Ex-Dividend Date	Jan 05, 2023	Jan 24, 22	Jul 25, 22	
Avg. Volume	192,967	1y Target Est	200.50		Trade prices are not sourced fro	m all mark
Fair Value 🕐 🌝		Related Research (୭ 😶	Chart Events 🕐 😗		
XX.XX	Undervalued	WIRE: What does Arg	gus have to say	Bullish pattern detected	Performance Outlook	Long
152% Est. Return		6 days ago • Argus Res	earch		Term	Term
View details		 View more 		View all chart patterns	2W - 6W 6W - 9M	9M+









Honda Clarity Fuel Cell 2017 - 2021 Manufacturer's Website



Hyundai Nexo 2019 - 2021 Manufacturer's Website



Toyota Mirai Fuel Cell Vehicle 2017 - 2021 Manufacturer's Website



Hydrogen: Fuel of the Future

Toyota Mirai new world record: 854 miles on one tank of H2

Four Major Uses for Hydrogen

Traditional:

• Fertilizers, Ammonia, Refining

• New applications:

- Fuel Cells for transportation and portable power generation
 - Automobiles, Trucks, Aircraft, Drones, Trains, Buses, Ships
- Power Generation and Grid Balancing
 - Gas turbines and ICE
 - Data center back up power
 - Energy storage
- Steel, Cement, Smelting
- Residential and Commercial Building heating and power

Hydrogen demand explodes

DOE National Clean Hydrogen Strategy and Roadmap (Draft)





New US Gov't investments in hydrogen Goal: Reduce hydrogen production costs to \$1 per KG by 2030 from \$5+ today

- Infrastructure Law Nov 21:
 - \$8B for Regional Clean Hydrogen Hubs
 - \$1B for electrolysis R&D, demonstrations, cost reduction
 - \$500M for other clean hydrogen supply chains
 - Develop the US National Hydrogen Roadmap and standards
- Inflation Reduction Act Aug '22: (uncapped!)
 - \$3 per KG production tax credit
 - Grants and loans for FCEV manufacturing, both autos and heavy trucks
 - Tax credits for manufacturing hydrogen production equipment
- Similar tax credits and incentives for wind and solar

Prime motivation: Prevent China from dominating the clean energy market

Colors of Hydrogen

- Green: Produced via wind, solar, nuclear or hydro power
 - Carbon-free
- Gray: Produced from steam methane reforming (natural gas)
 - Emits 10X as much CO2 as H2
 - 95% of all current production
- Blue: steam reforming, but sequesters the CO2
 - Oil companies are working hard on this
- Black: Made from Coal

Pros: Why Hydrogen Makes Sense

- The Universe is 99% hydrogen; the earth is 70% covered by H2O
- 1 KG of hydrogen has 130X more energy than 1 KG of Li batteries
- 1 KG of hydrogen is roughly equivalent to 1 gallon of gasoline
- Refueling a fuel cell vehicle takes about 5 minutes
- Hydrogen production is carbon-free when produced by wind, solar, hydro or nuclear power
 - Excess energy can be stored as hydrogen in tanks or as a liquid or as ammonia (NH3)
- Easily transported as a gas, liquid, or as ammonia
 - Pipeline distribution of is 1/10th the cost of electricity distribution
 - Can re-use most existing pipelines
 - Can be mixed with natural gas for storage, or consumption

Cons – Why hydrogen is slow to take off

- Infrastructure does not exist to support widespread distribution
- Amazon, Walmart, Home Depot distribution centers all have H2 facilities
- H2 is costly to produce: \$5 per gallon gasoline equivalent > Projected to decline to \$3.00 by 2024
- Lack of public awareness
- Some oil companies view hydrogen as a threat
- My take: H2 transportation and power market will take off in next 3-5 years



Global Momentum Building for Hydrogen

- All of these countries have a hydrogen investment strategy:
 - European Union
 - \$550B committed for infrastructure
 - China
 - Japan
 - Goal to build 1000 hydrogen stations by 2030
 - Australia
 - South Korea
 - Saudi Arabia
 - California \$50M per year commitment to building infrastructure
 - Goal: 1000 hydrogen filling stations by 2030
 - Goal: 1M fuel cell cars deployed by 2030



Fuel Cell Vehicles are also Electric Vehicles

HOW IT WORKS

A fuel cell generates its own electricity through a chemical reaction between hydrogen and oxygen



Compare Batteries, Fuel Cells

- Li Ion Batteries
 - Low energy density
 - Long charging times
 - Temperature sensitive
 - Durable
 - Commonly used Li
 - Dependent on Li, Cobalt, Nickel supplies, prices
 - Recycling is expensive

- Fuel Cells
 - High energy density
 - Short fueling times
 - Temperature insensitive
 - Sensitive to impurities
 - Use some exotic materials
 - Dependent on Platinum prices
 - Reversible
 - Infrastructure not available

This is not a competition! Both will win in the long term. Batteries will always have a place, as will fuel cells

Electrolyzer demand exploding

Global Electrolyzer Installations Are Set to Grow Exponentially

Climate policy is driving demand for green hydrogen

Annual electrolyzer installations



Source: BloombergNEF

California Hydrogen Filling Stations (63)



Hydrogen-Powered Ferry, "Sea Change"



Sea Change on the Water Courtesy of All American Marine

<u>https://www.cbsnews.com/news/hydrogen-powered-ferry-to-debut-in-san-francisco/</u>

SunLine Bus Transit, Palm Desert, CA

An all-hydrogen bus fleet – no emissions, no carbon Operational since 2012

SERVICES - FARES & PASSES - RIDER RESOURCES - PROJECTS - PROGRAMS - TAXI - ABOUT US -



Hydrogen-powered demo aircraft DeHavilland Dash-8 re-configured with H2 tanks and PLUG fuel cells





McKenzie Kinzbach, principal propulsion engineer, UH2, is shown with the company's "iron bird" test rig. CREDIT: Universal H

CREDIT: Universal Hydrogen

Generating hydrogen from common trash



- WAYS2H and SGH2 are developing reactors to convert common garbage into hydrogen
- Lancaster, CA, project under construction
- 3800 tons / year @ \$2/kg expected production
- Future H2 production sites may be at garbage dumps

Source: WAYS2H

Excess wind energy stored via hydrogen



My View of Fuel Cell Vehicles:

Depot-constrained vehicles will come out before autos:

- Long haul trucking
- Buses
- Trains
- Aircraft
- Material handling and ground support equipment
- Delivery trucks
- Garbage Trucks,
- Post Office vehicles



TATA MOTORS

Investment Opportunities: Top Hydrogen Stocks

- Established industrial firms, average risk
 - Air Products, Cummins, Shell, BP, Linde, Air Liquide
- Vehicle manufacturers, average risk
 - Toyota serious technology lead
 - Hyundai, Honda, GM, Ford, VW, BMW, many others
 - "EV" also applies to fuel cell vehicles
- Emerging companies, high risk (none are profitable yet)
 - Plug Power, Bloom Energy, Fuel Cell Energy, Ballard Power
- Pure Speculation
 - HYSR, NKLA, ZEV...many others
- Hydrogen-centered ETFs: HDRO, HJEN, HYDR

Additional reading: <u>https://www.bloomberg.com/graphics/2020-opinion-hydrogen-green-energy-revolution-challenges-risks-advantages/</u>



Air Products (APD)

Air Products and Chemicals, Inc. (APD) NYSE - Nasdaq Real Time Price. Currency in USD

★ Following

See Visitors trend 2W ↑ 10W ↑ 9M ↑

AIR /

APD

303.77 -0.63 (-0.21%)

As of 10:07AM EST. Market open.

Summary	Company Insights 🛛	Chart	Conversations	Stat	istics	His	torica	l Data	Pro	file	Fir	nancials	Anal	ysis	Options	Hold
Previous Close	304.40	Market Cap	67	.433B	1D	5D	1M	6M	YTD	1Y	5Y	Max	-	<mark>⊮</mark> ≊ F	ull screen	
Open	303.87	Beta (5Y Monthly)		0.85											360.00	
Bid	303.66 x 800	PE Ratio (TT	M)	30.14											303.77	
Ask	304.14 x 900	EPS (TTM)		10.08											253.33	
Day's Range	302.74 - 304.96	Earnings Dat	te Feb 02,	2023							Ċ.					
52 Week Range	216.24 - 328.56	Forward Dividend & Y	Yield 6.48 (2	.13%)			1 0 01	.		_ _			.		200.00	
Volume	60,904	Ex-Dividend	Date Dec 30,	2022	Jan 2	24, 22				П А	ug 1, 2	22				
Avg. Volume	1,131,259	1y Target Es	it 3	31.52						Т	Trade p	orices are	not sourc	ed from	all markets	Γ
Fair Value 🕐 😗		Related Rese	earch 🕐 🌝		Cha	rt Eve	nts ?) 🌝								
XX.XX 3% Est. Return	Near Fair Value	Analyst Repor Chemicals, Inc 2 months ago	rt: Air Products and Since its founding Morningstar	in	Bear	rish pa	ttern d t Stoch	letected astic	/		Per SI Te	formance hort	e Outlook Mid Term	0	Long Term	

Air Products, cont'd



FEATURED NEWS

One of the Largest Green Hydrogen Projects in the World: thyssenkrupp Signs Contract to Install Over 2GW Electrolysis Plant for Air Products in NEOM

Air Products has awarded thyssenkrupp Uhde Chlorine Engineers a contract to supply a more than two-gigawatt (2 GW) electrolysis plant for one of the world's largest green hydrogen projects at NEOM in Saudi Arabia.

Read More

Cummins (CMI)



Cummins In NYSE - Nasdaq Re	nc. (CMI) eal Time Price. Currenc	y in USD	owing 😤	isitors trend	i 2W→	10W 🕇 9M 4	1		
237.0	9 +1.54 (-	+0.65%)							
Summary	Company Insights	Chart Conv	versations Stat	stics Hi	storical D	ata Profi	le Financials	Analysis	Ор
Previous Close	235.55	Market Cap	33.415B	1D 5D	1M 6	M YTD 1	Y 5Y Max	ua 2	• Full s
Open	235.95	Beta (5Y Monthly)	1.04						27
Bid	236.71 x 800	PE Ratio (TTM)	17.64	•					• 2
Ask	237.17 x 1000	EPS (TTM)	13.43						20
Day's Range	235.79 - 237.19	Earnings Date	Feb 06, 2023						20
52 Week Range	184.28 - 254.47	Forward Dividend & Yield	6.28 (2.67%)				•-	10 1	17
Volume	48,800	Ex-Dividend Date	Nov 17, 2022	Jan 24, 22			Jul 25, 22		П.
Avg. Volume	935,354	1y Target Est	256.36				Trade prices are	not sourced fr	om all ma
Fair Value 🕐 🍞		Related Research(୭ 😶	Chart Ev	ents 🕐 🛛				
XX.XX •4% Est. Return II View details	Near Fair Value	Analyst Report: Cum designs, manufacture 2 months ago • Argus I View more	mins Inc.Cummins es, and distribute Research	Bearish pa Fas View a	attern dete st Stochast Il chart pa	ic tterns	Short Term 2W - 6W	Mid Term 6W - 9M	Long Term 9M+

Cummins (CMI)



- Cummins expects \$400M revenue from electrolyzers and fuel cells in 2024
- "Cummins is combining its powertrain expertise and its fuel cell and hydrogen technologies to power a variety of applications, including transit buses, semi-trucks, delivery trucks, refuse trucks and passenger trains"
- "Cummins has more than 2,000 fuel cell installationsas well as more than 500 electrolyzer installations."
- Now demonstrating a "fuel-agnostic" internal combustion engine
 - Diesel, natural gas, biogas or hydrogen

Source: Cummins' website

Plug Power (PLUG)



PLUG is volatile, but future is bright



- Vertically integrated product line: Provide fuel, fuel cells, electrolyzers, service
- Significant technology / product lead; 20 years' experience
 - Transitioning from R&D to full scale production crossing the chasm
 - Large stock of IP, patents
- Large, committed customers: AMZN, WMT, HD, BAE, Renault
- JVs with Renault, SK, GM, BAE, others pending
- Large, deployed product base: 50,000+ fuel cell units
- Largest consumer/provider of hydrogen in the world
- Employee count: Growing from 600 to 2,500 in 2023
- Heavy institutional interest: >1,000 large investors
 - BlackRock: 56M shares; Vanguard: 51M shares
- Holding \$2.7B cash strong balance sheet
- Biggest criticisms: unprofitable, management competence

Bloom Energy (BE)

- Fuel cells for large or stationary applications
 - Grid balancing
 - Data center back up power
 - Hospital, retail back up power
 - Ships



🕯 View details

View more

View all chart patterns

Bloomenergy

2W - 6W

6W - 9M

9M+



Defiance Next Gen H2 ETF (HDRO) NYSEArca - Nasdaq Real Time Price. Currency in USD

 ★ Following
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10.73 +0.11 (+1.04%)

As of 09:43AM EST. Market open.

Summary	Chart	Conversations	Historical Data	Profile	Options	Holdings	Performance	Risk
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Previous Close	10.62	Net Assets	37.91M	1D	5D	1M	6M	YTD	1 Y	5Y	Max		⊭ ≉ Fi
Open	10.66	NAV	10.50										
Bid	10.67 x 1100	PE Ratio (TTM)	N/A										
Ask	10.73 x 1000	Yield	0.00%										
Day's Range	10.70 - 10.73	YTD Daily Total Return	9.60%										
52 Week Range	8.07 - 18.09	Beta (5Y Monthly)	0.00							11			
Volume	5,216	Expense Ratio (net)	0.30%	Jan	24, 22				A	ug 1, 2	2		
Avg. Volume	20,483	Inception Date	2021-03-09							Trade	prices ar	e not sour	ced from a

Top 10 Holdings (60.77% of Total Assets)	Get Quotes for Top Holdings			
Name	Symbol	% Assets		
Plug Power Inc	PLUG	11.78%		
Bloom Energy Corp Class A	BE	7.71%		
Ballard Power Systems Inc	BLDP.TO	5.84%		
NEL ASA	NEL	5.65%		
FuelCell Energy Inc	FCEL	5.49%		
PowerCell Sweden AB	PCELL	5.46%		
Doosan Fuel Cell Ordinary Shares	336260.KS	4.99%		
SFC Energy AG	F3C.DE	4.95%		
Ceres Power Holdings PLC	CWR.L	4.69%		
ILJIN Hysolus Co Ltd	271940.KS	4.21%		

Top Alternative Energy ETFs

- QCLN
 - My favorite: holdings are diversified, relatively low priced
- TAN
- PBW
- ICLN



QCLN Top 10 Holdings

Top 10 Holdings (56.07% of Total Assets)	BIG	52.39 X 1200	PE Ratio (TTM)	
Name	Ask	52.57 x 900	Yield	0
NIO Inc ADR	Day's Range	51.33 - 52.80	YTD Daily Total Return	5
Testa Inc	52 Week Range	44.25 - 68.94	Beta (5Y Monthly)	
	Volume	29,891	Expense Ratio (net)	0
Enphase Energy Inc	Avg. Volume	205,860	Inception Date	2007-0
Albemarle Corp				
Plug Power Inc	PLUG			5.83%
XPeng Inc ADR	XPEV			4.94%
SolarEdge Technologies Inc	SEDG			3.83%
Sunrun Inc	RUN			3.56%
Cree Inc	CREE			3.50%
ON Semiconductor Corp	ON			3.42%

First Trust NASDAQ Clean Edge Green Energy Index Fund (QCLN)

☆ Follow

Se Visitors trend 2W ↑ 10W ↑ 9M ↑

NasdaqGM - NasdaqGM Real Time Price. Currency in USD

52.75 +1.62 (+3.17%)

As of 10:14AM EST. Market open.

Conversations Historical Data Profile Options Holdings Performance Risk Summary Chart

Previous Close	51.13	Net Assets	1.5
Open	51.50	NAV	51.
Bid	52.39 x 1200	PE Ratio (TTM)	N
Ask	52.57 x 900	Yield	0.33
Day's Range	51.33 - 52.80	YTD Daily Total Return	5.40
52 Week Range	44.25 - 68.94	Beta (5Y Monthly)	1.
Volume	29,891	Expense Ratio (net)	0.58
Avg. Volume	205,860	Inception Date	2007-02-



Blackrock ESG ETFs (Environmental, Social, Governmental)

ESGU	iShares ESG Aware MSCI USA ETF	15.02	42.49	20.09		-	18.95	Jun 30, 2021	Dec 01, 2016	18,806M	ß	+ Quick view
ESGE	iShares ESG Aware MSCI EM ETF	7.82	42.20	12.55	13.56	1-0	14.39	Jun 30, 2021	Jun 28, 2016	7,901M		+ Quick view
ESGD	iShares ESG Aware MSCI EAFE ETF	9.00	33.17	9.04	10.75	-	11.61	Jun 30, 2021	Jun 28, 2016	6,031M	ß	+ Quick view
SUSL	iShares ESG MSCI USA Leaders ETF	16.41	40.84		-		23.66	Jun 30, 2021	May 07, 2019	3,657M		+ Quick view
SUSA	iShares MSCI USA ESG Select ETF	16.52	44.48	21.03	18.89	14.42	10.20	Jun 30, 2021	Jan 24, 2005	3,345M	ß	+ Quick vlew
EAGG	iShares ESG Aware U.S. Aggregate Bond ETF	-1.65	-0.44	0	-	175	6.18	Jun 30, 2021	Oct 18, 2018	1,333M	ß	+ Quick view

Summary

- Climate change demands we reduce dependence on fossil fuels
- Everything is being electrified and decarbonized
- Hydrogen, Solar, Wind, Batteries will be part of the solution
- Fossil fuels will not disappear, but will be seriously diminished
- It's early to invest in green energy
 - What is your investing horizon?
 - What level of risk are you comfortable with?
- Please due your own DD prior to making any investments

Warren Buffet: "The stock market is a mechanism for transferring money from the impatient to the patient."



Suggested Reading / Sources





Green Car Congress

THE WALL STREET JOURNAL.

International Energy Agency

ENERGY.GOV

facebook

BloombergNEF

Backup material

- Ferry video
- <u>https://www.cbsnews.com/news/hydrogen-powered-ferry-to-debut-in-san-francisco/</u>

Research pointers

- <u>https://www.forbes.com/advisor/investing/best-lithium-stocks/</u>
- <u>https://www.forbes.com/advisor/investing/best-solar-power-stocks/</u>

DIY Hydrogen Fuel Cell Car on Amazon



Roll over image to zoom in

Horizon Fuel Cell Technologies Fuel Cell Car Science Kit

-7% \$162°2

Was: \$175.00

Get 5% back (\$8.10 in rewards) on the amount charged to your Amazon Prime Rewards Visa Signature Card. Not eligible for Amazon Prime. Available with free Prime shipping from other sellers on Amazon.

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One-time payment \$162.02

\$162°2

\$3.99 delivery **February 1 - 16**. Details

O Deliver to David - North Beach 20714

Only 13 left in stock - order soon.

Qty: 1 🗸

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Return policy: Eligible for

Hydrogen is safer than many fuels



The worst-case explosion scenario for each fuel. Hydrogen gas does not have a lot of "bang-power" volume-wise compared to other common fuels.

• Flammable mixtures of hydrogen have relatively low energy density compared to other fuels.

What is a Hydrogen Fuel Cell?

- Several different types
- First invented in 1838 (before oil was discovered in Pennsylvania!)
- Used by NASA in space vehicles since 1960s
- Electrolyte can be a polymer or ceramic
- Process is reversible reverse process is called an "Electrolyzer", which produces hydrogen

