



# **Doosan Fuel Cell**

# THE VALUE YOU COUNT ON



#### Clean

- Low carbon footprint
- Ultra-low air emissions



#### Reliable

- 98% uptime across more than 12 million hours of field operations
- Grid-independent critical power



### **Cost-Effective**

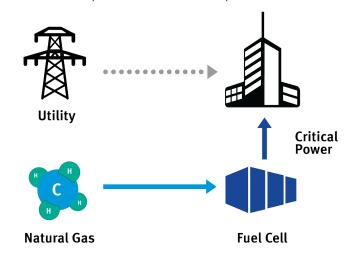
- Industry-leading 10-year stack life
- Low maintenance requirements
- Financial solutions with low energy rates



# **SECURE BY DESIGN**

### Designed, Tested and Proven

The PureCell System can provide continuous power as well as critical power in the event of a power failure.



# **OUR COMMITMENT**

Your business demands cost-effective energy that is reliable and clean. Fortunately, the Doosan PureCell® Model 400 delivers all of that value and more. Doosan PureCell technology, the culmination of more than 50-years of fuel cell leadership and innovation, has been proven across land, sea and space.

### **Environmental Benefits**









<sup>\*</sup> Annual savings from one PureCell Model 400 compared to traditional energy sources. CA Example.

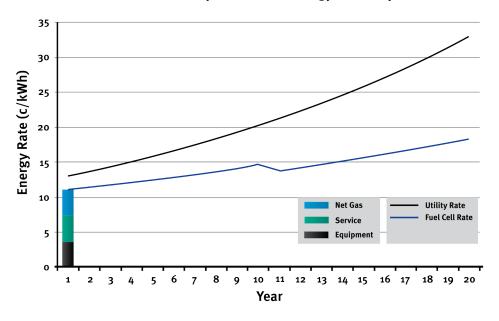




# THE CLEAN ENERGY YOU COUNT ON

Our Flexible Acquisition Models Match Your Business Needs

#### PureCell System Cost of Energy vs. Utility



#### **Traditional Utility**

Electric rate: 13.0 c/kWh 20-year cost: \$15.5 M

- High cost
- Budget uncertainty & risk

#### **Doosan Fuel Cell**

Fuel cell rate: 11.4 c/kWh 20-year cost: \$10.6 M

- Lower cost
- Better control

#### Notes and assumptions:

- CA example
- 5% escalation on T&D and commodity electricity. Net amortized equipment includes federal and state incentives (CA SGIP) and is based on a finance rate of 8% over 20 years
- Service is a 20-year comprehensive plan with 3% escalation per year
- Net gas includes fuel cell gas minus the heating gas savings due to heat recovery (50% heat utilization)
- \$7 natural gas price with 3% escalation

# Financial Solutions

Doosan has developed strong partnerships with finance providers who have experience with distributed energy projects. They can help structure creative financial solutions to meet your specific needs.



Capital Purchase



Lease
-Capital
-Operating



Power Purchase Agreement



Federal & State Incentives

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