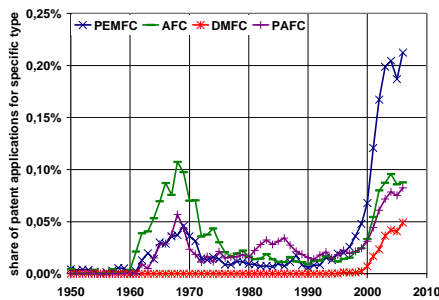
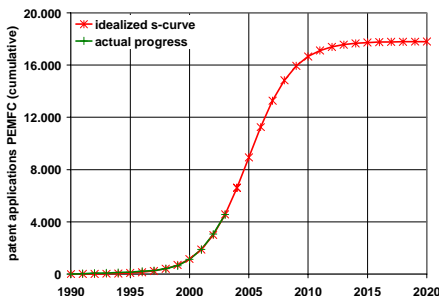


1. Patent Analysis

- Patent applications: *early indicator* for upcoming technological developments.
- First boom** in 1960s/70s:
 - *Alkaline fuel cell (AFC)* most important type; used mainly for *aerospace activities* (e.g. NASA Apollo mission).
- Second boom** from mid 1990s on:
 - *Proton exchange membrane fuel cell (PEMFC)*; often used for *road transportation applications*.
- No end of increasing trend* can be observed from patent applications.



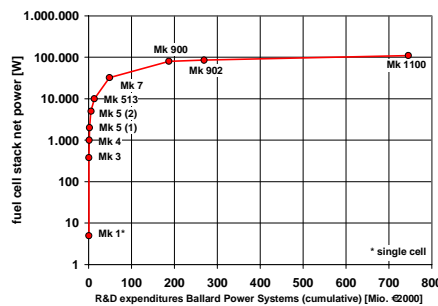
- Cumulated number of patent applications for AFC during first boom follows perfectly an idealized *s-curve* shape.
- Applying **s-curve methodology** to second boom leads to inflection point in 2004 and saturation level in 2015.



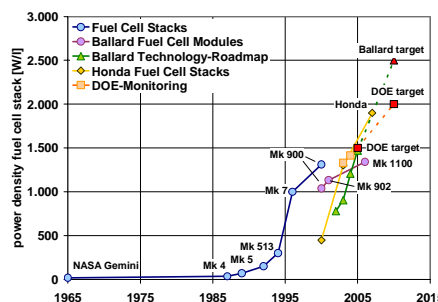
- New technology will most likely start *new s-curve* (e.g. HT-PEM).

2. Technical Analysis

- Significant progress achieved; in some areas need for further improvement.
- Stack Power:**
 - Has increased dramatically over time; however, *progress rate is decreasing* as product is getting more mature. Today's Stack Power is *sufficient for every-day usage* in most passenger cars.



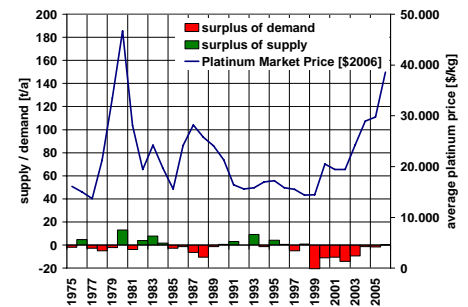
- Stack Power Density:**
 - Impressive improvement over time; however, comparison is difficult due to varying definitions. *Target values* of U.S. Department of Energy (DOE) are *not yet achieved*; new materials will enable further advancement.



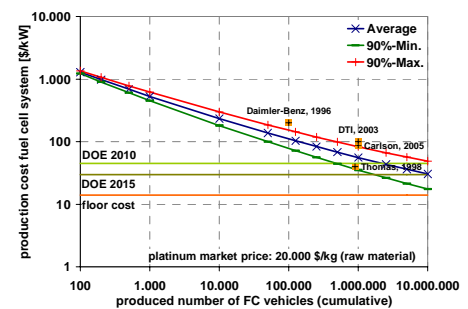
- Further areas of interest** include:
 - Cell power density, platinum loading of electrodes, vehicle performance (e.g. top speed), hydrogen storage.

3. Economic Analysis

- Bottom-up cost-model** for production at high volume: *90% of cost is for material*.
- Most important factors:** power-density, platinum load, market price for platinum.
- Assumptions** for cost calculations:
 - *Power density of the stack:* 1.000 mW/cm².
 - *Platinum loading of electrodes:* 0.1 mg/cm² (each).
 - *Market price for platinum:* 20,000 \$/kg.



- Learning curve rates** are derived using cost data for low production volumes and *Monte-Carlo analysis*; rates found are 74%-90% (74% stack, 79% system).



- Production cost (stack | system):**
 - 12-40 \$/kW | 35-83 \$/kW (1 Mio.)
 - 6-20 \$/kW | 18-49 \$/kW (10 Mio.)
- Outlook:** using similar approach to evaluate *Lithium-Ion batteries* and to compare potentials for both technologies.

