

Héricourt, November 30th, 2020

GAUSSIN and PLUG POWER announce a strategic partnership to develop hydrogen-powered transportation vehicles targeting U.S. and European markets

Goal to Decarbonize the Logistics Ecosystem with Green Hydrogen Fuel

GAUSSIN (EURONEXT GROWTH : ALGAU - FR0013495298), a pioneer in clean and intelligent freight transportation, and **Plug Power Inc. (NASDAQ:PLUG)**, a leading provider of hydrogen engines and fueling solutions enabling e-mobility, announce a partnership aimed at bringing a commercial suite of ProGen-powered Gaussin transportation vehicles to market in 2021 as a solution to decarbonize the logistics ecosystem. Integrated solutions, ranging from ProGen-powered Gaussin terminal tractors to automated guided vehicles, will use green hydrogen produced by Plug Power's best of class PEM electrolyzer solution.



First vehicles expected to be available commercially in early-2021

Gaussin is a pioneer in hydrogen-powered heavy-duty vehicles and brings over two decades of experience deploying emission-free vehicles across Europe, Middle East and Asia for logistics centers, seaports and airports. Through the integration with Plug Power's industry-leading ProGen hydrogen engines, Gaussin further positions itself as a key OEM in the emerging hydrogen economy. Plug Power and Gaussin will target new cargo markets, including logistics centers, seaports and airports in Europe, the United States, and globally beyond. The first vehicles are expected to be available commercially in early-2021.

Plug Power is the leading provider of hydrogen fuel cell engines and largest user of liquid hydrogen globally. The Company provides hydrogen and fuel cell solutions for e-mobility applications, providing a range of 30 to 125 kW fuel cells for heavy-duty fleet and on-road vehicle applications. Plug Power's modular ProGen fuel cell engines range from 30kW to 125kW, and designed for OEMs like Gaussin to integrate into zero-emission vehicles. The company is executing on a strategy to accelerate its PEM electrolyzer business in the US and Europe, leveraging distribution channels and developing a multi-megawatt scalable network for green hydrogen production.

A partnership to drive green hydrogen solutions in the US, Europe and beyond

“Our partnerships with OEM leaders, like Gaussin, allow us to drive green hydrogen solutions in the United States, Europe and beyond,” said Andy Marsh, CEO for Plug Power. “We are working to integrate ProGen engines in cargo transportation and on-road vehicle applications with best-in-class partners to make the freight and logistics markets greener with our green hydrogen and sustainable energy solutions.”

“Gaussin values its partnership with Plug Power as we further penetrate the sustainable cargo transportation vehicle market. Indeed, Plug Power has deployed over 38,000 fuel cell systems for e-mobility, more than anyone else in the world”, said Christophe Gaussin, CEO for Gaussin. “Hydrogen is a critical global fuel solution, and Gaussin intends to be a leading solutions provider for zero-emission vehicles. This unique ecosystem is mature enough to rapidly deploy GAUSSIN’s range of hydrogen and autonomous vehicles in logistics centers, ports, airports and now on the road with heavy-duty tractors and rigid trucks.”

This partnership is also a new step towards Gaussin’s presence in North America after the recent signing of a partnership with Canadian mobility technology giant Magna. It is expected to help strengthen Gaussin’s business with leading logistics and e-commerce companies, as it is aimed at providing first-class local services for the maintenance and commissioning of equipment, including battery and fuel cell power packs.

Hydrogen, a pillar to the EU’s future growth and global competitiveness

The transportation sector is known as one of the largest fuel consumers of the global energy market. Hydrogen is an attractive fuel, specifically being promoted in Europe where diesel bans are mandated for large cities starting in 2024. As highlighted in the European Commission’s [Hydrogen Industrial Strategy](#), hydrogen energy is “a pillar” to the European Union’s growth and global competitiveness. Hydrogen also takes a prominent role in the [European Green Deal](#) for making Europe the world’s first climate-neutral continent by 2050. According to [McKinsey & Company](#), the global hydrogen economy could reach \$2.5 trillion by 2050. Hydrogen is ideal for this industry as a clean, cost effective and energy-dense (3x gasoline or diesel) fuel.

Upcoming events

Hydrogen Business For Climate: January 13 & 14, 2021 in Belfort, France
SIA : June 16 & 17, 2021 in Belfort

About Gaussin

Gaussin is an engineering company that designs, assembles and sells innovative products and services in the transport and logistics field. Its know-how encompasses cargo and passenger transport, autonomous technologies allowing for self-driving solutions such as Automotive Guided Vehicles, and the integration all types of batteries, electric and hydrogen fuel cells in particular. With more than 50,000 vehicles worldwide, Gaussin enjoys a strong reputation in four fast-expanding markets: port terminals, airports, logistics and people mobility. The group has developed strategic partnerships with major global players in order to accelerate its commercial penetration: Siemens Postal, Parcel & Airport Logistics in the airport field, Bolloré Ports and ST Engineering in ports and Bluebus for people mobility.

In October 2019, the Group won the World Autonomous Vehicle Transport Competition “Category leader” - “Better energy and environmental sustainability”.

Gaussin Manugistique® has been listed on Euronext Growth in Paris since 2010.
More information on www.gaussin.com.

About Plug Power

Plug Power is building the hydrogen economy as the leading provider of comprehensive hydrogen fuel cell (HFC) turnkey solutions. The Company's innovative technology powers electric motors with hydrogen fuel cells amid an ongoing paradigm shift in the power, energy, and transportation industries to address climate change and energy security, while providing efficiency gains and meeting sustainability goals.

Plug Power created the first commercially viable market for hydrogen fuel cell (HFC) technology. As a result, the Company has deployed over 38,000 fuel cell systems for e-mobility, more than anyone else in the world, and has become the largest buyer of liquid hydrogen, having built and operated a hydrogen highway across North America. Plug Power delivers a significant value proposition to end-customers, including meaningful environmental benefits, efficiency gains, fast fueling, and lower operational costs.

Plug Power's vertically-integrated GenKey solution ties together all critical elements to power, fuel, and provide service to customers such as Amazon, BMW, The Southern Company, Carrefour, and Walmart. The Company is now leveraging its know-how, modular product architecture and foundational customers to rapidly expand into other key markets including zero-emission on-road vehicles, robotics, and data centers.



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