
Veloz Webinar

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California Fuel Cell Partnership
California Fuel Cell Partnership (CaFCP)

20 years of collaboration
FCEVs are electric vehicles
FCEVs can replace ICE vehicles

• Long range – 300+ miles
• Fast fill – 3 to 5 min fills
• Diverse vehicle sizes
• Extreme weather performance

How do you fuel?

• Swipe your credit card
• Lift the lever
• Attach the nozzle
• Squeeze the handle
Numbers as of April 1, 2019 | Total
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Fuel cell cars sold and leased | 6,315
Fuel cell buses in operation in California | 30
Retail hydrogen stations open in California | 39
Fuel cell buses & shuttles in development in California | 22
Fuel cell trucks in development in California | 35+
Retail hydrogen stations in development in California | 25

https://cafcp.org/by_the_numbers
Bending the ZEV Curve

California Vehicle Population vs. Years After Market Introduction

- HEV
- BEV
- PHEV
- FCEV
- BEV Proj.
- PHEV Proj.
- FCEV Vision
California Fuel Cell Revolution

Enable market conditions to support:

1,000 hydrogen stations

and

1,000,000 fuel cell vehicles

by 2030
Self-sustaining Customer Base

**INNOVATORS**
Tech Adventurous

- Development fuel cell cars
- Early H2 stations
- Sparse H2 network
- Customer adapts to technology

**EARLY ADOPTERS**
Visionary

- Retail fuel cell cars
- Retail H2 stations
- Statewide H2 Network
- Transition to mainstream

**EARLY MAJORITY**
Pragmatic

- Same as gasoline cars
- Better than gasoline cars
- Same as gasoline cars
- Less than gasoline

**H2 Network Coverage**
- Same as gasoline

**VALUE PROPOSITION**