



**EUROPEAN ENERGY  
VENTURE FAIR 2006**

**P21 GmbH**

**Energy Venture Fair 2006  
September 11-12 2006  
Zurich, Switzerland**



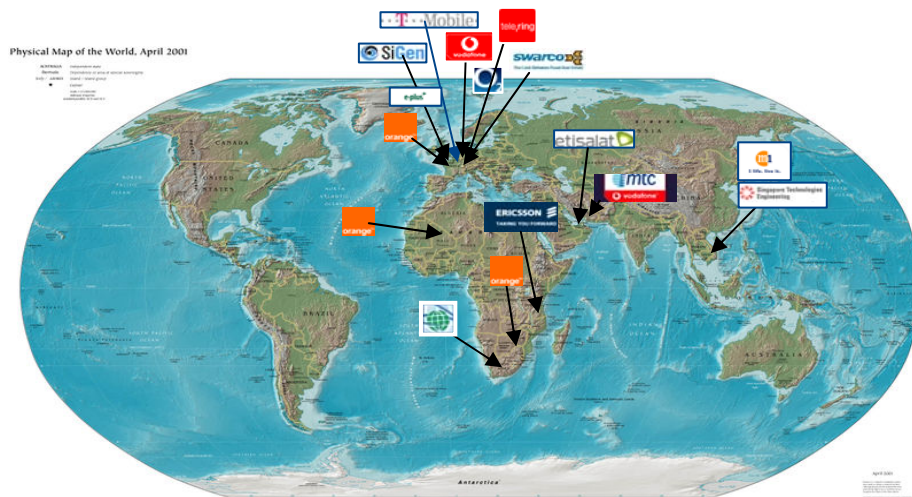
- **Development and marketing of PEM-Fuel Cell Systems for stationary applications in the telecommunications sector**
- **Clear and sole focus on base station backup power in Mobile Networks. *Other applications possible***
- **P21 products and application solutions help MNO to better utilize their networks through superior efficiency and energy costs savings compared to incumbent technologies**
- **Indirect sales model utilizing existing channels to end-users**



**Premion T  
Fuel Cell System**



- Initial markets with greatest pain are countries and regions with significant network roll outs, strong network vulnerability through weather conditions and inefficient or absence of power supply. Rapidly emerging economies are attractive markets.



- YTD 06:  
16 installed systems
- Year end 06:  
50 systems



- **P21 USP - Competitive Advantage**

Fuel cell system without batteries, making it robust, climate neutral and maintenance-free for lower life cycle costs and higher energy costs savings

- **Patents**

51 patents granted, 66 applications

- **Technology Development Process**

Ready to market

- **Timing of Product Launch**

Premion T 3kW launched in Dec. 2005. Initial sales to operators closed, first trials are running



- Market Size**

Emergency Backup Power is required in all base stations globally

- Regions**

Asia, Africa, Europe

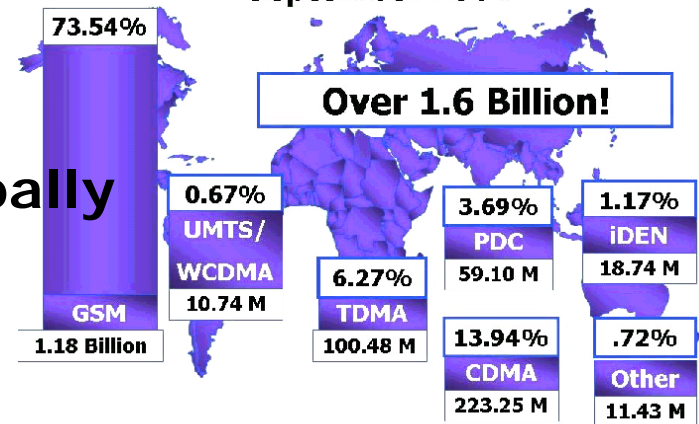
- Present Customers**

T-Mobile, T-Com, Vodafone, Eltek, Tyco Electronics and others covered by NDA

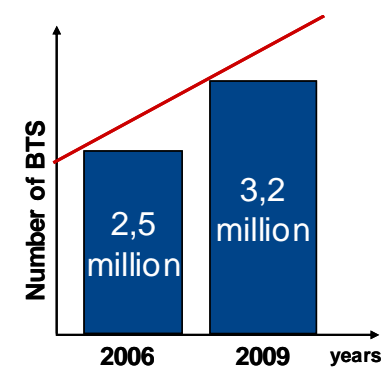
- Competitors**

Battery-, fuel cell- and generator companies with focus on 2-10 kW systems

World Cellular Subscribers  
September 2004



Source: EMC World Cellular Database Sept '04





- **Number of Employees**

**39 FTE, thereof 32 permanent**

- **Key Employees**

**CEO Dieter Braechtken**

**Electrical engineering and business administration  
edu, 10 years backup industry, >5 years VC  
experience, COO of a computer maker, IPO  
experience**

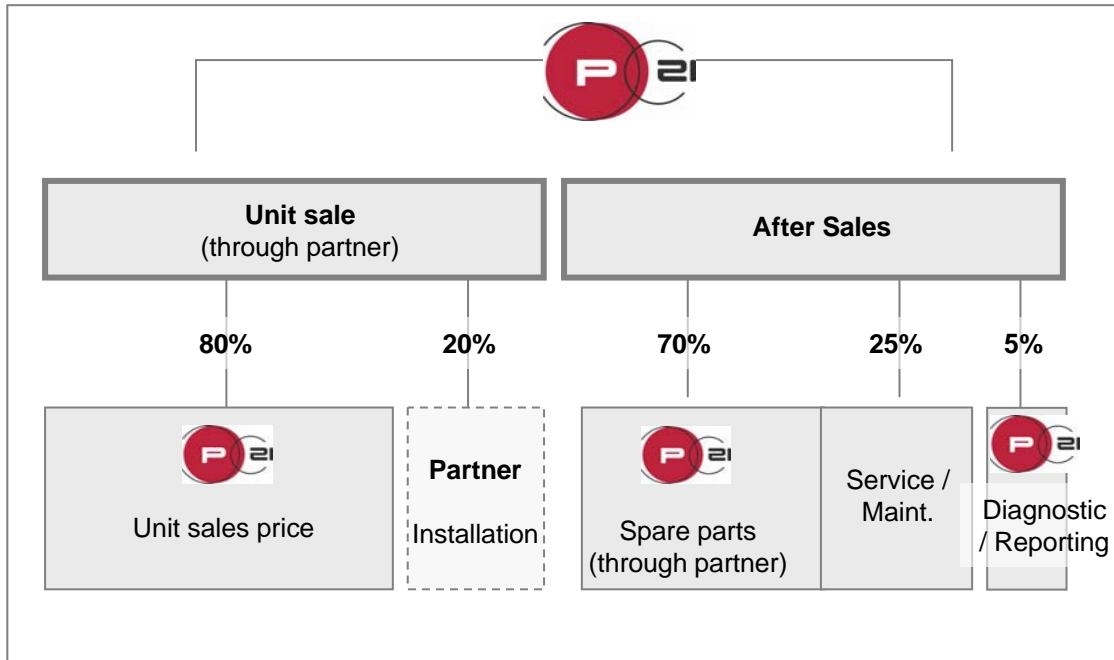
**COO Manfred Ostermayer**

**Electrical engineering and business administration,  
13 years battery industry, Quality Management,  
VP Production, VP Operations**



- **Main Profit Margin Drivers**

**Product sales and later spare part sales in addition**





- **Timing Break-Even**  
Q3/2008
- **Funding**  
in this round: 10 Mio, whereas 2.5 Mio has been committed by existing shareholders, 7.5 Mio open; expected closing Oct/Nov 06
- **Usage for:** Application engineering, product development, sales/marketing
- **Exit scenarios:** IPO or trade sale