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Biographies

Dr Henri Winand  
Chief Executive Officer  
Appointed September 2006

Currently:
• Governing Board member of the European Union’s Fuel Cell Hydrogen Joint Undertaking (FCH JU)
• Treasurer of the NEW Industrial Grouping, also part of the FCH JU structure
• Member of the UK Government’s Green Economy Council, advising the Secretaries of State for DECC, DEFRA and BIS

Earlier career:
• Former member of the University of Cambridge’s Alumni Advisory Board
• Vice President of Corporate Venturing at Rolls-Royce plc, the power systems provider for land, sea and air
• PhD from the University of Cambridge, a MBA from Warwick University and a BEng from Imperial College, London

John Maguire  
Chief Financial Officer  
Appointed January 2012

Earlier career:
• CFO for Etisalat Nigeria, a national 4th entrant GSM mobile operator from start up to 7 million customers and EBITDA positive
• THUS plc (FTSE 250) – CFO for nine years
• Cable & Wireless – various senior finance positions, including as Vice President Finance Japan and Asia based in Tokyo
• Chartered accountant, qualified with Ernst & Young
Introducing Intelligent Energy Holdings (IEH)

• Pedigree - founded in 2001 based on **disruptive hydrogen fuel cell** (FC) technology created at Loughborough University which has been **developed over a period of 25 years**

• Intellectual property – over **400 patents granted** and 600 pending across **300 patent families** including core technology, platform flexibility and manufacturing processes

• International - Principal facility and headquarters in Loughborough, **UK**. Operations in **India**, **Japan** and **Singapore**, and a commercial office in **Silicon Valley, USA**

• Experienced & motivated staff - approximately **400 employees** led by a seasoned management team and strong board

• Product - **advanced, flexible and efficient power systems** with **high barriers to entry**

• Endorsed by blue chip customers – working with them to **embed Intelligent Energy's technology** into their **mass market products** in **high growth sectors**
Board and senior management

Paul Heiden
Non-Executive Chairman
- Ex CFO of Rolls-Royce plc, and CEO of FKI plc
- Currently NED of the London Stock Exchange Group and Meggitt and, until recently, United Utilities

Dr Henri Winand
CEO, Executive Director
- Appointed in September 2006
- Previously Vice President of Corporate Venturing at Rolls-Royce Group plc

John Maguire
CFO, Executive Director
- Appointed January 2012
- Chartered Accountant
- Formerly CFO of an Etisalat JV in Africa, CFO of THUS Group plc

Joe O’Sullivan
COO
- Formerly COO of InFocus (5 years)
- 15 years with Apple Inc. in a number of leadership positions incl. interim SVP of Operations for introduction of Apple iMac

Dr Philip Mitchell
Co-Founder, Technologist
- Founding director of Advanced Power Sources Ltd, acquired by IEH in 2001
- Previously R&D manager at Innogy Technology Ventures

Dr Caroline Brown
Non-Executive Director
- Chief Financial Officer of The Penspen Group Limited
- Non-executive Director of Mirland Development Corporation plc

Flavio Guidotti
Non-Executive Director
- Former investment banker and manager at ExxonMobil’s southern cone HQ
- Former senior advisor to the President of the Central Bank of Argentina

Michael Muller
Non-Executive Director
- Chief Technology Officer and Co-founder of ARM Holdings

Zarir J. Cama
Non-Executive Director
- Former CEO of HSBC India and Malaysia
- NED of The Saudi British Bank, HSBC Private Banking Holdings (Suisse) SA and Tata Capital UK

Martin Bloom
Non-Executive Director
- Chairman of Renesola, the global photovoltaic manufacturer listed on AIM and the NYSE

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Major Market Trends
“Meeting the world’s growing need for energy will require more than $48 trillion in investment over the period to 2035... The reliability and sustainability of our future energy system depends on investment”

IEA Executive Director Maria van der Hoeven
Hydrogen: an important part of the energy landscape

Hydrogen is seen as the only grid scale electrical storage option - Siemens
“Large-scale power generation, however, will be the dinosaur of the future energy system: Too big, too inflexible, not even relevant for backup power in the long run”

UBS 10th August 2014 Research Note
Drive to efficient distributed power

Much like our phones moving from fixed line to mobile:

Fuel cells provide scalable, efficient distributed power generation

LHV: Lower heating value
Fuel cells provide highly efficient power solutions for today’s DC electronic devices.
Company Overview
IEH: History

- **1980s**: One of Europe’s first R&D teams in PEM fuel cell technology at University of Loughborough
- **1995**: IEH formed and acquired IP from University of Loughborough
- **2001**: Developed UK’s first kW-level PEM fuel cell stack
- **2003**: Partnership with Boeing to produce fuel cells for prototype aircraft
- **2004**: Acquisition of US IP and expertise of MesoFuel Inc. and Element One Enterprises Inc.
- **2006**: IEH fuel cells successfully integrated into Boeing prototype aircraft (CAA approved)
- **2007**: IEH and Suzuki enter new partnership to develop prototype hydrogen fuel cell motorcycles
- **2008**: The Suzuki Burgman fuel cell scooter obtains whole-vehicle type EU approval
- **2009**: IEH commences cooperation with EPCM
- **2011**: IEH and Suzuki enter new partnership to develop prototype hydrogen fuel cell motorcycles
- **2013**: IEH and Suzuki establish JV to develop and manufacture fuel cell systems
IEH: Today, beyond the tipping point

Technology innovation has accelerated; commercialisation now
Executing in three mass markets

Delivering cost effective, efficient power
## Competitive landscape

<table>
<thead>
<tr>
<th>Competitor</th>
<th>Motive</th>
<th>DP&amp;G</th>
<th>CE</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Intelligent Energy market characteristics</strong></td>
<td><strong>Motive</strong></td>
<td><strong>DP&amp;G</strong></td>
<td><strong>CE</strong></td>
</tr>
<tr>
<td></td>
<td>Ballard</td>
<td>Ballard</td>
<td>myFC</td>
</tr>
<tr>
<td></td>
<td>Plug Power</td>
<td>Electro Power Systems</td>
<td></td>
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<tr>
<td></td>
<td>Hydrogenics</td>
<td>Altergy Systems</td>
<td></td>
</tr>
<tr>
<td></td>
<td>In-house developments from e.g. Toyota</td>
<td>Incumbent technology (diesel gensets)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>JDA, licensing and royalty (Like ARM)</td>
<td>Long term power provision and contract manufacturer (Like Aggreko)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Distributed fuel supply moving towards licensing and royalty (Moving towards ARM)</td>
<td></td>
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</tr>
</tbody>
</table>
Competitive advantages

- High efficiency across the whole scope of power ranges
- Competitive without subsidies
- Motive: aligned with current and future emissions regulations
- DP&G: cost competitive versus incumbent technology
- CE: utility of generating power on the move

<table>
<thead>
<tr>
<th>Low Power: Air-Cooled Technology</th>
<th>Intelligent Energy</th>
<th>Benchmark IEH Competitor</th>
</tr>
</thead>
<tbody>
<tr>
<td>Power (kW)</td>
<td>2.7</td>
<td>2.5</td>
</tr>
<tr>
<td>Volume (l)</td>
<td>2.8</td>
<td>13.1</td>
</tr>
<tr>
<td>Weight (kg)</td>
<td>3.6</td>
<td>11.0</td>
</tr>
<tr>
<td>Volumetric Power Density (kW/l)</td>
<td>1.0</td>
<td>0.2</td>
</tr>
<tr>
<td>Gravimetric Power Density (kW/kg)</td>
<td>0.8</td>
<td>0.2</td>
</tr>
</tbody>
</table>
IEH: addressing the opportunity

Technology

- Flexible, Proprietary Architecture
- Allows “Design Once – Deploy Many Times”
- Results in Scalability and Ubiquity
- Supply Chain and Manufacturing Gearing
- Lower Cost
- Minimising Balance of Plant, Sophisticated Control Systems
- Give Higher Power Densities
- Allows Deployment Across Range of Different Product Platforms
- Significant Packaging Benefits
- Lower Cost

Business Model

- JDAs with Multiple Commercial Partners
- Enables Multiple Routes to Market (and Demonstrates Real Market Pull)
- Leverages IEH Product Development with Commercial Partner Funding and Know How
- Creates Product IP Owned by IEH
- Allows Material Monetisation Opportunities

IEH / Suzuki Ready-to-Game Pilot Production Line in Yokohama, Japan

Patented and commercialised fuel cell technology in use
Barriers to entry: Technology

- IE designs and develops fuel cell engines
- IE’s fuel cells are applied in cars and bikes, providing power to infrastructure and powering smart USB devices
- 25 years of core technology development
- Substantial IP position
- 10+ years of co-developed IP and know how around developing core technology into commercial products
- Current best of class performance and substantial improvements in cost and power on technology road map

AC = Air cooled
EC = Evaporatively cooled

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Barriers to entry: Business model maturity

- Licensing model of embedding in multiple partner products will reduce/eliminate capital intensity, manufacturing risk, channel development needs as the business scales.

- Technology flexibility allows multiple products from same core - allowing risk reduction from multiple product markets - and the benefits of price/volume curve aggregation to bring scale benefits.

- IEH business model allows value stream to be captured above and beyond technology sale revenues and expands viable market size.

- 7 year relationship with Suzuki developing fuel cells for automotive applications.
Asset intelligence

- Intelligent Energy embeds a remote monitoring system into its fuel cell products

- AMBIS (Asset Management and Business Intelligence System) monitors performance of all fuel cell assets and the data can be used for:
  - Operating performance
  - Predictive maintenance
  - Fuel monitoring
  - Billing
  - Research direction
## Solving multiple customer needs with IEH technologies

<table>
<thead>
<tr>
<th>Sector</th>
<th>Pain Point</th>
<th>IEH Technology Attribute</th>
<th>Key Measures</th>
</tr>
</thead>
<tbody>
<tr>
<td>Motive</td>
<td>Emission penalties</td>
<td>Cleaner power</td>
<td>$ / kW g CO₂ / km</td>
</tr>
<tr>
<td>CE</td>
<td>Inadequate runtimes / limited infrastructure</td>
<td>High energy densities</td>
<td>Number of charges $ per charge kWh / kg</td>
</tr>
<tr>
<td>DP&amp;G</td>
<td>Cost of power / shortage of grid infrastructure</td>
<td>Cheaper power, Availability</td>
<td>$ / kWh</td>
</tr>
</tbody>
</table>

Proprietary, highly patented technologies, with best in class performance are being commercialised / developed with OEM and contract manufacturing partners to solve key commercial issues in three main sectors.
Fuel cell electric vehicles represent a long term solution: mass manufacturers like Toyota and Hyundai already in the market.
Motive: IEH advantage

IEH fuel cells scale across the whole vehicle range, between 2-200kW

Using our unique and proprietary cooling technology, IE significantly exceeds the competition in power density

<table>
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<td>0.8</td>
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</tr>
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</table>

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Motive: Addressable market

IEH Client

- Intelligent Energy is a leading independent FC developer with OEM level experience
- Advanced FC technology allows OEMs rapid market entry at much lower price points
- High value technology licensing opportunity plus recurring royalty revenue
- Partner, not a competitor

Own FC Technology

Superior FC power density wins partners from all segments

Access to FC Technology

No Known FC Technology
Motive: Current and Future Proof points

Current

• Aggregate revenues of £76.6 million to date
• Multiple ongoing Suzuki JDAs leading to...
  – £45m up front license
  – with volume related royalties to follow
• European Premium Car Maker (EPCM):
  – EPCM Option License Agreement of significantly greater value than Suzuki
  – Greater license fees due if EPCM chooses to extend the license to any development partners
• Framework development agreement with another Japanese Car Maker (JCM)
• Ready to scale pilot fuel cell manufacturing facility in Japan in JV with Suzuki
• Suzuki Burgman scooter: first FC European Whole Vehicle Type Approval

Future

• OEMs who do not have their own FC technology
• Opportunities from range extenders for commercial vehicles

<table>
<thead>
<tr>
<th></th>
<th>Suzuki</th>
<th>EPCM</th>
<th>JCM</th>
</tr>
</thead>
<tbody>
<tr>
<td>Technology validation</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>JDA</td>
<td>✓</td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td>OLA</td>
<td>✓</td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td>License exercise</td>
<td>✓</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Royalties</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
CE: Market drivers

Incumbent Technology is Reaching its Limits...

- Growth in number of USB devices (require DC power) – it is not just smartphones
- 26 billion Internet of Things devices by 2020 with low power requirements
- Battery / power sources are struggling to meet increasing power demands including the shift to 4G
- Power densities in traditional batteries have only marginally improved and are not keeping pace with user requirements
- Significant revenue opportunity in providing extended runtimes for future power hungry products

Take off in portable device functionality at a time when traditional batteries have reached their technological plateau
Phase 1: “Energy on the move”
USB mobile power, which does not require the grid

- IEH’s first consumer device
- No need to plug in – independent from the electricity grid
- 5W output, with one week’s power (25Wh)
- Fully certified fuel cell with USB charging
- Energy on demand
- Upp revenue is expected to be delivered from:
  - Emerging market smartphone owners
  - Sales of Upp through distributors
  - Retailers across multiple markets
- “Made for iPhone”
- Initial retail price of £149
- £5.95 for Upp Cartridge exchanges

Turning consumers into producers
Phase 1: Upp App
Understand the consumer

Upp App offers charging data and fuel status plus the ability to locate nearby sources of fuel cartridges.

Future versions of Upp can use the App platform to enable automatic and predictive ordering of replacement fuel.

Ongoing revenues through providing power (fuel) on the go.
Phase 2: “Cut the Cord” embedded device

- No need to plug in – independent from the electricity grid
- Objective to enable “truly mobile” devices with no power or time restrictions
- IE focus on core technology and fuel development, packaging and delivery
- Objective to license technology to OEM partners generating royalty and licensing fees
- Ongoing revenue from fuel sales

<table>
<thead>
<tr>
<th>Laptop use (hours)</th>
<th>Battery</th>
<th>+ Upp cartridge</th>
<th>+ Fuel option A</th>
<th>+ Fuel option B</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>9</td>
<td>14</td>
<td>23</td>
<td>42</td>
</tr>
</tbody>
</table>

- Embedded device demonstrated in September 2014
- Embedded in OEM partner products targeting billions of portable devices and 26 billion Internet of Things devices

Mass market adoption – portable power, the new bottled water
CE: Current and Future Proof points

Current - Phase 1:
• The CE Division’s anchor relationship for its **embedded fuel cell project** is with a **leading international CE device OEM**, the International Electronics Company (IEC)
• Recent **joint acquisition** of substantive CE related IP with the IEC
• The Upp device is certified under the "Made For iPhone" program operated by Apple
• The Upp device has been **certified** to carry the **European Union's CE mark** and the **Canadian CSA mark** and meets international standards applicable to the carriage and **usage of devices on aircraft**
• Lengthy **consumer field trials** in Africa
• The Upp device is supported by the **Upp App** available on iOS and Android

Current - Phase 2 and 3
• Embedded device **demonstrated** in September 2014
• **Future opportunities** in industrial markets taking advantage of the **scale** of the **Internet of Things**
Distributed Power & Generation
Distributed Power & Generation (DP&G): Market drivers

Electricity Access in Selected Regions
Electricity Availability (% of Population with no Grid Access)

... plus opportunities in other countries

Power for Indian Mobile Base Stations
National power grid creaking with frequent power interruptions
Currently over 400,000 telecom towers in India (vs. 54,500 in the UK)
• >70% of base stations without power for more than 8 hours per day
• Number of cell towers forecast to substantially increase
Estimated that 60% of telecom tower operating costs are fuel-related
• Telecom tower diesel consumption estimated at 2.6bn litres p.a.
• Government initiative to deregulate diesel prices is expected to increase the cost of back up power
Value Indian mobile phone market is expected to continue to grow rapidly
• Increase in data usage and wider smartphone adoption
High availability of hydrogen in India
• 22 oil refineries, 8 oil plants, 22 Chlor-Alkali plants

... plus sale of excess power to other customers

Indian Mobile Phone Market
India’s Mobile Phone Market
Mobile Subscribers

Mobile Subscribers By Operator
Subscribers (m)

July 2013: 875m Subscribers

Average Grid Outages in Major Indian Cities
Grid Electricity Outages in Major Indian Cities
Average Grid Outage per Day (hrs)
DP&G: Business model and competitive advantage

EBITDA Build-up: Telecom Tower Sites

Using remote monitoring, FCs and 2nd customer per site move to a position of 50-55% EBITDA margins Capex £900-£1,300 per site

Product offering:
Mid-merit power provision for distributed infrastructure in emerging markets

Business model:
Long term contracts for power provision
(Typically 8-13 years, highly scalable, already under contract, initial India focus)

Step 1
- Buy existing cash generating diesel generator estates
- Asset financing
- Supply contracts for sale of primary power for telco towers
- Outsource maintenance to existing providers

Step 2
- Improve efficiency of operations via remote monitoring
- Sell energy on a usage basis
- Manage capex
- Build scale

Step 3
- Gradually roll-out hydrogen fuel cells to replace legacy diesel generators

Step 4
- Generate new revenues from sale of “excess” power (e.g. for ATMs, water purification)
- Minimal additional capital cost

Product offering:
Mid-merit power provision for distributed infrastructure in emerging markets

Business model:
Long term contracts for power provision
(Typically 8-13 years, highly scalable, already under contract, initial India focus)
DP&G: Business model validation

Reduced outages and reduced fuel usage equates to enhanced revenue to IEH
DP&G: Current and Future Proof points

Current

• Over **5,000 sites under contract** with **several customers**, including announced deals with:
  – Ascend. Ascend's telecom tower portfolio comprises over 4,000 tower locations
  – Microqual expected to be able to deploy equipment on 5–10% of its more than 70,000 electricity transmission towers portfolio
  – More than 60% of sites estimated to be suitable for FC deployment
• **Step 1 & 2** of the business model has been **demonstrated to work**
• Targeting average initial invoiced **revenue per site** of **£4,000 to £5,000** per annum

Future

• **Potential for 125,000 to 135,000 contracted** sites in the medium-term over several territories and markets
• IEH has been **in India for 4 years** and first trialled FCs and AMBIS on the ground in 2011
Conclusion
## KPIs – Drivers, current position, future direction

<table>
<thead>
<tr>
<th>Motive</th>
<th>DP&amp;G</th>
<th>CE</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Number of OEMs</td>
<td>• Number of sites</td>
<td>• hand held devices and fuel sales</td>
</tr>
<tr>
<td>• Stage of journey towards license agreement and royalties</td>
<td>• Revenue per site</td>
<td>• Embedded license agreements journey</td>
</tr>
<tr>
<td>2 signed contracts for licensing option with a 3rd on the journey</td>
<td>• FC deployment</td>
<td>First demonstrated embedded product in September 2014</td>
</tr>
<tr>
<td>Supporting partner OEMs with market entry and expansion of fuel cell</td>
<td>• 2nd customer on site</td>
<td>Roll out embedded power sources with OEM Partners and introduce ‘next</td>
</tr>
<tr>
<td>powertrains to a wider range of vehicle types</td>
<td></td>
<td>generation’ technologies</td>
</tr>
<tr>
<td></td>
<td>More than 60% of surveyed sites are suitable for FCs</td>
<td></td>
</tr>
<tr>
<td></td>
<td>30% are assumed to be available for 2nd customer</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Expansion to other sectors that require power provide income from the</td>
<td></td>
</tr>
<tr>
<td></td>
<td>provision of additional services</td>
<td></td>
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<td></td>
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</tr>
</tbody>
</table>
Proven technology and customer validation... IEH has passed the commercial tipping point
<table>
<thead>
<tr>
<th>Motive</th>
<th>DP&amp;G</th>
<th>CE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Joint development agreements more than cover costs with material value from signed licensing and royalty agreements</td>
<td>Utility style long term contract agreements with predictable cashflow with the ability to deliver above utility returns</td>
<td>Opportunity to transition to a high margin licensing model with embedded devices, have proven the concept with portable power device</td>
</tr>
</tbody>
</table>

Design once, deploy many times
Financial Overview

- Historical financials are not representative of plans for the business as they only include revenue from Motive but have costs for all 3 divisions.
- Consolidated cash balance of £98.6 million, with no debt (18th August) as per IMS.
- Standard listing on LSE in Main Exchange in July 2014 to fund the launch and scale up of DP&G and CE divisions.
- As of IMS, 19th August 2014:
  - 5,000 telecom tower sites under contract for power management.
  - Overall, strong growth in revenue from Q3 to Q4 is expected to be delivered due to the impact of CE and DP&G.

<table>
<thead>
<tr>
<th>Fiscal Year Ended as at 30 September:</th>
<th>6 Months to 31 March:</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2011</td>
</tr>
<tr>
<td>Profit &amp; loss</td>
<td>£m</td>
</tr>
<tr>
<td>Revenue</td>
<td>12</td>
</tr>
<tr>
<td>Cost of sales</td>
<td>(11)</td>
</tr>
<tr>
<td>Gross margin</td>
<td>1</td>
</tr>
<tr>
<td>R&amp;D/administration expenses</td>
<td>(14)</td>
</tr>
<tr>
<td>EBITDA</td>
<td>(14)</td>
</tr>
<tr>
<td>Depreciation</td>
<td>(1)</td>
</tr>
<tr>
<td>Share of loss of JVs</td>
<td>-</td>
</tr>
<tr>
<td>Net interest</td>
<td>(1)</td>
</tr>
<tr>
<td>Gain on disposal of subsidiary</td>
<td>0</td>
</tr>
<tr>
<td>Income tax (R&amp;D Tax Credit receipts)</td>
<td>1</td>
</tr>
<tr>
<td>(Loss)/profit for the year</td>
<td>(15)</td>
</tr>
<tr>
<td></td>
<td>6</td>
</tr>
<tr>
<td>Net assets / total equity</td>
<td></td>
</tr>
<tr>
<td>Cash flows</td>
<td></td>
</tr>
<tr>
<td>Net cash flow from operating activities</td>
<td>(15)</td>
</tr>
<tr>
<td>Net cash flow from investing activities</td>
<td>(2)</td>
</tr>
<tr>
<td>Financing from issue of equity and convertible loan notes</td>
<td>19</td>
</tr>
<tr>
<td>Foreign exchange</td>
<td>2</td>
</tr>
<tr>
<td>Opening cash and cash equivalents</td>
<td>0</td>
</tr>
<tr>
<td>Closing cash and cash equivalents</td>
<td>5</td>
</tr>
<tr>
<td></td>
<td>6</td>
</tr>
</tbody>
</table>
Summary

- There is a **global need** for **highly distributed, efficient power generation**
- This distributed power is **typically DC (personal devices etc.)** which **fuel cells are ideally placed** to generate
- **Hydrogen** is already a **big market** with real **systemic scale** potential and accelerating take up
- Intelligent Energy is executing on these trends through:
  - **Differentiated proprietary and flexible technology** with high barriers to entry
  - **Large, growing, de-correlated multiple end markets** with real customer pain points
  - **Material existing contracts** in **Motive**
  - **CE and DPG** piggyback off **growth** in need for efficient **distributed power generation** in developing economies and **highly distributed power** for **smart devices** (smart mobility and Internet of Things) globally
  - **Tailored business model** by market to deliver at scale
  - **Blue chip partners**
  - **Capital to execute**
Appendix
Selected divisional management team

James Batchelor
Managing Director, Motive
Previously Land Rover and BMW AG, Trafficmaster plc – MD Europe, Torotrak plc – Main Board Director

Amar Samra
Managing Director, CE
Previously Infocus – General Manager Global Business Lines and GM EMEA, Balqon Corp – Founder, Zero emissions all electric truck development

Peter Brown
Managing Director, DP&G
Previously Turbo Power Systems plc (AIM) – CEO, Rolls-Royce Energy – EVP incl. 20 year PFI for mobile diesel powered gen sets for UK military

Jen-Louis Cols
Group Engineering Director
Previously NXP Semiconductors, Wolfson Microelectronics, Texas Instruments, Sony Ericsson and Matra Marconi Space