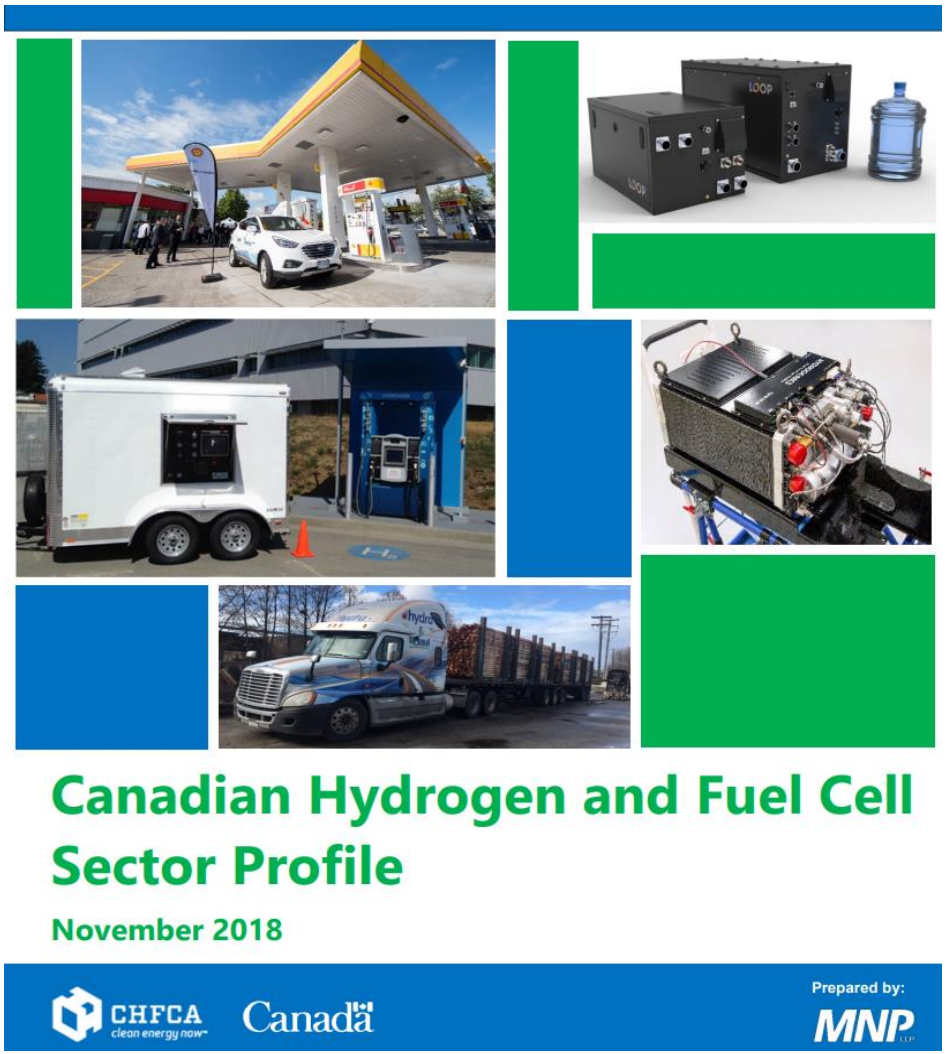

Government of Canada (ISED) and CHFCA publish an annual industry profile of the Canadian Hydrogen and Fuel Cell sector to:

- Capture trends, growth and achievements of the sector
- Offer insights into sector's current state
- Provide valuable info to policy makers, investors, stakeholders

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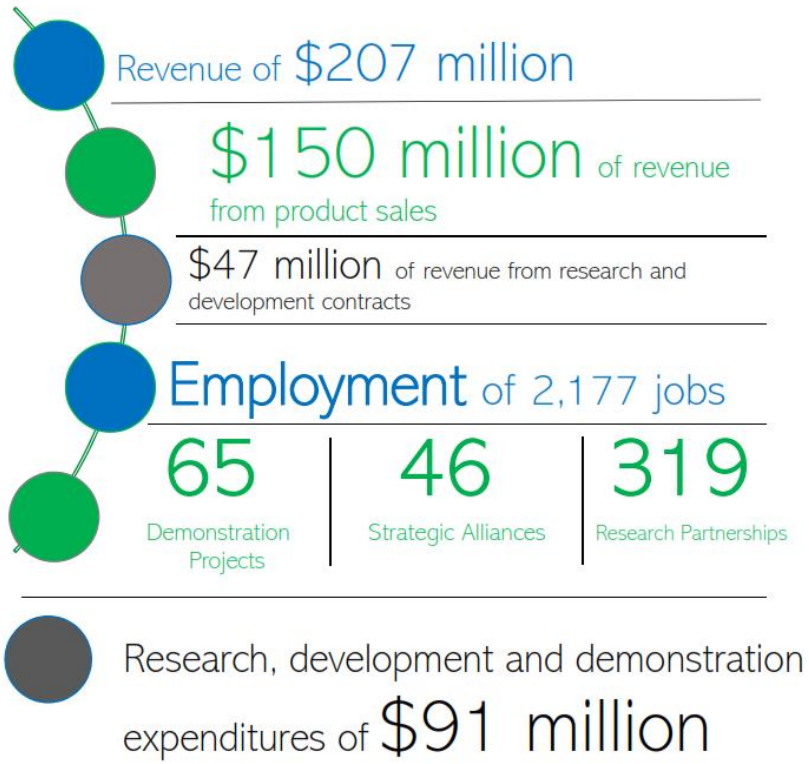
THE INDUSTRY AT A GLANCE IN 2017

In 2017, survey respondents from the Canadian hydrogen and fuel cell sector reported the following*:



Based on information collected from respondents that participated (2015-2017):

- Total **Revenue** increased by **37%**
- Total **Employment** increased by **38%**
- Total **R&D and Demonstration expenditures** decreased by **5%**

**Data is collected from voluntary survey participation therefore year-to-year data is not fully comparable due to differing participation rates.*

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Outlook – Top Priorities & Employment

Top 5 priorities to enhance its competitive performance

1. Technology development
2. Collaboration and strategic alliances
3. Cost reduction
4. Improve processes
5. Grow market share

Employment outlook (next 36 months)

- 57% of respondents plan to significantly increase employment
- 40% plan to keep employment the same
- 3% plan to reduce employment

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Conclusions

- Canada remains the centre of competency for hydrogen and fuel cells
- In 2017, 60% of the respondents were involved in the sector for over 10 years which suggests the sector has a stable base
- Overall healthy increase in total revenue and total employment with slight decrease in R&D and demonstration expenditures (based on survey respondents that provided 2015 & 2017 data)

For more information on the Canadian Hydrogen and Fuel Cell Sector Profile, please contact:

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