

Present and Future of PAFC at Fuji Electric

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- ◆ **About Fuji Electric**
- ◆ **PAFC development progress**
 - ◆ Development scheme and delivery records
 - ◆ Outline of FP-100i
- ◆ **Future prospects for PAFC**
 - ◆ Target market
 - ◆ New applications
- ◆ **Summary**

◆ About Fuji Electric

◆ PAFC development progress

- ◆ Development scheme and delivery records
- ◆ Outline of FP-100i

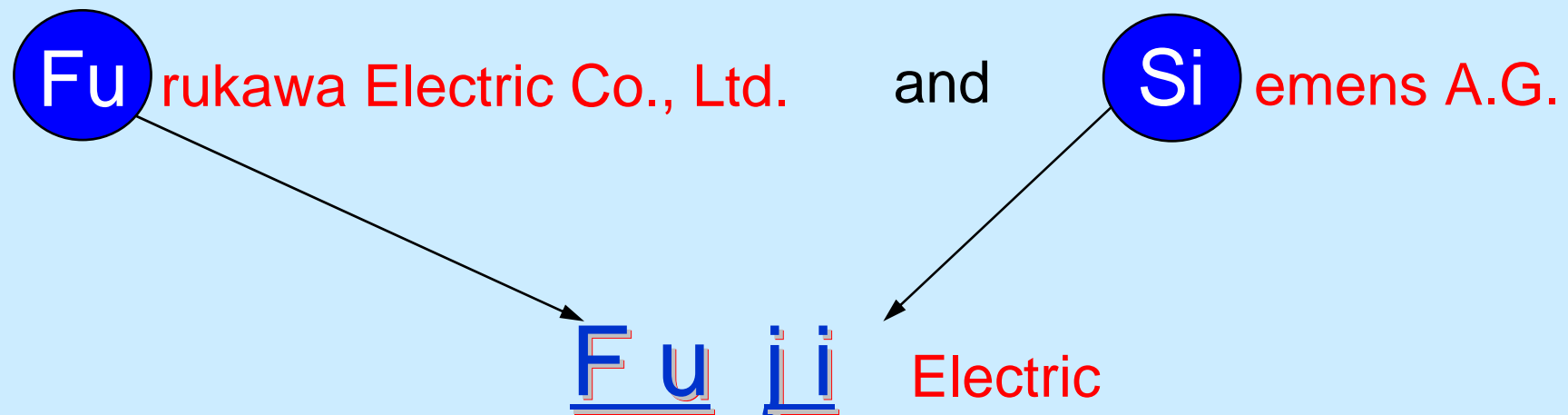
◆ Future prospects for PAFC

- ◆ Target market
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◆ Summary

How was Fuji Electric founded?

Fuji Electric was founded as a joint venture company by the Japanese company **Furukawa Electric** and the Germany company **Siemens A.G.** in 1923, to manufacture electrical machinery and telecommunications equipment for Japanese customers.



Fuji's technologies and products

Fuji Electric Systems

Flexible solar modules



Geothermal power generation equipment



IGBT modules

Fuel-cell packages FP-100i



Inverters

Fuji Electric Device Technology Fuji Electric Retail Systems



Magnetic Disks



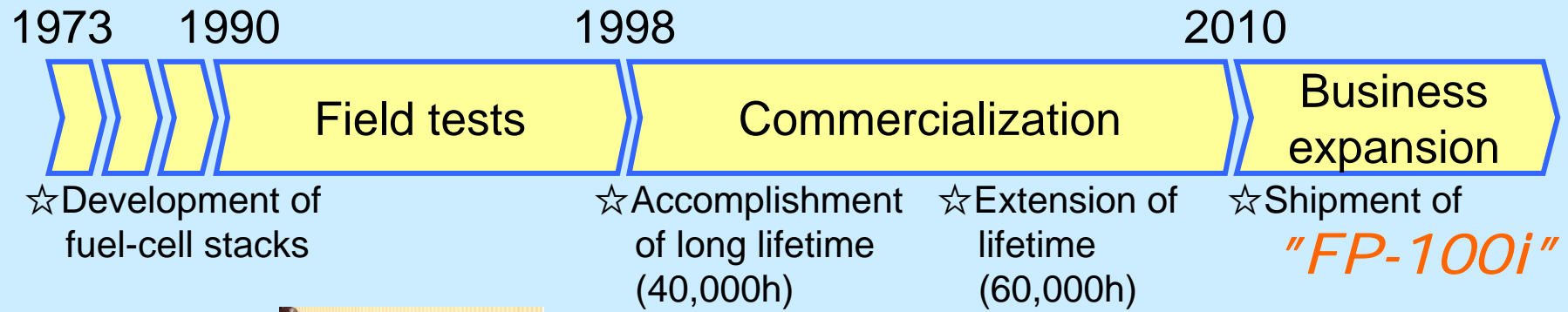
Refrigerating showcases



Vending machines

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Development of PAFC at Fuji Electric

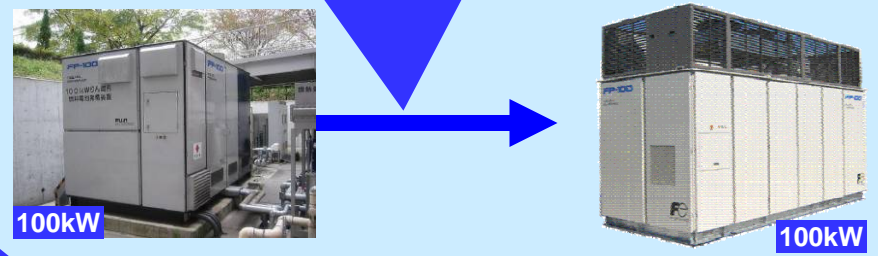


Field Tests over 90 sites



All-in-one packaging
Operable in cold climates
[-20 to +40 deg C]

Focused on 100kW PAFC fuel cells, because of prospects for a large market and for cost reduction by mass-production.



How many packages have we shipped so far?

We have shipped 28 packages since 1998.



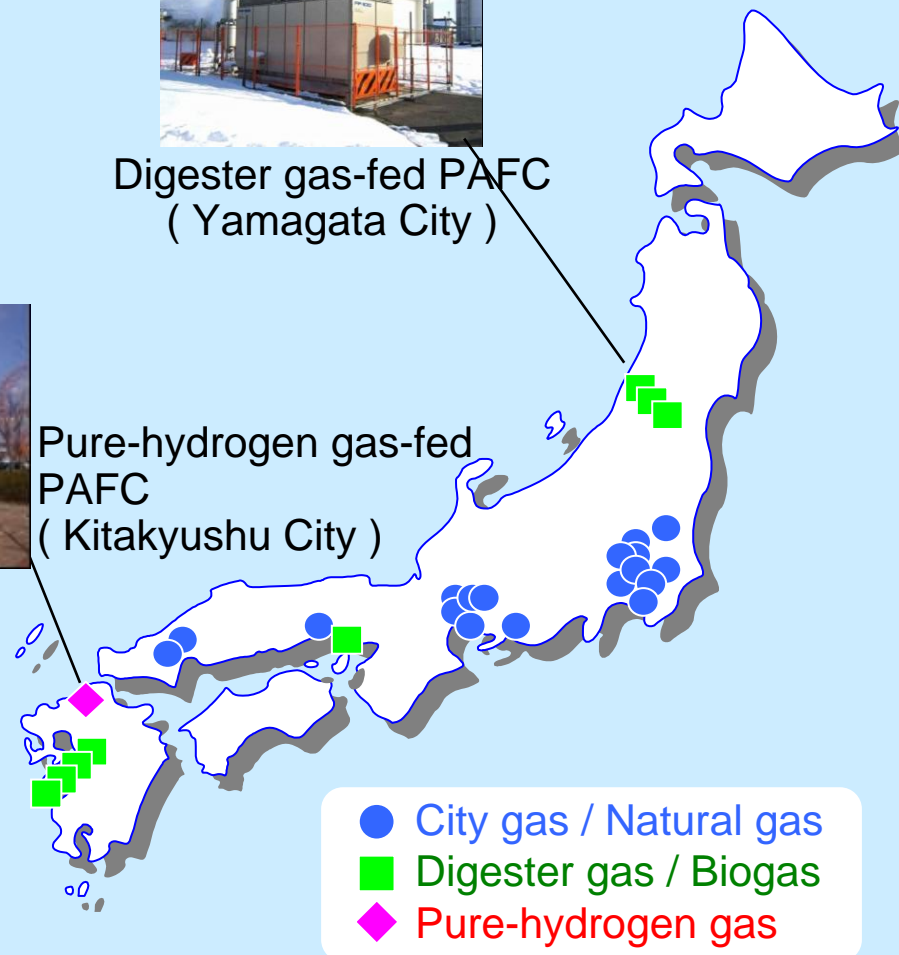
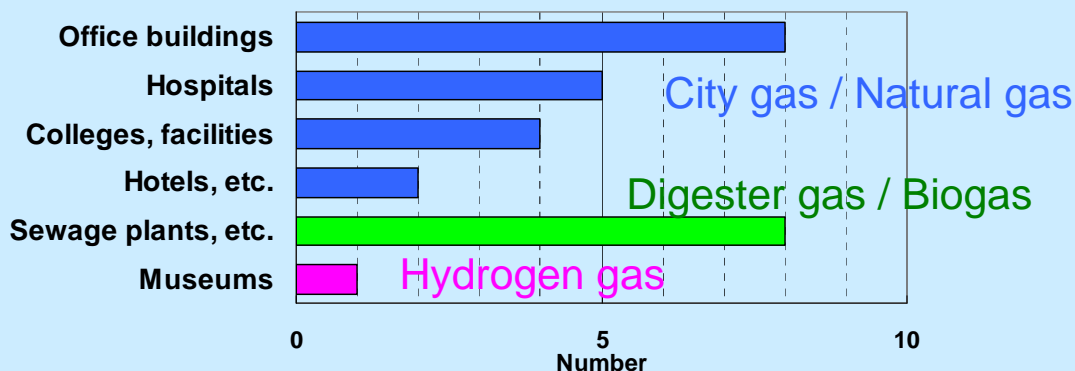
Natural gas-fed PAFC used to prevent fires (Wismar, Germany)



Digester gas-fed PAFC (Yamagata City)

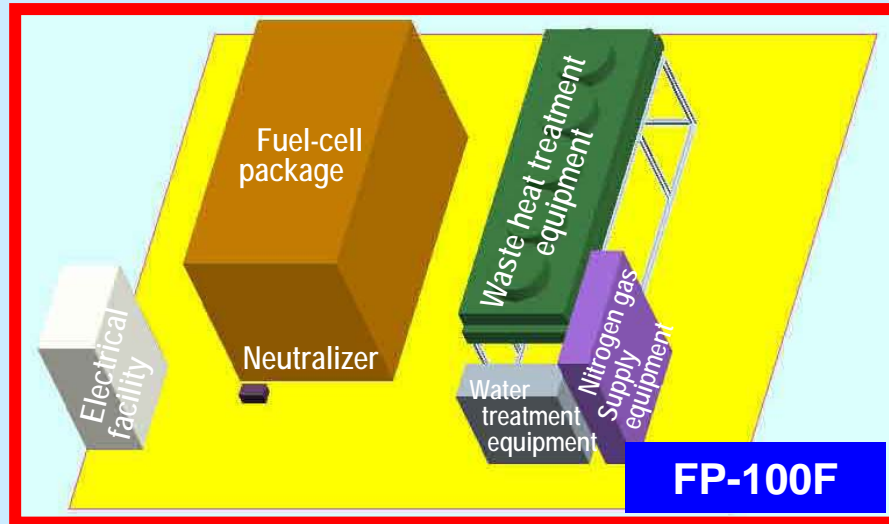


Pure-hydrogen gas-fed PAFC (Kitakyushu City)

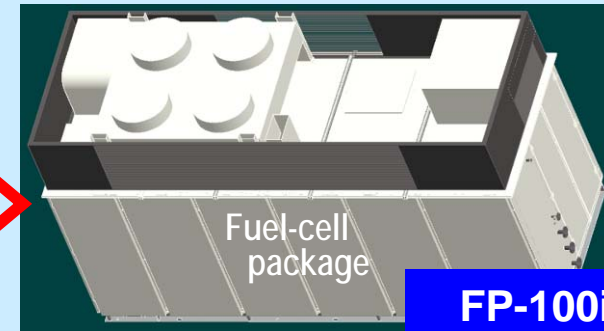


Configuration of new 100kW PAFC package

All-in-one package



Installation area
90m² reduced to 47m²



- ◆ Reduced installation area
- ◆ Simplified installation

Operable in cold climates



Environmental test chamber

- ◆ Operable at -20 deg C

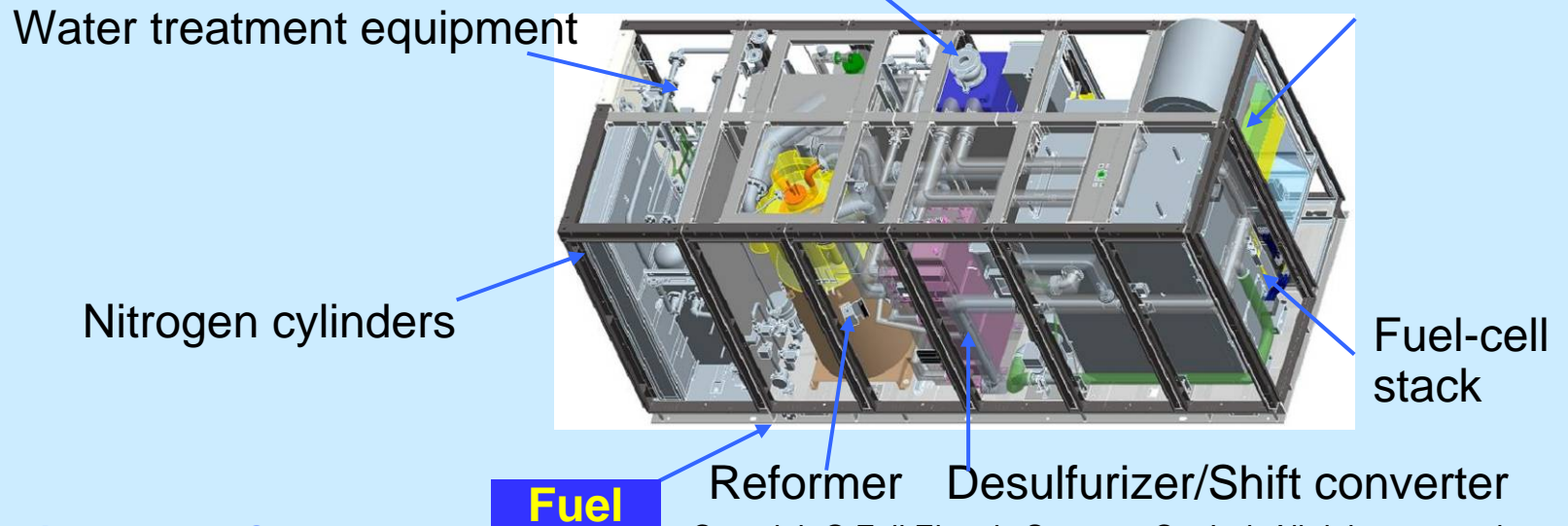
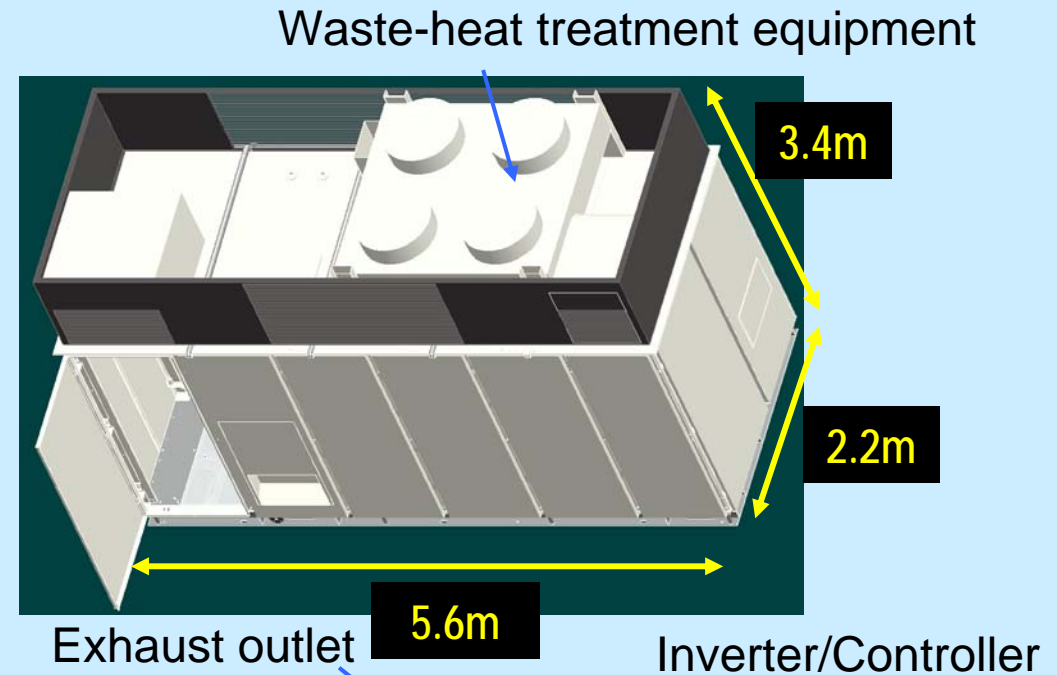
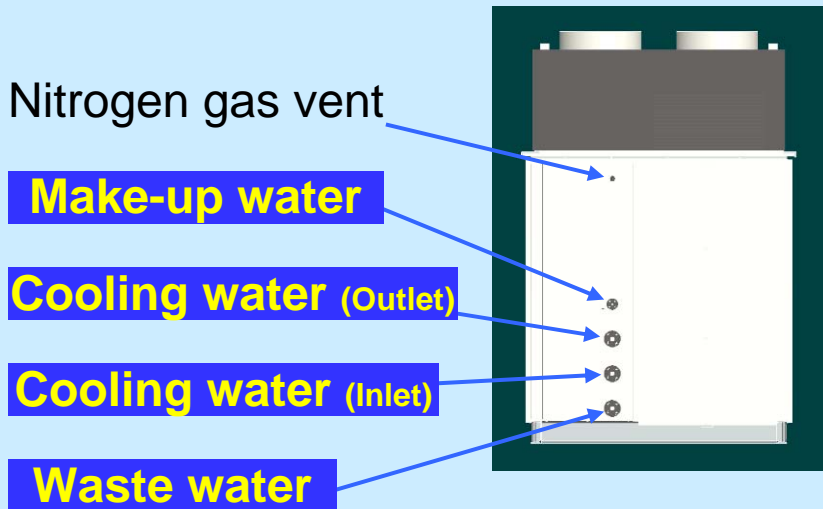
Operable with multiple sources of energy

- ◆ City gas / Natural gas
- ◆ Propane gas (for backup systems)
- ◆ Digester gas / Biogas
- ◆ Pure-hydrogen gas
- ◆ By-product gas (Under planning)

Able to generate multiple outputs

- ◆ Electric power supply
- ◆ Heat supply
- ◆ Low-oxygen air supply
- ◆ Hydrogen supply

Structure of natural gas-fed FP-100i package



Specifications of new 100kW PAFC package (FP-100i)

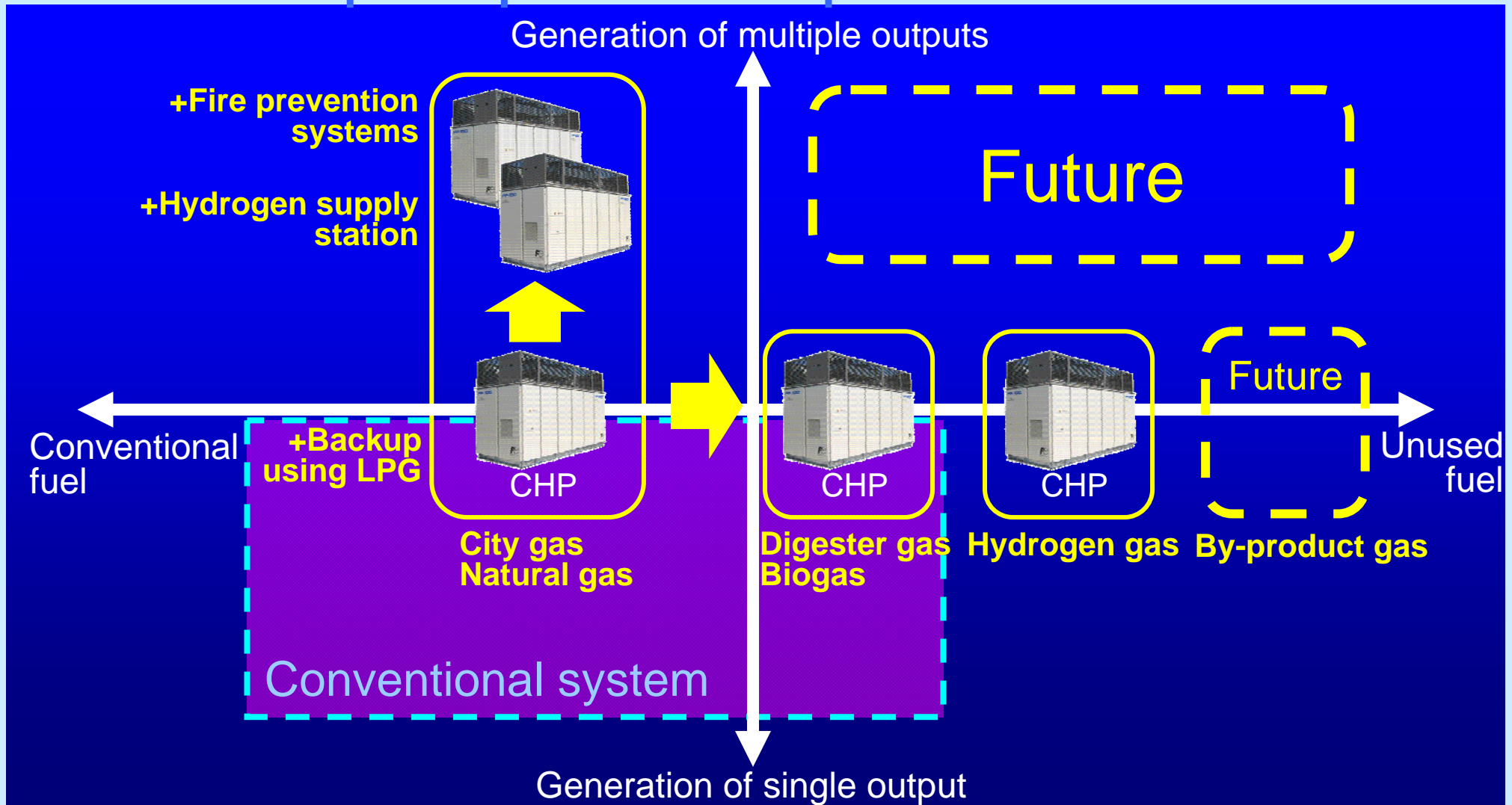


Type	Natural gas-fed	Digester gas-fed	Pure-hydrogen gas-fed
Rated output power	AC 105kW		
Output voltage/ frequency	210V or 220V / 50Hz or 60Hz		
Electrical efficiency	42% [LHV]	40% [LHV]	<i>48% [LHV]</i>
Total efficiency	91% [LHV] ,123kW [When 60 deg C water is used] If 90 deg C water is used, then 50kW	90% [LHV] ,130kW [When 60 deg C water is used] If 90 deg C water is used, then 50kW	99% [LHV] ,113kW [When 60 deg C water is used] If 90deg C water is used, then 68kW
Exhaust gas	NOx : less than 5ppm [O ₂ 0%] SOx,dust : less than the detection limit		NOx, SOx, dust : none
Consumption of fuel	22m ³ /h (Normal)	44m ³ /h (Normal)	74m ³ /h (Normal)
Operating system	Fully automated / grid-connected		
Volume W x L x H	2.2m (W) x 5.6m(L) x 3.4m(H)		
Weight	15 tons	16 tons	14 tons

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Target market

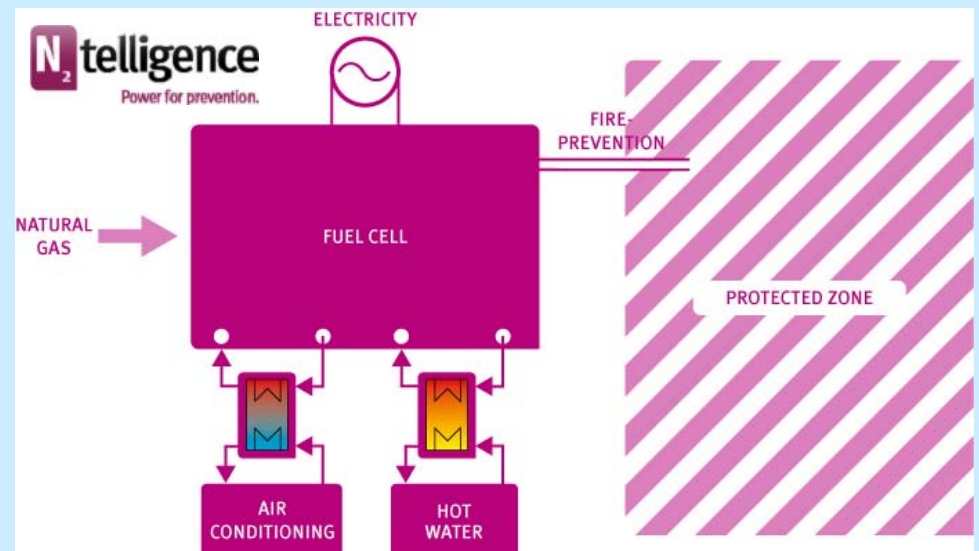
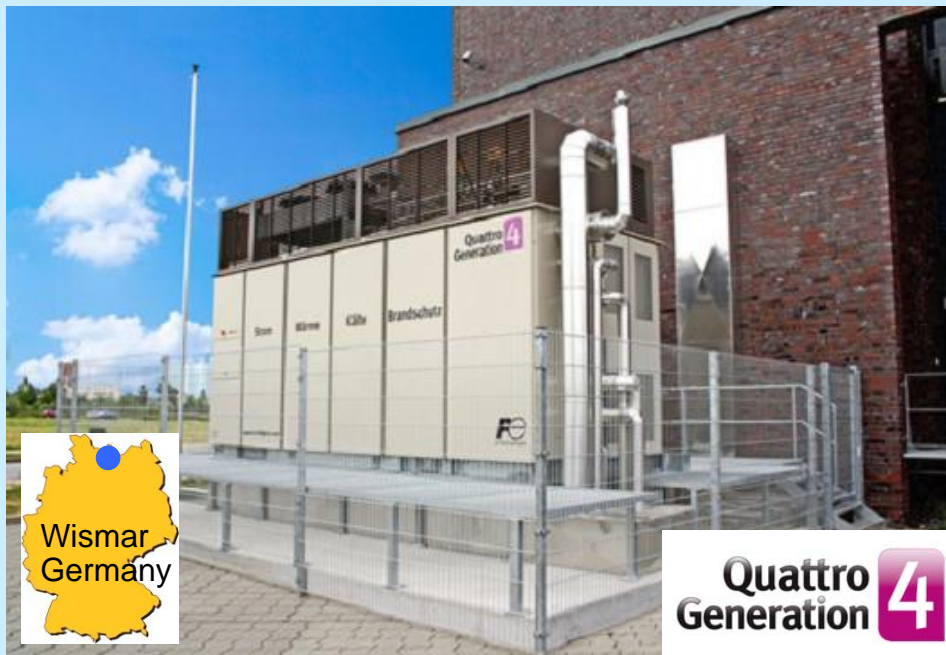
Our PAFC packages are capable of performing functions conventional power plants cannot perform.



Application to supply low-oxygen-concentration air

Fire prevention in 21st century

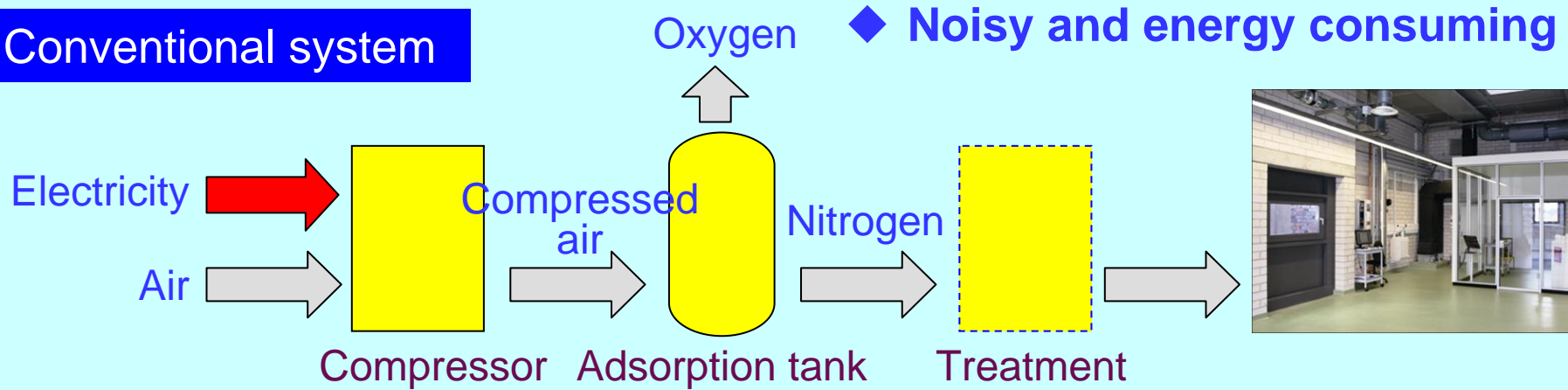
- ◆ A PAFC package generates low-concentration-oxygen air as well as electricity and heat.
- ◆ Low-concentration-oxygen air makes data centers and warehouses fire-free.
- ◆ The first package began to operate in Germany in July 2010.



We have authorized N₂telligence exclusively to use our PAFC packages for their fire prevention systems

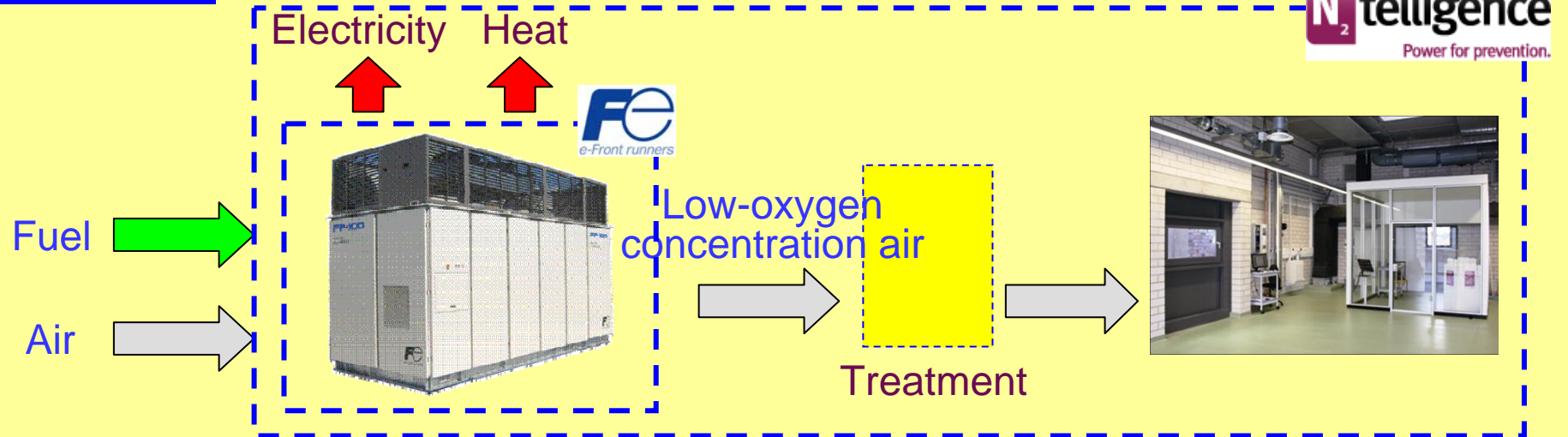
Configuration of new fire prevention system

Conventional system



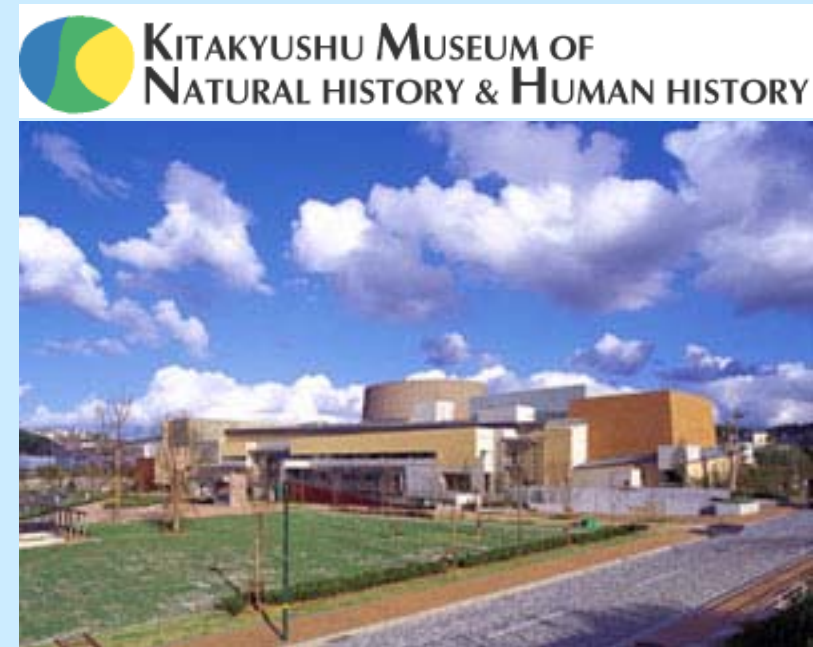
New system

◆ Environmentally friendly and highly efficient

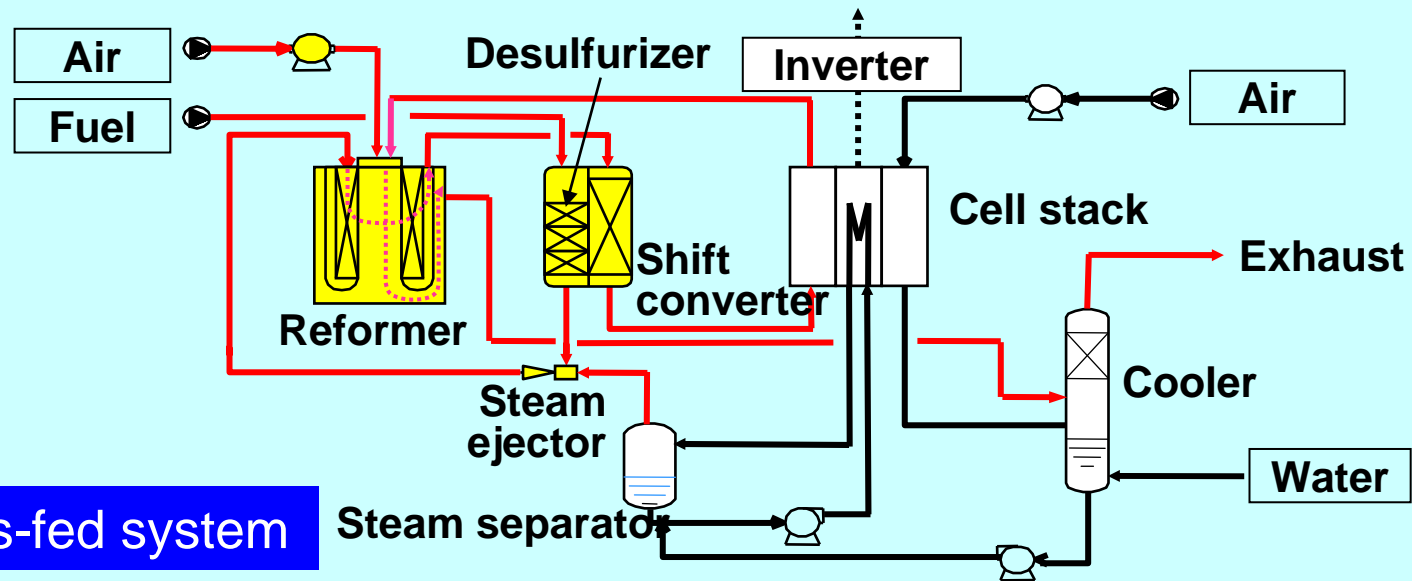


High efficiency hydrogen-power generation

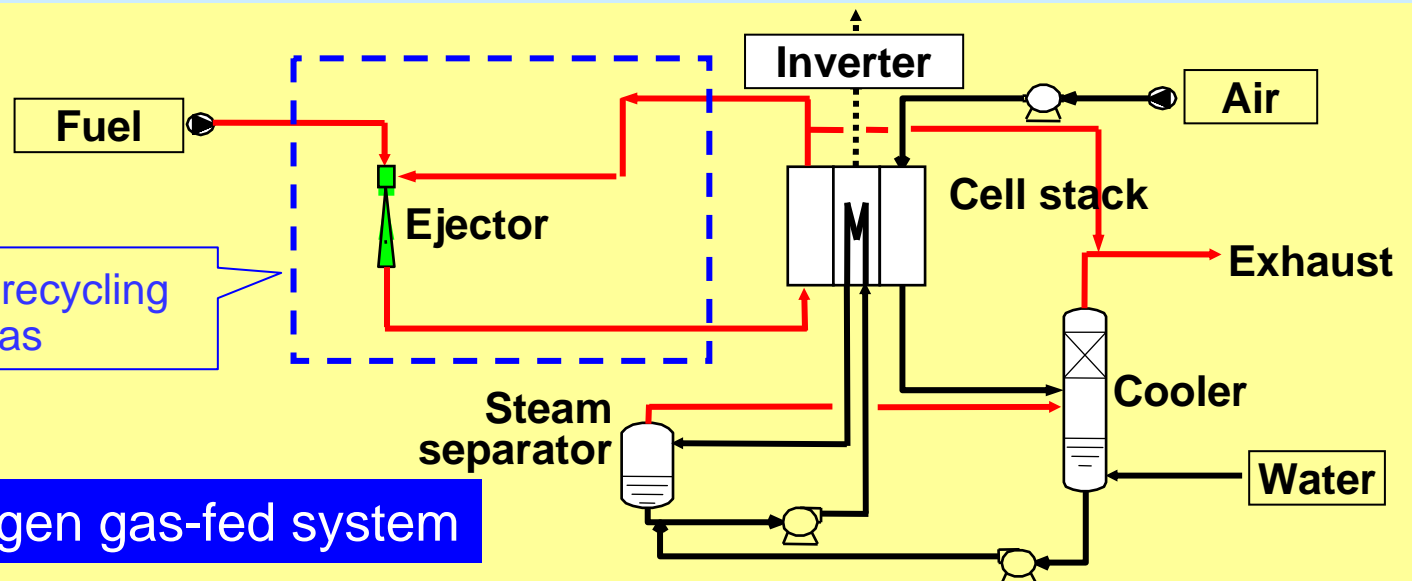
- ◆ High electrical efficiency: 48%
- ◆ Steelworks supplies hydrogen gas through a pipeline
- ◆ The first package began to operate in 2011



Pure hydrogen gas-fed fuel-cell system



Natural gas-fed system



Pure hydrogen gas-fed system

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Summary

- ◆ We will create larger markets by providing customers with additional value;
- ◆ We will increase our production capacity to satisfy the increasing demand for fuel-cell packages;
- ◆ We will reduce costs by producing in large quantities.

