

# Iwatani Corporation's Development of Hydrogen Refueling Stations

September 25, 2019

Iwatani Corporation

# Company Profile

**Establishment:** May 5, 1930

**Paid-in Capital:** 20.096 billion yen

**Sales:** 715.0 billion yen (consolidated sales for the fiscal year ending March 2019)

**Affiliates:** 239 (including 107 consolidated subsidiaries)

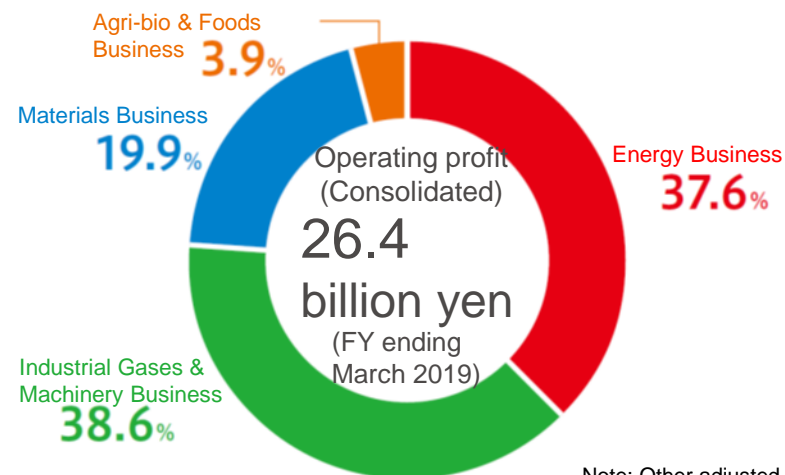
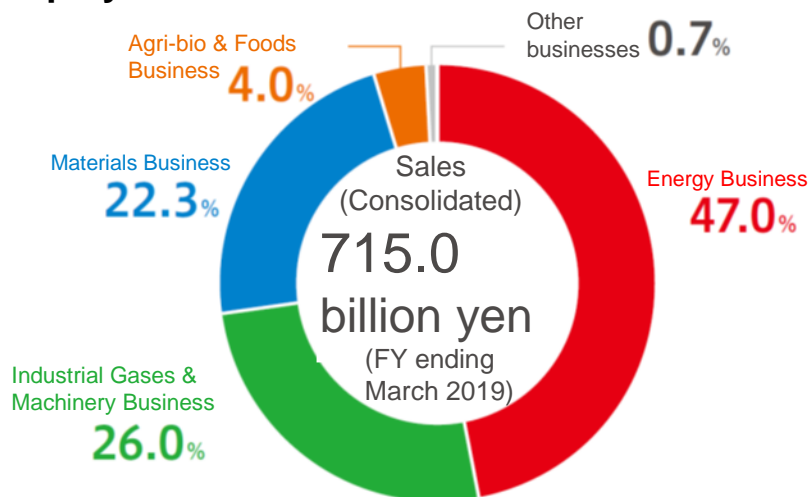
**No. of Group Employees:** 9,749 (Consolidated)



Osaka Head Office



Tokyo Head Office



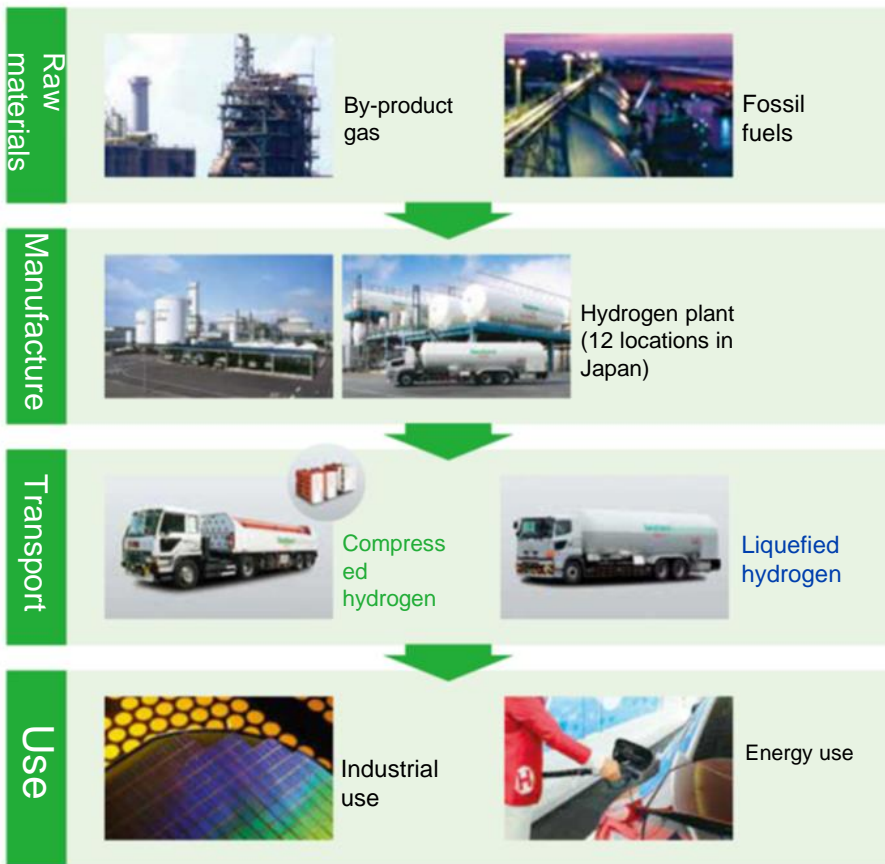
Note: Other adjusted amounts are not included

# Overview of Iwatani's Hydrogen Business

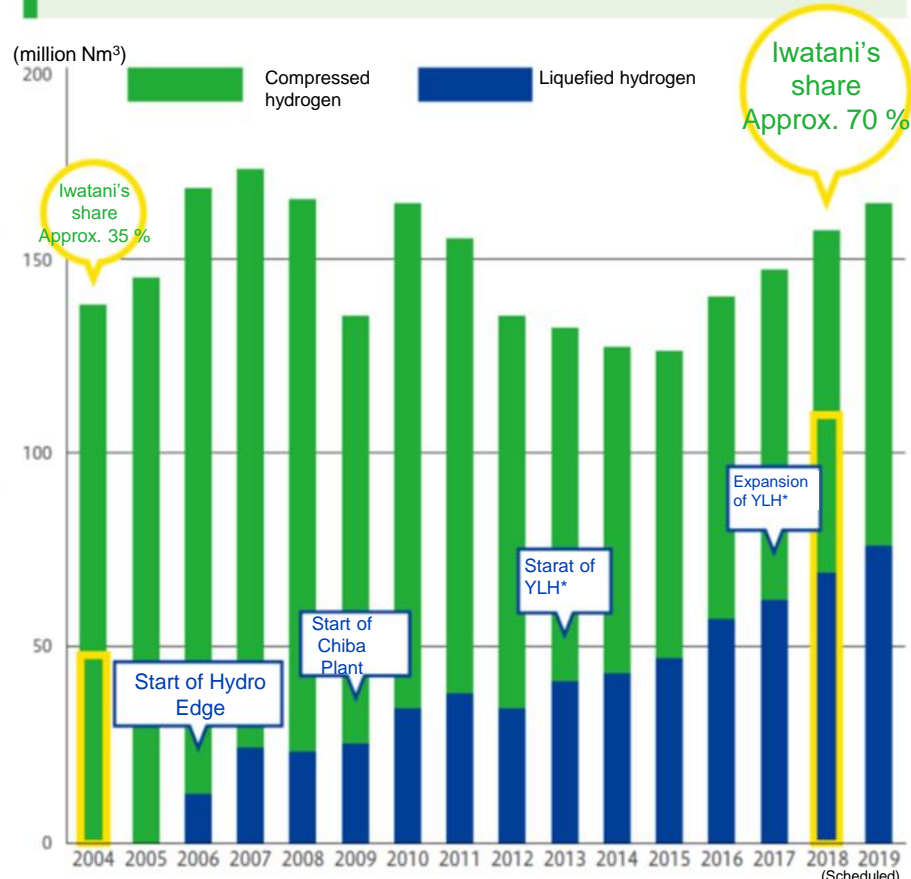


The Premier Supplier of Liquefied Hydrogen with the Top Domestic Share

## Iwatani's hydrogen business



## Changes in Volume of Hydrogen Sold in Japan



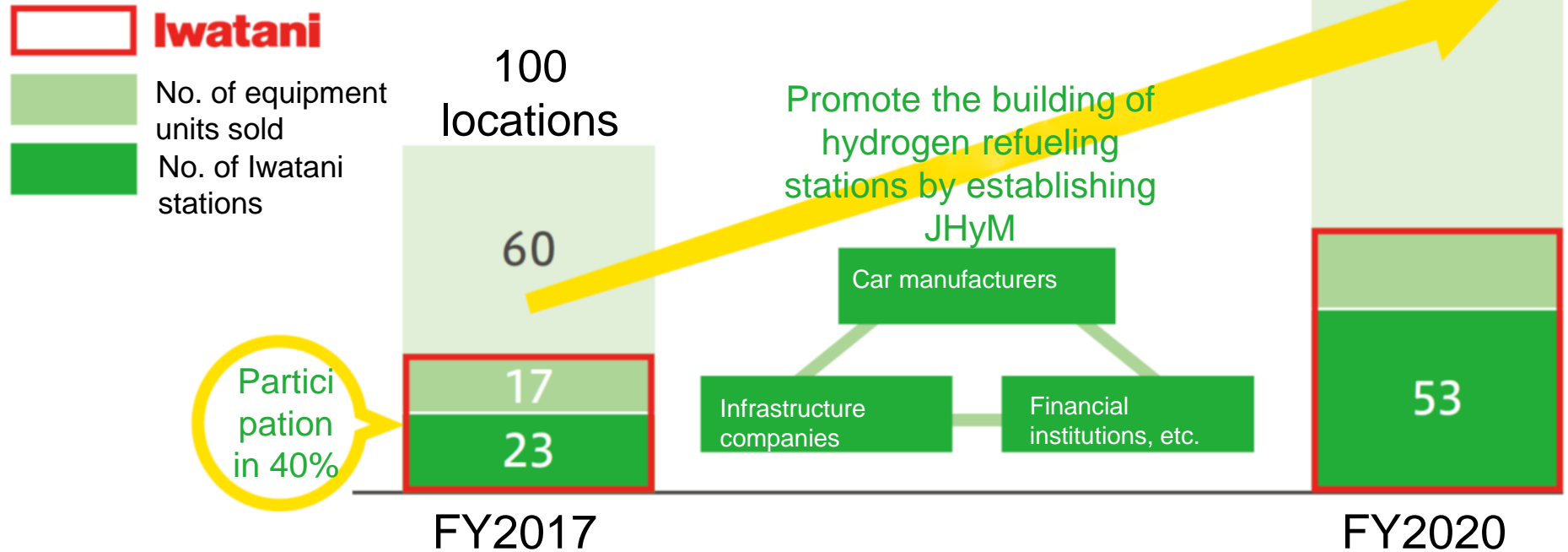
Source: Gas Georama in Japan

\*Yamaguchi Liquid Hydrogen Corporation



# Development of Hydrogen Refueling Stations

Toward the development of strategic hydrogen refueling stations through an “all-Japan” approach



# Iwatani's Hydrogen Refueling Station Development Policy

- Develop 30 stations between FY2018 and FY2020
- Place in Tokyo, Nagoya, Osaka, Fukuoka and their relay point
- Increase from 27 current stations to 53 stations



Iwatani Hydrogen Refueling Station in Shibakoen



Iwatani Hydrogen Refueling Station in Tokyo Ikegami



Iwatani Hydrogen Refueling Station in Tokyo Ariake



Opening ceremony for the Iwatani Hydrogen Refueling Station in Shibakoen

# Locations of Iwatani Hydrogen Refueling Stations

27 completed stations and 11 planned stations  
(as of August 2019)

● Hydrogen infrastructure for Kansai International Airport's industrial vehicles

- Iwatani Hydrogen Refueling Station in Otsu
- Iwatani Hydrogen Refueling Station in Osaka Morinomiya
- Iwatani Hydrogen Refueling Station in Osaka Honmachi\*
- Iwatani Hydrogen Refueling Station in Osaka Suminoe
- Iwatani Hydrogen Refueling Station in Kansai International Airport
- Iwatani Hydrogen Refueling Station in Amagasaki
- Iwatani Hydrogen Refueling Station in Osaka Itami Airport
- Iwatani Hydrogen Refueling Station in Wakayama Ota
- Iwatani Hydrogen Refueling Station in Kyoto Kumiyama (provisional name)
- Iwatani Hydrogen Refueling Station in Sakai Mihara (provisional name)

- Iwatani Hydrogen Refueling Station in Okayama-Minami
- Iwatani Hydrogen Refueling Station in Yamaguchi Shunan

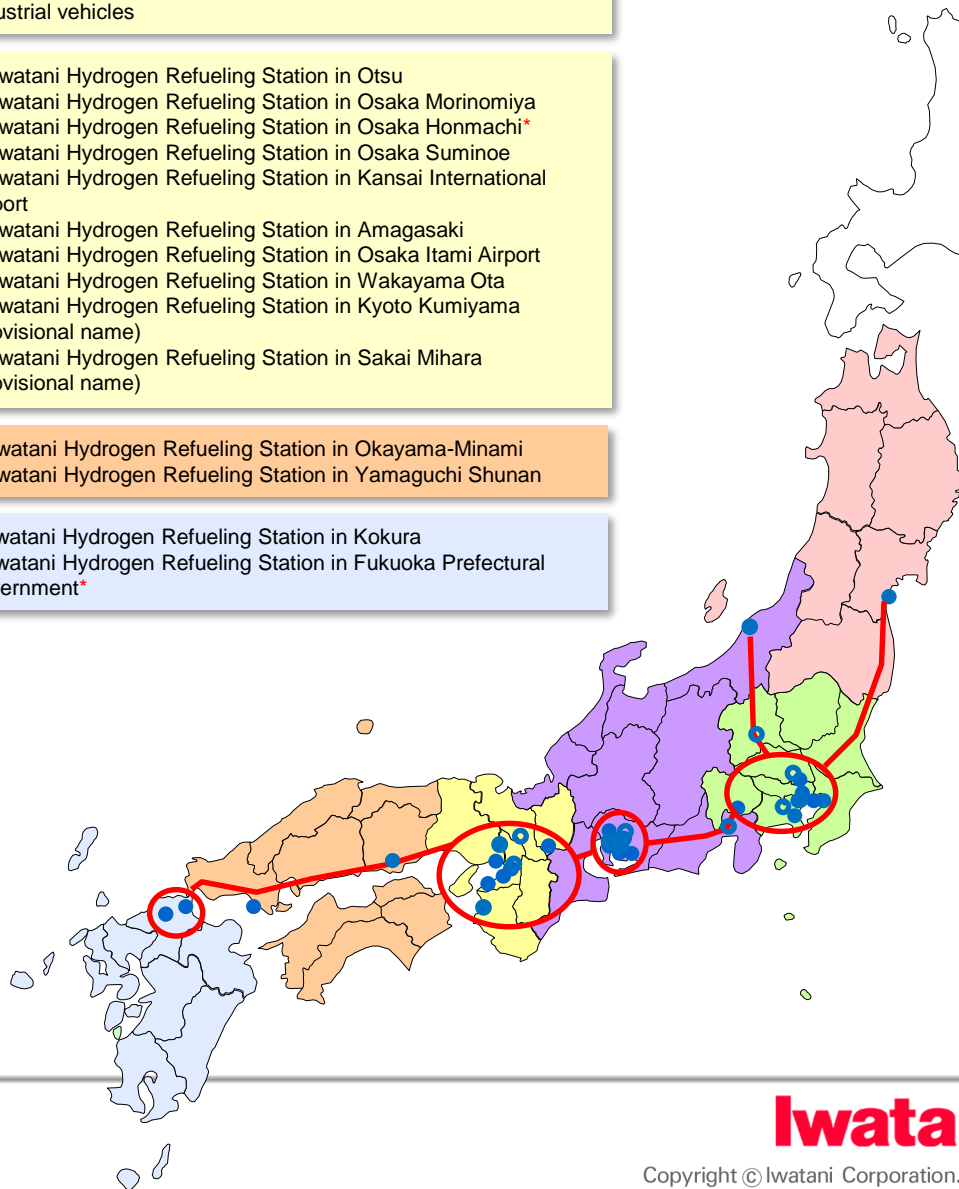
- Iwatani Hydrogen Refueling Station in Kokura
- Iwatani Hydrogen Refueling Station in Fukuoka Prefectural Government\*

- Completed station
- Planned station
- \* Mobile station

● Iwatani Hydrogen Station in Miyagi Sendai

- Iwatani Hydrogen Refueling Station in Shibakoen
- Iwatani Hydrogen Station in Tokyo Ikegami
- Iwatani Hydrogen Refueling Station in Saitama Toda
- Iwatani Hydrogen Refueling Station in Kofu
- Iwatani Hydrogen Station in Tokyo Ariake
- Nimohyss Hydrogen Refueling Station in Kudan\*
- Iwatani Hydrogen Refueling Station in Tokyo Kasai (provisional name)
- Iwatani Hydrogen Refueling Station in Saitama-Nishi (provisional name)
- Iwatani Hydrogen Refueling Station in Sagamihara-Chuo (provisional name)
- Iwatani Hydrogen Refueling Station in Haneda Airport (provisional name)
- Iwatani Hydrogen Refueling Station in Gunma Takasaki (provisional name)

- Iwatani Hydrogen Station in Aichi Kariya
- Toyota Ecoful Town Hydrogen Refueling Station
- Nimohyss Hydrogen Refueling Station in Aoi\*
- Aichi Prefectural Government Mobile Hydrogen Station\*
- Nimohyss Hydrogen Refueling Station in Inazawa\*
- Iwatani Hydrogen Refueling Station in Aichi Atsuta-Nishi
- Iwatani Hydrogen Refueling Station in Niigata Chuo
- Iwatani Hydrogen Refueling Station in Gotemba Interchange (provisional name)
- Iwatani Hydrogen Refueling Station in Aichi Nagakute (provisional name)
- Iwatani Hydrogen Refueling Station in Nagoya Narumi (provisional name)
- Iwatani Hydrogen Refueling Station in Nagoya Aoi (provisional name)



**Iwatani**

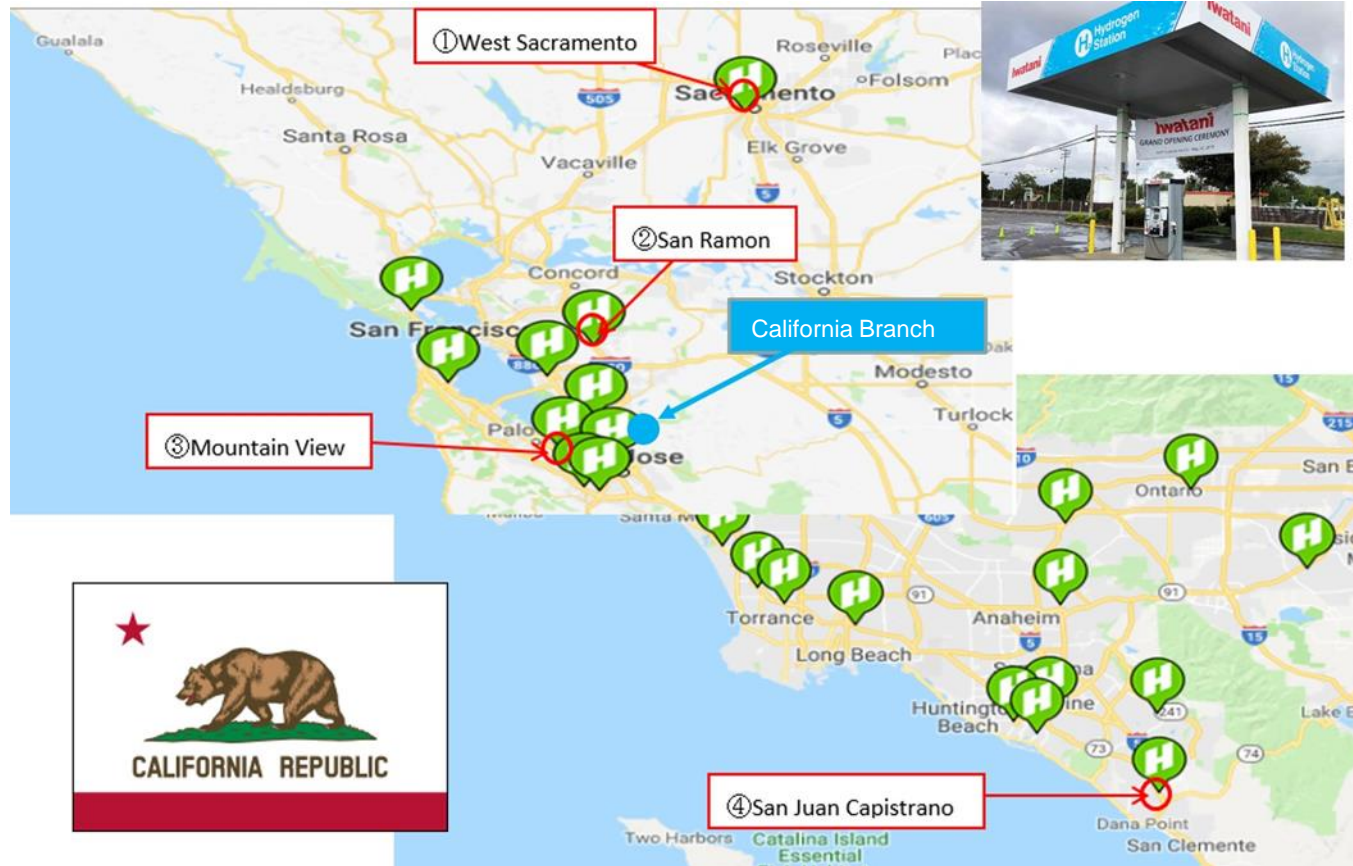
# Participation in JAPAN H<sub>2</sub> MOBILITY (JHyM)

- A company promoting the development of hydrogen refueling stations through an “all-Japan” approach
- Iwatani is one of JHyM’s Executive Member Companies (six companies).
- Initial plan is to build hydrogen refueling stations in 80 locations in four years



# Our Hydrogen Refueling Stations in California, U.S.A.

- Establishment of a California Branch in San Jose
- Start of operations following purchase of four stations from Messer (from March 2019)
- Studying future operations at 20 locations for growing hydrogen demand



**Iwatani**



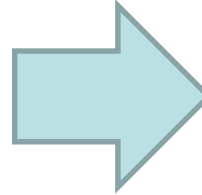
# Challenges and Action

## Challenges

1. Reduction of construction costs
2. Reduction of operational costs

## Action

Need deregulations



**Hope for  
quick  
actualization**

### **Examples of regulatory reform**

- ❑ Realization of self-service hydrogen refueling stations
- ❑ Introduction of overseas hydrogen station equipments

### **Expected effects**

- ✓ Lower operational costs (in terms of labor costs, etc.)
- ✓ Lower development costs
- ✓ Less surplus equipment
- ✓ Simpler procurement of overseas products