

P21 receives 6 million euros in venture capital

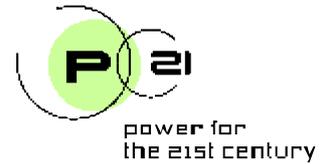
- **First round of institutional financing with an international consortium consisting of Conduit Ventures Limited (lead investor), Target Partners and TechFund Capital Europe investing with CDC Ixis Innovation**
- **New capital injection will lead to the commercial success of the P21 fuel cell technology**
- **Fast market entry planned in the segment of mobile communication base stations**

Munich/Brunnthal, 1 April 2004. Fuel cell pioneer P21 GmbH - Power for the 21st Century - announces the conclusion its first round of institutional financing today in the amount of 6 million euros. The investment comes from an international consortium of renowned venture capital investors. The lead investor is the British firm Conduit Ventures Limited. Based in London, it specializes in investments in the sector of fuel cells and hydrogen technology. Other investment partners include Target Partners (Munich) and TechFund Capital Europe and its associated funds CDC Ixis Innovation (Paris). In 2002, P21 had already secured its seed financing in the amount of 1.3 million euros from a private investor (Eberhard Färber, founder of PCS and IXOS Software AG) and tbg of Bonn.

P21 plans to use the inflow of capital to launch its fuel cell system for emergency power supply in the growing market of uninterruptible power supply (UPS), especially for mobile communication base stations, which used to get emergency power exclusively from battery and generator solutions. Dr. Günther Dietrich, Chief Executive Officer, fleshes out the corporate strategy: "In the next two years, we aim to step up our product development and test our solution jointly with partners from the telecommunications industry under practical conditions in order to ensure that our fuel cells penetrate the market." For the internationally esteemed Dietrich, who was Chief Technical Officer at Xcellis GmbH (the fuel cell joint venture of DaimlerChrysler, Ford, and Ballard) before joining P21, the strength of P21 is its greater expertise: "We are the only provider to have focused on the telecommunications market from the very beginning, and this experience gives us a decisive competitive advantage. We are thus an attractive partner for telecommunications companies."

John Butt, Managing Partner at Conduit Ventures, adds, "Conduit Ventures has gone to great lengths to find the best investments in emergency power supply systems based on fuel cells, and we were impressed by the unique technology, top-class technical expertise, and qualified management team at P21. Its UPS fuel cell system has the potential to penetrate the market quickly, allowing P21 to become a leader in the envisioned market segment of emergency power systems with small and medium output in Europe and later globally."

About P21: P21 GmbH - Power for the 21st Century, was founded at the end of 2001 as a spin-off from the Vodafone / Mannesmann Group. It develops, produces, and markets PEM (polymer electrolyte membrane) fuel cell systems and related components. The focus of development and production is especially on PEM fuel cell stacks with an output of 1 kW to 21 kW. The Company aims to penetrate the segment of uninterruptible power supply (UPS) - particularly for emergency power to mobile communication base stations - as the current technical status of fuel cells already fulfills the product



requirements for this market segment. In the long term, other stationary and mobile applications in other strategic markets are to be added.

Corporate contact:

Günter Siegmund
Sales Manager, member of the management board
P21 GmbH - Power for the 21st Century
Eugen-Sänger-Ring 6, building 53.3
85649 Brunnthal / Munich
Telephone: +49 (0)89.607.45720
Mobile: +49 (0)173.7042073
Fax: +49 (0)89.607.45726
email: guenter.siegmund@p-21.de
www.p-21.de

Public relations:

Monika Thiel
Thiel PR•Consulting
Hanselmannstr. 32 a
80809 Munich
Telephone: +49 (0)89.356548.22
Mobile: +49 (0)171.7874976
Fax: +49 (0)89.356548.23
email: pr@thiel-pr.de

Background information on the investors

Based in London, **Conduit Ventures Limited** is the first European venture capital firm specializing in investments in fuel cell / hydrogen technology. The direct-investment capital was provided by strategic investors, including: Shell Hydrogen, Amsterdam; Mitsubishi Corporation, Tokyo; Danfoss A/S, Nordborg/Denmark; and Johnson Matthey plc, London. The experts at Conduit Ventures bring along their significant experience in the field of fuel cells, energy, and venture capital. They support their portfolio companies actively in various growth phases. Previous investments have included Cellex, Vancouver; Protonex, Boston; and CMR Fuel Cells, Cambridge.

Contact: Conduit Ventures Limited, John Butt (Managing Partner) or Dr. Axel Jaegle (Investment Manager), Tel.: +44 (0)207.242.9595, email: jb@conduit-ventures.com (J.Butt), aj@conduit-ventures.com (A. Jaegle), www.conduit-ventures.com

Based in Munich, **Target Partners** specializes in investments in the IT industry. Its experienced team of managers, venture capital specialists, and entrepreneurs assists its portfolio companies actively. The financial resources in the fund - totaling 112 million euros - are invested in start-ups, generally in the first or second round of financing. Target partners has a extensive network of international contacts in the fields of IT and venture capital.

Contact: Target Partners GmbH, Waldemar Jantz (Partner), Tel.: +49 (0)89.2070.49.0, e-mail: waldemar@targetpartners.de, www.targetpartners.de

TechFund Capital Europe is a venture capital firm focusing on early stage technology companies in Europe. TechFund invests in core and enabling digital media, networking, communications, and energy technologies. TechFund leverages its network of strategic partners including Thomson, Thales Group, EDF, and its California sister fund TechFund US, to proactively assist its portfolio companies in their development. TechFund Capital Europe is headquartered in Paris and invests primarily in France and Germany. Techfund also advises and manages parts of the 123Multinova funds.

Contact: TechFund Capital Europe, Jean-Michel Barbier (Managing Partner) or Ignace de Prest Tel.: +33 (0)140.4300.20, e-mail: info@techfundcapitaleurope.com, www.TechfundCapitalEurope.com