

Update September 2013 - Zenogen



Website:

<http://zenogen.com.au/>

September Update

Dear Zenogen Family,

If you thought August was busy, then there was September! Our main achievements this month were:

- Daniel and Andrew's *Grand Tour* of European customers (and waffle houses)

Commissioning of our in-house laboratory

"Breaking Zenogen News"

Zenogen has had an entirely successful Grand Tour of Europe! Andrew Tanner and I have performed the pincer manoeuvre on several global hydrogen players, forcing their submission to meet with us.

Wrangling all of our contacts, we managed introductions to, and meetings with, the key decision-makers within these businesses:

- Linde: worldwide #1 (or #2) gas manufacturer
- Air Liquide: worldwide #2 (or #1) gas manufacturer
- Hydrogenics: industry leading plant manufacturer
- Industrie De Nora: industry leading electrode manufacturer
- IHT: large-scale plant manufacturer
- FZ Jülich: responsible for pioneering Germany's larger renewable-hydrogen installations
- Queen of Waffles: seriously good waffles "curated" by a flamboyant Fleming named Hans

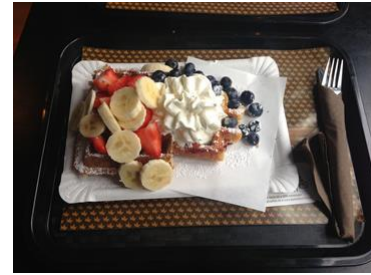
Truly, it was amazing. The global gas giants are definitely interested in what we have to say, one of them even was keen to speak of potential investment several times during our conversation. The amazing part: *everyone* wanted to collaborate. We're going to begin nutting out the details now, but it looks like our lab-team is going to be exceptionally busy in the near-term churning out preliminary results for these guys.



Jan and Dan - Hydrogenics,
Belgium



Dan and Claude - Air Liquide,
France



Waffle with Seasonal Fruit -
Queen of Waffles, Belgium

Stay tuned...

In the next issue, I'll introduce the new addition to our team - an Electrochemist named Nicole! We should also be able to update you on how these customer relationships have solidified; and we could even have new results from the lab.

NEXT UPDATE: Wednesday, 30 October 2013