

Hybrid Power Solutions Secures Major Order from a Leading U.S. Construction Company

Vancouver, British Columbia – December 3rd, 2024 – *Hybrid Power Solutions Inc.* (CSE: HPSS) (OTC: HPSIF) (FSE: E092) ("Hybrid" or the "Company"), a leader in clean energy solutions, is pleased to announce the successful completion of a significant order for its **Hybrid Spark**, a portable lithium-ion battery system designed to deliver clean, reliable, and cost-effective power to remote and off-grid worksites. The order was placed by one of the largest diversified infrastructure and construction materials companies in the United States, marking a significant milestone in Hybrid's growth strategy.

A Strategic Sales Journey

The path to securing this key order is a testament to Hybrid's rigorous sales process—a seamless blend of strategy, persistence, and teamwork. From the initial outreach to finalizing the order, Hybrid demonstrated its dedication to building long-term partnerships, fostering client relationships, and providing tailored solutions that address industry-specific challenges.

Timeline of Engagement

- **May 2024:** The process began with an on-site meeting with a group of dynamic project managers that were interested in learning more about the hybrid technology and the cost savings associated. The team outlined the direction of their company and how our products could integrate into their long-term goals.
- **Initial Proposal:** Hybrid proposed a Terra Hybrid solution for a chiller concrete pouring application, projecting potential savings of over \$2 million USD over a two-year period. However, local union constraints delayed immediate collaboration.
- **June 2024:** Following the initial outreach, Hybrid focused on developing a relationship with the site team through consistent visits and follow-up communications, establishing trust and credibility with the local staff.
- **Momentum Builds:** Continued engagement led to the purchase of a Jupiter unit in Chicago, and an Energy in Los Angeles showcasing Hybrid's reliability and value.
- **September 2024:** Building on the relationship with the Chicago site, Hybrid secured connections within the company's sustainability division at the corporate level and several regional offices across the United States, further demonstrating its capability to address both operational and environmental needs.
- **The Outlook:** With a successful test of multiple products in many states we anticipate a long-term strategic partnership that will yield a conservative estimate of annual sales between \$750K - \$1M USD per year.

A Testament to Hybrid's Sales Model

"This order represents the culmination of a strategic, relationship-focused approach that defines Hybrid's sales process," said Francois Byrne, CEO of Hybrid Power Solutions. "From the initial contact to the eventual purchase, this success highlights the importance of persistence, teamwork, and building strong client relationships. We are driving sustainable growth by changing habits and creating long-term customer value."

Looking Ahead

This successful order marks more than a sales milestone—it serves as a model for future growth and expansion. As Hybrid continues to collaborate with industry leaders, the Company remains committed to delivering sustainable, cost-effective power solutions that align with its clients' operational goals and environmental commitments. The ongoing nature of a solutions based approach creates a very high customer lifetime value versus a product focused approach.

About Hybrid Power Solutions

Hybrid Power Solutions Inc. is a Canadian clean energy innovator listed on the Canadian Securities Exchange under the symbol "HPSS." The Company specializes in developing sustainable energy solutions that redefine power access and storage across industries. With a focus on environmental responsibility and technological innovation, Hybrid is at the forefront of the clean energy transition.

For further information, inquiries, or media opportunities, please contact:

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Forward-Looking Statements

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