

SEPTEMBER 2020

COMPANY OVERVIEW

Fluence – inventing the future of energy storage

…and reimagining the architecture of power

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Fluence is the global application leader in grid-connected energy storage, delivering value to leading utilities, power developers, and commercial/industrial customers

Industry Firsts

From 2008-2020, designed and delivered the first battery-based energy storage systems in 18 markets

2008

1st lithium-ion battery to connect to the electric grid
INDIANA, US



2009

1st commercial grid-scale battery
CHILE



2014

Contracted first 100 MW/400 MWh energy storage peaker
ALAMITOS, CA, US



2015

First grid-scale battery project in Finland
HELSINKI, FINLAND



2017

Build largest energy storage project in the world, for the 5th time
ESCONDIDO, CA, US



2018

FLUENCE
A Siemens and AES Company

FLUENCE FOUNDED

Bringing market participants across grid value chain together to max asset value
VIC, AUSTRALIA



2019

Largest portfolio contracted in the region with 500+MW from 20+ projects
SOUTHEAST ASIA



2020

Delivered fastest response time of grid-scale battery
IRELAND



Deploying largest project in the world, capacity peak power, 1200 MWh
CALIFORNIA, US



Soon...

Autonomous interconnected grid

Our Founding Purpose

Solving customers' energy challenges with energy storage

Accelerating Transformation

Providing tailored solutions for partners that transform the grid

Fluence is the trusted brand in ES with a proven platform & most experienced team

GLOBAL MARKET LEADER

2.1 GW

deployed or awarded

GLOBAL PRESENCE

22

countries and territories

SIGNIFICANT ORDER GROWTH WITH RECURRING REVENUE OPPORTUNITY

~10 GW

expected orders over the next 5 years [1]

DE-RISKED CONTRACTED SALES PIPELINE

~$1Bn

contracted revenue

EXPERIENCED SPONSORS

AES + Siemens

established channel partners

~1,000+ POINTS COLLECTED PER SECOND PER MW

230+ TBs

of global fleet data

DISPATCH ALGORITHMS ACROSS 29 MARKETS

40+

digital applications

12+ YEARS OF EXPERIENCE EMBEDDED

6th Gen

controls and software

LS POWER Innovation and Investment in Energy

enel

Statkraft

SAN MIGUEL CORPORATION

TATA POWER-DDL

ukpowerreserve PART OF sembcorp GROUP

SWM Stadtwerke München

c-energy

SDGE A Sempra Energy utility

NEXIF ENERGY

EDF

AusNet services

S·POWER An AES and AIMCo Company

e·on

BORREGO SOLAR

Mitsubishi Corporation

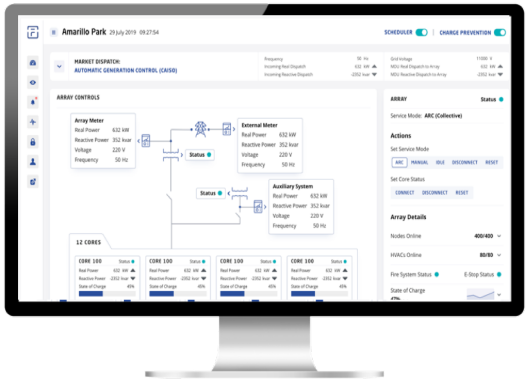
Fluence offers a complete 6th generation technology stack of hardware, software & digital tools backed by a robust supply chain & support services

MODULAR & SCALABLE HARDWARE BASE



+

PROVEN CONTROLS & DIGITAL PLATFORM



+

INSTALLATION & SUPPORT SERVICES



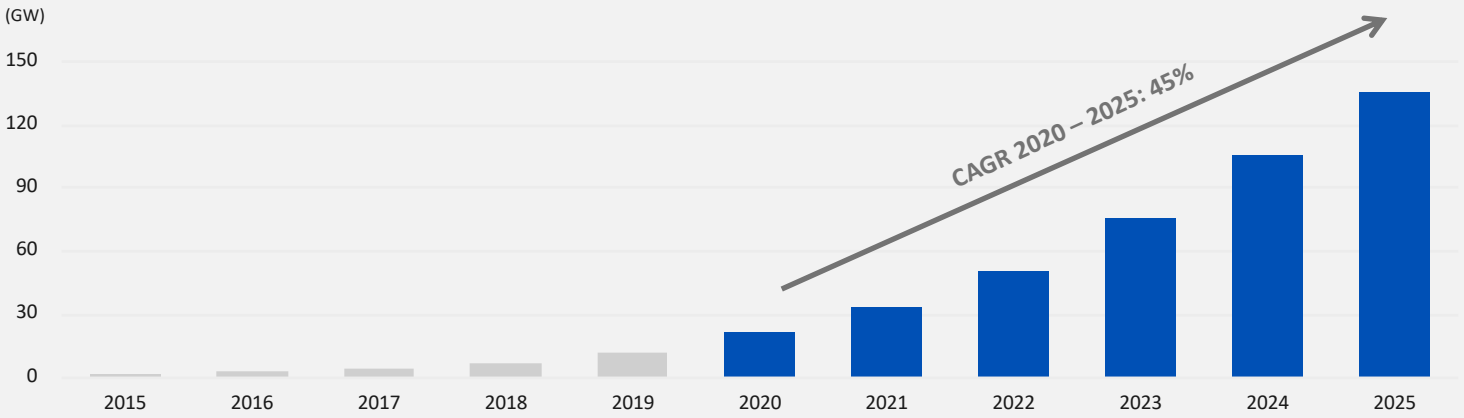
GLOBAL SUPPLY CHAIN

SMA · POWER ELECTRONICS · CATL · SIEMENS Ingenuity for life · LG Chem · SAMSUNG SDI

Fluence is at the leading edge of a $500B+ expansion in the grid storage market

Fluence brings application innovation, proven platform, Siemens & AES sponsorship, huge data set, unmatched track record, finance-ready

Existing Global Growth (1)



INCREASING MARKET NEEDS & OPPORTUNITIES

Make the Technology Useable

Tailored Services & Digital Applications (e.g. Dispatch / Fleet Management)

Installed Energy Storage Capacity Is Expected to Reach **306 GW by 2030** and **936 GW by 2040**

$560Bn

of Investment Expected by 2040

Source: BNEF

1. Installed cumulative capacity

FLUENCE

A Siemens and AES Company

Thank You.

John Zahurancik

CHIEF OPERATING OFFICER