



FLUENCE

A Siemens and AES Company

FLUENCE DIGITAL

The Future of Operating Grid-Scale Storage Portfolios

OUR MISSION

Transform the way we power our world to create a more sustainable future.

PURPOSE-BUILT



PURPOSE-DRIVEN



ENERGY STORAGE SOLUTIONS ⁽¹⁾



8.7+

TOTAL GW



225+

PROJECTS

SERVICES ⁽²⁾



6.8+

TOTAL GW

OPTIMIZATION SOFTWARE ⁽²⁾

MOSAIC

11.9+

GW OF AI-OPTIMIZED
BIDDING OF RENEWABLES
AND STORAGE



NISPERA

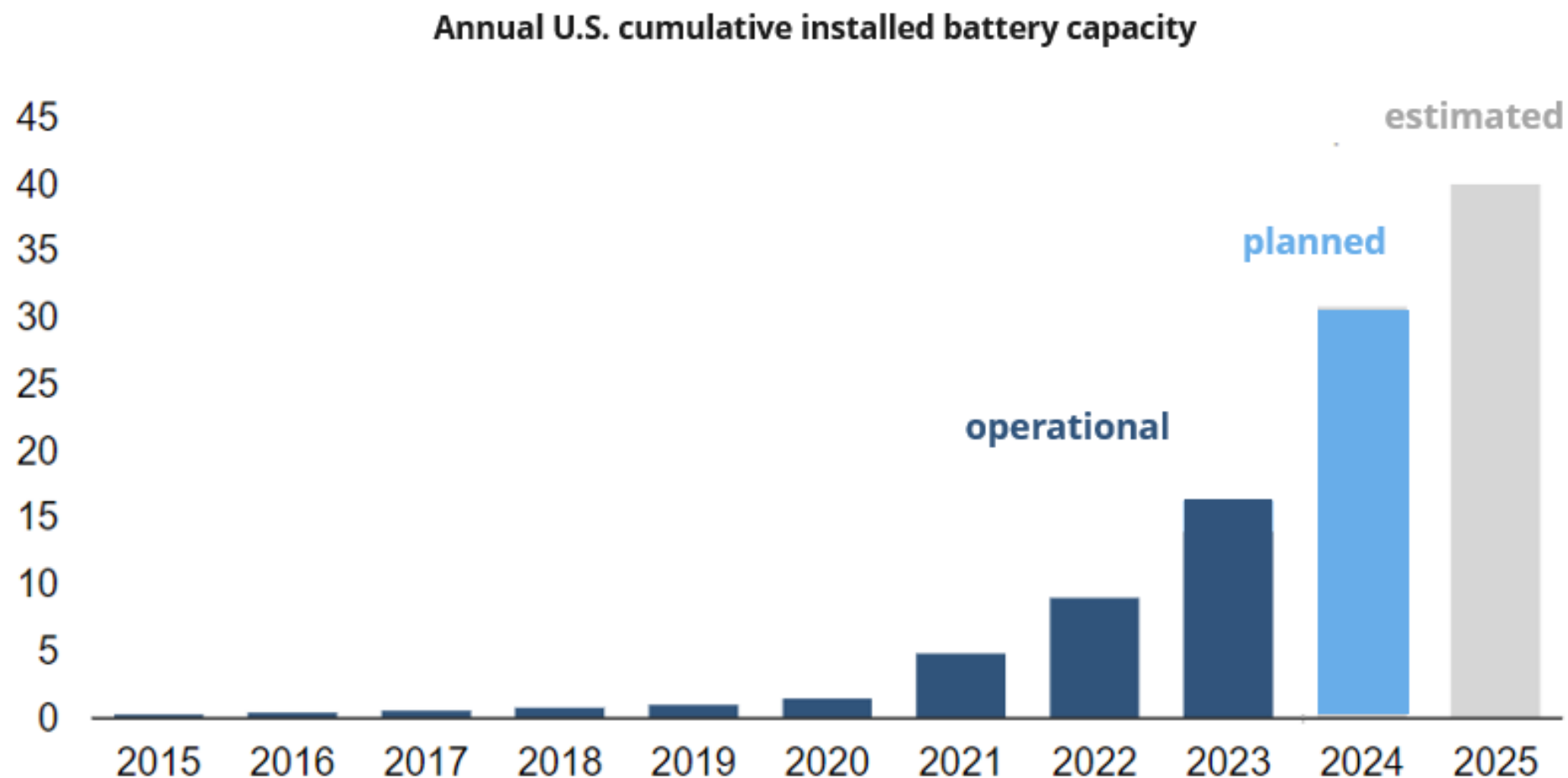
10.7+

GW OF RENEWABLE AND
STORAGE ASSETS UNDER
MANAGEMENT

(1) Deployed or contracted as of December 31, 2023

(2) Contracted or assets under management as of December 31, 2023

Grid Scale Storage fleets are growing rapidly



New challenges to get the most out of the investment in storage



INITIAL CHALLENGES DURING FIRST FEW STORAGE INSTALLS

- Trust to implement projects
- Cost
- Technology
- Regulatory support

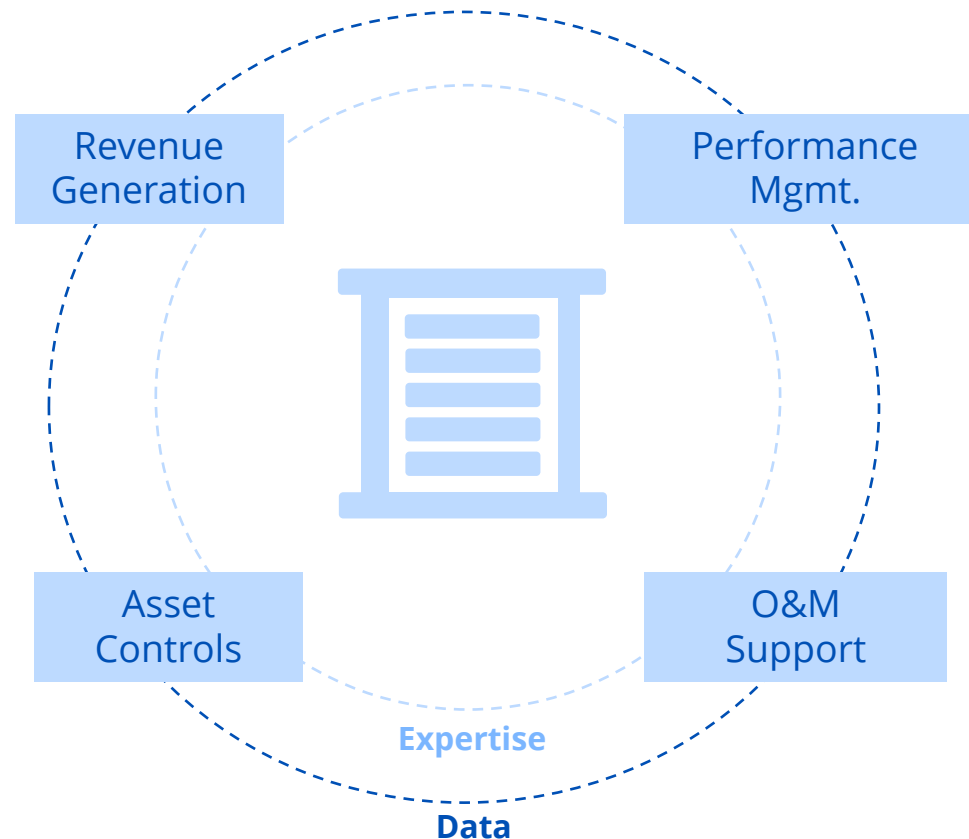


NEW CHALLENGES & OPPORTUNITIES OPERATING LARGE STORAGE FLEETS

- Degradation
- Innovations in warranty structures
- Operations & maintenance efficiencies
- Revenue generation

Opportunity for organizations to get greater lifetime value from storage

Connecting data, expertise, and technology solutions can improve BESS performance and maximize revenue



PG&E

Project: Moss Landing

Size: 182.4MW / 730MWh battery storage system

Fluence Solutions: Mosaic

Challenges: Revenue Generation & Market changes



Tilt Renewables

Project: Latrobe Valley BESS + renewables portfolio

Size: 100 MW / 200 MWh battery storage system, &
~885 MW renewables

Fluence Solutions: Storage, Nispera, Mosaic

Challenges: Battery Energy Storage, Optimization
& Market Changes

In Conclusion

MARKET CONTINUES TO EVOLVE AND CHANGE

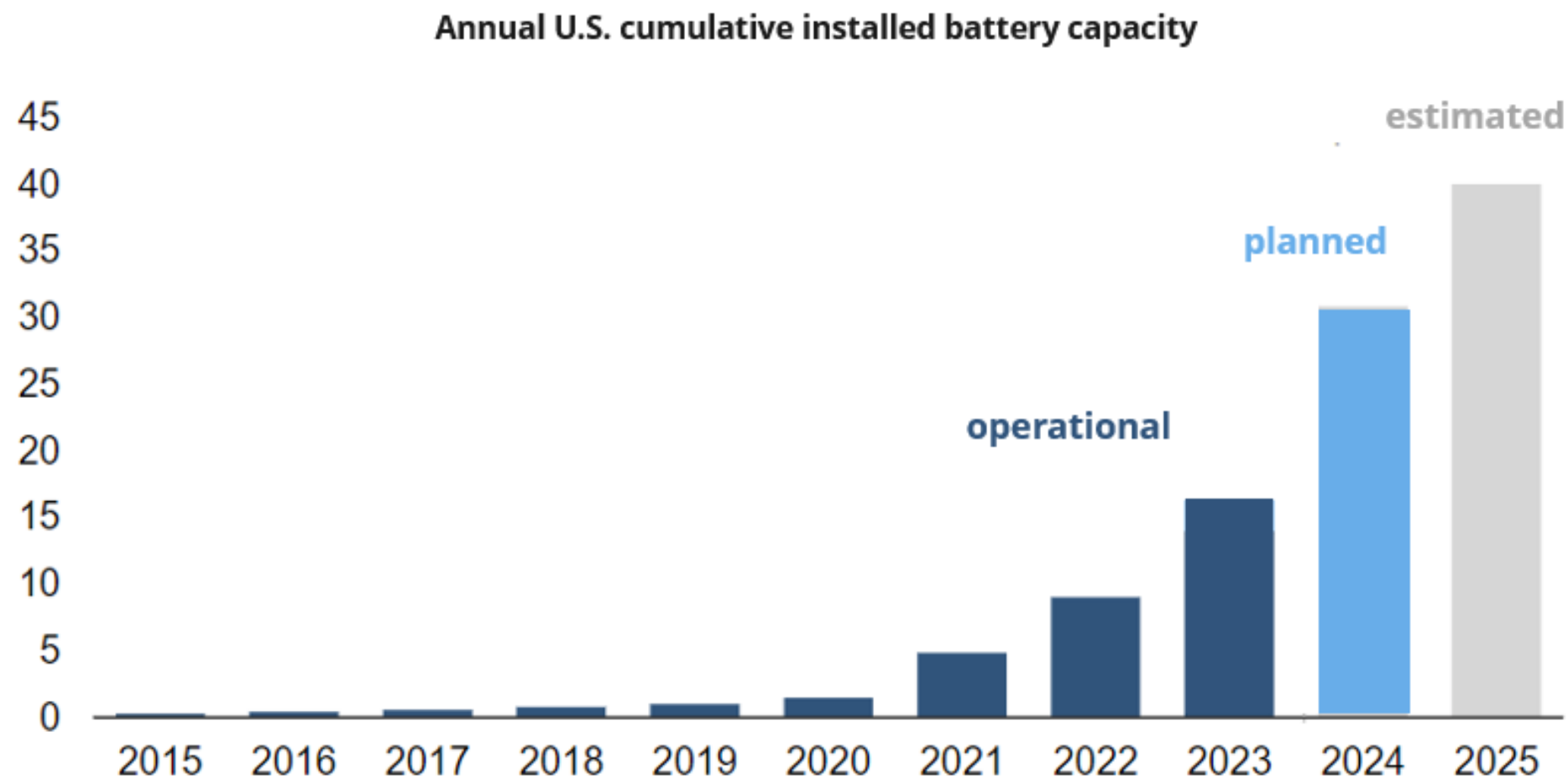
NEW OPPORTUNITIES AND CHALLENGES ARE CONSTANTLY EMERGING AND WILL CONTINUE TO DO SO

INVESTING IN SOFTWARE TECHNOLOGIES IS CRITICAL TO OPTIMIZE FLEETS, IMPROVE RELIABILITY AND PERFORMANCE.



APPENDIX

Grid Scale Storage fleets are growing rapidly



Key factors shaping the future of operating grid-scale storage portfolios



**ADVANCEMENT IN
BATTERY STORAGE
TECHNOLOGY**



**INTEGRATION WITH
RENEWABLE AND
OTHER GRID
RESOURCES**



**HYBRID STORAGE
SYSTEMS**



**REGULATIONS &
GRID
MODERNIZATION**



**SOFTWARE AND
ANALYTICS**