

FLUENCE®

A Siemens and AES Company



Capability Statement

GLOBAL

Table of Contents

Corporate Overview	3
Mission and Values	4
Commitment to Safety	5
Why Fluence?	6
Our Products	7
Our Services.....	11
Project Highlights	13
Global Coverage	14

Corporate Overview

Why We're Here

Our mission is to transform the way we power our world for a more sustainable future. We believe in solving problems, building lasting partnerships with our customers, and driving the decarbonisation of the entire power ecosystem.

Energy storage and digitalisation are critical to this transformation, but customers face a fragmented market of conflicting technical claims, inexperienced vendors and installers, and new market entrants with limited power sector knowledge.

Fluence brings proven energy storage products and services, and digital applications for renewables and storage to support the modernisation of our energy networks. We are the partner that can deliver at a global scale with industry-leading technology and the most experienced and knowledgeable team in the world. Fluence connected the first commercial lithium-ion battery system in the world to the grid in 2008.

In January 2018, Siemens and AES launched Fluence, uniting the scale, experience, breadth, and financial backing of the two most experienced icons in energy storage. Fluence became a publicly traded company in September 2021 (NASDAQ: FLNC).

OUR STATS*



38

GW_H ENERGY STORAGE



260

ENERGY STORAGE PROJECTS



47

ENERGY MARKETS



32

GW OF RENEWABLES & STORAGE OPTIMIZED BY FLUENCE IQ SOFTWARE

**Deployed, contracted, or assets under management as of December 31, 2024*



Mission and Values

OUR MISSION

At Fluence, we are transforming the way we power our world to create a more sustainable future.



OUR VALUES



Leading

We are growth-oriented and purpose-driven. We believe in serving as a trusted advisor to our customers and industry stakeholders to help them navigate the rapidly evolving energy landscape and find certainty amidst disruption. As pioneers in energy storage, we are focused on driving change to accelerate the modernization of our energy networks.



Agile

As we transform the way we power our world, we strive to be adaptive and learn continuously from the market, our customers, and each other. We form collaborative partnerships with our customers and suppliers, and we prioritize the most critical efforts that will drive the greatest impact.



Responsible

Safety is paramount in everything we do and we conduct ourselves accordingly. We believe in delivering the best possible quality, both in our technology and service offerings and in our interpersonal relationships with our customers and each other. We are honest, forthcoming, and fair in our communications and we take personal ownership in what we deliver. Integrity is key to our business and how we develop trust in relationships with coworkers, customers, and stakeholders.



Fun

Working on transforming a fundamental part of our society is exciting and fulfilling. It requires creativity, diverse ideas and backgrounds, and building trust to effect change and move with speed. We respect our coworkers and customers. We listen to what others have to say, and we are inclusive.

Commitment to Safety

Fluence is committed to safety at every level of our business.

With more than a decade of experience deploying and servicing energy storage systems for our customers globally, the Fluence fleet has more than 3 million hours of operation with a strong safety and availability record.

Our energy storage systems operate as a single integrated system with safety embedded in every layer of controls and hardware. We partner with leading suppliers and adhere to the latest industry standards, such as IEC and UL standards, for all hardware components and subsystems.

Upholding HSEQ Standards Across Projects Worldwide

Our formal policies on Health, Safety, Environment and Quality (HSEQ) meet the highest global standards, often exceeding local and regional regulations. Ensuring a safe work environment is explicit in every aspect of our business — all Fluence employees understand they have the authority to stop work if a potential safety hazard is spotted, whether on a project site or in corporate offices.

We continually reinforce our commitment to safety through ongoing education and training. We maintain a Safety Portal as a resource for employees to easily access information on risk assessment, job hazard and incident analysis, training, and procedures. This platform is one way, among others, that we promote HSEQ transparency and continuous performance improvement.

ISO 45001

Compliance with the ISO 45001 international occupational health and safety standard demonstrates our commitment to creating and maintaining management systems that provide our customers and employees with an environment aimed at preventing occupational injuries.

ISO 14001

At Fluence, our ISO 14001 compliance is reflected in our commitment to minimize and prevent adverse environmental impacts of our projects by conserving resources and improving energy efficiency at the planning and purchasing stages.

ISO 9001

Fluence maintains an Integrated Management System (IMS) that drives the continuous improvement cycle process targeted in ISO 9001. We perform regular audits on the procedures and processes we use to conduct our business and set our supplier qualifications.

SA8000

Fluence is certified in accordance with the SA8000 ethical standard, which is dedicated to promoting socially acceptable practices in the workplace.

[Learn more about Safety at fluenceenergy.com](https://www.fluenceenergy.com)



Why Fluence?

Experience Matters

In today's fragmented energy storage market, choosing the right partner is critical to your success. Relying on inexperienced packagers, developers, or system integrators can lead to project delays, budget overruns, performance issues, accelerated battery degradation, equipment damage or failure, and even unsupported warranties and bankruptcies.

The Fluence team brings over 16 years of experience designing, deploying, and servicing complete energy storage solutions. Our energy storage products are built for the most demanding industrial applications and have stood the test of time. We deliver the scale and staying power our customers rely on.

As a company that is 100% focused on driving the clean energy transition with storage and digital optimization products, Fluence brings a deep understanding of the complexities of modern power markets, customer needs, and local market challenges. We are here to collaborate with you to solve your energy challenges and help you navigate the rapidly changing landscape.

Operating from a foundation of integrity, quality, personal ownership, and responsibility, we are focused on our customers' success and accelerating the advancement of the energy sector. Find certainty in your journey. Partner with Fluence.

Breadth and Depth

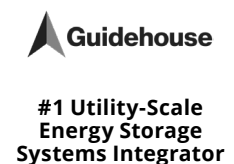
The entire spectrum of the power industry is in our DNA. With a presence in 47 markets globally and offices in 10 countries, Fluence has the geographic breadth and subject matter expertise to deliver creative, commercial energy storage and digital offerings at scale that enable sustainable energy networks.

We offer an integrated ecosystem of products, services, and digital applications that deliver optimized customer solutions across a range of energy storage and renewable use cases. Our products address the full set of applications in front of the meter and behind, and our services span the complete customer journey, from advisory and implementation to project lifecycle services. Our AI-enabled optimization software, Fluence Mosaic™ and Fluence Nispera™, help customers manage and optimize renewables and storage from any provider.

SELECT CUSTOMERS



INDUSTRY RECOGNITION



Our Products | ENERGY STORAGE



LEARN MORE ABOUT GRIDSTACK

Gridstack™

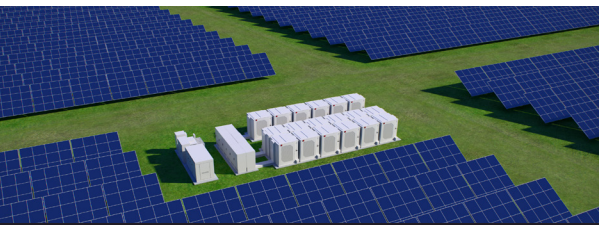
Gridstack's industrial-strength design is built for the most demanding front-of-the-meter applications including Flexible Peaking Capacity, Frequency Regulation, Renewable Integration, T&D Enhancement, and more. The system is highly configurable to meet your specific operational requirements and can be cost-effectively augmented over time to maximise asset value.



LEARN MORE ABOUT GRIDSTACK PRO

Gridstack Pro™

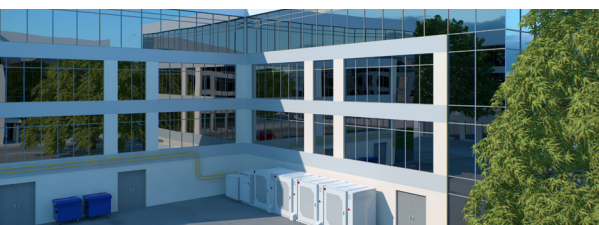
As the industry shifts to larger project sizes, storage systems must meet new standards in delivery, performance, and safety. Gridstack Pro offers an optimized design that enables customers to complete projects faster and generate revenue sooner. Available with US-manufactured battery cells and US assembly to qualify for the 10% Investment Tax Credit domestic content bonus under the Inflation Reduction Act of 2022 (IRA).



LEARN MORE ABOUT SUNSTACK

Sunstack™*

Sunstack improves and expands the capabilities of photovoltaic (PV) solar generation by optimising solar capture and delivery, enabling solar facilities to sell up to 50% more solar energy per site. The Sunstack system architecture unites batteries and PV on the same side of the DC bus in order to take advantage of higher PV-to-inverter ratios, maximise solar yield, and simplify the interconnection process



LEARN MORE ABOUT EDGESTACK

Edgestack™*

Edgestack is a complete, connection-ready system used by C&I customers to reduce monthly electricity costs. Edgestack discharges when needed to flatten a facility's energy load profile and significantly reduce demand charges from the utility. The fully integrated product is available for 500+ kW systems that can be configured to meet the needs of individual facilities and aggregated across fleets or customer locations.



LEARN MORE ABOUT ULTRASTACK

Ultrastack™*

Ultrastack unlocks the power of battery energy storage for transmission networks—delivering network utilization and system stabilization services that up until now could only be provided by traditional power resources. Advanced applications, system redundancy, and high availability meet complex system requirements and address some of the main challenges created by the energy transition.

**Available in select markets globally*

Fluence OS

Standard with all Fluence energy storage solutions, Fluence OS is a fully integrated controls system with over 3 million operating hours across our global fleet. Minimize redundant software costs and maximize profitability with an adaptive controls system optimized for market participation, asset security, and 3rd party integrations – including Fluence’s cloud-based software solutions Nispera and Mosaic.



SYSTEM CONTROLS

Actively manage power and operational modes at the Array, Core, and Node levels with easy access to system KPIs



SYSTEM MONITORING Comprehensive data collection at every level of the storage system continuously monitors, detects, and alerts operators to anomalies



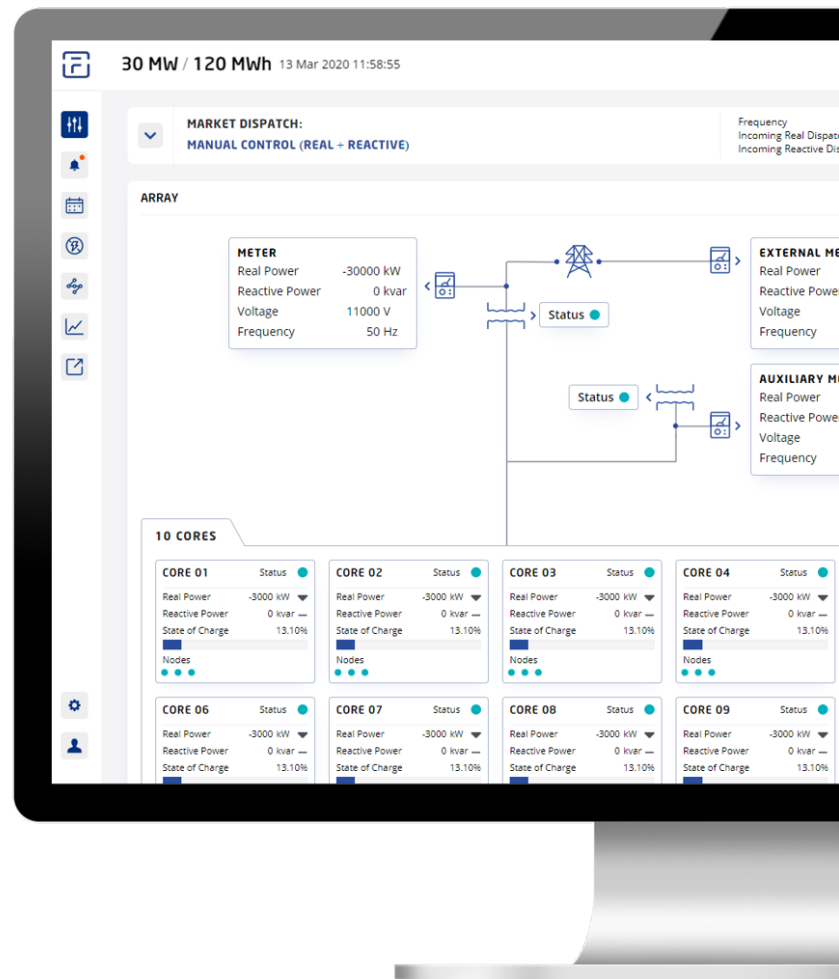
EXTERNAL INTEGRATION

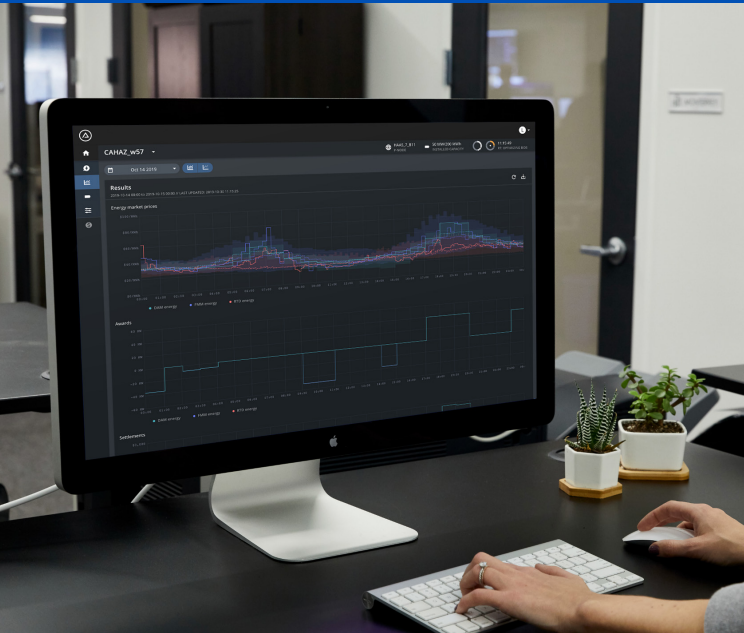
Integrate your storage asset with external systems (ISO's, customer EMS, historian software, etc.) and 3rd party software applications



ASSET PROTECTION

Fluence technology follows the NIST cybersecurity framework and comes standard with enterprise-class network security





Fluence Mosaic™

AUTOMATED, AI-POWERED BIDDING FOR SOLAR, WIND, AND ENERGY STORAGE

Conventional bidding approaches for energy storage and renewable assets can't keep up with the volatility and complexity of rapidly changing wholesale markets. Increase energy and ancillary service revenues and reduce risk with the Fluence Mosaic Intelligent Bidding Software.

Overcoming Rapid Change in Energy Markets

MARKETS MOVE FASTER THAN TRADERS CAN RESPOND

The growth of wind and solar is increasing price volatility, which creates challenging conditions for electricity traders.

NEW ASSET TYPES INCREASE COMPLEXITY

Energy storage offers unparalleled flexibility to deliver energy and ancillary services, but maximizing revenue requires price forecasting and optimization that go beyond human speed and ability.

TRADING DESKS NEED POWERFUL NEW TOOLS

Independent power producers and utilities need new bidding strategies and tools that can unlock the value of their storage and renewable assets.

A Technology Agnostic Platform

Mosaic supports energy storage and renewable technologies from any provider, and is configured to meet the unique warranty constraints and operating parameters of each asset.

Avoid the pitfalls of closed systems and vendor lock-in with a digital platform designed to work across your entire portfolio, including wind and solar.

How Mosaic Works

FORECASTING

Advanced machine learning analyzes thousands of variables to predict future market prices every five minutes.

OPTIMIZATION

Advanced co-optimization of all applicable products for day-ahead and real-time markets.

BIDDING

Incorporate your organization's risk tolerance levels with our bidding strategy expertise to prepare compliant bids for submission.

Mosaic is currently available in the Australia NEM, California ISO, and ERCOT markets.

[LEARN MORE ABOUT MOSAIC](#)

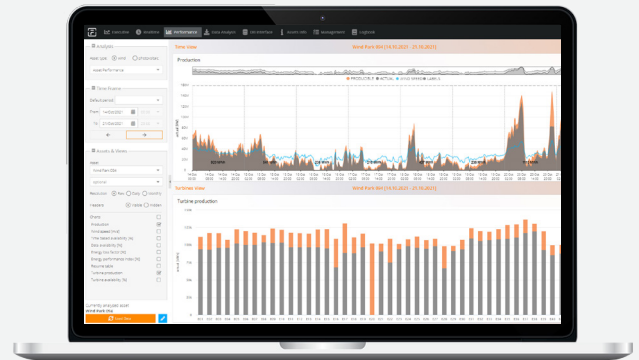


Our Products | SOFTWARE

Fluence Nispera™

TRANSFORM RAW DATA INTO ACTIONABLE INSIGHTS

Nispera maximizes the value of solar, wind, hydro, and storage assets with real-time monitoring, automated reporting, and AI-powered analytics. The cloud-based software integrates data across asset classes and OEM technologies to streamline communications, uncover hidden performance issues, and resolve problems before they turn into expensive repairs or lost production.



Asset Performance Management

Nispera connects, analyzes, and optimizes technical and financial performance for renewable and storage assets. Nispera is designed for asset owners needing a consolidated view of their renewable asset performance across a portfolio of manufacturers, technologies, and site locations.

DATA INTEGRATION

Integrate disparate data streams into one centralized, secure cloud-based platform, including data from SCADA systems, transmission grid data, and more.

AI-BASED PERFORMANCE OPTIMIZATION

Utilizes artificial intelligence to detect trends in granular asset and component data so operators can take action and avoid equipment failures and downtime.

AUTOMATED REPORTING

Automated technical and financial reporting provides end users with a comprehensive, harmonized view of their portfolios.

O&M MANAGEMENT

Compares asset performance against your O&M contractual obligations to identify performance changes and issues.

Product Features



TECHNOLOGY AGNOSTIC

Currently available for wind, solar, storage and hydro assets



OEM AGNOSTIC

Integrates data from any equipment manufacturer



SECURE

High levels of data security (firewalls, VPN, 24/7 surveillance, etc.)



CLOUD-BASED

Easy access to the software anytime, from any device



SCALABLE

Accommodates any asset size, from 1 MW to 500+ MW

LEARN MORE ABOUT NISPERA



Our Services | OPERATIONAL

Proper energy storage system maintenance is complex. Maximizing the lifetime value of your asset requires technicians with a comprehensive skill set across multiple technologies to ensure optimal performance and reduce the risk of system downtime, all while upholding thorough health and safety standards.

9 GW OF ASSETS CONTRACTED AND UNDER MANAGEMENT*

Fluence delivers unparalleled insights and services built on decades of energy sector knowledge. Our team follows through on our commitments and is focused on building strong, long-term partnerships with our customers. We find creative solutions to maximize your asset value and meet the unique commercial and operational requirements of energy storage projects.

*As of December 31, 2024



PERFORMANCE GUARANTEES

Safeguard asset revenue potential over project life with degradation, capacity, and availability guarantees.



EQUIPMENT WARRANTIES

Limit your exposure to unforeseen O&M costs of your system and receive extensive claims support.



SPARE PARTS

Support system availability by storing spare parts onsite or subscribe to parts in regional warehouses.



OPTIMIZATION SERVICES

Maintain equipment and optimal operating conditions with various maintenance and remote diagnostic services.



PROFESSIONAL SERVICES

Receive comprehensive training delivered by experienced service representatives online or in-person.

Our Services | DELIVERY

Fluence provides full turnkey implementation services for our energy storage products, including Engineering, Delivery, Installation, and Commissioning. Our team has a proven record of designing and installing projects worldwide with a deep knowledge of the complexities around bringing a system online. We work directly with customers along every step of the way to ensure safe and on-time delivery of their energy storage systems.

ENGINEERING

Project support including ground studies, plant and site layouts, electrical drawings, engineering studies, network diagrams, and manufacturing reports.

INSTALLATION

Full storage equipment and balance of plant installation including project and subcontractor management, customer handovers, and operator training.

DELIVERY

Delivery of core storage system equipment, including Cubes, inverter blocks, distributed controls, cabling, switchgear, transformers, metering, and more.

COMMISSIONING

Comprehensive configuration and startup services ensure all Fluence storage equipment, controls, software, and applications are functioning as designed.



Project Highlights



Luna

- Increase renewable energy capacity and provide capacity peak power
- 100 MW/400 MWh battery storage system

CUSTOMER:

AES

SITE:

Lancaster, California, USA

PRODUCT:

Gridstack



Kilathmoy

- Set a new bar for the world's fastest-response controls system
- 11 MW/5.5 MWh battery storage system coupled with onshore wind

CUSTOMER:

Statkraft Ireland

SITE:

Kilathmoy, County Kerry, Ireland

PRODUCT:

Advancion



Eleven Mile

- Will generate over 900,000 MWh of energy annually
- 300 MW/1200 MWh battery storage system coupled with solar

CUSTOMER:

Ørsted

SITE:

Pinal County, Arizona, USA

PRODUCT:

Gridstack



Akaysha

- Optimization and market bidding services for 3 sites in Australia
- 1.41 MW/3.64 MWh battery storage system

CUSTOMER:

Akaysha Energy

SITE:

Australia

PRODUCT:

Mosaic



Darlington Point Solar Farm

- Optimization and market bidding services of solar farm
- 333 MW solar farm

CUSTOMER:

Octopus Investments Australia

SITE:

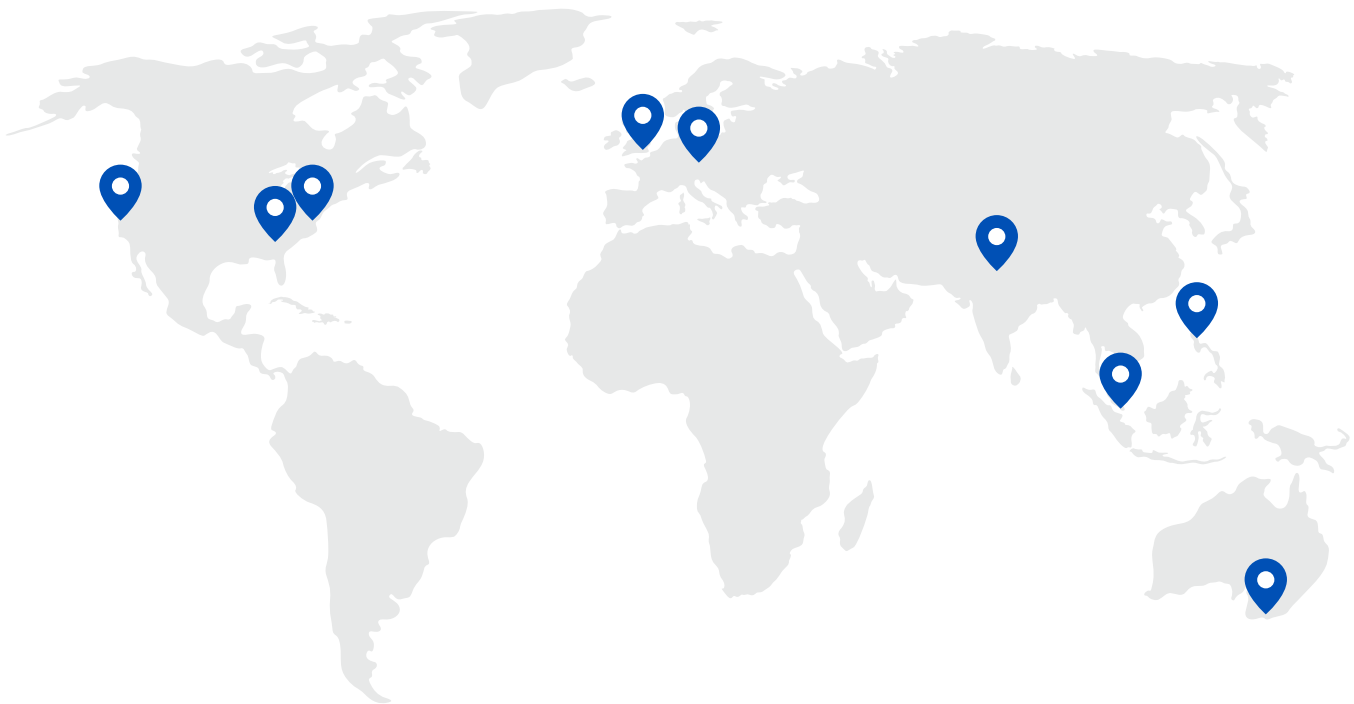
Darlington Point, New South Wales, Australia

PRODUCT:

Mosaic, Solar Farm

Global Coverage

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