A long, perspective view of a row of blue energy storage units, likely lithium-ion batteries, under a clear blue sky. The units are arranged in a line that recedes into the distance. The lighting is bright, suggesting a sunny day.

**Bloomenergy<sup>®</sup>**

## **Transforming and Optimizing the Energy Industry**

Pierre Rebello

Director of Global Logistics and Trade Compliance

# Bloom Energy At a Glance



● Headquarters   ● Office Locations   ● Manufacturing/R&D   ● Business Development

**~\$1.2bn**  
2022 Revenue

**~20 Billion kWh**  
Produced without Combustion

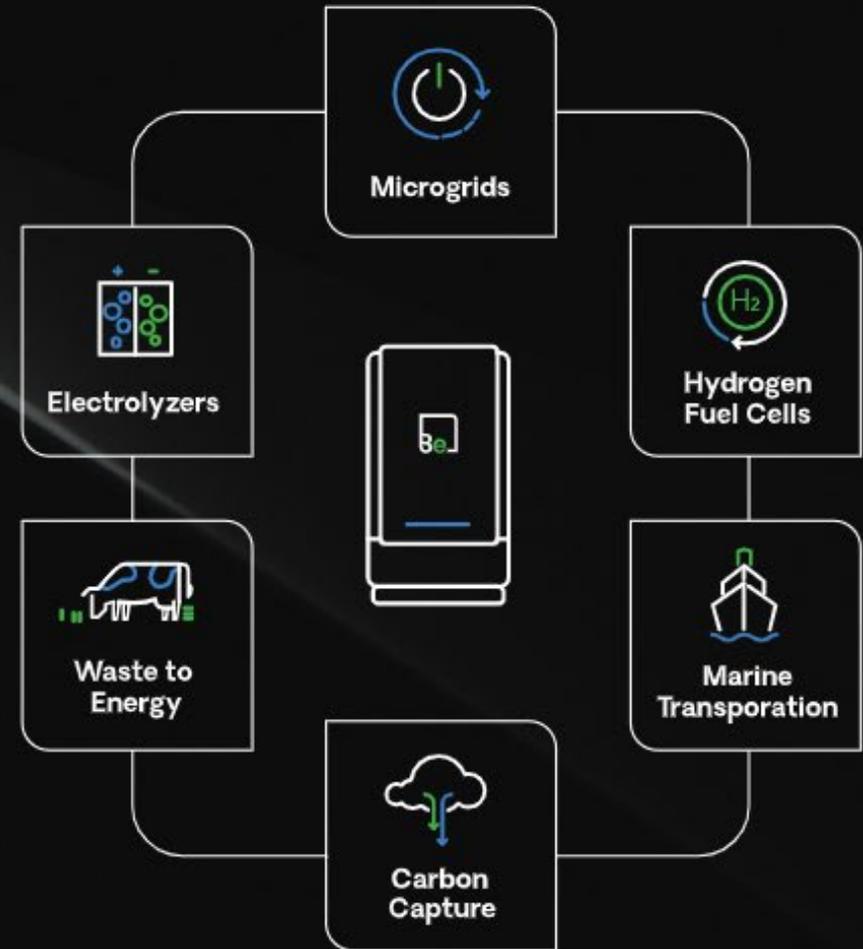
**~1GW**  
Deployed

**~1,000 Installations**  
~150 Microgrids

**Bloomenergy**<sup>®</sup>



**One Platform.  
Multiple Pathways to Net-Zero.**



# Bloom Electrolyzer

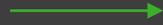
Bloomenergy



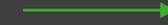
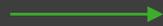
Wind



Nuclear



Solar



Hydrogen

Water/Steam



20 – 40% More Efficient than Low Temperature Electrolyzers

# Time to Power Solution

## 24/7 Rapidly Deployed Power



**Alleviates Grid  
Capacity  
Constraints**



**Rapid Deployment  
in Weeks, Not  
Years**



**Minimal Site  
Disruption with  
Packaged Energy  
Server**



**Non-Combustion  
Generation with  
Near Zero Air  
Pollution**

# Thriving in Delaware

*10 Quick Facts – Celebrating 10 years of Growth in Delaware*

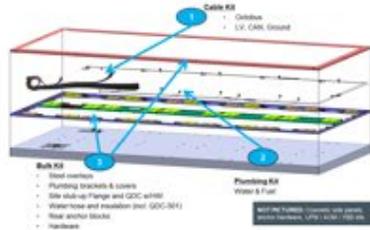
1. \$50 million state-of-the-art lean manufacturing facility
2. > 750 employees
3. Deployed more than 15,000 Energy Servers™
4. \$97 million annual total economic impact of Bloom's operations with \$4 million in annual tax revenue
5. Over \$390,000 supporting workforce development, veterans, underserved & disadvantaged communities
6. "Stars & Strides" Delaware – supporting veterans
7. Hydrogen future starts in Delaware
8. High product demand bringing additional shifts
9. Reached 2 GW of facility capacity in 2023 for hydrogen electrolyzer line
10. Celebrating 10-year Anniversary of Bloom in Delaware in 2023



# Bloom Delaware Footprint

## Manufacturing and Assembly Plant - Built for Optimum Growth

Certificate of occupancy



Install kitting launch



257 Employees

-R AFS and -R Unishell Launch, AFS PD work



683+ Employees

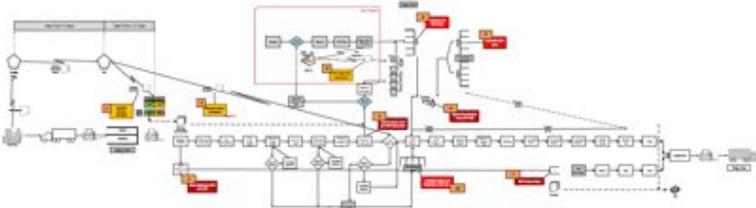
Microgrid skid Manufacturing and Delivery Center



November 1, 2022, inaugurated 1 GW of facility capacity for an electrolyzer line

2013 2014 2015 2016 2017 2018 2019 2020 2021 2022 2023

Sustainment and Plant 7 Launch



Power electronics expansion



International Shipping



\$6.6M investment, completion of second floor, ramp-up of new product line



750+ Employees

October 2023, represents the 10-year anniversary of Bloom in Delaware

# Bloom Delaware Footprint

- Foreign Trade Zone (FTZ) :
  - Existing – ~ 375,000 sq. ft.
  - Expansion - ~ 200,000 sq. ft.



# Bloom Delaware – Material Movement

- **Ocean Containers:**

- ~1,200 Annual Imports
- ~200 Annual Exports



- **FTL (Full Truck Loads) Shipments:**

- ~900 FTL Inbound
- ~1,900 FTL Outbound
- ~825 FTL -Inter plant – CA & DE Plants



# Bloom Delaware – Challenges

- **ESG (Environmental, Social & Corporate Governance)**
  - Reducing Bloom's Freight Carbon Footprint



- **FTZ (Foreign Trade Zone)**
  - Bloom's ability to quickly scale to accommodate growth potential



Questions?

Bloomenergy<sup>®</sup>