



Bloomenergy®

Investor Presentation

June 2024



Bloomenergy

# Forward-looking statements

This presentation contains certain forward-looking statements, which are subject to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Forward-looking statements generally relate to future events or our future financial or operating performance. In some cases, you can identify forward-looking statements because they contain words such as “anticipate,” “believe,” “could,” “estimate,” “expect,” “intend,” “may,” “should,” “will” and “would” or the negative of these words or similar terms or expressions that concern Bloom's expectations, strategy, priorities, plans or intentions. These forward-looking statements include, but are not limited to, Bloom's expectations regarding: innovation and solutions; customer reaction to Bloom's products; Bloom's liquidity position; market demand for energy solutions; and Bloom's 2024 outlook for revenue and profitability. Readers are cautioned that these forward-looking statements are only predictions and may differ materially from actual future events or results due to a variety of factors including, but not limited to: Bloom's limited operating history; the emerging nature of the distributed generation market and rapidly evolving market trends; the significant losses Bloom has incurred in the past; the significant upfront costs of Bloom's Energy Servers and Bloom's ability to secure financing for its products; Bloom's ability to drive cost reductions and to successfully mitigate against potential price increases; Bloom's ability to service its existing debt obligations; Bloom's ability to be successful in new markets; the ability of the Bloom Energy Server to operate on the fuel source a customer will want; the success of the strategic partnership with SK ecoplant in the United States and international markets; timing and development of an ecosystem for the hydrogen market, including in the South Korean market; continued incentives in the South Korean market; adapting to the new government bidding process in the South Korean market; the timing and pace of adoption of hydrogen for stationary power; the risk of manufacturing defects; the accuracy of Bloom's estimates regarding the useful life of its Energy Servers; delays in the development and introduction of new products or updates to existing products; Bloom's ability to secure partners in order to commercialize its electrolyzer and carbon capture products; supply constraints; the availability of rebates, tax credits and other tax benefits; changes in the regulatory landscape; Bloom's reliance upon a limited number of customers; Bloom's lengthy sales and installation cycle, construction, utility interconnection and other delays and cost overruns related to the installation of its Energy Servers, including inventories with distributors; business and economic conditions and growth trends in commercial and industrial energy markets; global macroeconomic conditions, including rising interest rates, recession fears and inflationary pressures, or geopolitical events or conflicts; overall electricity generation market; management transitions; Bloom's ability to protect its intellectual property; and other risks and uncertainties detailed in Bloom's SEC filings from time to time. More information on potential factors that may impact Bloom's business are set forth in Bloom's periodic reports filed with the SEC, including our Annual Report on Form 10-K for the year ended December 31, 2023 as filed with the SEC on February 15, 2024, and our Quarterly Report on Form 10-Q for the quarter ended March 31, 2024 as filed with the SEC on May 9, 2024, as well as subsequent reports filed with or furnished to the SEC from time to time. These reports are available on Bloom's website at [www.bloomenergy.com](http://www.bloomenergy.com) and the SEC's website at [www.sec.gov](http://www.sec.gov). Bloom assumes no obligation to, and does not currently intend to, update any such forward-looking statements.

# Leadership Team & Board of Directors

## Leadership Team



**KR Sridhar, PhD**  
Founder, Chairman & CEO



**Daniel Berenbaum**  
Chief Financial Officer



**Aman Joshi**  
Chief Commercial Officer



**Shawn Soderberg**  
Chief Legal Officer & Corporate Secretary



**Satish Chitoori**  
Chief Operations Officer



**Ravi Prasher, PhD**  
Chief Technology Officer



**Carl Cottuli**  
Head of Development Engineering



**Sonja Wilkerson**  
Chief People Officer



**Tim Schweikert**  
Head of International Sales

**Broad and extensive C-suite experience**

## Board of Directors



**KR Sridhar, PhD**  
Founder, Chairman & CEO



**Jeff Immelt**  
Lead Director & Former CEO of GE



**John Chambers**  
Former CEO of Cisco



**The Honorable Mary K. Bush**  
Former IMF representative & Board  
Director T-Rowe Price



**Michael J. Boskin**  
Former Member of President's Council of  
Ec. Advisers & Chair Professor Stanford



**Cynthia Warner**  
Board Director – Chevron & Sempra



**Gary Pinkus**  
McKinsey & Company Chairman of North America



**Eddy Zervigon**  
Former Managing Director Morgan Stanley

**Very engaged and world renowned**

# Bloom Energy at a Glance

**Mission:** To make clean, reliable energy affordable for everyone in the world.



**\$1.3B**  
2023 Revenue



**~34B kWh**  
Produced without  
combustion



**>1.2GW**  
Deployed



**~1,200**  
Installations



**\$12B**  
Backlog



**>\$750M**  
R&D since 2016

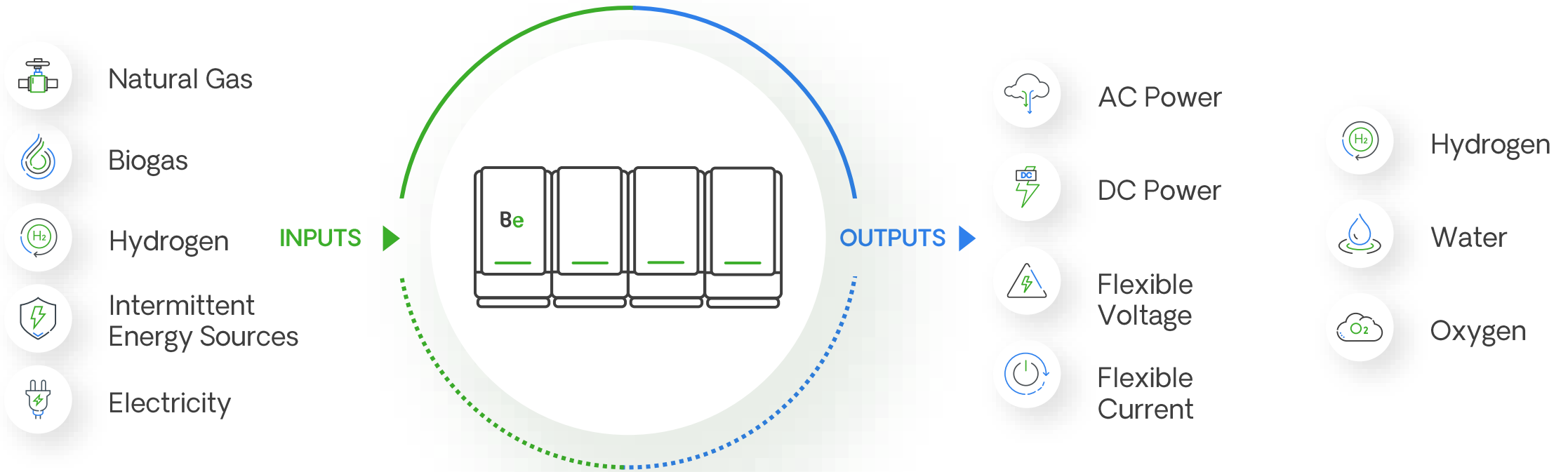
As of May 2024

## Global Footprint



# Flexible Platform for Various Applications

Energy servers have a unique ability to adapt flexibly to our customers' needs



Ability to provide uninterrupted power to reduce the impact of grid outages with the ability to support off-grid applications



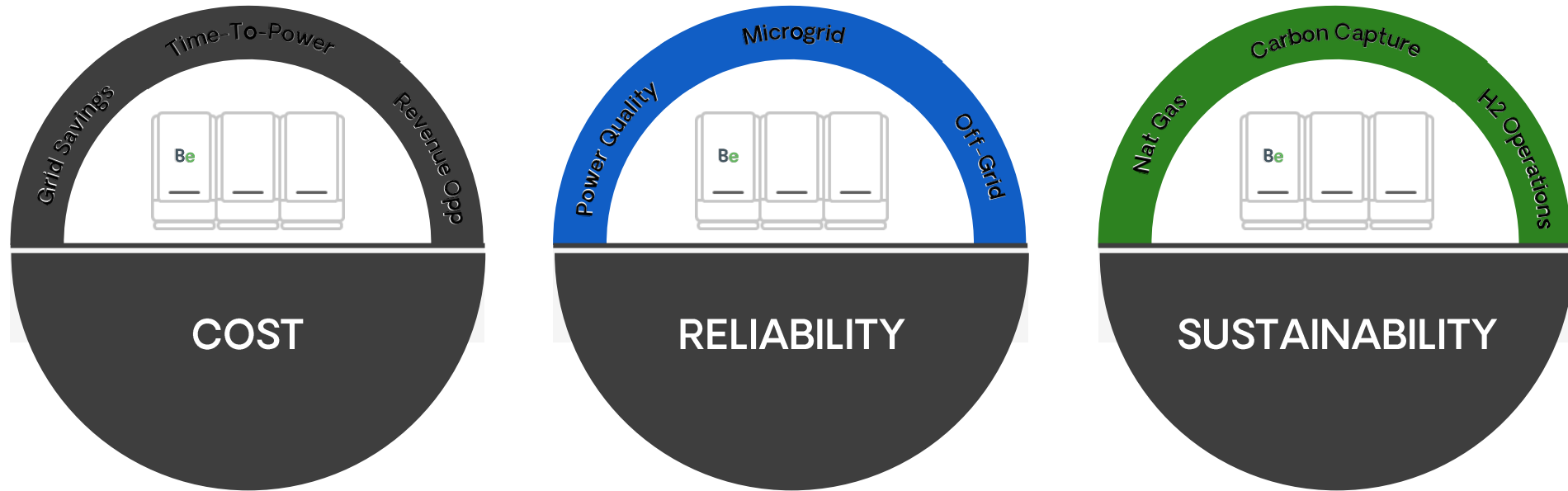
# Market Segments Served

	Cloud Services & Technology	 EQUINIX  AMD  KEYSIGHT TECHNOLOGIES  NOKIA  CENTERSQUARE  ORACLE  ZEBRA  CORESITE  intel  SoftBank Group  Agilent Technologies
	Consumer Retail, Food & Beverage	 Walmart  Ahold Delhaize  THE HOME DEPOT  Taylor FARMS  macy's  MACERICH  target  IKEA  STAPLES  Pacific CHEESE  Kellanova  TJX  URBN  the Wonderful company™  FedEx  americo.  WILLIAMS-SONOMA, INC.
	Telecom, Media, & Entertainment	 verizon  COMCAST  AT&T  crypto.com ARENA  COX ENTERPRISES  nextra by airtel  Gillette STADIUM  Unimicron 欣興電子  SANMINA  OWENS CORNING  +GF+  Stanley Black & Decker  cefla  TaylorMade
	Manufacturing	 SUPERMICR  COHERENT  廣達電腦 Quanta Computer  JSR Micro MATERIALS INNOVATION  flex  Unimicron 欣興電子  SANMINA  OWENS CORNING  +GF+  Stanley Black & Decker  cefla  TaylorMade
	Healthcare & Pharma	 Medtronic  Genentech A Member of the Roche Group  ThermoFisher SCIENTIFIC  GILEAD  YALE-NEW HAVEN HOSPITAL  Takeda  REGENERON  illumina  Mass General Brigham  KAISER PERMANENTE  BioMed Realty  BD
	Higher Education	 Caltech  FORDHAM UNIVERSITY THE JESUIT UNIVERSITY OF NEW YORK  慶應義塾大学 Keio University  CONNECTICUT COLLEGE  COLLEGE OF THE CANYONS  University of San Diego  SAN DIEGO STATE UNIVERSITY  UNIVERSITY OF CALIFORNIA BERKELEY  LIU

Diverse customer ecosystem with Fortune 500 customers

# A Tool in the Decarbonization Journey

Designed to provide customers flexibility to achieve reliable near-zero carbon power

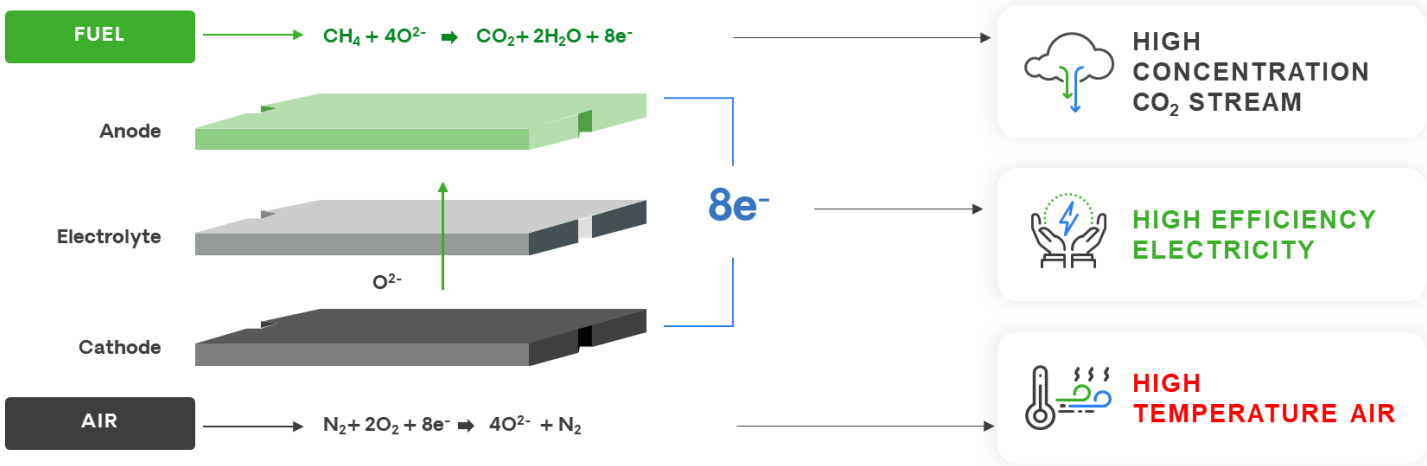


Leading technology solutions based on resiliency, affordability, and sustainability

# Bloom Energy Server Architecture

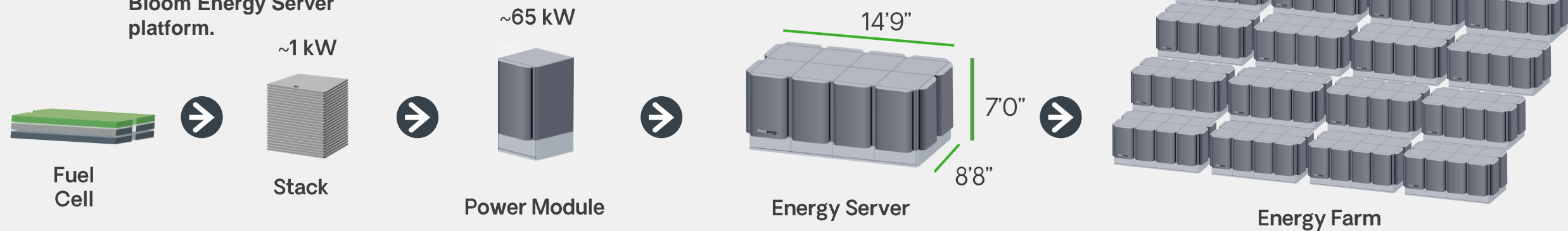
## 1. How it Works

Solid oxide fuel cells convert fuel into electricity without combustion.



## 2. Cell to Server

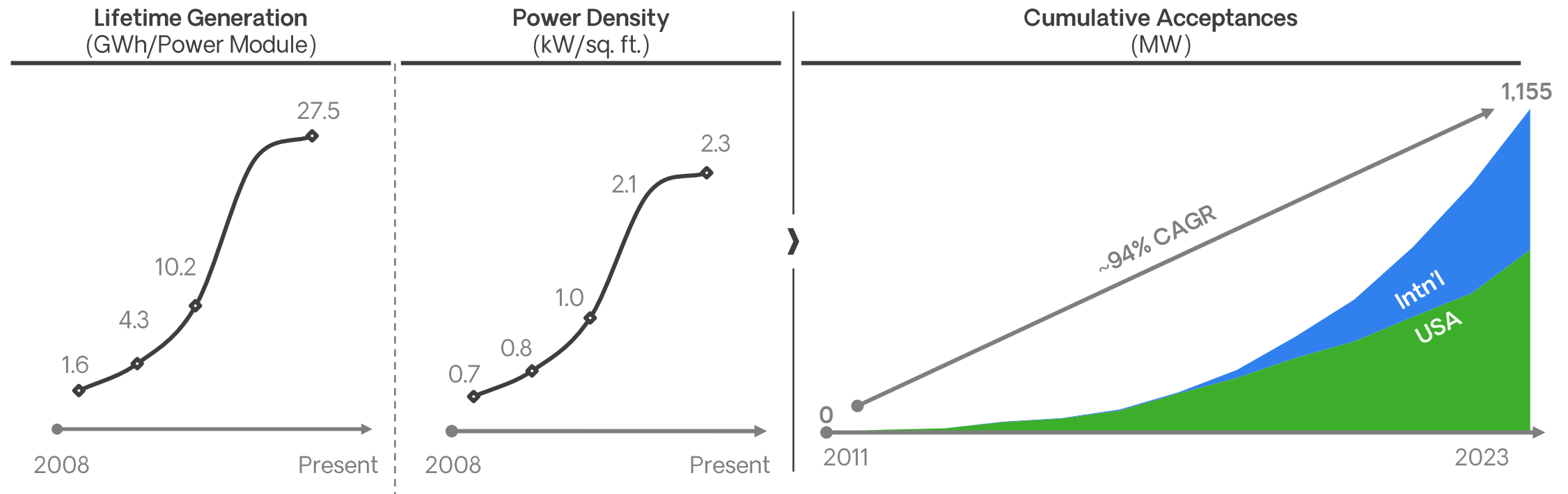
The building blocks come together to form the Bloom Energy Server platform.





# Continuously Improving Product Performance

Investment in R&D has increased the power rating, power density and median life of the Energy Servers, allowing us to generate power at lower costs



Bloom continues to be a technology leader with increasing market adoption

# Data Center Opportunity: Time to Power

Data Center market is facing acute power shortage



## Data Center Need

- ▶ Five 9's Reliability ✓
- ▶ Clean Power ✓
- ▶ Months to Deploy ✓
- ▶ Off-Grid Microgrids ✓

Bloom addresses key priorities  
for a Data Center

Long track record of  
serving the Data Center  
industry with **300MW**  
**contracted and**  
**deployed<sup>1</sup>**

intel®

EQUINIX

Grid power may take years; Bloom can potentially provide a solution in months

1. As of May 1, 2024

# Emerging Use Cases

Bloom's technology fits into various parts of the Energy Transition



## Carbon Capture

Bloom Energy's carbon capture system recycles  $H_2$  and water from fuel cell exhaust and separates the water vapor and  $CO_2$ , which can then be captured



## Combined Heat & Power

SOFC's high heat can be captured to provide heating or cooling and increase system efficiency



## EV Charging

Ability to ramp up and down to meet variable EV charging loads

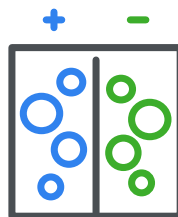


## Green Hydrogen & Ammonia

Highly efficient Electrolyzer technology to produce green hydrogen

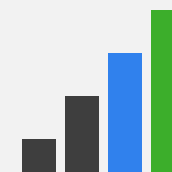
New markets present significant commercial opportunity

# Bloom's energy platform addresses the challenges of today and tomorrow



**Fuel cells and fuel flexible options** provide cost-effective solutions for **grid instability** and **time to power** demands

**Electrolyzers and carbon capture technology** provide a path toward **reducing carbon emissions** and a **net-zero** carbon future



Positioning the company to **scale profitably** while solving customers' most pressing energy needs



Investor **Contact**

Ed Vallejo

[investor@bloomenergy.com](mailto:investor@bloomenergy.com)