

Bloomenergy®

SUSTAINABLE. RESILIENT. PREDICTABLE.

# PLATFORM UPDATE

**SHARELYNN MOORE**

EXECUTIVE VICE PRESIDENT & CHIEF MARKETING OFFICER

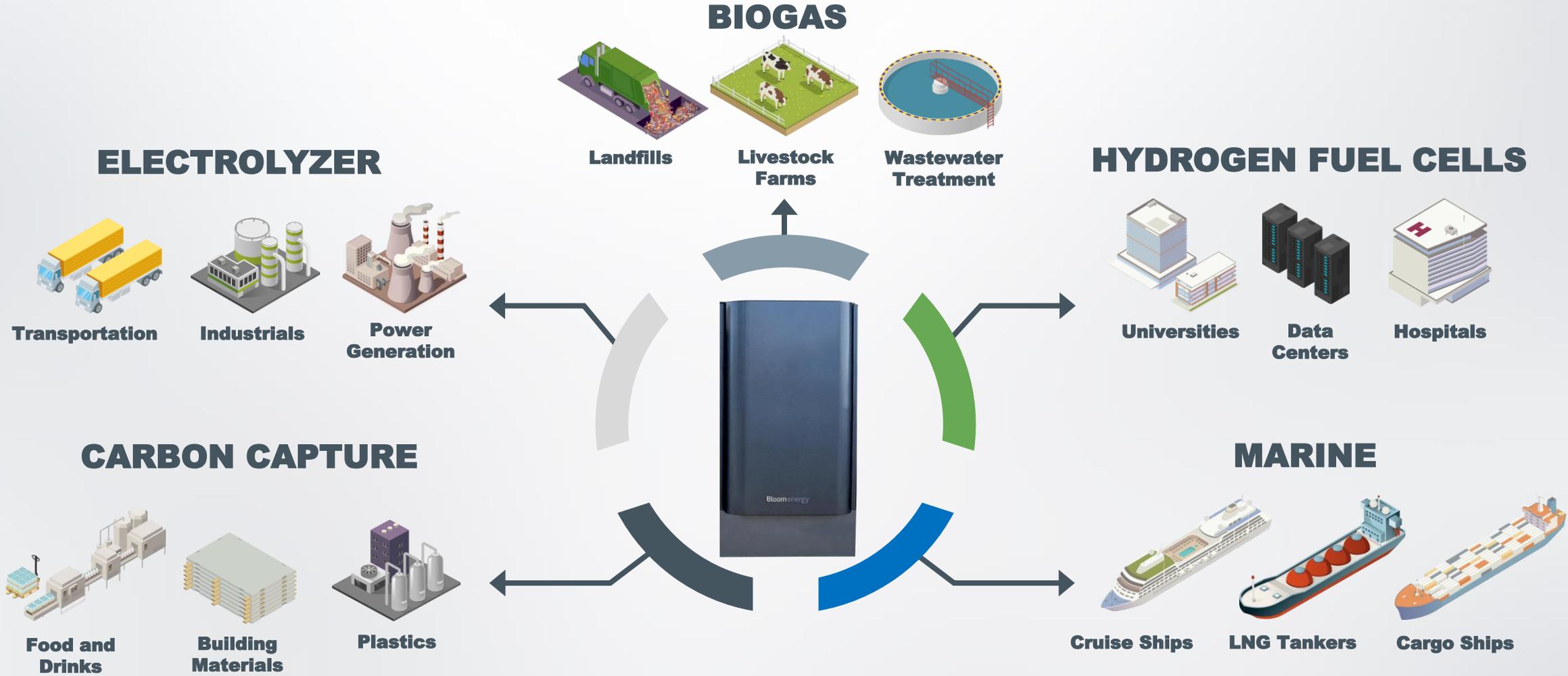
# FORWARD-LOOKING STATEMENTS

This presentation contains "forward-looking" statements that are based on our beliefs and assumptions and on information currently available to us. Forward-looking statements include all statements other than statements of historical fact, including information or predictions concerning our ability to timely deliver on our roadmap, expectations regarding the value proposition of our products and technology, business plans and objectives, potential growth opportunities, competitive position, technological or market trends, industry environment, and potential market opportunities. Forward-looking statements are subject to known and unknown risks, uncertainties, assumptions, and other factors including, but not limited to, our limited operating history; the emerging nature of the distributed generation market and rapidly evolving market trends; the significant losses we have incurred in the past; the significant upfront costs of our Energy Servers and our ability to secure financing for our products; our ability to service our existing debt obligations; our ability to be successful in new markets; the risk of manufacturing defects; the accuracy of our estimates regarding the useful life of our Energy Servers; delays in the development and introduction of new products or updates to existing products; our ability to drive cost reductions; the availability of rebates, tax credits and other tax benefits; our reliance on tax equity financing arrangements; our reliance upon a limited number of customers; our lengthy sales and installation cycle, construction, utility interconnection and other delays and cost overruns related to the installation of our Energy Servers; business and economic conditions and growth trends in commercial and industrial energy markets; global economic conditions and uncertainties in the geopolitical environment; overall electricity generation market; our ability to protect our intellectual property; the impact of the COVID-19 pandemic on our business; and other risks and uncertainties detailed in our SEC filings from time to time.

You should not rely upon forward-looking statements as predictions of future events. Although we believe that the expectations reflected in our forward-looking statements are reasonable, we cannot guarantee that the future results, performance, or events and circumstances described in the forward-looking statements will be achieved or occur. Moreover, neither we, nor any other person, assume responsibility for the accuracy and completeness of the forward-looking statements. We undertake no obligation to update any forward-looking statements for any reason after the date of this presentation to conform these statements to actual results or to changes in our expectations, except as required by law. These forward-looking statements should also be read in conjunction with the other cautionary statements that are included elsewhere in our public filings, including under the heading "Risk Factors" in our Annual Report on Form 10-K for the year ended December 31, 2020, and subsequent filings with the SEC filed from time-to-time.

# BLOOM ENERGY SERVER CORE PLATFORM

Be



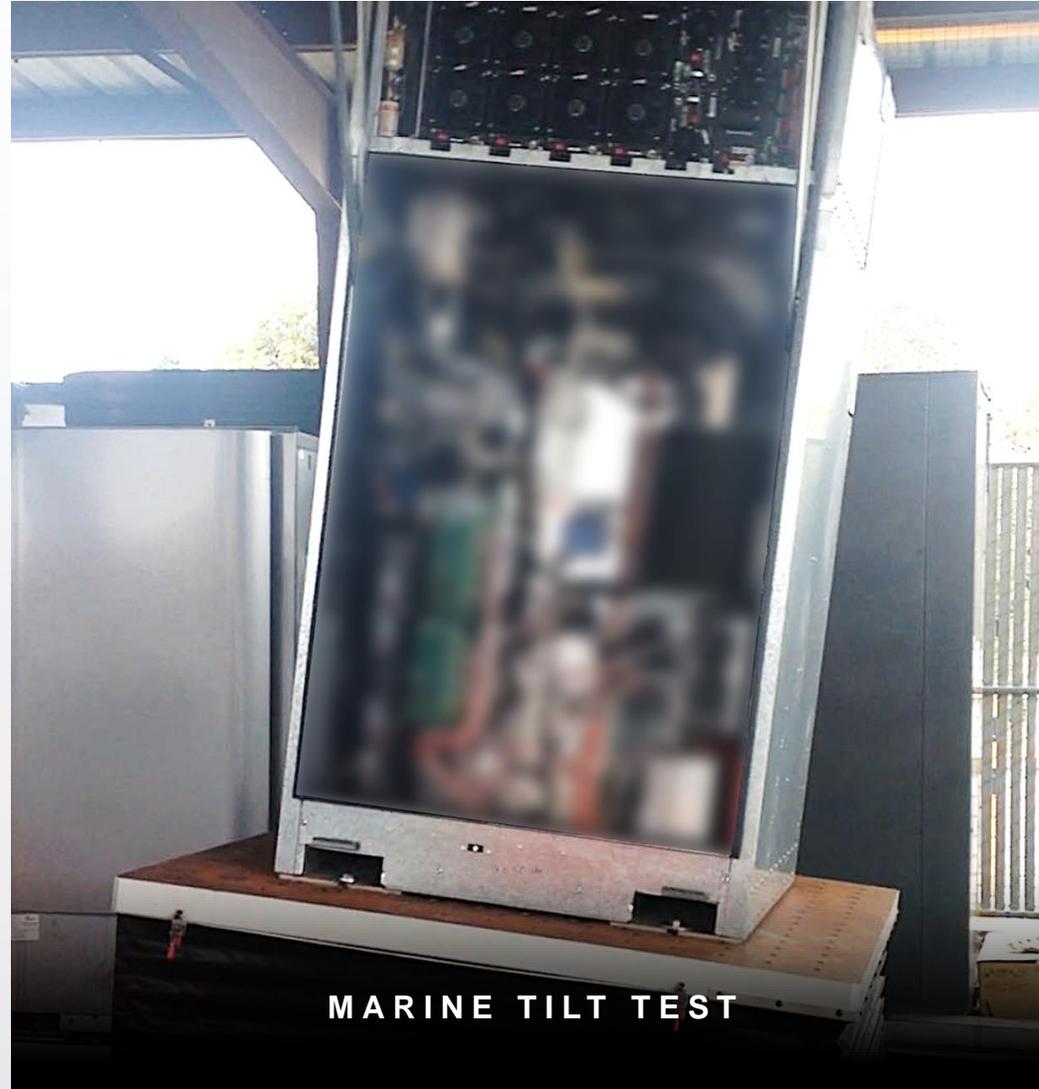


# MARINE

Be

## VALUE PROPOSITION

- Virtually eliminates SOx, NOx, particulate matter; negligible methane slip; and reduced CO2 emissions
- Superior efficiency reduces fuel consumption
- Modularity improves flexibility of ship design and increases power reliability



MARINE TILT TEST

**2021**

Design and testing completed

**2022**

Class approval; first units installed on vessels

**2023**

Scale: multiple vessel types



# CARBON CAPTURE

Be

## VALUE PROPOSITION

- Outputs a near pure stream of CO<sub>2</sub>, which can be utilized or geologically sequestered
- Allows our customers the ability to deliver carbon neutral or carbon negative generation on biogas during the energy transition
- Compared to combustion-based natural gas generators, carbon capture is a natural fit with solid oxide technology, which avoids the expense and complexity of separating contaminants from exhaust



CARBON CAPTURE IN LAB

**2021**

Manufacture demo systems

**2022**

Demonstration projects

**2023**

First commercial projects

**2024-25**

Ramp



# BIOGAS

Be

## VALUE PROPOSITION

- Enables 24/7 baseload renewable, carbon negative power
- Able to utilize any source of biogas, including the dirtiest source from landfills
- Turnkey offer with gas conditioning, power generation and interconnection services



**2021**

First commercial projects

**2022**

Ramp in CA

**2023-25**

Broad expansion



# HYDROGEN FUEL CELLS

Be

## VALUE PROPOSITION

- 24/7 reliability without emission of carbon dioxide or air pollutants
- Superior efficiency compared to other fuel cell technologies
- Leverages same core, platform technology, bringing scale and decades of experience



SOUTH KOREA H2 INSTALL

**2021**

Demonstration projects

**2022**

First commercial projects

**2023-24**

Ramp



# ELECTROLYZERS

Be

## VALUE PROPOSITION

- Superior efficiency across electrolyzer technologies, requiring less electricity to create hydrogen
- Able to produce green hydrogen when utilizing electricity from renewables
- Technology is well suited to create hydrogen from various generation sources
- Accelerates the meeting of increasing demand for hydrogen across industries



PRODUCING H<sub>2</sub> IN LAB

**2021**

Demonstration projects

**2022**

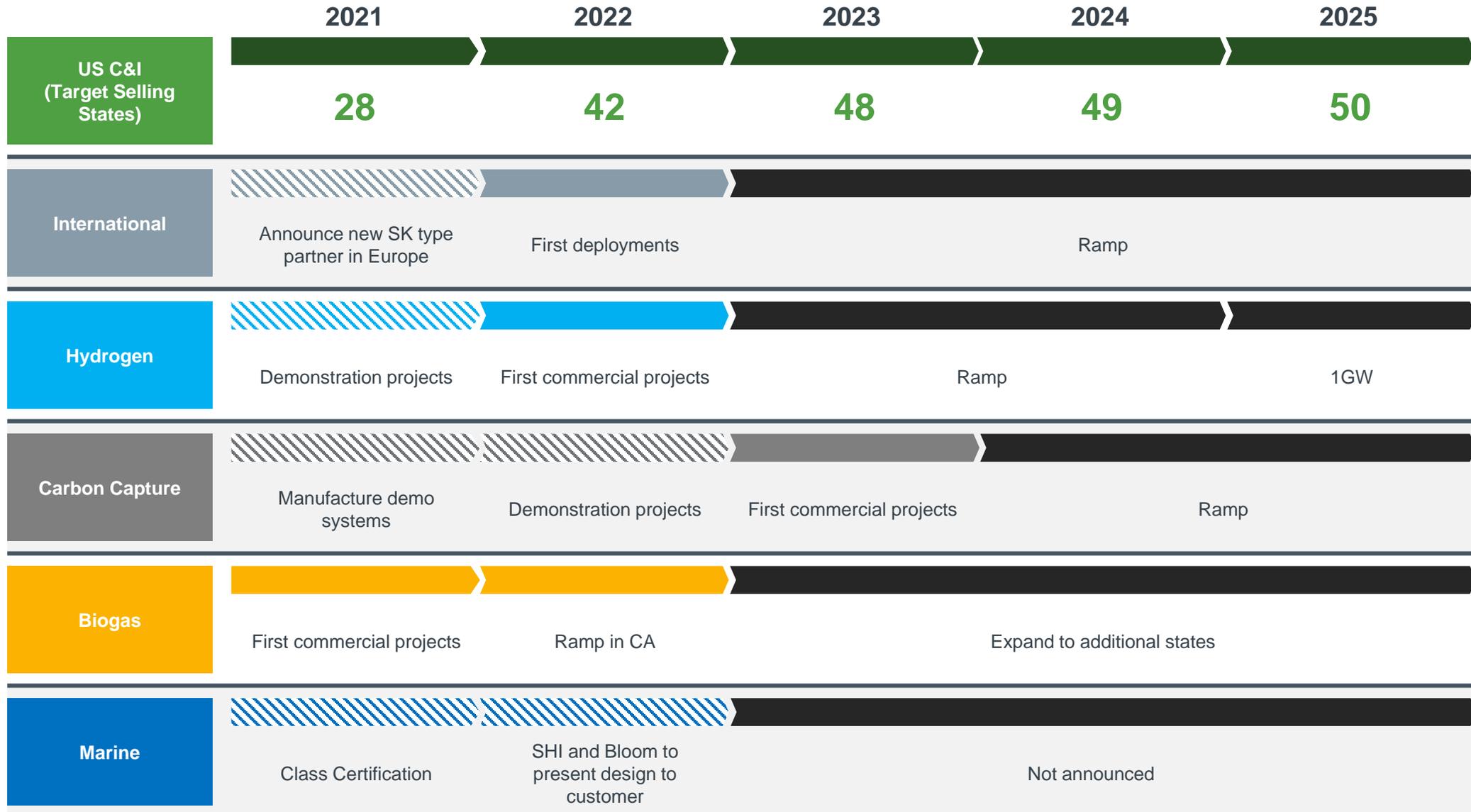
First commercial projects

**2023-24**

Ramp

# BUSINESS ROADMAP

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Q1 2021

**THANK YOU**