Bloomenergy®

CORPORATE BACKGROUNDER

Mission

To make clean, reliable energy affordable for everyone in the world

Always-On, Clean Energy

The global economy is becoming increasingly digital, spurring a growing demand for clean and reliable electricity. But businesses and communities are facing escalating threats to their energy supply – from an aging grid infrastructure, to rising electricity costs, to more frequent and intense natural disasters, and threats of cyber-security attacks. Bloom's energy platform is poised to meet these challenges head on.

The Bloom Energy Server is an onsite power generation platform that delivers highly reliable, uninterrupted 24x7 power. Using solid oxide fuel cell technology, Energy Servers convert natural gas, biogas, or hydrogen into electricity at a high efficiency and without combustion, significantly reducing environmental impacts.

Why Bloom?

RESILIENT, RELIABLE ENERGY

U.S. grid outages have increased 60% over the past decade. Bloom's AlwaysON Microgrid enables businesses to protect themselves from increasingly frequent and lengthy outages, both planned and unplanned, by providing 24x7 onsite power. In 2019 alone, Bloom microgrids powered facilities through 675+ outages, ensuring energy resiliency and business continuity for customers.

CLEAN ENERGY

Carbon Impact

Bloom Energy Servers convert fuel into electricity at the highest efficiency of any power solution available today. By using fuel more efficiently, Servers running on natural gas produce 50% less carbon emissions compared to the average of U.S. marginal power generators. Additionally, 10% of the fleet runs on renewable biogas that generates carbon-neutral electricity. Since 2011, Bloom Energy Servers have achieved approximately 2.33 million metric tonnes of CO_2 reduction globally.

Air Quality Impact

Because fuel cells are a non-combustion technology, Energy Servers produce virtually zero of the criteria air pollutants that form smog, cause asthma, and worsen public health. Since 2011, Bloom's solution has achieved approximately 5.05 million pounds of SO_x reductions and 8.9 million pounds of NO_x reductions.

Quick Facts

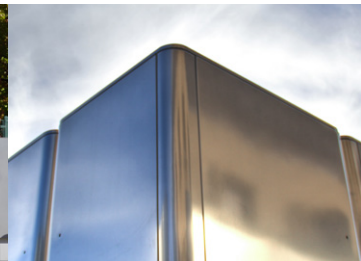
FOUNDED:	Established in 2001 as Ion America, renamed Bloom Energy in 2006
COMPANY TYPE:	Distributed energy company
TECHNOLOGY:	Bloom Energy Server, powered by solid oxide fuel cells
SOLUTIONS:	AlwaysON Microgrids and Primary Power
REVENUE:	2018 full year revenues of $742 million (publicly traded on NYSE)
EMPLOYEES:	1,200
HEADQUARTERS:	San Jose, California
OFFICE LOCATIONS:	United States (California, Delaware), India, Japan, S. Korea
MARKETS:	United States, India, Japan, S. Korea
CUSTOMERS:	100+ customers, across 600+ sites
INSTALLED SYSTEMS:	Approximately 375 MW

PREDICTABLE COSTS

With U.S. grid power prices predicted to increase by over 40% through 2026, businesses are looking for ways to protect against rising costs. Bloom's energy solution enables customers to hedge against volatility and price escalation by fixing a large portion of their electricity cost.

HIGH POWER DENSITY

Bloom provides significant power generation in a small footprint. For example, Bloom's solution is approximately 125 times more space-efficient than solar power generation. Because Energy Servers are modular, customers can easily scale the solution as their business and demand for power grows.



Customers

Customers are the cornerstone of Bloom's mission

These are some of the leading companies who have chosen Bloom:

Caltech, ebay, EQUINIX, Genentech, The Home Depot, IKEA, intel, Morgan Stanley, ORACLE, San Jose Sharks, Sutter Health, Walmart

Bloom's Journey

- **2001** | Company founded, originally as Ion America, in Sunnyvale, CA
- **2002** | John Doerr and Kleiner Perkins become the first investors in the company
- **2006** | First 5 kW field trial unit shipped to the University of Tennessee, Chattanooga
- **2008** | First commercial deployment of Bloom Energy Servers at Google
- **2010** | Public unveiling of Bloom Energy Server and announcement of industry-leading customers including Google, Walmart, eBay, Coca-Cola, Staples, FedEx, Bank of America, and Cox Enterprises
- **2011** | First microgrid deployed with Owens Corning
- **2012** | Expansion to east coast with deployment for Washington Gas
- **2012** | Broke ground on State-of-the-art Delaware Manufacturing Center
- **2013** | First international project in Japan with SoftBank
- **2016** | First deployment in India, installed for Intel
- **2016** | First community microgrid, deployed for the City of Hartford, CT
- **2018** | First S. Korea deployment with innovative, energy-dense 'Power Tower' design
- **2018** | Company publically traded on NYSE ($BE)
- **2018** | Strategic partnership with S. Korean conglomerate SK
- **2019** | First onsite biogas-powered solution on a landfill site
- **2019** | Announcement of ability to operate Energy Servers on renewable hydrogen
- **2019** | Collaboration with Samsung Heavy Industries to build fuel cell-powered ships
- **2019** | Collaboration with California Bioenergy to generate renewable electricity from dairy waste

Leadership Team

MANAGEMENT TEAM

KR Sridhar, Ph.D., *Founder, Chairman, and Chief Executive Officer*

Randy Furr, *EVP, Chief Financial Officer*

Susan Brennan, *EVP, Chief Operations Officer*

Venkat Venkataraman, Ph.D., *EVP of Engineering, Chief Technology Officer*

Matt Ross, *EVP, Chief Marketing Officer*

Chris White, *EVP, Chief Sales Officer*

Sonja Wilkerson, *EVP, Chief People Officer*

Shawn Soderberg, *EVP, General Counsel and Secretary*

Glen Griffiths, *EVP, Quality, Reliability, and Sustainability*

Hari Pillai, *EVP, Customer Installations Group*

Pat McCormick, *Vice President, Regulatory*

Gary Convis, *Senior Advisor*

Jim Cook, *Senior Advisor*

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