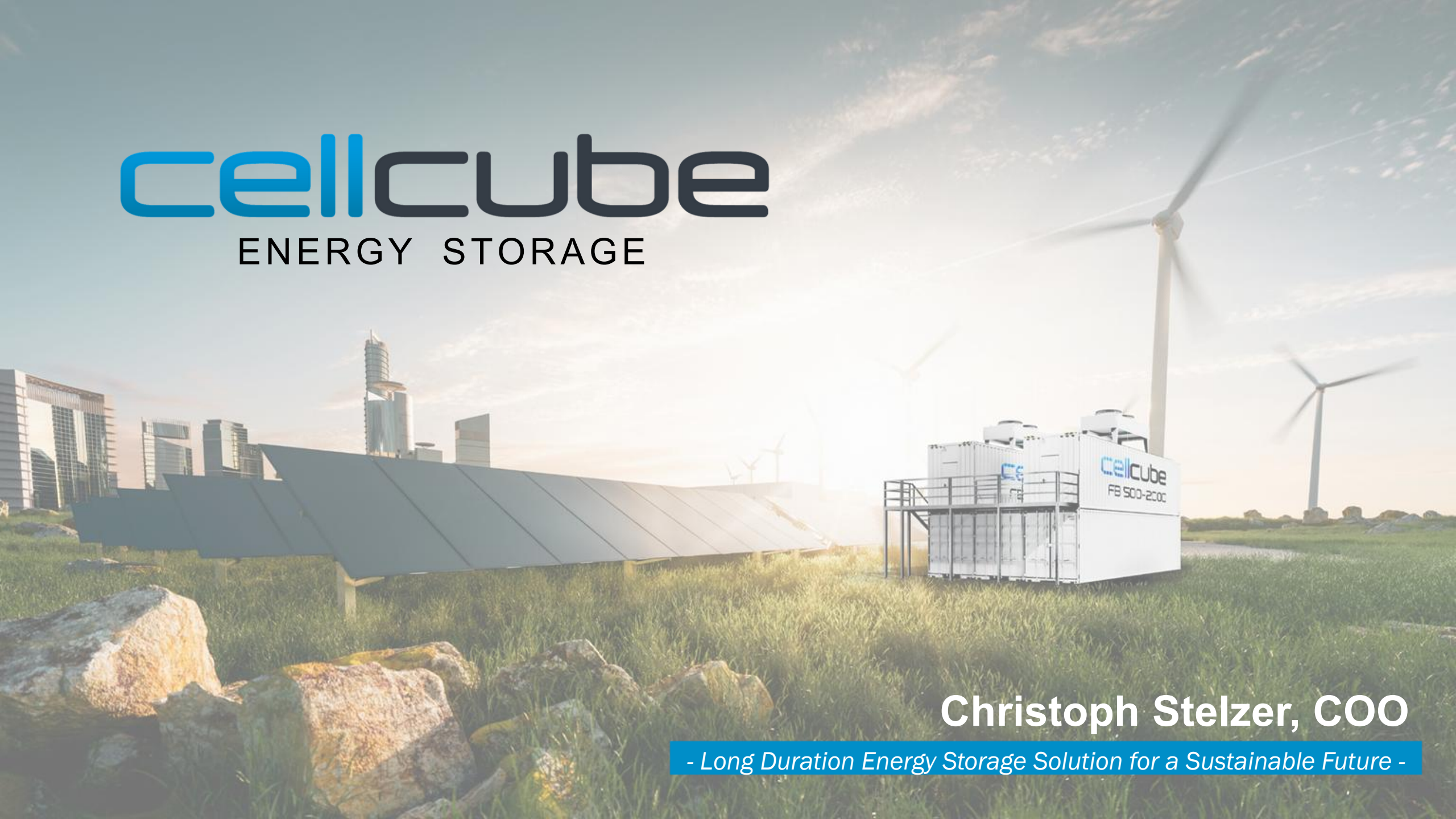


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ENERGY STORAGE



Christoph Stelzer, COO

- Long Duration Energy Storage Solution for a Sustainable Future -

Welcome & Introduction

- Hosted by **CellCube Energy Storage GmbH**
- Proud to welcome the global flow battery community to **Austria**
- This week: from R&D to real-world deployment
- Let's shift the narrative — from potential to performance



Diverse Technologies, Shared Purpose

- Flow batteries: different chemistries represented
- Different directions, one shared target:
→ Happy customers
- Performance, reliability, and affordability at the core
- From “technology push” to market pull



From R&D to Real-World Deployment

- Projects now in execution phase
- End-users ask: "Can I trust you at 2 AM in winter?"
- Real challenges → Real commissioning schedules
→ Real revenue
- Europe is no longer lagging — it's moving



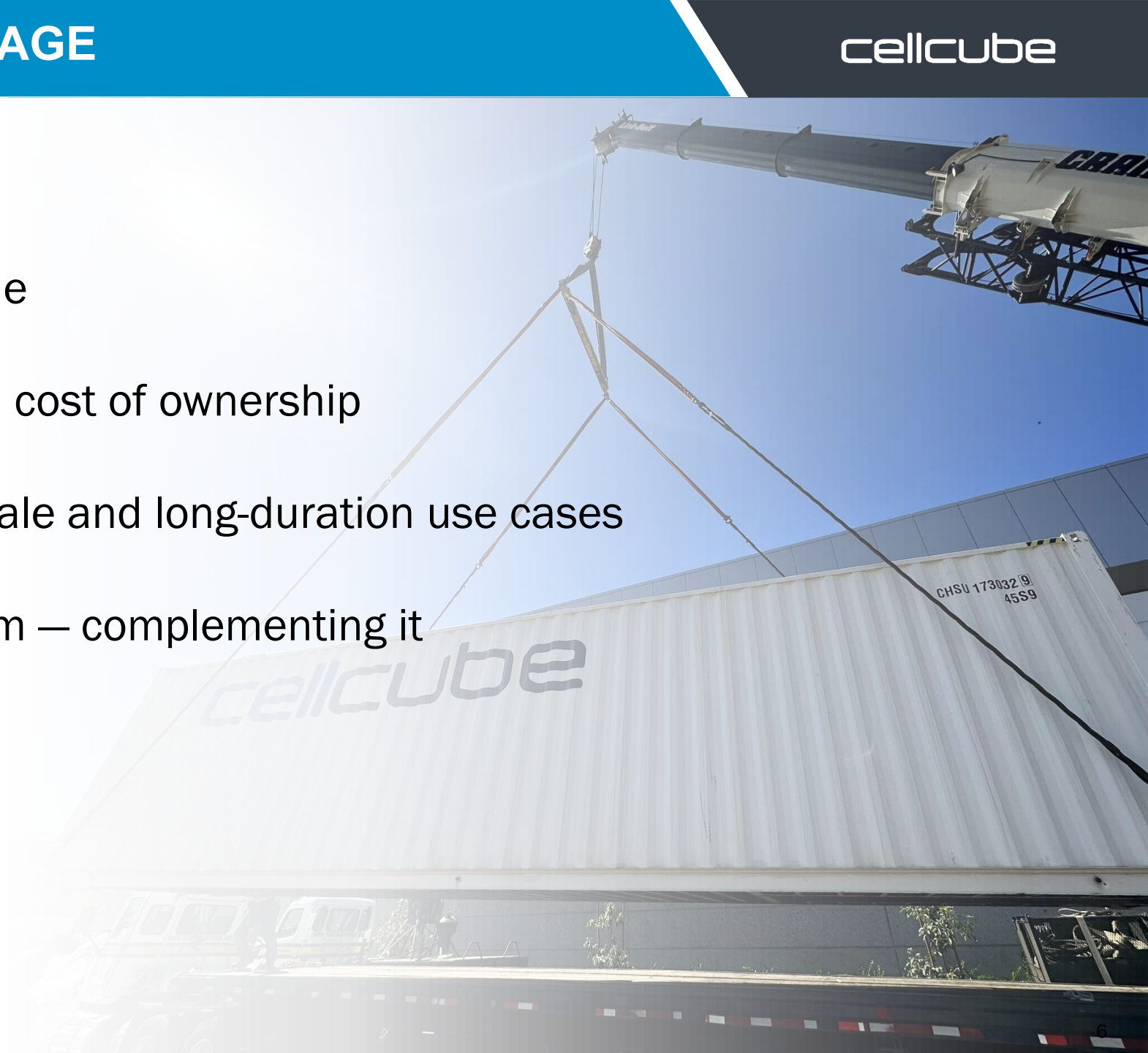
Austria, Central & Eastern Europe – A Region in Transition

- Growing electricity demand, aging infrastructure
- Hydropower backbone = strong, but needs support
- No room for fossil expansion → Storage is essential
- Grid congestion + cross-border volatility
→ opportunity for LDES



Flow Batteries: Built for the Long Game

- Safe, scalable, sustainable
- High cycle life → low total cost of ownership
- Ideal for infrastructure-scale and long-duration use cases
- Not competing with lithium — complementing it



Ready to Scale – Held Back by Policy

- Long-duration storage still undervalued in regulation
- Current frameworks favor short-term flexibility
- We need:
 - Clear LDES definitions
 - Capacity remuneration models
 - Incentives for resilience and grid deferral



Let's Build the Future, Together

- Shift mindset: from innovation → to integration
- Prioritize customer value, not just chemistry
- Advocate for fair regulation
- Collaborate as a global industry, not isolated efforts



Let's Connect

Let's talk about how we move from potential → proven → profitable.

**“Flow batteries aren't just ready
they're necessary.”**

Christoph Stelzer

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