



cellcube

ENERGY STORAGE

The Growth of the Flow Battery Industry

Michael Pinzi, BD & Sales

- Long Duration Energy Storage Solution for a Sustainable Future -



Vanadium Flow Battery Manufacturer

**Commercial Product Offering
Over Six Million Field Hours Operation**



Flow Battery Experts

140+ Systems Deployed worldwide



25+ Year Operating History

Installations with over 14 years' continuous performance



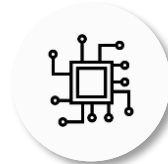
Utility-Scale and Commercial Applications

Containerized Highly Scalable Product



Serial Product Rolled-Out

TRL 9 industrial grade multi-megawatt roll-out



IP Portfolio Secures Market Leadership

Strong Patent Portfolio Covering Key Technologies

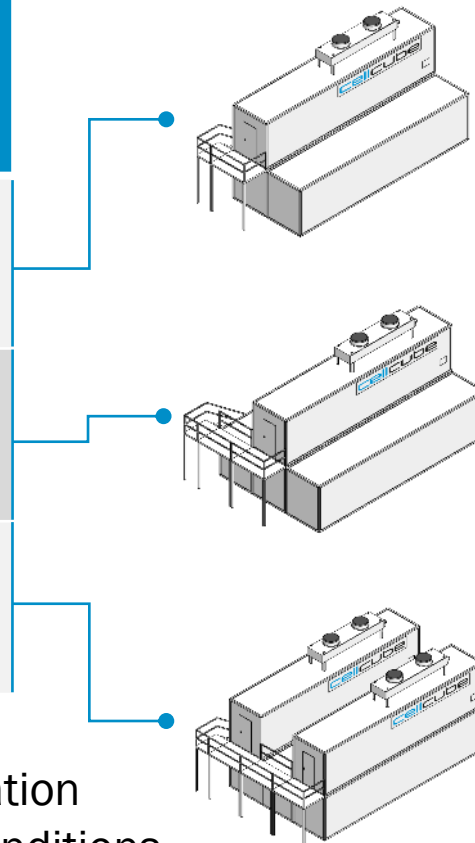


60+ Global Team

Experts In Flow Battery Technology

CellCube delivers high-performance, high-availability solutions

Product	max. DC power charge	max. DC power discharge	Discharge Durations BOL	Max. Usable DC Energy
FB 333-4	0.65 MW	0.5 MW	467 kW @ 2 hrs 311 kW @ 4 hrs 230 kW @ 6 hrs 161 kW @ 10 hrs	1.5 MWh
FB 333-8	0.65 MW	0.5 MW	392 kW @ 4 hrs 311 kW @ 8 hrs 273 kW @ 10 hrs 230 kW @ 12 hrs	3.0 MWh
FB 667-4	1.3 MW	1.0 MW	934 kW @ 2 hrs 622 kW @ 4 hrs 460 kW @ 6 hrs 322 kW @ 10 hrs	3.0 MWh



Inverters by:



- > 30,000 cycles over 30 years lifetime w/o degradation
- Efficient operation under extreme environmental conditions
- Low noise emission < 45 dB(A)
- Discharge times from 2 hrs to 24 hrs with containerized products

Frequency regulation services



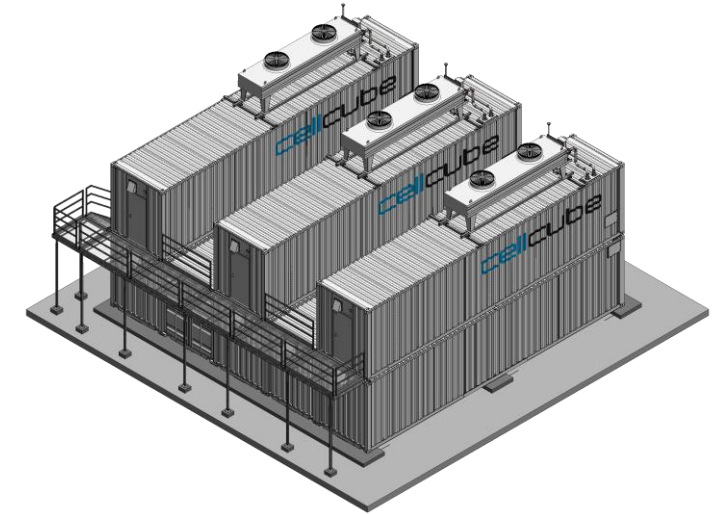
Location	USA
Rated power	2 MW
Rated capacity	8 MWh
Product	4x CellCube FB 500-2000
Application	Solar integration, Energy shifting, peak shaving, blackstart, frequency services PJM

Green mining application



Location	South Africa
Rated power	1 MW
Rated capacity	4 MWh
Product	2x CellCube FB500-2000
Application	Peak Shaving, Energy Shifting, Co-Location with Solar

Grid Services and Energy Arbitrage



Location	Hungary
Rated power	1 MW
Rated capacity	4 MWh
Product	1x CellCube FB 667-4 + 1x CellCube FB 333-4
Application	Energy Arbitrage, Ancillary services, Curtailment reduction

Energy resilience for hospitals



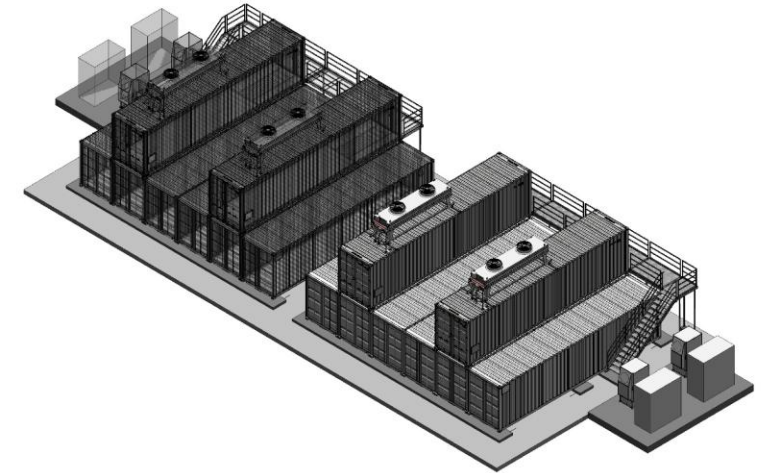
Location	USA
Rated power	1 MW
Rated capacity	7 MWh
Product	3x CellCube FB 333-8
Application	Renewable Integration, Energy Shifting, Demand Charge Reduction, Resiliency increase

Cooling logistic warehouse



Location	Germany
Rated power	0.33 MW
Rated capacity	3 MWh
Product	1x CellCube FB 333-8
Application	Peak Shaving, Energy Shifting, Integration of EV-Charging, Curtailment reduction

Energy resilience for a military base



Location	USA
Rated power	1 MW
Rated capacity	10 MWh
Product	4x CellCube FB 250-2500
Application	Solar integration, Energy shifting, peak shaving, blackstart, UPS, microgrid resilience

From Rare to Regular – Rise in Flow Battery Tenders

- Before 2022: Flow battery tenders were rare, niche.
- Post-2022: Noticeable uptick in public and private tenders.

Examples: Hungarian Storage CfD scheme (Contracts for Difference)
 UK Cap & Floor LDES scheme

These examples signal growing attention and growing confidence in the technology and maturing supply chains.



A Global Movement – Emerging Regions Expand Activity

- New activities in India, UK, CEE, USA, Australia, South Africa, ...
- Indicates geopolitical interest in alternative energy storage solutions.
- Adoption broadens beyond pilot projects towards multi-MW projects.



Technology Maturity – Lowering Barriers to Entry

- Flow battery technology gets now better understood and accepted.
- Helps in:
 - Due diligence with banks.
 - Gaining grid connection approvals.
 - Discussions with authorities.

Easier path from pilot to commercial-scale deployment.



Trust Builds Momentum – From Early Adopters to Repeat Customers

- Early adopters like C&I and military clients are returning with new project requests.
- Indicates satisfaction with performance, reliability, and ROI.
- First movers validate the model and encourage industry growth through example.



Market Drivers – The Lithium Alternative

- Growing requests for alternatives to lithium.
- Why? Concerns about:
 - Trade hurdles with Asia.
 - Supply chain risk if vast majority of project pipeline depends on Lithium-Technology.

CellCube can offer a European supply chain which is important for certain customers.



Financing Opens Up – Banks Come Onboard

- Increasing project financing from banks.
- Why this matters:
 - Reduces upfront capital of customer.
 - Accelerates project timelines.
 - Signals market maturity and investor confidence.



Conclusion – Flow Batteries are Gaining Ground

- Flow battery tenders
- Rising activity in many regions of the world
- Technology known - bankability
- Increasing trust by existing installations
- Repeat customers
- Request for non-asian supply chain





Michael Pinzl

Business Development & Sales

michael.pinzl@cellcube.com

www.cellcube.com



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