CEC – PG&E Project

Accomplishments

• Installation / commissioning complete
• Successful testing with battery RTE at 73%
• Contract with CEC extended to year end 2019

Next Steps

• Decommission Gen 1 by Nov 30
• Install Gen2 by year end to fulfill 6-month test plan

Final Gen1 delivery complete… now transitioning to Gen 2
Gen1 Battery Production
Eos Product Development Roadmap

Stage-gate product development drives next Gen product release every 18 months

Prototype: Customer requirements, Initial prototyping
Engineering Validation Test: Prototype tooling & methods; supplier qual
Design Validation Test: Production design on soft tools with final process
Production Validation Test: Full mfg on hard tools, final process and suppliers
Mass Production: Commercial scale-up of product

Multi generational product plan to improve performance and reduce cost

Gen 1
- 2017-2018
- Initial prototyping

Gen 2
- 2019
- Production design on soft tools with final process

Gen 3
- 2020
- Commercial scale-up of product
Battery Overview

- Low cost bill of materials
- No supply-chain constraints/concerns
- Automated manufacturing

- No thermal runaway, wide temperature range
- Non-flammable, non-toxic electrolyte
- Environmentally benign, fully recyclable

- Chemistry “re-sets” after full discharge
- Key components (i.e., Titanium) last 30+ years
- Minimal capacity degradation w/ 100% DOD

- Inexpensive manufacturing lines can be set-up around the globe
- ~$8mm capex for GWh/yr capacity
- Economies of scale at low volumes

Abundant low-cost materials

- Zinc
- Titanium
- Carbon
- Water & Salts
- Non-flammable plastic
Gen 2 Manufacturing Launch

Accomplishments

• Manufacturing line ramping up...produced 400 batteries since kick off in June
• 92% initial pre-production battery yield…improvement plan in place
• Establishing pilot line at Holtec in Camden, NJ

Next Steps

• Deliver 500+ batteries by Nov 30
• Refining design to achieve cost / performance goals

Production up and running… improve quality and cost via automation & design
Extensive Testing Validates Safety / Longevity

### Summary of Testing Progress

<table>
<thead>
<tr>
<th>Cycle Life</th>
<th>Safety / Abuse</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Over 15,000 cells built and tested</td>
<td>• Passed DNV GL cell abuse test</td>
</tr>
<tr>
<td>• &gt;1400 full DOD cycles and counting</td>
<td>• Passed 13ft Military spec drop test</td>
</tr>
<tr>
<td>• &gt;6,000 accelerated cycles at 50C</td>
<td>• Passed UL battery short circuit test</td>
</tr>
<tr>
<td>• Battery / system validation underway</td>
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Cell Testing @ Eos HQ

Battery Testing @ Eos HQ

13ft Mil. Drop Test
Eos Aurora DC System

Monitoring / Analytics
- Battery Level Granularity
- SOC / SOH Estimation
- Warranty support

Optimization / Regulation
- Maximize kWh output
- Minimize wear / stress
- Interface w/ customer EMS controls

Protection / Maintenance
- Outdoor-rated, ready to install enclosure
- Field serviceable
- Built-in protection

Plug and play, ready-to-install system with BMS providing optimization and protection
Market Tailwinds

**Accomplishments**

- 1st Gen 2 system components shipped to customer in India
- Gen 2 soft launch at Solar Power International
- Executed MOUs for 200+MWh in 2020

**Next Steps**

- Building solar + storage opportunity pipeline… implementing value pricing
- Gen2 Performance testing / validation with PG&E and UCSD

Delivering 15+MWh of Gen2 deployments in 2019