

# FLUENCE

BY OSRAM

## IMPROVING THE INTERACTION BETWEEN LIGHT AND LIFE IN ORDER TO YIELD A HEALTHIER AND MORE SUSTAINABLE WORLD.

### ABOUT FLUENCE

- Founded in 2012
- 100%+ YOY increase in revenue since 2014
- Acquired by OSRAM in June 2018
- 130+ employees

#### LOCATIONS

- Fluence Global Innovation Headquarters: Austin, Texas
- EMEA Headquarters: Rotterdam, Netherlands

#### MANUFACTURING LOCATIONS

- Austin, Texas
- Kunshan, China
- Monterrey, Mexico



### GROWERS WE SERVE

In 2019, Fluence fixtures were installed across approximately 1.7 million square feet of cannabis canopy.



### HOW WE ARE IMPROVING THE INTERACTION BETWEEN LIGHT AND LIFE

- The SPYDR, VYPR and RAZR series are designed for precise, uniform photon delivery, whatever the environment.
  - **Passively cooled form factors** tailor-made for their environment
  - **Breakthrough spectra** created for full-cycle physiological development
  - **Flex wiring** and **passive heat sinks**
  - **Extended warranties** and **enhanced L90 performance**
- The DesignLights Consortium® has certified more Fluence fixtures than any other horticultural lighting provider on the market.
- \$6 million saved in utility incentives throughout the U.S. and Canada.

North America LED cannabis lighting market forecasted to have an approximate 20% CAGR through 2024.

### OUR STRATEGIC PARTNERS



For more information about Fluence, visit [www.fluence.science](http://www.fluence.science)



Fluence Bioengineering, Inc., a wholly-owned subsidiary of OSRAM, creates the most powerful and energy-efficient LED lighting solutions for commercial crop production and research applications. Fluence is a leading LED lighting supplier in the global cannabis market and is committed to enabling more efficient crop production with the world's top vertical farms and greenhouse produce growers.