

FLUENCE

BY OSRAM

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

ABOUT FLUENCE



FOUNDED IN 2012



200+ EMPLOYEES



ACQUIRED BY OSRAM
IN JUNE 2018



500%+ INCREASE IN
REVENUE SINCE 2017



\$15 MILLION SAVED IN
UTILITY INCENTIVES
throughout the U.S. and Canada



GLOBAL OPERATIONS
Innovation headquarters:
Austin, Texas, U.S.A
European headquarters:
Rotterdam, Netherlands

Fluence estimates the LED market for cannabis and food production will exceed \$3 billion globally by 2025.

HELPING GLOBAL CULTIVATORS GROW SMARTER

Whether for a sole-source vertical farm system or a greenhouse supplemental lighting strategy, powerful and efficient Fluence LED fixtures equip food cultivators to achieve the margins they need to grow smarter. Fluence also provides commercial cannabis cultivators with advanced lighting strategies to set them apart in an increasingly competitive, diverse and flourishing market.



Fluence lights are installed across 3.4 million sq. ft. of cannabis canopy and enable tens of millions of pounds of food production throughout the world.

HOW OUR LIGHTS IMPROVE THE INTERACTION BETWEEN LIGHT AND LIFE

Every Fluence lighting fixture is designed and built using a combination of hand craftsmanship and state-of-the-art robotics to provide the most effective solution for a grower's production goals. The SPYDR, VYPR and RAZR series are designed for precise, uniform photon delivery, featuring:

- **Passively cooled form factors** tailor-made for any environment
- **Breakthrough spectra** created for full-cycle physiological development
- **Flex wiring** and **passive heat sinks**
- **Extended warranties** and **enhanced L90 performance**

Fluence fixtures have acquired more certifications from **The DesignLights Consortium®** than any other horticultural lighting provider on the market.

Fluence conducts year-round, global research on various crops and engages in lighting trials with cultivators to determine optimal lighting strategies for unique environments.

OUR STRATEGIC PARTNERS



Fluence Bioengineering, Inc., a wholly-owned subsidiary of OSRAM, creates 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.

For more information about Fluence, visit <https://fluence.science>

