

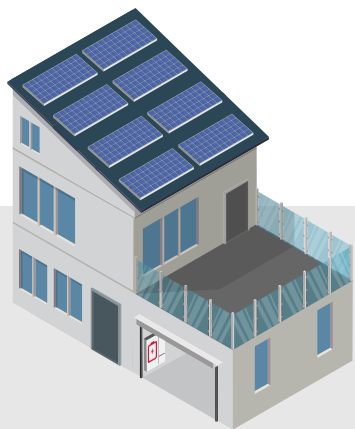
# Energy Storage Solutions

Unlock Potential Across the Product Lifecycle

# Accelerate your innovation with the right partner

With 25 years of experience enabling complex products for high-reliability markets, Celestica's deep technology expertise, services and market insights help you stay ahead in the dynamic and complex energy storage industry. As a leader in power electronics for the energy sector, we understand the importance of choosing a partner that will optimize your supply chain, help you meet local market challenges and minimize field costs – so your in-house team can focus on innovation and growth.

## Your markets:



### Residential

**Power Range:** 4kWh-20kWh

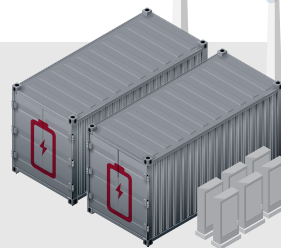
**Trends:** Virtual Power Plant (VPP), Integrated Solar+EV+Storage, Home Automation



### Commercial/Industrial (C&I)

**Power Range:** 100kWh-1MWh

**Trends:** Time of Use Arbitrage, Demand Charge Management (Peak-shaving), Distributed Energy Resources (DERs) – Grid Services



### Utilities

**Power Range:** 1MWh-1GWh

**Trends:** T&D Upgrade Deferral / Avoidance; Peaker Plant Replacement, Frequency Regulation

## Your Priorities

Accelerate product development process and reduce risk

Focus on core competencies and future growth drivers

Navigate the rapidly changing market landscape, demand pressure and market competitiveness

Deliver high performance, long term reliability products - minimizing fleet maintenance costs

Contribute to a modern energy network for a more sustainable future

## Enabling a sustainable future, together

A crucial requirement in renewable energy systems, energy storage enables the zero-emission technologies of today and for our future. Providing grid stability for renewable generation, backup power and peak demand support - energy storage is generating new revenue streams for both individuals and industry-wide. With integrated solutions now on the rise, Celestica works with customers to bring innovative, scalable storage solutions to new markets quickly - allowing them to capture demand. We apply our proven experience in solar, wind, energy storage, and advanced power electronics to design, develop and deliver complex solutions for residential, commercial, industrial and grid applications.

We combine our dedicated customer care model with world class design, manufacturing, and supply chain capabilities to unlock transformative energy storage solutions across a wide range of applications.

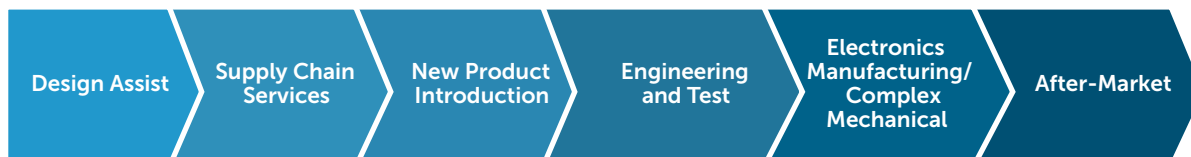
# The Celestica Advantage

Enabling the success of the top Renewable Energy OEMs in power generation, conversion, storage, monitoring and controls.

- 25+ year history of supply chain and manufacturing excellence
- Our talented design, engineering, manufacturing and automation teams bring the insight and experience to move energy storage sub-systems and solutions from design into full scale production
- Engagement models designed to meet your specific needs
- Depth of technical expertise such as DFx, value-added value engineering (VAVE) and test development from 4kW to 3+MW power systems
- Proven experience in the manufacture and test of grid interfaces (bi-directional converters), container controls (HVAC, fire suppression, safety), high-level controls and DC panels aligned with your chosen battery solution
- Understanding of industry standards and certification requirements including: ISO12100 and ISO13849, UL 9540, UL 1973
- Trade-compliance experts with specific knowledge for energy storage commodities from cell to integrated systems
- Strong global network and supply chain purchasing power

## Confidently scale your power products from prototype to production

Our deep expertise in program transfers and launches enables today's leading brands and innovative start-ups to seamlessly transition from low to high-volume production. With an established, qualified network of suppliers and global buying power, we design agile, flexible supply chains to help our customers meet cost, quality and time-to-market objectives.



## Case Study: Enabling Market Leadership

A US-based Energy Storage start-up required a strategic partner to help finalize their design for production and qualification for the US market. Celestica's proven leadership in power electronics, specialized high-powered testing and complex systems assembly experience enabled our customer to transition non-core design and assembly production services to us so they could ramp up quickly without investing large up-front capital.

By working with Celestica, our customer was able to successfully launch their innovative product to market quickly resulting in early market share in a competitive US market, and ensure their product met the highest quality and safety standards.



Enabled faster time-to-market



Gain early market share in a competitive market



Meet stringent industry standards

**Our dedication to exemplary corporate citizenship is a key element of Celestica's culture. We believe that our employees should act as a solid extension of our customers' brands by helping to make the communities where we live and work a better place.**

In every country in which we operate, our employees take pride in Celestica's contributions as a socially responsible organization. They demonstrate their support for our global programs and enable us to continuously improve upon our efforts. Through their support and actions, our employees ensure that Celestica maintains a safe, positive, and ethical work environment, supports local communities and respects the environment.



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