



GREEN & SAFE SALT BATTERY

1938 – onward : a story of experience in energy storage systems

ELETTRA



Eletttra 1938
founded by
Dolcetta family in
Vicenza area,
Italy



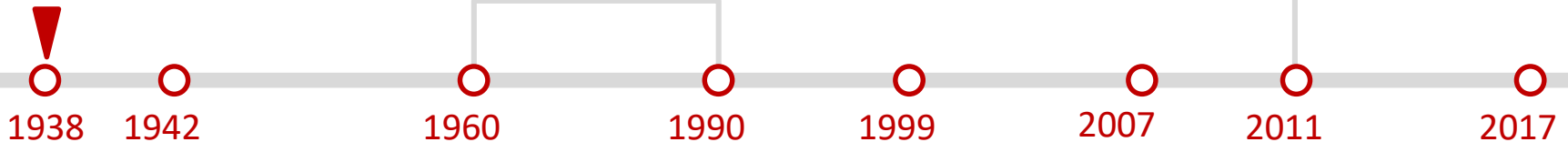
FIAMM Group becomes
a WW leader in
automotive and
industrial lead acid
batteries and
components

FZSoNick

GREEN & SAFE SALT BATTERY



Acquisition of
MES-DEA by
FIAMM.
FZSonick is born



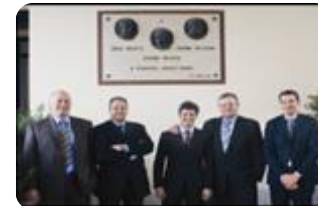
FIAMM

FIAMM Spa
starts producing
lead acid batteries
and components

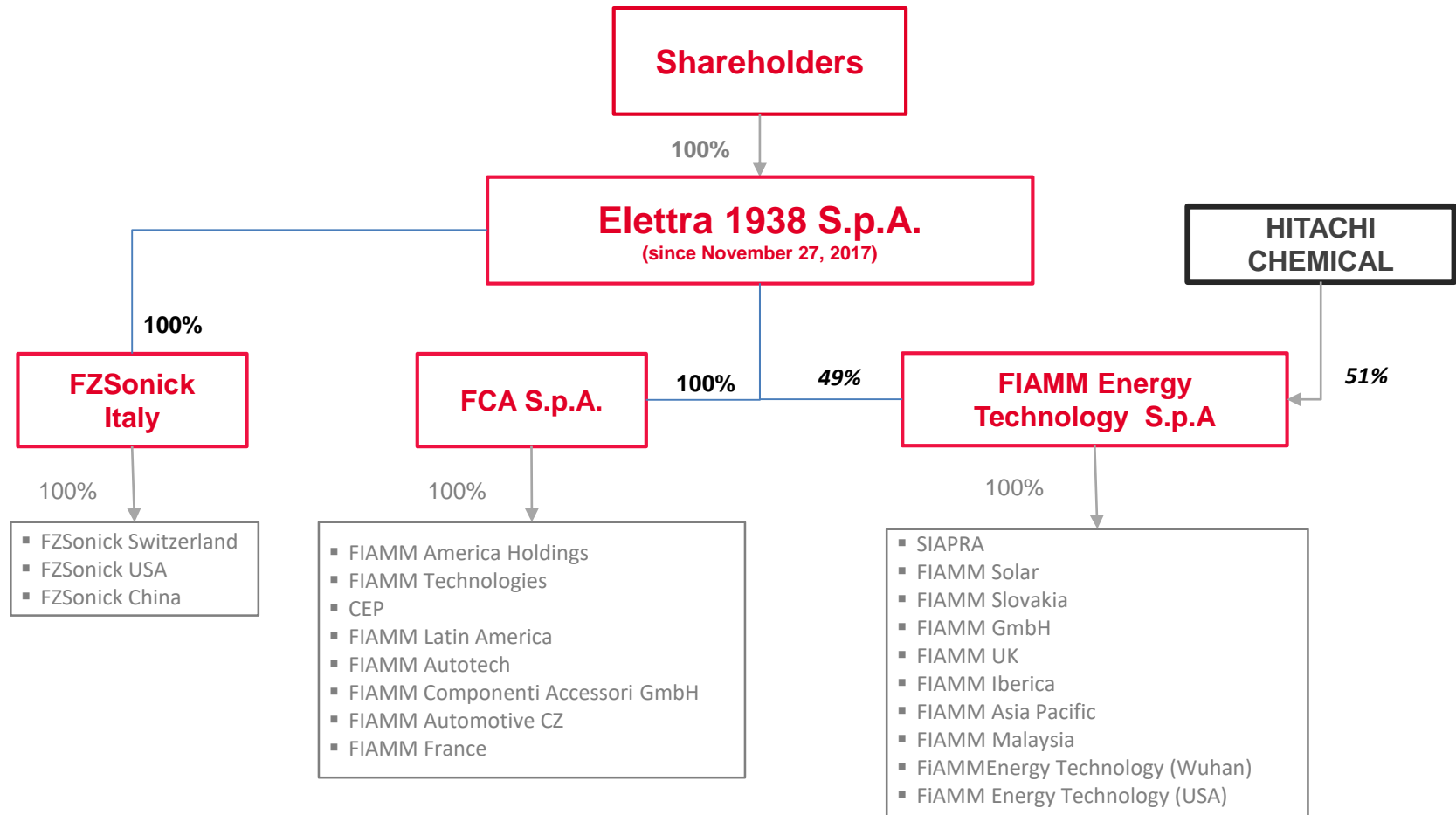


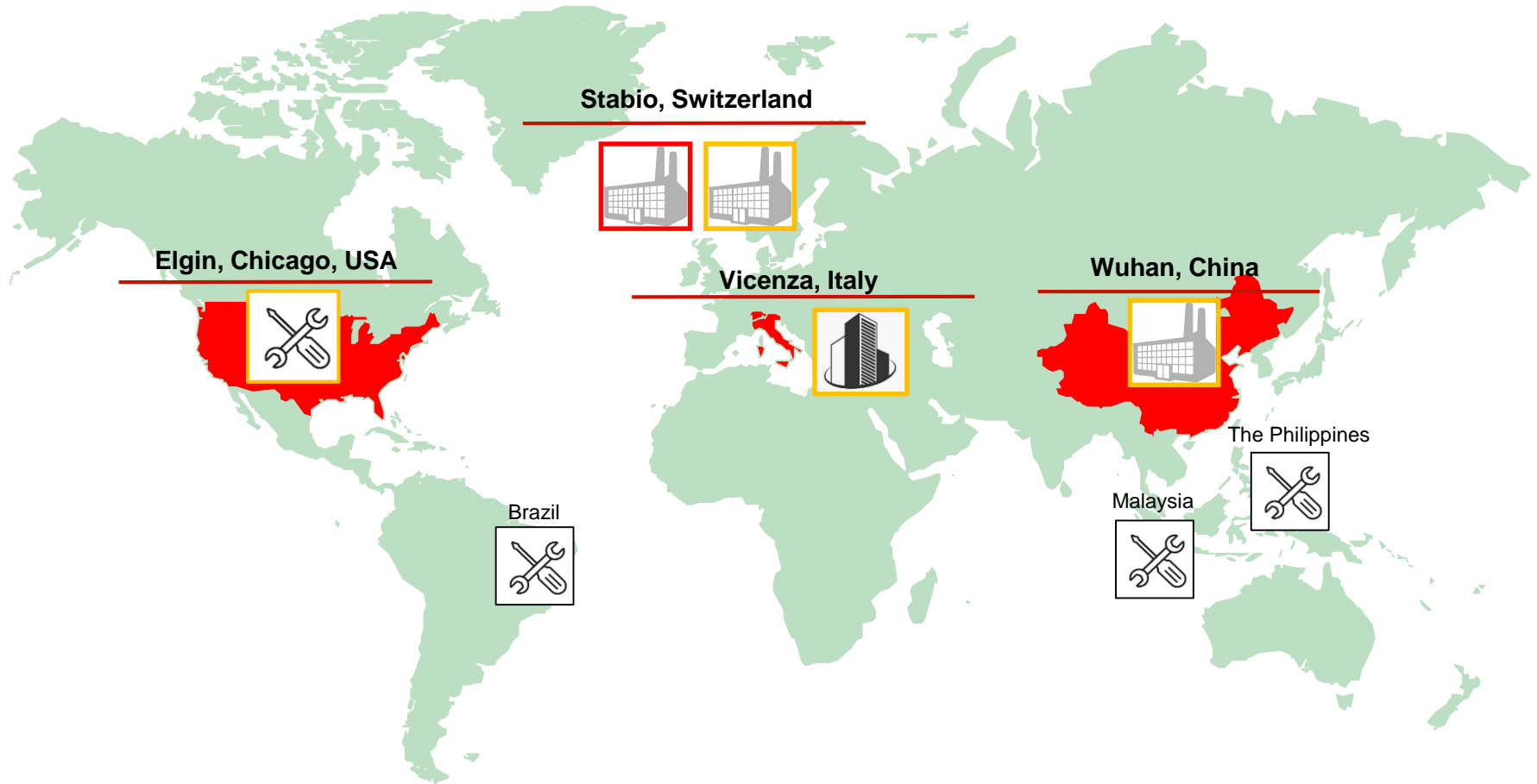
MES-DEA S.A.
started the
serial production
of Sodium Nickel
batteries in Stabio,
Switzerland

Shareholders
restructuring

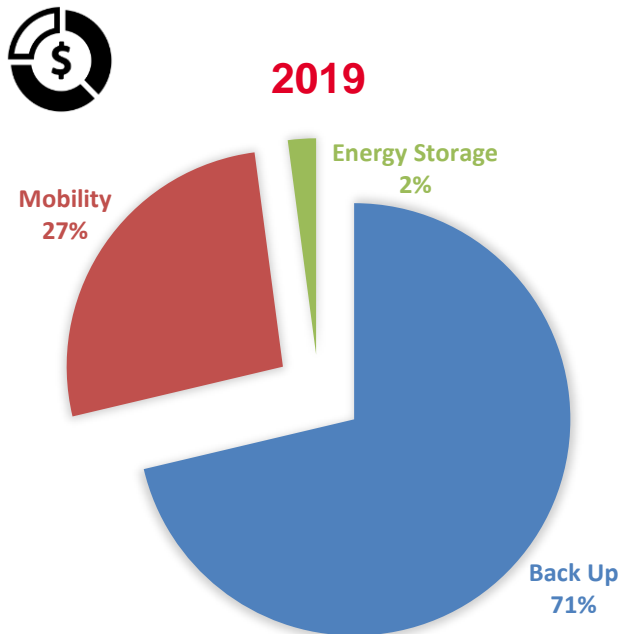


Hitachi Chemical Ltd
acquired 51% of
FIAMM. FZSONICK and
FCA (FIAMM
components) remain
100% under control of
Eletttra1938





Elettra1938's Group revenues: 630 M € (2019)



2018
24 M€

+25%

2019
30 M€



In 2019 **FZSonick** has produced
2000 cells/day
equivalent to 4800 pcs batteries

%

FZSonick EBITDA = 10%

FZSoNick product by number

FZSoNick
+ — — — — —

GREEN & SAFE SALT BATTERY

OIL&GAS

> 500 batteries systems installed

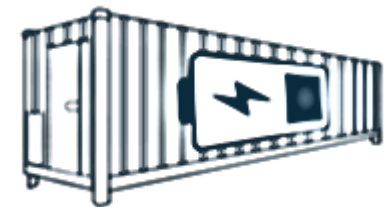


PRODUCTION

> 4,5 M cells manufactured



Installations in 5 continents



ENERGY STORAGE

> 3,000 batteries systems installed



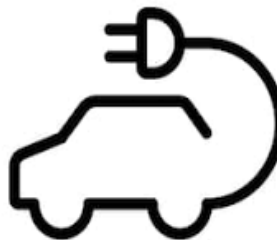
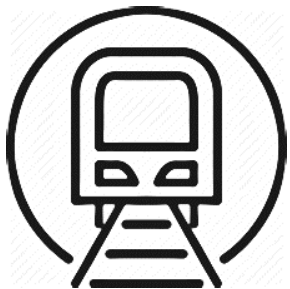
TELECOM

> 20,000 batteries systems installed



RAILWAYS

> 1,500 batteries systems installed



ELECTRICAL MOBILITY

> 4,500 batteries systems installed



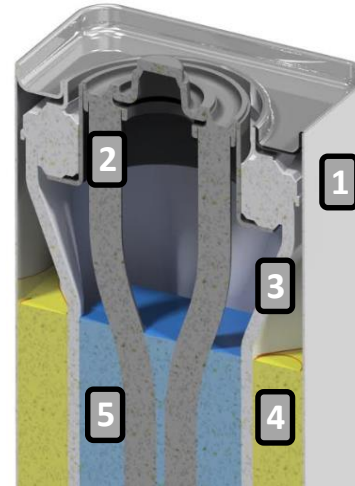
TECHNICAL

FZSoNick
+ —

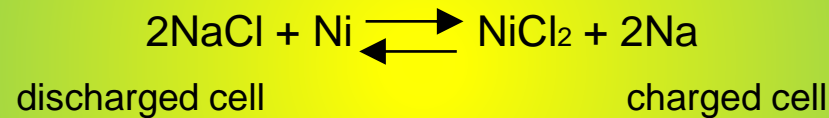
GREEN & SAFE SALT BATTERY

+ Active materials

- discharged state: sodium chloride and metal powders (mainly nickel)
- charged state: sodium and metal chlorides

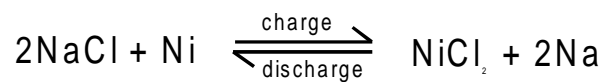
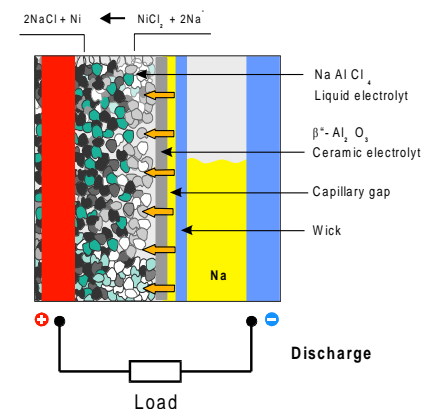
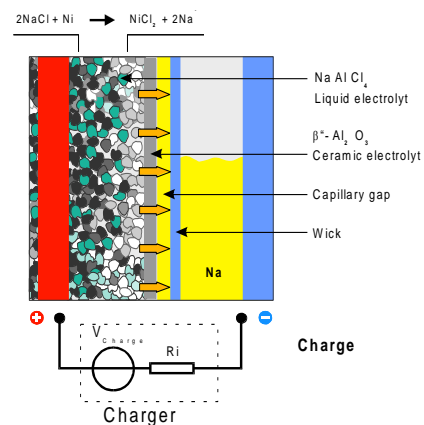
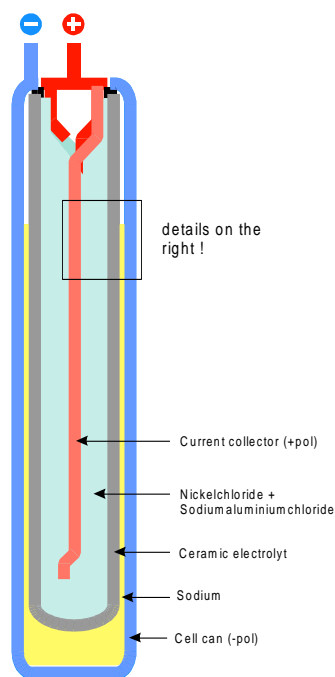


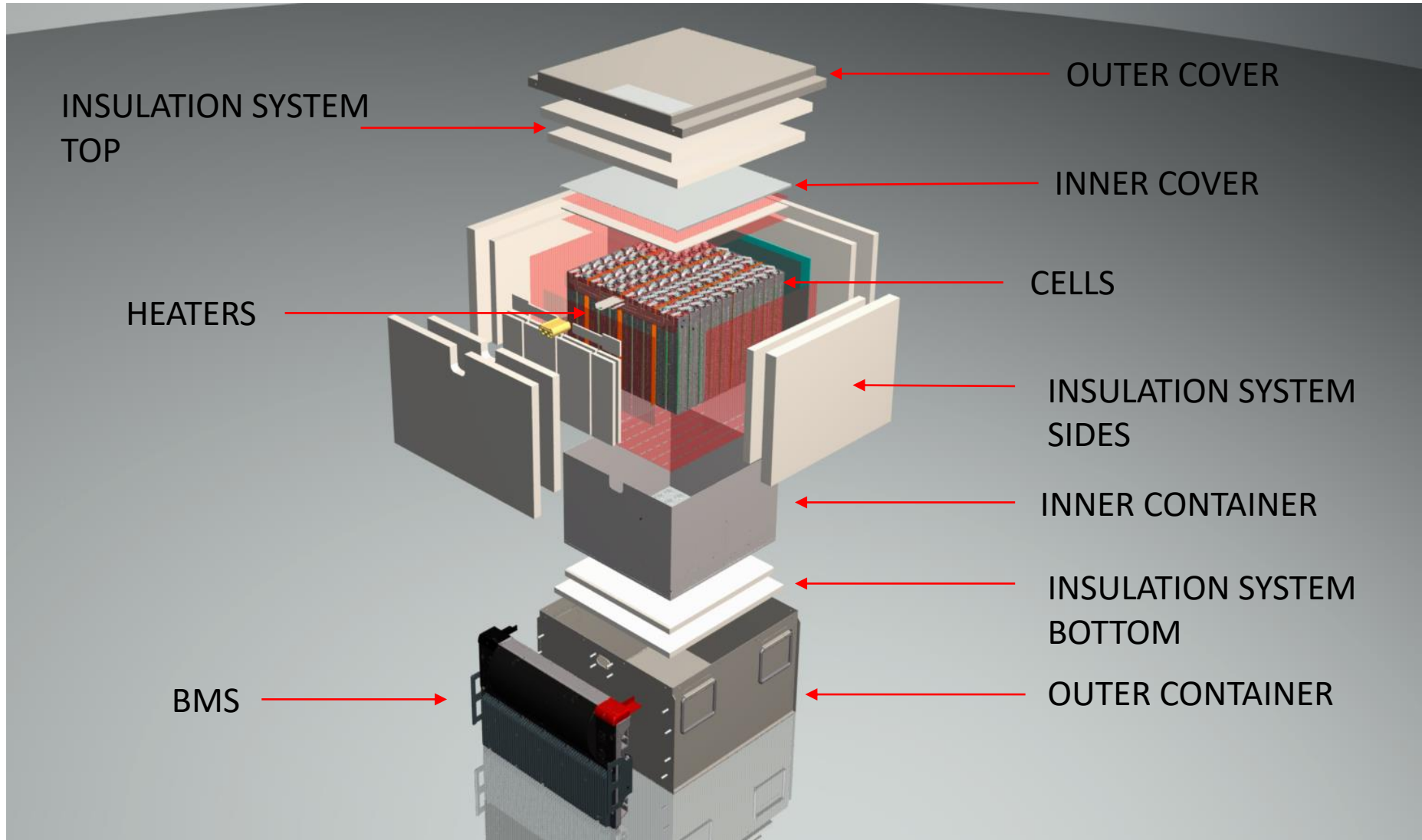
1. Steel cell case (anode)
2. Metal (Ni) current collector (cathode)
3. Solid electrolyte β -Allumina
4. Sodium negative electrode (anode)
5. Porous positive electrode (cathode)



+ Operating temperature of the cell: 250°C to 350°C

+ Electrolyte & Separator: solid state β "alumina and molten state NaAlCl₄ catholyte





— Processes —**— Technology —****— Output —****Ceramic
Processes**

- Ceramic Granulations
- Isostatic Pressing
- Sintering
- Thermocompression Bonding



- Beta-Alumina Tube
- Alfa-Alumina Collar
- Tube-Collar Subassembly

**Metallurgic
Processes**

- Powder Mixing
- Roll Compaction
- Salt Synthesis



- Granulated Active Mass
- Catholite

Cell Assembly

- Laser Welding
- Vacuum Drying
- Active Mass Filling
- Cell sealing (laser weld)



- Finished Cell

Battery System

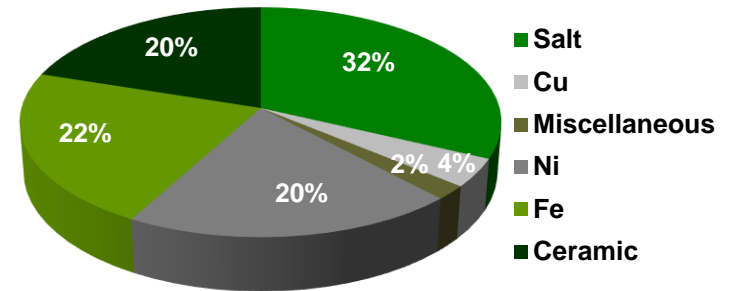
- Cell Pack Assembly
- Activation Process
- BMS Mounting
- Operation/Performance Checks



- Complete Battery System
-

+ Low environmental impact:

- Zero ambient emissions
- Free of highly toxic materials
- 100% recyclable stainless steel, nickel, iron, salt, ceramic
- Battery ext. temp. only a few degrees above environment



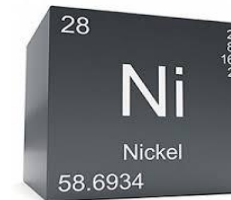
ceramic : aluminium,
oxygen, sodium



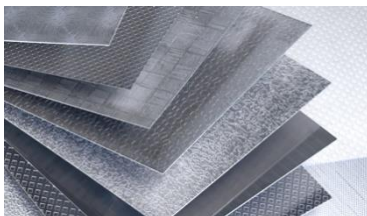
sodium



nickel



metals : iron,
aluminium, nickel



carbon



silica-based materials



FZSONICK Technology Overview : recycling



GREEN & SAFE SALT BATTERY

The basic materials of a Sodium Nickel Chloride cell are **nickel, iron, common salt and ceramic**; the cell case and the battery box are steel and the thermal insulation is a silica based material.

An exhausted battery can be used for **steel production**: the metallic boxes, the nickel and the iron content will become part of the final product,

salt and ceramic will form the slag in a process consistent way and the slag is normally used as asphalt for road construction.

INMETCO, a leading recycler of metallic materials for the production of stainless steel, certified since 1998 the recycle cycle for Sodium Nickel Chloride technology :

Exhausted batteries can be 100% recycled after use without the need of additional processes , and, last but not least , **the recycling cost is already included in the selling price .**

INMETCO

THE INTERNATIONAL METALS RECLAMATION COMPANY, INC.
A HORSEHEAD COMPANY
One Inmetco Drive
Elwood City, PA 15112

ISO 9001:2000

20-Jul-18

General Certificate of Acceptance and Release for Reclamation

INMETCO operates a hazardous/non-hazardous waste reclamation facility under the rules of the Pennsylvania Department of Environmental resources and the U.S. EPA. Although not a regulatory requirement, INMETCO will, upon request, provide specific documentation to our Customer as additional verification of proper receipt and acceptance of waste materials delivered to INMETCO for processing and reclamation. All waste materials accepted for recycling are received, analyzed and processed in accordance with INMETCO's Part B permit. These waste materials are handled in a manner that strictly adheres to all applicable federal, state and local laws, ordinances, regulations and guidelines.

Inmetco Lot No.	PO No.	Description	Date Received	Received from	Wet Tons Received
FZSBARD18	667166	0	4/11/18	FIAMM SONICK S.A.	19.01
Reference:	Container	Count			
	SKID	26			



steel & asphalt



- + Sodium-Metal Chloride battery achieved various certifications. Most Important are:



- GR63
- GR1089
- GR3176

- UL1973
- **UL9540A**

- IEC/EN61000-6/-4
- IEC60068-2
- IEC/EN60529

- Temperature limits

- Electro Magnetic Compatibility

- Overcharge

- Short circuit

- Overdischarge

- Shock and vibration

- Nail Penetration

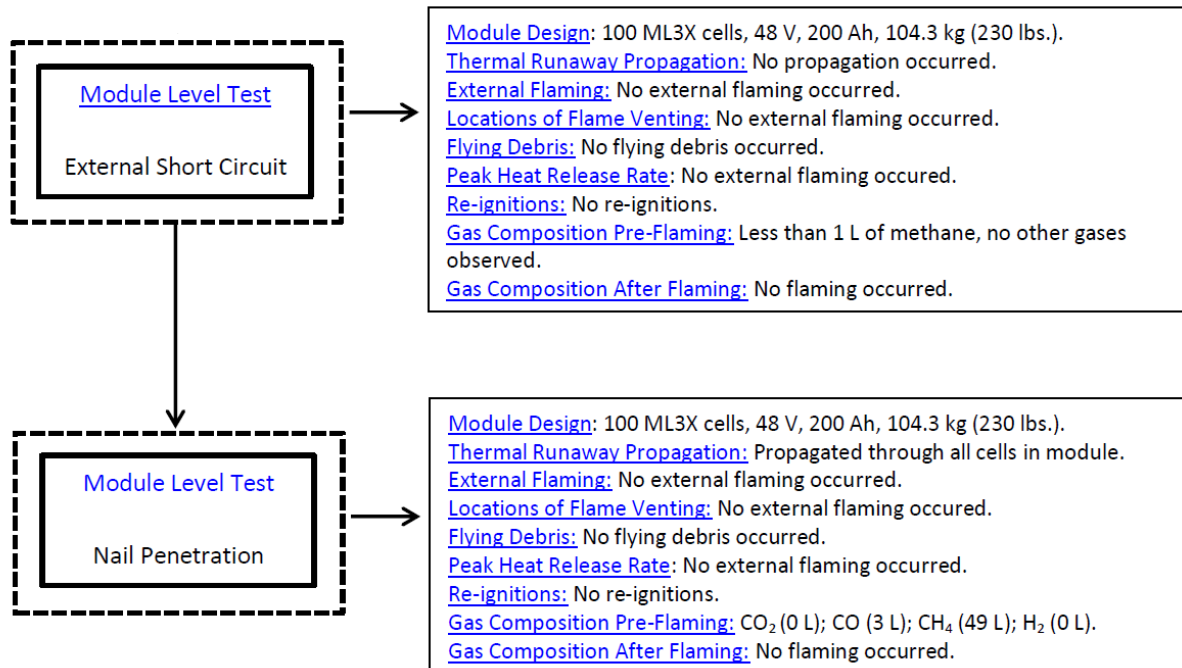
- Immersion Test

- Fire resistance

- + a detailed evaluation of the Health and Safety Issues of the Sodium-Metal Chloride battery, performed by the National Renewable Energy Laboratory – US Department of Energy, is available.



UL9540A : Test Method for Evaluating Thermal Runaway Fire Propagation in Battery Energy Storage Systems



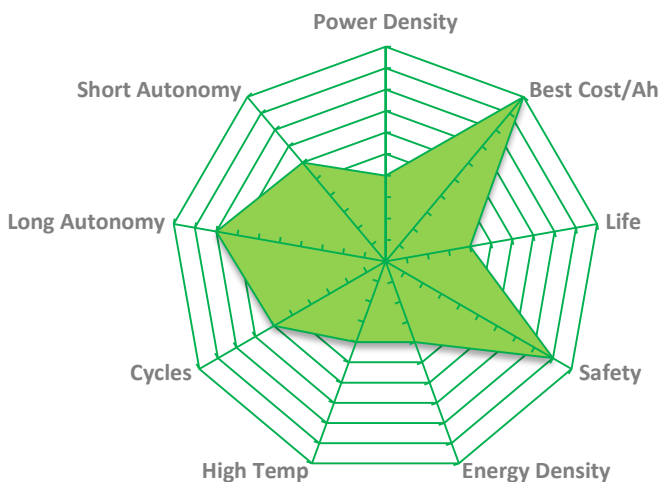
Condition of left and right faces of module after the nail penetration test

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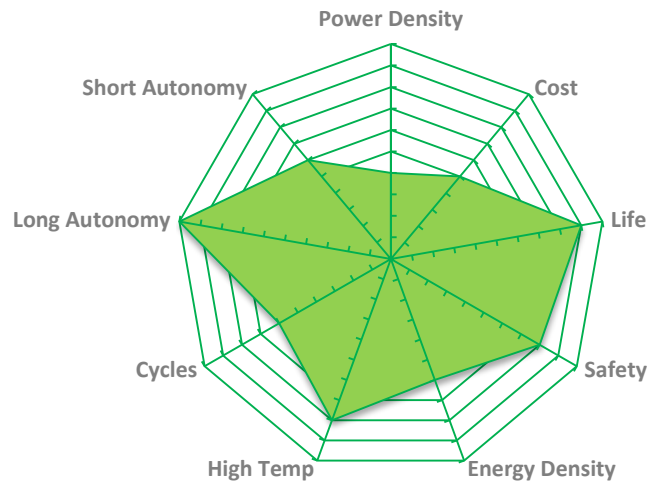
FZSonick is the unique ES technology that reached the UL9540A certification both at cell and module level

BATTERIES COMPARISON

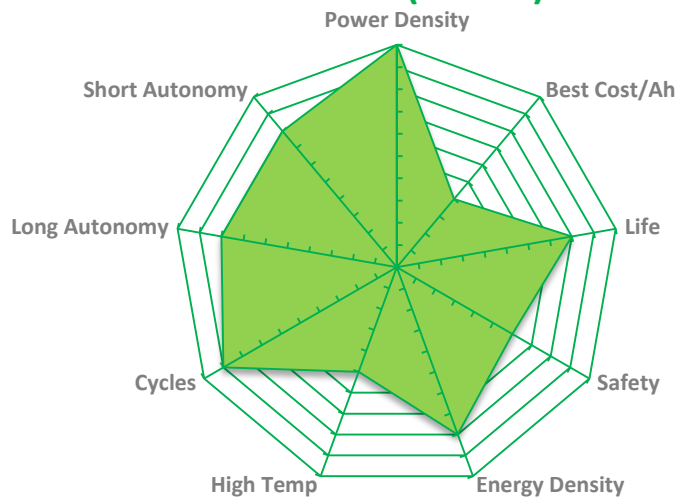
Lead Acid VRLA



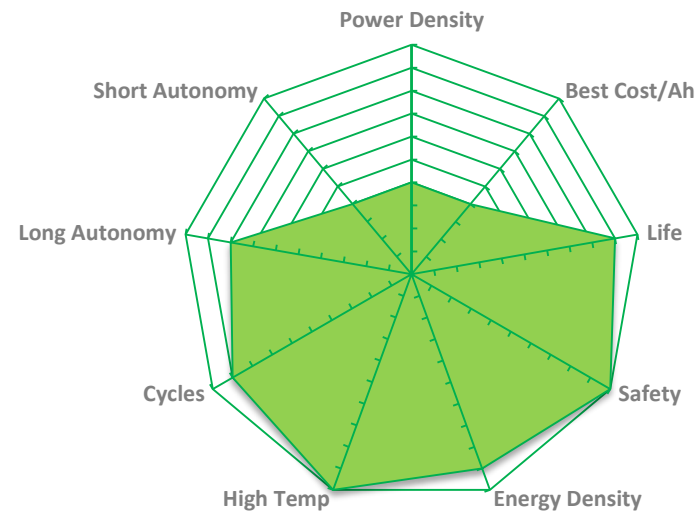
Nickel Cadmium



Lithium Ion (LiFePo)



Sodium Nickel



BATTERIES COMPARISON






GREEN & SAFE SALT BATTERY

Features	VRLA	Vented LA	NiCad	Li Ion	Sodium Nickel
Expected life (years)	5-15 years	12-20 years	12-20 years	10-15 years	15-20 years
Decay vs. Temperature @30 C	<50%	<50%	<20%	<20%	0%
Energy density	Standard	Standard	Standard	High	High
Recharge	Moderate	Moderate	Moderate	Fast	Fast
Cooling required	Moderate	Moderate	Moderate	Low (?)	None
Battery Monitoring System	Optional	Optional	Optional	Included	Included
Technology maturity	High	High	High	Moderate	Moderate
Ageing (floating)	Yes	Yes	Yes	Yes	None
Shelf life	Short	Very short	Medium	Medium	Very Long
Initial cost	Low	High	High	Very High	Very High

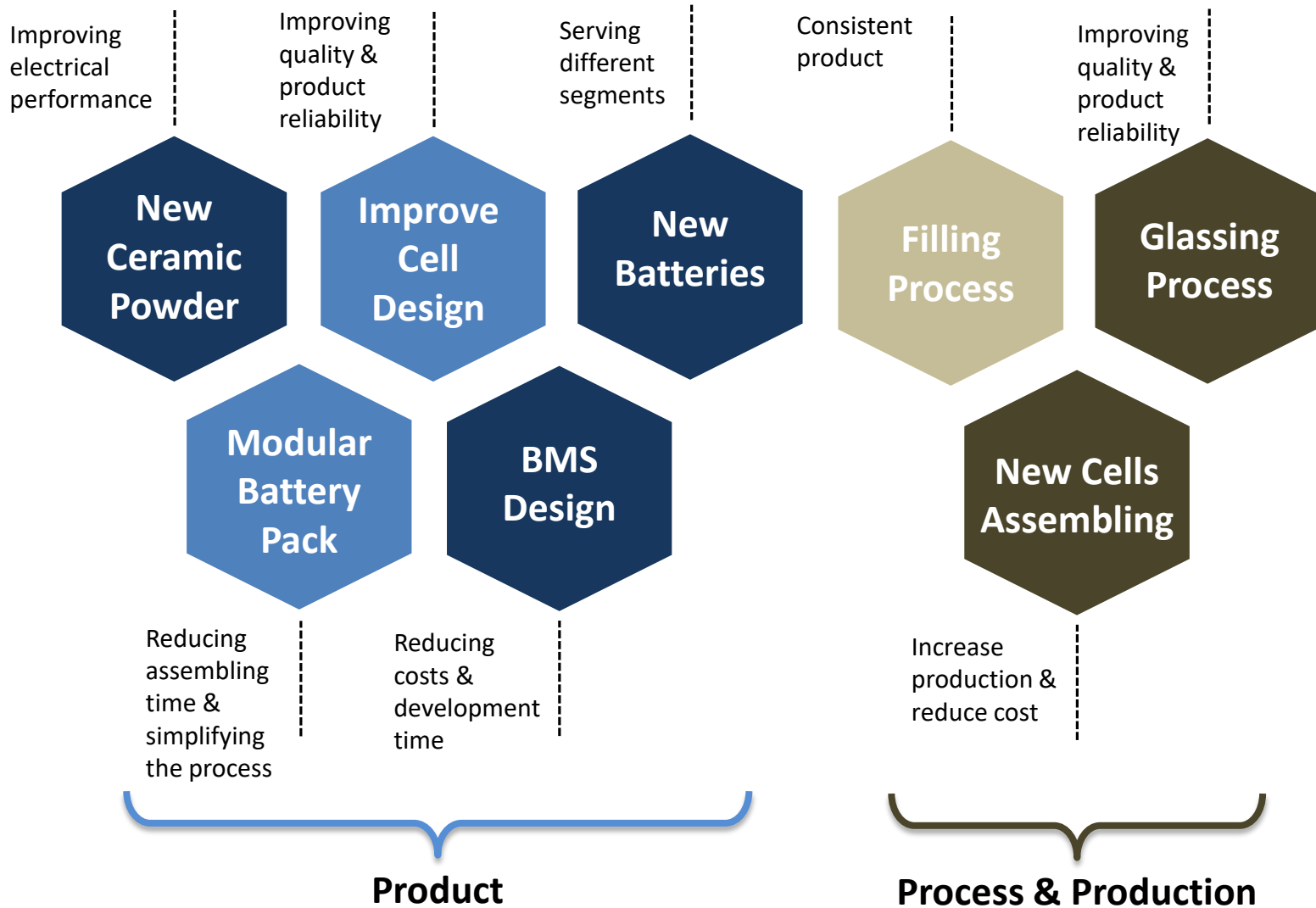
Note: average values based on different type of Li Ion chemistries

COMPARISON OF BATTERIES ENVIRONMENT

Features	Lead Acid	NiCad	Li Ion	Sodium Nickel
Outdoor Installation	NO	NO	NO	YES
Risk				NONE
Safety devices (eg. Safety shower, ..)	YES	YES	NO	NO
Room ventilation	YES	YES	NO	NO
Air Conditioning	YES	YES	YES	NO
Maintenance	YES	YES	YES (for Air Cond.)	NO
Single module redundancy	NO	NO	NOT CLEAR	YES
Predictable failure*	NO	NO	NOT CLEAR	YES

*capability to detect a battery cell or module malfunctioning with no or low impact to the whole string.

Product & Production Future Guidelines





PRODUCTS

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GREEN & SAFE SALT BATTERY

Performances

- ✓ Temperature Immunity
(-40 ÷ +60°C)
- ✓ Cycling Capability
> 4.500 cycles (80% DOD)
- ✓ Long life (low degradation)
- ✓ Battery energy density
100÷120Wh/kg
150-190Wh/lt
- ✓ Shelf life (> 20 years)
- ✓ Not re-usable on different applications (theft deterrent)

Safety

- ✓ Intrinsically safe, electrochemical safety
- ✓ No gas emissions
- ✓ No flammable materials
- ✓ No fire/water flood reaction
- ✓ Tested in the field
- ✓ BMS control
- ✓ Cell/Battery Mechanical case

Zero Impact Battery

- ✓ NO dangerous materials
- ✓ 100% recyclable
- ✓ NO pollution materials
- ✓ NO gas emissions
- ✓ NO valuable resalable materials



Suitable Applications/Markets

- ✓ **Telecom** – Harsh Environment Outside Plan, High Energy Density Central Office and Off Grid BTS.
- ✓ **Oil & Gas Power Generation** – On Shore, Off Shore sites and switchgear.
- ✓ **Railways** – Onboard train back up and harsh environment signaling sites.
- ✓ **Energy Storage** – Residential, Industrial and Power Management
- ✓ **Full Electric Vehicle** – Buses and commercial vans

- + *Nominal Voltage* 110 VDC
- + *Capacity* 80 Ah
- + *Energy* 8,7 kWh
- + *Optimal use* 1 ÷ 12h rate



+ **Main tech characteristics:**

Voltage Operating Range	88 ÷ 135 VDC
Heat dissipation	120 W
Max Discharge Current	120 Amps
Bus Voltage Range	120 to 140 VDC
Low Voltage Disconnect	88 VDC
Fuse	125 Amps
Communication Port	CAN Bus
Inputs	EPS , Emergency Load disconnect
Front	616 mm (24.2 in)
Depth	526 mm (20.7 in)
Height	379 mm (14.9 in)
Weight	107 kg (230 lb)
Env.Temperature Range	- 25 to +65 °C (-13 to 150°F)
IP rate	IP65
Comply with:	IEC 60571, 61571, 61991, 62236-3-1, 61508, EN 50126, 50128, 50129, NFPA 130

BACK UP range - UP



GREEN & SAFE SALT BATTERY

- + *Nominal Voltage* 110 ÷ 250 VDC
- + *Capacity* 40 and 80 Ah
- + *Energy* 8,6 ÷ 9,9 kWh
- + *Optimal use* 1 ÷ 12h rate



+ *Main tech characteristics:*

Dimensions and Weights

Model	Front	Depth	Height	Weight
48UP200	500 mm	558 mm	322 mm	104 kg
110UP80	500 mm	522 mm	322 mm	114 kg
125UP80	500 mm	560 mm	322 mm	120 kg
130UP80	500 mm	598 mm	322 mm	125 kg
220UP40	500 mm	522 mm	322 mm	114 kg
250UP40	500 mm	560 mm	322 mm	120 kg

Specific Characteristics per Model

Model	Nominal Voltage	Charge Voltage range	Nominal Capacity at 4 hours rate	Gravimetric Energy Density	Max Continuous Discharge Current*	Max Charging current	Interface
48UP200	48 VDC	54-59 VDC	200 Ah / 9600 Wh to 42VDC	91 Wh/kg	200 Amps	40 Amps	RS485 /USB
110UP80	110 VDC	122-160 VDC	80Ah / 8600 Wh to 94VDC	75 Wh/kg	120 Amps	16 Amps	RS485 /Canbus /USB
125UP80	125 VDC	135-160 VDC	80 Ah / 9600 Wh to 105VDC	80 Wh/kg	120 Amps	16 Amps	RS485 /Canbus /USB
130UP80	130 VDC	141-160 VDC	80 Ah / 9900 Wh to 109VDC	79 Wh/kg	120 Amps	16 Amps	RS485 /Canbus /USB
220UP40	220 VDC	243-300 VDC	40Ah / 8600 Wh to 189VDC	75 Wh/kg	60 Amps	8 Amps	RS485 /Canbus /USB
250UP40	250 VDC	270-300 VDC	40 Ah / 9600 Wh to 210VDC	80 Wh/kg	60 Amps	8 Amps	RS485 /Canbus /USB

Comply with: EN 61000-6-2 / EN 61000-6-4

CE, UL9540A, UL1973

IEC62984 / IEC60529 / IEC



+ **Main tech characteristics:**

Operating Voltage Range	40 ÷ 54 VDC
Heat dissipation	107 / 110 / 117 W
Max Discharge Current	90 / 120 / 150 (200*) Amps
Bus Voltage Range	54 ÷ 59 VDC
Low Voltage Disconnect	40 VDC
Fuse	200 Amps
Communication Port	RS485 or CAN / USB
Alarm Contact	230 VAC 2A
Front	496 mm (19.5 inc)
Depth	558 mm (21.9 inc)
Height	320 mm (12.6 inc)
Weight	80 / 95 / 105 kg (177 / 210 / 243 lb)
Env. Temperature Range	- 20 ÷ +60 °C (-4 ÷ 140°F)
IP rate	IP 55
* Discharge current up to 200A for the new TL200 with bussbars	



+ Main tech characteristics:

Operating Voltage Range	450 – 700 VDC
Nominal Energy Capacity	22,5 kWh
Nominal Current Capacity	38 Ah
Max Discharge Power	6,25 kW for 3 hours
Max Charging Voltage	700 VDC
Low Voltage Disconnect	450 VDC
Communication Port	CAN Open
Round Trip Efficiency	Min 90%

Front	624 mm (24,6 inc)
Depth	1023 mm (40,2 inc)
Height	406 mm (16 inc)
Weight	256 kg (564 lb)

Env. Temperature Range	- 20 ÷ +60 °C (-4 ÷ 140°F)
IP rate	IP 43



+ **Cabinet main tech characteristics:**

Operating Voltage Range	500 – 700 VDC
Nominal Energy Capacity	90 kWh
Constant Power Discharge	25 kW for 3 hours
Front	1200 mm
Depth	1200 mm
Height	2300 mm
Weight	1500 kg
Max number of parallel	6
Max number of ST523	4 pcs per cabinet



+ **Container main tech characteristics:**

Operating Voltage Range	500 – 700 VDC
Nominal Energy Capacity	540 or 1400 kWh for 3 hours
Constant Power Discharge	150 kW or 400 kW
Front	6058 mm
Depth	2438 mm
Height	2896 mm
Weight	11 t or 25 t
Max number of ST523	32 or 64 pcs per 20' container

Mobility range

Model	Energy kWh	Capacity (Ah)	Volt	Wh/kg	Vmin (30 Sec peak power)	Vmax (regen breaking)	Energy Density Wh / l	Nr. Of Cells	Dimensions (mm)	Weight (kg)
Z5-278-76	21.2	76	278	113	186	312	181	216	826x530x296	190
Z5-557-38	21.2	38	557	113	372	625	181	216	826x530x296	190
Z37-310-76	23.5	76	310	114	207	348	183	240	900x530x296	208
Z37-620-38	23.5	38	620	114	414	696	183	240	900x530x296	208
Z60-650-38	24.7	38	650	112	434	730	184	252	833x608x296	221
Z36-371-76	28.2	76	371	114	248	417	181	288	841x690x296	248
EV36 + SuperCap	28.2	76	371	114	248	417	181	288	841x690x296	248



EV + SuperCap

Typical applications

Electric Vehicles



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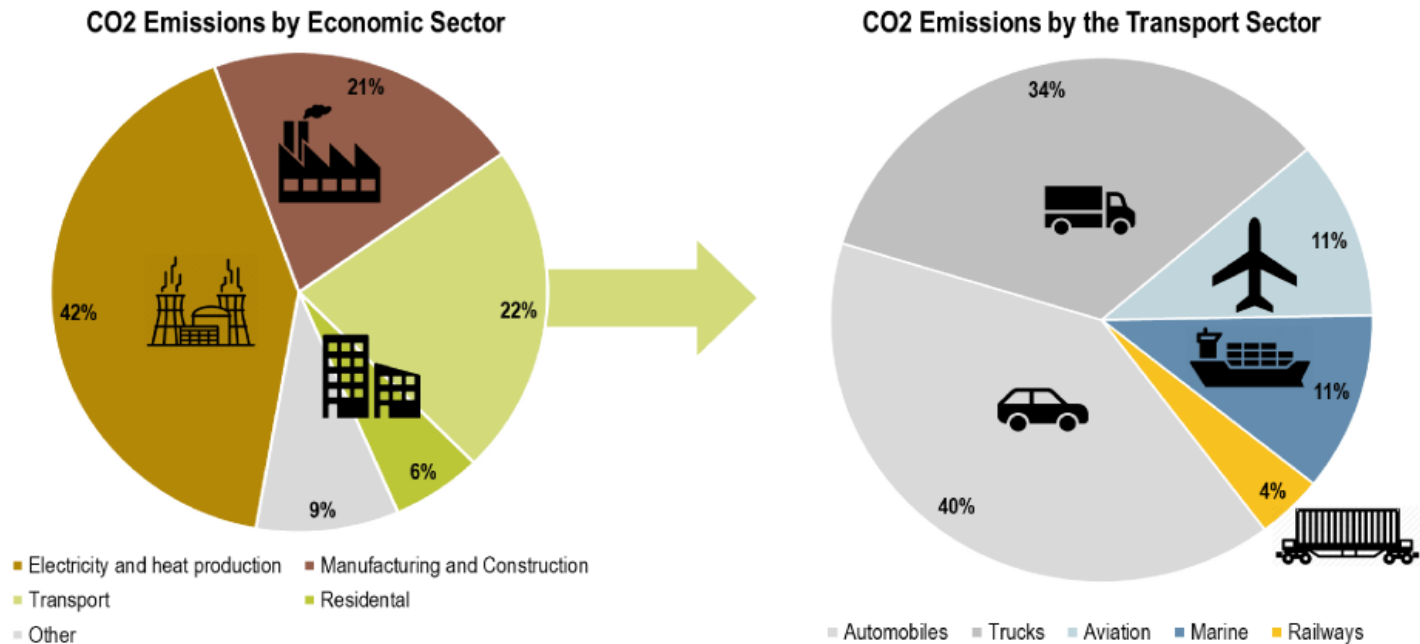


BATTERIES FOR THE DECARBONIZATION OF THE TRANSPORT

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GREEN & SAFE SALT BATTERY

CO₂ EMISSION in TRANSPORTATION

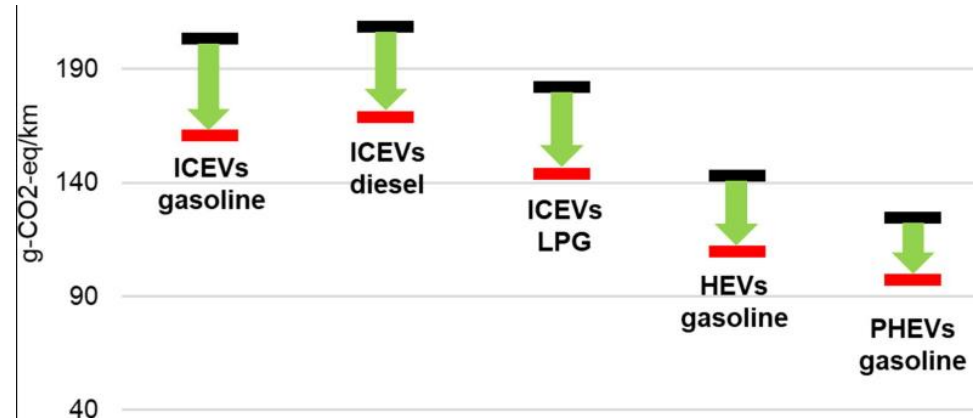


Electricity and Heat production is responsible of about 42% of direct CO₂ emissions

Transportation is responsible for 22% of direct CO₂ emissions from fuel combustion.

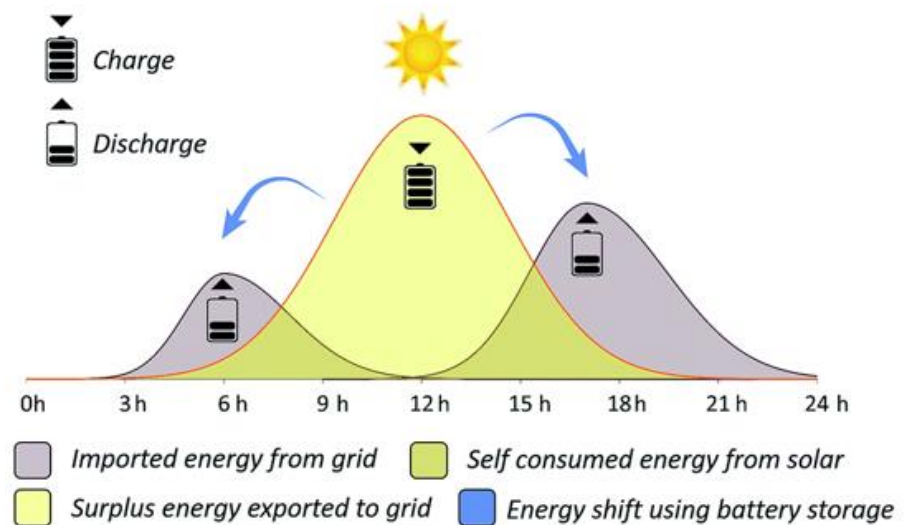
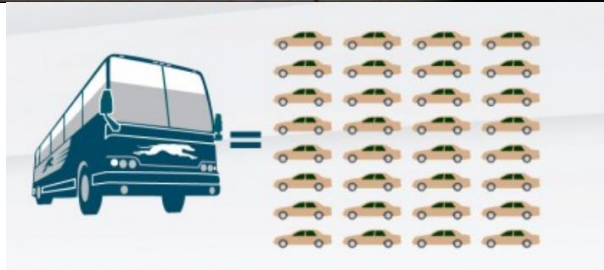
CO₂ EMISSION in TRANSPORTATION

Depending on the level of electrification advanced vehicles will contribute to reduce the global emissions



For BEV and partially for PHEV the global emission will strongly depend from the energy mix used for the production of the electricity

Batteries are an enabling technology as main component for Electrified Vehicles and for the increase of the penetration of renewable sources



SALT BATTERIES FOR DECARBONIZATION

Sodium nickel chloride batteries have been commercialized since the 1990s and were originally mainly found in electric vehicles (EVs and HEVs).

Today their use has been broadened to include industrial applications, as telecom and back-up markets and grid stationary energy storage systems.

When used in vehicles, they provide advanced solutions for low emission mobility, with a focus on professional applications such as utility vehicles, electric and hybrid buses, delivery vans and trucks used in harsh environment.

Salt batteries are also used in conjunction with photovoltaic and wind farms to contribute to provide stability to the grid and to match the production of the electricity with the utilization.



BUSES

From north...



Location: Canada -30° C



To south...



Location: Abu Dhabi +50° C



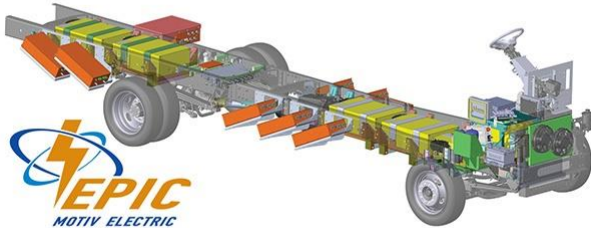
LIGHT COMMERCIAL VEHICLES

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GREEN & SAFE SALT BATTERY



Location: USA



Ford eQVM certified producer



With MOTIV for Google

LIGHT COMMERCIAL and UTILITY VEHICLES

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+ ——— ——— -

GREEN & SAFE SALT BATTERY



Location: USA

With MOTIV POWER SYSTEMS



BUSES



Location EU: Fleets of urban buses



LIGHT COMMERCIAL VEHICLES

FZSoNick
+ — — — — —

GREEN & SAFE SALT BATTERY



Location: Europe

IVECO Daily



With IVECO



Location: Ollagüe Chile



With ENEL GREEN POWER

UNIT: 1 Energy Spring 132
(32 ST523 620V 23.5kWh)

ENERGY: 560 kWh

POWER: 200 kW

- Micro-Grid
- Combination with PV, Wind Gen and diesel Power Gen





REFERENCES

FZSoNick
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GREEN & SAFE SALT BATTERY

FZSONICK has consolidated a wide list of high standing clients in its reference markets



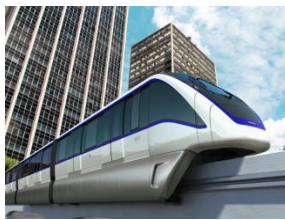
Energy Backup



Sustainable Mobility



Energy Storage



Some Clients

Mobile



IVECO



国家电网公司
STATE GRID
CORPORATION OF CHINA

ERICSSON



PETRONAS



sarawak energy



Globe



BOMBARDIER

the evolution of mobility



CenturyLink



Telecom



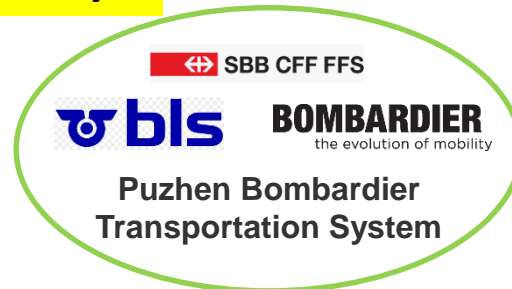
Mining



Oil&Gas



Railways



Utilities



Integrator



MINING



GREEN & SAFE SALT BATTERY



Location HQ: Finland

SANDVIK JUMBO DRILL

D422iE:
Battery-driven tramming
full electric



SANDVIK DOZER LZ101LE

Battery powered dozer

MINING

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GREEN & SAFE SALT BATTERY



Location HQ: Poland

MINE MASTER

Face Master:
Battery-driven Drilling
Rigs





Location: USA

Together with **SAMINCO**
Worldwide leader in Drivelines
for MINING equipment

BATTERY ELECTRIC LHD's



BOMBARDIER - Transportation

Brazil – Sao Paulo INNOVIA 300

Saudi Arabia – KAFD Riyadh INNOVIA 300

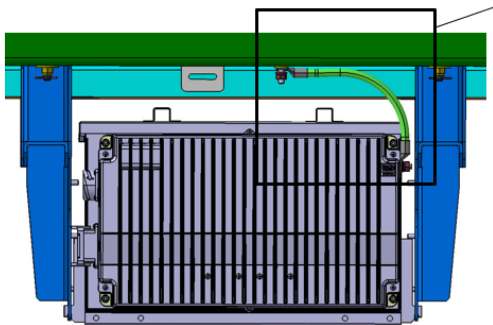
Canada – Skytrain Vancouver INNOVIA ART 300

Malaysia – Kuala Lumpur INNOVIA ART 300

Riyadh – Riyadh INNOVIA METRO

China – Wuhu INNOVIA 300

Thailand – Bangkok INNOVIA 300



Railways – Signaling (South Africa, Switzerland and USA)

FZSoNick
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GREEN & SAFE SALT BATTERY

Key Benefits:

- Harsh environment
- No Maintenance
- Theft deterrent
- Monitoring





Telecom MSC



T Mobile



AT&T

Vimpelcom (Russia)

Globe (Philippines)





Schneider – Villaya Emergency

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GREEN & SAFE SALT BATTERY

- *Storage Voltage* 48VDC
- *Storage Energy* 10 to 60 kWh
- *Output Voltage* 230Vac or 400Vac
- *Output power 24h/7d* 1kW to 6 kW
- *PV size* 7-35kWp
- *Size* 10ft container



Schneider Electric Villaya Emergency Mobile Hybrid microgrid

The solution is designed for critical applications including emergency response, humanitarian / NGO, rural electrification, remote mining and construction, island and defense.

This solution is preassembled, transportable and plug&play





Key Benefits:

- Safety
- Weight & Space savings
- Temperature range
- Extended life in harsh environment

Onshore



Offshore





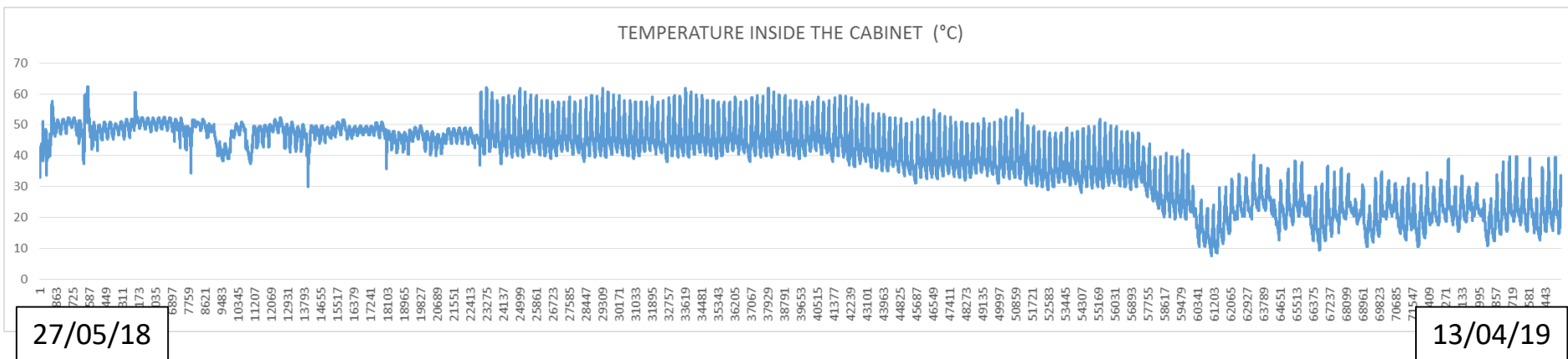
OIL&GAS – Saudi Aramco



Field test : 1 year in Dhahran,
Saudi Aramco HQ.

Key Benefits:

- Safety
- Extreme temperature
- Space reduction
- No Maintenance
- Theft deterrent
- Monitoring





ENERGY
STORAGE
SOLUTIONS

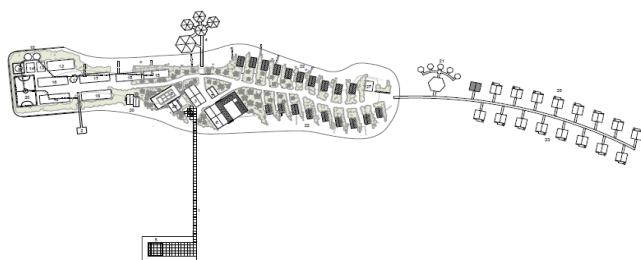
PV EPC – Micro-Grid System for a Luxury Resort

FZSoNick
+ — — — — —

GREEN & SAFE SALT BATTERY



**Location: Maldives Islands
Island**



- Micro-Grid, off-grid
- Diesel PowerGen + High penetration of Photovoltaic system
 - Energy Management system

System main datas:

3 Diesel Gen-SETs (400-640 kVA)

PV: 850 kWp

ESS: 1,2 MWh

Storage PCS: 600 kW - 800 kVA

Load profile of design: 7000 kWh/d





TERNA - Grid Services (Storage LAB)



Location:
Codrongianos - Sardinia



UNIT: 4 Energy Spring 164 (256 ST523
620V 23,5kWh)

ENERGY: 4.15 MWh

POWER: 1.2 MW

- Grid Balancing
- Maximization of the power capacity transport of the Power Grid
- HV line Voltage Regulation

With TERNA





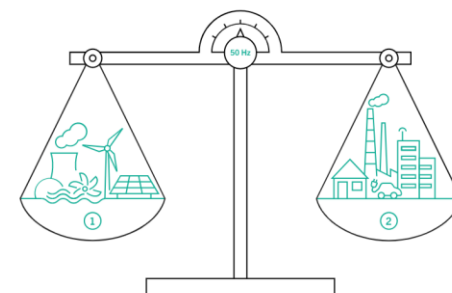
The reduction of the global emission needs coordinated actions from different actors.

Batteries are an enabling technology.

The demand of energy storage is wide and diversified.
There is not an unique solution that cover all the needs.

Sodium Nickel Chloride batteries can cover the demand for specific mobility applications, as heavy duty or professional vehicles or in hard climatic conditions.

As well Sodium Nickel Chloride batteries can be used to provide ancillary services to the electrical grid and favorite the penetration of renewables sources.





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