

How to Tap Into New Promising Regions: BESS Breakthrough in Baltics, Poland and Nordics



About AlphaESS



Established in 2012

Operating out of 90+ countries

European head quarters in Germany

Significant operations in UK, Benelux Italy and Nordics



12

Years of Experience



90+

Countries & Regions



200,000+

Active ESS Systems Globally



180+

Patents in ESS Technology



4

Product Development Units



15+

Subsidiaries Worldwide



1,000+

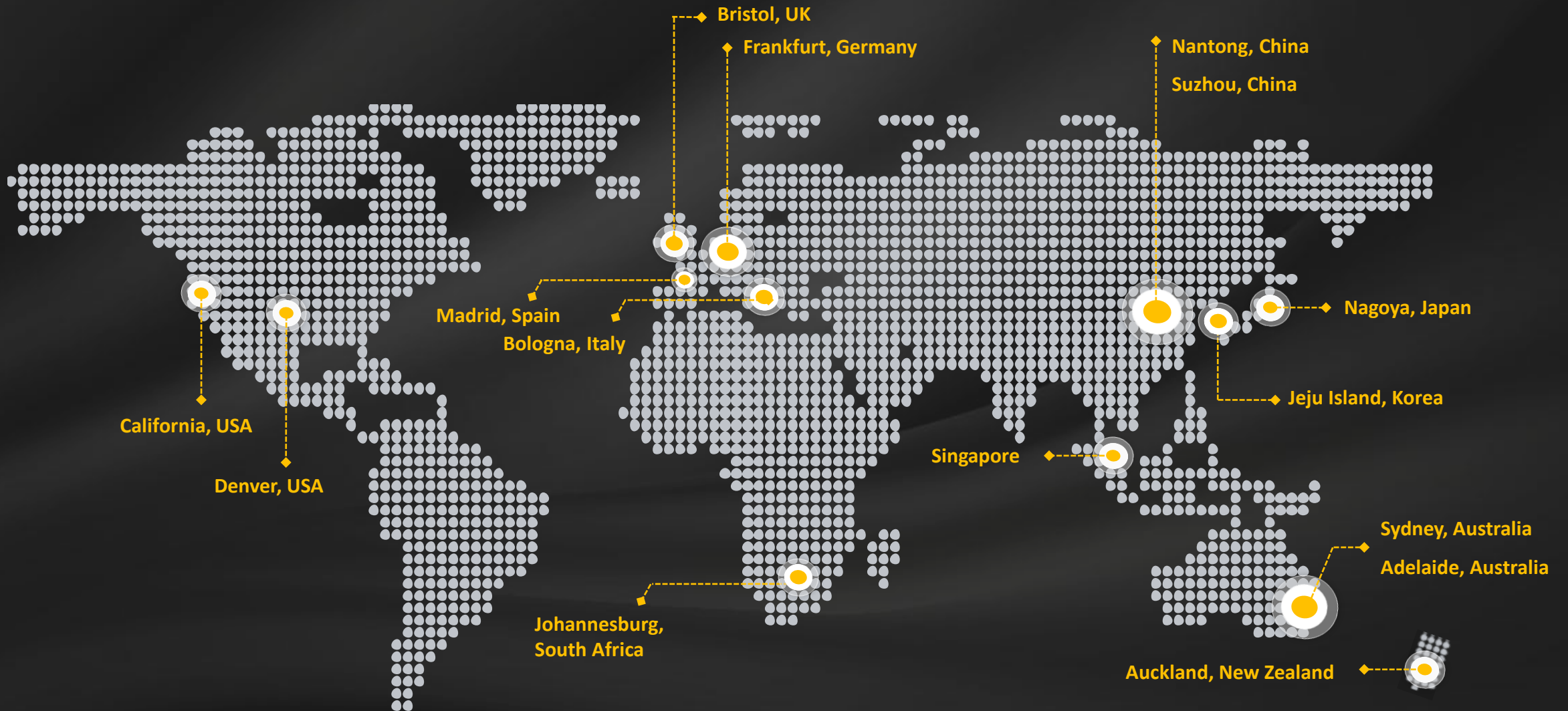
Employees in the Globe



10 GW

Annual Production Capacity

Global Presence of AlphaESS



3KW to MW+ Solutions



AlphaESS Your Smart Energy

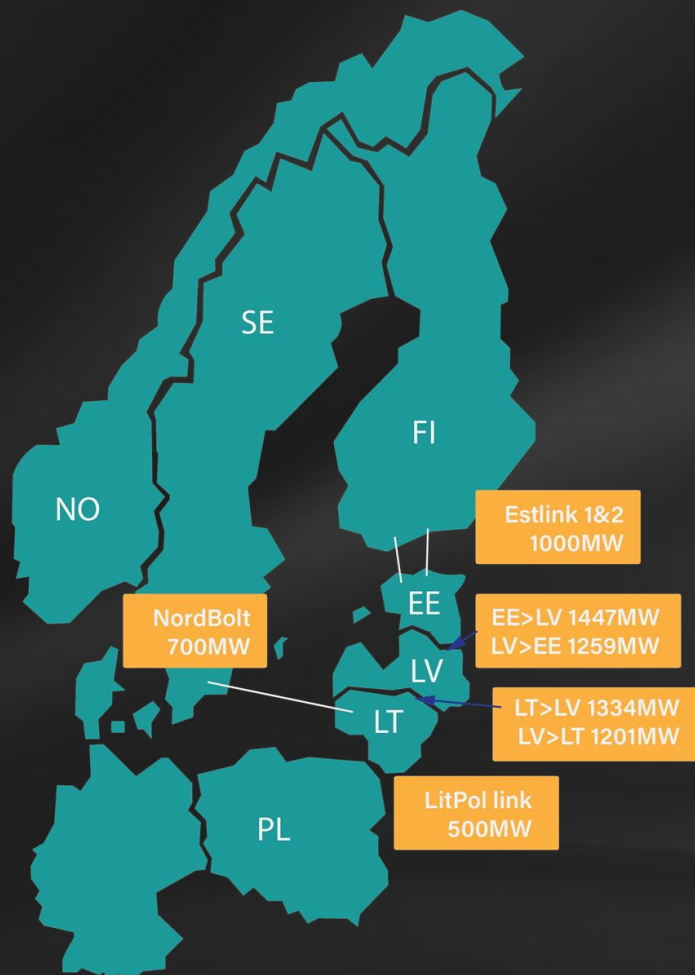
Case Studies Across the Globe

100kW - 120MW

BESS in Baltic, Poland and Nordics



Baltic Energy Market



GENERATION



Baltic – 16,6 TWh
Imports – 24 TWh
Exports – 10,5 TWh

**DEFICIT
-13,5TWh**

INSTALLED CAPACITIES



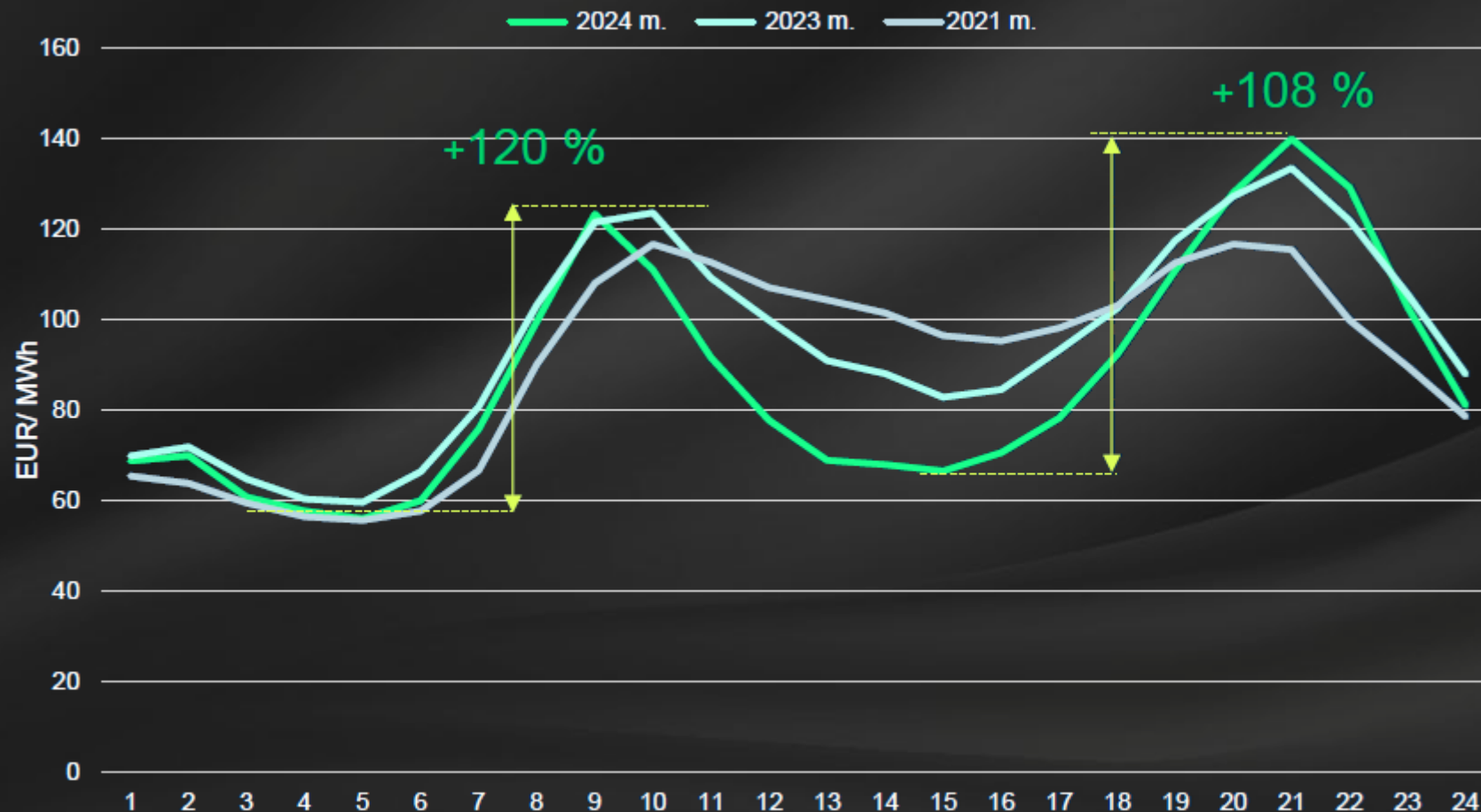
**RENEWABLES – 4,07GW
OTHERS – 5,56GW**

CONSUMPTION



28,5 TWh

Nord Pool SPOT Baltic Trends DAY-AHEAD



**Off peak
AVG**

55 EUR/MWh

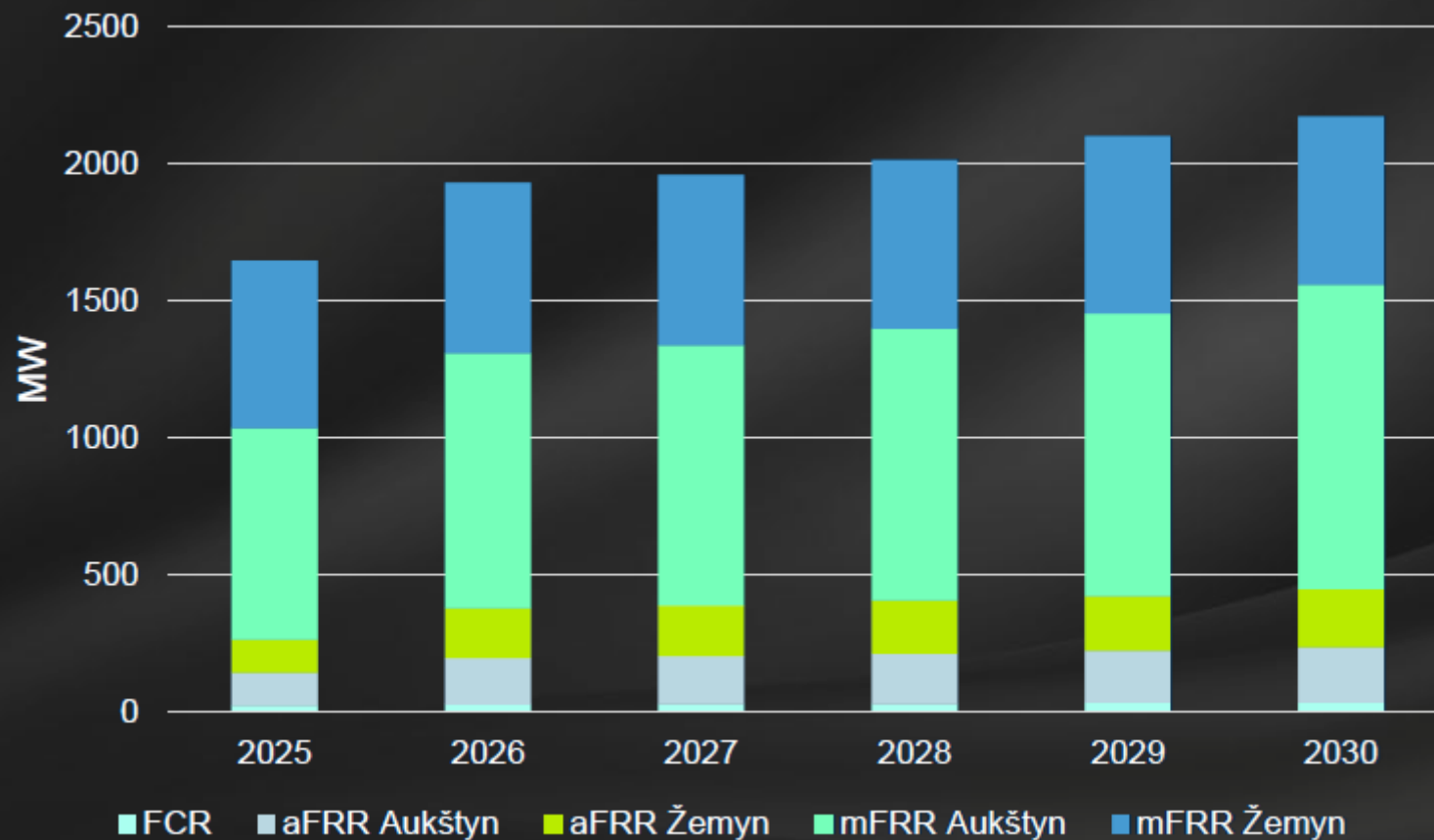
Peak AVG

115 EUR/MWh

**AVG spread
3 hours in a
row**

90 EUR/MWh

Baltic Balancing Capacity MARKET



**Total balancing
capacity**

**1600
MW**

The Baltic BEES Market and First Movers

POLAND

CAPACITY AUCTION FOR 2029 ~8GW FOR ~65 K./MW.
INSTALLED POWER NOW ~ 280MW

ESTONIA

CAPACITY AUCTION – NO, **INSTALLED POWER NOW – 25MW**

LATVIA

CAPACITY AUCTION – NO. **INSTALLED POWER NOW – 10MW**

LITHUANIA

CAPACITY AUCTION – NO. **INSTALLED POWER NOW – 206MW**



Alphaess
your smart energy

FLUENCE

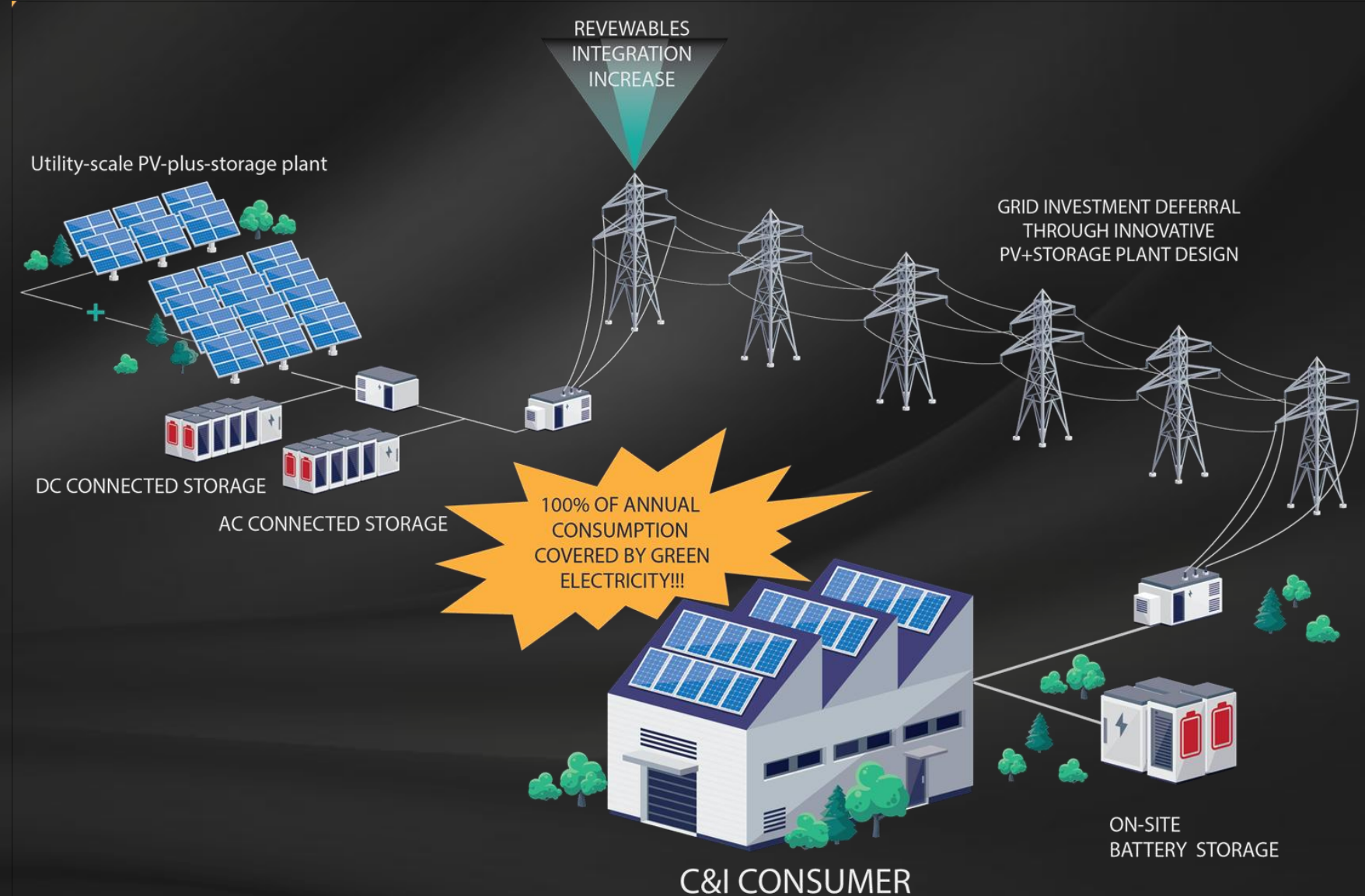


LG Energy Solution

**PILOT
„INNOSOLVEGREEN“
PROJECT
3MW/6MWh**



FIRST Market Based Project



Key Insights



01 MARKET MATURITY

02 BANKABILITY

03 CYBERSECURITY

04 SUBSIDIES

05 SUCCESS FACTORS

THANK YOU