



THE RENEWABLE ENERGY EXPERTS

||

Is Your Business Plan Coming True? Insights of an Asset Manager for BESS assets



WHO WE ARE.

Created in 2008, Greensolver is an independently operated technical expert dedicated to renewable energy & flexible assets.

25+ COUNTRIES

6 EUROPEAN OFFICE LOCATIONS

Paris
London
Amsterdam

Porto
Athens
Madrid



ASSET MANAGEMENT

Asset Management
5 GW+ track record



50+ MULTI-SKILLED TEAM

Dedicated asset managers and advisors

TECHNOLOGY

BESS
Solar
Wind



PPA ADVISORY

PPA track records:
2 GW+



QUALITY

ISO 14001
ISO 9001

ISO 45001
ISO 55001



ADVISORY & CONSULTING

Consulting & advisory:
45 GW+



INNOVATION IN PRACTISE

BESS, H2

AGENDA.

0. General Business Case in UK & EUROPE

1. Business Case from the field #1: How to ensure the Value Maximization of my BESS asset?

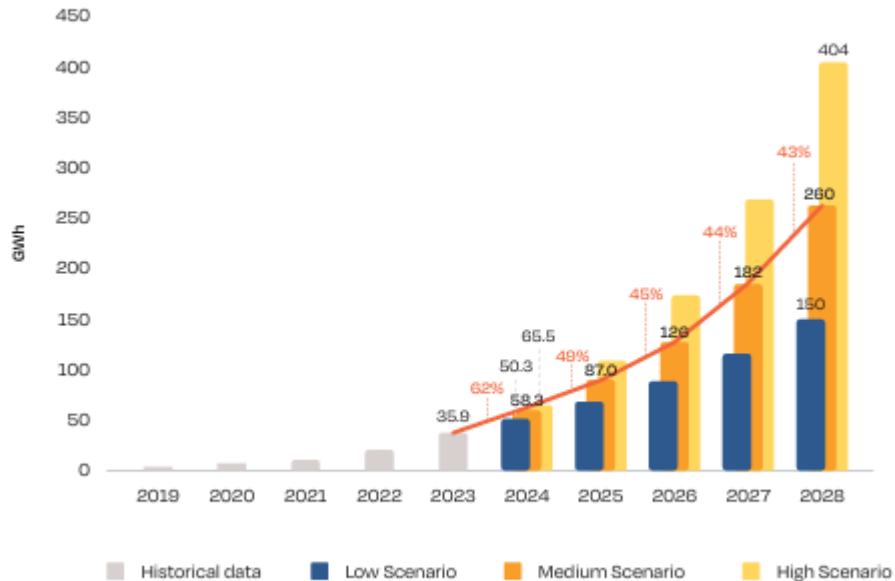
2. Business Case from the field #2: What are the leverages to boost the performance of the Optimizer?

3. Business Case from the field #3: What are the key tips to avoid painful downtime events?

0. CONTEXT OF BESS IN UK & EUROPE.

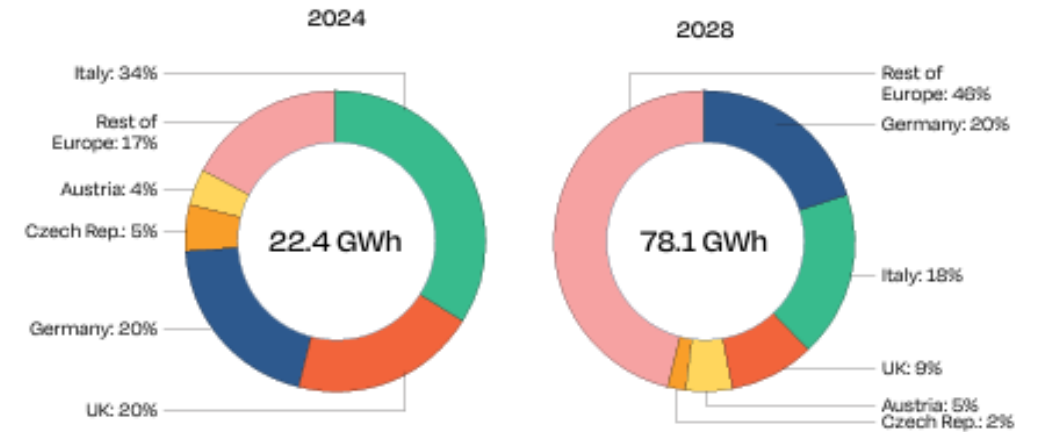
Flexibility becomes mandatory in Uk & Europe

FIGURE 28 EUROPE CUMULATIVE BATTERY STORAGE INSTALLED CAPACITY SCENARIOS 2024-2028



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FIGURE 30 EUROPE TOP 5 MARKETS 2024-2028



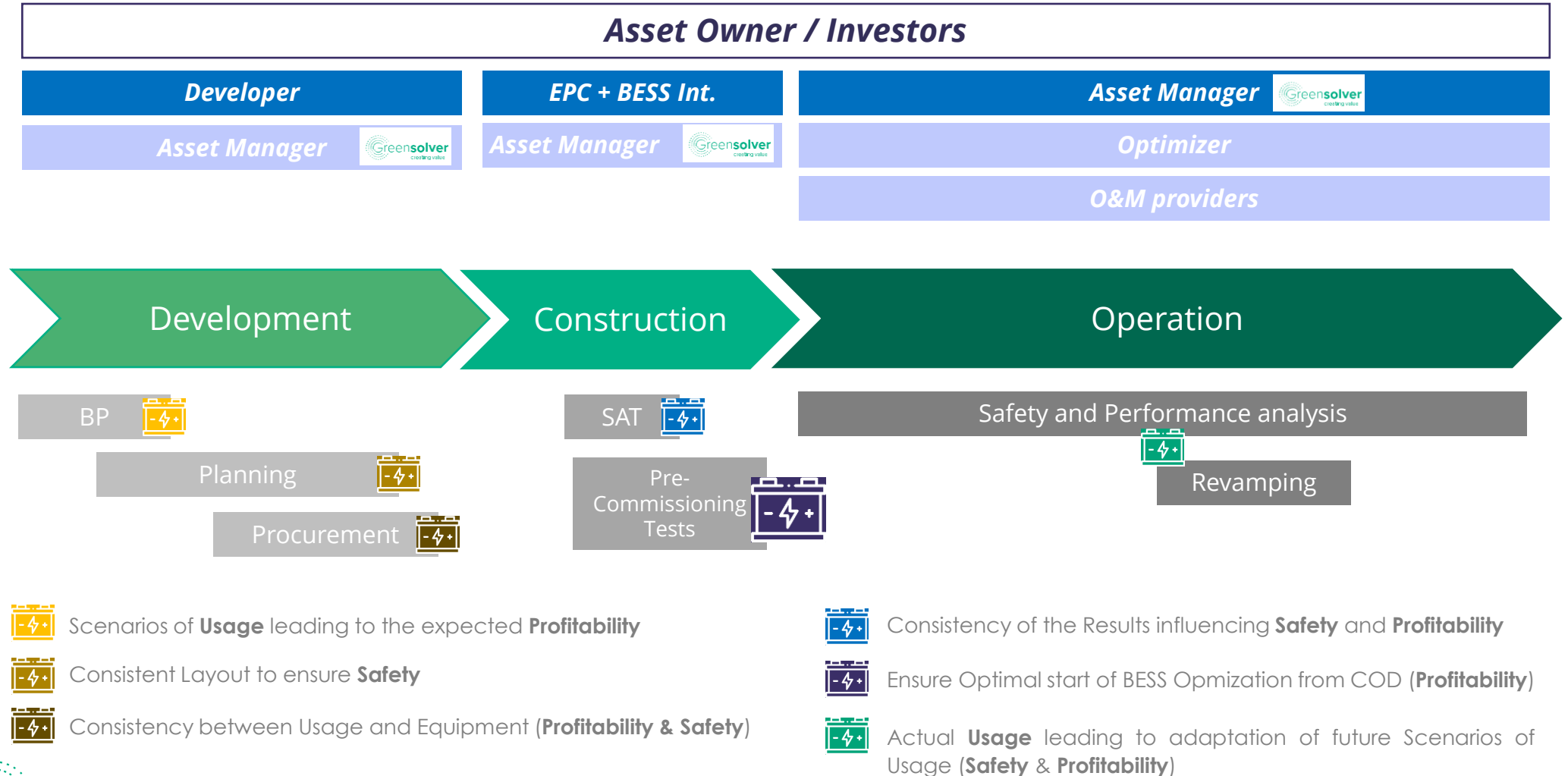
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Why such a large deployment of BESS compared to other Storage solution ?

- **Largest spectrum of application** : kW to GW / ms to hours
- **Simple installation** : Containerized solution/ Low ground footprint
- **Lower CAPEX and OPEX*** : 280 €/kWh (<200 €/kWh in 2030) / 20-30 €/kWh/year

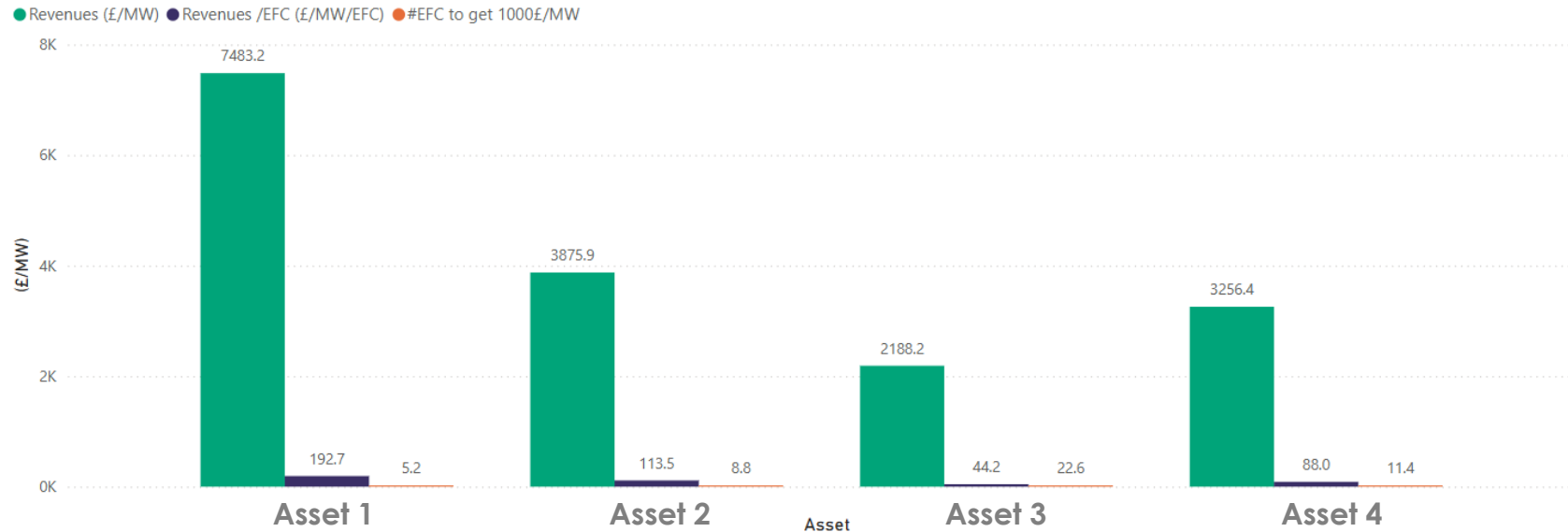
1. ENSURE THE VALUE MAXIMIZATION OF MY BESS ASSET.

Holistically AM strategy to consider from the Beginning between each Stakeholders



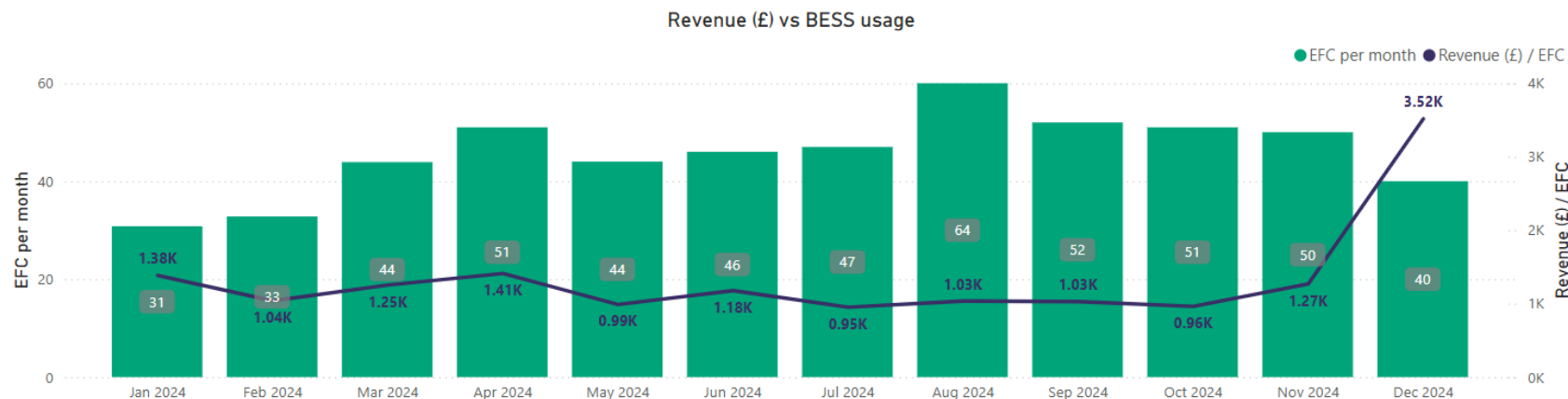
2. LEVERAGES TO BOOST THE PERFORMANCE OF THE OPTIMIZER.

KPI to ensure the Optimizer Performance vs my Profitability expectation:



What is my marginal cost per EFC ?

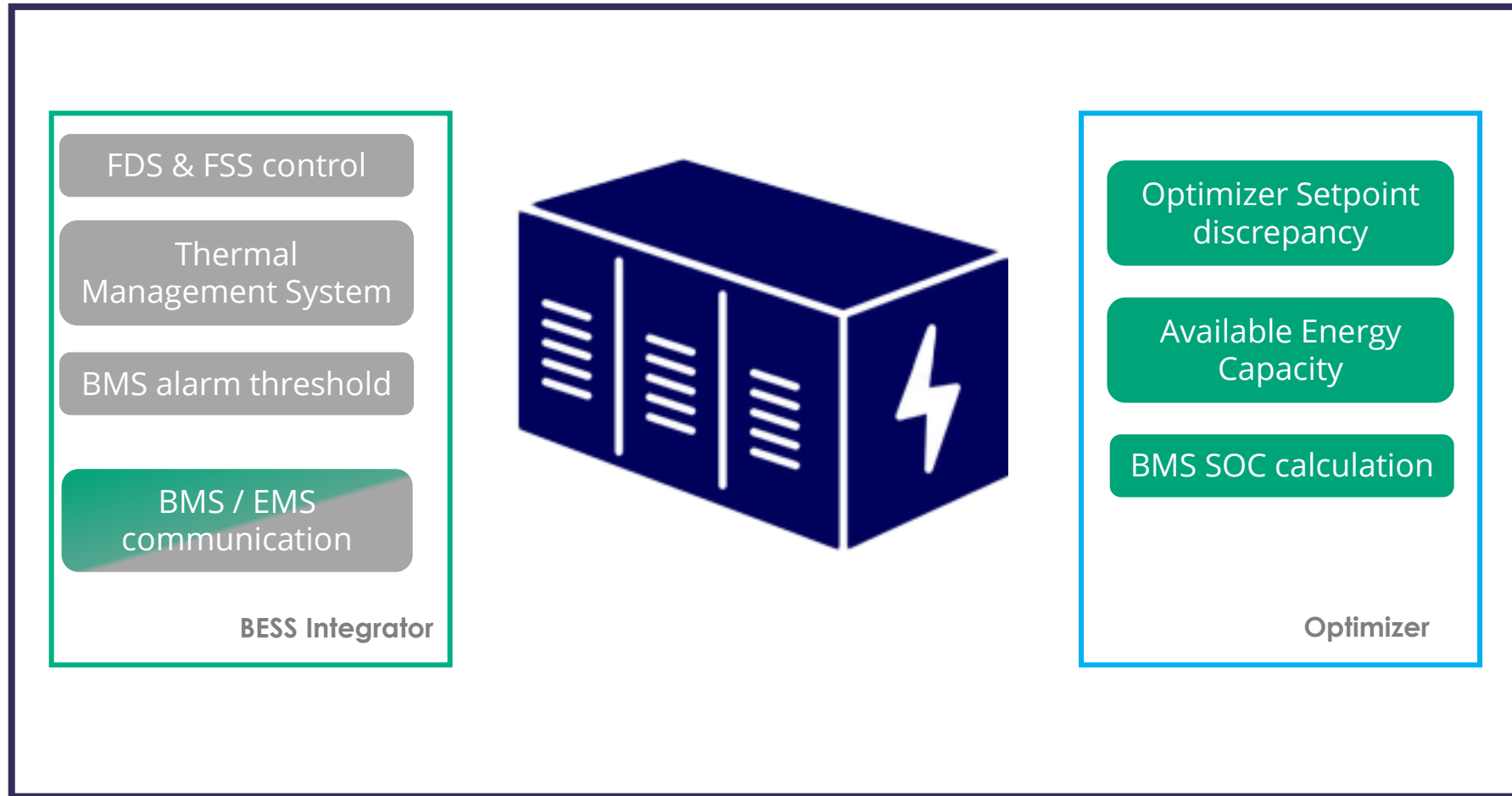
How to ensure overcycling to capture a Market Opportunity ?



How to optimize the Ratio Gross Revenue vs Net Revenues ?

3. LESSONS LEARNED TO AVOID PAINFUL DOWNTIME EVENTS.

First months of Commercial Operation can be degraded without a robust Commissioning Process.



KEY TAKE AWAYS!

0. Development of BESS is growing fast as European Grid needs more and more flexibility to absorb Renewable Energy sources and meet Net Zero policy

1. Asset Management is essential from the Development Phase to ensure the Performance

2. Leverages to challenge the Optimizer can be considered to maximize the profitability per EFC

3. Focus on BESS BoP parts to ensure a good Availability: TMS & BMS are key !



Thank You

David ROISSE

Senior Asset Manager –
Technical Leader Storage
+33 7 88 10 93 57

david.roisse@greensolver.net



Paris
28 Boulevard Haussmann
75009 Paris
France
+33 (0)1 80 87 85 60

London
27 Clement's Lane
EC4N 7AE London
United Kingdom
+44 (0)20 3966 1380

Athens
Solonos 53 & Sina Str
Athens
106 72
Greece

Madrid
Calle Princesa 17, 4°
28008 Madrid
Spain

Porto
Avenida do Marechal Gomes da
Costa, 1177
4150-360 Porto
Portugal

