

The background of the slide features a series of wavy, overlapping lines in shades of blue and teal, creating a sense of motion and depth. The lines are more densely packed in some areas, creating a mesh-like effect.

FLUENCE

A Siemens and AES Company

MATT GROVER | MARCH 2025

# Meeting the Market: The Evolution of BESS Trading & the Changing Role of Software

## OUR MISSION

Transform the way we power our world to create a more sustainable future.

PURPOSE-BUILT



PURPOSE-DRIVEN



## ENERGY STORAGE SOLUTIONS <sup>(1)</sup>



**37.7 GWh**

CONTRACTED AND DEPLOYED



**260+**

PROJECTS

## SERVICES <sup>(2)</sup>



**8.7 GW**

TOTAL

## OPTIMIZATION SOFTWARE <sup>(2)</sup>

### MOSAIC

**17.8+ GW**

OF AI-OPTIMIZED BIDDING OF RENEWABLES AND STORAGE



### NISPERA

**14.1+ GW**

GW OF RENEWABLE AND STORAGE ASSETS UNDER MANAGEMENT

(1) Deployed or contracted as of December 31, 2024

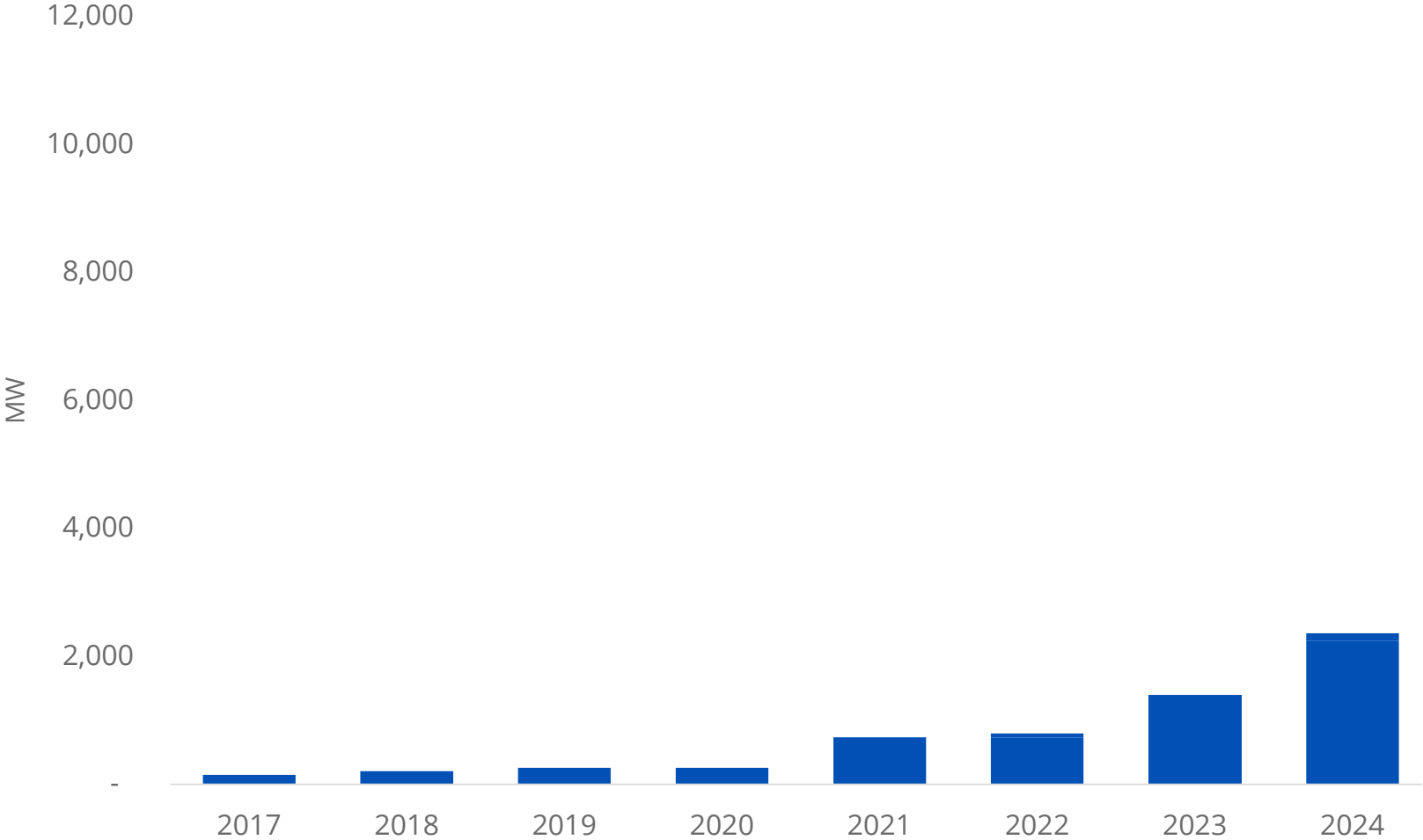
(2) Contracted or assets under management as of December 31, 2024

*"Skate to where the  
puck is going, not  
where it has been"*



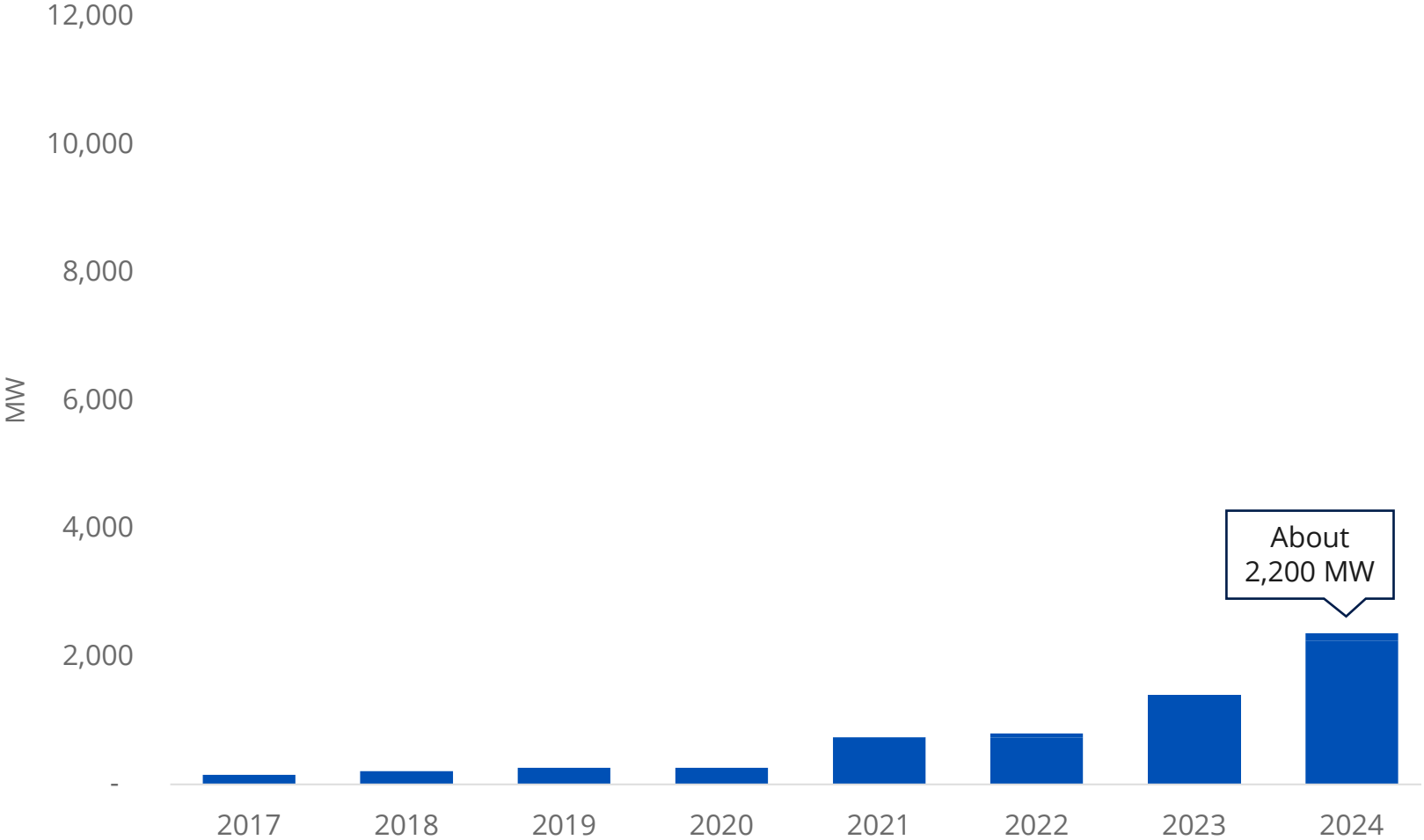
# NEM Cumulative Committed BESS Capacity (MW)

By announced COD Year | Scheduled BDU only | Committed if publicly announced FID or NTP



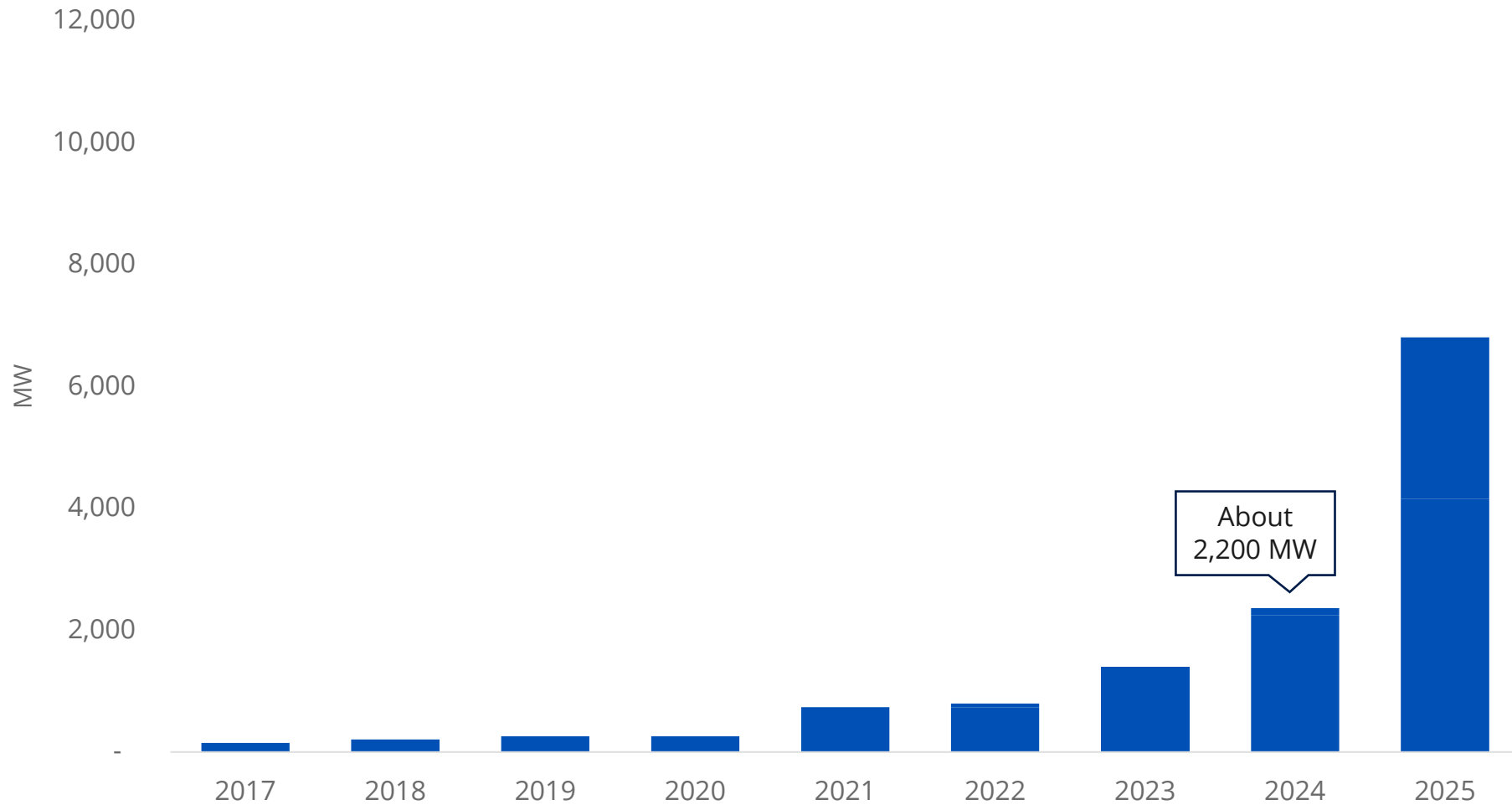
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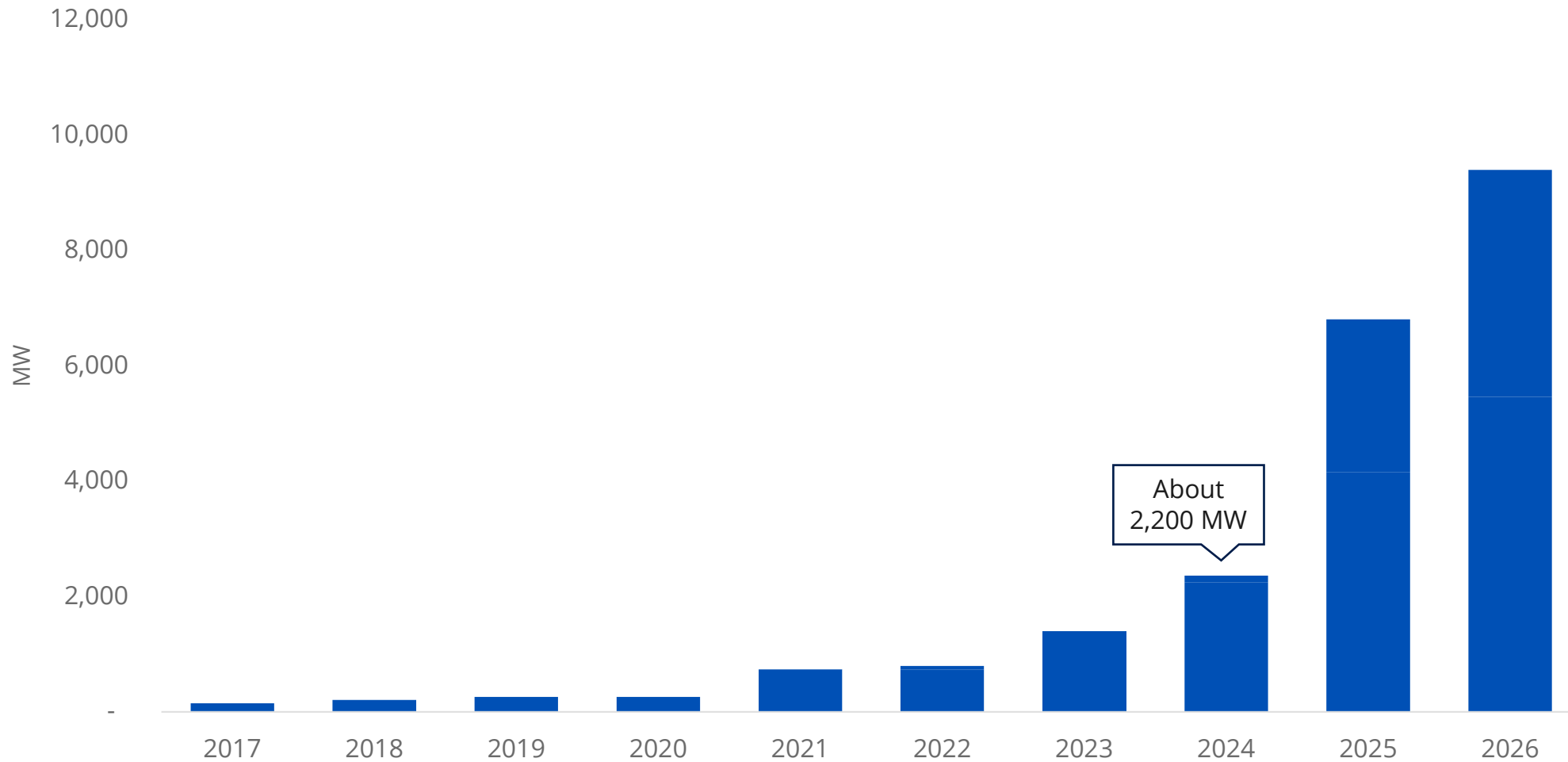
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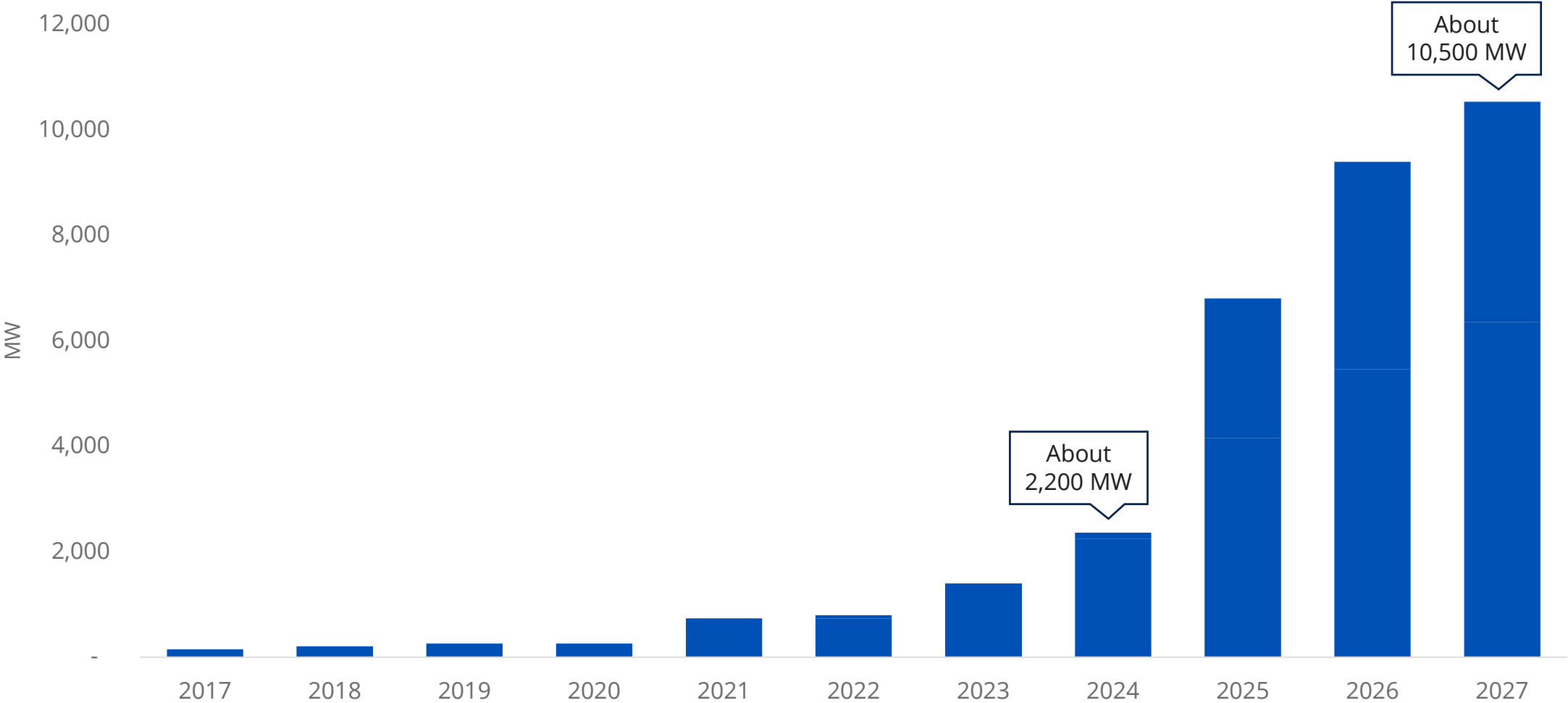
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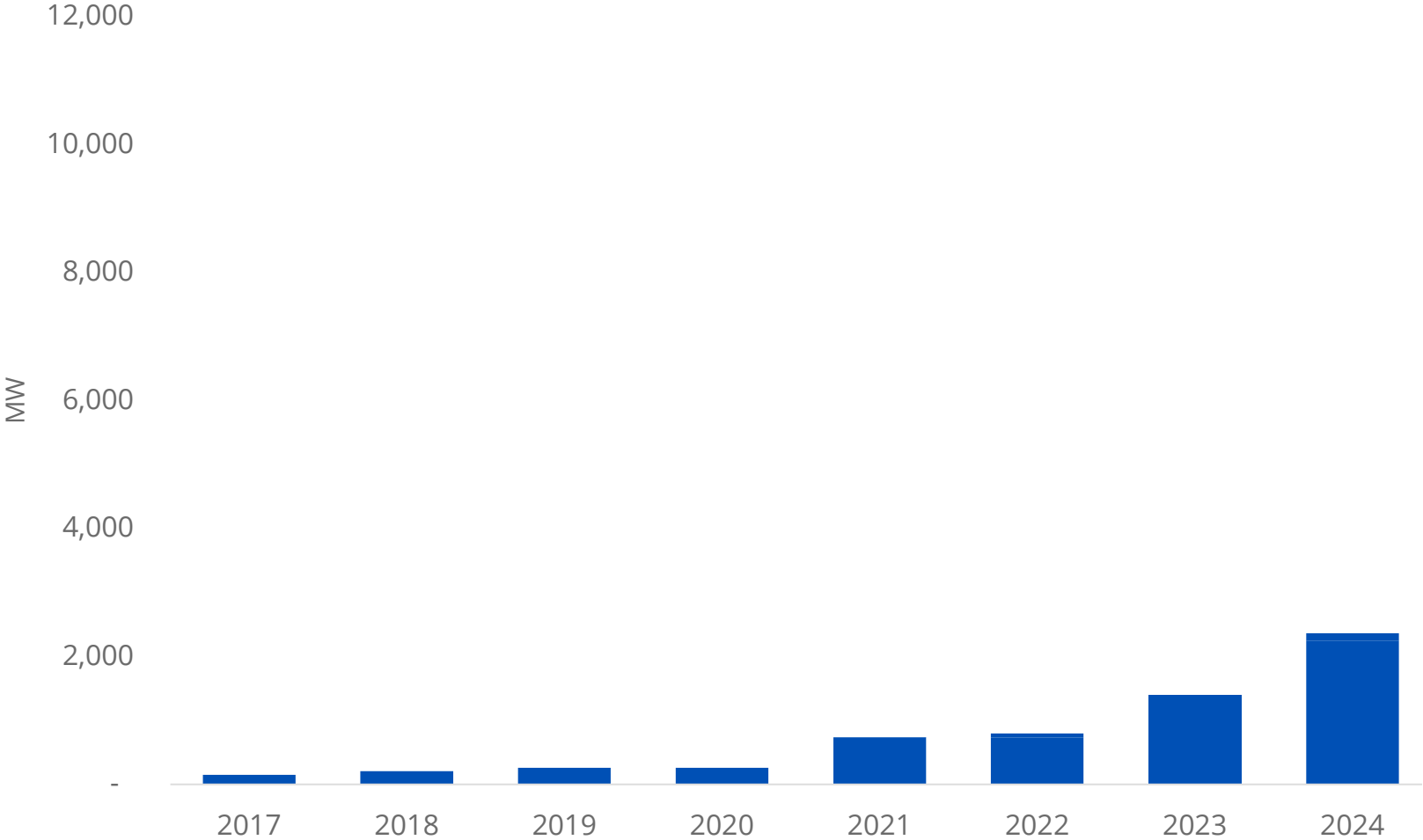
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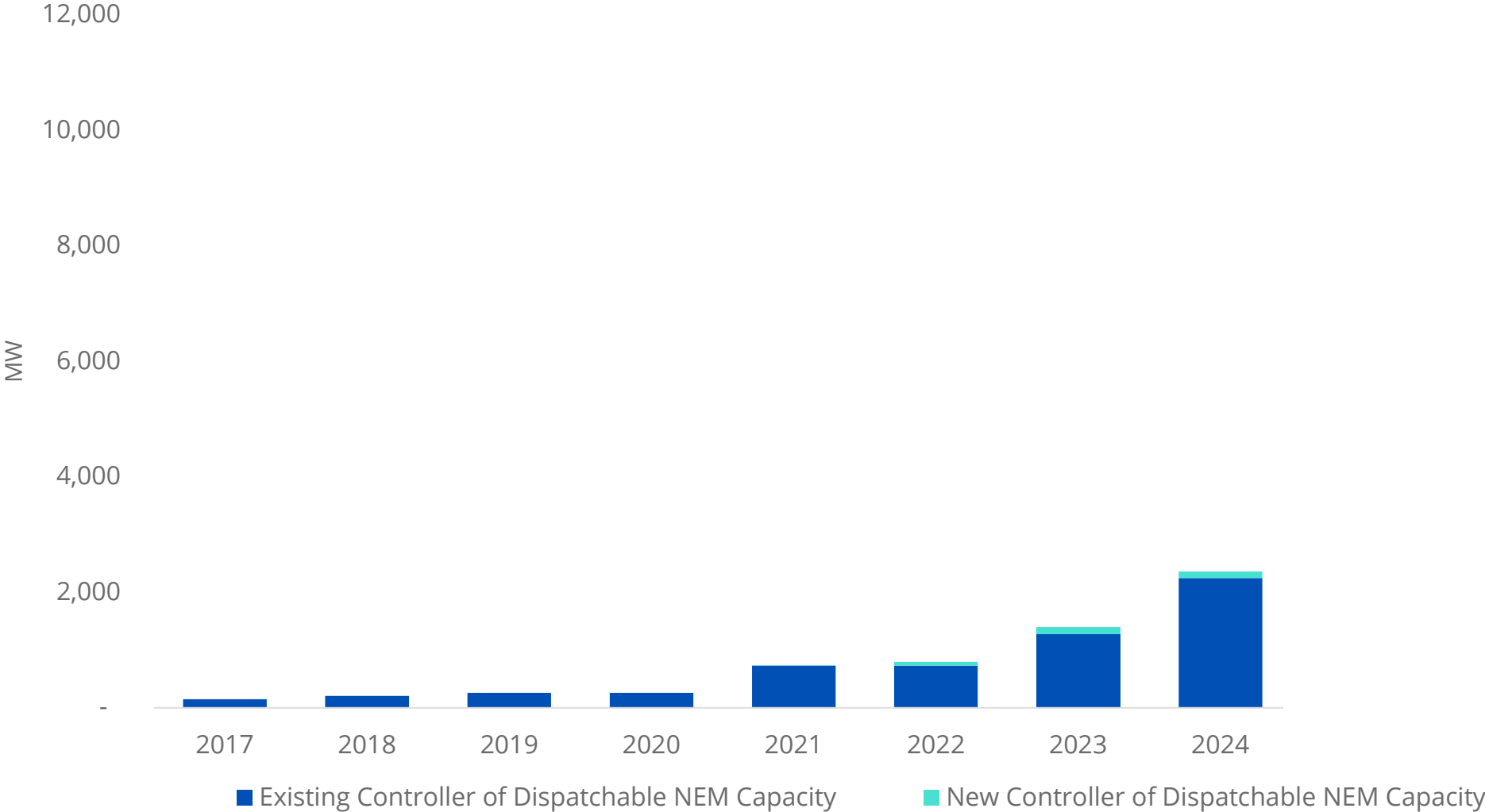
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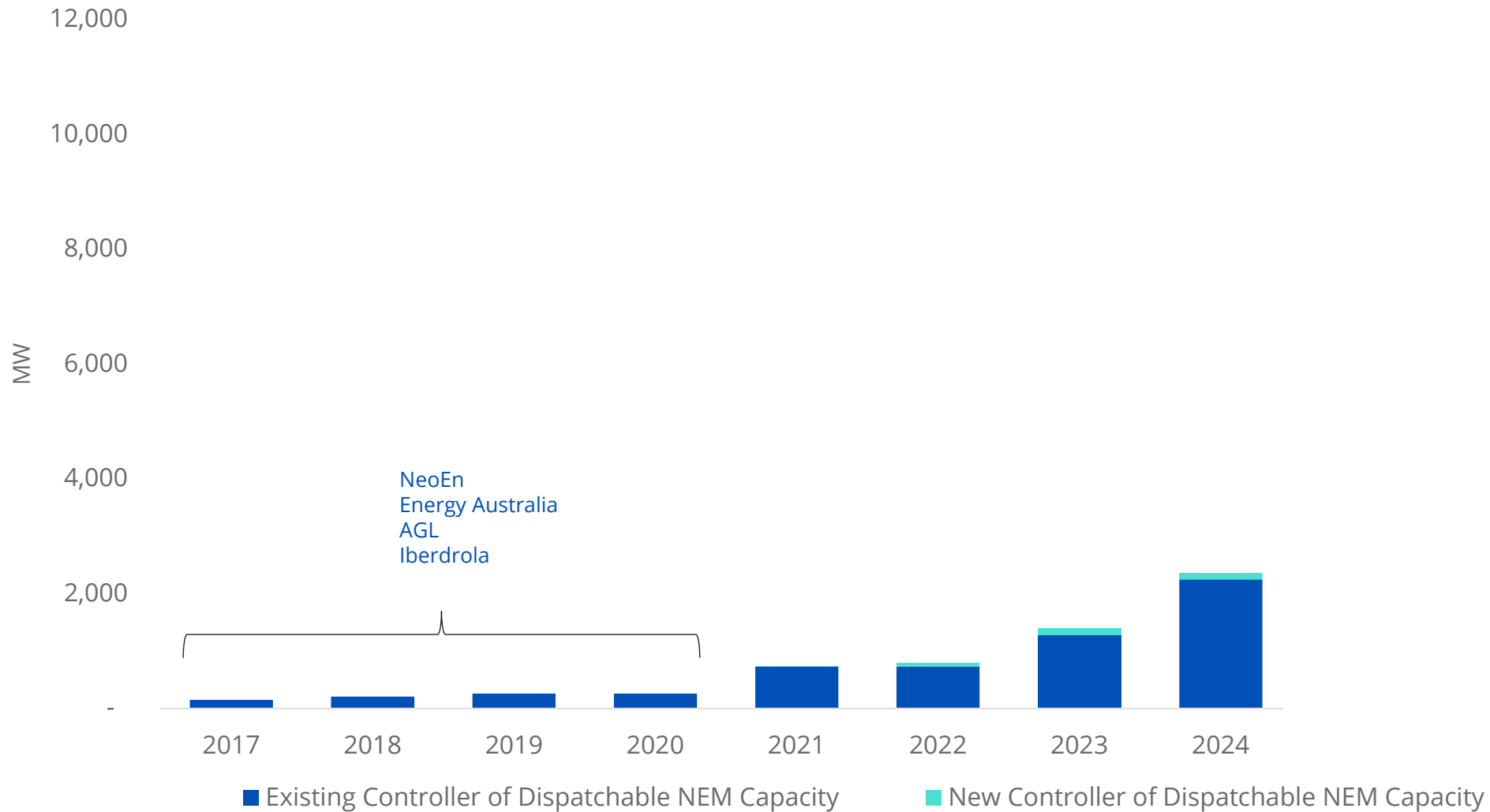
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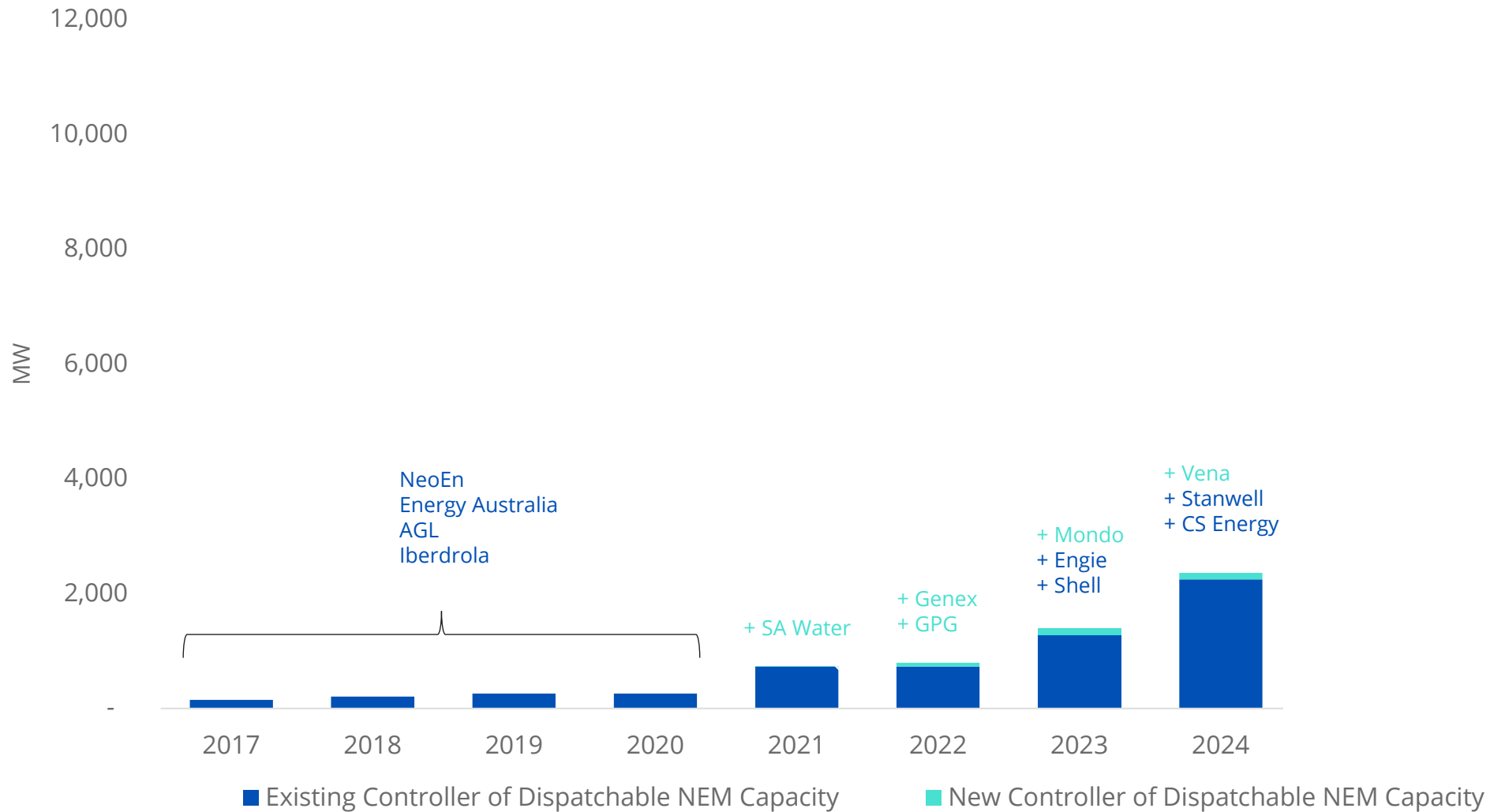
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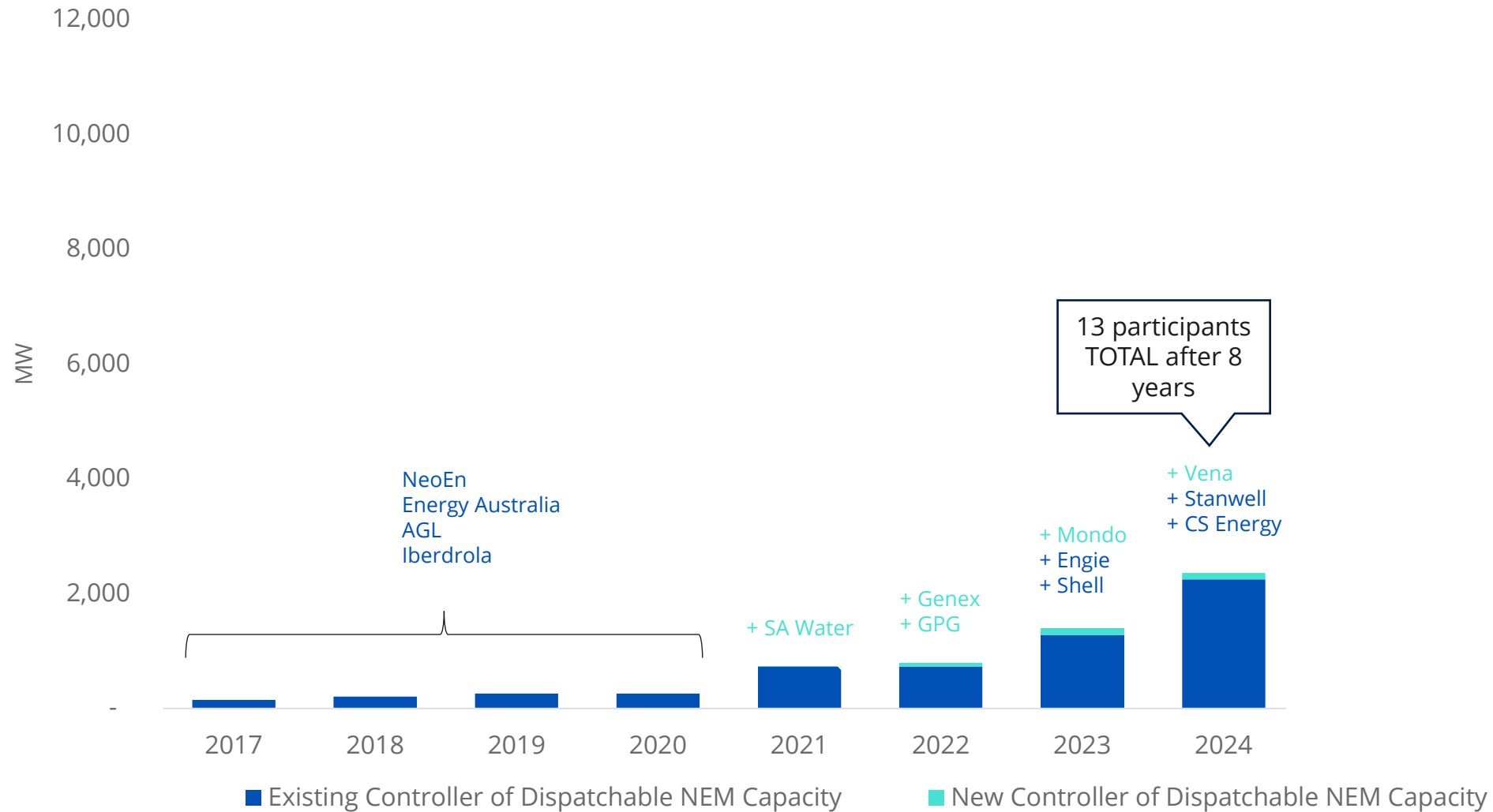
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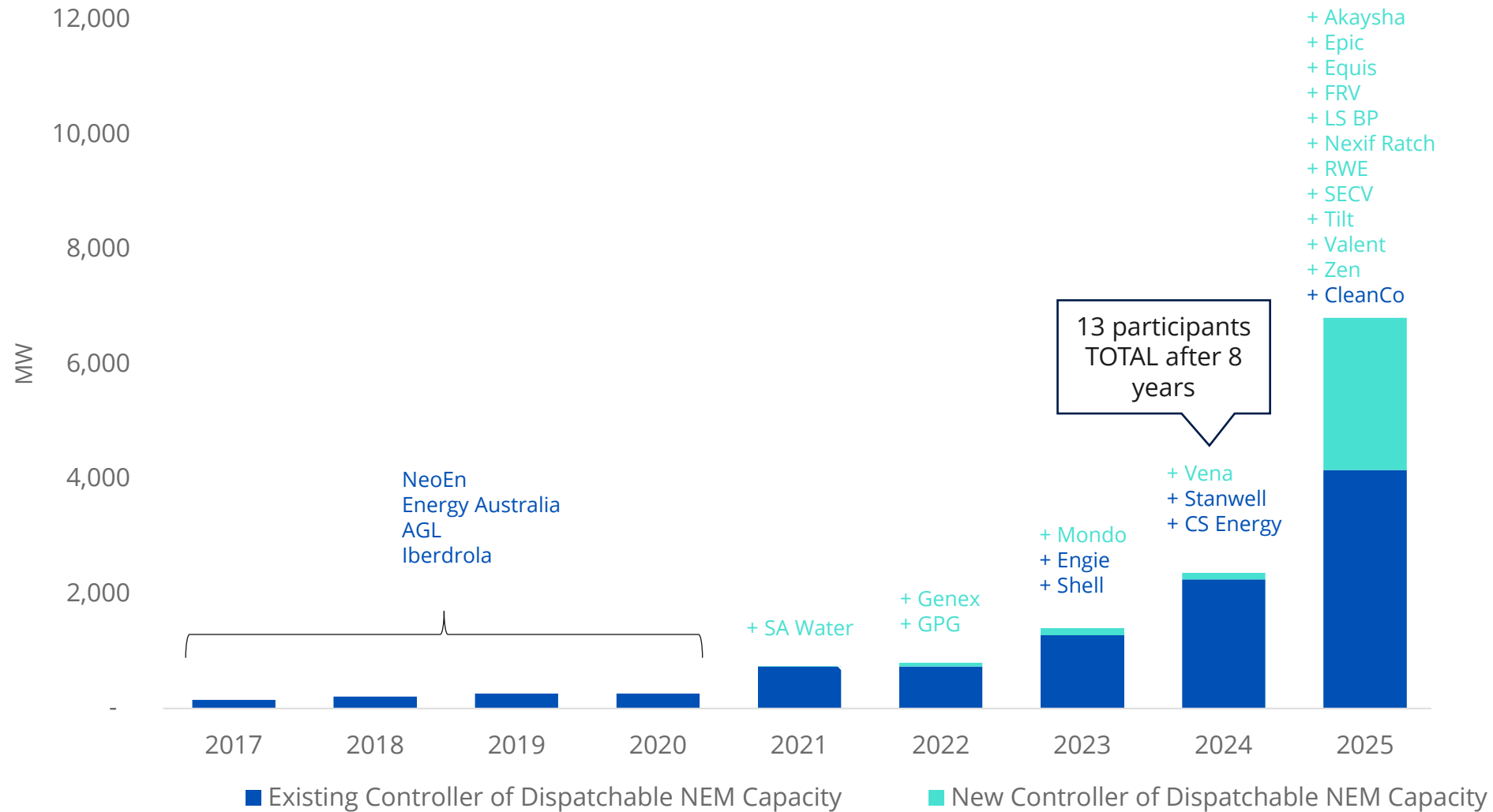
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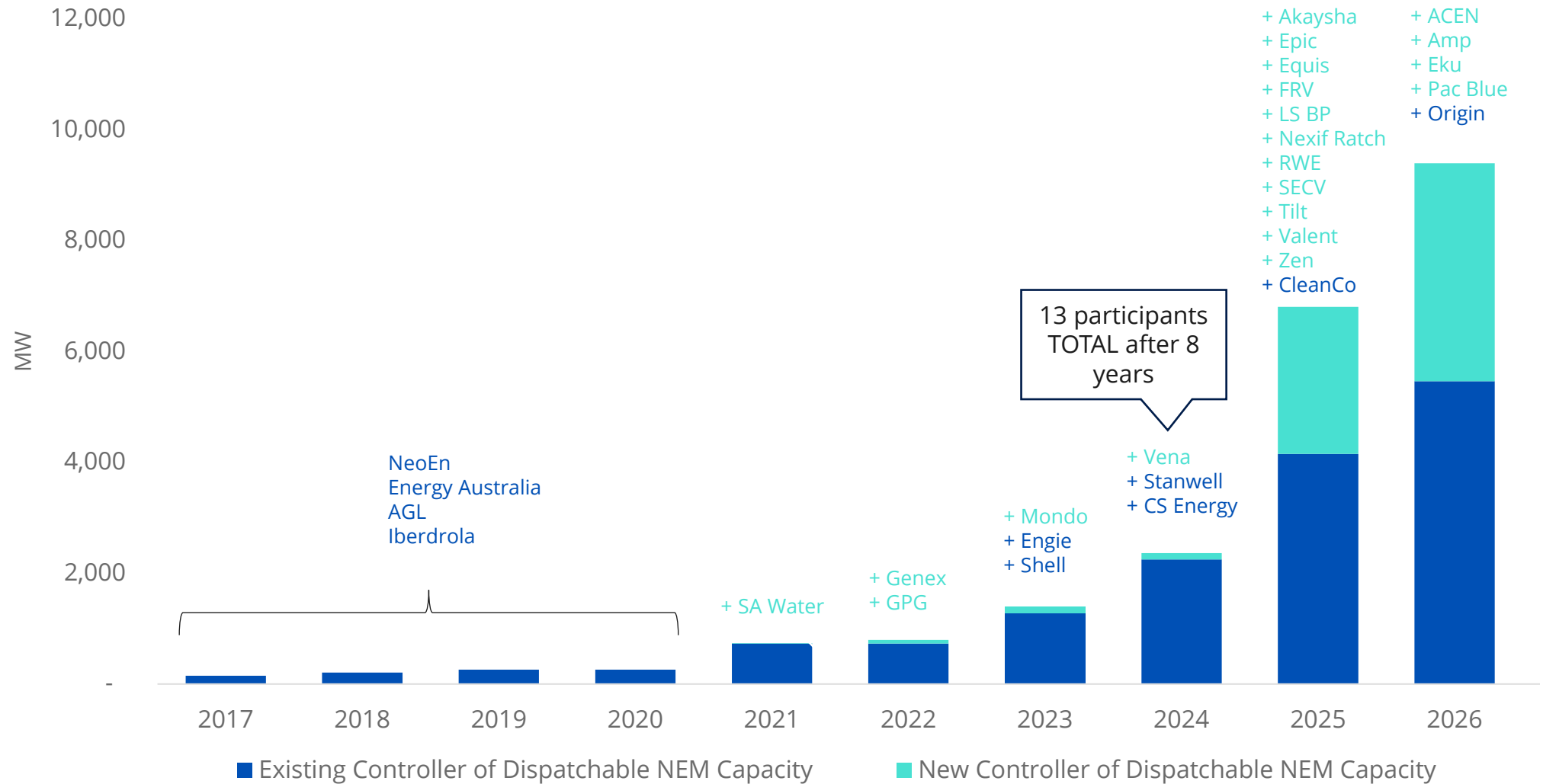
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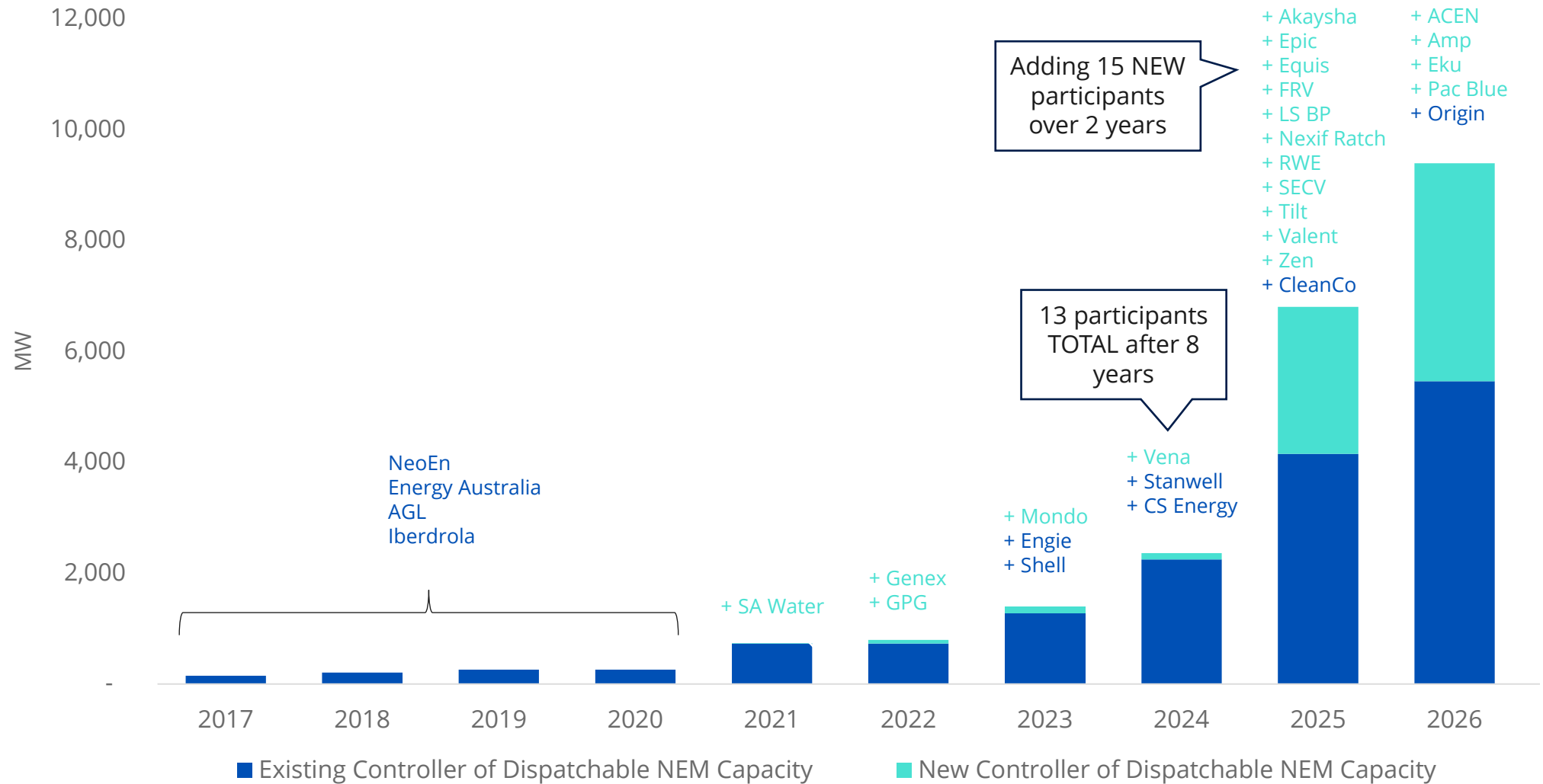
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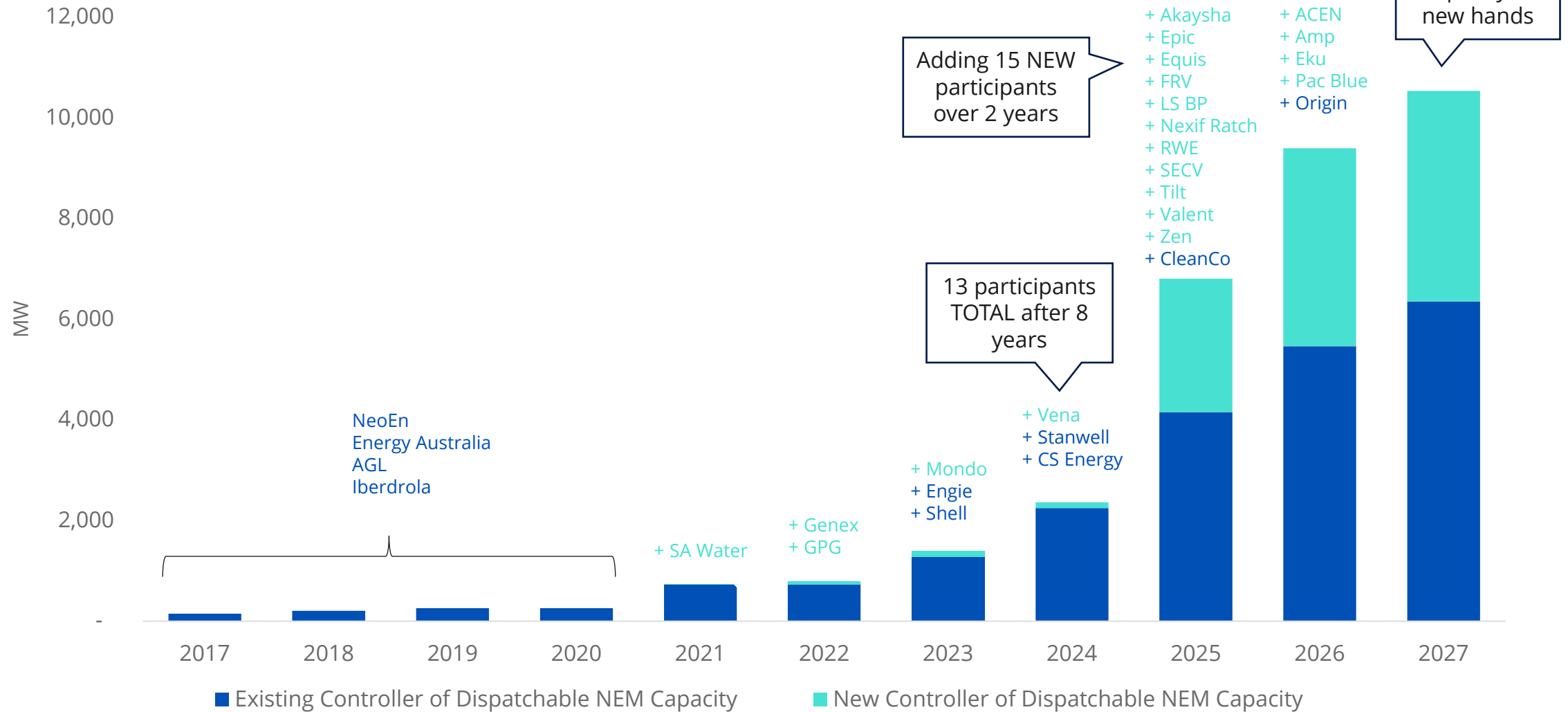
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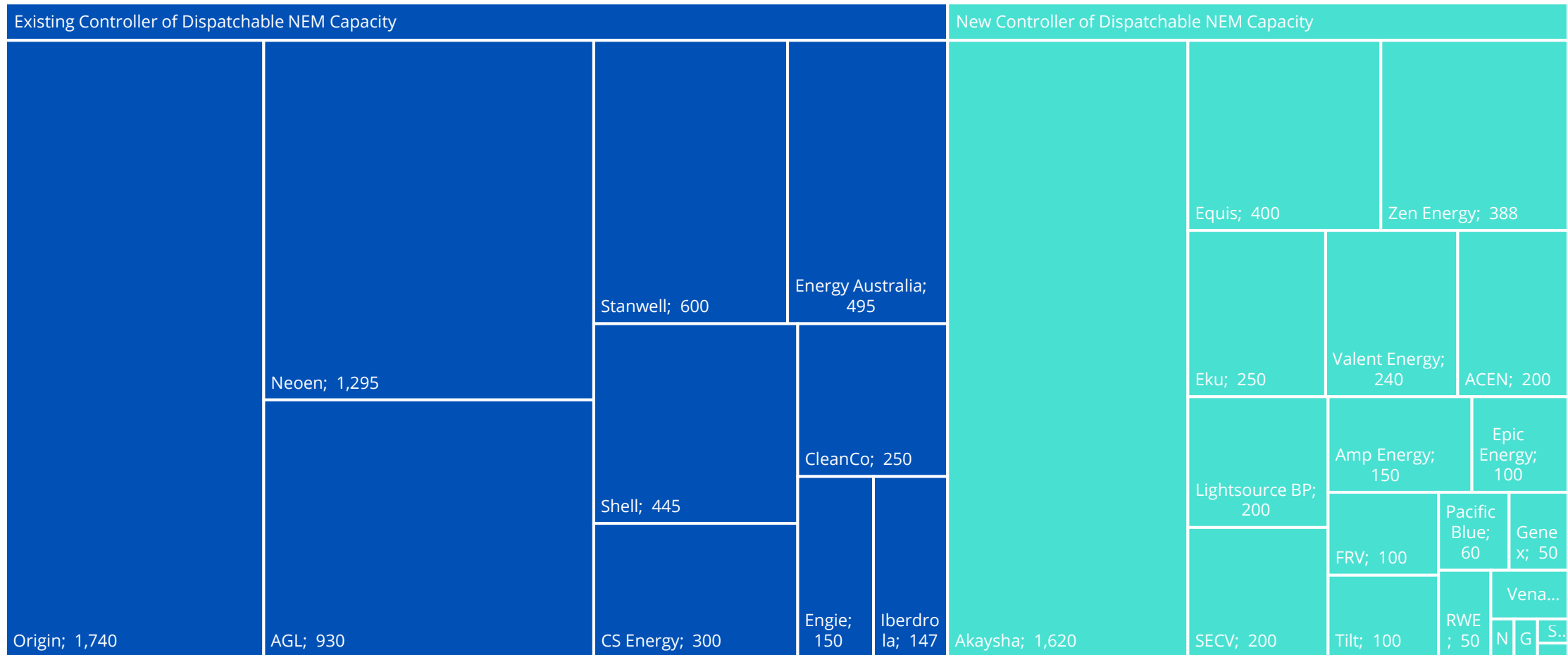


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# 40% of committed BESS capacity (10.5 GW) will be bid and controlled by market participants who had never bid a scheduled unit prior to 2021



17% of total  
BESS capacity

16% of total  
BESS capacity





## IMPACTS ON MARKET

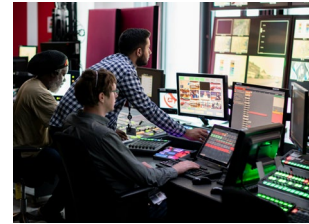
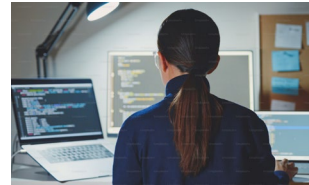
- ✓ Increased competition
- ✓ Mitigation of market power
- ✓ Diversity of trading objectives

## IMPACTS ON NEW PARTICIPANTS

- ✓ New asset class
- ✓ New IT systems
- ✓ New organisational capabilities



# Trading a BESS requires several complex capabilities



1

## Optimisation & bidding software

2

# Trading performance analytics

3

Spot traders /  
analysts

4

24/7 trading & control room coverage

5

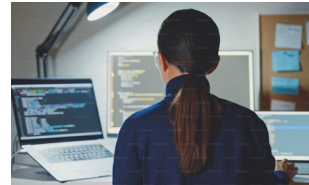
Settlement &  
back office

6

Asset  
performance  
management  
(APM) software



# Trading a BESS requires several complex capabilities



1

Optimisation &  
bidding  
software

2

Trading  
performance  
analytics

3

Spot traders /  
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24/7 trading &  
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Asset  
performance  
management  
(APM) software

← Full suite of capabilities now available from Fluence →

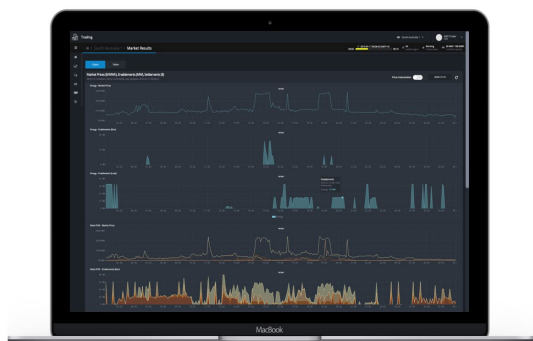


# Mosaic is now tailored to every trading support need

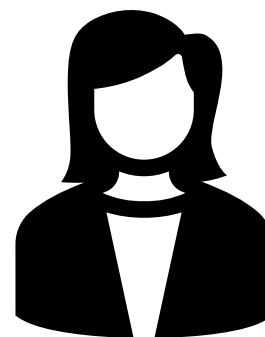
	Mosaic™	Mosaic Pro™	Mosaic Pro 24/7™
	Market leading optimisation software	Software + hands on trading advice	Full capabilities for around the clock BESS trading
Price forecasting and bid optimization software	✓	✓	✓
Daily performance review & trading strategy guidance from trading team		✓	✓
24/7 AEMO compliant market operations + physical plant support			✓



# Algorithms + traders: better together



+





# Where the puck is going

- Hybrid assets
- Virtual toll contracts
- IPPs running big portfolios of BESS
- BESS with system security contracts (SIPS etc)
- Analytics to unlock extra physical BESS capacity



# Thank you

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