Batteries in Germany: Gold Rush or Fort Knox?

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The beating heart of energy.

Uniper –
A key partner for the Energy Transition

Uniper reconciles the energy industry's triangle:
security of supply, affordability and sustainability

Customer centric

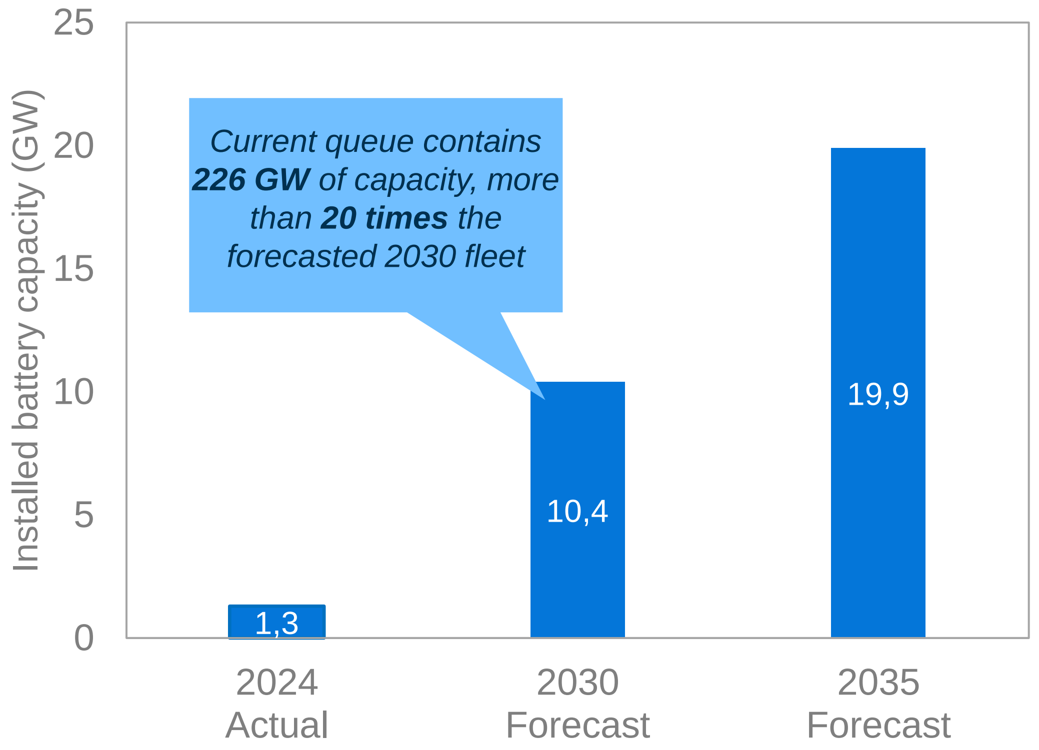
Green and flexible power

Greener Gases

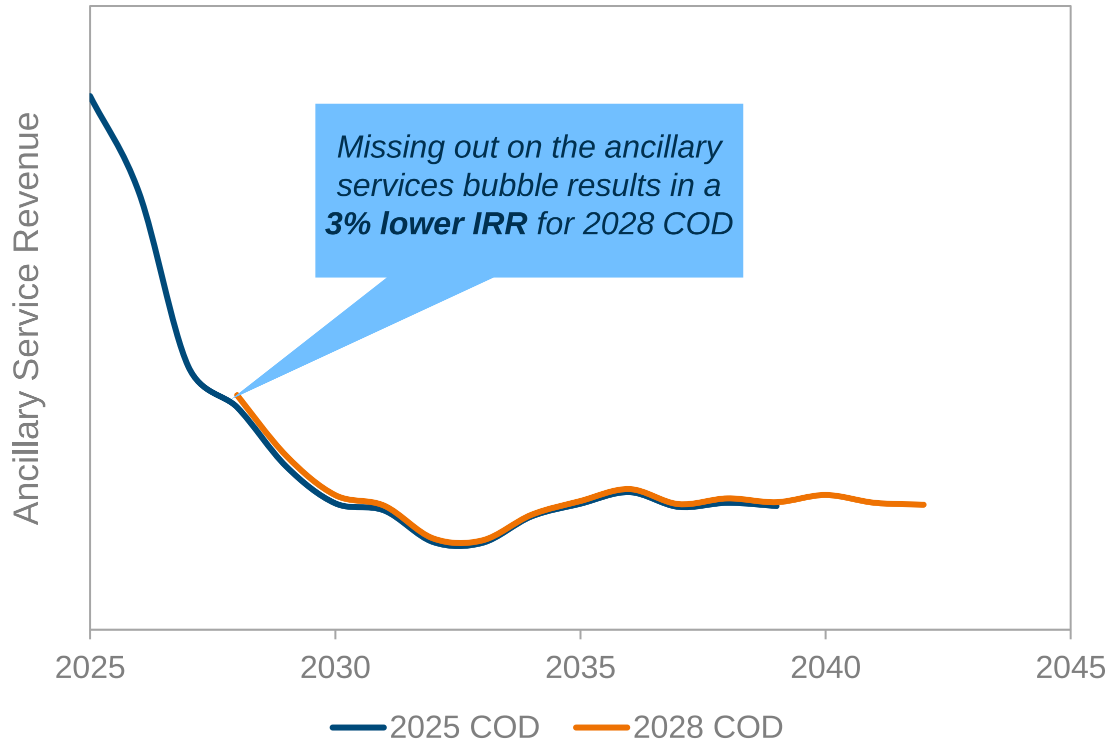
Full Value Chain Player in Battery Energy Storage

In the rush to market, players with early access to the grid have an advantage to operate in years prior to market cannibalization

Forecasted battery capacity[1] and grid needs are a fraction of the current connection queue



Ancillary Service price destruction dramatically impacts battery business cases[2]



1. BNEF 2. Uniper analysis

While standalone batteries currently dominate large project announcements, incentives for co-location continue to grow

	Status Quo	Trend	Utilities	RES Developers	Independent battery providers
Configurations					
Standalone	Common	Common	Common	Uncommon	Common
RES co-location	Few cases	Common	Common	Common	Common
Industry co-location	Few cases	Few cases	Few cases	Uncommon	Few cases
Battery duration					
1-2 h duration	Common	Few cases	Common	Common	Common
4-6 h duration	Few cases	Common	Few cases	Uncommon	Few cases
6 h - LDES	Few cases	Few cases	Few cases	Uncommon	Uncommon
Business models					
Own & trade	Common	Common	Common	Common	Common
Own & toll	Uncommon	Few cases	Few cases	Uncommon	Common
Hybrid PPAs	Uncommon	Few cases	Few cases	Uncommon	Uncommon

Common   Few cases   Uncommon

Growth of the market continues despite significant regulatory uncertainties affecting all aspects of the German battery market

	Impact on BESS business case
Regulation	
Market design 2.0	↘ ↗
Local grid incentives for BESS & prioritization of grid connection requests	↘ ↗
Negative price curtailment (Solar peak rule)	↗
New revenue streams (grid booster, black start, reactive power, inertia service, locational balancing)	↘ ↗
Market and Revenues	
Cannibalization risk through increased market penetration	↘
Volatile market outlooks (changes in paradigms)	↘ ↗
Costs	
BKZ & grid fee alleviations	↘ ↗
Maturity for debt financing	↗

↘ ↗ Positive / negative impact   ↘ ↗ No impact