

# Do higher risks mean higher returns for battery storage investors?

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## GUEST EXPERTS



**Charles Pearce**  
Head of Commercial Products  
**Zenobe**



**Henry Easterbrook**  
CEO  
**Fig Power**



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GridBeyond™

**Do higher risks mean higher returns for  
battery storage investors?**

Energy Storage News

&

GridBeyond

# Speakers



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**Scott Berrie**



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**Henry Easterbrook**



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**Charles Pearce**



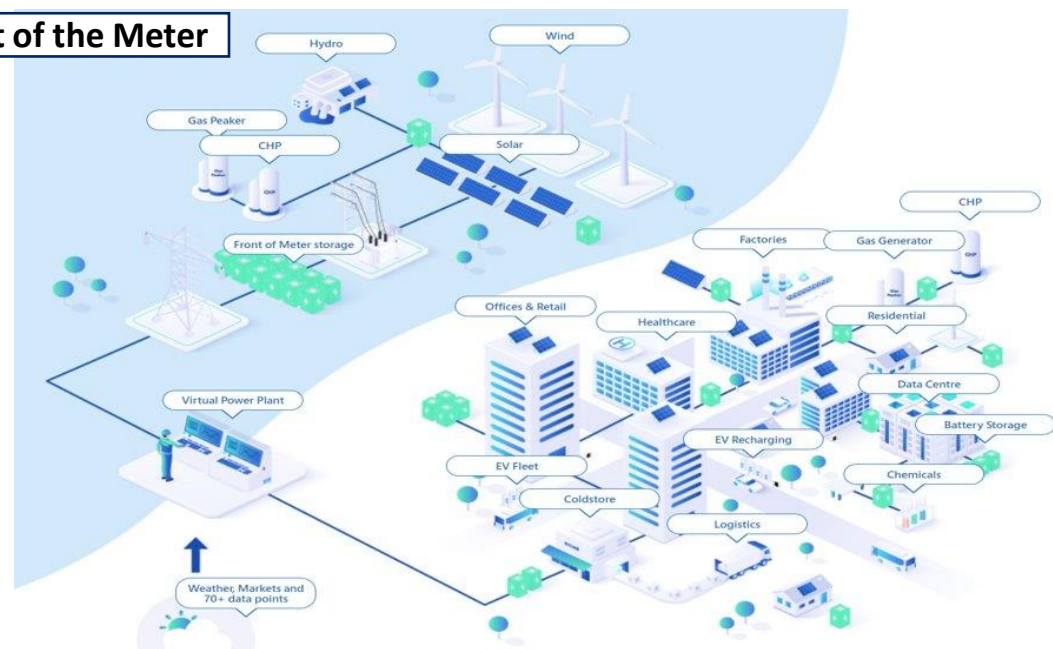


# GridBeyond<sup>®</sup>

## Who We Are

### We Transform Energy Into Opportunity For The Entire Ecosystem

#### Front of the Meter



#### Behind the Meter

GridBeyond leverages the power of AI to help organizations capitalize on opportunities resulting from the digital and energy transitions. We empower energy users, generators, fleet operators, and renewable developers to uncover additional **revenue** streams, lower **energy cost**, and drive **sustainability**.

Founded in

**2007**

**Global**

Offices in the US, Canada, Ireland, UK, Australia, Japan

**2,100+ MW**

Assets under Management

**400+ MW**

Of batteries under contract

**120+**

Employees

**500+**

Customers and partners



## Do higher risks mean higher returns for battery storage investors?

As the UK BESS market continues to develop are investors becoming more comfortable with long-term market price and structure risk?

Current Structures in the market:

- Merchant
- Floors
- Tolls

Are price floors worth the price being paid?

Are tolls covering the cost of projects with reasonable IRRs?

# What is the outlook on BESS revenues?

What trends do we foresee helping or harming business cases

Brighter future ahead?

Should we see 2023 as just a low year versus a longer-term average?

# What is changing that may give investors more confidence?

Are Improved Capacity Market revenues helping de-risk investment cases?

Will National Grid ESO's work to reduce skip rates yield more confidence

Does co-location offer superior returns?

Are innovative structures going to help?

Will performance-related insurance products be more of a feature in the future?

# Thank You

Q&A

