

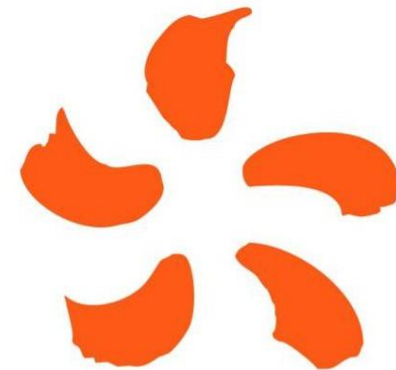
WEST BURTON

49MW BATTERY STORAGE PROJECT



Christophe Banos

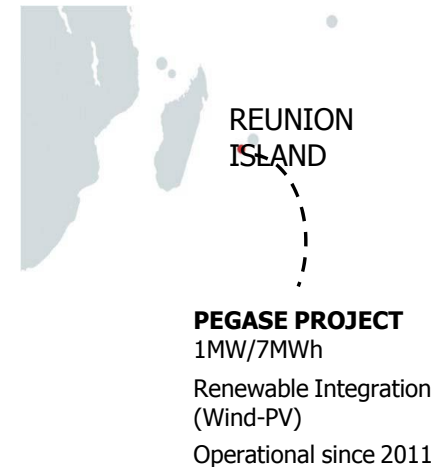
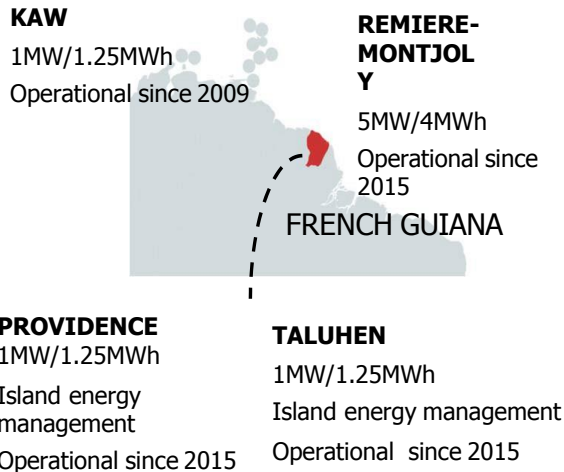
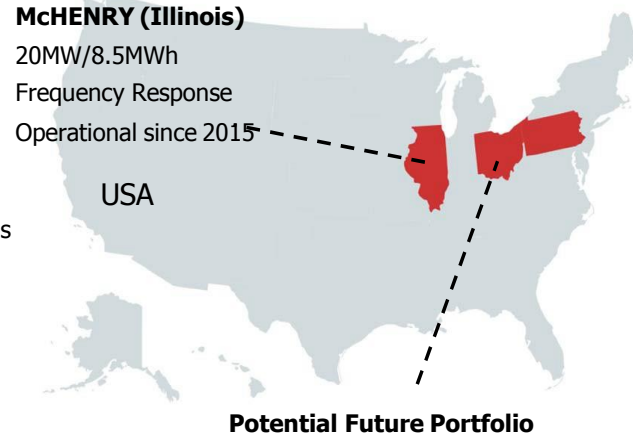
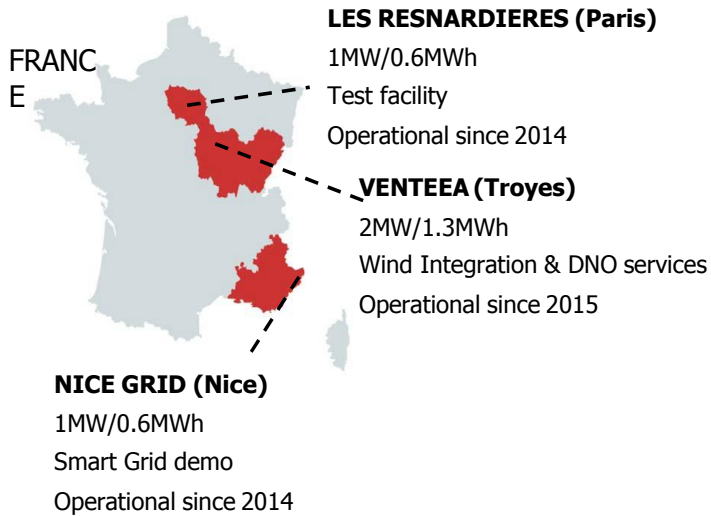
New Technologies Development Manager



edf
ENERGY
RENEWABLES



EDF WORLD-WIDE BATTERY STORAGE PROJECTS (ca. 80MW)

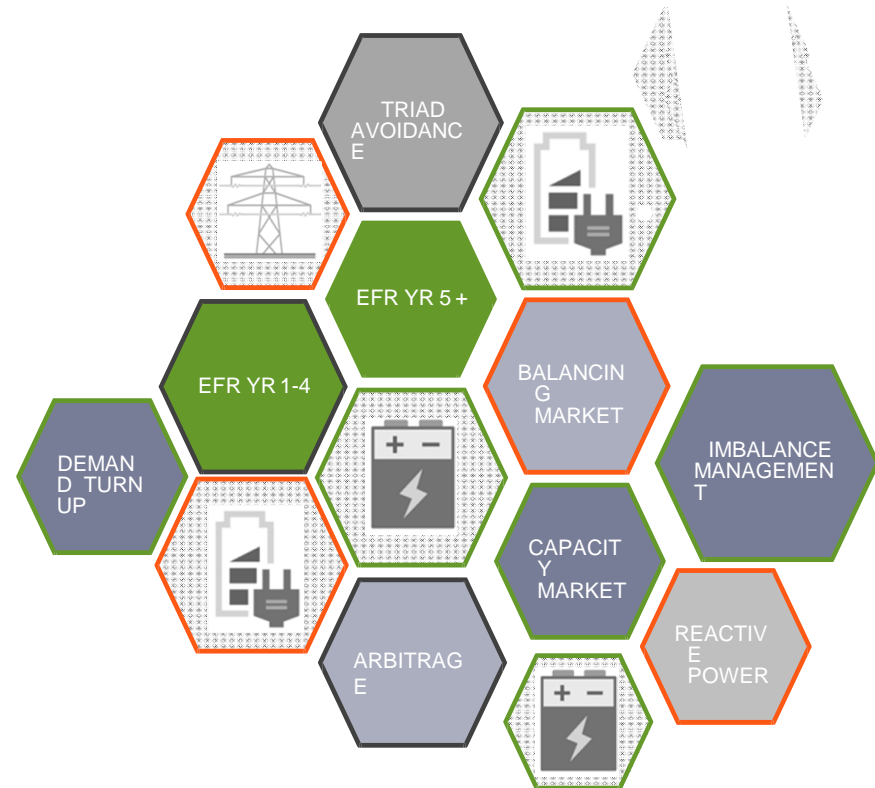


EFR TENDER - THE REVENUE STREAM DILEMMA

In order to build a strong business case we needed to understand what revenue streams could be assumed in order to achieve an appropriate rate of return and a competitive EFR bid.

FACTORS TO CONSIDER

- New Technology** – innovative technology and new EFR market, provides no previous projects to model business case on
- Competitive Bid** – assuming just EFR revenue would not secure a contract in the competitive EFR tender
- Regulatory Uncertainty** – unclear government regulatory rules for battery storage and classification
- Business Appetite** – how much revenue uncertainty is the business willing to tolerate in order to enter the market



CONTRIBUTING SUCCESS FACTORS

- **Co-location on existing asset**

Co-locating at West Burton CCGT allowed to optimise on land and spare grid connection capacity to reduce upfront costs.

- **EDF Group Expertise**

Mobilisation of experts from the Group show-casing the depth of the organisation from project development, supply chain and market analysis.

- **Revenue Stacking**

Early understanding that stacking revenues is key and ability to navigate through complex commercial and contractual framework allowed to unlock opportunities to improve the business case.

- **Strategic & Business Appetite**

Storage seen as key area of business model and growth within EDF.
“Green light” to seek securing an EFR contract with a competitive bid but under the established commercial return framework for this asset class.

ARTIST IMPRESSION

AS OF MARCH 17

