

get inspired! **2025**

BESS x-market optimization & Flexible performance warranties



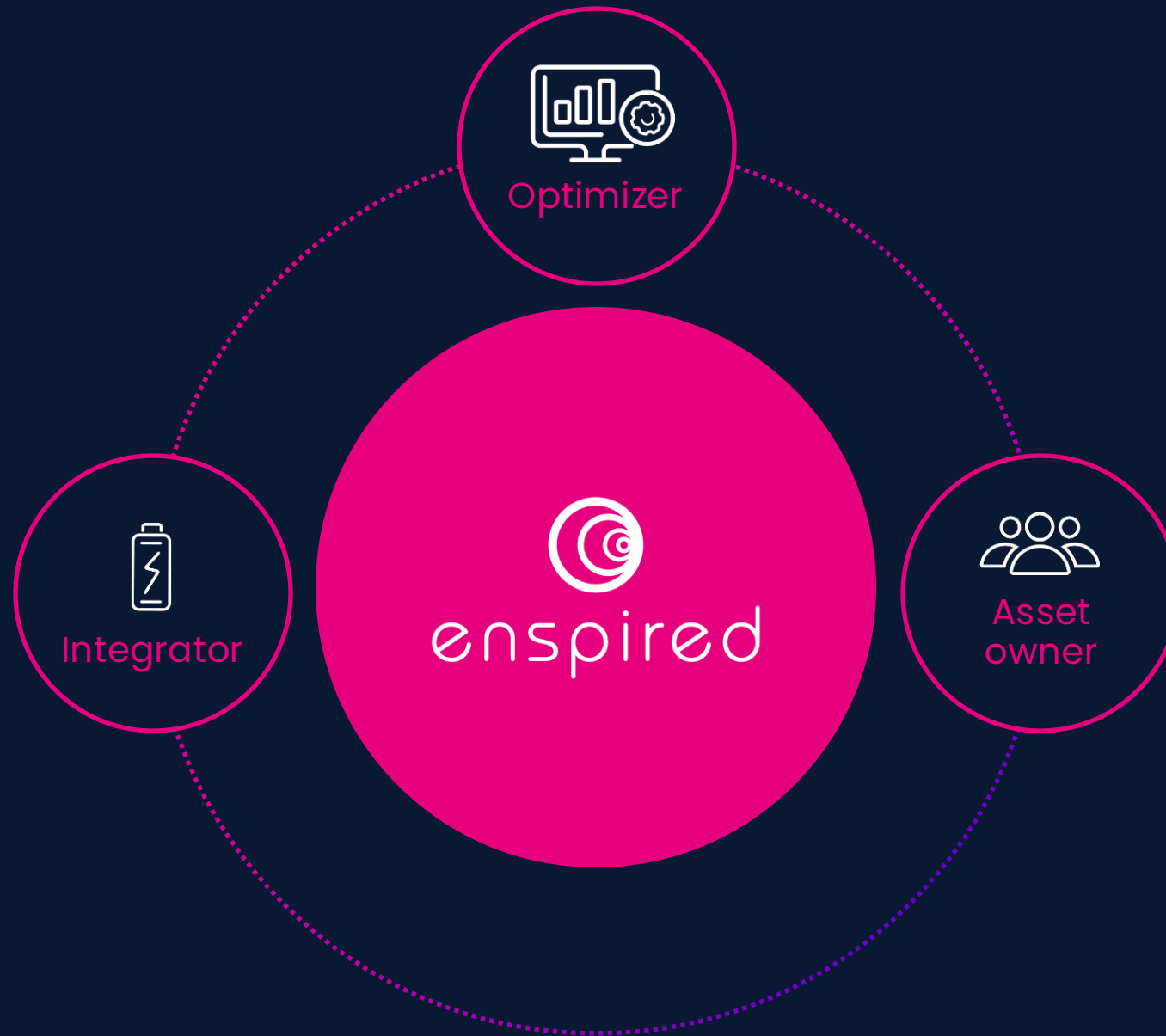
Jürgen Pfalzer

Chief Growth Officer
enspired



Lars Koerner

Senior Sales Engineer
Trina Storage



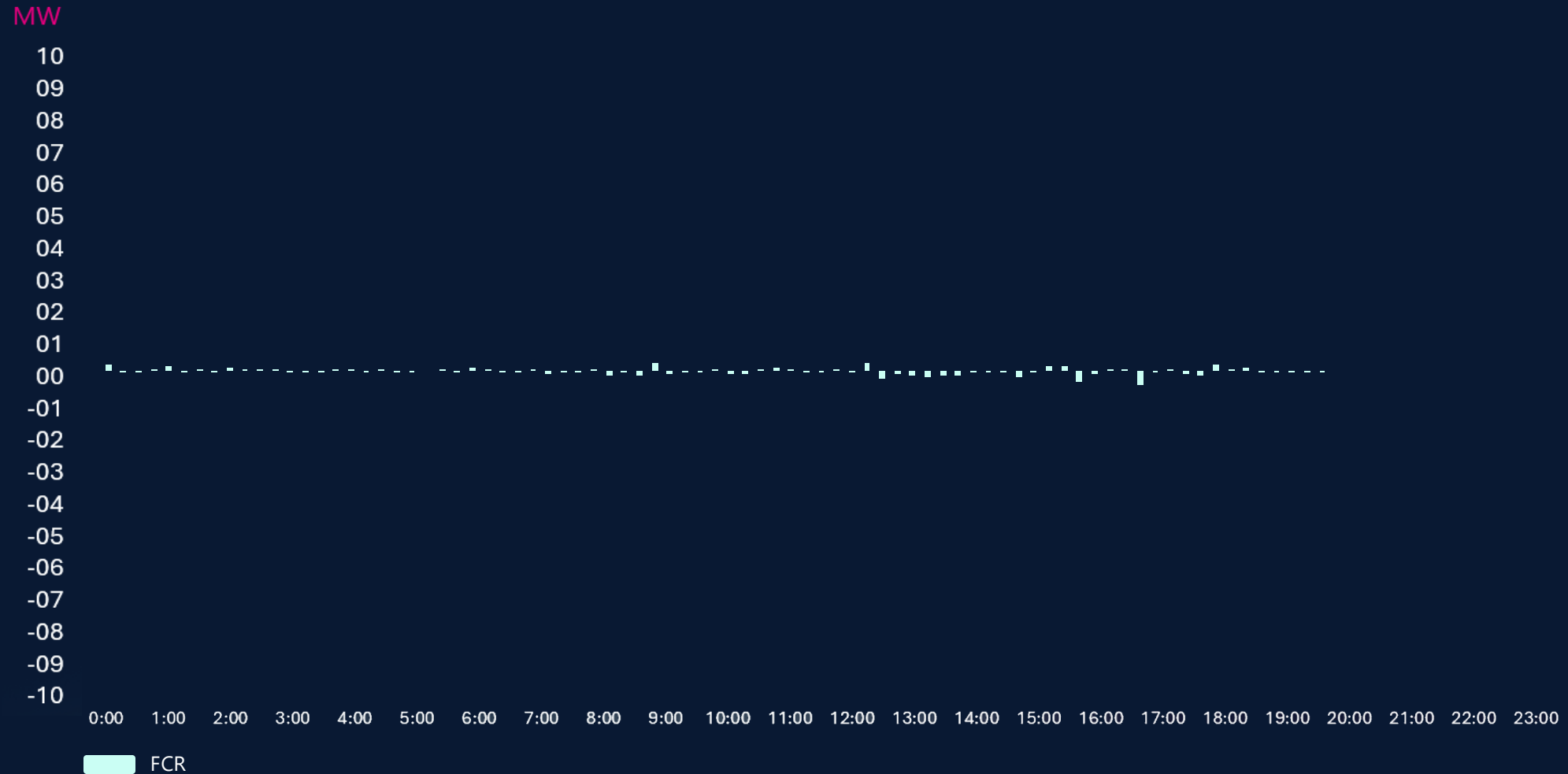
X-market optimization

how revenue stacking works

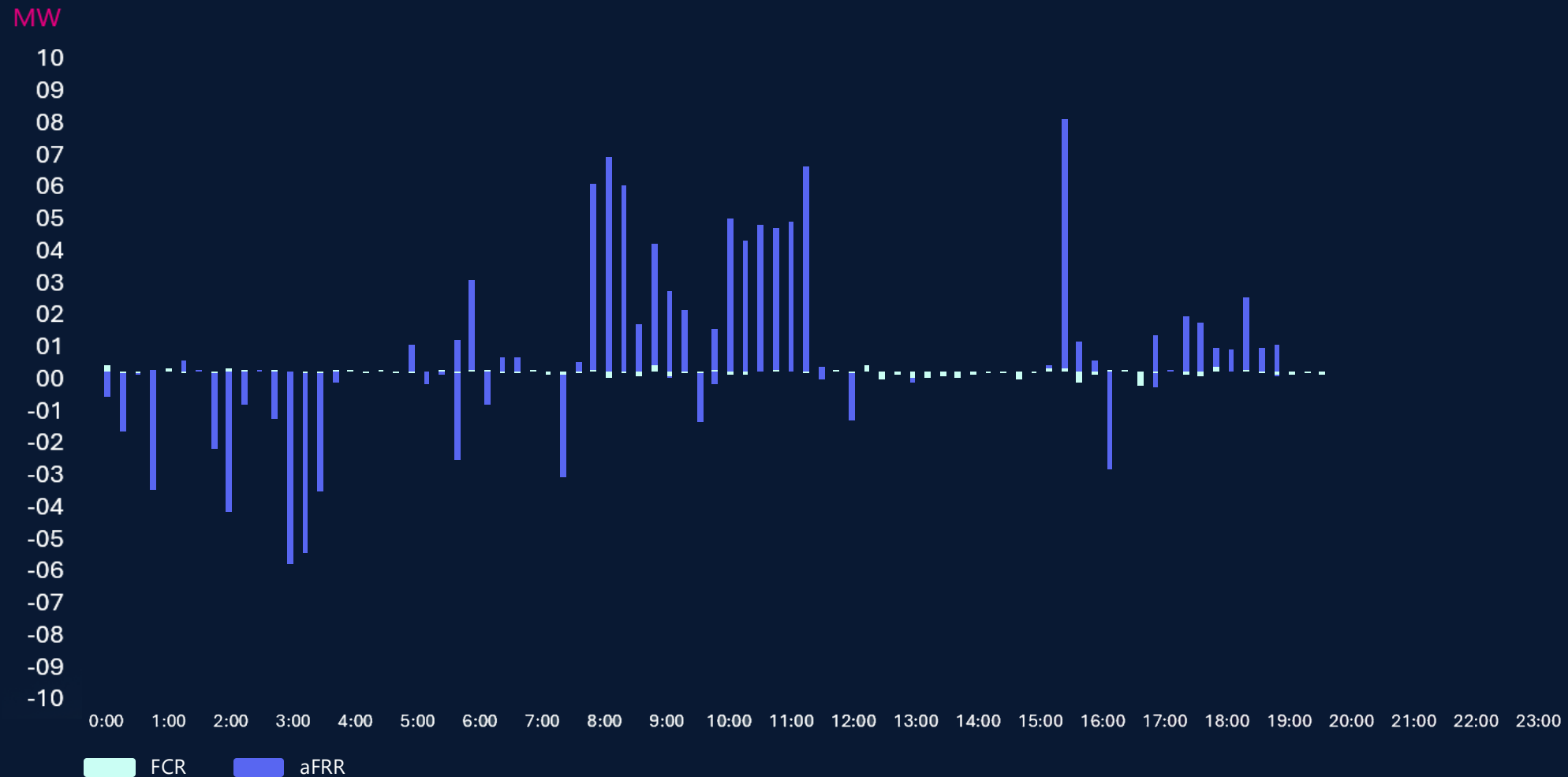
Energy arbitrage revenue	Whole-sales + aFRR energy
aFRR capacity revenue	aFRR capacity
FCR capacity revenue	FCR

- 1 **Best trading performance**
on short term power market
- 2 Finding the **smartest combination and bidding strategy**

X-market optimization dispatch composition



X-market optimization dispatch composition



X-market optimization dispatch composition

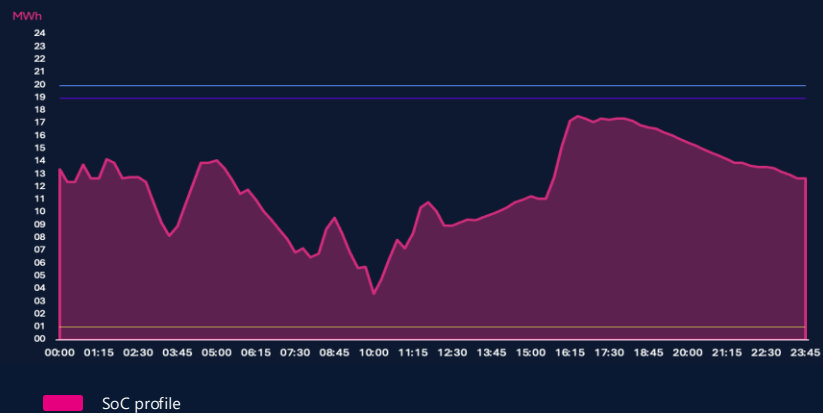


X-market optimization dispatch composition

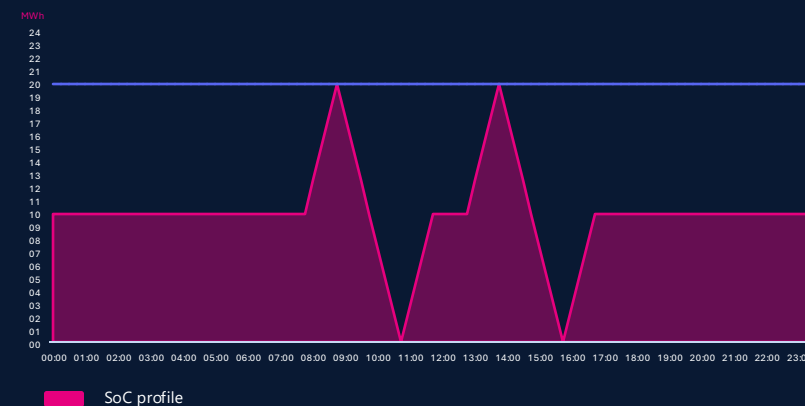
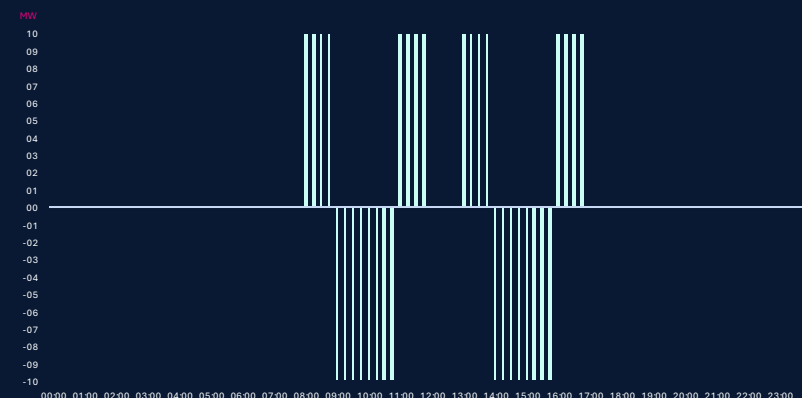


Optimizers need to max revenues integrators need to protect

Optimizer reality



Integrator assumption





BUY 2 GET 4

WARRANTY DESIGN OF A
SUPPLIER / INTEGRATOR

get inspired 2025 @Berlin 09-10 September

Lars Koerner, Senior Sales Engineer



Who we are

Trina Storage is a business unit of Trinasolar, a company with over 28 years of solar manufacturing experience.

Supported by a Tier-1 supply chain, Trina Storage provides vertically integrated, bankable, highly scalable, easy-to-install energy storage solutions.



Trina Storage offers integrated energy storage solutions for Solar + Storage, stand-alone and other application scenarios.

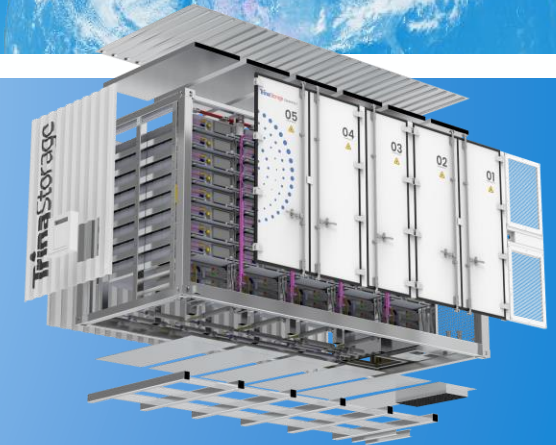


Our mission is to **lead the renewable energy transition through cost-competitive storage and to provide Solar For Everyone** by expanding solar generation at scale.



A dedicated & experienced team is in place to guide the customers throughout the journey

From analyzing the technical challenge at hand, to designing an optimized flexible solution – comprising Tier-1 hardware and software components and systems –, all the way down to project implementation and servicing.



Global project status



Agenda



Energy storage expertise



Global innovation



Flexible & optimised solutions



Local support in Europe



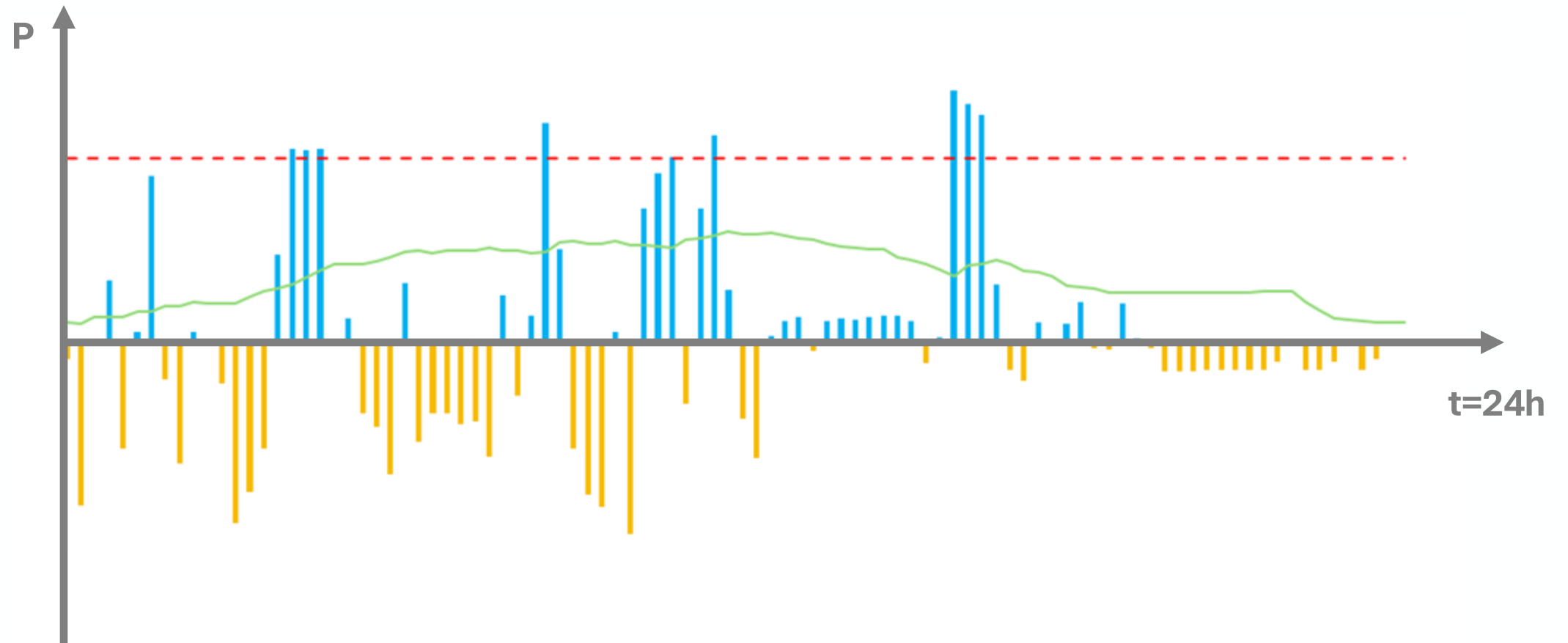
Integration capabilities



Bankability

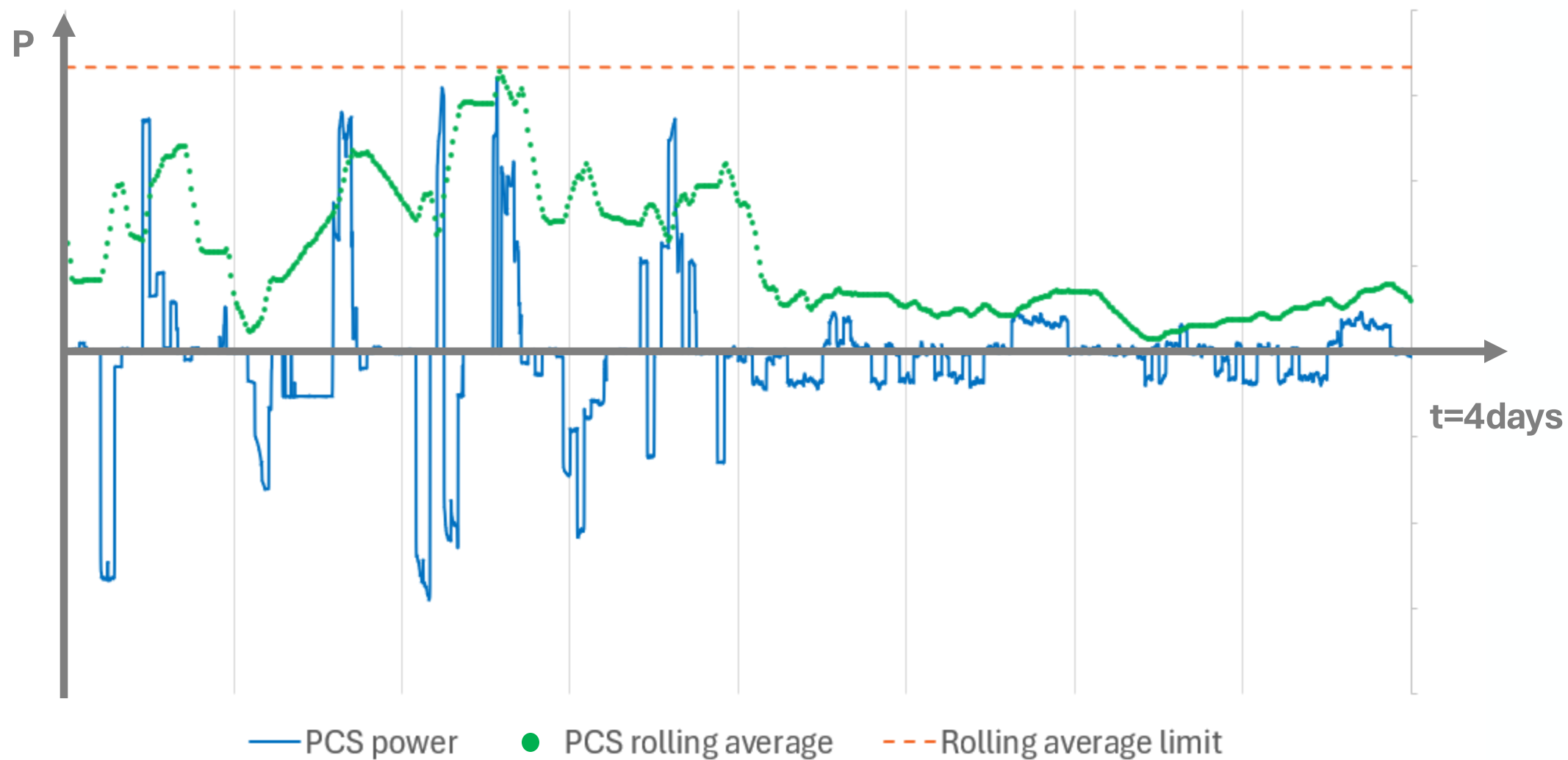


Rolling Average Concept

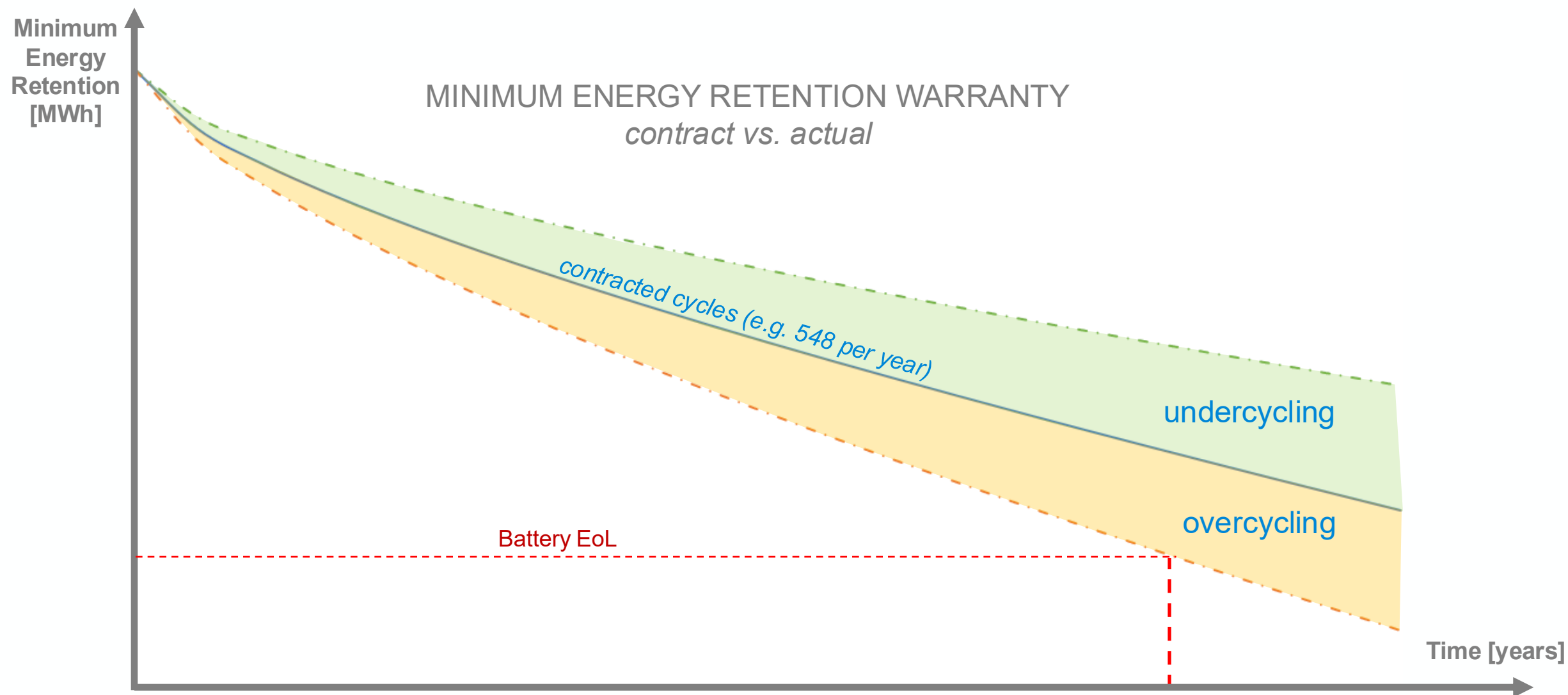


■ Data by enspired - charging ■ Data by enspired - discharging
— x hour rolling average - - - x hour rolling average limit

Rolling Average Concept

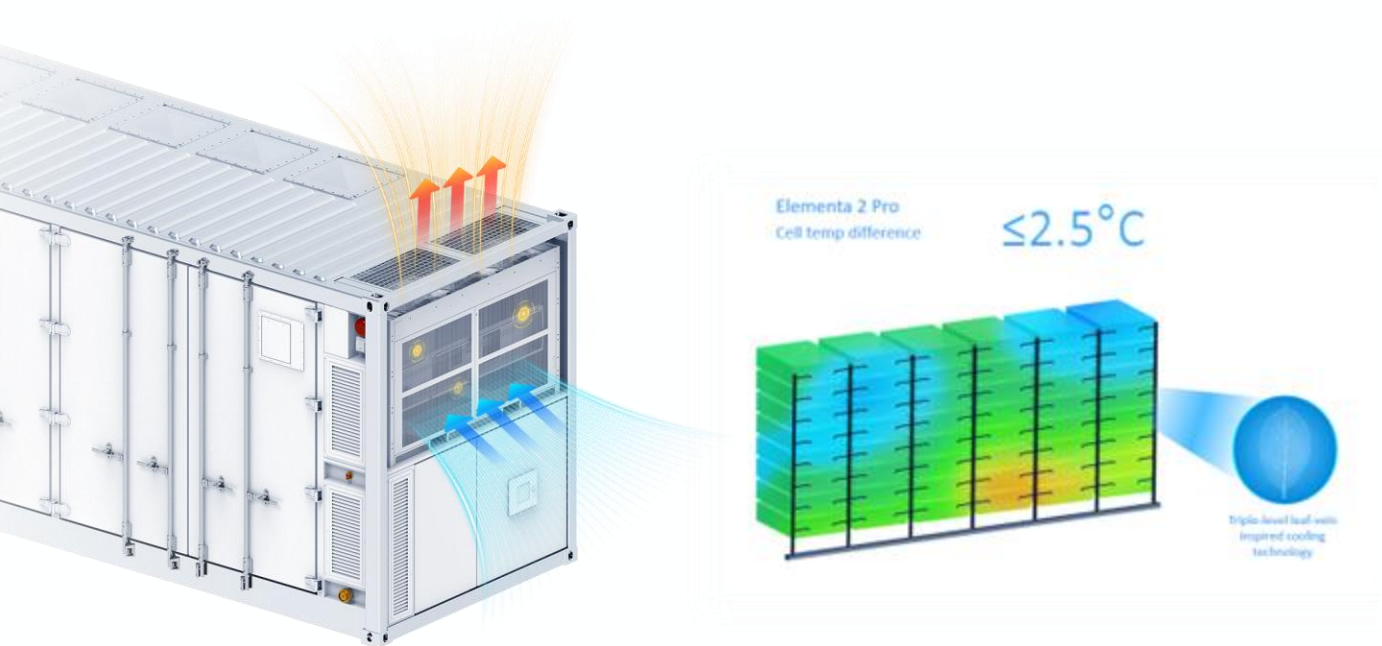


Buy 1.5 get 4 – Flexible Performance Warranty Concept



How can we ensure those warranties?

By knowing our cells and their thermal management inside out!



UL9540A



UL1973



RoHS



JIS 8715-2

UN38.3

联合国认证

UN 38.3

IEC

IEC 62619

GB

GB/T 36276



First Generations
10,000 cls

Second Generations
12,000 cls

Third Generations
15,000 cls

TrinaStorage

Thank you !



BESS performance warranties and their impact on revenues

Resting periode



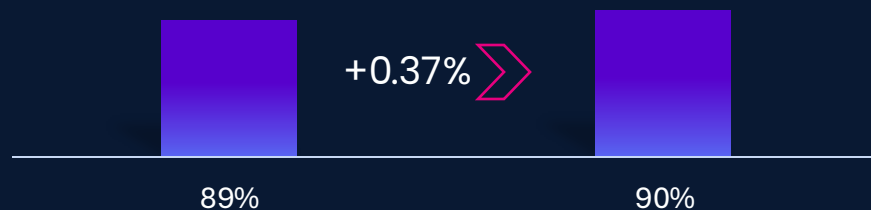
#average Cycles/Day



Available SoC range



% RTE



The combined view

89% RTE
95% useable SoC
1.8 cycles average
97% availability

260k EUR/MW/year

+11,5%

90% RTE
100% useable SoC
2 cycles average
99% availability

290k EUR/MW/year

e.g. 50 MW / 100 MWh BESS
1.5 Mio. EUR / year
15 Mio. EUR over 10 year periode

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Thank you!

Let's connect!



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