



OPTIMUS ENERGY

# The Greek storage era

Stella Zacharia, CEO

# Our numbers

Numbers that speak for themselves: Optimus Energy has stayed at the forefront of Greece's energy landscape as the #1 renewable energy aggregator. Since its founding, the company has paved a remarkable journey, achieving a clear lead over its competitors and earning the trust of the market.

## Producers

# 1800+

More than 1800 independent renewable energy producers in Greece place their trust in Optimus Energy for expert market representation services

## GW

# 4.4+

Our renewable portfolio exceeds 4200 MW, the largest in Greece, and we represent more than 240 MW of flexible industrial load in the Balancing Market

## RES Plants

# 3800+

Optimus Energy currently represents over 3800 individual renewable energy plants, ensuring their efficient participation in energy markets

## Market Share

# 50%

Optimus Energy has consistently stayed the leader among private renewable energy aggregators in Greece, driving growth and delivering value

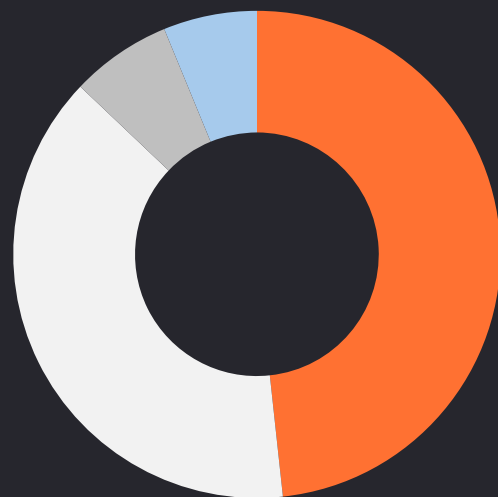
**Is the Greek BESS market  
promising yet?**

# Current energy market dynamics reflect flexibility needs

Renewables dominate the electricity generation mix and continuously enter the market. Large shares of the country's demand is met by renewables. Flexibility solutions due to their intermittency and stochastic nature are deeply needed. Extreme curtailments of clean has become a critical issue.

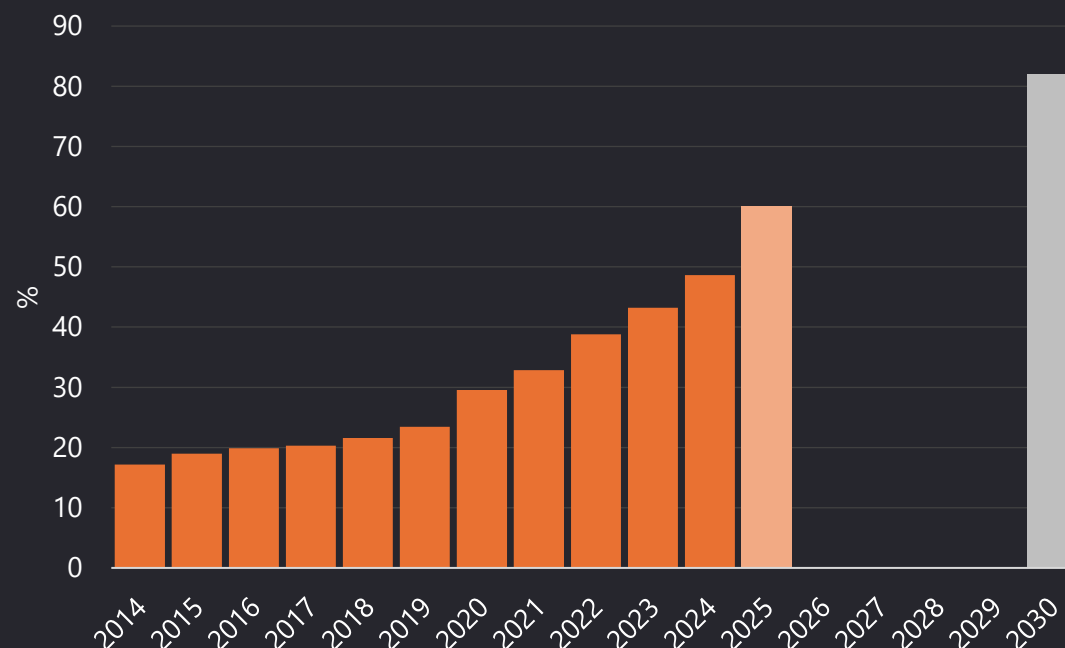
Electricity generation mix

Renewables Large Hydro  
Natural Gas Lignite



Source: IPTO

Demand met by renewables (%)



1,327 GWh curtailed,  
equivalent to 9.6% of  
Greece's overall  
renewables output,  
compared to 513 GWh  
in the same period  
last year

Source: Green Tank

# Greece's promising path to BESS success

Three key market drivers shaping an exceptional opportunity



## Exceptional Day-Ahead Spread

Greece exhibits one of the most attractive Day-Ahead Market spreads in Europe, with near-zero prices during midday RES oversupply and often extremely high evening peak prices. This creates ideal arbitrage conditions for BESS operators.



## Untapped Ancillary Services Market

The ancillary services market remains relatively unsaturated, with limited participants and consistently elevated prices. This provides BESS assets with an opportunity to capture significant revenue streams before competition increases.



## High frequency TSO Activations

The Greek TSO maintains a conservative approach to system balancing, resulting in frequent activations and strong demand for flexibility. BESS is uniquely positioned to provide these services efficiently and profitably.

## In a nutshell

Why the Greek energy market is an exceptional BESS case

# The next five years plan: Greece's BESS bloom

From policy to projects: auctions, grid access, and fast-track licensing are driving Greece's rapid energy storage revolution.

Completed **national tenders** awarded 700 MW of 2-hour standalone BESS and another 200 MW of 4-hour assets.

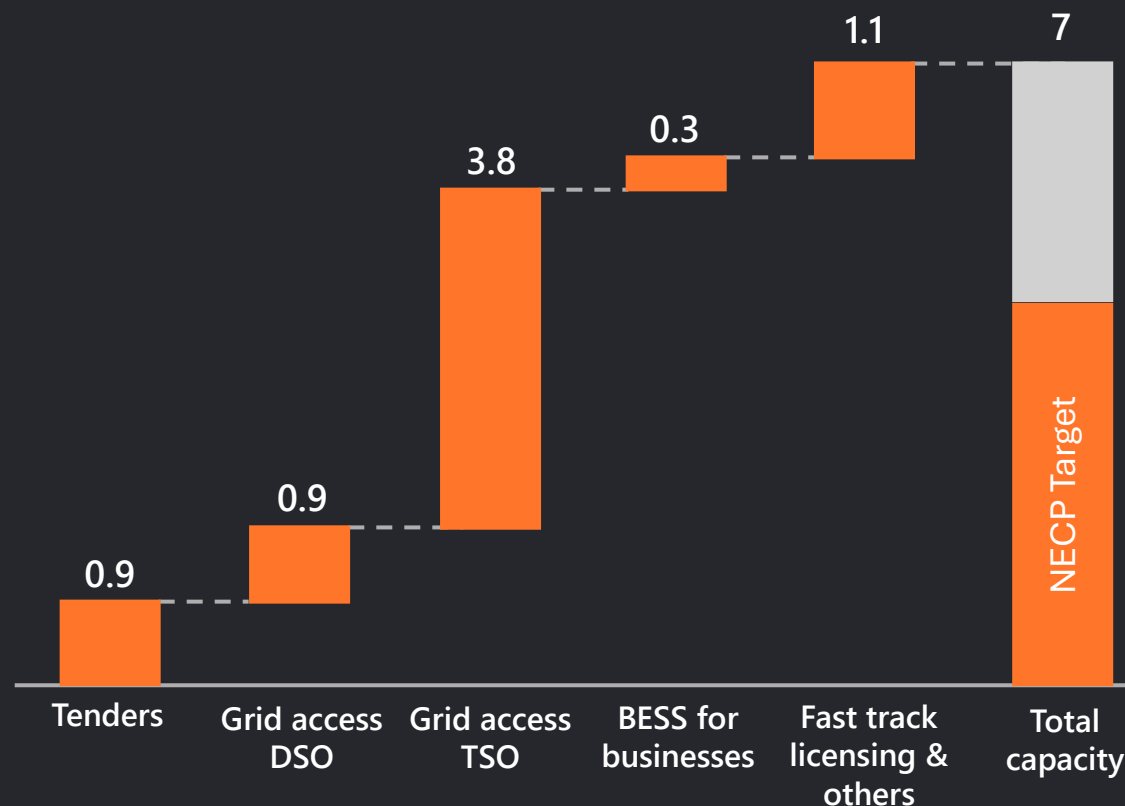
New regulations to enable **up to 4.7 GW of merchant BESS to secure grid access priority, without subsidies**. Capacity allocated between the TSO and DSO, with 3.8 GW assigned to the TSO and 0.9 GW to the DSO.

Support for the development of BESS to be installed by commercial consumers in co-location with solar PV systems.

Fast-track licensing will allow Crete's conventional fuel plants to convert to BESS.

Total BESS installed capacity could surpass National Energy & Climate Plan targets for 2030.

Greece's BESS growth path to 2030 (GW)



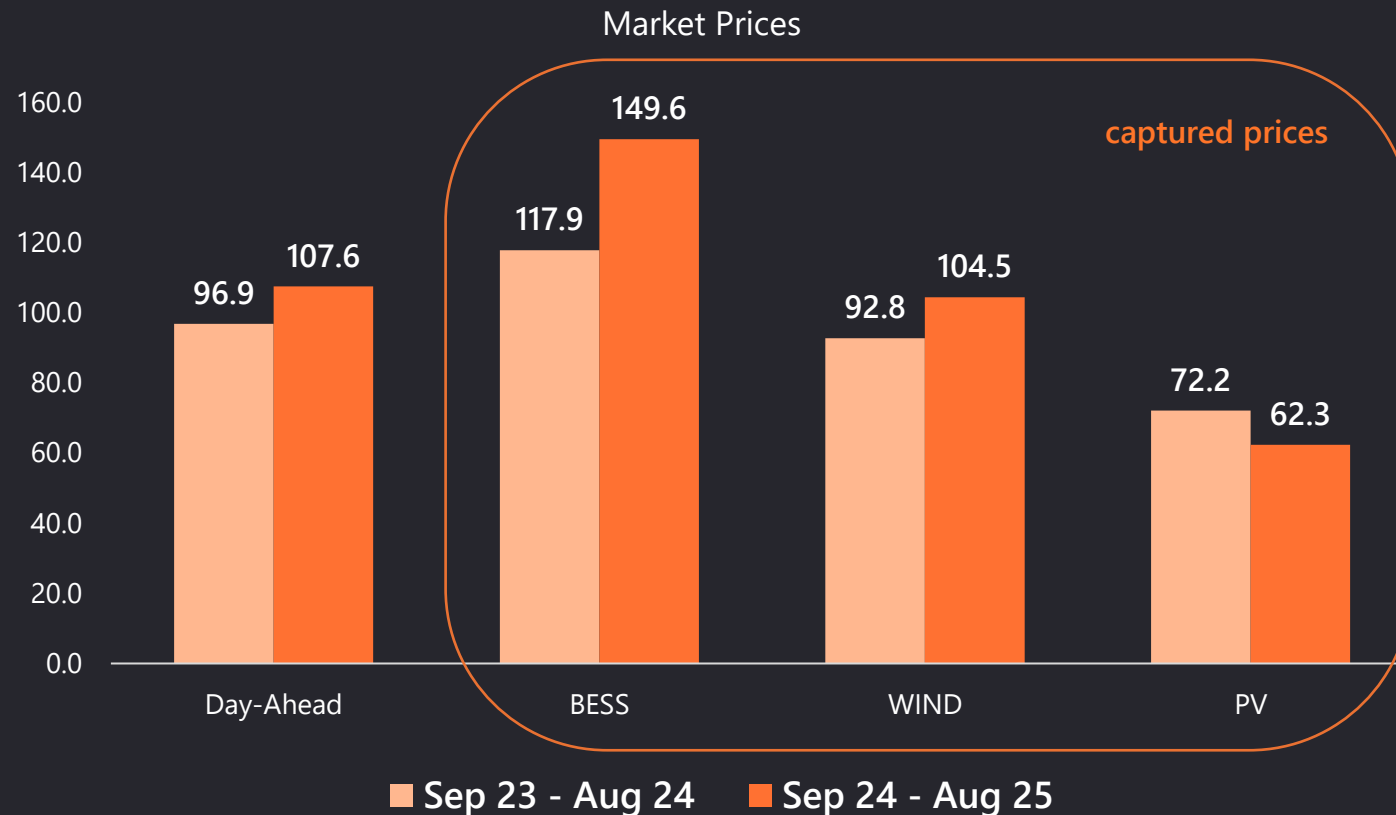
# The driver: BESS to unlock the highest captured prices

While solar plants face declining captured prices, BESS has the potential to unlock resilience, revenues, and flexibility in Greece's energy mix.

Greek market dynamics point clearly to the potential of BESS. Renewables rise rapidly while load remains the same. This creates an ideal environment for storage to capture value.

Growing cannibalization effect from high solar penetration in Greece, as more PV comes online, midday prices are pushed down. This underlines the challenge for standalone solar projects and highlights the need for complementary technologies like storage to protect value.

Once deployed in Greece, BESS could establish itself as the most lucrative and resilient technology in the energy mix, unlocking both higher revenues and greater system flexibility.



*Arbitrage estimation 110 k€/MW/year first BESS on 2 cycles*

# The proof: We are already witnessing a huge potential

Our Demand Response portfolio of large industrial clients willing to change their consumption pattern in real-time has unlocked great new revenue streams for them.

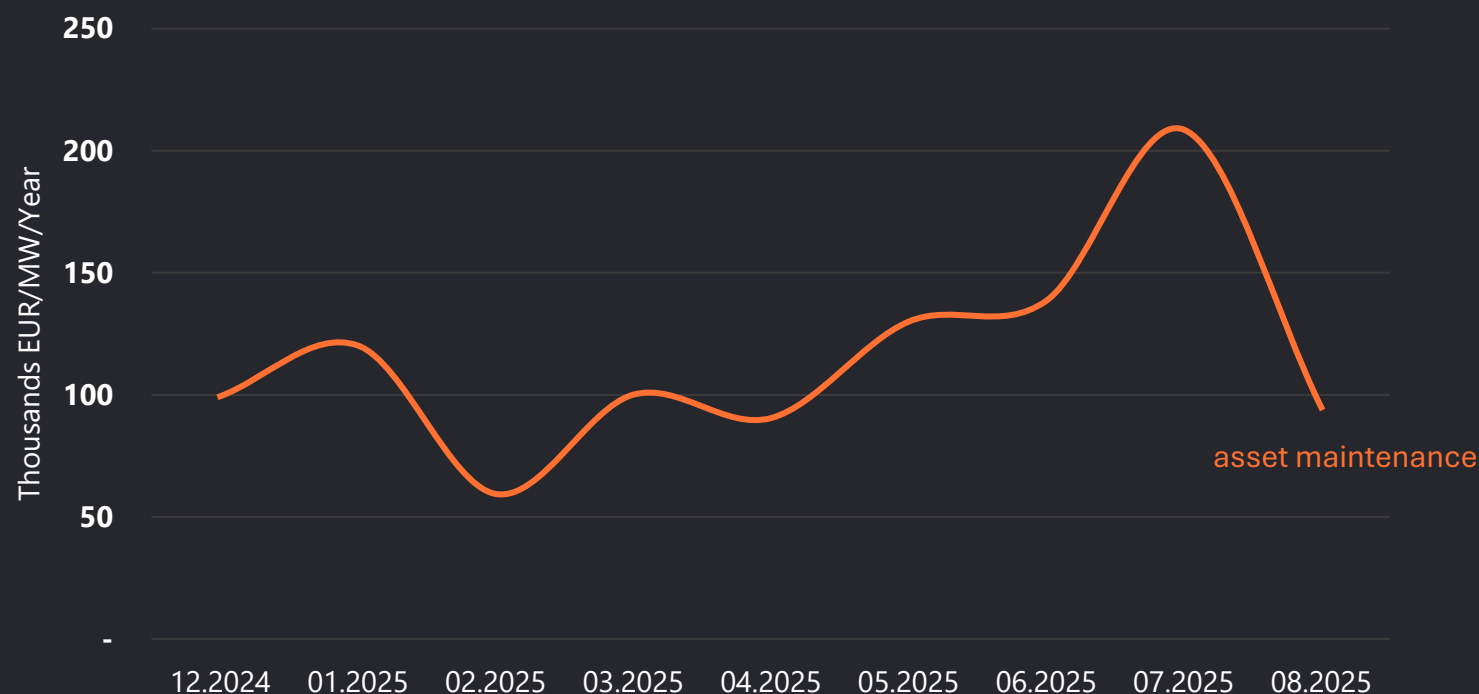
## mFRRup & mFRRdown

A year into Demand Response we see how frequent and sizable activations, underline the important role this flexible portfolio plays in system balancing.

Great economic results highlight the commercial viability and growing importance of such flexibility tools in the Greek energy market.

Just recently unlocked downward activations as well and expanded our flexible demand client base, welcoming smaller assets.

Demand Response portfolio performance (110 MW)







# momentum

/mə(ʊ)'mentəm/

the impetus and driving force gained  
by the development of a process or  
course of events.