

# The BESS New Paradigm



A game-changing shift in the global energy transition

©Nenuphar Advisors – April 2025

# Disclaimer

This presentation is provided for informational purposes only and does not constitute an offer, invitation, or solicitation for the sale or purchase of securities, assets, or financing of the business described herein.

It is not intended to form the basis of, or act as an inducement to enter into, any contract or investment activity. **Nenuphar Advisors** and its affiliates, including **Nenuphar Frontier, Lda.**, **Nenuphar Advisors SL**, and **Nenuphar Advisors – FZCO** ("**Nenuphar Advisors**"), make no representation or warranty, express or implied, as to the accuracy, completeness, or reliability of the information provided.

The information contained herein, sourced from publicly available materials or provided to **Nenuphar Advisors**, has not been independently verified and should not be relied upon. **Nenuphar Advisors**, its directors, officers, employees, and advisers accept no liability for any errors, omissions, or misstatements, or for any direct, indirect, or consequential loss arising from reliance on this presentation.

Prospective investors or financiers are advised to perform their own independent investigation and analysis.

**Nenuphar Advisors** reserves the right to amend or terminate negotiations or procedures related to any transaction without prior notice or liability.

No obligation is undertaken to update this presentation or provide additional information.

Costs or expenses incurred by recipients in connection with the evaluation of this presentation are their sole responsibility.

# The Old vs The New

## Yesterday's BESS:

- Single-use: Peak shaving, backup power
- Behind-the-Meter, small-scale
- Costly & hard to finance

## Today's BESS New Paradigm:

- ✓ Grid-scale, Front-of-the-Meter
- ✓ Multi-revenue streams
- ✓ Financially bankable
- ✓ Renewable-powered

# The Key Shifts

- ⚡ Multi-Stacked Revenues
  - ⚙️ Ancillary Services
  - 📊 Capacity Markets
  - ⚡ Peak Shaving
  - 🚀 Grid Resilience & Black Start
- 
- 🕒 Longer Duration (4-8 hours & beyond)
  - 💰 New financial models (EaaS, merchant, tolling)
  - 🏛️ Regulatory evolution
  - 🧠 AI-optimized dispatch

# A Paradigm Shift is Inevitable

A paradigm shift is inevitable...

All these BESS will be powered by renewables — able to compete via revenue arbitrage with fossil fuels.

It's like rebuilding Synchronous Generator Groups:

- ✓ Peak shaving
- ✓ System services
- ✓ Supplying energy when needed

BUT now powered by clean energy!   

# Why It Matters

BESS is now a strategic infrastructure asset:

- ✓ Renewable Baseload
- ✓ Grid Decarbonization
- ✓ Energy Security
- ✓ New investment opportunities
- ✓ Real-time flexibility

**The New Paradigm is not coming — it's already HERE**

# Where we are / Our contacts



Madrid, Spain  
+34 602 453 375



Lisboa, Portugal  
+351 961 953 547



Dubai, UAE  
+971 54 486 1971



Nairobi, Kenya  
+254 791 865 589

[www.nenupharadvisors.com](http://www.nenupharadvisors.com)