



# RES & Storage:

Financing & Support Mechanisms, PPAs,  
Market Participation, Challenges and Outlook

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# Services

Optimus Energy aims to unlock the full potential of renewable energy assets and storage systems.



## Direct market participation

Route to market for merchant or FiP RES assets with competitive representation fees and no hidden charges



## Grid scale battery storage optimization & route-to-market

Optimization services of battery storage facilities and hybrid storage-RES plants



## PPAs Physical & Financial

Integral part of **HERON** and third-party PPAs enabling financing of new RES projects and exclusion from the price cap to energy-intensive consumers.



## Demand-Response services

Optimization of industrial load to benefit from the Balancing Market



## Balancing Market participation

Access to our Dispatchable RES Portfolio for reserve provision to the TSO

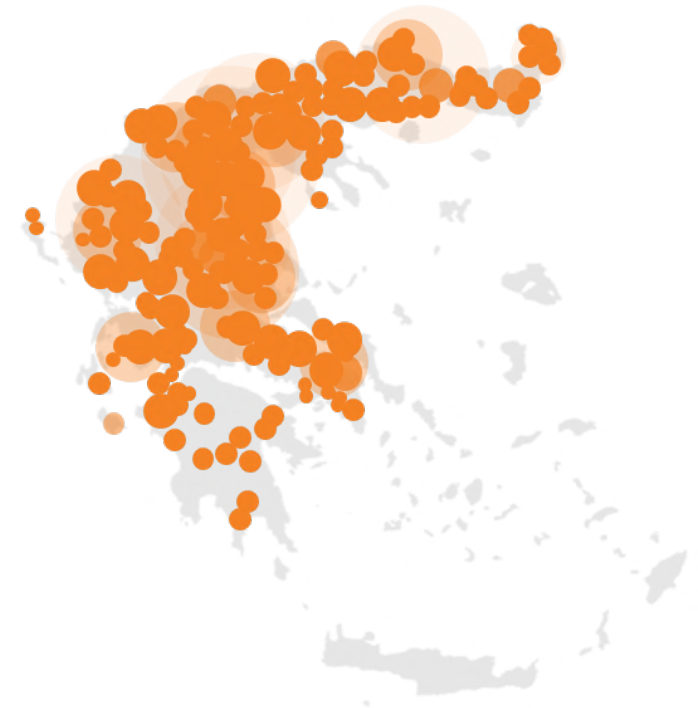
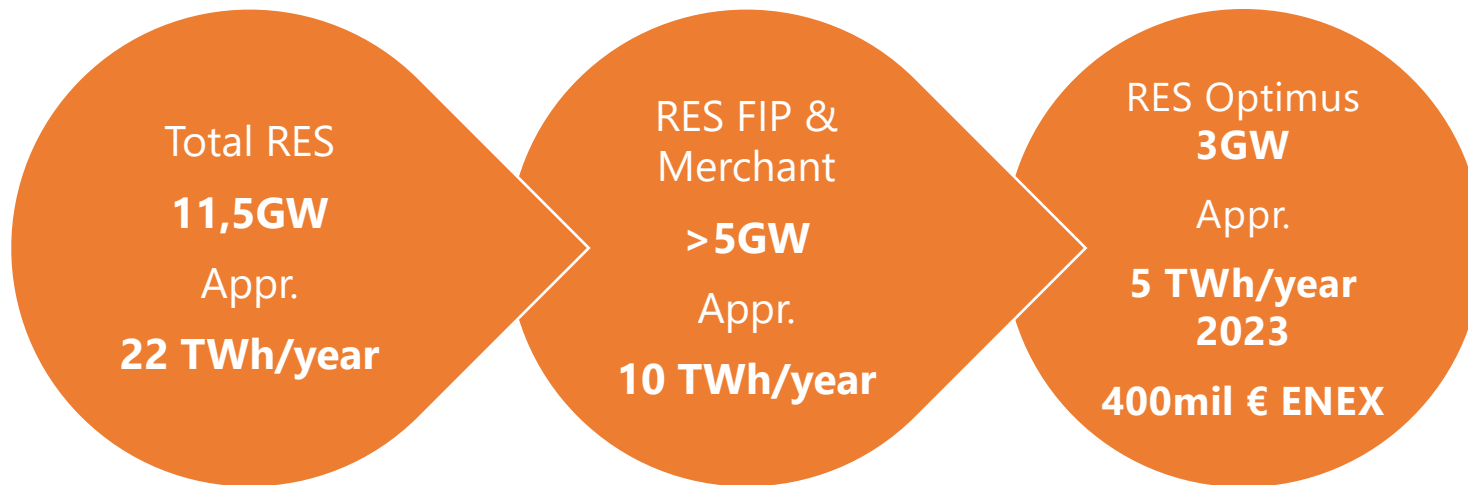


## RES Clusters

Group requests of RES plants in a Shared Exclusive Network

# The Market

Our portfolio size not only underscores our dedication to customer satisfaction, but also solidifies our position as a trailblazer in the Greek energy market.



# Statistics

Optimus Energy is the #1 renewable energy aggregator in Greece. Since its foundation, the company paved a remarkable journey, achieving a clear lead over its competitors.

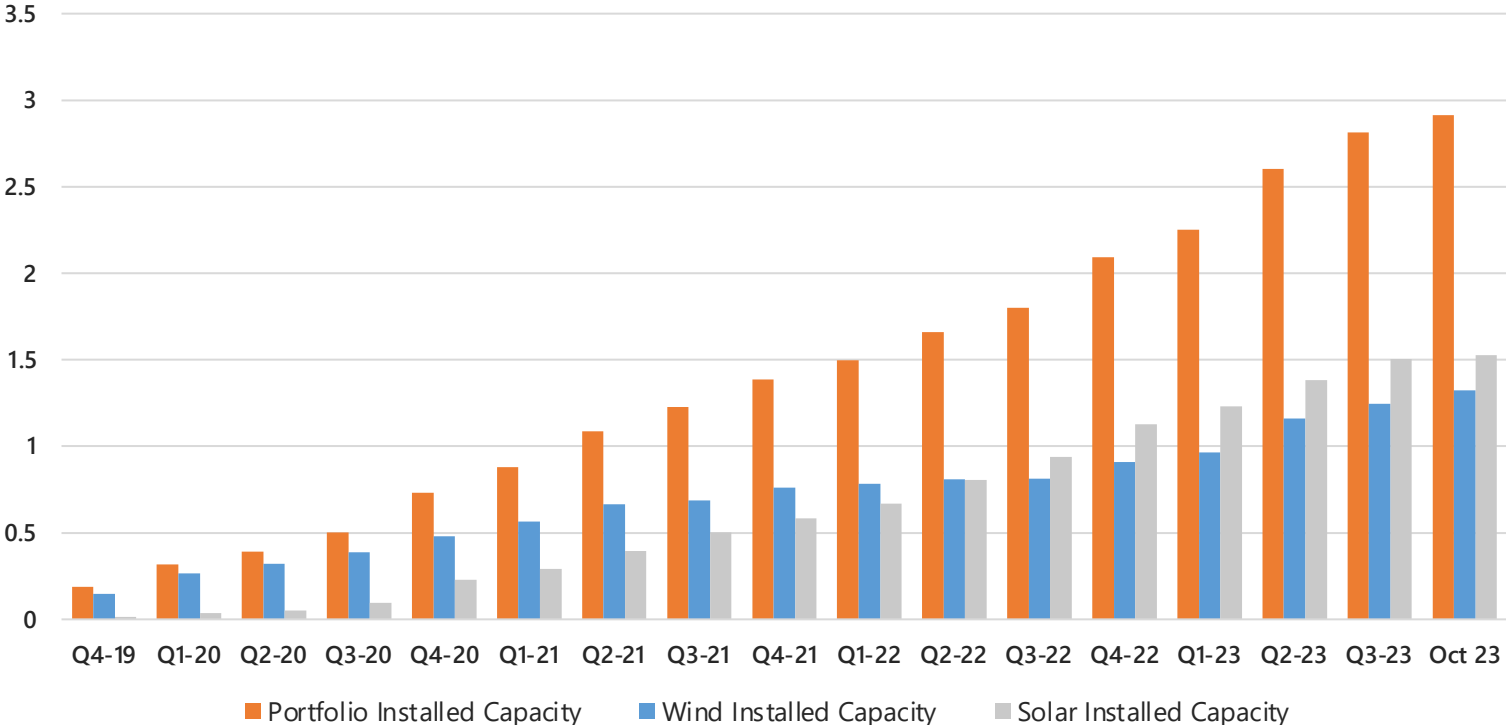
MW  
**3000+**

Producers  
**1400+**

RES Plants  
**2400+**

Market Share  
**52%**

Our Portfolio Evolution (GW)



# Tailor-Made Contracts

We aim to ensure our customers navigate the everchanging energy market environment, through different pricing models and custom financial products.

Physical PPAs (HERON + Industry):

13 industrial clients,  
70 MW capacity



Representation of solar assets clusters:

380 MW, >440 plants



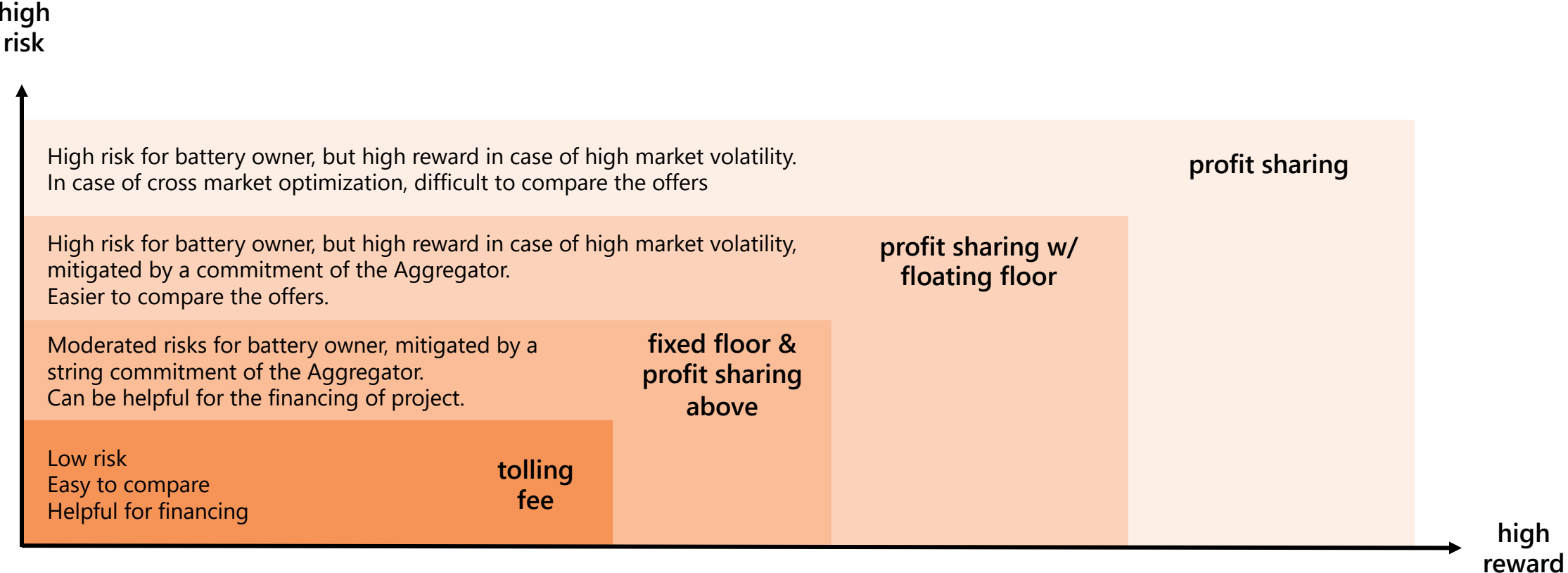
Financial PPAs (HERON), route to market services:

6 long-term contracts,  
115 MW capacity



# BESS Route-to-market

Optimus Energy offers optimization services for battery storage facilities. Depending on risk appetite of our customers, we offer a variety of BESS route-to-market offers.



# Challenges

Re-defining our role in this everchanging energy landscape.



**Adaptability and expertise:** Understanding the **complexities** of renewable energy integration, market regulations, and emerging technologies is crucial.



**Regulatory:** How should the government act to cultivate the seamless energy transition and penetration of RES and storage?



**Can aggregators help optimally managing green energy,** overcoming RES stochastic performance and therefore assisting operators in supporting the penetration of more renewable and storage assets?



**Extreme Weather and Price forecast:** Adaptability is particularly crucial in markets characterized by a substantial presence **of renewable energy**, where supply patterns can undergo significant fluctuations, and trading volumes in wholesale markets are notably high.



Thank you