

"Energy Storage, a key enabler of the energy transition"

ANIMP Energy section – webinar series 2022

March 30th, 2022

David J.A. Post

Head of Battery Energy Storage Storage Solutions – Enel X President - EASE



enel x





DISCLAIMER

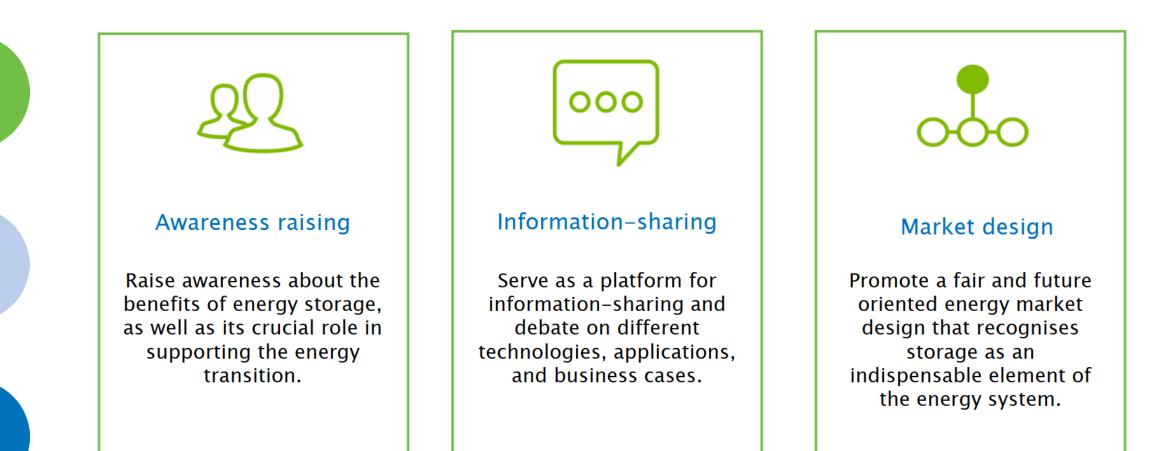
Please note that:

- this presentation has been prepared merely for discussion purposes and that it's not intended to provide an exhaustive overview of the matter discussed.
- this presentation contains certain statements or projections, which are not exhaustive and might be subject to change, and should be considered for illustrative purposes, and which by no means should be and can be relied upon for making any investment decisions, or any other claims of any nature.
- As such, EASE, Enel nor the presenter assumes any responsibility for its content.
- Chatham rules apply slides may be shared, but no one may be quoted regarding the exchanges during the discussions





EUROPEAN ASSOCIATION FOR STORAGE OF ENERGY EASE Mission



EUROPEAN ASSOCIATION FOR STORAGE OF ENERGY Members

The European Association for Storage of Energy (EASE), established in 2011, is the leading member-supported association representing organisations active across the entire energy storage value chain.

EASE promotes the deployment of energy storage to support the cost-effective transition to a resilient, climate neutral, and secure energy system.

EASE represents over 50 members including utilities, technology suppliers, research institutes, distribution system operators, and transmission system operators





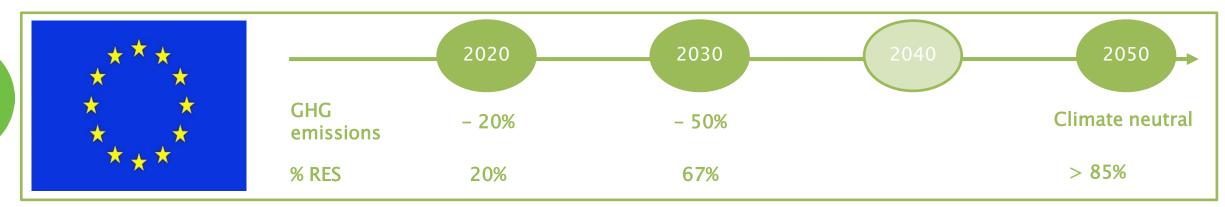
EASE members







Key element of the Energy Transition

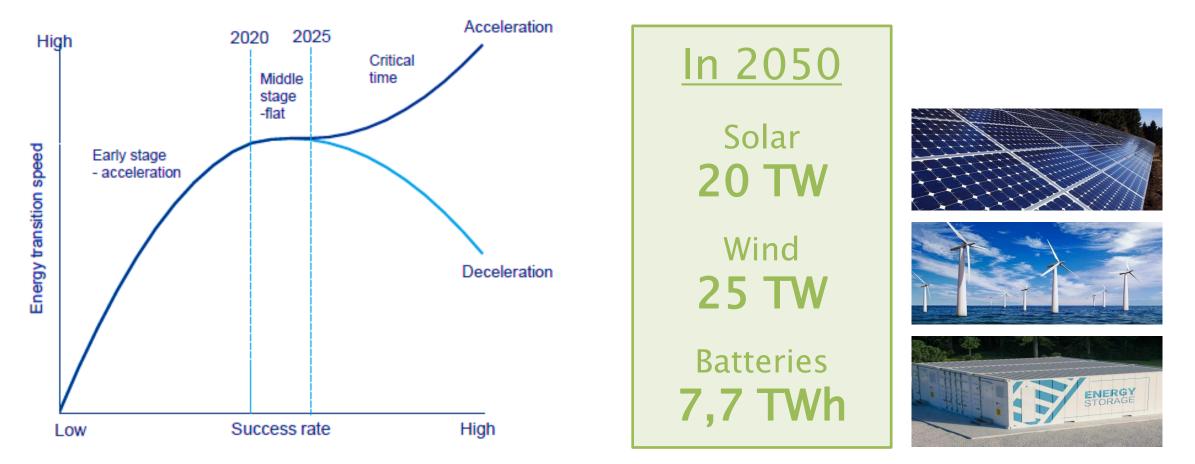




The Energy Transition requires an accelerated roll-out of Renewables - <u>however</u>, its "intermittent" nature poses system stability and resiliency challenges Energy Storage is a key element of the Energy Transition since it provides the necessary stability, flexibility and resiliency to the grid



Flexibility, resiliency and stability to the grid



7



Energy Storage provides different services

Generation Support Services & Bulk Storage Services

- Energy Arbitrage
- RES curtailment minimisation
- Capacity Firming
- Support to Thermal / RES generation

Transmission & Distribution Infrastructure Support

- Transmission / Distribution upgrades deferrals
- Reactive Power Compensation
- Islanding
- Contingency grid support

Ancillary Services

- Frequency Containment Reserve
- Automatic Frequency Restoration Reserve
- Black Start
- Load Following

Behind-the-Meter Customer Energy Management

for Storage of Energy

- End-user Peak Shaving
- Energy Arbitrage
- Back-up power
- Self-consumption / production
- EV integration





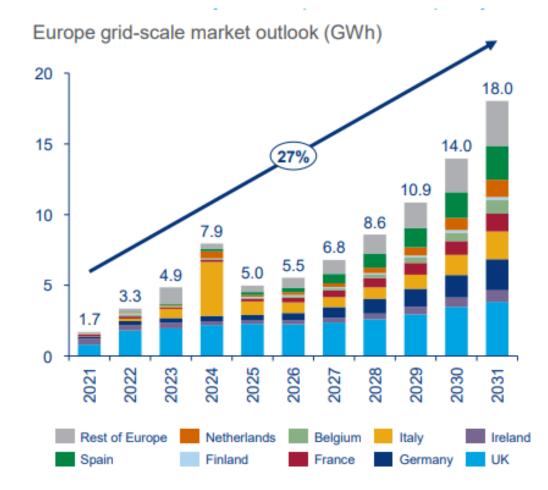




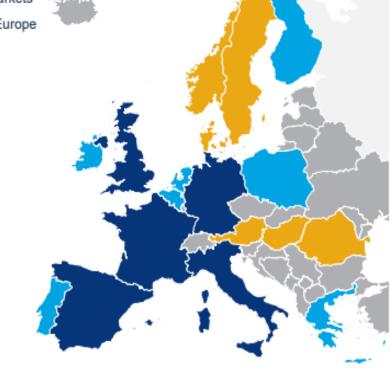


ENERGY STORAGE

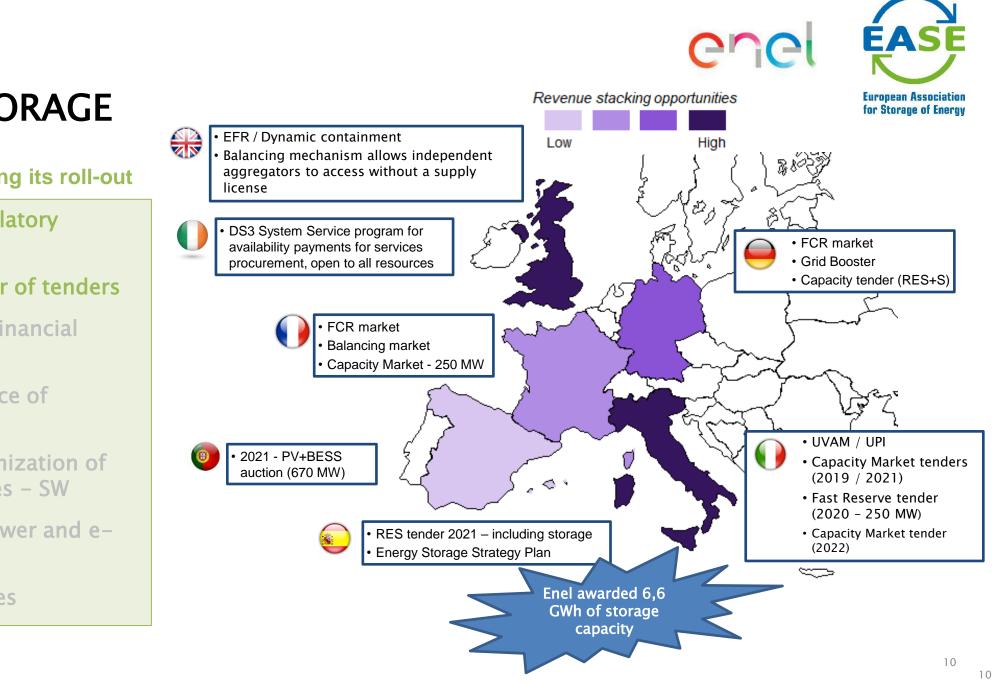
Massive growth projections







9



ENERGY STORAGE

- 1. Increasing Regulatory Support
- 2. Growing number of tenders
- 3. Appearance of financial investors
- 4. Reduction in Price of batteries
- 5. Increasing optimization of value of batteries SW
- 6. Convergence Power and e-Mobility (V2G)
- 7. New technologies

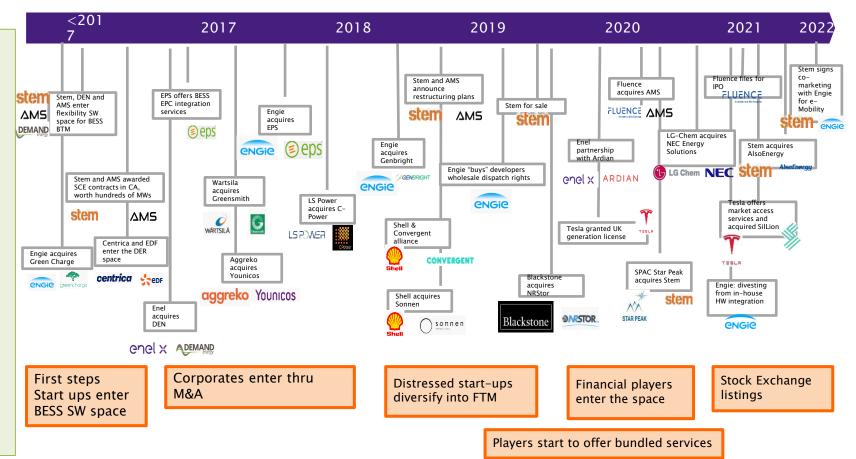


for Storage of Energy

ENERGY STORAGE

Key trends facilitating its roll-out

- 1. Increasing Regulatory Support
- 2. Growing number of tenders
- 3. Appearance of financial investors
- 4. Reduction in Price of batteries
- 5. Increasing optimization of value of batteries SW
- 6. Convergence Power and e-Mobility (V2G)
- 7. New technologies

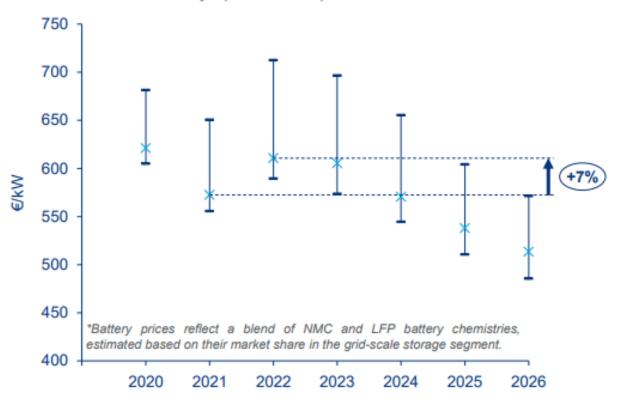




Key trends facilitating its roll-out

- 1. Increasing Regulatory Support
- 2. Growing number of tenders
- 3. Appearance of financial investors
- 4. Reduction in Price of batteries
- 5. Increasing optimization of value of batteries SW
- 6. Convergence Power and e-Mobility (V2G)
- 7. New technologies

Europe grid-scale all-in energy storage system costs – 10 MW system 1-hour duration battery* (2020-2026)

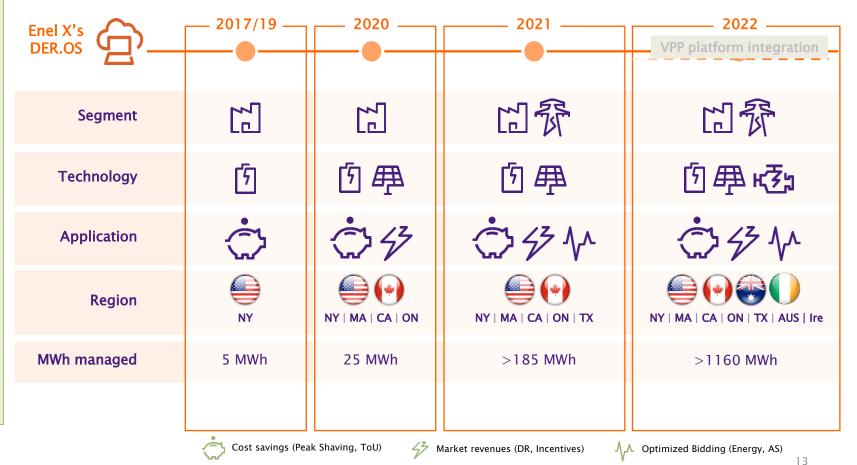




Key trends facilitating its roll-out

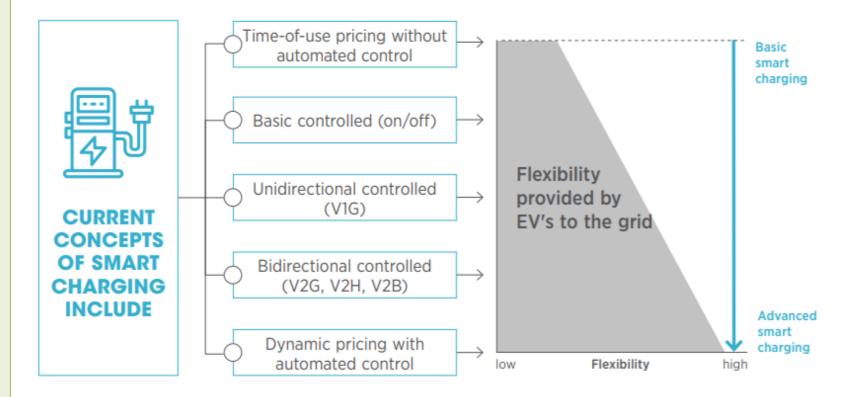
- 1. Increasing Regulatory Support
- 2. Growing number of tenders
- 3. Appearance of financial investors
- 4. Reduction in Price of batteries
- 5. Increasing optimization of value of batteries SW
- 6. Convergence Power and e-Mobility (V2G)
- 7. New technologies

Machine learning algorithms and AI improve BESS performance



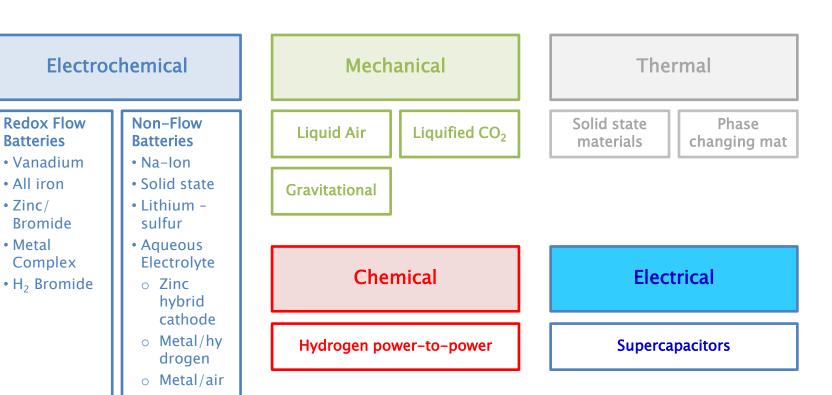


- 1. Increasing Regulatory Support
- 2. Growing number of tenders
- 3. Appearance of financial investors
- 4. Reduction in Price of batteries
- 5. Increasing optimization of value of batteries SW
- 6. Convergence Power and e-Mobility (V2G)
- 7. New technologies



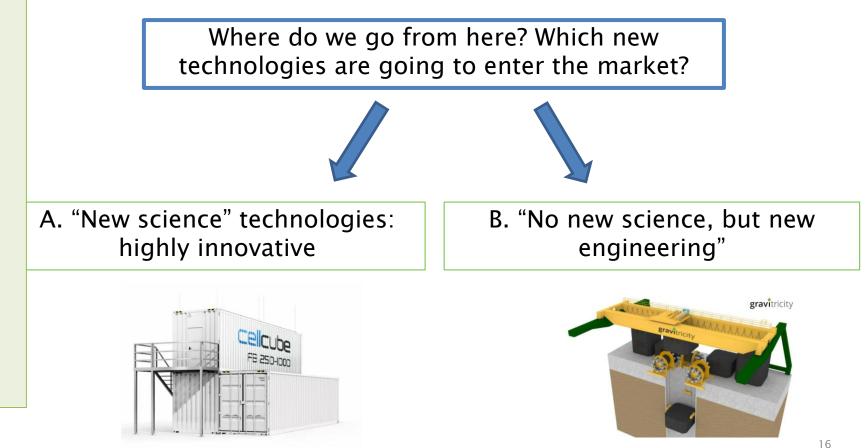


- 1. Increasing Regulatory Support
- 2. Growing number of tenders
- 3. Appearance of financial investors
- 4. Reduction in Price of batteries
- 5. Increasing optimization of value of batteries SW
- 6. Convergence Power and e-Mobility (V2G)
- 7. New technologies





- 1. Increasing Regulatory Support
- 2. Growing number of tenders
- 3. Appearance of financial investors
- 4. Reduction in Price of batteries
- 5. Increasing optimization of value of batteries SW
- 6. Convergence Power and e-Mobility (V2G)
- 7. New technologies

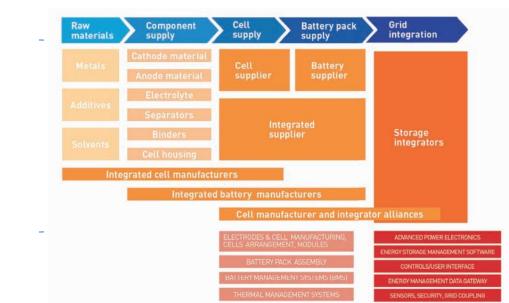




Key trends facilitating its roll-out

- 1. Increasing Regulatory Support
- 2. Growing number of tenders
- 3. Appearance of financial investors
- 4. Reduction in Price of batteries
- 5. Increasing optimization of value of batteries SW
- 6. Convergence Power and e-Mobility (V2G)
- 7. New technologies

Fast-acting storage Power storage ES daily (6h) ES weekly (30-40h)



A. "New science" tech: highly innovative – Redox Flow Batteries

 \bigcirc

 (\cdot)

 (\cdot)

 (\cdot)



Key trends facilitating its roll-out

- 1. Increasing Regulatory Support
- 2. Growing number of tenders
- 3. Appearance of financial investors
- 4. Reduction in Price of batteries
- 5. Increasing optimization of value of batteries SW
- 6. Convergence Power and e-Mobility (V2G)
- 7. New technologies

A. "New science" techn: highly innovative - Redox Flow Batteries

- Substantial cost reduction (reactants and electrolytes, membrane and materials)
- Better life time of the membrane, and possibly improvements in power and energy density.
- Lack of pilots and demonstrators
- Reach a volume level that will allow for economies of scale and achieving a competitive LCOSE.

Strong R&D efforts required



Key trends facilitating its roll-out

- 1. Increasing Regulatory Support
- 2. Growing number of tenders
- 3. Appearance of financial investors
- 4. Reduction in Price of batteries
- 5. Increasing optimization of value of batteries SW
- 6. Convergence Power and e-Mobility (V2G)
- 7. New technologies

B. "No new science, but new engineering" - Gravity-based storage

- Fast-acting storage

- Power storage
- ES daily (6h)

 \bigcirc (\cdot)





Key trends facilitating its roll-out

- 1. Increasing Regulatory Support
- 2. Growing number of tenders
- 3. Appearance of financial investors
- 4. Reduction in Price of batteries
- 5. Increasing optimization of value of batteries SW
- 6. Convergence Power and e-Mobility (V2G)
- 7. New technologies

B. "No new science, but new engineering" - Gravity-based storage

Need for feasibility studies

Need to develop demonstrators to validate technologies capability Need to lower construction costs

Need to scale up, attract investors, create awareness

In a nutshell: different ES technologies face different challenges. But also...



- 1. Increasing Regulatory Support
- 2. Growing number of tenders
- 3. Appearance of financial investors
- 4. Reduction in Price of batteries
- 5. Increasing optimization of value of batteries SW
- 6. Convergence Power and e-Mobility (V2G)
- 7. New technologies

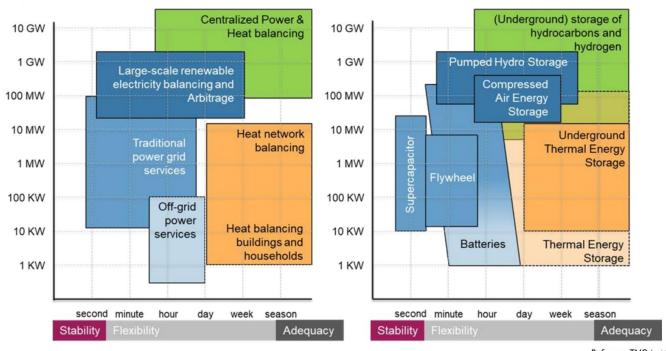
Technology	Number of cycles	Roundtrip efficiency	Environmental impact	Safety compliance	Stage of Commercial Viability
LFP	<5000	85-95%			Operational
Iron Redox–Flow	>15000	70-80%	+	+	Adolescent/ Emerging
Vanadium/Zinc Bromide Redox-Flow	>15000	70-80%	+	-	Adolescent/ Emerging
Na-Ion	<3000	85-95%	+	+	Emerging
Li–S	<1500	85-95%		-	Embryonic / Adolescent
Li–Solid State	<1500	85-95%	+	++	Embryonic / Adolescent
Supercapacitors	Up to 1M	Up to 95%	++	+++	Early / Mature mainstream
Aqueous Electrolyte	up to 30000	Up to 80%	+++	++	Early mainstream / Embryonic
Gravitational	No degradation	82%	+++	++	Emerging



Key trends facilitating its roll-out

- 1. Increasing Regulatory Support
- 2. Growing number of tenders
- 3. Appearance of financial investors
- 4. Reduction in Price of batteries
- 5. Increasing optimization of value of batteries SW
- 6. Convergence Power and e-Mobility (V2G)
- 7. New technologies

Important: Different energy storage technologies provide different services at different timeframes



Reference: TNO inspired by IEA

It's not a "format war"; it's about complementarity



Key trends facilitating its roll-out

- 1. Increasing Regulatory Support
- 2. Growing number of tenders
- 3. Appearance of financial investors
- 4. Reduction in Price of batteries
- 5. Increasing optimization of value of batteries SW
- 6. Convergence Power and e-Mobility (V2G)
- 7. New technologies

It's not a "format war"; it's about complementarity

- What is the ES duration?
- Where is it located geographically?
- Is it for FtM or BtM?
- What are the conditions?
- Is it high or low cycling?
- How important is efficiency?
- Is durability or longevity relevant?
- Is CAPEX or OPEX what matters to me?

Depending on how we answer to these questions, some ES technologies are more suitable than others