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The magazine on the energy industry from be.storaged

Issue 4 | 2026

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Dear readers,

Energy systems are developing rapidly – not only technically, but also in the way they are planned, integrated and operated. Today, success in the energy sector depends less on individual components and more on how systems interact throughout their entire lifespan.

This is precisely where be.storaged comes in. We are an integrated energy systems partner that supports projects from early conception through implementation to long-term operation. Our goal is to make energy integration clear, reliable and future-proof by combining system intelligence, market expertise and responsibility across the entire life cycle.

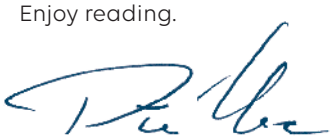
In recent years, we as a company have taken major development steps. We have sharpened our focus, further expanded our expertise in large-scale battery storage solutions, energy systems for commerce and industry, and energy management systems, and deepened our understanding of how technical, operational, and market-related aspects interact in real-world projects.

What has remained unchanged is our holistic approach to energy systems. Decisions made early on in a project will shape performance for many years to come. That's why we think beyond individual project phases and remain involved throughout the entire life cycle – from conception to implementation.

In this magazine, we would like to show you how we at be.storaged work today. You will gain insights into our projects, our solutions and the people behind them, as well as perspectives on how we implement energy integration in practice.

We invite you to explore the following pages and learn more about how we work, what motivates us, and where we are headed.

Enjoy reading.



DR. MAGNUS PIELKE
CEO of be.storaged

Integrated energy. Transparent implementation.

At **be.storaged,** we support companies, investors and partners in implementing smart energy systems – with clarity, structure and long-term responsibility.

By combining systems intelligence, market expertise and end-to-end implementation capabilities, we serve as your integrated energy systems partner. Our mission is to support energy projects from initial concept and planning through implementation to long-term operation, ensuring that each system is designed for performance, reliability and adaptability.

Our focus is on three areas: large-scale battery storage projects, commercial and industrial storage solutions, and energy management systems. We follow the same logic in all areas, we believe that energy systems must be designed and implemented holistically as well as carefully tailored to operational requirements and market conditions.

What sets be.storaged apart is this integrated perspective. We build intelligence into all our systems, combining technical expertise with our thorough knowledge of the energy market.

This means we take responsibility across all project phases and support energy systems throughout their entire life cycle – from initial concept through implementation and throughout operation.

Our mission is clear:

> **We want to simplify energy integration while creating systems that provide long-term value.**

> Energy integration is about more than connecting components. It's about seeing the bigger picture.

1. **Plan**
2. **Implement**
3. **Operate**

OPPORTUNITIES

in the current market environment

A market assessment by

BRIAN KRAUDELT
Business Development

> **"The need for flexibility in the energy system remains high"**

Flexibility remains in demand

Despite these challenges, the market continues to offer significant potential. The demand for flexibility in the energy system remains strong and is expected to grow further as the share of renewable energy increases.

C&I with growth potential

The commercial and industrial (C&I) market remains in an early growth phase. This creates significant opportunities for innovative storage solutions.

Future regulatory adjustments could also enable new revenue models, even if existing revenue sources were to disappear at the same time. This evolving market environment requires a high degree of adaptability from market participants.

Security of supply is becoming a critical issue

Another key driver is the growing sensitivity regarding energy supply security. The second energy crisis within a few years has intensified the desire for greater independence among many companies. Solutions such as the combination of in-house electricity generation – for example through photovoltaics – and battery storage are therefore becoming increasingly important.

Co-location moves into focus

The integration of battery storage with photovoltaic and wind power plants is becoming increasingly attractive. As a result, co-location is emerging as a key pillar of the energy transition, complementing traditional standalone storage projects.

More on page 16

OUTLOOK

for the coming year

Regulatory perspectives

Looking ahead, market participants are closely watching upcoming regulatory developments. In particular, market participants are hoping for a decision by the German Federal Network Agency on the future grid fee system. Such a decision would create much-needed regulatory certainty and support long-term investment planning beyond 2028.

The underlying trend remains positive

Even if the tense grid connection situation and the ongoing discussions about grid fees may slow the pace of growth somewhat, the fundamental trend clearly remains positive.

The utility-scale market continues to grow

At the same time, it can be assumed that the expansion of large-scale battery storage (utility scale) will continue to progress.

New starting in 2026

For energy-intensive companies

New government electricity cost subsidy

From 2026, the German government will introduce **industrial electricity pricing** which means energy-intensive businesses will be able to claim subsidies for part of their electricity consumption.

This is particularly relevant for **commercial and industrial** companies, as part of the funding must be reinvested in efficiency and decarbonisation measures. Battery storage systems offer an attractive investment opportunity here to optimise remaining electricity costs and reduce peak loads.

You can find more information on this from page 8 onwards

Getting more out of energy

Modern battery storage systems are more than just technology. They create flexibility, reduce energy costs and put companies back in control of their energy future.

Leveraging potentials effectively

Today's battery storage solutions are not just complementary systems. They are a key factor in strategic success. Companies that store and use energy intelligently reduce their costs and secure long-term competitive advantages.

In short: – more control, more flexibility and greater efficiency.

Everything under one roof – from planning to maintenance and operation

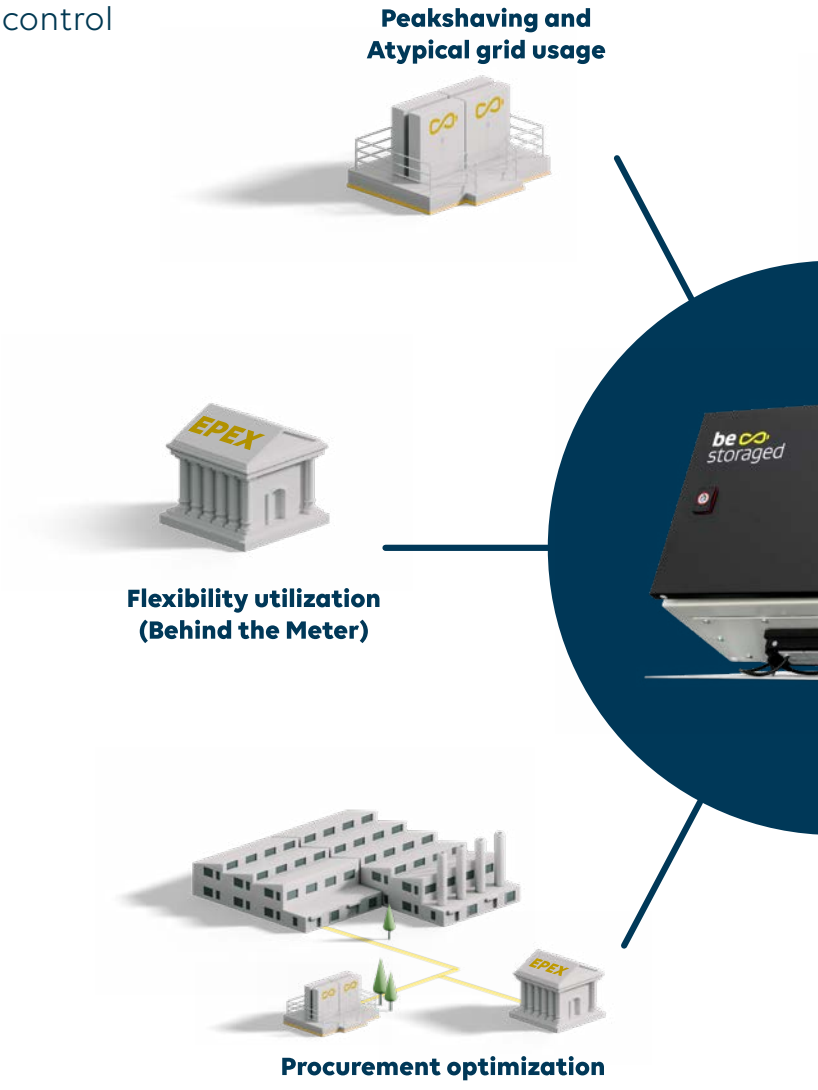
As a full-service EPC contractor, we support you throughout the entire project process, from planning and procurement through to construction and commissioning. We will continue to be your partner even after that: including operation, maintenance, 24/7 monitoring and continuous optimisation.

See page 34 for more details

Storing energy intelligently

Rising energy prices, volatile markets and increasing demands for security of supply are posing growing challenges for businesses. Battery storage solutions for the commercial and industrial (C&I) sectors offer an effective solution: they make energy more predictable, efficient and cost-effective to use.

By combining a smart battery energy storage system (BESS) and okean, our high-performance energy management system, energy flows can be precisely controlled and optimised. The result is significantly lower energy costs, greater independence from the electricity market and a more reliable energy supply.



Find out more about commercial and industrial storage

be-storaged.de/en/bess-commercial-and-industrial-storage-solutions/

Multiple use cases: one storage system, endless possibilities

The real added value of modern battery storage systems lies in their multi-use operation. Our energy management system, okean, handles several tasks simultaneously or flexibly one after the other – tailored precisely to your company's requirements.

What sets okean apart is that all applications can be adapted or expanded at any time. This ensures your energy system remains flexible and grows in line with your needs.

Industrial electricity price 2026

What does this actually mean for your business?

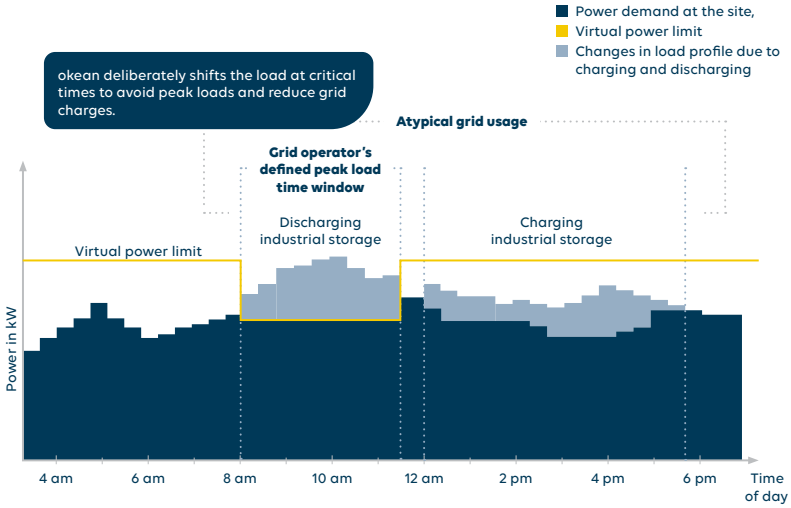
The industrial electricity price is a government subsidy under which a portion of your electricity consumption is reduced to a lower rate. However, the funding is limited and is conditional on a portion of the financial relief being reinvested in efficiency and decarbonisation measures.

This is exactly where battery storage comes in. It offers a particularly attractive way to meet this reinvestment requirement whilst further optimising your energy costs. By reducing peak loads and making targeted use of electricity, you can efficiently manage non-subsidised consumption and improve your cost structure in the long term.

We would be happy to show you how to make the most of industrial electricity pricing and integrate battery storage in a cost-effective way – just get in touch with us!

Our six use cases in detail

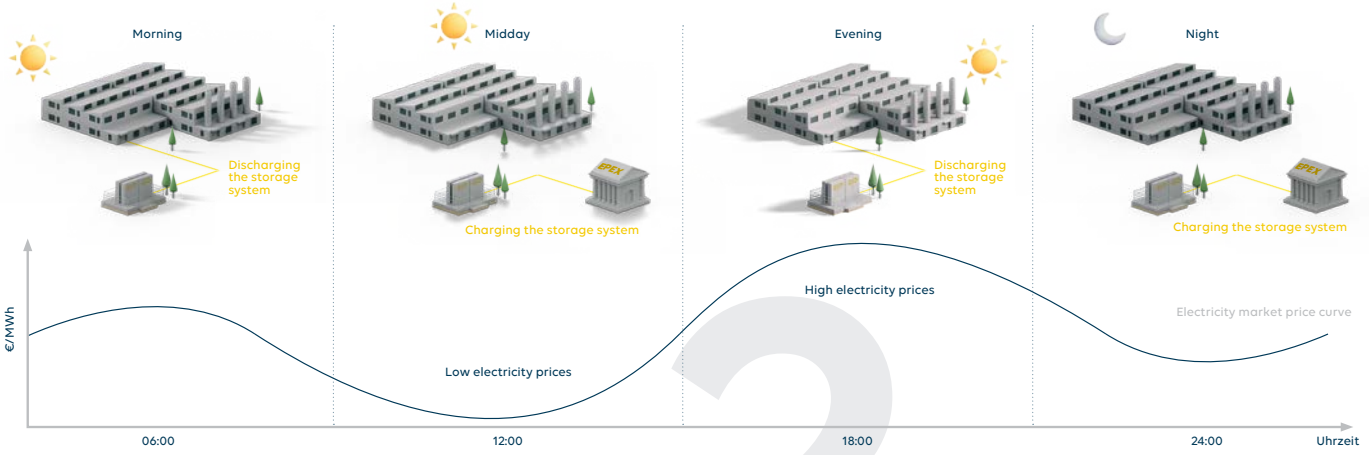
1



Peak load shaving

Reduce costs, manage energy intelligently

With intelligent peak shaving, you can effectively target reductions in costly power peaks and thus lower your grid charges. Our okean energy management system analyses consumption in real time, shifts loads to cheaper time slots and makes optimal use of battery storage. This results in immediate savings, greater flexibility and more efficient energy use overall.

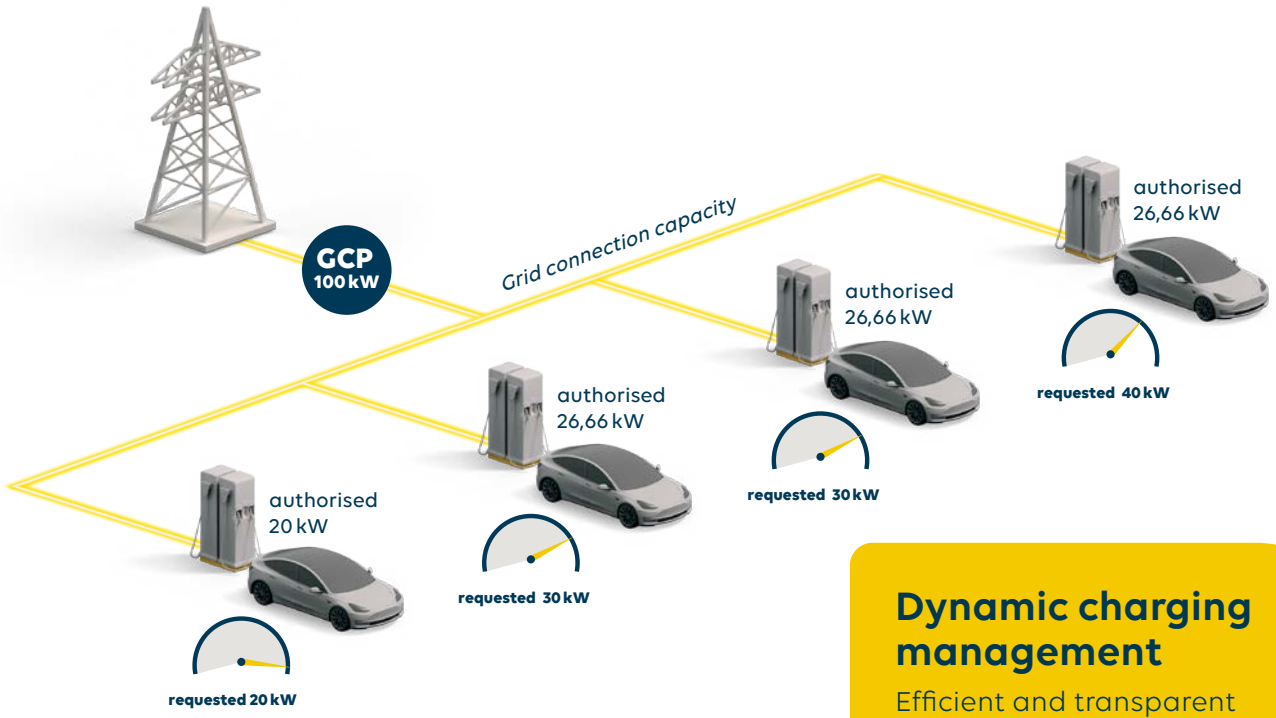


2

Procurement optimisation

Reducing energy costs the smart way

With our okean system, you can automatically optimise your energy procurement and make the most of price fluctuations. By connecting to the electric power exchange (EPEX SPOT), electricity is stored when prices are low and used when prices are high. This allows for intelligent management of consumption and procurement – resulting in significantly lower energy costs and maximum efficiency.



3

Dynamic charging management

Efficient and transparent

okean intelligently distributes charging power to all vehicles in real time, preventing grid overloads while reducing grid connection costs. At the same time, thanks to transparent visualisation and real-time analysis, you can keep track of all energy flows at all times.

The scalable architecture enables flexible expansion of the charging infrastructure – without high additional investment and with maximum efficiency.

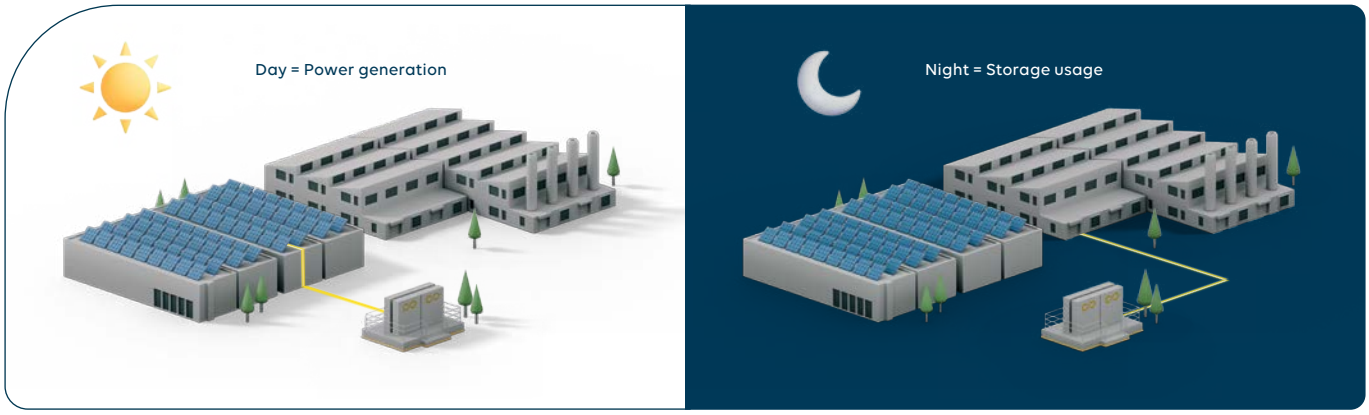
4

Optimising self-consumption

Getting more out of the energy you generate yourself

okean manages your energy system intelligently, ensuring the energy you generate can be used when it matters. Surplus electricity is not fed into the grid but is stored directly and distributed as needed – for greater self-sufficiency and lower electricity costs.

Through real-time analysis and the integration of battery storage, the system continuously optimises your energy flows. This allows you to increase your self-consumption, reduce grid consumption and make your energy supply more efficient and sustainable.



5

Flexibility trading

Making the most of energy

Flexibility trading allows you to make targeted use of surplus energy and plant capacity to capitalise on fluctuations in electricity prices. Access to the EPEX spot market allows electricity to be traded flexibly, purchased at low prices and sold at higher prices.

This generates additional revenue, with energy facilities being used more efficiently and integrated better into the electricity market.

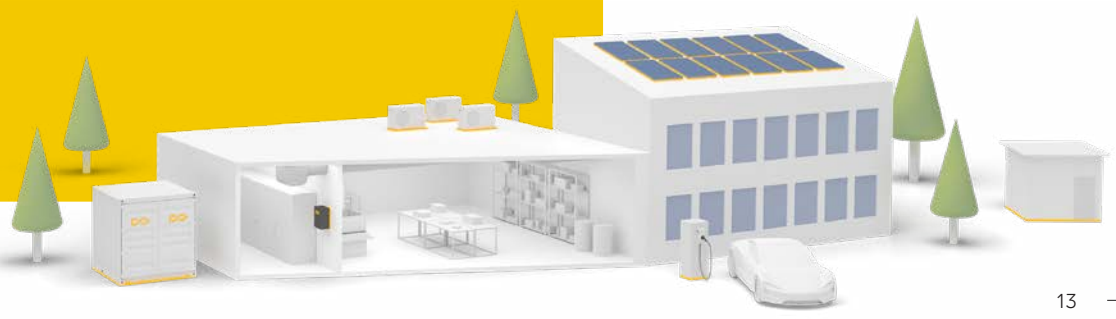
Real-time energy monitoring

Power made transparent

With our cloud-based energy monitoring system, businesses can keep track of all energy flows in real time – across multiple sites, regardless of manufacturer, and consolidated centrally on a single platform. This allows you to identify potential savings straight away and cut your energy consumption efficiently.

Our okean platform continuously collects and analyses data from all systems, enabling intelligent control, efficient charging management and proactive alarm and maintenance management.

The result: greater clarity, increased efficiency and lower energy costs.



Creating impact together

be.storaged and **EWE Vertrieb** are combining their expertise to offer companies integrated energy systems including photovoltaics, storage, energy trading, and smart energy management from one source.

LISA KONKEN
Product developer
– be.storaged GmbH

ALEX VON DER DECKEN
Project Manager
Energy Solutions Projects
– EWE Vertrieb

What prompted you to expand your cooperation with EWE Vertrieb?

Lisa: By expanding our cooperation with EWE Vertrieb, we aim to provide customers with holistic support to optimise their energy systems. We have noticed that many customers find the multitude of individual solutions and providers increasingly complex and challenging. That is why we are pooling our expertise and offering solutions as tailored, comprehensive packages that we are constantly optimising. The combination of PV, storage systems, suitable rates and energy management creates economic advantages in a volatile market. At the same time, the partnership enables the exploitation of new opportunities such as flexibility trading and ensures greater responsiveness to market changes.

You have developed a shared set of products. What does this entail, and what added value does it offer your customers?

Alex: Our new shared modular product system combines the existing product worlds of EWE Vertrieb GmbH and be.storaged GmbH. The aim of this alliance is to integrate PV-based climate-neutral energy generation with the storage and trading of the energy generated. We have created an integrated bundled product that brings together previously separate individual solutions in a meaningful way for the first time. This modular product system combines photovoltaic systems, battery storage, electricity contracts and direct energy trading into a harmonised overall system. With the holistic advice and support enabled by this system, customers can be sure to get an energy solution that is perfectly harmonised, all from a single source.

How exactly does be.storaged fit into this product set and what services do you offer?

Lisa: We at be.storaged supplement the modular product system with turnkey battery storage systems and our okean energy management system. In combination with generation plants and flexible electricity rates, it is possible to optimise not only grid utilisation but also self-consumption and procurement. Together with EWE Vertrieb, flex trading is also made possible, which means customers can utilise the full potential of all components.

What advantages do you gain from the collaboration – particularly in terms of customer loyalty and your product portfolio?

Alex: This collaboration strategically expands our product portfolio with a highly integrated offering that clearly stands out from the market.

While many market participants cover individual services, at EWE we combine several roles in an end-to-end product approach and take on the roles of energy supplier, direct seller and storage operator. This allows us to target demanding customers with high consumption and corresponding potential for flexibility in particular. We also support our customers along the entire value chain – from planning and construction to operation, procurement and marketing. This means that EWE is not positioning itself purely as a product provider, but as a long-term and reliable energy partner.

What advantages do you see on your side, especially in the sales process and in project realisation?

Lisa: Our collaboration with EWE Vertrieb delivers clear advantages in sales and implementation: a large customer portfolio and an established brand help build trust more quickly. In project implementation, synergies – for example in the joint realisation of PV and storage solutions – deliver efficiency gains and lower investment costs. At the same time, customers benefit from integrated solutions from a single source with full flexibility thanks to the modular structure.

How do you experience collaboration in concrete terms in projects, for example on construction sites or in direct customer contact?

Alex: In day-to-day project work, the collaboration is very close and hands-on. We have a joint planning and quotation phase early on in the project, which is supplemented by PV planning specific to the project. In sales, EWE and be.storaged work hand in hand to provide customers with a consistent and well-founded offer. The collaboration is also clearly structured in terms of implementation: defined breakpoints in fulfilment ensure that photovoltaics and storage installation are a perfect match. Once the contract has been signed, an EWE account manager remains the central contact for the customer and coordinates all the units involved. For the customer, this means end-to-end support, short coordination processes and the reassurance that technology, efficiency and trading are being considered and implemented as a complete system.

How do you see the future of this collaboration? What other potentials does this partnership hold?

Lisa: The partnership offers further growth potential, particularly beyond the existing industrial customer segment. In addition to the core target group of be.storaged, small and medium-sized companies will also become more of a focus in future. Together with EWE Vertrieb, they will also benefit from integrated, perfectly harmonised energy systems.

Large-scale battery storage is driving the energy transition

From design and **engineering to EPC to operation and maintenance:** Integrated large-scale battery storage projects enable energy to be used efficiently and deliver long-term economic value.

Co-location in wind and solar projects

Battery storage systems used for co-location are becoming a key enabler of the energy transition. By working alongside producers and consumers, they create flexibility within an energy system that is coming under increasing pressure due to limited grid connection capacity and falling revenues from existing renewable energy plants. Cannibalisation effects resulting from the rapid expansion of solar and wind power are further exacerbating this trend.

The hybridisation of battery storage systems makes it possible to store and sell energy in a targeted manner – either in the form of green or grey electricity storage, depending on the grid connection situation. Whenever the capacity of a generation site cannot be utilised fully, green energy storage systems can shift electricity to periods when market conditions are more favourable. On the consumer side, storage facilities secure prices and supply volumes, for example through power purchase agreements. For a consumer making good use of the full-load hours, the storage system can also engage in arbitrage trading at sites without grid connection, as it operates in the consumer's shadow and does not feed power into the grid.

Sites that generate and consume electricity are particularly versatile because they allow battery storage to be flexibly traded on both spot and balancing energy markets. In this way, storage acts as an economic link between generation, consumption and the market.

Large-scale battery storage – the key to flexible energy

Large-scale battery storage systems are an essential component of modern energy systems. They enable energy to be stored efficiently, then used as and when needed. This is a key prerequisite for an economical and sustainable energy supply.

The success of such projects depends on structured project development, reliable implementation and strategic, long-term management. That is why we support large-scale battery storage projects throughout their entire life cycle: from engineering procurement and construction (EPC) through to operation and maintenance (O&M).

> **This results in high-performance solutions that are both technically and economically sound and deliver long-term value.**

be.storaged provides a comprehensive range of services and you can count on us to support you throughout your entire project.

1. **Project development**
2. **EPC**
3. **Operation and maintenance**

Find out more about large-scale battery storage solutions

be-storaged.de/en/epc/

Green or grey electricity storage

Two paths, one goal

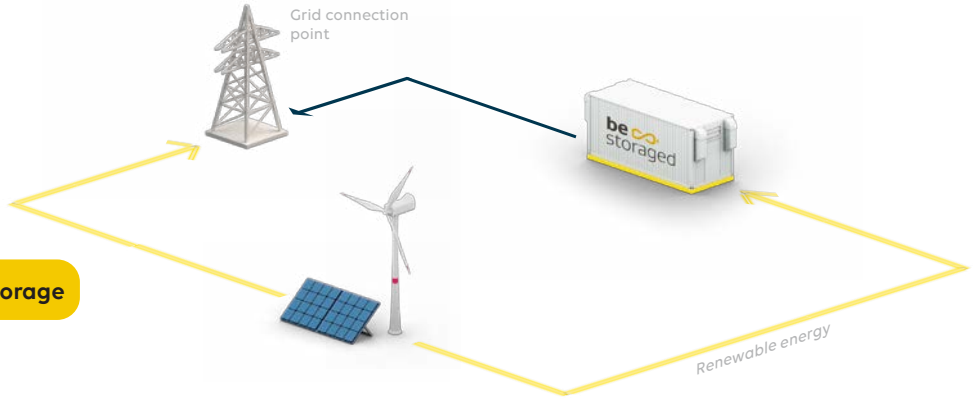
Battery storage systems differ primarily in terms of their energy source. Green energy storage systems are charged exclusively using renewable energy and are eligible for government subsidies.

Grey electricity storage systems also draw electricity from the grid, thereby offering a wide range of application and marketing options – though this comes with more demanding requirements for system design.

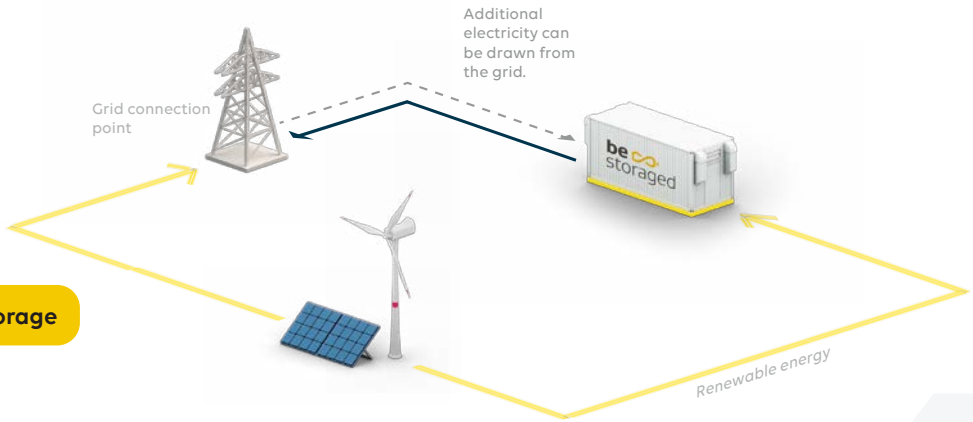
Both approaches have their own specific advantages. Which solution is the right one depends on the individual objectives and circumstances of the project.

A comparison of energy flows:

Green electricity storage



Grey electricity storage



Battery delivery at Dirkshof in Reußenköge

Wind energy meets smart storage

Anke Dethlefsen, Managing Director of Bürgerwindpark Reußenköge · Christian Weiß, Project Manager, and Dirk Ketelsen, Managing Director of BWP, and Managing Director of Dirkshof

The large-scale battery storage facility in Reußenköge, developed in collaboration with our project partner Dirkshof, marks a significant step forward in the energy transition. With a capacity of **40 MWh**, the **20MW** plant is directly connected to a wind farm and was recently put into operation. The wind farm in question is a community-owned wind farm and also the largest in Germany.

The combination of wind power and battery storage makes it possible to store surplus wind power temporarily and make it available at a later time. This allows renewable energy to be used more efficiently, with better integration into the overall system.

The storage system has been designed to be modular and scalable within a compact footprint and integrates seamlessly into the existing wind power infrastructure. We continue to support the plant during both operation and maintenance periods to ensure reliable, efficient production.

> **The project serves as a prime example of how wind energy and storage technology together lay the foundations for a more flexible and sustainable energy system.**

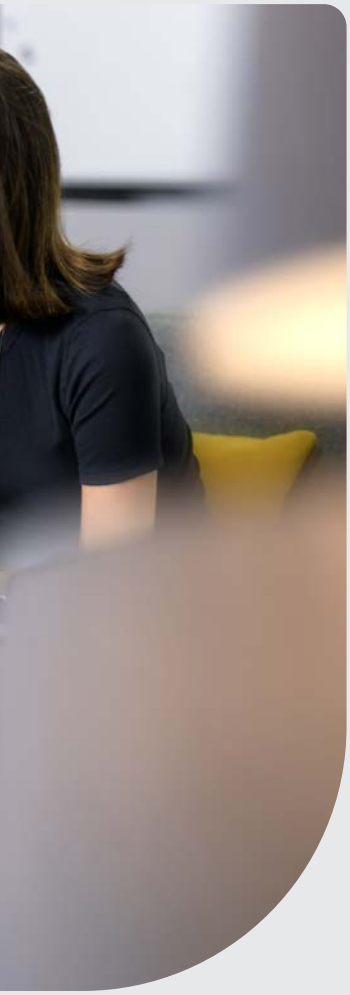
be.part of be.storaged

Rethinking energy, shaping the future

We are actively shaping the future of energy with sophisticated and holistic solutions for modern energy storage systems.

What makes us special is our team – we are passionate and agile, and we focus on solutions. We think outside the box, we have quick decision-making processes, and we create innovative, customised solutions together.

Being part of EWE AG enables us to combine corporate strength with a pragmatic, hands-on mentality.



Join our team

Whether in engineering, project development or operations: shape the energy world of tomorrow with us. Apply now!

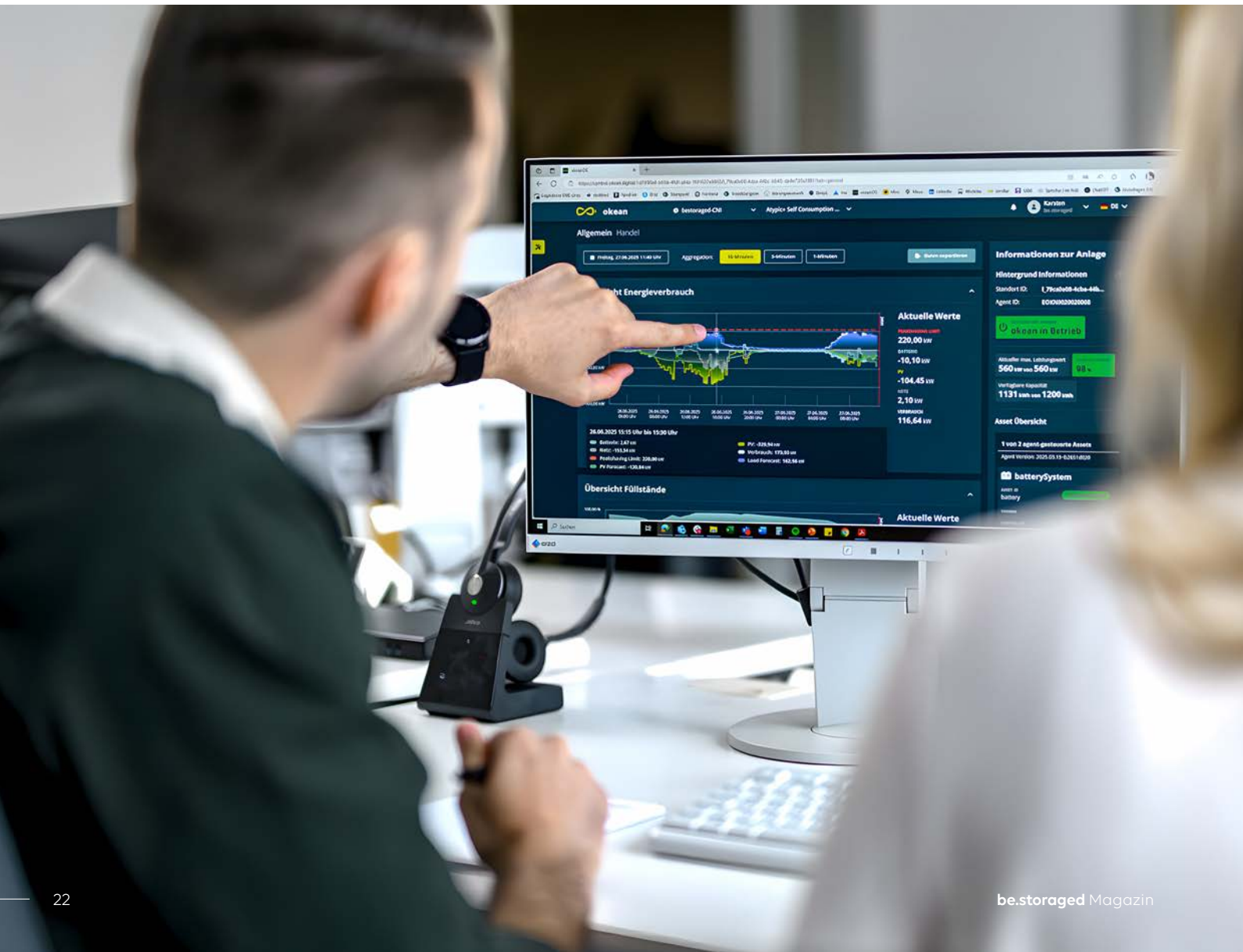
https://be-storaged.de/en/career/

An EMS that integrates project partners in a smart way

System integrators, manufacturers and charging infrastructure operators are now faced with the task of delivering more than just individual components. Customers want **integrated energy systems** that operate reliably, scale according to their needs and create measurable economic added value over their lifetime.

okean is our own hardware-based energy management system. Designed to be the **central layer of intelligence** for modern energy systems, it controls and optimises battery storage systems and other assets. In this way, okean supports partners in offering their customers complete, future-proof solutions.

This is exactly where okean comes in.



Why okean is a great choice for our partners

Energy management is no longer an add-on. It is the key to transforming battery storage, charging infrastructure and other energy systems into actively controlled systems.

With okean, partners can:

- **Integrate**
  Deliver integrated energy systems instead of isolated hardware
- **Add value**
  Increase the economic value of projects in operation
- **Scale**
  Roll out solutions across locations
- **Stay flexible**
  Stay independent of manufacturers and flexible

All of this is powered by an EMS designed for real-world operational environments

> The result is an EMS that adapts to our partners' ecosystem. Not the other way round.

How okean works

okean follows a clear and robust system logic:

Analysis — **Monitoring** — **Control**

Local control ensures fast and reliable implementation directly on site.The cloud platform enable transparency and a portfolio overview across multiple locations.

Analysis
okean collects and processes real-time data from all assets and creates the basis for solid operational and economic decisions through aggregated load profiles and energy flows.

Monitoring
okean consolidates all system data centrally and provides cross-site transparency, bringing together all customer sites in a clear portfolio overview.

Control
okean controls assets based on real-time data, combining local control with cloud intelligence to ensure stable operations management and optimised, data-based decisions.

Added value in practice

For system integrators & battery manufacturers

With okean, customers can supplement solutions with a proven EMS and provide fully integrated energy systems.

This means:

- Intelligent control and optimization of BESS solutions, charging infrastructure, and other assets
- seamless integration into existing system architectures
- differentiation through additional use cases and higher system value

be-storaged.de/en/ems-solutions-for-system-integrators-battery-manufacturers/

For charge point operators (CPOs)

okean enables intelligent energy and load management to maximise the usable charging capacity of the charging infrastructure.

This includes:

- dynamic load and charging control in real time for improved charging performance with multiple simultaneous charging processes
- **fair-share-based power distribution for** optimal utilisation of existing grid connections
- reduction of peak loads and grid-related costs
- integration of storage and hybrid systems for scalable site development

https://be-storaged.de/en/ems-for-charging-infrastructure-operators/

From components to integrated energy systems

okean supports partners as they transition from individual assets to **coordinated, integrated energy systems.**

The combination of intelligent control, practical market logic and seamless integration creates solutions that are:

- technically sound
- cost-effective
- designed for long-term operation

Systematic supplier management

How be.storaged qualifies suppliers, ensures quality, and reliably prepares projects.

Interview with Corinna and Dennis from Supplier Management

DENNIS JANSEN

CORINNA PETZNIK

1 The case for supplier management

Why supplier management is more than just procurement.

Could you briefly tell us about your role in the Supplier Management team and what your responsibilities are?

Corinna: The Supplier Management team handles everything to do with our suppliers. From pre-qualifying new partners and procuring project-specific hardware to support during day-to-day operations. We work with supplier-specific key accounts and act as the central point of contact both internally and externally. Our responsibilities include market research, pre-qualifying suppliers – including background checks, technical assessments and audits – as well as managing the procurement process.

What prompted your trip to China this year, and how did you prepare for it?

Dennis: Our aim was to get to know existing and potential suppliers in person and gain a comprehensive understanding of their businesses – from their products and processes right through to the people behind them. Trust and long-term partnerships are essential, particularly in the battery storage sector.

We prepared for this through technical and commercial pre-qualification processes, which focused in particular on assessing document quality, production capacity and product range, as well as compliance requirements and general certifications.

2 Testing & Approval

How to turn initial contacts into reliable project partners.

What does the qualification process for new suppliers look like in general?

Corinna: We typically start by making initial contact, for example through market research, trade fairs or existing contacts. This is followed by a first meeting, often online, sometimes in person. We then carry out comprehensive background checks and review company information, ESG criteria, and technical documentation and systems. This will be followed by contract negotiations on commercial matters such as payment milestones or bonds. Once the review has been successfully completed and an agreement has been reached, the project will be given the go-ahead and joint project work will commence.

What is a typical day like during these on-site visits?

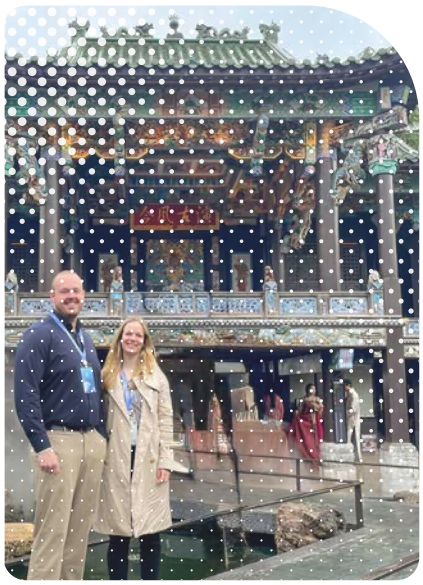
Dennis: The days usually start early with tours of the production facilities – from cell and pack production right through to container manufacturing – and we often also visit their test centres. This is followed by meetings to discuss topics such as quality, responsibilities and future collaboration. We often head straight on to the next town to visit another partner.

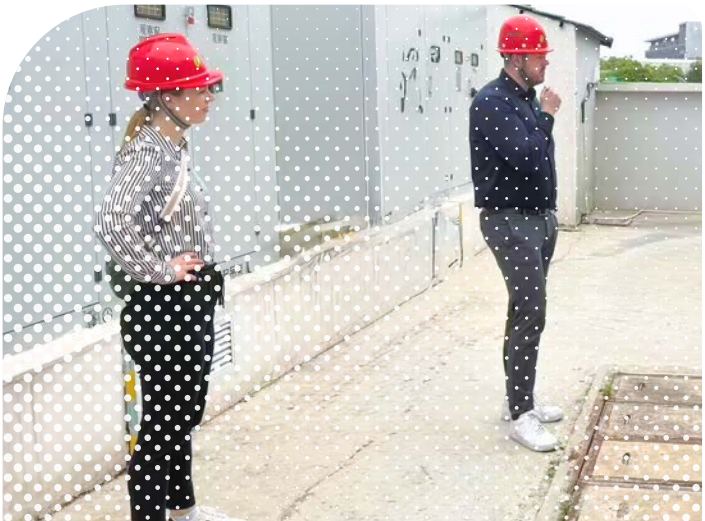
What are the key criteria you use to decide whether a manufacturer should join your network?

Corinna: We don't make the decision on whether to accept a manufacturer on our own, but in consultation with experts from various teams, such as Project Development, Electrical Engineering and Risk Management. Together, we will review the documentation and assess whether the project can be implemented with the supplier in a low-risk manner. In addition, personal impressions, past performance, quality and compliance with commercial market standards play an important role. Factors such as escalation procedures, corporate culture and ESG considerations matter in the assessment.

What do you pay particular attention to when inspecting production facilities and processes on site?

Dennis: Our focus is on product quality, process reliability and the professionalism of their operations. Among other things, we look at production lines, the level of automation, quality control systems, and health and safety standards. At the same time, it's very much about asking the right questions and getting a good overall sense of the company.





3 Audits & Trust

What is truly strong becomes apparent on the ground.

Why are on-site audits such an important part of this process?

Corinna: On-site audits are important because nothing can replace the impression you get when you visit the supplier in person. On site, we can closely monitor each stage of the production process as well as the integrated quality checks. Thanks to my background in production engineering, I am particularly well placed to assess how processes are implemented. In addition, we work with independent experts and auditors who carry out quality audits, enabling us to make an objective comparison of the quality standards of different suppliers. At the same time, our visits also focus on personal exchange and collaboration with our suppliers.

What specific benefits do these tests offer your customers and project partners?

Corinna: Our customers and project partners benefit from the fact that our suppliers are thoroughly vetted - both in terms of quality and creditworthiness, as well as their performance. This ensures that projects run as smoothly as possible and reduces the risk of delays or unexpected problems. In addition, our internal departments work closely with suppliers and familiarise themselves thoroughly with their systems as early as the pre-qualification phase. Thanks to our existing contacts and clearly defined escalation procedures, we can also respond quickly and in a solution-oriented manner should any issues arise.

What do these trips keep showing you about the importance of being there in person and working together face to face?

Dennis: A personal presence builds trust and forms the basis for long-term partnerships. In the battery storage sector in particular, there is a need for strong teams, clear lines of responsibility and partners who share the same vision, well beyond the completion of the project

What particularly surprised or impressed you whilst you were there?

Dennis: Although all of them manufacture battery storage systems ultimately, the differences are often huge – particularly when it comes to processes, quality standards and corporate culture. It is usually only when you are there in person that you notice these very details.

100+

People. Ideas. Growth.

With our 100th team member, we reached a milestone in 2025, whilst at the same time taking just another step on a journey that is far from over.

EPC + X:

What really brings energy projects

Energy projects are implemented in phases. However, their success rarely stems from the individual phases alone. What matters is how decisions are linked – across implementation, operation and the entire life cycle and how consistently responsibility is upheld in the process.

At **be.storaged,** we don't view projects as a series of tasks.
We view them as **energy systems** – systems that must be planned, implemented and operated reliably under real-world technical, market and operational conditions. This perspective is at the heart of everything we do.

> **We view energy projects as integrated systems, not as a series of individual steps.**

Implementing solutions using system logic

EPC is a central component of our work—but never in isolation. We view engineering, procurement, logistics, construction, and **commissioning as closely interlinked elements of a coherent overall system, rather than as separate project** phases.

From the very beginning of our involvement, technical decisions are made with a view to future operations. We reduce complexity and ensure responsibilities are clearly defined, and we use an implementation process that follows a consistent logic.

> **Implementation works best when it follows a clear systemic approach.**

Thinking beyond the handover

Energy systems don't end with commissioning. Their true capabilities become apparent in actual operation.

That is why **Operation and Maintenance (O&M)** is an integral part of our approach. Systems are implemented in a way that ensures they are sustainable, easy to maintain, and high-performing, and are supported accordingly once they go live.

This continuity between implementation and operation ensures that the completed structure can be operated efficiently and reliably in real-world conditions.

Power plus X

The "X" in EPC + X does not stand for a single phase or service.

It represents the ability to integrate implementation, operation, and accountability into a **consistent, comprehensive approach**.

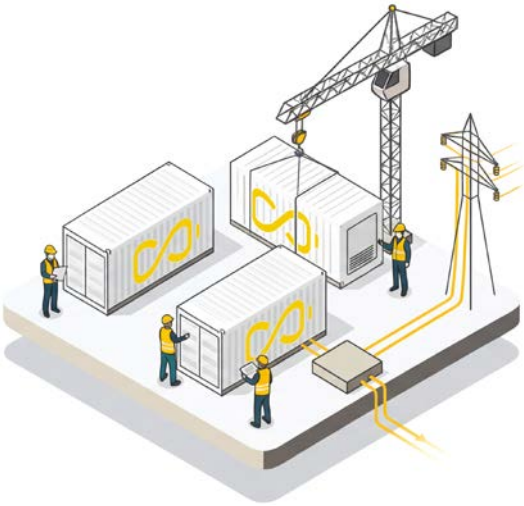
By viewing energy projects as systems – rather than merely as construction projects – that all components work together effectively from a technical and operational standpoint and over the long term.

> **After all, energy projects are defined less by their implementation and more by the decisions behind them.**

Three phases. One system.

1. Project development

Large-scale battery storage projects require careful preparation before construction begins. We handle all key development steps to bring projects to the ready-to-build stage.

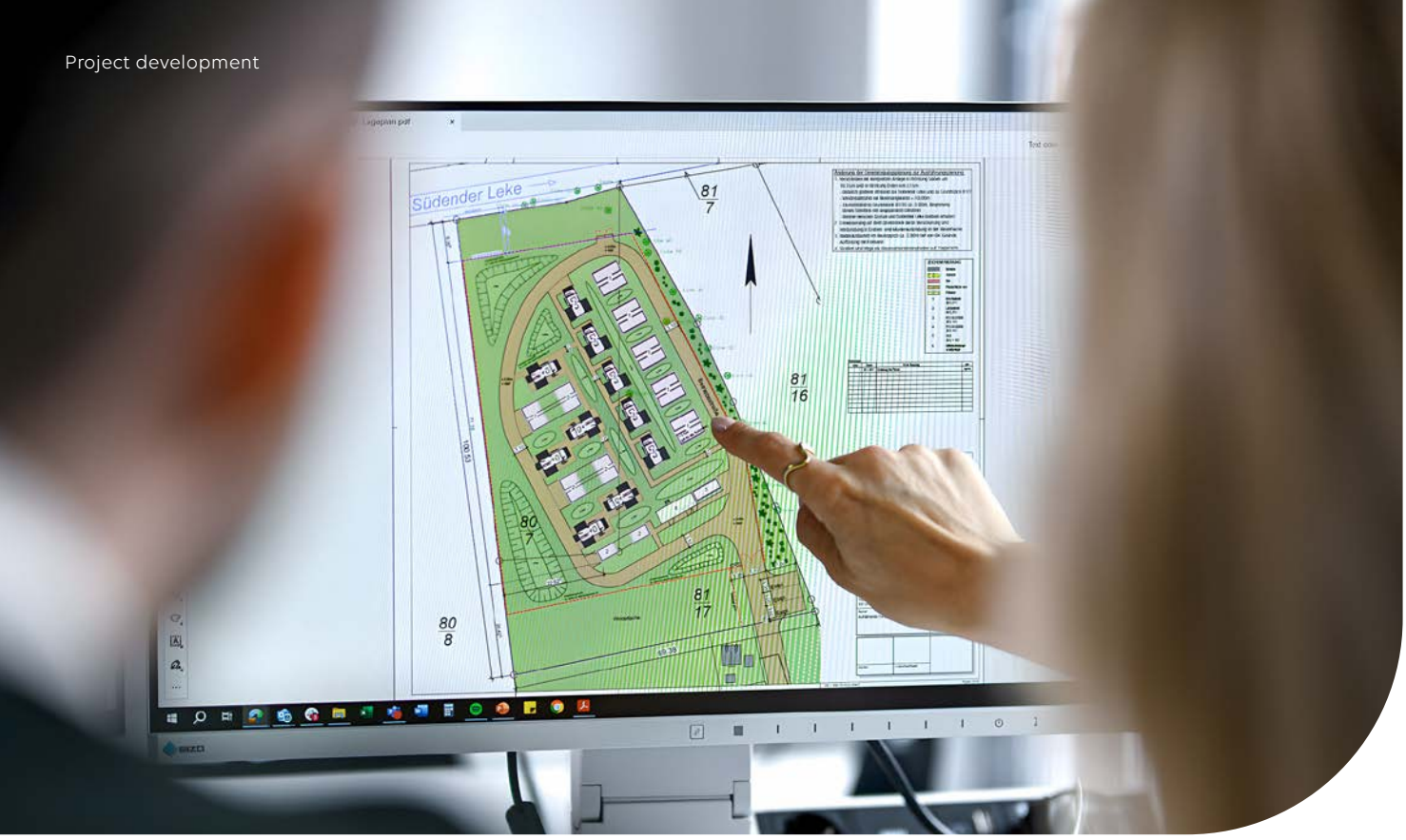


2. EPC

We manage large-scale battery storage projects from start to finish – from project development through to operation. From the ready-to-build stage onwards, we take care of the entire implementation.

3. Operation and maintenance (O&M)

Reliable operational management is a key component of battery storage projects. Even after commissioning, we continue to support our partners with comprehensive O&M services.



RTB is not a moment. It's a process.

Why **project development** is crucial for large-scale battery storage projects.

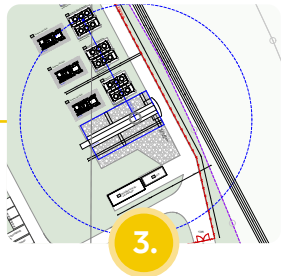
In large-scale battery storage projects, **'ready-to-build' (RTB)** is often understood as a formal status. For developers, investors and EPC partners, however, RTB means something else:

The result of a coordinated development process in which land, grid connection, planning permission and technical requirements are brought together at an early stage and in a consistent manner. This preliminary work is referred to as project development. We do not see it as a stand-alone activity, but as the phase in which project risks are identified and systematically mitigated.

From location to implementation

Site map

Visualisation



Technical layout plan

Project development under real-world network conditions

In the current German market, RTB can only be achieved if several closely interlinked factors are addressed simultaneously:

- **Site development**
  in accordance with planning and regulatory requirements
- **Grid connection**
  with a clearly defined MW capacity, a realistic timetable and regulatory feasibility
- **Approval processes**
  that reflect local authority practice in reality, not just formal requirements
- **Early technical coordination with requirements for EPC and O&M**

As the availability of a grid connection increasingly determines the critical path, project development today is no longer just about speed, but above all the quality of decisions that take actual connection and site conditions into account.

The aim is not to avoid complexity, but to make it manageable before implementation begins.

A collaborative development approach

To manage this complexity, our project development follows a collaborative model.

Projects are developed either in-house or in close collaboration with, for example, sdp, a partner specialising in project development.

In both cases, a clear principle applies:

Projects are developed with the aim of implementing large-scale battery storage assets in collaboration with our customers.

The partnership with sdp strengthens development efforts, particularly in the areas of grid connection requirements and planning for regulatory approvals, whilst also ensuring early coordination with implementation and long-term operation.

Project development is therefore not a separate, preliminary task, but an integral part of the successful implementation of reliable large-scale battery storage projects.

Project development in figures

in-house 40.19 MW

130.2 MW **in collaboration with sdp**

in collaboration with other partners 124 MW

"Every MW in our pipeline represents development decisions that have been made in accordance with planning regulations and real-world grid conditions."

"The introduction of the maturity assessment procedure for grid connections to the transmission networks of the four transmission system operators undoubtedly presents new regulatory challenges for project developers." At the same time, the shift away from the 'first come, first served' principle towards clear, quality-based criteria is a step in the right direction: in future, high-quality projects will prevail – those that are properly planned from both a legal and technical perspective, have made good progress in the approval process, and are economically viable. This is exactly where we see our strengths. "For us, the maturity assessment process is therefore less of an obstacle and more of an opportunity to secure additional grid connections at the extra-high voltage level."

PETER ZICKGRAF
Head of Legal, sdp energie

sdp energie

be-storaged.de/en/project-development/

Operation and maintenance: Battery storage systems

Reliable operation for maximum storage utilisation

Once a project has been successfully completed, our collaboration does not end; on the contrary, we continue to support our partners and ensure the long-term success of the facility through professional operation and maintenance.

A battery storage system can only realise its full potential if it is operated reliably over the long term. This is precisely where our operational management comes into play as part of O&M.

We provide a high-performance, tailor-made service that goes far beyond mere technical support: from continuous monitoring to targeted optimisation, we ensure that your storage system operates efficiently, safely and cost-effectively.

Comprehensive service – when it matters most

Our many years of experience make us a reliable partner for battery storage projects of any size. We support your system throughout its entire life cycle – from analysis to rapid troubleshooting when in operation.

Smart monitoring with a systematic approach

With our okean energy management system, we keep a close eye on your facility around the clock. Potential faults are detected at an early stage and are often resolved remotely before they affect operations.

Should an on-site visit nevertheless be required, our experienced engineers are ready to assist at short notice. This means maximum uptime, high efficiency and consistently safe plant operation.

Technical support that thinks ahead

Our service team uses state-of-the-art tools, benefits from ongoing training and has extensive practical experience.

Thanks to okean's intelligent monitoring system, we can identify problems at an early stage and respond immediately – either via remote maintenance or on site. Clear response times and comprehensive documentation ensure maximum transparency and operational reliability.

An overview of our services:

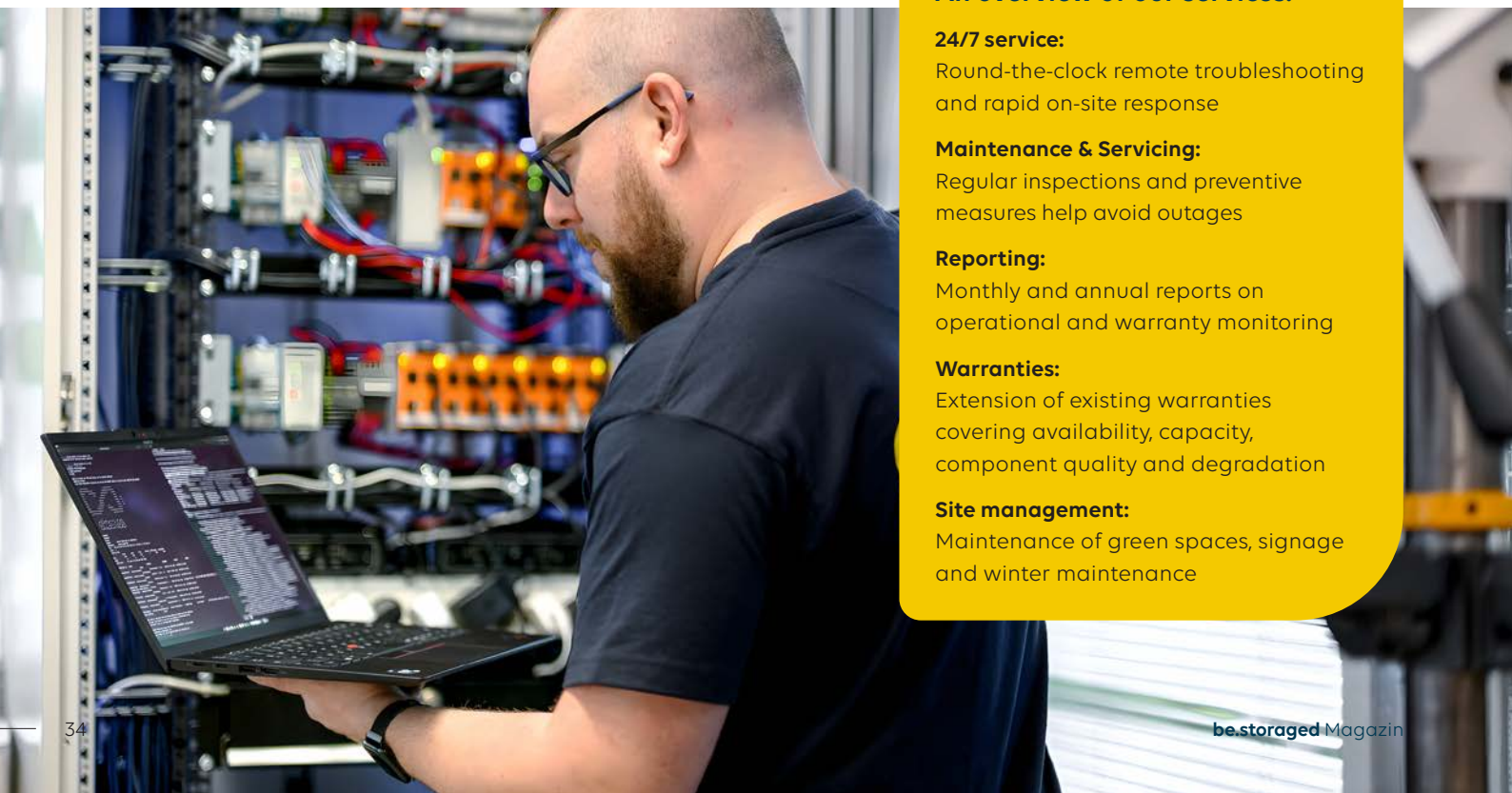
24/7 service:
Round-the-clock remote troubleshooting and rapid on-site response

Maintenance & Servicing:
Regular inspections and preventive measures help avoid outages

Reporting:
Monthly and annual reports on operational and warranty monitoring

Warranties:
Extension of existing warranties covering availability, capacity, component quality and degradation

Site management:
Maintenance of green spaces, signage and winter maintenance



Transparency builds trust

Our detailed monthly and annual reports provide you with a clear overview of your plant's performance at any time.

Through ongoing analysis and preventive measures, we ensure that your battery storage system operates efficiently at all times and delivers excellent returns over the long term.

Ready for forward-thinking O&M?

By combining technical expertise, forward-thinking methods, and transparent documentation, we lay the foundations for the safe, efficient and cost-effective operation of your battery storage solution.

With our focus on availability and performance, we are a partner you can count on.

HILZ

Daily tasks:"My work focuses on the maintenance of battery storage systems – from the detailed analysis of operational data to carrying out technical inspections safely, ensuring that the system continues to run smoothly for many years without any issues."

What makes the job so interesting:
"What's particularly exciting is the variety of technical challenges, because every plant, every site and every disruption presents new situations that call for specialist knowledge, creativity and quick decision-making."

JEREMY HEIMANN

"My day-to-day work as a service engineer is very varied – from technical inspections and troubleshooting to working with different teams and customers." "No two days are the same, and it's precisely this variety that makes the job so exciting."

What makes the job so interesting:
"What I find particularly exciting about my job is working with innovative storage technology and the chance to tackle new technical challenges every day." "The combination of hands-on work, modern technology and varied assignments means that no two days are the same."

be-storaged.de/en/om/

Project highlights in Germany

Selected references and ongoing storage projects at a glance

watch Dirkshof video:

More on page 19

Dirkshof

REUßENKÖGE

40 Capacity **MWh**

20 Installed capacity **MW**

terralayr

SOLTAU

33 Capacity **MWh**

17 Installed capacity **MW**

TerraOne

AHLERSTEDT-OERSDORF

31 Capacity **MWh**

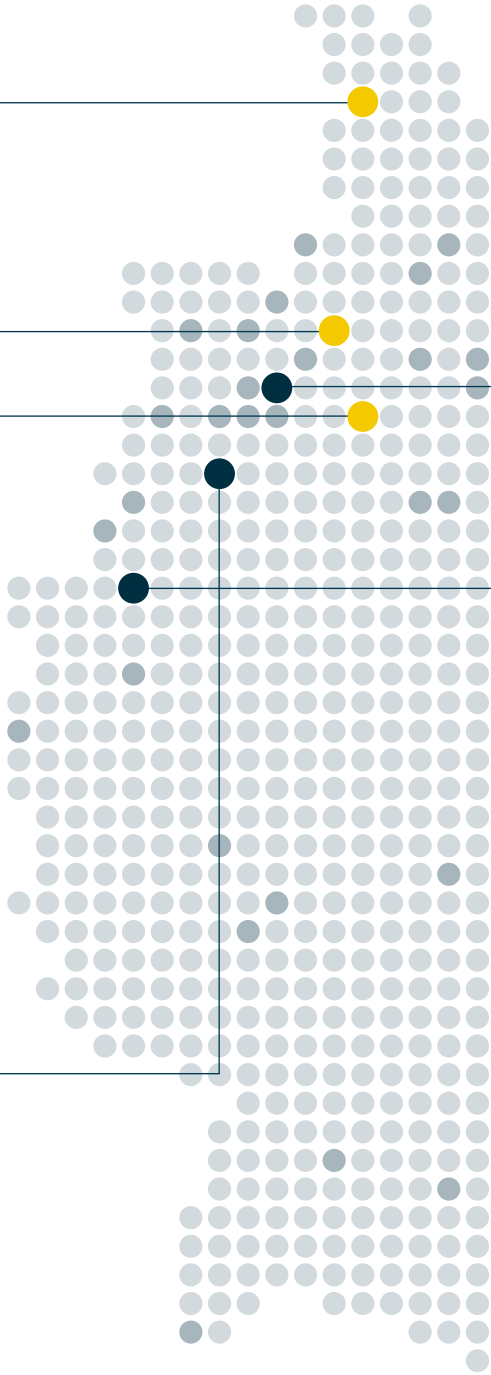
15 Installed capacity **MW**

Attic

ALTENBERGE/LAER

50 Capacity **MWh**

20 Installed capacity **MW**



- **Selected projects in operation**
- **Selected projects in progress**
- **Other project locations**

SWB

BREMEN

175 Capacity **MWh**

75 Installed capacity **MW**

ENNI Energie & Umwelt

NIEDERRHEIN

60 Capacity **MWh**

30 Installed capacity **MW**

re:cap global investors AG

FREIBERG

100 Capacity **MWh**

50 Installed capacity **MW**

Other highlights:

+600 **MWh** in progress

MWh in operation +200

Comments from the team

Why people at be.storaged are working on the future of energy

Being part of a young and dynamic team that is actively helping to build a stable energy infrastructure motivates me every day. Our work makes a tangible contribution to the successful electrification of our energy sector and to the energy future of tomorrow.

JANNIK HEYER
Sales Manager

MELANIE FOCKEN
Project Engineer

From concept to commissioning: in our Electrical Engineering division, we design large-scale battery storage systems from start to finish. We then see our work come to life on the building site. It is precisely this combination of planning and practical work that makes the job so exciting for me! At the same time, I work in a young, open-minded team where we support one another and everyone's opinion counts.

I love to help build an organisation that not only keeps pace with our growth, but also enables people to make a real difference through clear collaboration and help pave the way for a sustainable energy system.

KATRIN JAHN
Corporate Development Manager

MORITZ ROBERS
Productmanager

As a product manager, I work with my colleagues to further develop our energy management system so that it is suitable for long-term partnerships and can scale up as needed. I find it particularly inspiring to work at the interface between product, sales and development – that opens up new perspectives and enables me to take a holistic approach to product design.

In addition to traditional management tasks, the role of project manager at be.storaged is characterised by in-depth involvement in various technical specialist areas. Our project managers interact with different disciplines on a daily basis, making this role challenging and varied while offering excellent opportunities for development – in short: an extremely exciting role.

MARCEL TRAPPE
Projectmanager

New perspectives are part and parcel of what we do

Trainees regularly work at be.storaged through the **EWE Trainee Programme.** This exchange brings a breath of fresh air to the team and enhances the transfer of knowledge regarding energy and battery storage.

As an EWE trainee, I am currently working at be.storaged. What I particularly like about this role is that I get to work on issues that have a real impact on the energy transition – as part of a young team that encourages initiative, entrusts staff with responsibility at an early stage and places its trust in them.

JAN-MALTE STALLMANN
Trainee Programme

Learn more about our passion for energy

be-storaged.com

be storaged

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