



WEBINAR | MARCH 5 | 11AM

The €40 000 per MW per Year Gap: What Drives Financial Performance in Industrial Battery Systems?

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5 levers behind €40,000 per MW per year in additional returns

1

Multi-market access:

Independently & smartly combining intraday, reserve markets FCR and aFRR, and the intraday market through dynamic optimisation instead of single-market focus.

2

Peak shaving 2.0:

Actively monitoring and reducing 15-minute peaks to structurally lower grid fees, while trading in parallel.

3

Local optimisation:

Maximising the use of your own renewable energy at the right moments.

4

Your energy contract:

If the contract is not adapted to flexibility, optimisation efforts lose impact.

5

VPP advantage:

The strategic power of a large-scale Virtual Power Plant.

Our Coherent Approach



ENHANCING YOUR ENERGY ROADMAP

Maximise financial results, reduce risks, and achieve zero-carbon



TAILORED ASSETS APPROACH

On-site projects: PV / wind / biomass / batteries / charging infra



SEAMLESS PPA INTEGRATION

+ 100 GWh for 20 years



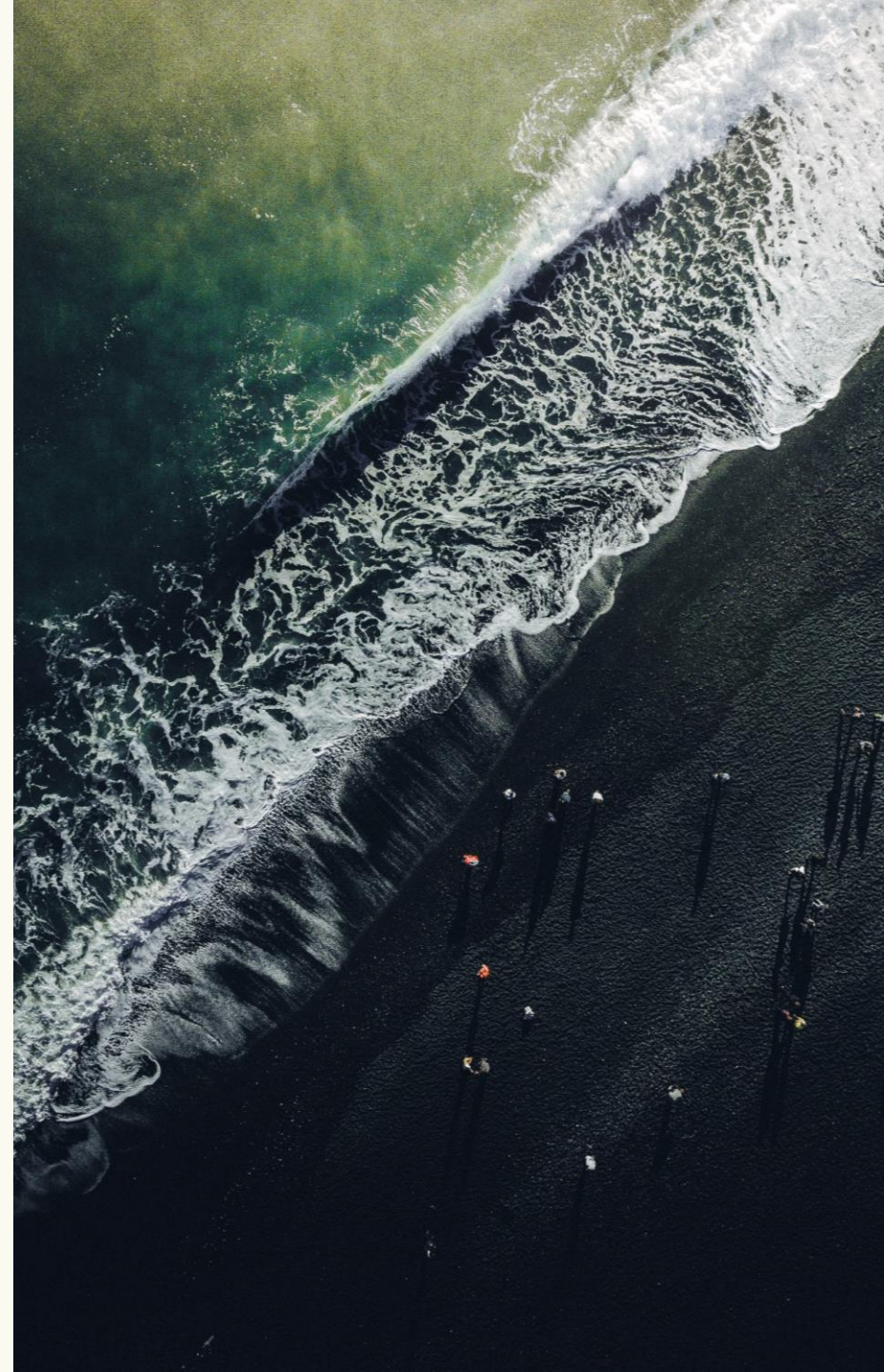
ENERGY PROCUREMENT, MARKET HEDGING AND RISK MANAGEMENT

Customer portfolio with over 4 TWh of electricity and 2 TWh of gas annually



FLEXIBILITY- AYA FLEX HUB - aggregates your flexible assets – including batteries, e-boilers, EV chargers, and flexible loads. +140 MW volume in the pipeline.

- ✓ 35 Energy Managers
- ✓ 15+ years of market experience
- ✓ Strong Team with Alumni from Engie/EDF Luminus/ Arcelor Mittal/Umicore/ Bekaert/Petronas/Sia Partners/TotalEnergies/ Accenture/ Veolia/ UGent/ Atrias & many more organisations



AYA's Flex Hub

We are your single point that structures, unlocks and continuously optimises your flexibility assets

On-site optimisation

01

Smart control of consumption, production and storage (peak shaving, load shifting, self-consumption).

Market access & trading

02

We set-up your participation in FCR, aFRR, mFRR, CRM, day-ahead, intraday and imbalance markets, through the optimal provider(s).

Asset-agnostic integration

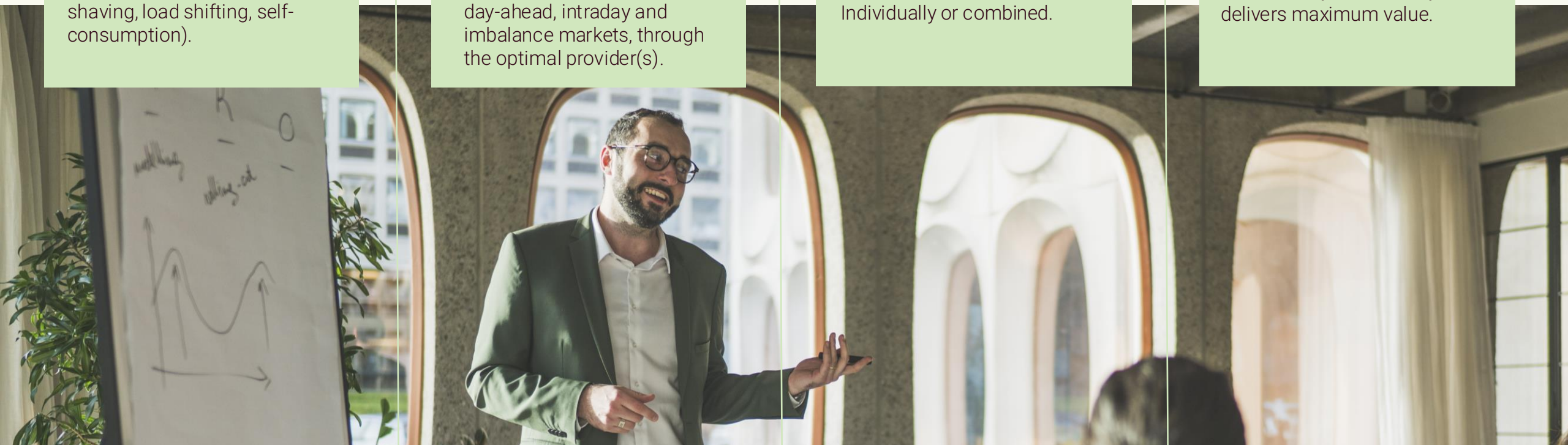
03

Batteries, flexible loads, PV and EV charging. Individually or combined.

Partnerships

04

We connect the right parties and ensure your flexibility delivers maximum value.



Flex Hub – Designed for your control



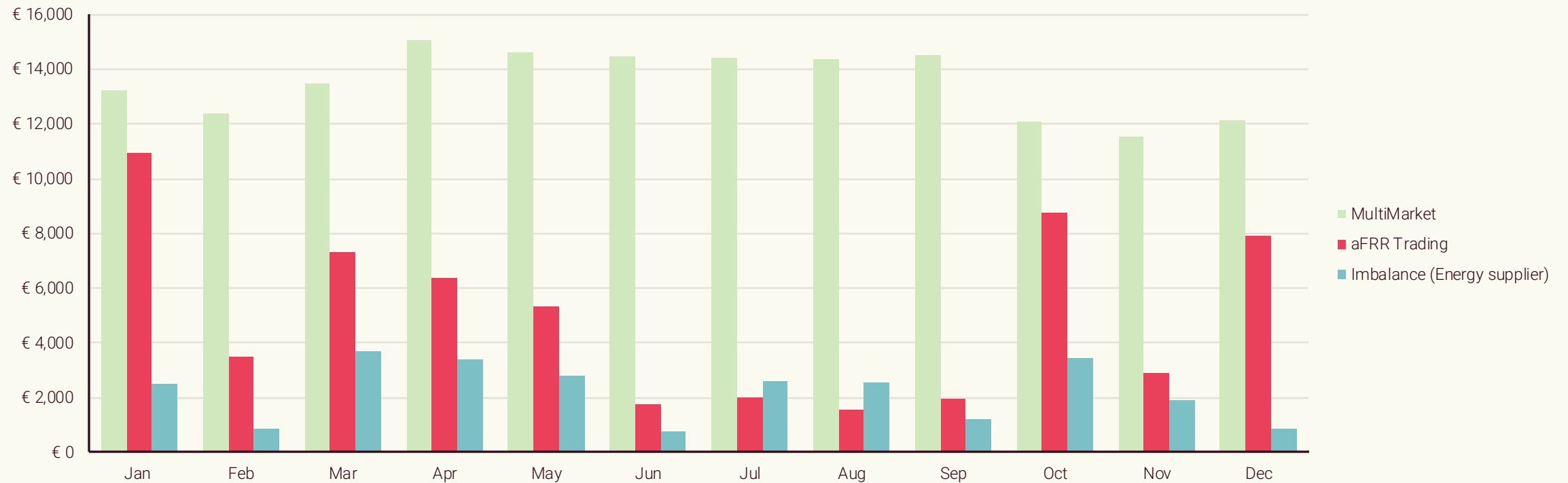
AYA delivers flexibility without lock-in.

- ✓ No fixed volumes.
- ✓ No capacity commitments.
- ✓ No exclusivity, with clear rules per EAN.
- ✓ No mandatory off take or injection contract applies.

We actively switch between providers when market conditions require it. You remain agile, protected and in full control.

Multi-Market optimisation trading is the most competitive strategy

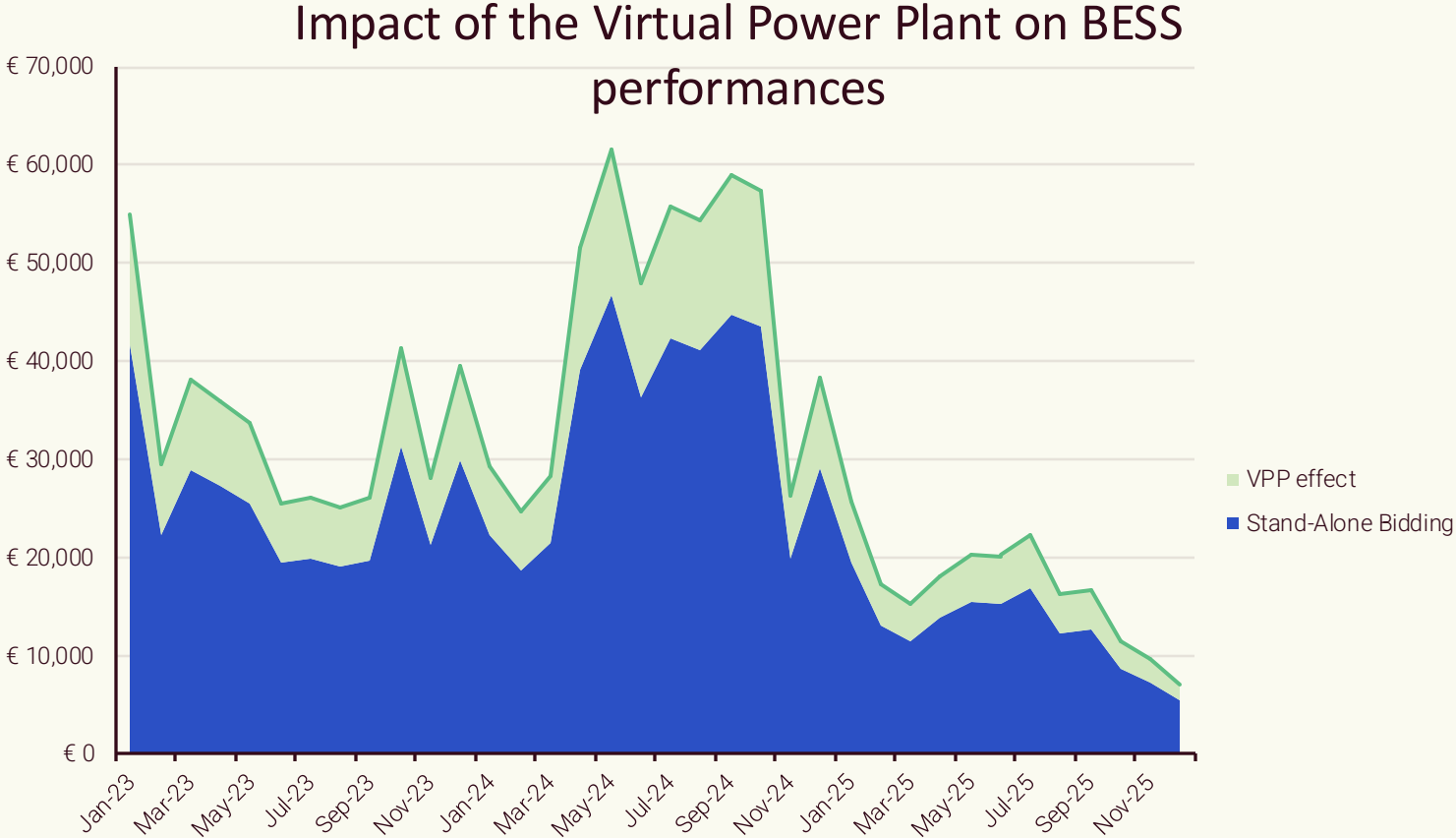
Revenue Generation per Strategy



Factors influencing BESS performances - VPP

Virtual Power Plant effect

- ✓ Revenues increase with the size of the Virtual Power Plant.
- ✓ BESS within a VPP benefit from both stand-alone and VPP revenues.
- ✓ The VPP effect generated around **25% extra revenues**.





Battery Performance Scan

In 30 minutes, you'll know exactly:



1

YOUR MARKET OPPORTUNITIES

Which revenue streams your battery can access — and which you're currently missing.

2

-TRADING VS GRID COSTS

How your market trading interacts with grid tariffs — the net picture, not just the revenue side.

3

YOUR CONTRACT IMPACT

Whether your energy contract is enabling or blocking your flexibility revenue.

4

VPP POOL ADVANTAGE

What joining a 30 M36W pool (140+ MW pipeline) could add to your individual return