BESS: Profit, Efficiency, Resilience Reality

D.TRADING

Zakharchenko

Head of RES & BESS Department

years of trading experience

894

MW of assets under management

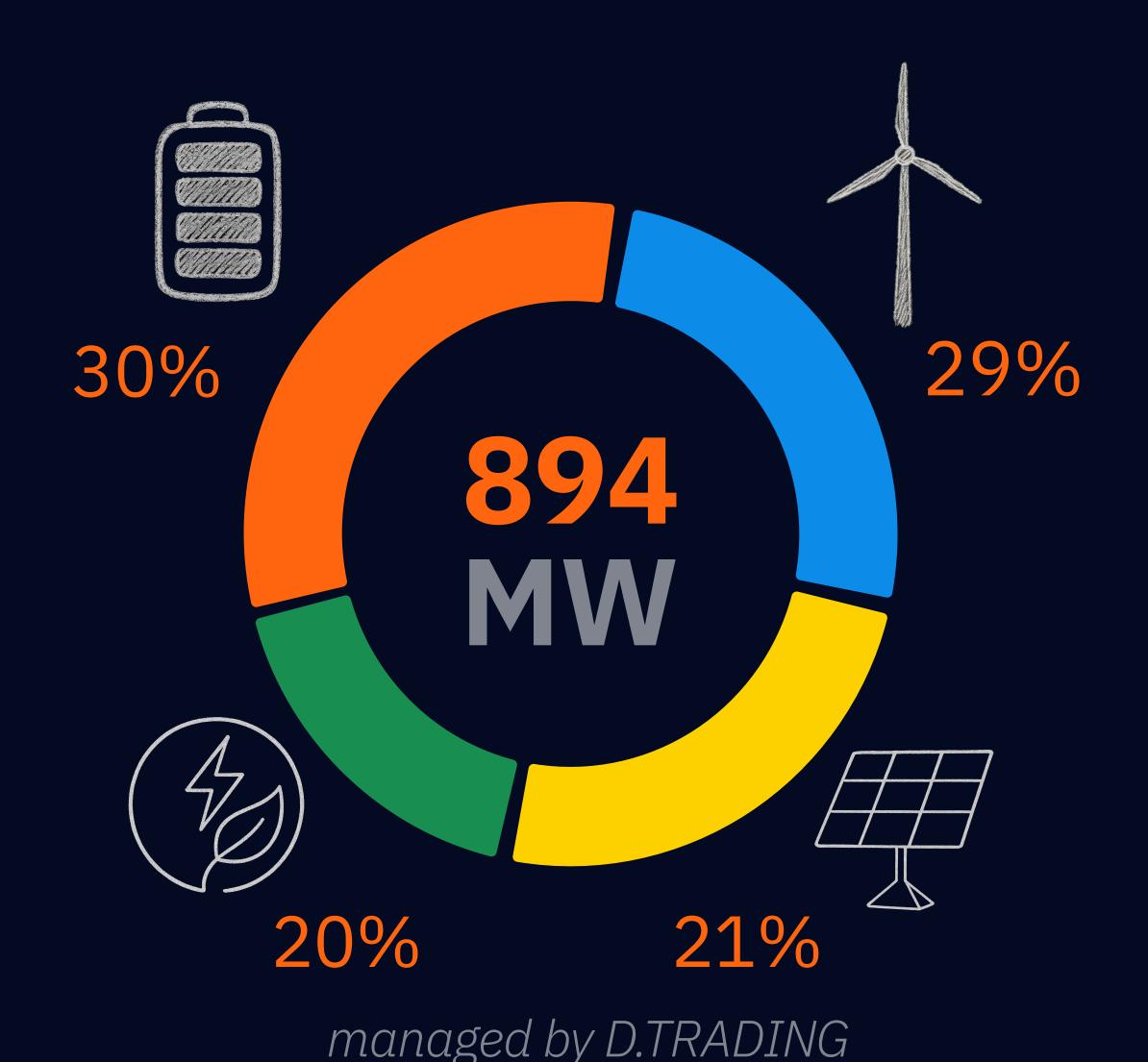
96

mln EUR in revenue generated for clients in 2025

Expertise that drives results **Strategy** that pays off **Team** that builds success



D.TRADING in energy sector



Nº1 energy supplier in Ukraine



commodities in portfolio: power, RES, gas, fuel, coal, agri

5 bln EUR

revenue in 2024





15 October 2025

Laura Gozzi and Paul Kirby, Europe digital editor

Ukraine imposes blackouts in most regions after Russian power grid attacks





Ukraine needs about 1.3 GW of energy storage capacity to meet market demands.

Wednesday, October 29, 2025





POLITICS • 9 MIN READ

Winter is coming for Ukraine: What it will take to keep the lights on



Ukraine's DTEK invests in major battery storage to bolster energy security

September 11, 2025 11:26 AM GMT+4



Ukraine's New Strategy for Keeping the Lights On Through a Winter of War

Top-secret sites house rows of batteries designed to support power grid during bombardments



11 October 2025

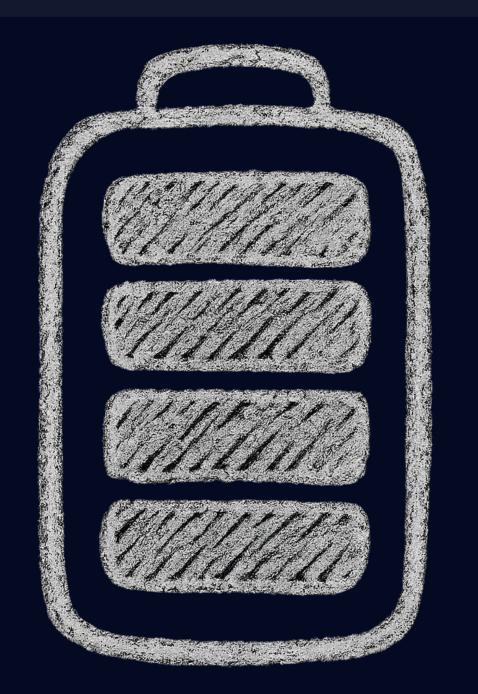
Harry Sekulich and Jaroslav Lukiv

Major Russian strikes cut power in Kyiv and across Ukraine



Here and Now: real experience

265/MW



534 MWh capacity



FTE in charge

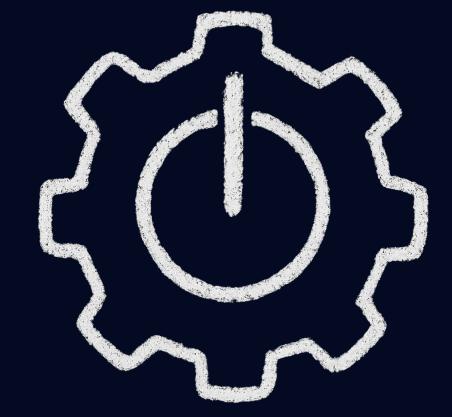


24/7 control



140

MW under ancillary services mode



different BESS sites in management

Investor Expectations a Year Ago

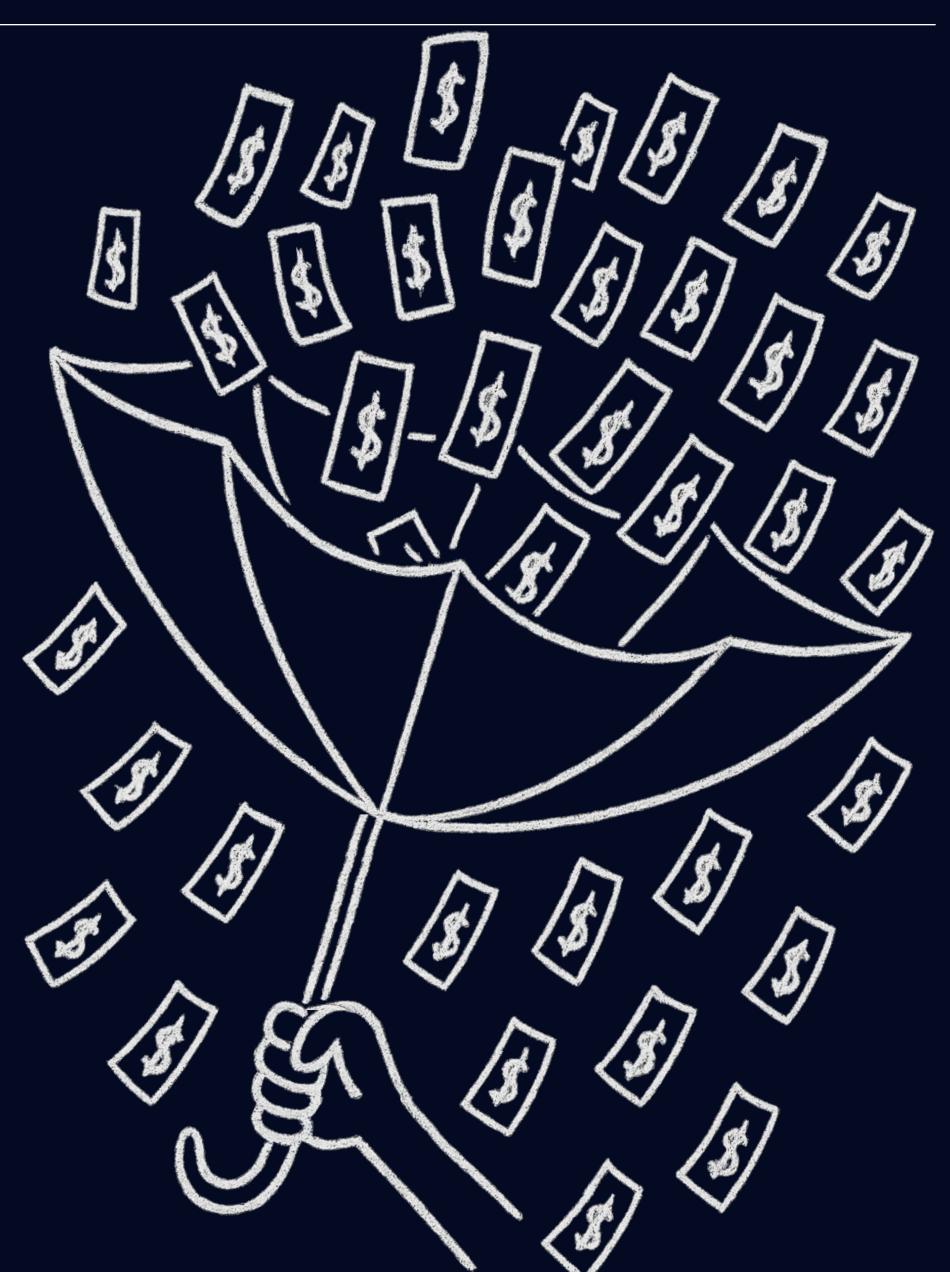
Profitability

Market price predictability

Ease of management and execution of commands

Reasonable activations

IRR > 40%



Harsh Reality

Today BUT NOT FOREVER! Competition **Profitability** Ease of management and execution of commands Lack of expirienced staff Risk of aFRR non-complience IRR > 40% Market price predictability

Typical trader day planing

Out day-ahead simulation/optimization takes place before 8am D-1



7:30

Data collection and processing

8:15

Forecasting energy balance & market prices

7:30

Data collection and processing

8:15

Forecasting energy balance & market prices

9:09

Cross-market optimization strategy preparing

7:30

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9:09

Cross-market optimization strategy preparing

10:00

Spot markets bidding according to cross-market optimization strategy for tomorrow

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Intraday trading strategy execution for today

00:00 - 23:59

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Buying power on spot market

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aFRR Command from TSO to charge

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11:00

Selling power on balancing market

11:05

aFRR Command from TSO to charge

11:10

SoC management for aFRR execution

11:15 -

7:30

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11:10

SoC management for aFRR execution

11:15 -

12:00

Lunch

Wake up!

4:50

Air raid alert:
999 Shaheds heading
towards Ukraine

Wake up!

4:50

5:15

Air raid alert: Unavailability of 999 Shaheds heading equipment for unclear towards Ukraine reasons

Wake up!

4:50

Air raid alert: Unavailability of 999 Shaheds heading equipment for unclear towards Ukraine reasons

5:15 5:29

The reason for the unavailability has been identified

Wake up!

4:50

Air raid alert: 999 Shaheds heading equipment for unclear towards Ukraine

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Unavailability of reasons

5:29

The reason for the unavailability has been identified

7:33

Availability restored, SoC 0%

Wake up!

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Air raid alert: 999 Shaheds heading equipment for unclear towards Ukraine

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Availability restored, SoC 0%

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aFRR Command from TSO to discharge

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Availability restored, SoC 0%

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aFRR Command from TSO to discharge

SoC management for aFRR execution

7:45

aFRR Command from TSO to discharge

Wake up!

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SoC management for

aFRR execution

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Lunch

From start to

Europe's Top 3 in MWh Battery Performance

104 kEUR/MW yearly in UK





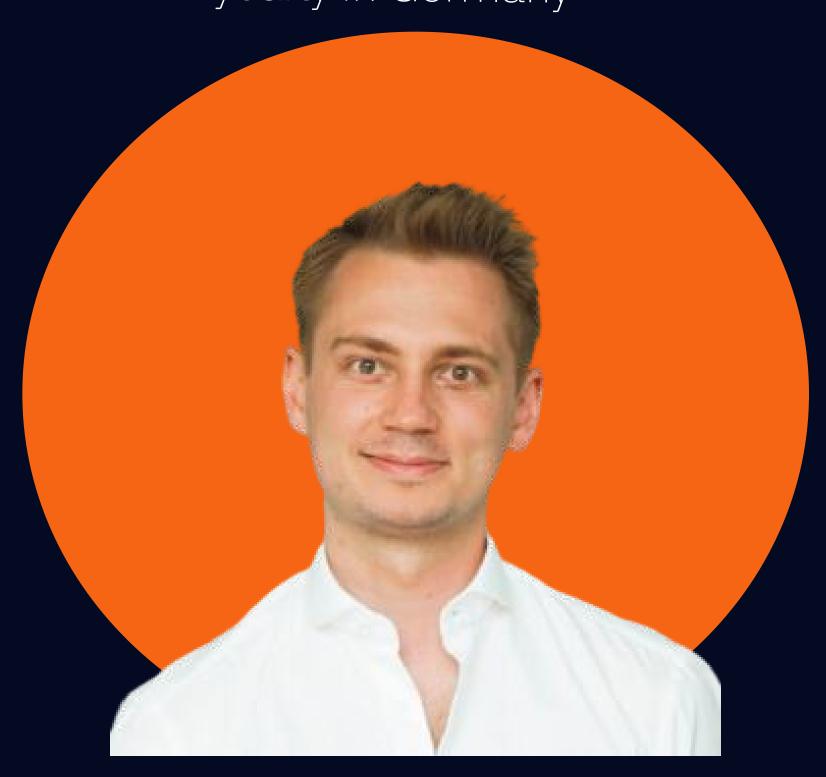
From start to

Europe's Top 3 in MWh Battery Performance

104 kEUR/MW yearly in UK



Up to 200kEUR/MW yearly in Germany





From start to

Europe's Top 3 in MWh Battery Performance

104 kEUR/MW yearly in UK



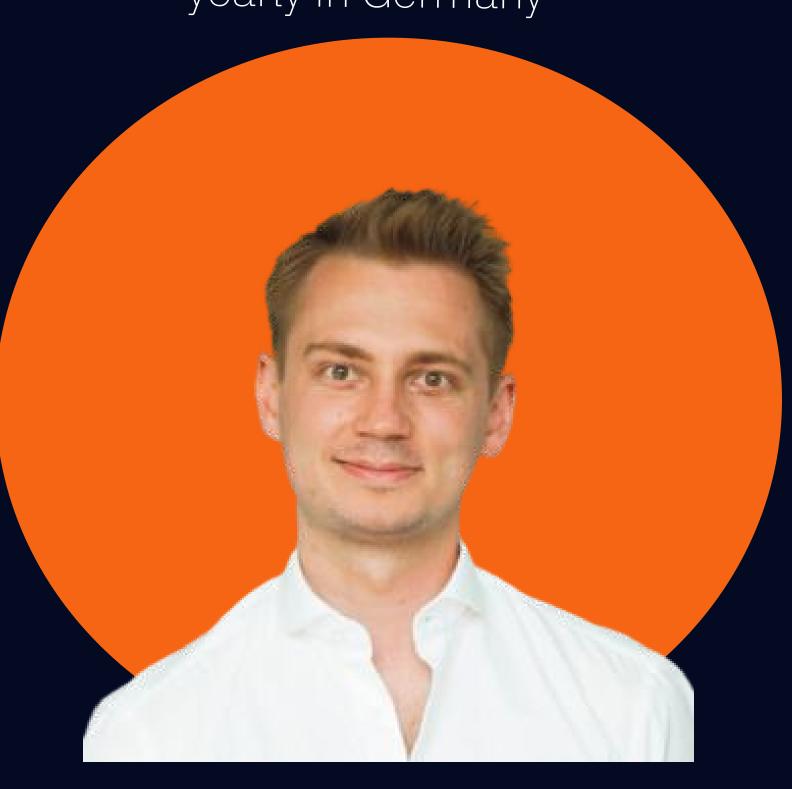


104 - 200 kEUR/MW yearly in Ukraine



D.TRADING

Up to 200kEUR/MW yearly in Germany







167 KEUR/MW

yearly in UA

in October

>210 kEUR/MW

Yearly in UA
in October



167 KEUR/MW

year yin UA

in October

>210 kEUR/MW

yearly in UA
in October

lower CAPEX & OPEX

no additional investment in software (for ancillary services or trading)

no administrative cost for dispatching center



167 KEUR/MW

yearly in UA

in October

>210 kEUR/MW

yearly in UA
in October



no additional investment in software (for ancillary services or trading)

no administrative cost for dispatching center

less Working Capital

using optimizator's finance for SoC management and guarantee payments



167 kEUR/MW

yearly in UA

in October

>210 kEUR/MW

yearly in UA

in October



no additional investment in software (for ancillary services or trading)

no administrative cost for dispatching center

less Working Capital

using optimizator's finance for SoC management and guarantee payments

SoC Management



104 PROTOCOL: qlwheqlkwjeh1lk2j;lja;klkjetakkjetakkjetakkk2j;lja;MODBUSjsdkl; qlwheqlkwjeh1lk2j;jsa;klkjda;klkjdakje;1k2jjeklkjdj2kjek1kl2je;lk1j2l;ek1j2lk;ej;2je;1kl2je;lk1j2l;ek1j2lk;ejkkkjajdk;kajdkkajdkkjajdk;lawjdlk;2jlk3jalk;sjd MODBUS



167 kEUR/MW

yearly in UA

in October

>210 kEUR/MW

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in October



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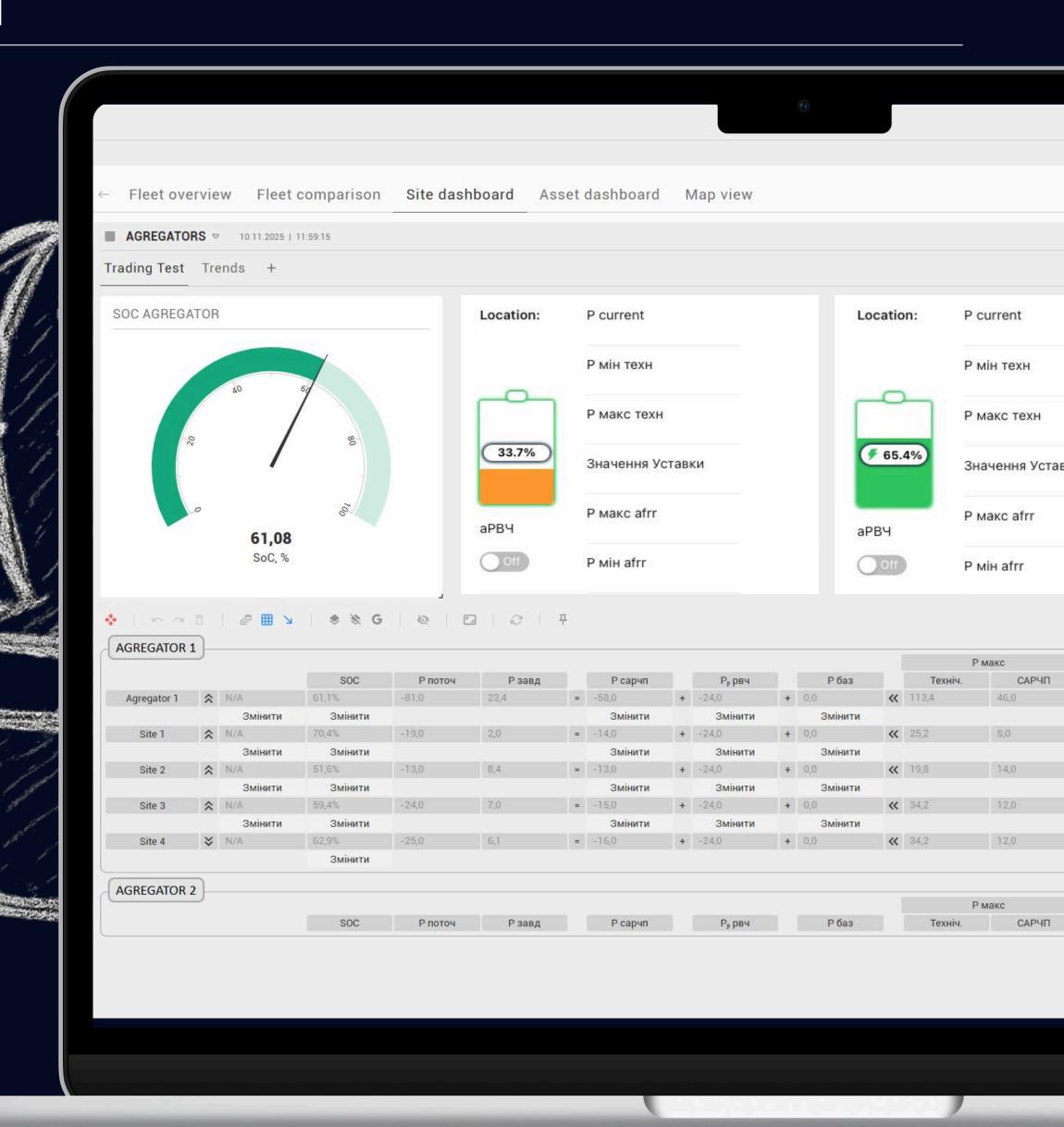
SoC Management



services!!!

Monitoring → Analysis → Reporting the performance of your projects

We are also investors in energy market in 2025!



Your success is our common drive

200+ 300+

Nº1 UA company

strong professionals

partners in success

by revenue



Let's build future together!

Yehor Zakharchenko

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