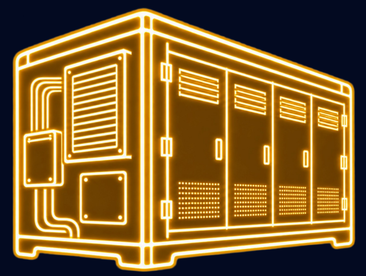
Beyond arbitrage:

how to build revenue stack for BESS



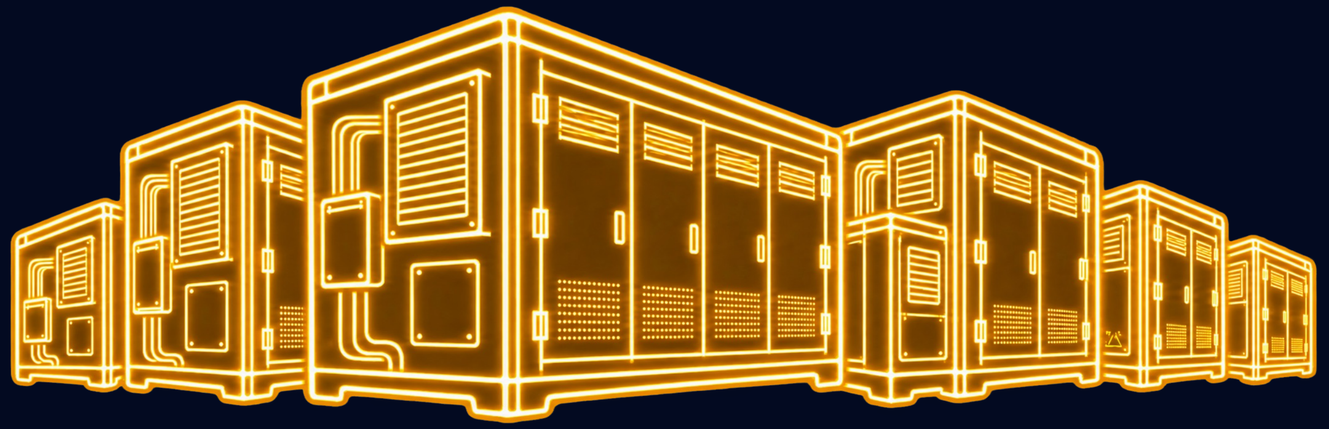
Optimizing BESS before it went mainstream

2021



1 MW / **2** MWh

2026



278 MW / **588** MWh

REBUILD UKRAINE EXPO CONFERENCE UA ENERGY

D.TRADING

Zakharchenko Yehor

Head of RES & BESS Department

8
years of trading experience

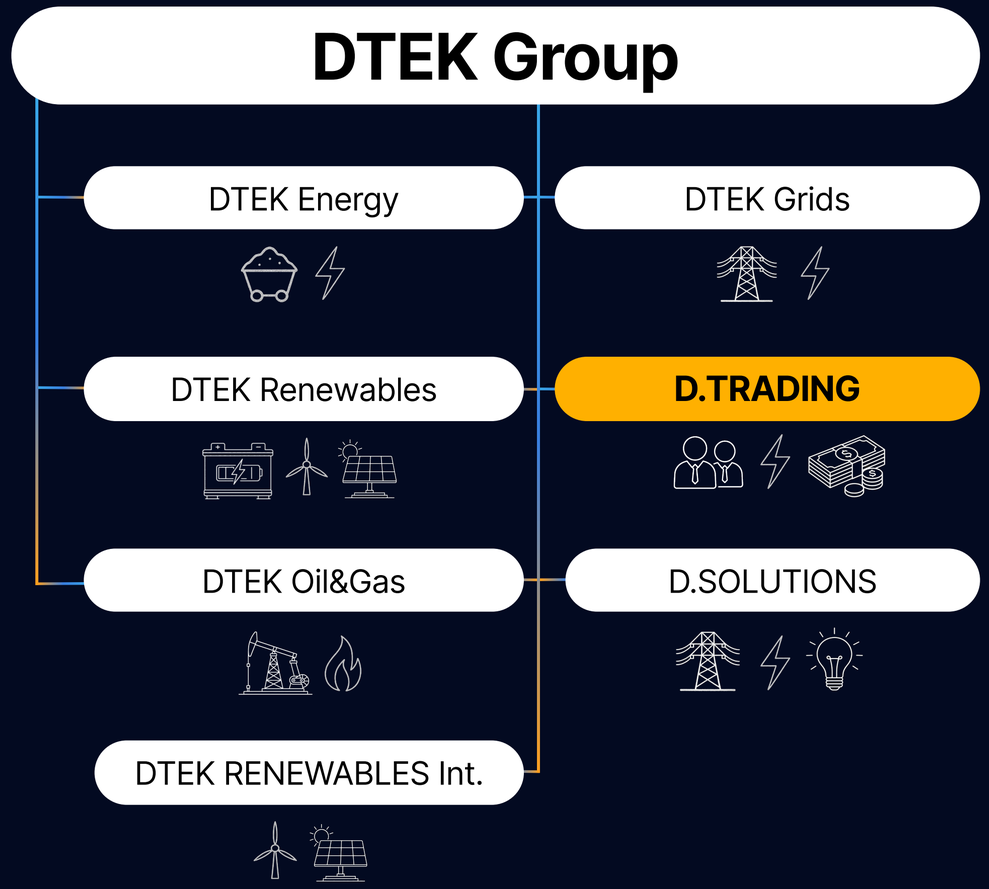
1563
MW of assets under management

100+
mln EUR in revenue generated for clients in 2026

D.TRADING



D.TRADING in the Energy Sector



№1

power supplier in Ukraine

5

products in portfolio:

power, RES, natural gas, diesel, coal

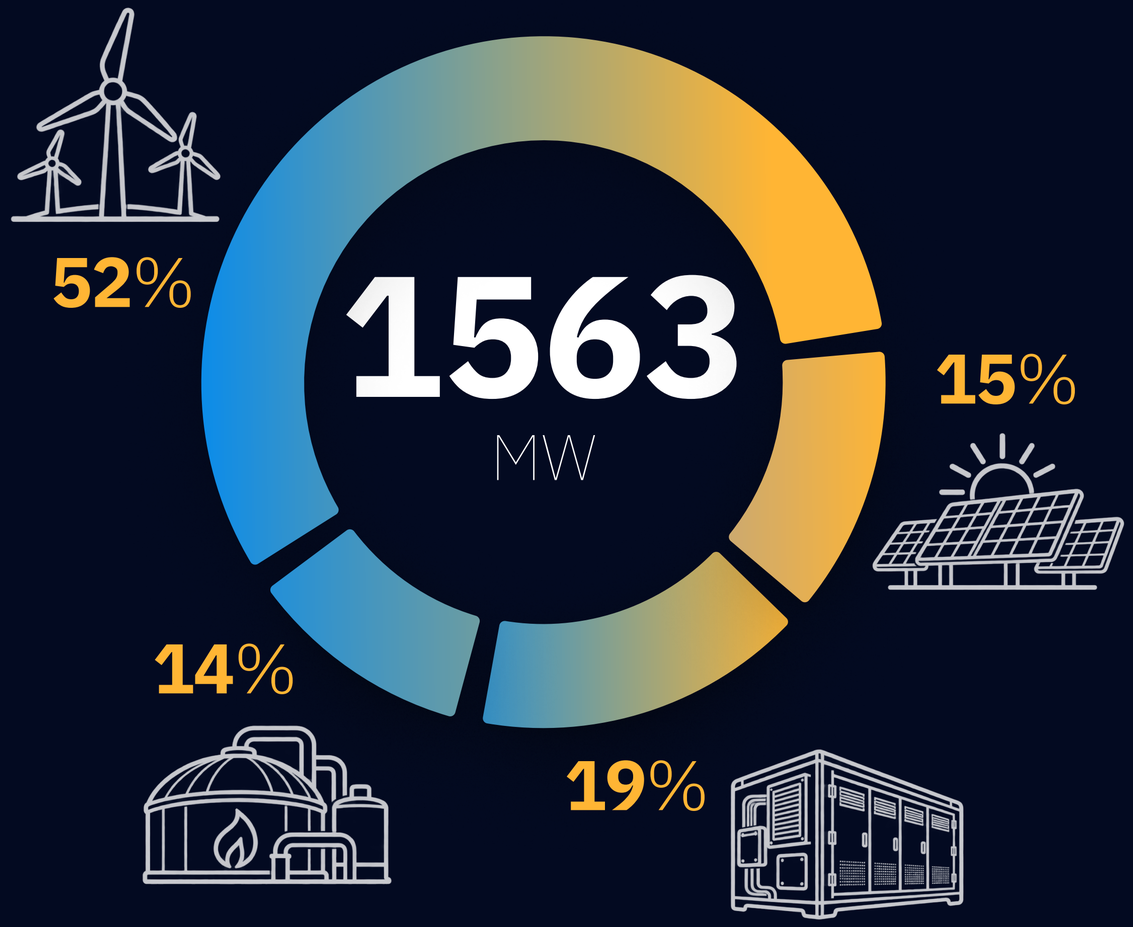
EUR 5 billion

revenue in 2025

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Our Partnerships



WIND PARKS OF UKRAINE

elementum energy

KERNEL

Scatec

Coca-Cola

МХП

82
RES companies

226
clients

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Three core ideas of Revenue stacking

1

“charge low, sell high” strategy

≠ consistent profits

2

combining multiple

revenue streams > pure arbitrage

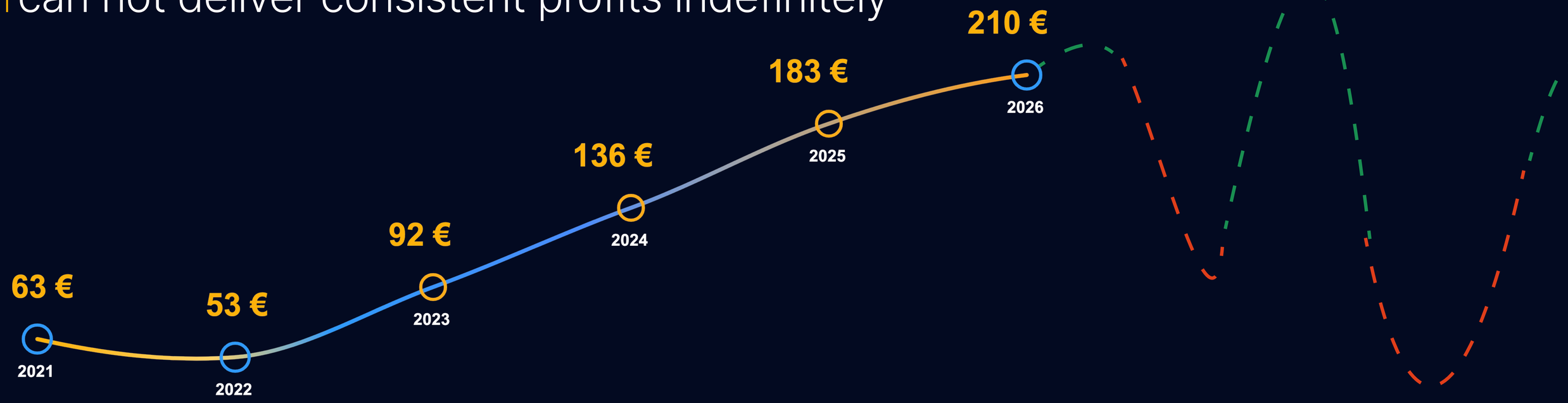
3

revenue stacking =
trading technologies +
team’s professional expertise

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Why **the “charge low, sell high” strategy** can not deliver consistent profits indefinitely



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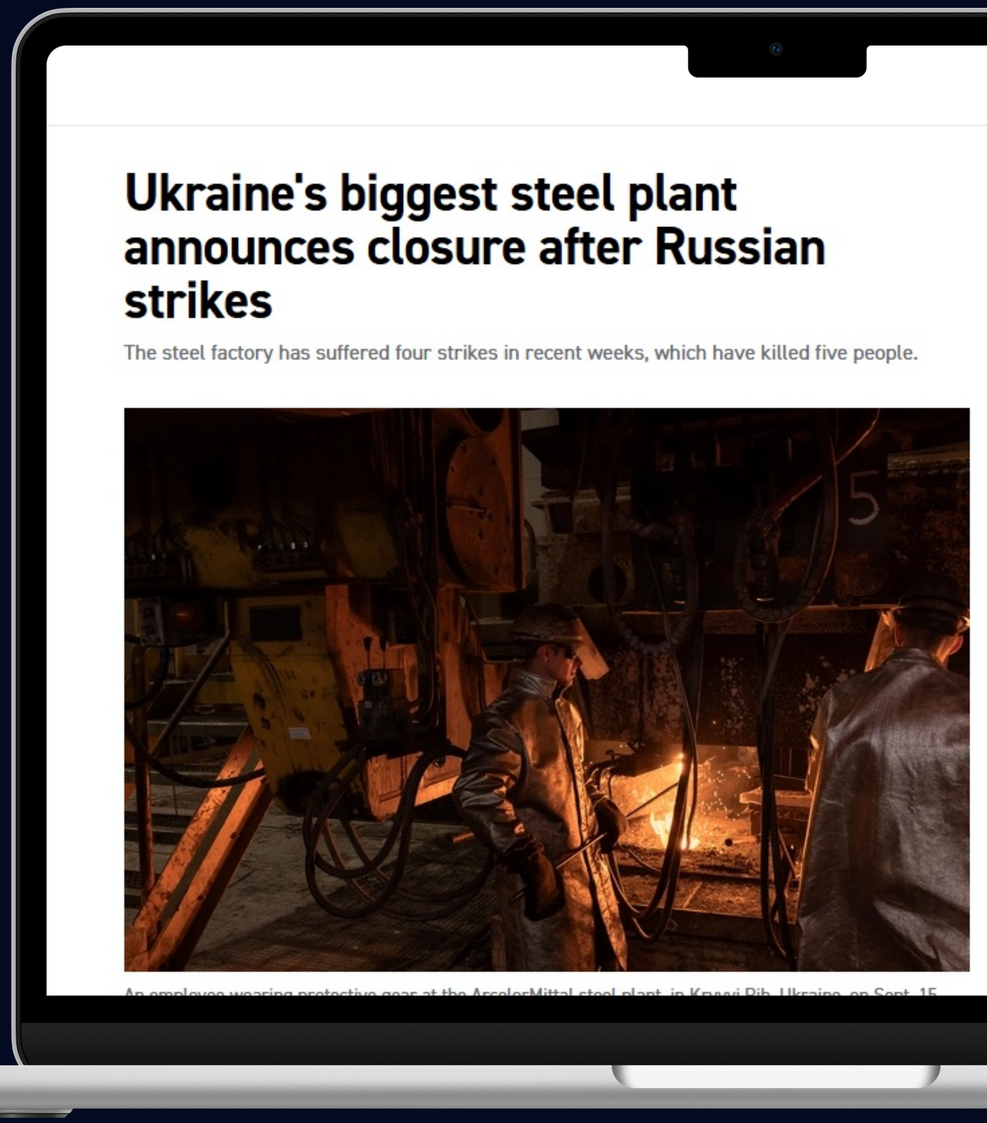
Current Business Challenges



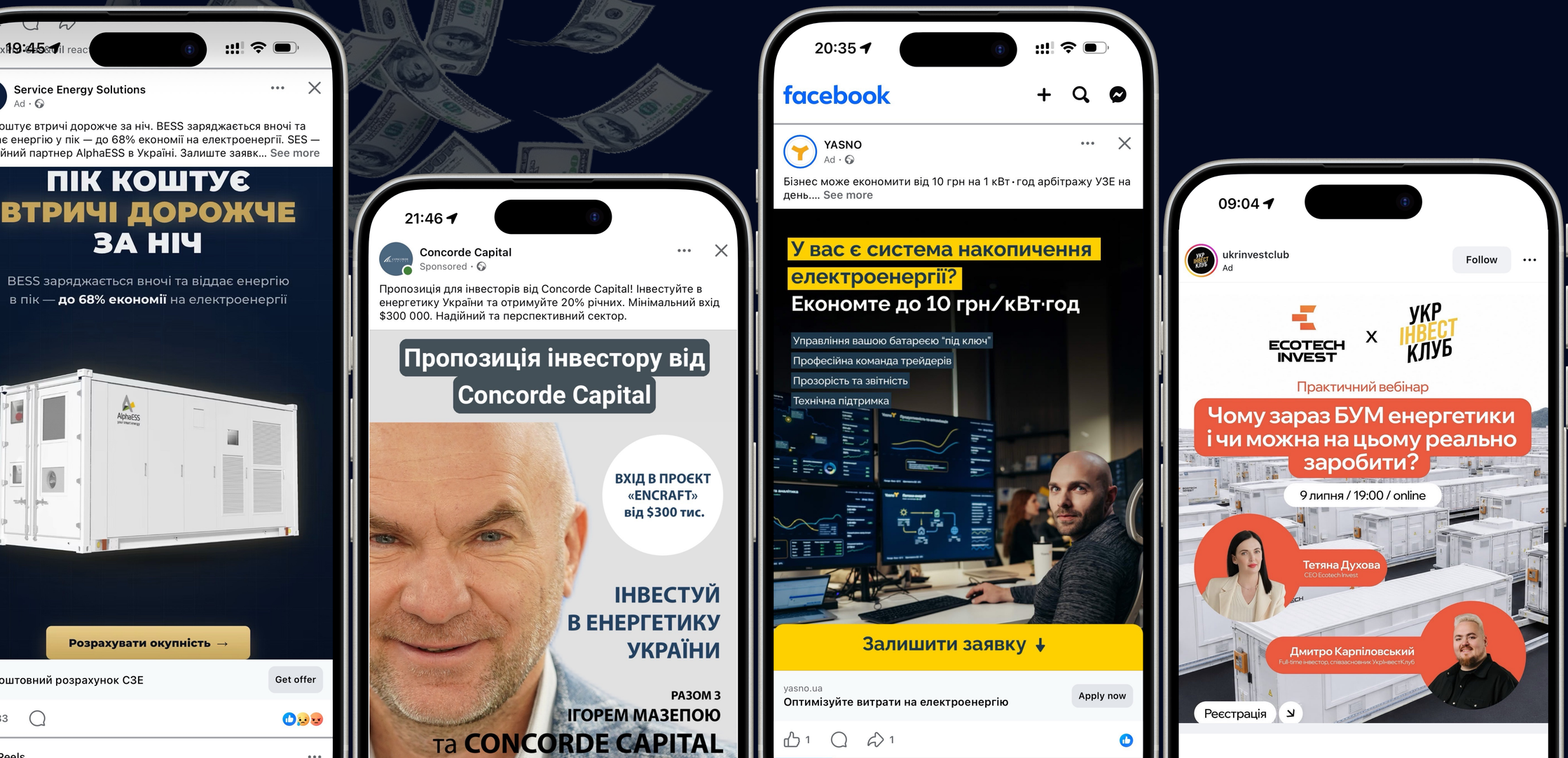
2021 - 2022 -45%

2025 - 2026 -25%

Consumption decline

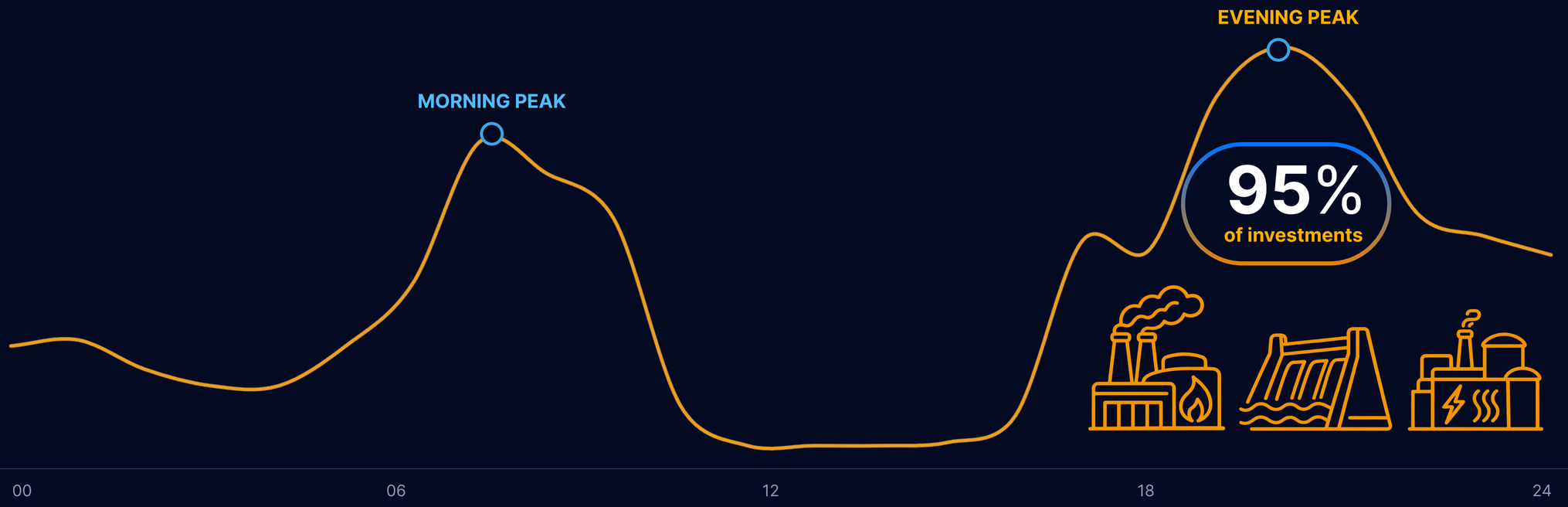


At the same time, the supply side



Competition for consumers

All types of energy will compete in the same peak hours

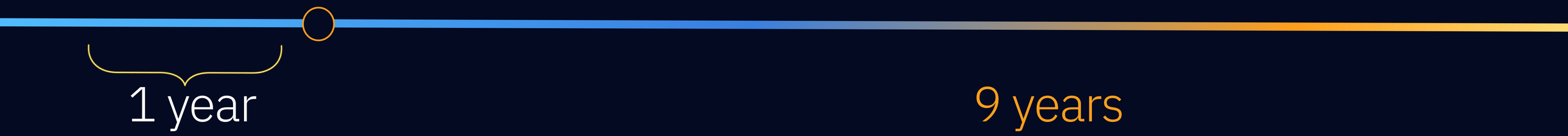


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Revenue Stacking:
Unlocking Maximum Value Throughout the Asset Lifecycle

Timeline before BESS launch is only **10%**



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Added value of expertise in digits: +27%

Second Idea

REVENUE STACKING

>4 strategies + flexibility +
the guarantee of best spread =

+20%

vs ideal arbitrage baseline

Ideal arbitrage baseline · 100%

-7%

vs ideal arbitrage baseline

STAND-ALONE

= 1 strategy + bid on yesterday's prices
+ risk of operational mistakes

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Our possibilities

720 MW

226 clients

40%

floor price

WIND PARKS OF UKRAINE

elementum energy

DTEK | ДТЕК ВДЕ

Yasno

METINVEST

Imperial Tobacco

share in import-export

contract with fixed revenue for BESS

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Trading technologies

Third Idea

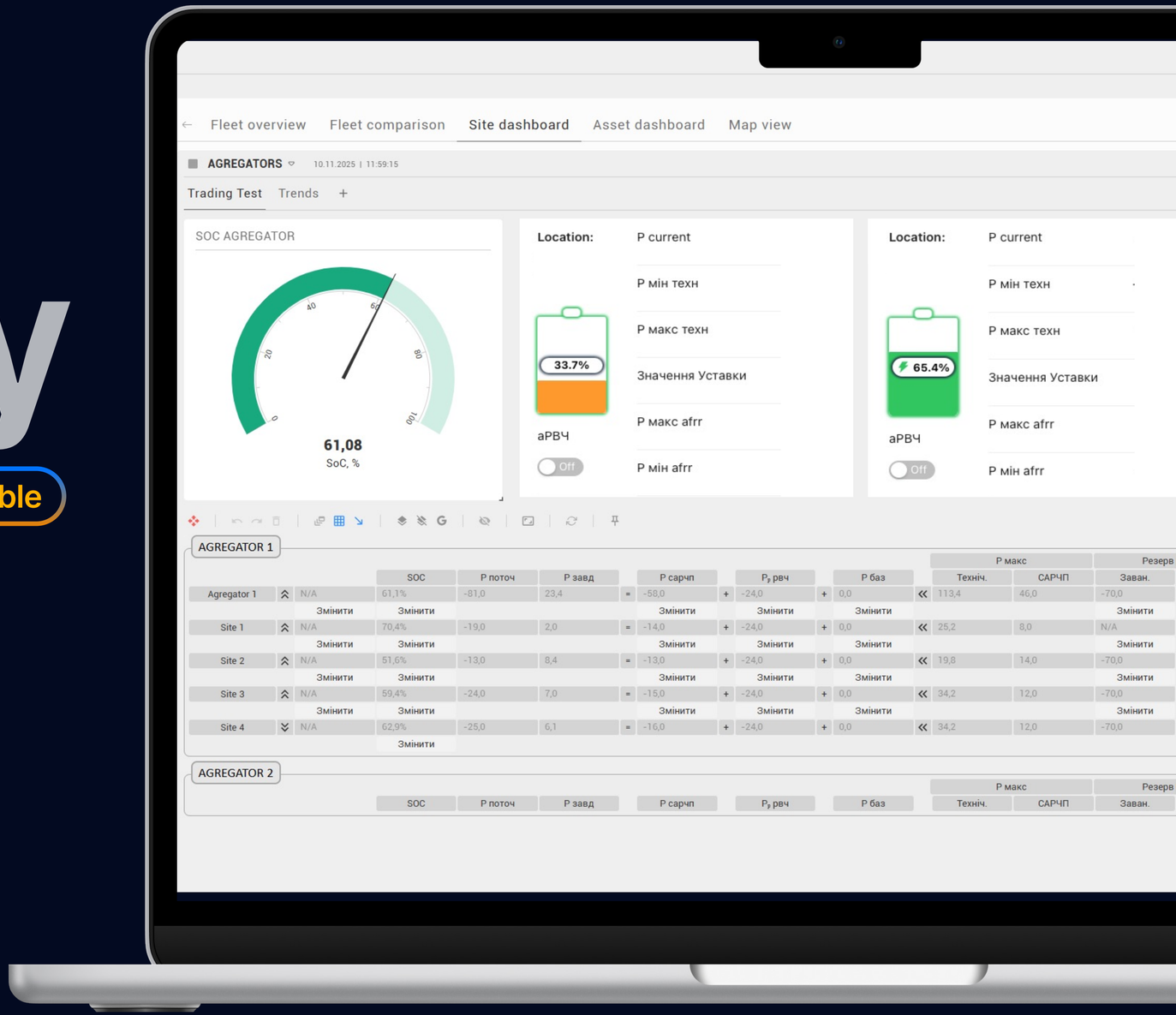
EMS
Optimisation

SCADA
Asset control

Technology

Trading
Market access

makes multi-market operation possible



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Your success is our common drive

200+
strong professionals

300+
partners in success

№1 UA company
by revenue

Find me :)



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Let’s build future together!

Yehor Zakharchenko

Head of RES & BESS Department

+380 95 795 88 88

ZakharchenkoES@d.trading