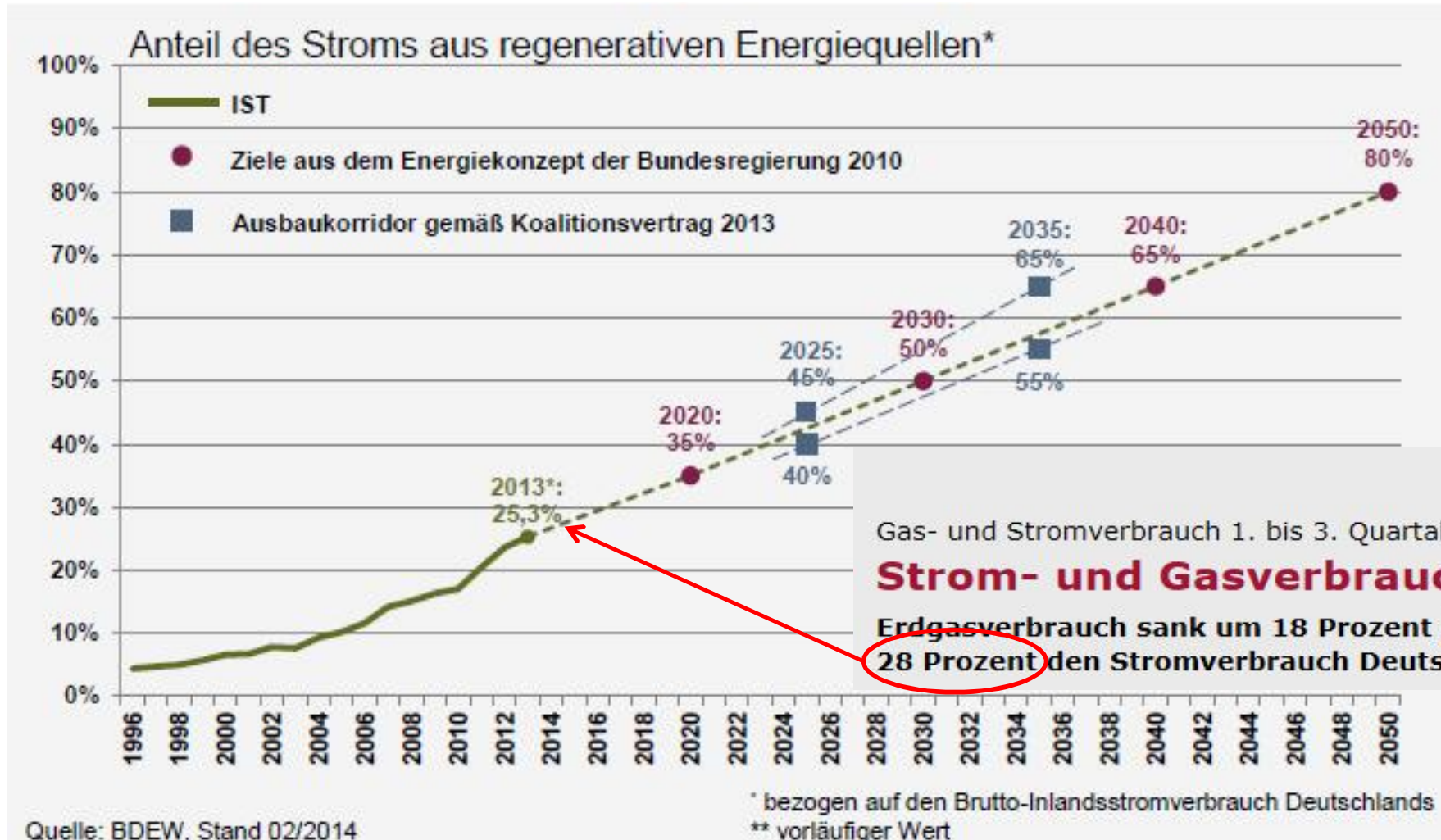


June 08, 2015 , Clearingstelle EEG, Berlin

Business Cases für Speicher und regulatorische Hemmnisse

Dr. Rainer Saliger, Technology & Innovation, Energy Management Division
Siemens AG, Erlangen

Contribution of renewables to electricity supply in Germany



23. Oktober 2014, Berlin

Gas- und Stromverbrauch 1. bis 3. Quartal 2014:

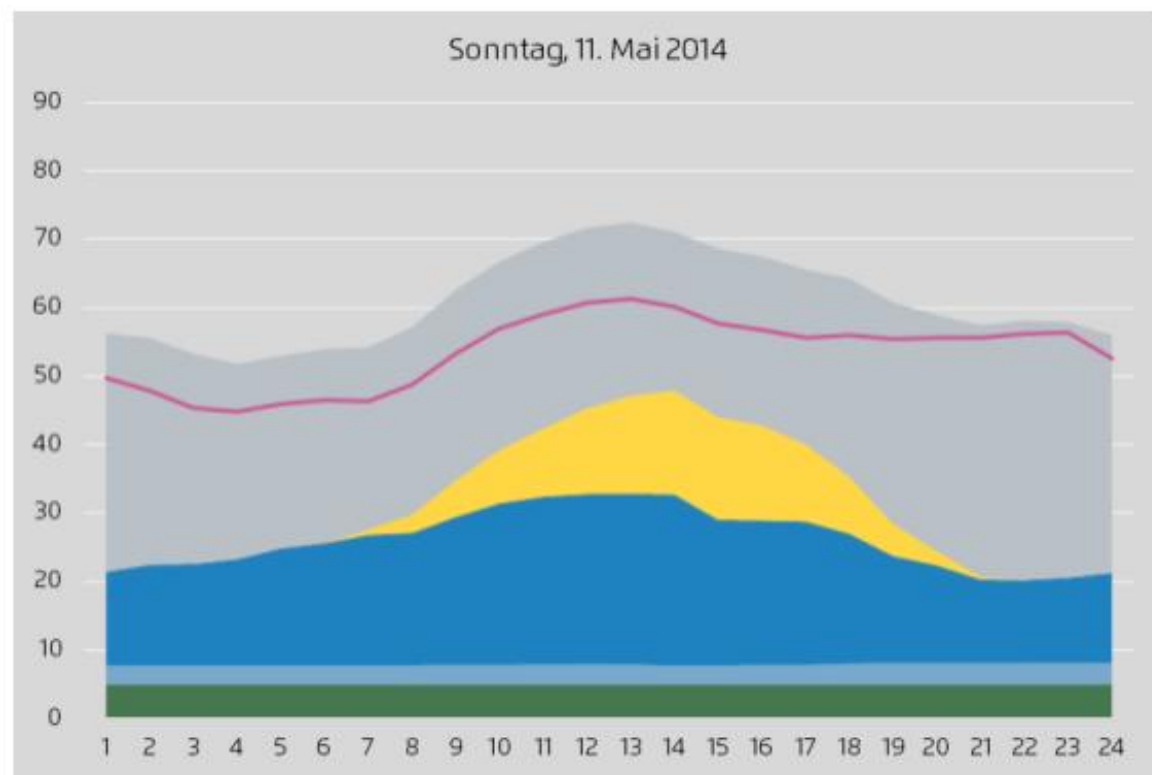
Strom- und Gasverbrauch rückläufig

Erdgasverbrauch sank um 18 Prozent / Erneuerbare Energien decken zu **28 Prozent** den Stromverbrauch Deutschlands

Ambitious German RE targets require highly flexible back-up systems

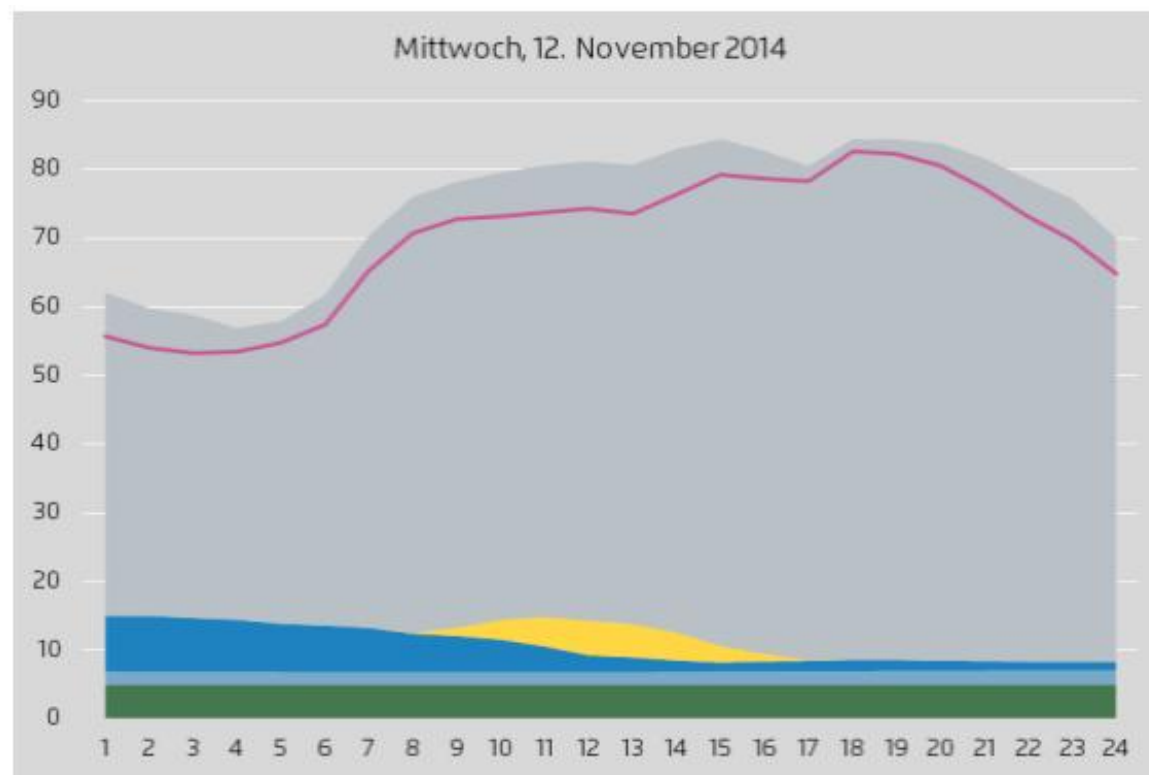
80% German electricity load coverage from Renewables

(Net Power Generation and load, red line, in GW)



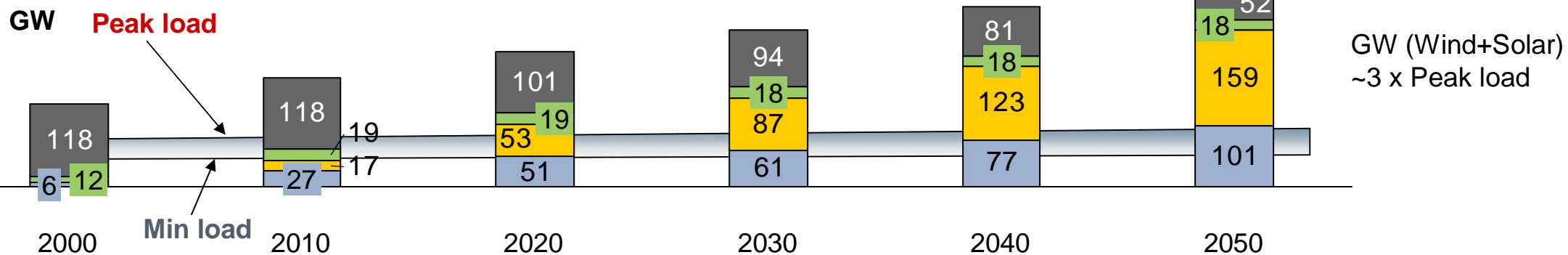
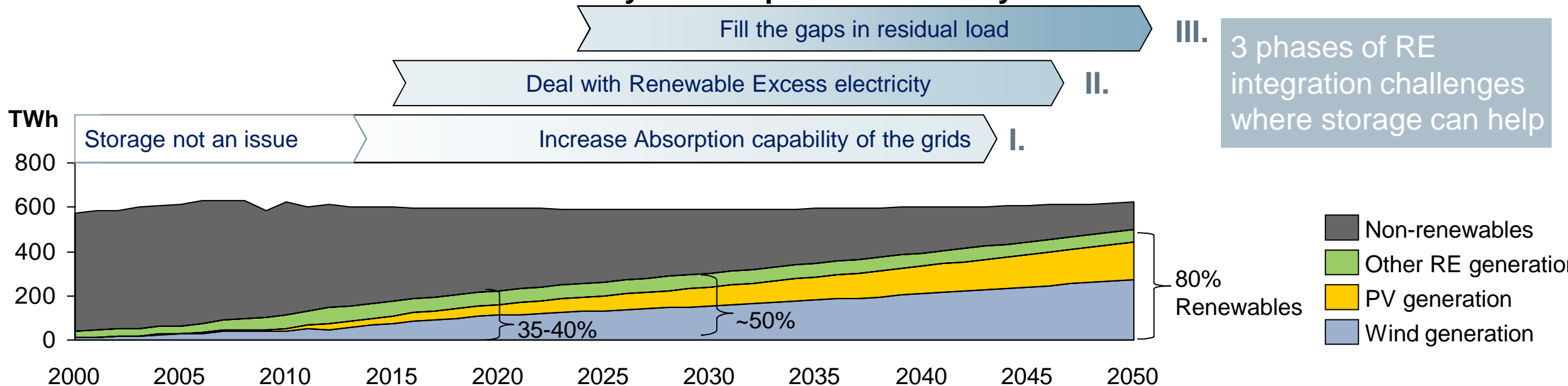
10% German electricity load coverage from Renewables

(Net Power Generation and load, red line, in GW)

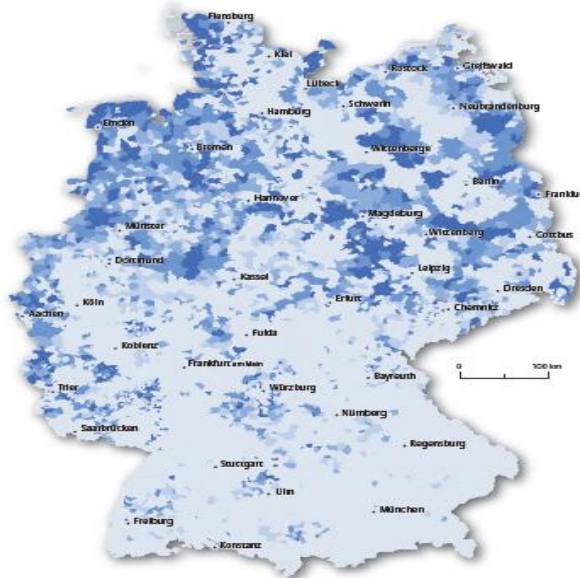


Role of energy storage for German Energiewende

Contribution of Renewables to electricity consumption of Germany

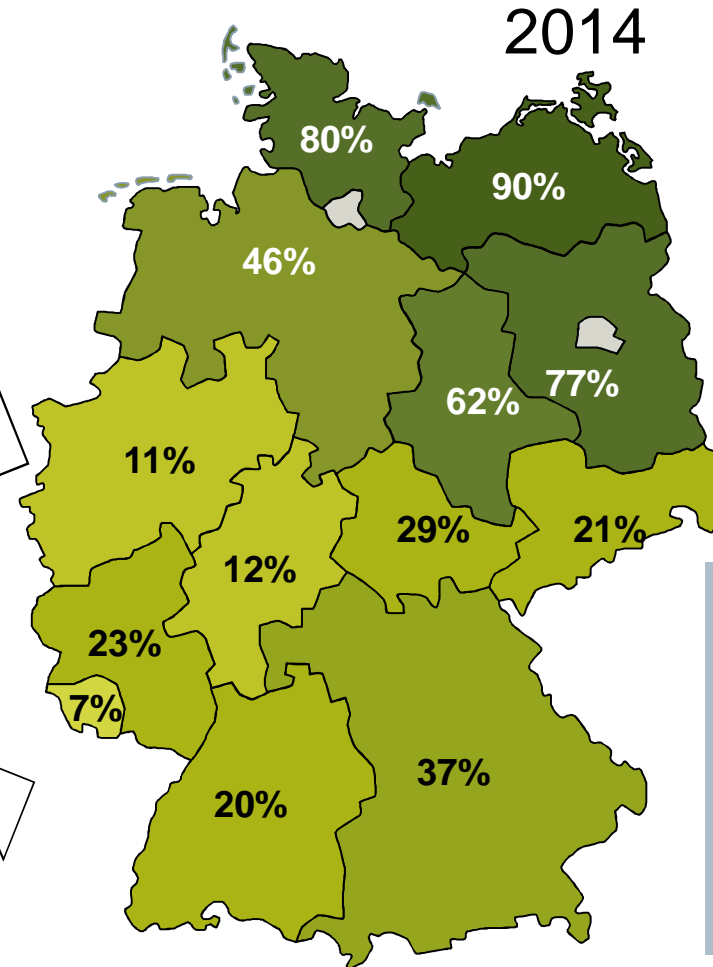
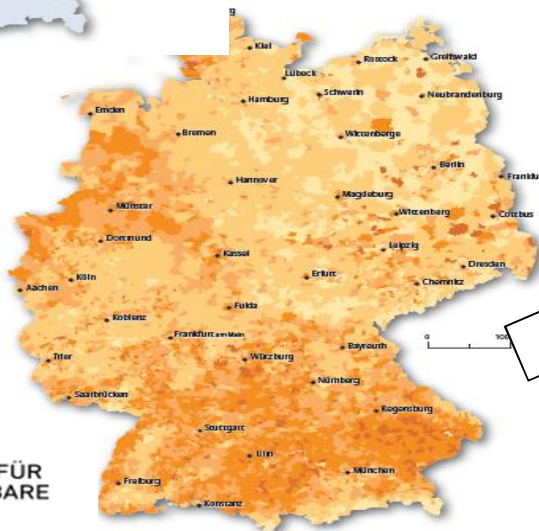


Uneven build out of renewables create integration challenges on a regional level



Wind power build-out mainly in the North

Solar power build-out mainly in the South



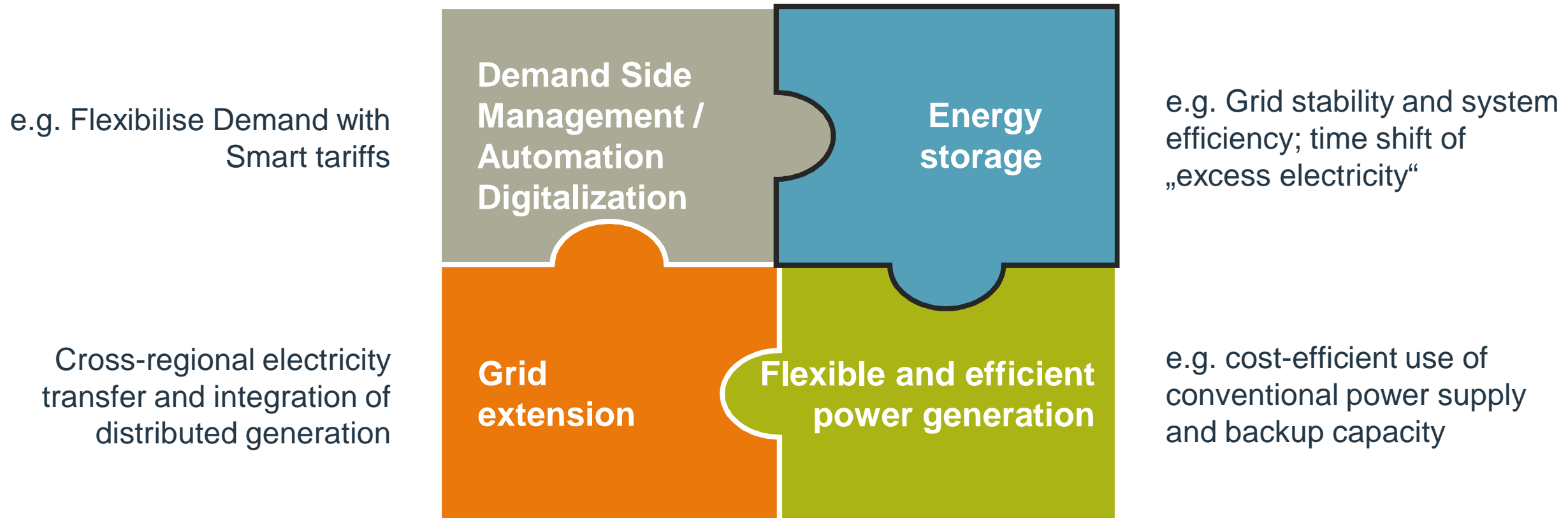
→ Ambitious renewable energy plans need additional flexibilities

→ Even with planned grid extensions Germany will not become a „copperplate“

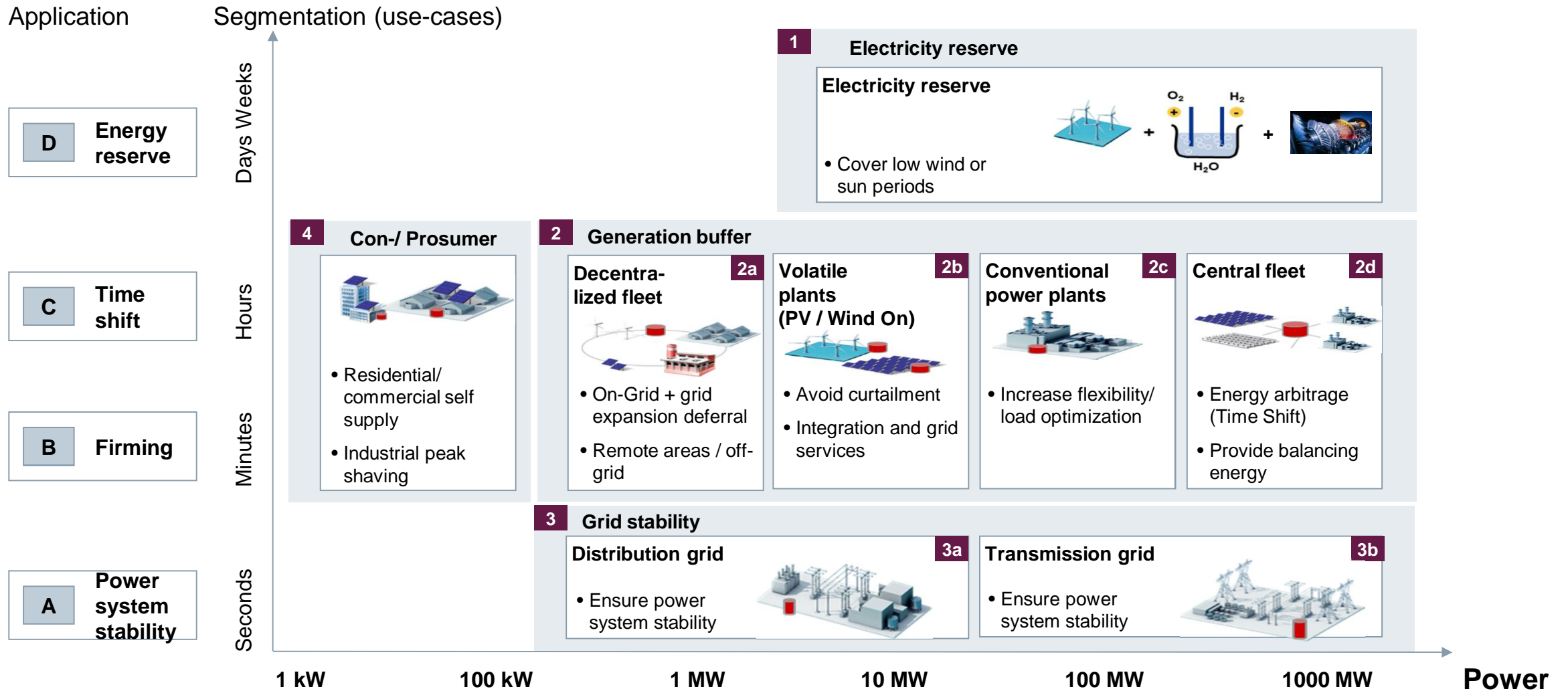
Share of Renewable generation (energy yield) In regions *

* Source: AGEE-Stat, LAK, extrapolated

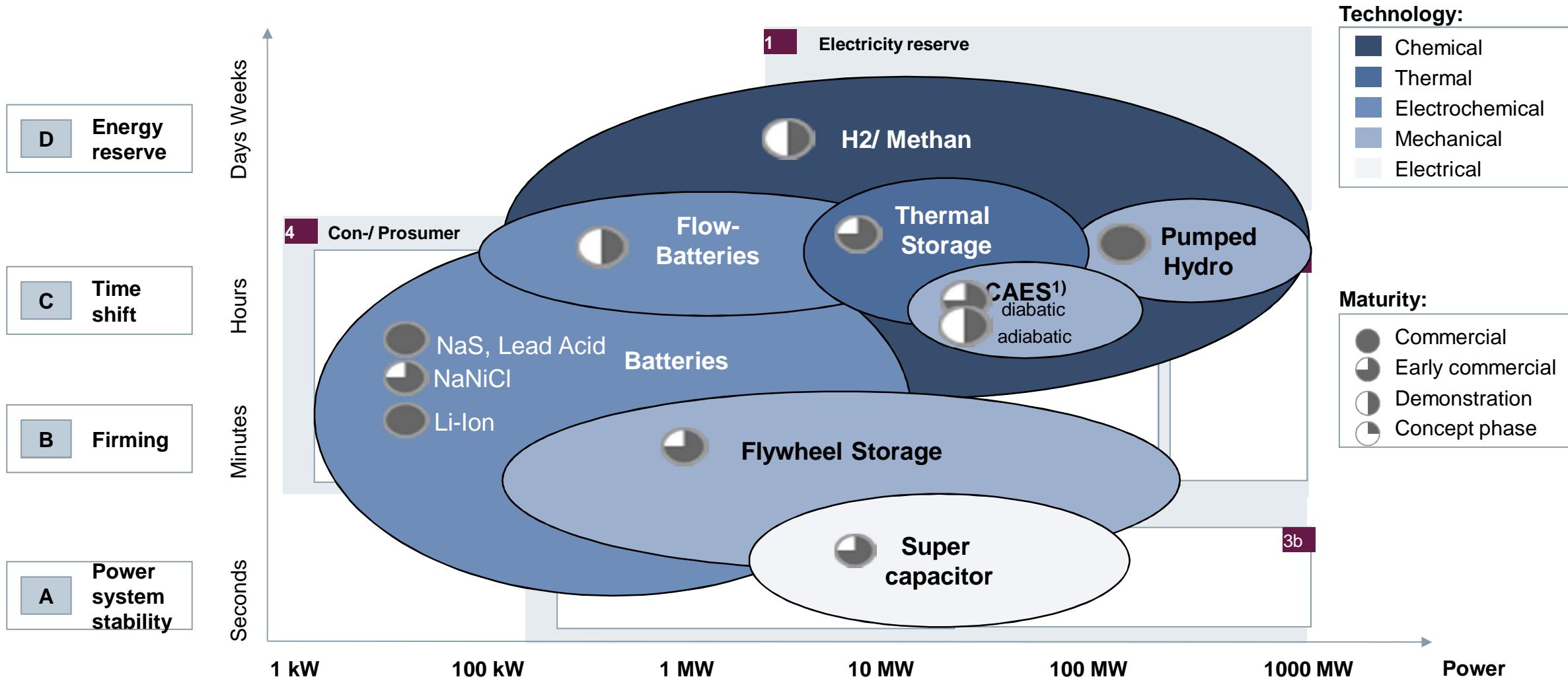
Energy storage is one of 4 major flexibility options to cope with increased volatile renewable build out



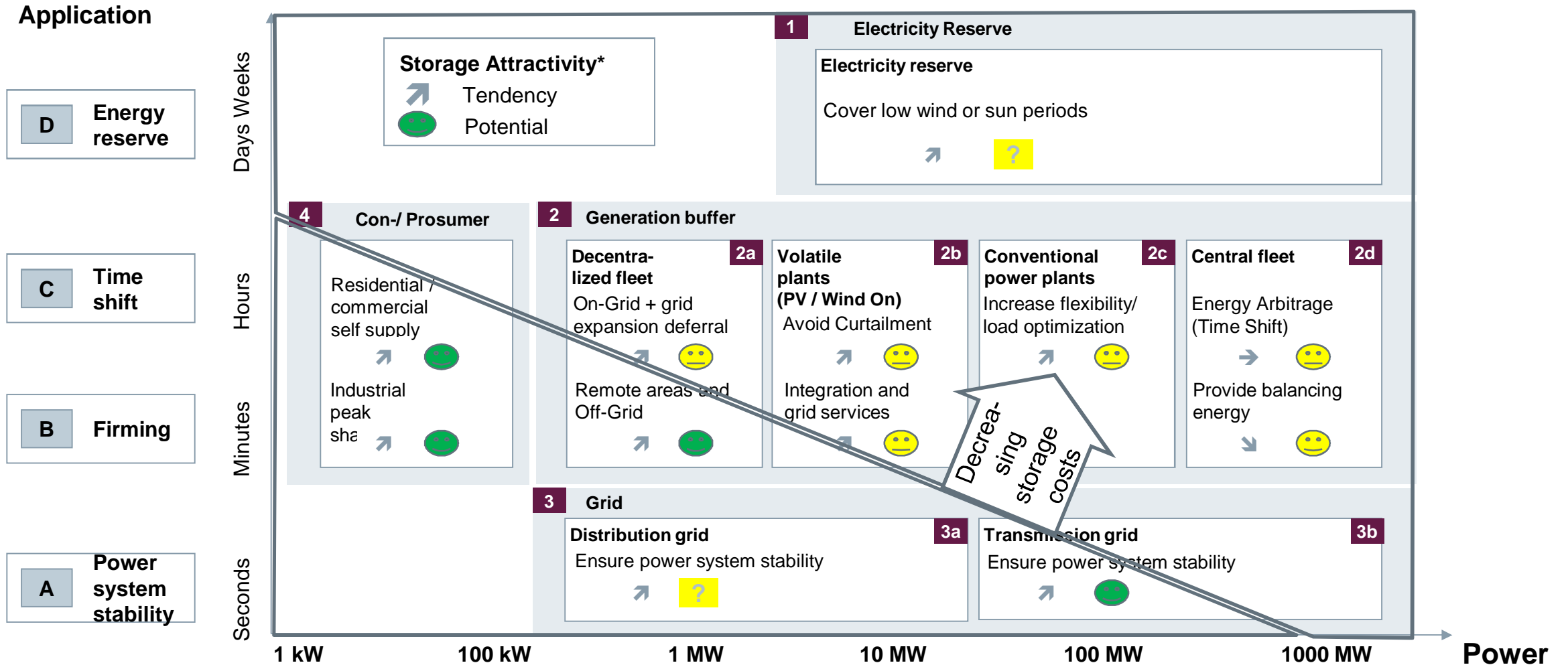
Bottom up analysis of storage market - Storage used for very different purposes



Different technologies available for various use-cases – not all developed to full maturity



Electricity Storage attractive today in use-cases with high power prices or grid quality issues



Combination of various revenue streams are needed to make storage a viable business case – regulation may not hamper multiple use cases

Volatile Power Plants – Onshore Wind

Description and expected geographic focus

- Onshore wind-plants
- Main motivation:
 - + Offer ancillary services (primary operating reserve)
 - + Increase wind yield (e.g. ramp rate control)
 - + Avoid/Reduce forecasting error and increase yield in direct marketing
 - + Reduce curtailment losses



Typical installation (used for illustrative business case)

- Storage is co-located with 10 MW wind-park, 3000 full load hours.
- Storage: Li-Ion Battery System
 - Power: 2 MW
 - Capacity: 1 MWh

Main drivers of business case: assumptions

Technical / Commercial

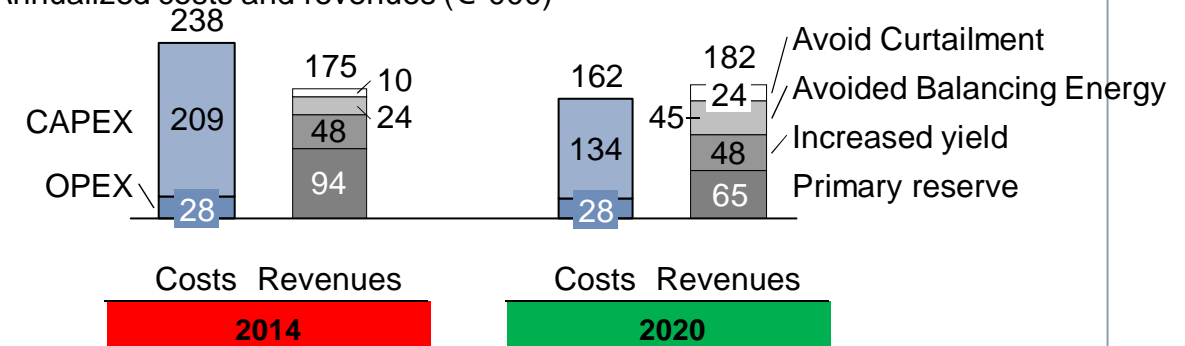
- CAPEX 2014 | 2020: 2,3' | 1,4' € (1100 | 720€/kW)
- Efficiency (AC-AC): 87,3 %
- Cycles: 2/day
- System lifetime: 20 years
- WACC: 7%

Market value

- Primary reserve 2014 | 2020: 3,000 | 2,500 €/MW/week
 - Bids accepted: 60% | 50%
- 2% increased yield of wind turbines due to storage
- Avoided balancing energy of 2€ | 3€/MWh (direct market.)
- Curtailment losses 2% | 5%, 20% not compensated

Illustrative business case

Annualized costs and revenues (€ '000)



■ Negative business case
 ■ Close business case
 ■ Positive business case

Key regulatory topics in relation to storage

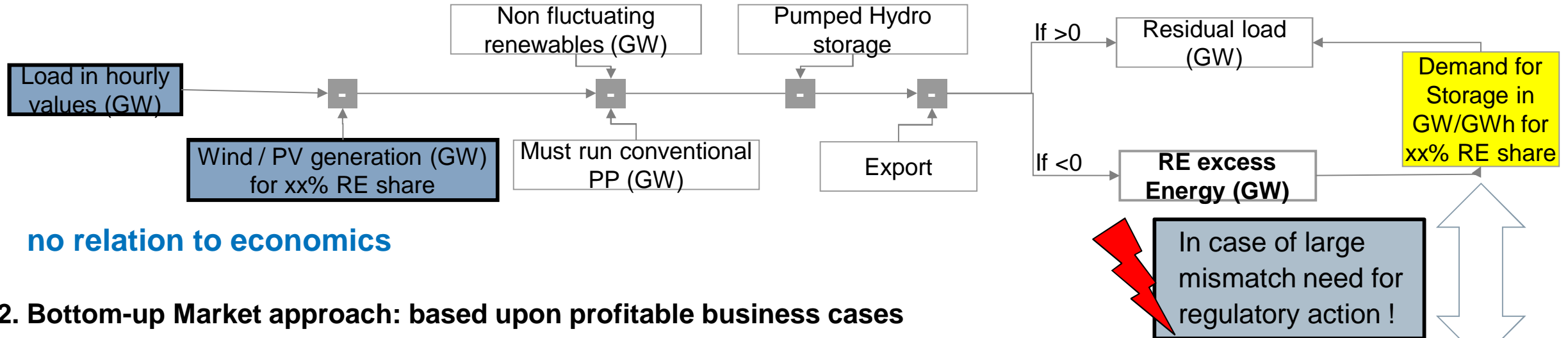
Regulatory topic

Impact on storage business case

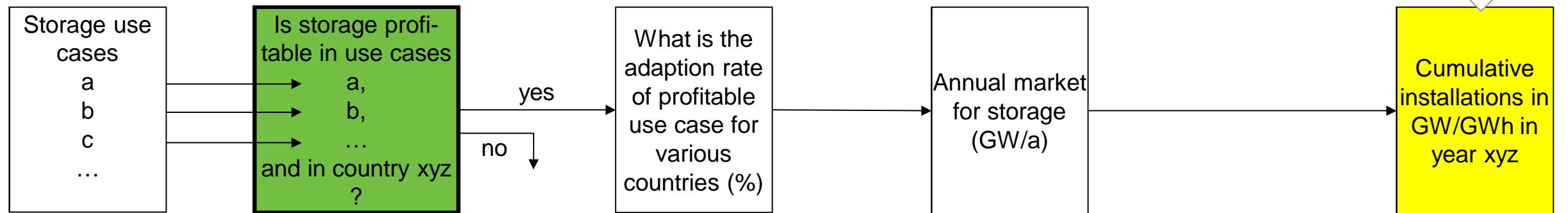
- | | |
|---|--|
| <ul style="list-style-type: none"> • Definition of Storage → Is it generator or consumer | <ul style="list-style-type: none"> • Impact on grid fees to be paid by storage |
| <ul style="list-style-type: none"> • Who is allowed to own / operate storage systems? | <ul style="list-style-type: none"> • Could DSOs/TSOs make use of benefit in combination with other market based benefits? |
| <ul style="list-style-type: none"> • Is storage acknowledged as an asset of the grid ? | <ul style="list-style-type: none"> • Could be substitute to traditional grid enforcement if guaranteed ROI is give in regulated market |
| <ul style="list-style-type: none"> • Storage Subsidies / Surcharges for self consumed electricity • Participation of behind the meter storage systems in energy markets | <ul style="list-style-type: none"> • Effects business case for behind the meter storage • Allows combination of use cases |
| <ul style="list-style-type: none"> • Qualification conditions for balancing markets • Are system services (e.g. speed and accuracy of system reaction) valued by market design? | <ul style="list-style-type: none"> • In a system consisting up to 100% of inverter connected generation system dynamics change, there is currently no market mechanism in D |
| <ul style="list-style-type: none"> • Smoothing / Balancing Requirements for PV and Wind farms and Grid codes | <ul style="list-style-type: none"> • Encourages RE operators to contribute to power system stability |

By comparing Top down storage demand with Bottom Up Business case analysis need for regulatory action can be derived

1. Top-Down Demand side approach: based upon mismatch between volatile supply and demand



2. Bottom-up Market approach: based upon profitable business cases





Vielen Dank!