



Atlas Copco



# Verhoog de ROI van uw batterij opslagsysteem !

Online infosession June 2024

# Your presenters today



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# Agenda




Actual situation



Energy markets



Business case by Fimatec



Why choose for Atlas Copco?

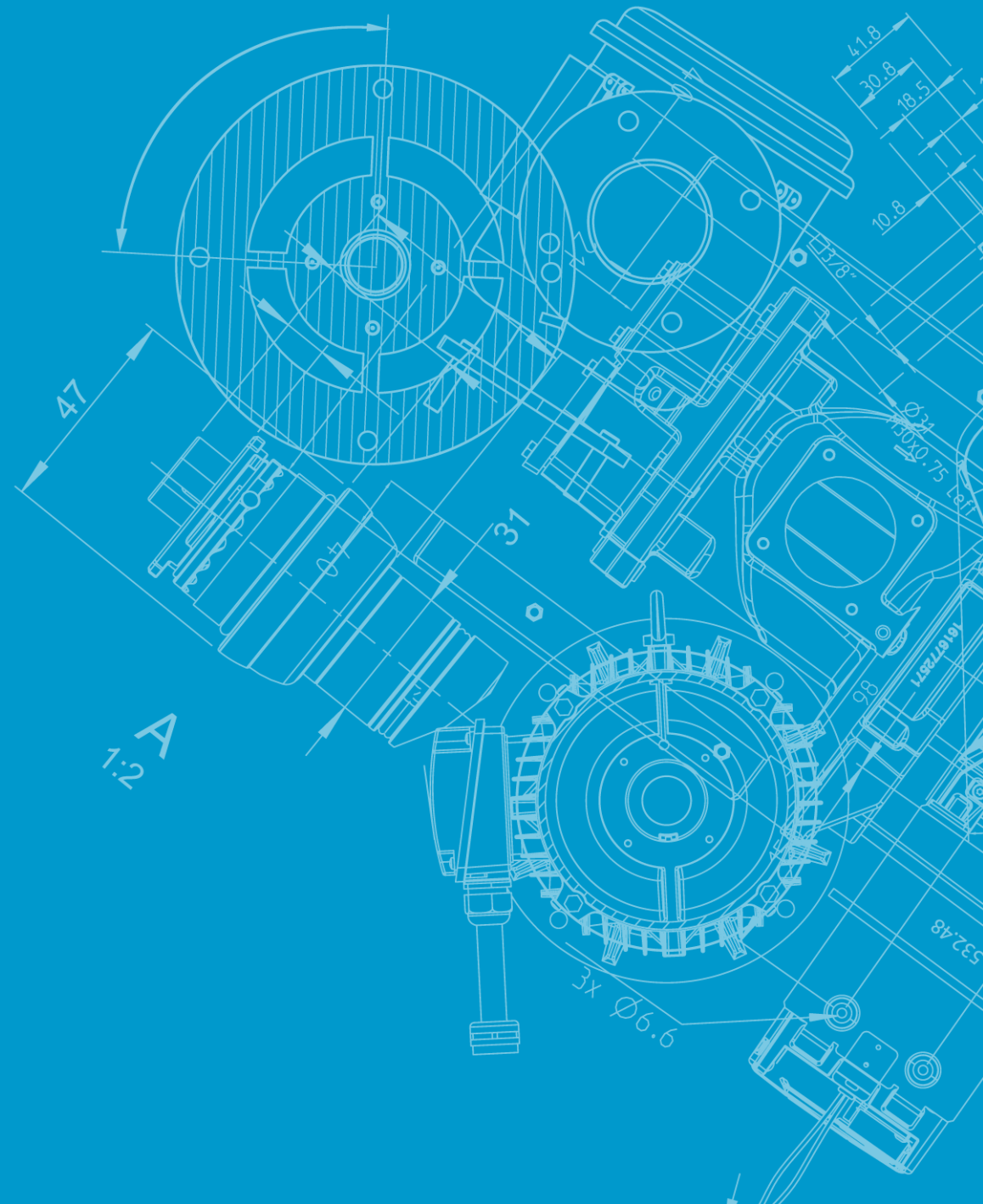


Atlas Copco energy storage solutions



Interested?

**Actual situation**



# Actual situation

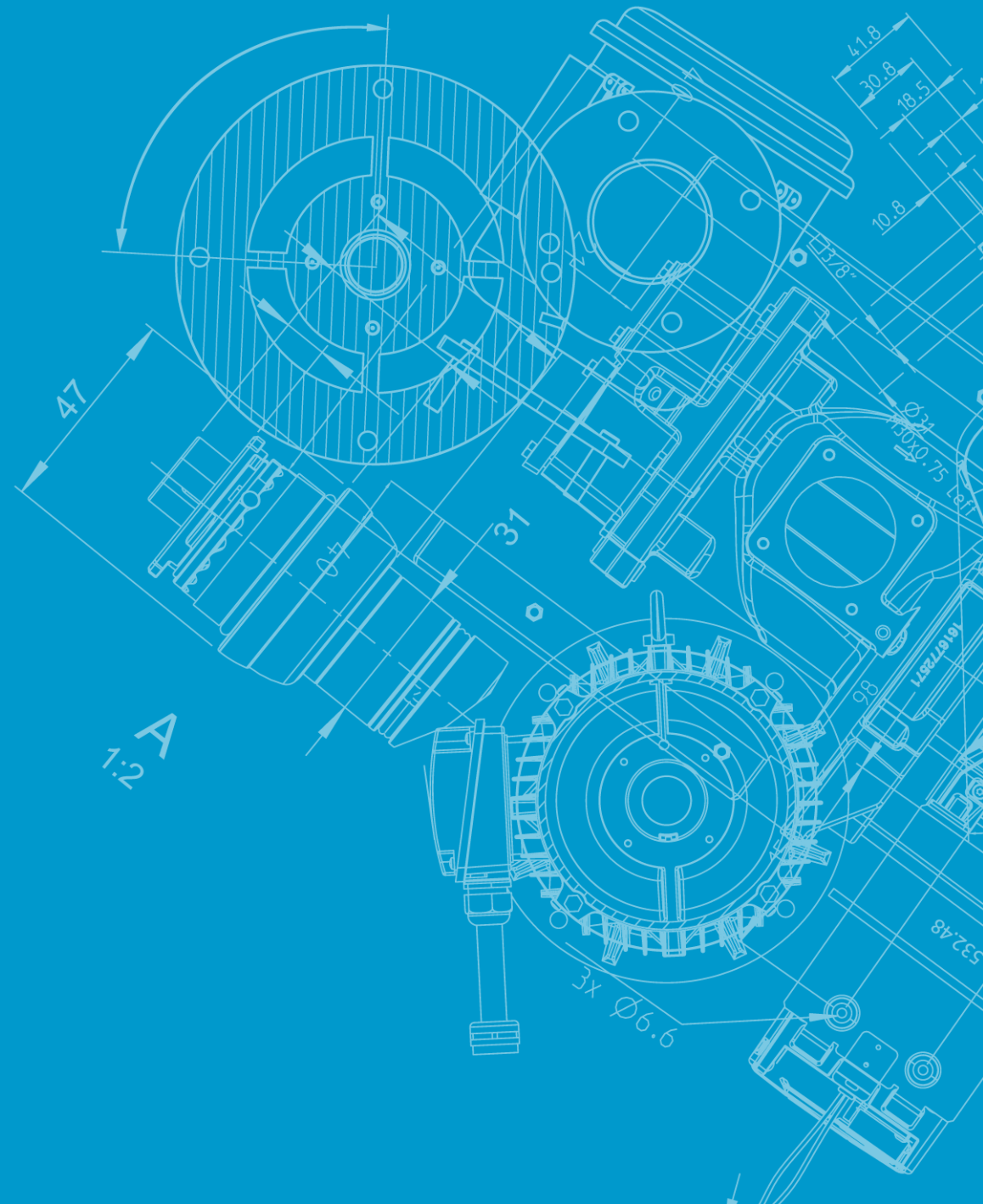
Renewable energy is often enough available but not when it is actually needed.

The powergrid is not suitable for the actual required used. (powergrid congestion)

**There are a lot of possible solutions, but we focus on (Mobile) Battery Energy Storage Systems. (M)BESS**



# Energy markets



# Energy trading

## Energy markets

### Spot market:

- Discharge – charge of the unit based on the day rates/ hour rates /...

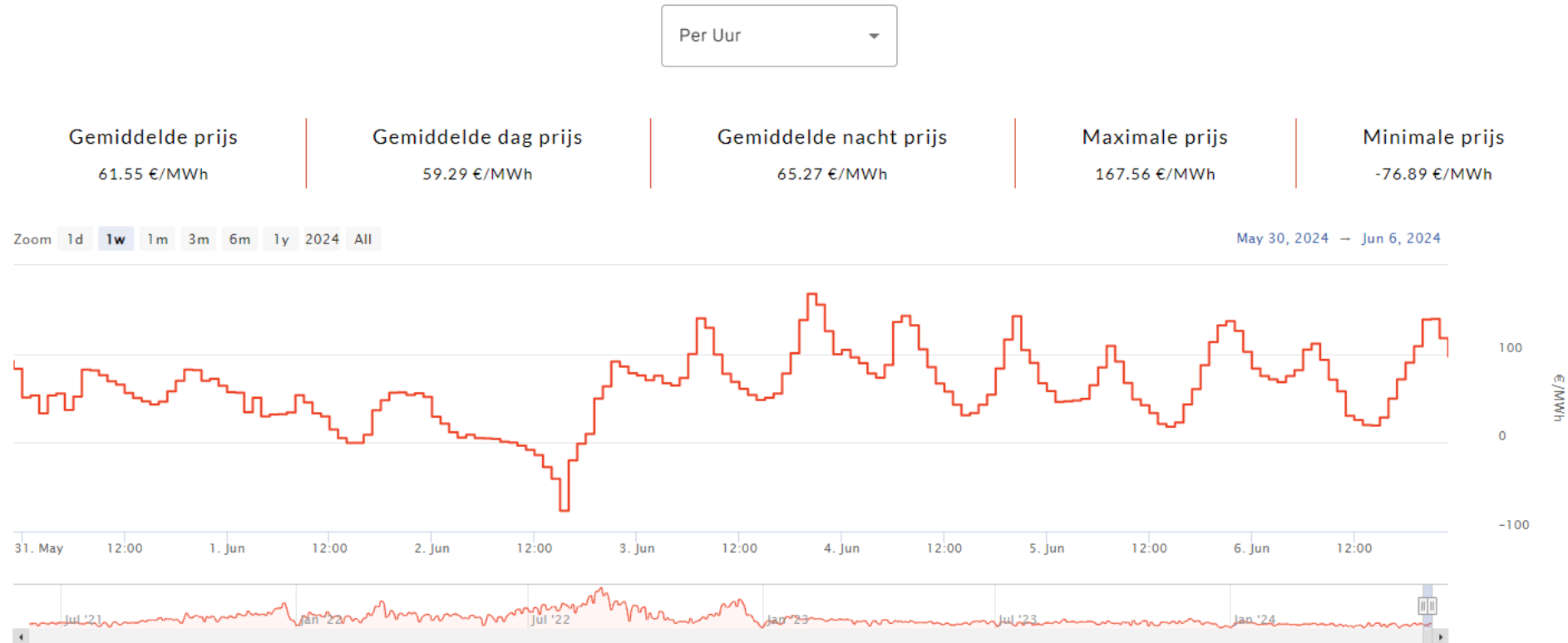
### Imbalance market:

- The imbalance market is the mechanism used to resolve the discrepancies between planned and actual electricity production and consumption on the electricity grid. Every 15 mins

**The Difference between the two market is the maximal spread of earnings that you can achieve.**

# Energy markets

## Spot market (hour, day, month)





# Energy markets

## Imbalance market

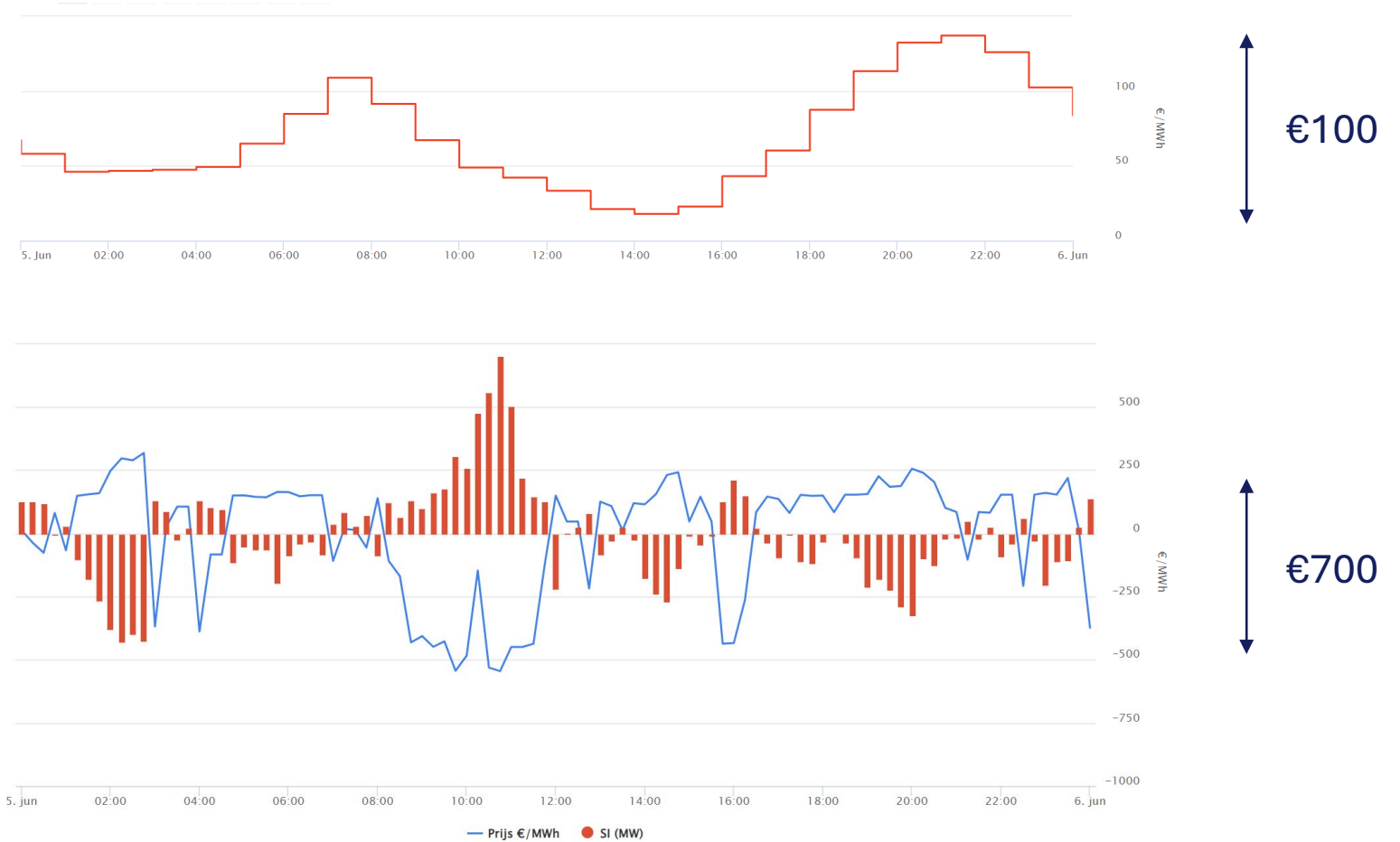
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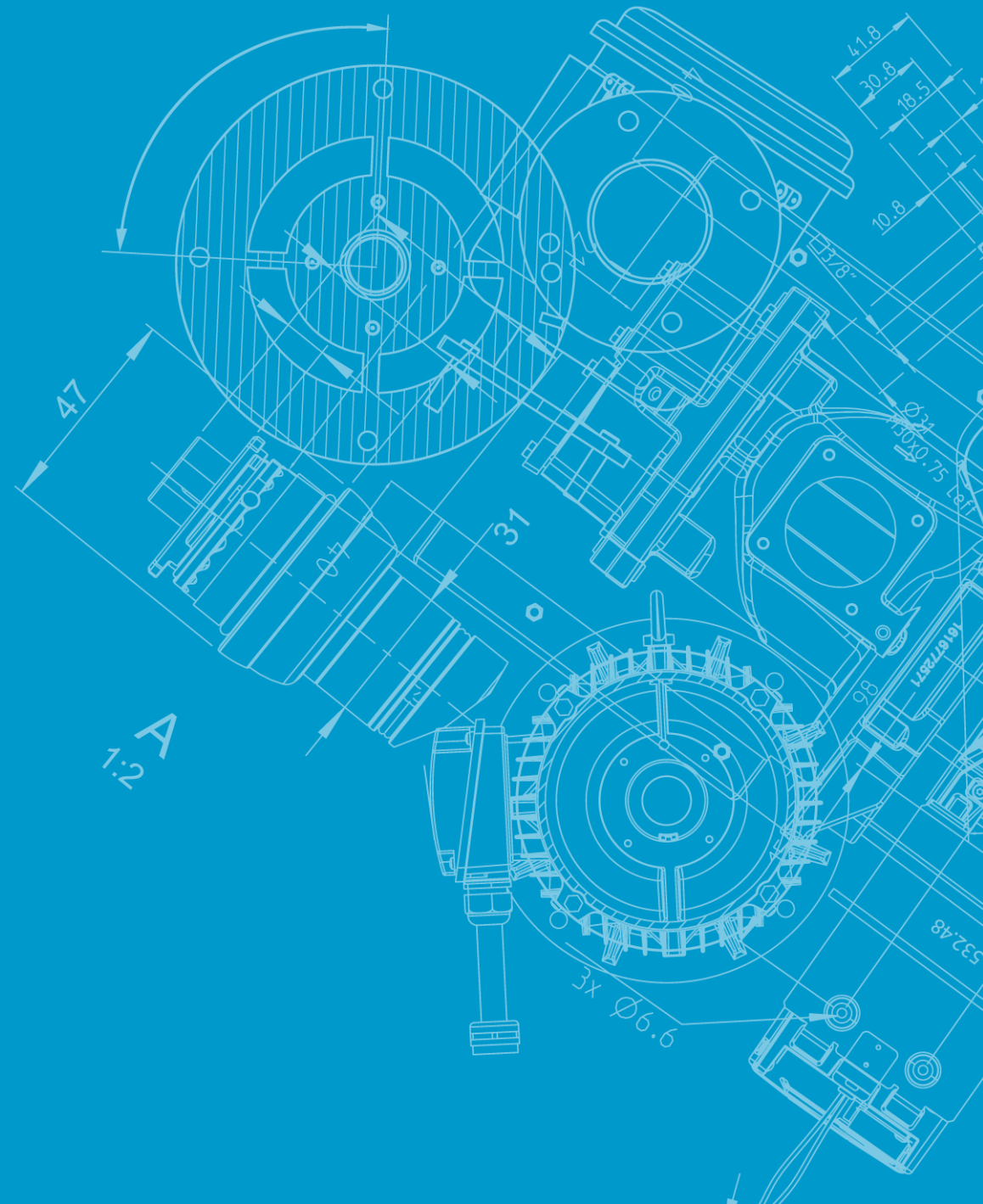
# Energy markets

## Imbalance market

- The imbalance market has average **spreads of €700** daily vs €100 spreads obtained on the EPEX spot market.
- The volatile character of the imbalance market creates opportunities for multiple charging cycles per day.



# Business case by Fimatec



# Business case - Fimatec



## Fimatec situation

- Dealer of Atlas Copco power technique
- Sales and rental company in Belgium
- ZBP & ZBC battery packs in rental fleet



## Fimatec site

- Site with 220kWp PV solar installation
- 2 MW grid connection
- 8x ZBC 250/575 (= 2MW / 4MWh)



# Business case - Fimatec



## Advantages Atlas Copco ZBC range

- Flexible multipurpose Energy Storage System
- Off the shelf product ready for implementation
  - Grid regulations (Synergrid for Belgium)
  - Fire protection
  - All-weather proof
- Easy plug & play connection with powerlocks



# Business case - Fimatec



## Biggest hurdles in trading project

1. Electrical infrastructure
  - Transformator 2MW
  - Grid disconnection board
2. Battery control
  - Charge & discharge following market



# Business case - Fimatec



## Battery control

- Trading on multiple market mechanisms
- Optimising own consumption & PV production

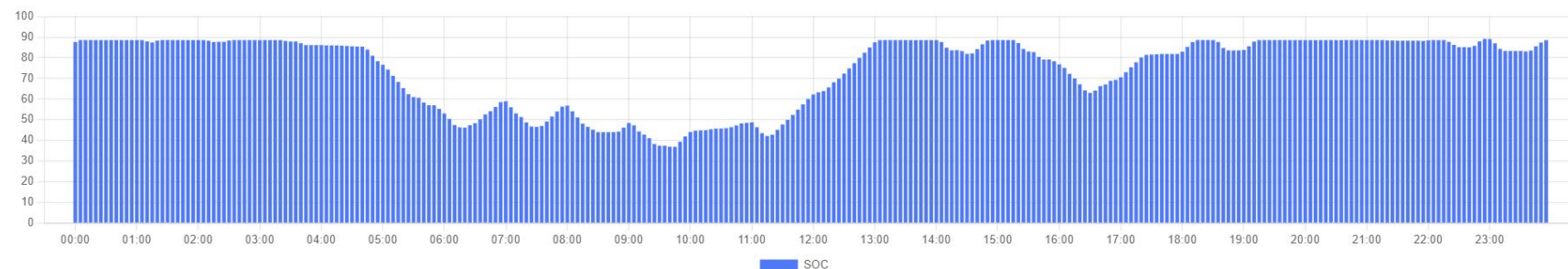
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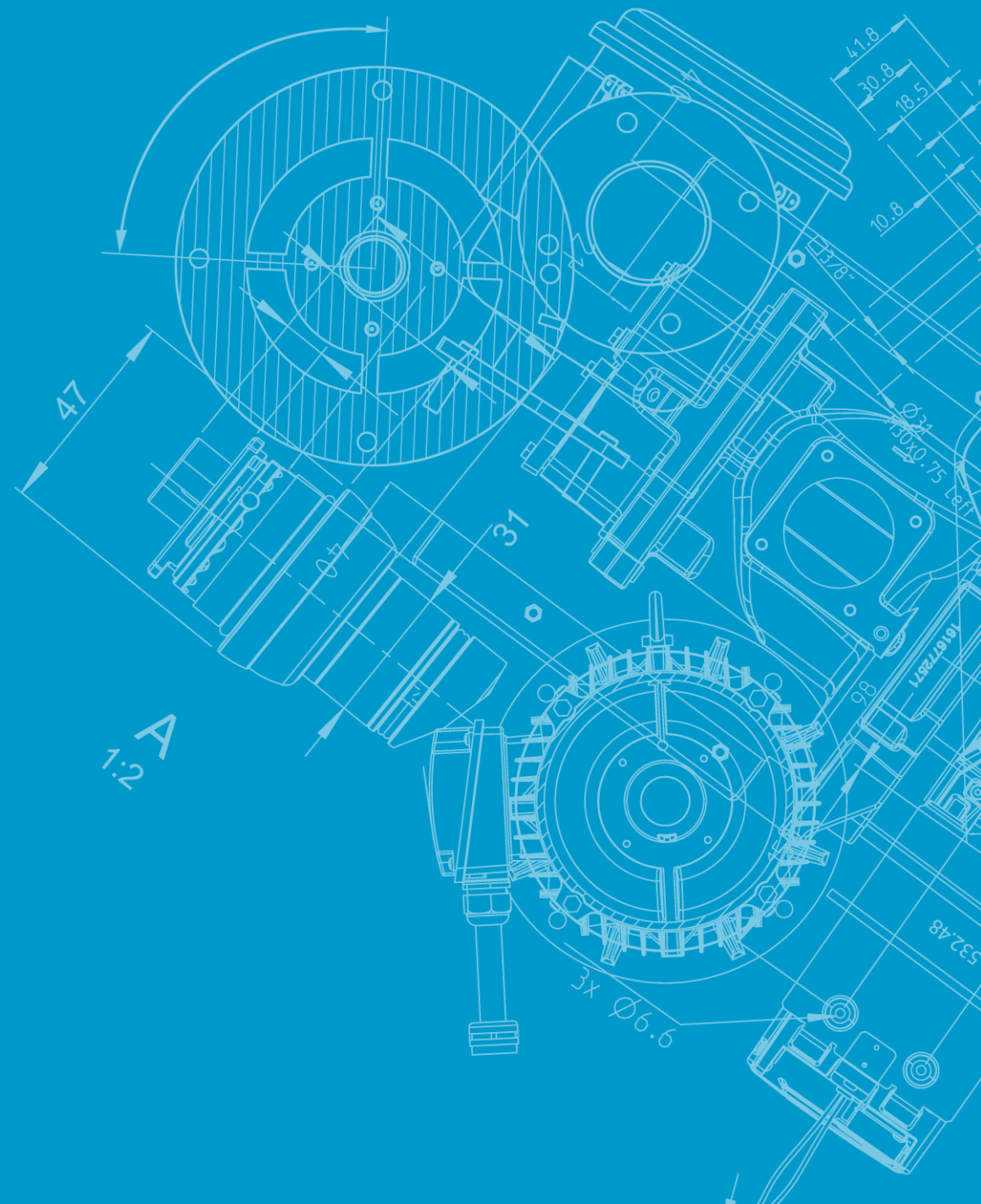
## Battery profits

- 50k to 80k €/year/battery

SOC



Why choose for Atlas Copco?

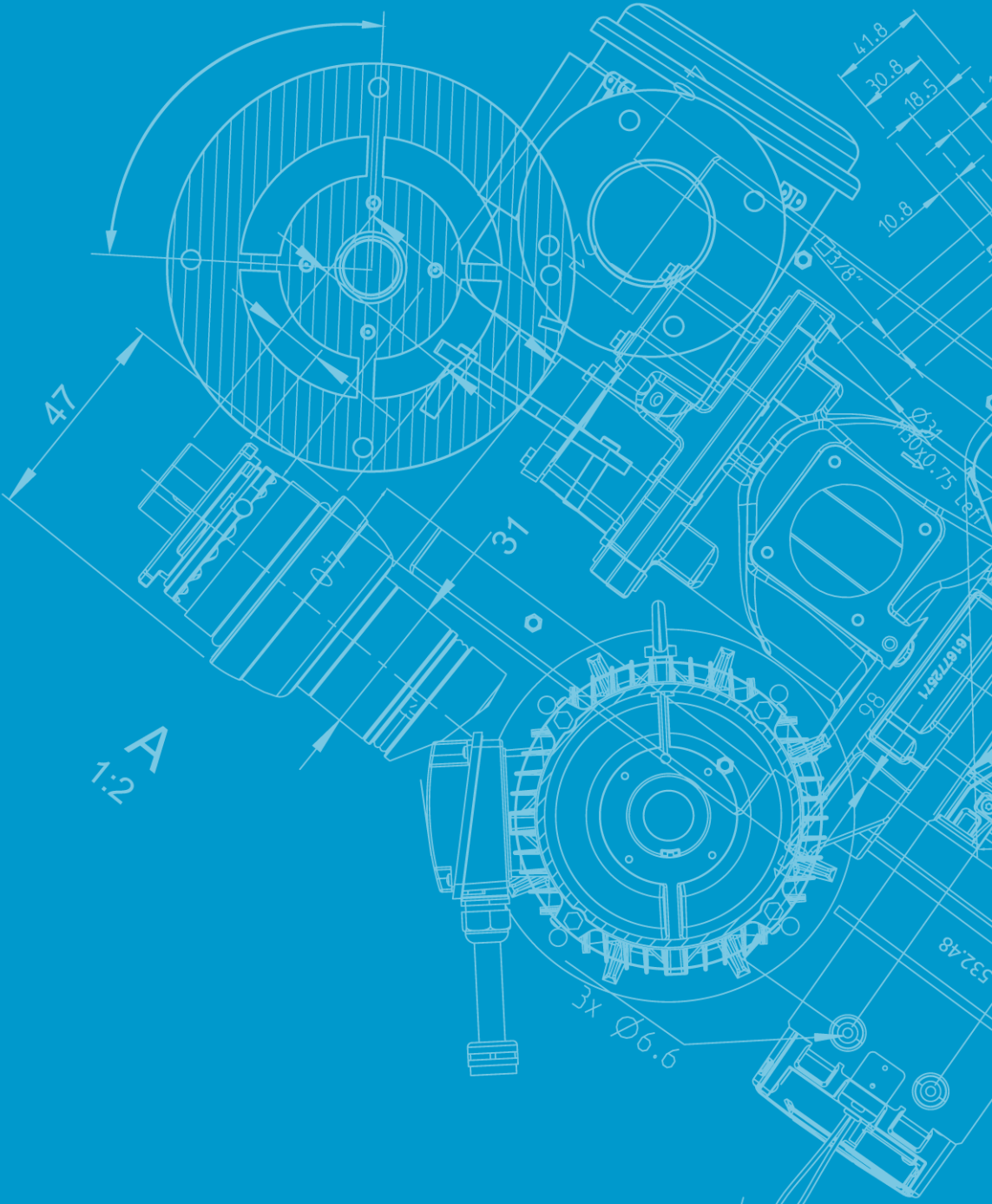




# Why choose for Atlas Copco?

- Our product meets all safety requirements and is grid certified.
- We use a controller that allows you to communicate with our M(BESS), it is universal no special requirements.
- All components are in a single container, we offer the highest energy storage per unit and you are allowed to stack it to minimize footprint.
- Atlas Copco is offering long term support for software, parts and service.

# Atlas Copco Energy storage solutions



# Atlas Copco Energy storage solutions



TELECOM



EVENTS



HYBRID



CONSTRUCTION



RECHARGING



GRID JOBS



PORTABLE SOLAR PLANT



CRANES

15 KVA  
60 kWh

45 KVA  
60/75 kWh

120/150 KVA  
120/150 kWh

250 KVA  
575 kWh

300 KVA  
300 kWh

500 KVA  
250 kWh

1000KVA  
1200 kWh

ZBP 15-60

230V



ZBP 45-60  
ZBP 45-75

400/230V



ZBP 120-120  
ZBP 150-150

400/230V



Synergrid approval in progress

ZBC 250-575

400/230V



Synergrid approved

ZBC 300-300

400/230V



Synergrid approval in progress

ZBC 500-250

400/230V



Synergrid approved

ZBC 1000-1200

400/230V



Synergrid approved

# More information in the video

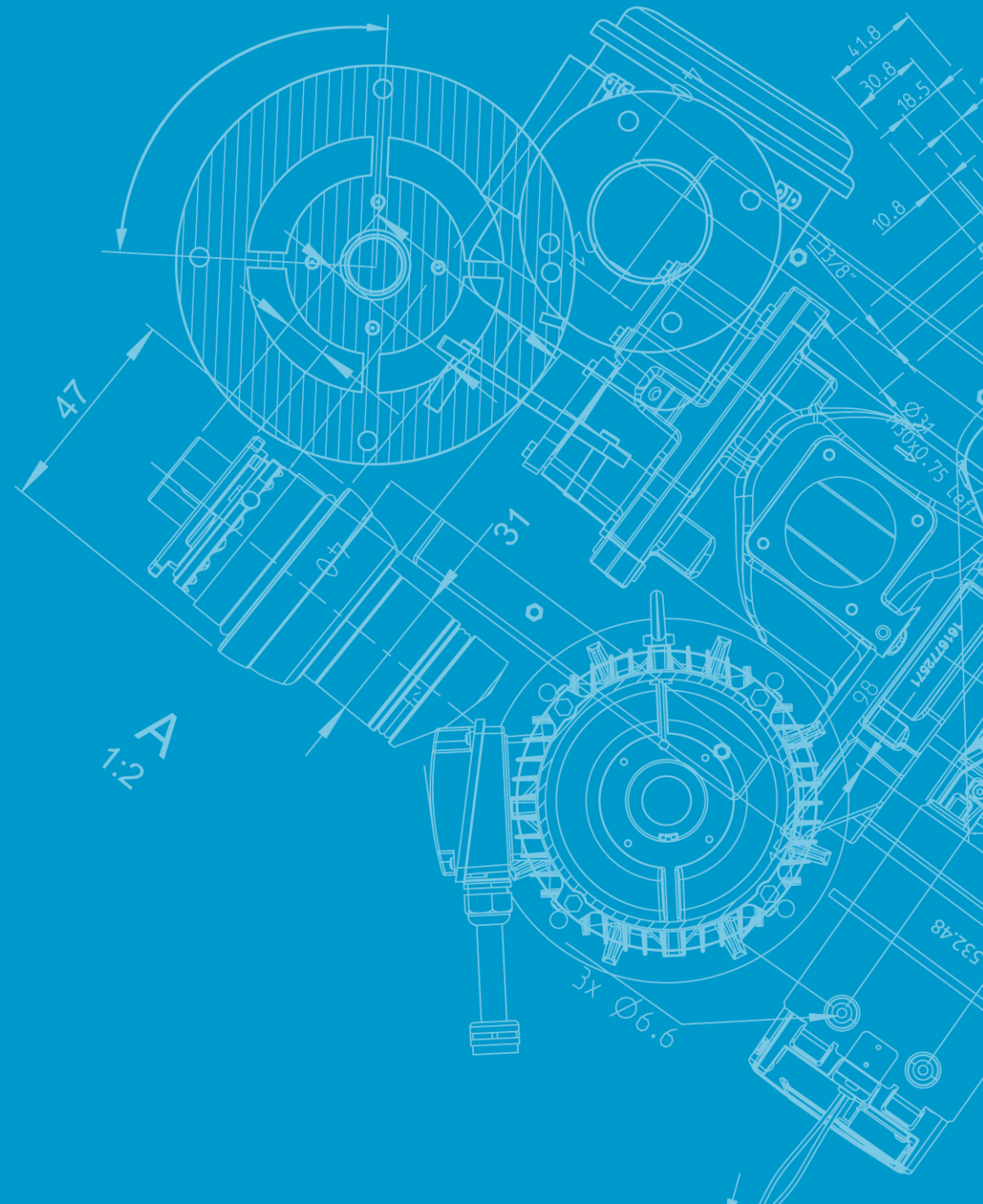
## YouTube Power Technique Playlist



<https://www.youtube.com/@AtlasCopcoPowerTechnique/playlists>



Interested?



# Interested?

## What do you need?

- Do you have a problem with your powergrid connection?
  - Please contact us every case if different.
- Do you wish to start trading on the powergrid?
  - Ask you local powergrid supplier is trading is allowed.
  - We need to know details about your grid connection.

**Off course you also need to take a lot of other details into consideration, but we can help you with this. First step is would it be possible?**

**We are ready to answer your questions**



# Your Atlas Copco contact



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The Atlas Copco logo is centered on the page. It consists of the brand name "Atlas Copco" written in a white, elegant, cursive script. The text is flanked by two thick, white horizontal bars, one above and one below, which serve as a frame for the logo.

[atlas-copco.com](https://atlas-copco.com)

