

#### The Problem



# Volatility

In terms of **volatility**, the electricity market is a commodity market like no other. **100-fold intraday price fluctuations** are not uncommon.

While extremely beneficial in the global scale, and necessary to mitigate climate change, the shift to renewable energy production increases electricity market price volatility. This is due to temporal imbalances in supply and demand – sometimes it's windy, sometimes not.

The imbalances also increase **frequency volatility**, increasing the need for grid stabilizing reserve products, such as frequency containment reserve (FCR).

### The Solution



## Cactos One in a nutshell

Cactos One is a **distributed energy storage system** based on smart energy storage units and the **Cactos Spine** cloud control system.

Cactos One provides clients with automatic Load Shifting, Peak Shaving and Reserve Power functions. Clients can choose a desired revenue sharing model for grid operations (FCR, FRR).

The system is available through a lease & operate model where Cactos finances, builds, installs, commissions, operates and maintains the system at a fixed monthly fee and 10-year warranty.

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### Underlying technology

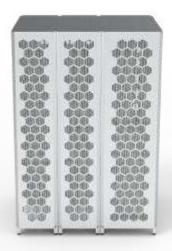
### 1.

Cactos builds the smart energy storage units utilizing either recycled (Tesla) or new (LFP) batteries, and the Cactos Battery Management System (BMS) and Energy Management System (EMS).



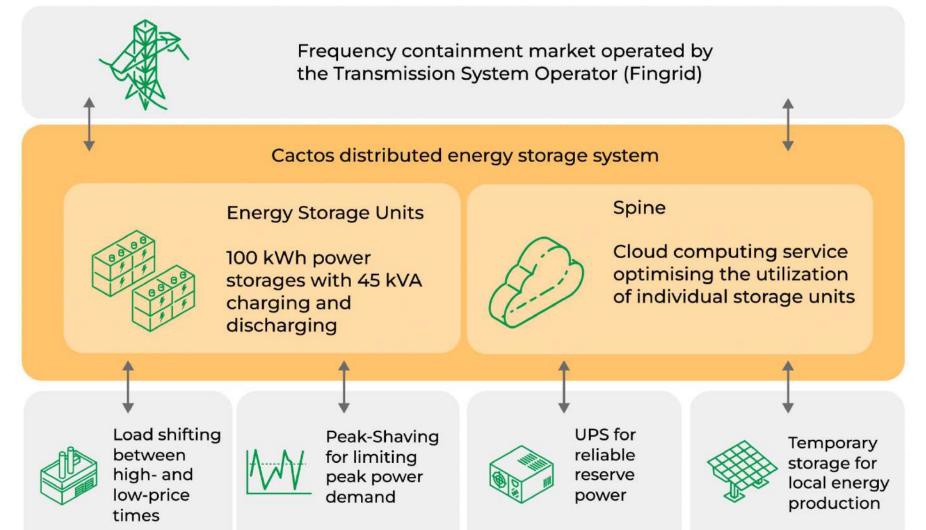
### 2.

Cactos proprietary cloud computing software,
Cactos Spine utilizes algorithms and data from various sources, optimizing the use of each individual battery storage, given local asset-specific conditions.



Cactos Spine prepares the operating parameters for the embedded control system, Cactos EMS, which executes the desired functions at the right time. Cactos EMS provides real-time reporting to Cactos Spine, which users can view through the Dashboard.

#### How it works?





### Cactos customer segments

Industrial & Commercial



Retail



Residential



Hospitality/Medical

EV charging hubs

**Logistics Centres** 

Government buildings









### About the clients:

We are proud of our diverse client base, with Cactos One users ranging from large industrial enterprises, to small local business owners as well as government entities.

