

THE ENERGY TRANSITION BOSS FIGHT

How Battery Storage Defeats Asia's 3 Biggest Energy Threats



Fossil Fuel Dragon



Grid Bottleneck Giant



Revenue Void Ghost

Powering Buildings. Protecting Margins.



Asia's Grid Is Under Attack

— And Your Building Pays the Price



Energy Security: Back to #1 on Every Government Agenda

LNG price shocks and supply disruptions transmit directly to your electricity bill — gas grew only 0.5% globally last year.



Southeast Asia: The World's New Manufacturing Hub

Supply chains shifting from China to Vietnam, Thailand, Malaysia, and the Philippines — creating massive new industrial power load overnight.



AI & Data Centres Adding Gigawatts Overnight

Clean energy and digital infrastructure are converging — and grids built for yesterday cannot handle tomorrow's load.



BOSS #1

/ 03

FOSSIL FUEL DRAGON

95% Gas Dependency —

The Dragon That Controls Your Bills

+214%

USEP electricity price surge

S\$70/MWh (Jan 2021) → S\$220/MWh (Apr 2022)

+140%

One building's quarterly bill increase

S\$26,108 → S\$63,313 in a single quarter



Gas is not a security asset —
it is a geopolitical hostage.

SolarWarehouse Pte Ltd Industry Analysis

BOSS WEAKNESS

- ⚡ BESS enables 100% renewable absorption
- ⚡ No gas peaker needed during peak hours





BOSS #2 | THE GRID BOTTLENECK GIANT

The Grid Can't Handle What's Coming



AI & Data Centres

Hyperscaler facilities add gigawatts of load outright



Rapid Industrialisation

Southeast Asia's new manufacturing hub —
Vietnam, Thailand, Malaysia, Philippines



Intermittent Renewables

Solar peaks at noon — demand peaks at 6pm.
Without storage, the gap burns gas.



Digital Infrastructure

Clean energy and digitalization depend on
each other — neither scales without grid stability

4 Years

BESS scaled from tens to hundreds of
GW — faster than solar (8 yrs) or
wind (15 yrs)



BOSS WEAKNESS:

Storage IS the grid — bridges supply and
demand, stabilises frequency, enables renewables





THE REVENUE VOID GHOST

The Invisible Boss – Killing Investment Before It Starts



01

Policy Framework Gap

No standardised rules for how storage earns from the grid. Investors price in massive uncertainty premiums – capital stays frozen.



02

Revenue Stacking Uncertainty

BESS can earn from ancillary services, arbitrage, and demand response – but most markets haven't codified how to stack these streams.



03

First-Project Risk

For most C&I building owners, BESS is a first-of-its-kind project. Zero internal experience equals zero internal confidence.



BOSS WEAKNESS

Show the numbers. A 1MW BESS earns S\$517,000/year through stacked IL + DR revenue – the Ghost disappears when the cashflow model is on the table.

THE WEAPON: BESS

The Fastest-Scaleing Clean Tech in History

WORLD RECORD



BESS

4 Years

Tens → Hundreds of GW



Wind Energy

15 Years

Tens → Hundreds of GW



Solar Energy

8 Years

Tens → Hundreds of GW



ATK

100% Renewable Absorption

Eliminates gas peaker dependency at peak hours



DEF

Grid Frequency Stabilisation

Bridges solar noon → 6pm demand peak gap



GOLD

S\$517K+ / Year

IL standby fees + DR dispatch + energy arbitrage



SPEED

28+ GWh Deployed Globally

Philippines, Vietnam, Thailand, Malaysia, Japan — all active

"The technology is ready, the demand is there, and the cost is dramatically down."

— SolarWarehouse Pte Ltd Industry Insight

REVENUE STACKING

Maximizing Your Building's Lot



INCOME STREAM 01

IL Standby Fee

Registered to reduce load on demand — paid simply for being available, not for discharging

~S\$133,000

estimated per year

01



INCOME STREAM 02

DR Dispatch Revenue

Discharge during grid stress events — paid per MWh dispatched at up to S\$4,500/MWh

~S\$152,000

estimated per year

02



INCOME STREAM 03

Energy Arbitrage

Charge at cheap off-peak rates, discharge during expensive peak hours — continuous margin capture

Variable

based on market spread

03



**IL + DR COMBINED
STACKED REVENUE
(1MW BESS)**

S\$285,000 – S\$517,000

**/ year -
Conservative
Estimate**

Based on Singapore EMA IL and DR programmes · 1MW/2MWh BESS system · SolarWarehouse Pte Ltd projections

RAID REWARDS

Real Returns. Conservative Projections.

Case Study: 3.4 MW Peak C&I Site — 1 MW / 2 MWh BESS Deployment

CONSERVATIVE



Annual Revenue:

\$517,000

Payback Period:

3.5 Years

IRR:

27.3%

Above typical commercial property yields

BASE CASE



Annual Revenue:

\$625,000

Payback Period:

3.0 Years

IRR:

36.7%

UPSIDE



Annual Revenue:

\$885,000

Payback Period:

2.2 Years

IRR:

56.8%

Achievable as DR dispatch frequency increases



Government-Backed
IL & DR Programmes



Not Speculative
Income



Revenue Active
From Day One

ZERO-CAPEX MODEL

You Earn. We Handle Everything.



← Revenue + Income

→ Finance + Install + Operate



YOUR BUILDING GETS

- ✓ Fixed monthly rental income — for hosting the BESS on your premises
- ✓ Revenue share — from every IL and DR dispatch event
- ✓ Zero capital outlay — no upfront investment, ever
- ✓ No operational burden — fully hands-off for the building owner

SOLARWARHOUSE HANDLES

- ★ 100% project financing — we fund the full BESS system
- ★ Full system design and installation — end-to-end engineering
- ★ Daily operations, monitoring, and optimisation — always-on management
- ★ Grid registration and IL/DR programme management — we navigate the market
- ★ Full lifecycle O&M — operations and maintenance for the system's life

End-to-End Capability: Finance → Install → Operate → Optimise

SolarWarehouse Pte Ltd | Powering Buildings. Protecting Margins. Maximising Returns.

JOIN THE GUILD

Start Your Free Site Assessment



Fossil Fuel Dragon

DEFEATED

BESS enables energy independence



Grid Bottleneck Giant

DEFEATED

Storage is the essential grid enabler



Revenue Void Ghost

DEFEATED

S\$517K+ conservative annual revenue proven

01

Free Site Assessment

SolarWarhouse evaluates your building's BESS potential at zero cost



02

Customised Revenue Projection

Tailored IL + DR cashflow model built for your specific load profile



03

Zero-Capex Deployment

SolarWarhouse finances and installs — you earn from Day One



Book Your Free Site Assessment



contact@solarwarhouse.info



www.solarwarhouse.sg

