

SOLAR WARHOUSE PTE LTD

Turn Your Building Into a Revenue Engine

Solar + Battery + Demand Response – Zero CapEx, Fully Managed

Helping Singapore commercial and industrial building owners generate revenue from the wholesale electricity market – with no capital outlay and no operational change.

Singapore C&I • Zero CapEx • Demand Response • Solar + BESS



Singapore's Volatile Electricity Market



95%

of Singapore's electricity comes from natural gas

Global LNG price shocks flow directly into every monthly bill — with no buffer.



+214%

USEP price spike in just 15 months

Source: EMA, S&P Global, Kpler

Q2 2023 — Same Site, Same Operations

S\$26,108

electricity bill

+140%



Q3 2023 — Pure Market Volatility

S\$63,313

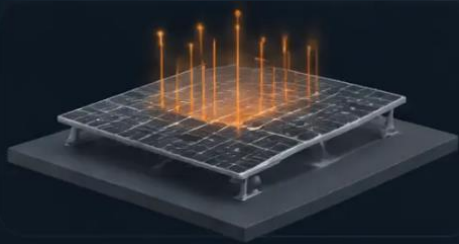
electricity bill

Same building. Same operations. Market volatility alone drove the increase.

Three Revenue Opportunities Already Available

Stack all three layers on the same rooftop. No trade-offs.

STACKED REVENUE MODEL



LAYER 01

Solar Generation

25-30 year asset life • 4-5 year payback

Cover idle rooftop with PV panels. Export surplus to the grid.
Most Singapore rooftops remain untouched.

1



LAYER 02

Battery Peak Shaving

Firm, predictable savings from Day 1

Behind-the-meter BESS cuts Contracted Capacity charges
and UCC penalties. Savings start immediately –
no market dependency.

2



LAYER 03

Demand Response

Up to S\$4,500 / MWh during peak events

Enrol battery in Singapore's wholesale DR programme.
Earn standby fees every half-hour plus performance
payments during high-price events.

3

What Is Demand Response?

Four automated steps — no action required from your team.

01



Price Spikes

USEP surges above S\$1,100/MWh when expensive gas peakers must run

02



Battery Responds

SolarWarehouse software detects the signal and dispatches your BESS automatically

03



Price Falls Grid-Wide

Aggregated DR removes expensive plants from dispatch. A 25% demand cut can drop prices by 75%

04



You Get Paid

EMC settles ~1/2 of wholesale price savings to verified DR participants each billing cycle



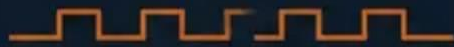
S\$700M+

in annual wholesale savings delivered by Singapore's DR programme • EMA, Oct 2024

Two Revenue Streams – IL & DR

One gives you steady income. One gives you market upside. Together they compound.

IL – INTERRUPTIBLE LOAD



\$133,110

estimated annual revenue per MW

- Purpose: Grid security reserve – paid for standby capacity
- Payment: S\$15–20 / MW / half-hour enrolled
- Response: Within 10 minutes if called
- Character: Steady, predictable availability income



Firm Income – Regardless of Dispatch

DR – DEMAND RESPONSE



S\$152,175

estimated annual revenue per MW

- Purpose: Reduce high-price wholesale intervals
- Payment: Up to S\$4,500 / MWh dispatched
- Events: ~170–380 dispatch events per year (historical)
- Character: Variable, performance-based income



Market Upside – Paid on Performance

IL Revenue
~S\$133K/MW



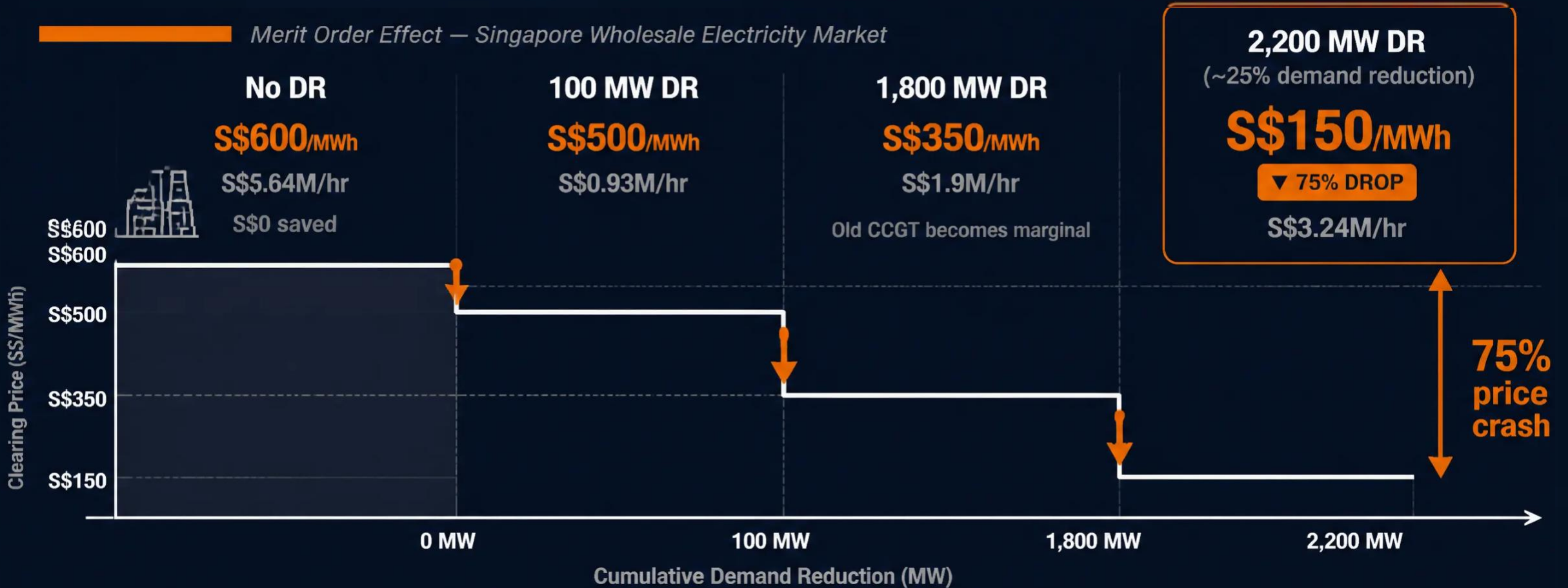
DR Revenue
~S\$152K/MW

S\$285,000+ / MW / year

Revenue modelling based on EMC settlement data 2016–2023

How Aggregated DR Moves the Wholesale Price

Merit Order Effect — Singapore Wholesale Electricity Market



\$700M+

Annual wholesale savings delivered by Singapore DR programme

EMA Media Release, Oct 2024

~1/3

of wholesale savings paid to verified DR participants

~2/3 returns to the broader market

CASE STUDY

Major Singapore C&I Venue

1 MW / 2 MWh BESS Installation — Zero CapEx, Zero Operational Change



PEAK DEMAND
3.4 MW



BESS INSTALLED
1 MW / 2 MWh



CC REDUCTION
1,000 kW



OPS CHANGE
Zero

Year 1 Revenue — Conservative (P-90)

Firm Savings

S\$236K

CC + UCC savings — 46%

Market Upside

S\$281K

DR + IL revenue — 54%

S\$517K

Total Year-1 Revenue

Conservative scenario

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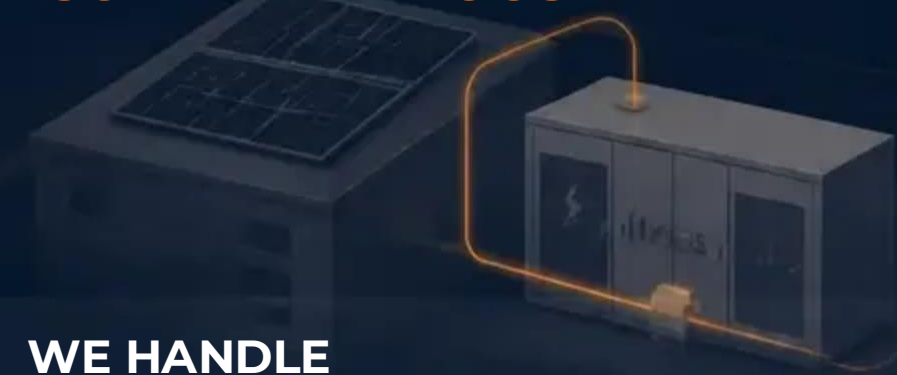
12-Year Scenario Projections

IRR computed on EBITDA after all fees and EPC costs

SCENARIO	PAYBACK	YEAR-1	12-YR GROSS	IRR
P-90 Conservative	3.5 yrs	S\$517K	S\$6.0M	27.3%
P-50 Base Case	2.7 yrs	S\$625K	S\$7.2M	36.7%
P-10 Upside	1.8 yrs	S\$885K	S\$10.2M	56.8%

Source: EMC settlement data 2016–2023 · Revenue modelling by SolarWarehouse

Zero CapEx Model You Host. We Operate.



YOU PROVIDE



Roof or floor space for BESS or solar installation



Electrical infrastructure connection point



SCDF permit cooperation



S\$0 capital outlay

S\$0

Capital required from you

WE HANDLE



Full BESS hardware, installation & commissioning



24/7 monitoring, maintenance & asset replacement



EMC market bidding, dispatch & settlement



SCDF approvals, fire suppression (UL 9540A certified) & full insurance



Non-delivery market penalties – borne 100% by SolarWarehouse



Live host dashboard: real-time savings, battery status & DR events

**What you receive
from Month One:**

Fixed Rent

Predictable monthly income

Revenue Share

From DR & IL market events

Zero New SOPs

No new headcount. No retraining.

WHY CHOOSE US

Why Solar Warehouse



Full-Stack Solar + BESS

One partner. Rooftop PV to behind-the-meter battery. One agreement.



Zero Market Risk

Non-delivery penalties sit with SolarWarehouse. Your downside: zero.



Fast Execution

Site to signature in 3 days. Proposals in hours, not weeks.



Live Transparency Dashboard

Real-time battery status, DR events, monthly savings, market bids.



Flexible Deal Structure

PPA or roof lease – structured to maximise value for your load profile.



Fully Compliant

EMA licensed • EMC registered • SCDF-compliant • UL 9540A certified.

The only fully managed Solar + BESS aggregator in Singapore covering the entire stack – from rooftop to market settlement.

GET STARTED

Ready to unlock your building's hidden revenue?

Getting started takes 15 minutes. Free site assessment. No commitment.



01

Share Your Utility Bill

Send us your recent electricity invoice – takes under a minute



02

We Model Your Site

Our team builds your load profile and revenue forecast



03

Receive Your Projection

Site-specific revenue model delivered – usually within 24 hours



04

Sign & Deploy

Zero capex. We handle everything from permits to commissioning

SolarWarhouse



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www.solarwarhouse.sg



Singapore