



# Battery shared value program

There is no better time to realize energy savings and generate revenue with a battery energy storage system (BESS)

You have a unique opportunity to reduce energy costs and generate revenue. Thanks to current federal and state incentives combined with our new battery shared value (BSV) agreement, you can reap the benefit as soon as the next calendar year. But you need to put a program in place quickly, before the incentives expire.

## The high value of battery storage

Many large energy consumers are already thinking about using a battery energy storage system (BESS) to create resiliency for their facilities. But a BESS can do more than bolster resiliency and help meet net-zero goals. It can impact your bottom line without upfront capital investment, creating shared revenue when it is part of a service agreement. At Calibrant Energy,

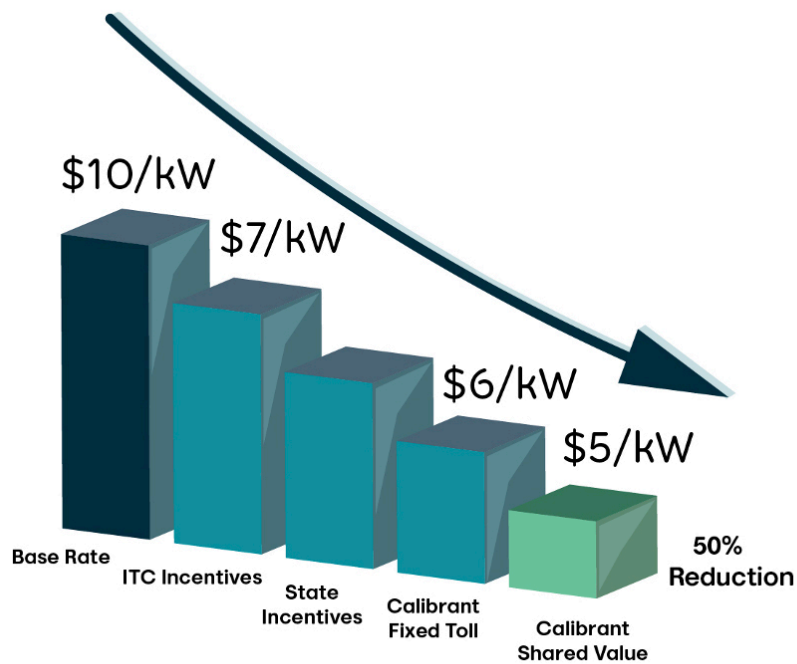
we designed a long-term BSV that splits revenues with you over the years. And with a BSV, you avoid risk and ongoing operational responsibility.

## Reap the benefits of BSV

A typical fixed tolling agreement includes:

- No upfront capital investment from you: the solution is fully financed by Calibrant Energy, who also designs, develops, installs, maintains, manages, optimizes, and retains ownership of the BESS
- Availability and capacity guarantees with regular testing throughout the life of the contract: provided by Calibrant Energy

# Comparison of fixed tolling and battery shared value agreements



Cost is kW/month. For illustration purposes only.

- A highly simplified structure in which you can realize meaningful savings over the contract term

A Calibrant Energy BSV agreement includes all of the benefits of a standard fixed tolling agreement, as well as:

- Creates reduced operational complexity and costs as Calibrant Energy retains responsibility for optimizing the BESS and maximizing savings
- Creates a fully aligned partnership incentive structure to maximize BESS value over the contract term

## Work with strong energy partners

When you work with energy partners, choose those who offer the scale, flexibility, and resources to execute across multiple markets and structures. Calibrant Energy offers that and more. As an established energy service company

backed by Macquarie Asset Management, a global leader in energy management and financing, we have the resources to meet your unique needs. And, we work with best-in-class OEM, hardware, software, and controls providers. With our OEM partners, we maximize the value of the project through capex transparency and performance guarantees.

## Act now for a more profitable tomorrow

Wherever you are in your energy transition, Calibrant Energy's BSV options can help you get started. Our experienced team ensures you will meet regulations for government incentives. At the same time, we will create a plan for implementing your BESS and generating revenue.