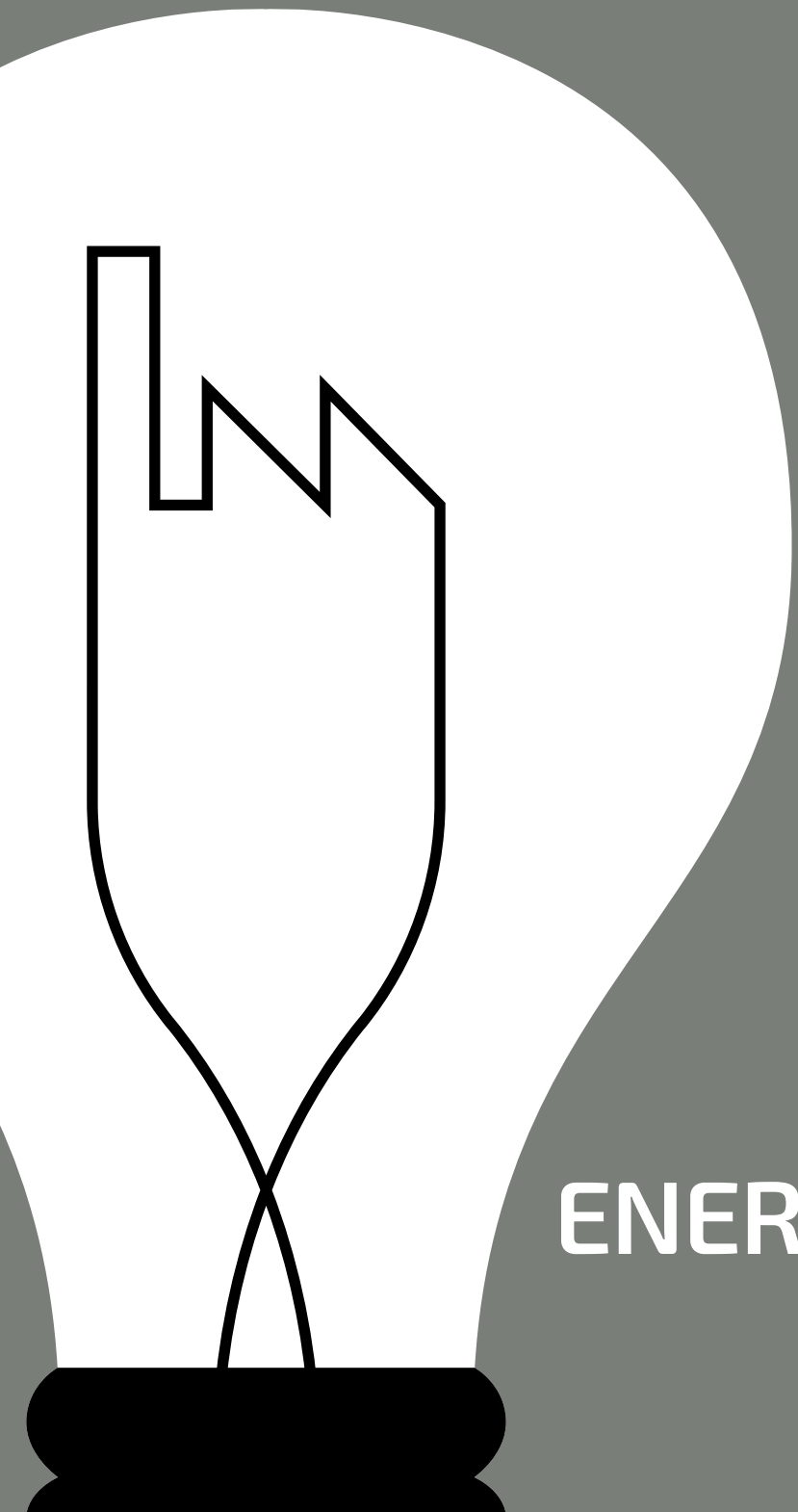
FENECON



IT'S YOUR ENERGY JOURNEY

FENECON Industrial

Become part of the energy solution and make it your unique LOCATION ADVANTAGE

Flexible Energy Journeys are the key

Since 2011 we have been developing electrical energy storage solutions and energy management systems with one clear vision in mind: The 100 % energy transition. Finding an answer to the question of energy production is one of the central tasks of our generation — And we already have the technologies to turn ideas into actions. The sun, wind power, electricity storage systems and an intelligent energy management are the cornerstones of a sustainable energy system.

Each Energy Journey begins with decision: to make their own energy supply economical and future-proof and to take advantage of the opportunities offered by sustainable, green, and affordable technologies. Intelligent, large-scale battery energy storage systems (BESS) play a central role in this endeavour. They reduce electricity costs, avoid expensive infrastructure expansion and generate their own revenue on the electricity market — today and in the future.

The requirements for energy systems change over time. New production facilities, charging infrastructure for battery electric cars or trucks, shared use of existing grid infrastructure and regulatory framework conditions — FENECON power storage systems adapt. Thanks to long-lasting, high-quality batteries from the premium automotive sector, flexible rental and purchase models, established interfaces to marketing service providers and the intelligent FEMS Energy Management System, you always use the solution that is economical and efficient for you. Because each Energy Journey is individual.

Let's shape the future of energy together:
IT'S YOUR ENERGY JOURNEY!

IT'S YOUR ENERGY JOURNEY

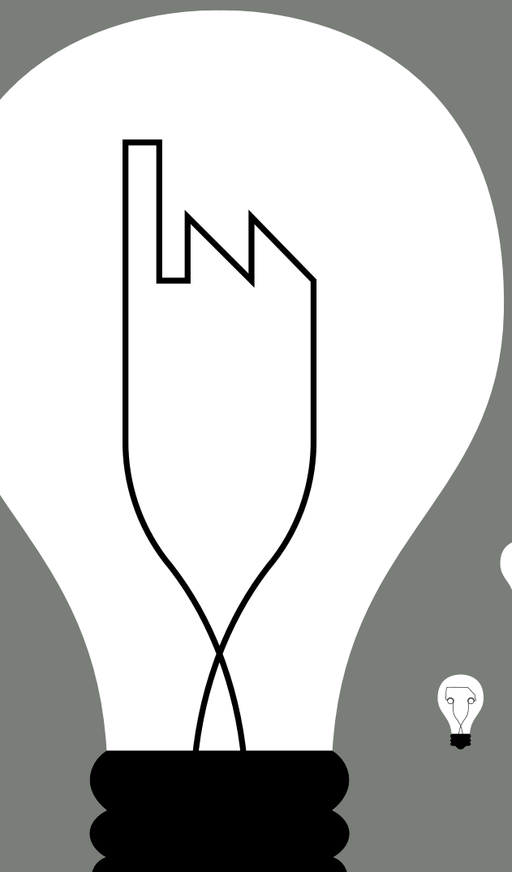
Flexibly shape your path into a future with 100 % renewable energies

Challenges of the transition to renewables

- The transition to renewable energies takes place step by step.
- Likewise, new consumers (e. g. a heat pump, electric cars) and corresponding requirements to PV plants and energy storage systems are introduced step by step.
- New regulations and technologies emerge.

Solutions by FENECON

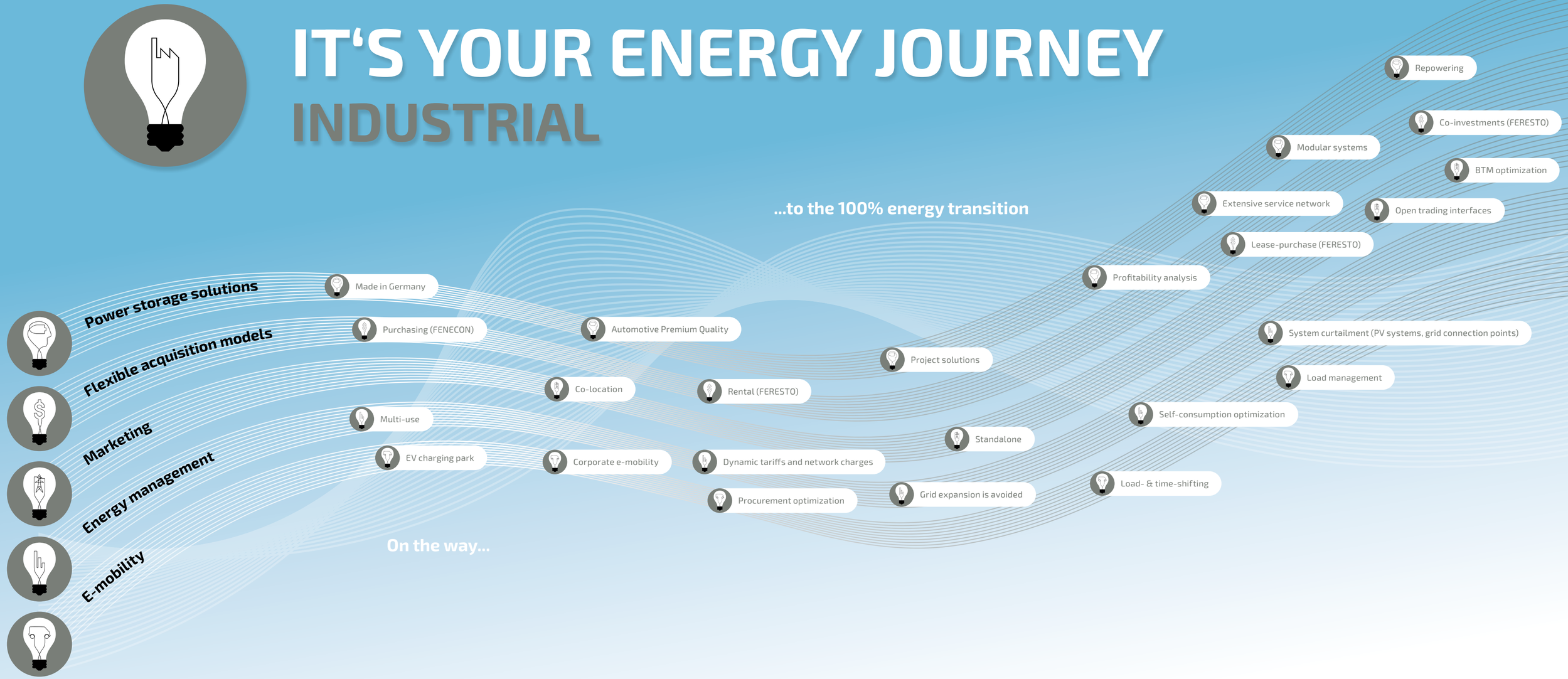
- FENECON solutions are always developed with the future perspective in mind: A world where the energy transition has already happened.
- Flexible & adjustable building blocks of the Energy Journey and free software updates.
- The open-source approach allows the explicit focus on the integration of several energy providers, wallboxes, and heat pumps by several manufacturers.



Dimensions of the Energy Journey

- **Energy Storage Solutions**
- **Flexible procurement concepts**
- **Business cases**
- **Energy management**
- **E-Mobility**

IT‘S YOUR ENERGY JOURNEY
INDUSTRIAL



Integral BESS solutions

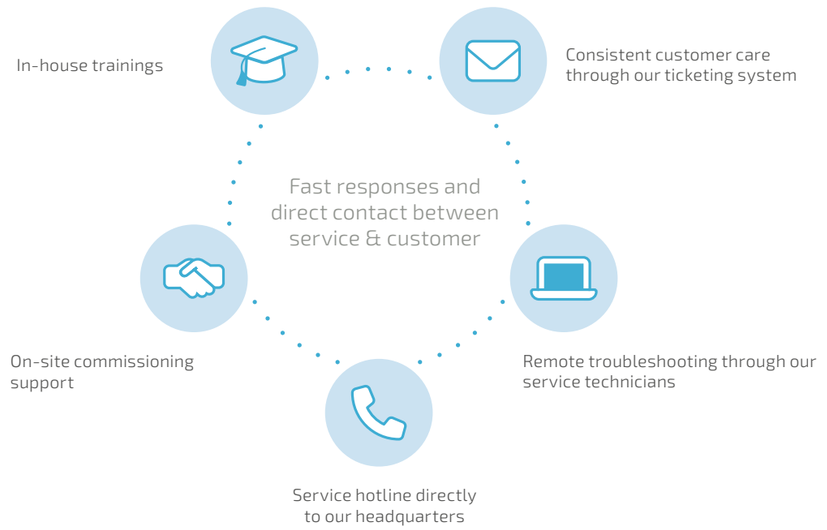
For future-proof energy supply

FENECON provides you with an integral solution for your BESS project

From planning support to commissioning, you will always have a personal contact at your side — including the foundations, delivery and installation of the right system. With the help of our profitability analyses and independent expert opinions, we also ensure the bankability of your project and support you with documentation and analyses.

Our battery storage systems are based on new electric vehicle batteries that either come from production surpluses or are not used in vehicles due to minimal tolerance deviations. However, these deviations are insignificant for stationary operation and thus guarantee premium automotive quality.

An effective in-house service department



A comprehensive service network including 24/7 availability, staff trainings, and maintenance ensures that your system runs optimally and consistently. If your requirements change over time, repowering — i. e. changing the batteries — can be carried out without any problems. Thanks to the modular and standardized design “Made in Germany”, you receive a high-performance, future-proof energy system you will profit from in the long term.

Flexible procurement concepts

Purchase, rental, or co-investment — The choice is yours

**As individual as your Energy Journey — as flexible is the procurement of our BESS solutions.
Whether buying, renting or rent-to-own: together we will find the best solution for your endeavour.**

For companies that need to be able to act quickly — for example due to a lack of grid connection capacity, delays in the delivery of a transformer, seasonal use or a lack of bank financing — renting through our fully owned subsidiary FERESTO is particularly attractive.

Purchase is possible at any time and is particularly suitable if you are planning for the long term and want to take direct ownership of the system.

With a rent-to-own plan, on the other hand, you can first try out how the system works in your business and then purchase it outright or even switch to a larger or smaller model if required.

For companies that want to tap into other business models, we recommend our co-investment: together with FERESTO, you invest in battery storage systems for marketing on the electricity exchange or providing grid services.

The customer benefits directly from the know-how of the manufacturer FENECON, while FERESTO takes over a large part of the project planning and operational management — and thus significantly reduces the entrepreneurial risk. You can start directly with the provision of a site and a grid connection.

We ensure with these flexible models that every business finds a suitable and economically viable BESS concept.

Reference project for a FERESTO rental storage

"With the storage system, it is now possible for us to operate both charging stations that we have now installed here at full power. We have 150 kW connected load per charging station and can now operate both at full power with the addition of the storage system."

Benjamin Machalik (Project Manager at Mer Austria GmbH)

Scan to watch the reference project video

Successful BESS marketing

Arbitrage trading, grid services, and flexible location options

Bringing BESS to market via arbitrage trading or grid services opens up considerable opportunities for profit. However, it also places high demands on technical implementation and market knowledge. FENECON does not market itself, but enables the integration of established marketers who use their own trading algorithms via an open interface. Thanks to our experience with numerous providers and projects that have already been implemented, we can support you from the profitability analysis through to the appropriate financing solution.

There are two main models for the location of your BESS: Stand-alone and co-location.

In the Stand-Alone variant, the system is connected directly to the grid — without further consumers or generators, allowing nearly unlimited marketing. However, current and future regulations by grid operators may impede and delay the process.

A quicker and more simple way is often the Co-Location model, in which the system and the PV or wind power plant share the same grid connection point. As generation plants often do not call up their full output all the time due to weather conditions, the BESS can be optimally marketed during these unused periods. In addition, grid operators are already prepared to absorb the maximum output of the generation plant around the clock, which means that additional capacity can be used for the storage system via the same grid connection point. Despite slight restrictions in storage operation, you benefit from considerable cost advantages, more efficient utilization and comparatively uncomplicated grid connection approval.

FENECON provides you with expert support in both cases — from the selection of suitable marketers and financing models through to the successful implementation of your project — so that you can integrate your storage system into the electricity market in an economically and technically optimal way.

A clearly arranged marketer dashboard

Marketers often provide you with a dashboard, giving an overview about the current yields, the system operation, and which energy markets are currently being served. Every kWh can be tracked and you always have an overview of the system and the profitability of your investment.

Intelligent energy storage solutions for your business

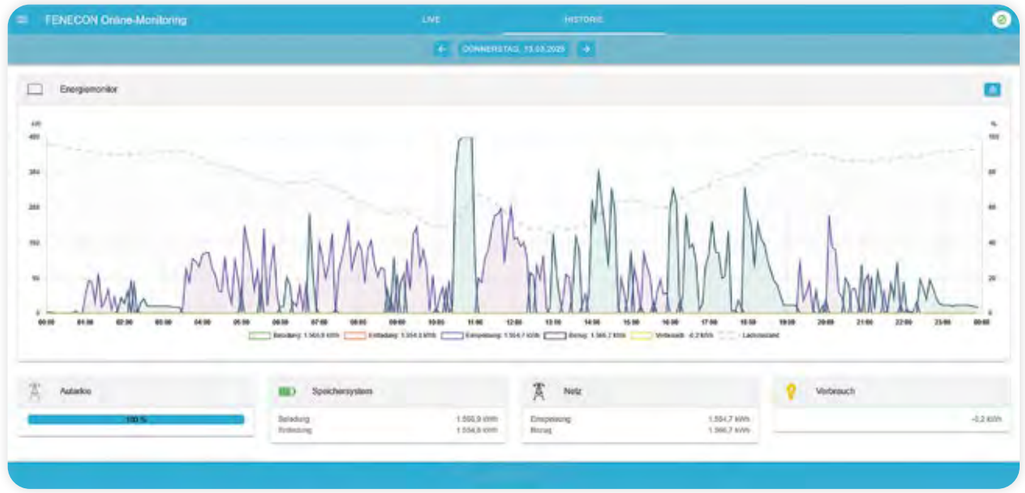
More resilience, lower energy costs, and additional revenue potential

A battery storage system can implement applications such as Self-Consumption Optimization, integrate Time-of-Use tariffs or dynamic grid charges, reduce grid charges by shaving load peaks, avoid grid expansion as a buffer storage system and also prevent system curtailments so that you can use your self-generated energy as fully as possible.

The interaction of these applications is intelligently controlled via the FENECON Energy Management System (FEMS) or a higher-level energy management system, which can seamlessly access our storage systems thanks to an open interface. In this way, several use cases can be implemented simultaneously — in the sense of a multi-use approach — in order to meet various operational requirements.

Small and medium-sized enterprises (SMEs) in particular can thus increase their resilience to rising energy costs, arm themselves against energy crises and thus strengthen their own location in the long term. FENECON offers individual advice on this: We analyze your needs and develop a tailor-made concept that is both economically and technically impressive. It is already clear today that in the near future, battery storage systems will also participate in the electricity market at times of low load — for example at night — in order to tap into additional revenue potential and further reduce your energy costs.

Always on board: The FENECON Energy Managment System (FEMS)



The energy flows are always visible in the Monitoring and can be evaluated at any time. In this case, the system is used for peak shaving. As loads rise and fall dynamically at this industrial site, the system discharges when required and recharges at off-peak times, fully automated and multiple times throughout the day. A system can also run several cycles a day and save the customer a large proportion of their grid charges.

Efficient electric mobility

Reduce stress on the power transformer, lower electricity prices, and generate additional revenue

Fields of application & use cases

- Public charging park
- Company charging park
- Logistics fleet charging at the warehouse

Electric mobility often causes short but high load peaks, making an adequate, large transformer and extensive grid infrastructure a necessity, entailing higher grid charges and a significant construction cost surcharge (one-time fee per kW).

A BESS made by FENECON will cushion the load peaks and take stress from the transformer. A smaller transformer would suffice, grid charges would decline, and regular costs could be minimized.

Additionally, the BESS can be used for trading on the energy market during break times, e. g. over night, to generate additional revenue. Simultaneously, charging parks can optimize energy procurement through Time & Load Shifting for the electricity generated from rooftop PV systems so that it is used in line with demand. Dynamic load management also ensures that charging is reduced when power is limited or is particularly intensified when electricity prices are low.

These advantages apply to both public and company charging parks as well as for fleet charging in logistics, where large roof areas can be optimally used for PV systems. The battery storage system can shift the solar power generated during the day into the night to charge e-trucks or other fleet vehicles, for example. This avoids expensive infrastructure expansion and significantly increases the cost-effectiveness of the electromobility concept.

NEFTON research project: Charging with up to one megawatt

The economic efficiency and sustainability of battery electric trucks can be increased significantly through megawatt charging, using the new MegaWatt Charging System Standard (MCS).
FENECON is proud to play a role in this project!

Visit the NEFTON project

Our product portfolio

FENECON Industrial systems: Made in Germany

Industrial S

The compact industrial system

- Power: 92 to 184 kW
- Capacity: 82 to 164 kWh
- Dimensions (L x B x H): 2.64 x 1.21 x 1.88 m

Industrial M

The modular industrial system

- Power: 92 to 704 kW
- Capacity: 246 to 656 kWh
- Dimensions (L x B x H): 2.99 x 2.44 x 3.00 m

Industrial L

The sustainable industrial system

- Power: 736 kW
- Capacity: 1,288 kW
- Dimensions (L x B x H): 4.60 x 1.70 x 2.97 m

Industrial XL

The efficient industrial system

- Power: 1,500 kW
- Capacity: 4,072 kWh
- Dimensions (L x B x H): 6.84 x 2.52 x 2.90 m

Use cases

Solutions that fit your requirements

Use case	Industrial S	Industrial M	Industrial L	Industrial XL
Industrial and commercial				
Peak Shaving	✓	✓	✓	
Self-consumption and Time-of-Use	✓	✓	✓	✓
Multi-Use			✓	✓
Trading on the energy market				
Traditional below 1 MW		✓		
Primary balancing power + Trading above 1 MW			✓	✓
E-mobility				
Small charging parks	✓			
Large charging parks		✓	✓	
Office and small commercial facilities (Grid Booster)	✓			

About

the company

FENECON is among the leading manufacturers of electrical energy storage solutions for residential, commercial, and industrial applications. The solutions are powered by FEMS, the FENECON Energy Management System, developed in-house and based on OpenEMS. FEMS offers energy management that is optimized for both the grid and the energy transition, and it includes intelligent sector coupling in the fields of electricity, mobility, and heat.

FENECON is a highly innovative, family-owned business, founded by Franz-Josef Feilmeier in Bavaria. The team comprises of experts in the field of integrating electric energy storage systems, e-mobility, and PV systems into a future-proof energy environment. The company is highly regarded for its expertise, flexibility, responsiveness, and reliability.

Headquartered in Iggensbach, with two additional centralized business sites in Deggendorf and Albersdorf (Vilshofen a. d. Donau), FENECON will open its first international production facility in 2025. Located in Greenville, South Carolina (USA), it will establish the important interface between unused BEV batteries and their use for BESS applications overseas.

> 35 000 systems supplied

> 300 000 kWh delivered

> 350 employees

140 M euros of revenue in 2024

2011 year of foundation

3 Business Units managed by 2 brothers

3 business locations in Germany

1 business location in the US

>20 countries supplied

The 100 % Energy Transition

The future of energy is decentralized, renewable and intelligently managed — and it starts today! Taking the Energy Journey is not a singular decision — It's a continuous process. With FENECON Industrial systems, your energy supply stays economical, flexible and future-proof.

Shaving load peaks, optimizing self-consumption, providing quick-charging infrastructure or integrating into the energy market — Our solutions grow with your requirements. Thanks to high-quality technology, proven interfaces and flexible models, you can shape your Energy Journey the way it suits your business.

Utilize the full potential of renewable energies efficiently, economically and sustainably.

IT'S YOUR ENERGY JOURNEY!

Every journey begins with the first step.
Scan the QR code and start your Energy Journey with us!

Scan to contact us!

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