



# Successful bid price of portable ESS system project in Germany 2025

What is BW ESS & Zelos energy developments doing?

BW ESS and Zelos Energy Developments are working on a 1.5GW portfolio of utility-scale battery energy storage system(BESS) projects in the northeastern federal German states of Mecklenburg-Vorpommern and Sachsen-Anhalt. The projects are expected to achieve ready-to-build status in 2025-2027.

What is the market share of Bess batteries in 2023?

With a 72.3% market share, lithium-ion batteries dominate grid scale BESS applications and are set to remain the top choice for future needs. Germany led the European BESS market in 2023, with a 34% share, followed by Italy at 22% and the UK at 15%.

How much economic value does Bess generate?

The federal government is updating its policies to support BESS including reviewing grid-related charges and permitting processes. It is also looking into the creation of a capacity market. A study by Frontier Economics states that the capacity of utility-scale BESS can generate EUR12 billion in added economic value.

Does Nofar energy have financing for Stendal Bess project?

Israeli developer and independent power producer Nofar Energy has secured EUR 86.5 million (\$92.5 million) in project financing from NORD/LB for its 104.5 MW /209 MWh Stendal BESS project in Germany. The Stendal project is backed by a seven-year fixed-price flexibility purchase agreement (FPA).

When will Zelos & BW ESS become ready-to-build?

The projects are expected to achieve ready-to-build status in 2025-2027. The projects are strategically located in the 50 Hertz TSO region. In the partnership, Zelos will take the lead on securing land, grid, and permits. BW ESS will lead on engineering design and construction, global procurement, securing revenue, and project financing.

Is Bess a 'merchant' or 'profit-share' contract?

This is opposite to the common 'merchant' or 'profit-share' contracts, where the BESS owner remains exposed to the revenue risk and upside. However, with BESS revenue stack impossible to predict in the long run, the certainty of revenues under a tolling deal can improve the prospects of getting debt financing.



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