

The Elisa logo is written in a white, lowercase, cursive font.

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ENERGY
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Elisa Distributed Energy Storage

Analyst Event, 2025-03-06
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Green Energy Production is not the Bottleneck, but Additional Energy Flexibility is Required

Enabling Sustainable Energy

- Renewable production is already the least expensive way to generate energy
- New short- and medium-term flexibility resources are required
- Batteries have strong price erosion, which drives growth in deployments
- Technological and market developments are required for the intelligent control of flexible energy systems

Optimization and Trading of Energy Storage Flexibility Capacity

Energy Storage Assets

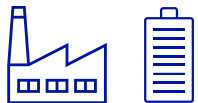
HW Vendor-agnostic



Telecom Batteries



Residential Batteries



Commercial & Industrial Energy Storage Assets

Elisa DES

AI-based Solution



Reserve Markets

For New Revenues



- Intraday
- Day-ahead
- aFRR
- FCR-D
- FCR-N

Elisa Distributed Energy Storage (DES)



Controls energy storage assets and **optimizes** electricity consumption to reduce electricity bills and emissions.



Unlocks new revenues by trading flexibility capacity to reserve markets.



Originally developed to optimize **telco batteries in radio access network**.



Enables turnkey **residential energy storage service called Elisa Kotiakku**.



Optimizes **commercial and industrial** energy storage assets, such as the world's largest thermal storage sand battery in Finland.

Utilizing scalable software to bring energy flexibility to multiple segments and markets

Implementation progress

Telecom industry



Residential

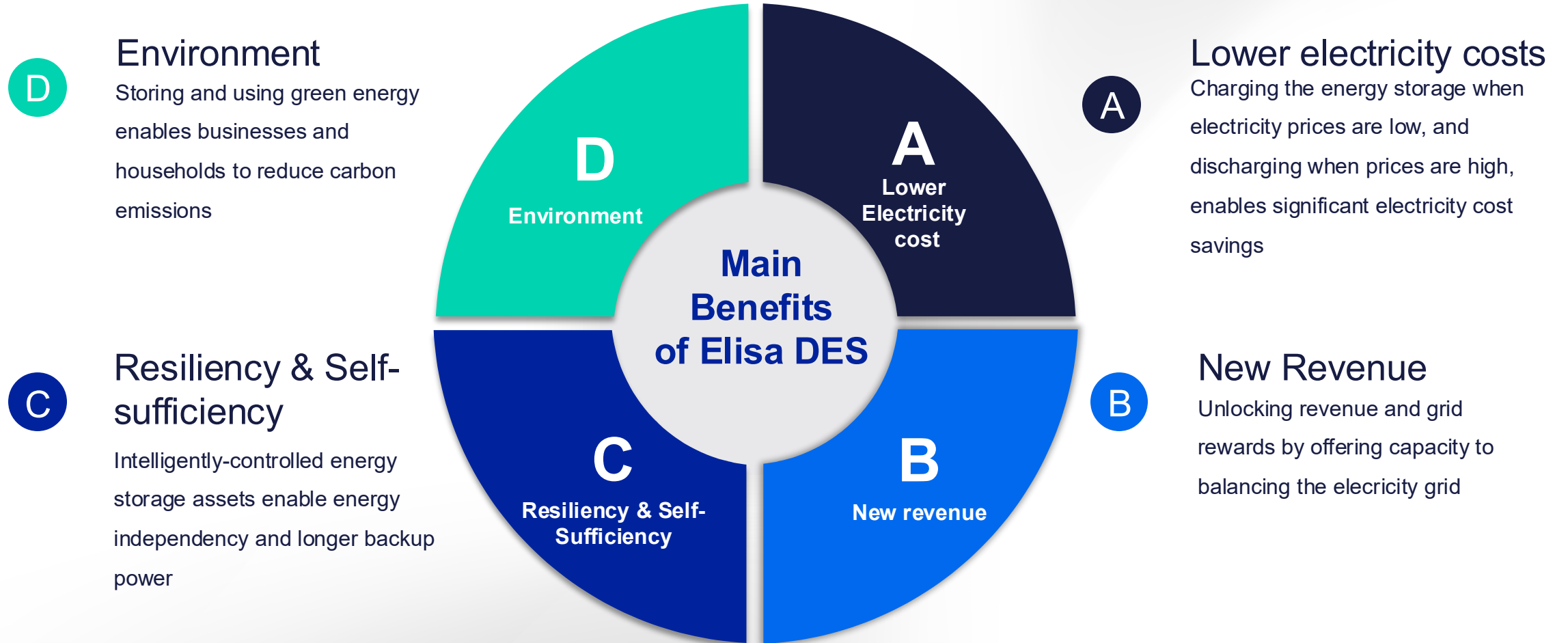


Commercial & Industrial



Energy flexibility is good for the business, planet and grid

Customer Benefits



Value Chain and Operating Model of Elisa DES

Customer owns and deploys energy storage assets



Energy flexibility operator



AI-based software and application

- A HW vendor-agnostic software, including consumer application



Energy optimisation

- AI-based energy flexibility optimization
- Automated load shifting and solar optimisation



Hardware vendors

- Supply chain and relationship with selected hardware vendors
- Ensuring technical compatibility with the virtual power plant



Market Trading & Revenue Share

- Balancing market access and multi-market optimization
- Sharing revenues with customers



Technical support & project delivery

- Coordination and control of installation processes



Sales + Customer relationship

- Acquiring and nurturing customers




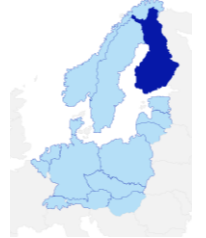
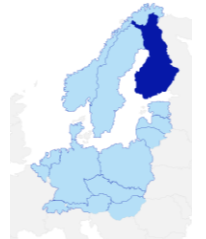
Financing solution

- Financing options

Scalable Virtual Power Plant service

Segment and location specific:
Customer relationship and project delivery

Expansion of Elisa DES

	Current status	Target Market	Description
Telecom	<ul style="list-style-type: none"> Elisa Finland + Finland Telenor/DNA Towers Ålcom Advanced sales negotiations 	Europe 	We aim to sign agreements with major European telecom operators Direct sales model
Commercial & Industrial	<ul style="list-style-type: none"> Commercialization Started in Q4/24 Multiple sub-segments First agreements signed 	Finland + Central Europe 	We aim to become the leading C&I flexibility operator in Finland. Expansion to Central Europe through Elisa Industriq
Residential (B2B2C)	<ul style="list-style-type: none"> Beta phase started in H2/24 Expansion to major Finnish cities during 2025 	Finland + Central Europe 	We aim to become the leading residential energy storage operator in Finland. Expansion to Europe through B2B2C partnerships

■ Current focus
 ■ (Potential) Expansion

Expansion strategies

1) Growth in the home market:

- Elisa is the largest telecom in Finland and second largest in Estonia.
- We utilize Elisa's strong position and customer base to expand energy flexibility offering across all three segments

2) Growth through Elisa's subsidiaries:

- Elisa is a strong international software company with offices and thousands of employees across Europe
- We will utilize joint GTM plan with Elisa Industriq to address new markets

3) Expansion through partnerships:

- Telcos have massive customer bases and are looking for new growth areas.
- Our service is designed in a way that other telcos or businesses can unlock new revenues by reselling our solution

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Thank you

