



# You can't control what you can't predict

*How food & drink manufacturers can take back control of their energy cost*

## Energy is geopolitically vulnerable

UK wholesale gas prices still 80%+ above pre 2021 levels.

The Strait of Hormuz carries 20% of global LNG supply.

*IEA World Energy Outlook, 2025*

# What We'll Cover



1

## The world has changed

Why energy is now a boardroom risk, not just a utility bill

2

## The hidden cost on your P&L

How grid dependency is quietly compressing food & drink margins

3

## The case for energy independence

Battery storage as an OpEx reduction and resilience tool

4

## What it looks like in practice

Real savings scenarios from sites just like yours

5

## The logical next step

A free site assessment — no obligation, full picture

6

## Your questions

Open Q&A — we want to hear what's keeping you up at night

# Your Hosts



- ✓ UK-based manufacturer of energy storage and energy efficiency solutions
- ✓ Specialists in behind-the-meter BESS for industrial and commercial sites - 40+ BESS systems installed.
- ✓ Full project lifecycle: design, install, commission and monitor
- ✓ Clients include Tetra Pak, Whitbread, ASDA, Coop, M&S & Quorn
- ✓ FDF Affiliate Member



- ✓ Global leader in demand response & energy flexibility services
- ✓ Operating in GB since 2009 - 113+ MW of behind-the-meter BESS optimised
- ✓ Manages 100+ programmes across 14 countries, 10 GW flexible power
- ✓ Clients include Amazon, Microsoft, Arla, Cranswick, Tate & Lyle
- ✓ FDF Affiliate Member

# The World Has Changed – Has Your Energy Strategy?



## Supply Shock Risk

# 5 of 7

of the last 7 years saw a major energy price shock

Global energy markets are structurally exposed to disruption. A single weather event, political decision, or supply interruption anywhere in the world can move UK wholesale prices within hours. This isn't a forecast — it's the pattern of the last decade.



## Structural High Prices

# 80%+

above pre-2021 levels

UK wholesale energy prices stabilised in 2025 — but at levels far above pre-crisis norms. In March 2026, the Bank of England flagged a renewed global energy shock from Middle East conflict. The era of cheap, predictable energy is over.



## Grid Cost Escalation

# £40bn/yr

UK grid investment needed

Network charges, balancing costs and infrastructure levies are all rising. The government's grid modernisation programme means standing charges will keep climbing to 2030.

*The question isn't whether prices will spike again. It's whether your business will be ready.*

# For Food & Drink Manufacturers, Energy Is a Margin Problem



## Energy = 2nd biggest OpEx



For most food & drink sites, energy is second only to labour as an operating cost. Unlike labour, you have almost no control over the price you pay.

## You're fully price-exposed



Grid electricity prices change every 30 minutes. Your current contract gives you a fixed rate - until it doesn't. Renewal is a moment of real vulnerability.

## Margins are already thin



The FDF estimates the average EBITDA margin in food & drink manufacturing is 4-7%. A 20% energy price spike can eliminate a year's profit in a quarter.

## Impact

**4-7%**

Average EBITDA margin  
in food & drink mfg (FDF)

**+20%**

Energy price increase  
during a typical spike

**~50%**

Of a year's profit erased  
by one energy shock

# There Is a Way to Take Back Control



## TODAY - Grid Dependent

- ✗ Energy price set by global gas markets
- ✗ Geopolitical shocks hit your P&L directly
- ✗ No visibility or control over future costs
- ✗ Exposed at every contract renewal
- ✗ Zero buffer if grid supply is disrupted



## WITH BESS - Energy Independent

- ✓ Store cheap electricity, use it at peak times
- ✓ Insulated from short-term market spikes
- ✓ Predictable, manageable energy OpEx
- ✓ Resilience if grid supply is disrupted
- ✓ Offset grid costs - reduce every bill, every month

# Battery Storage + Smart Optimisation: How the Savings Stack Up



1



## Charge cheaply

Your battery charges overnight or when renewable generation is high - electricity is cheapest then

2



## Discharge at peaks

During peak tariff windows, your site runs on stored energy - avoiding the most expensive grid power

3



## Grid resilience

If supply is interrupted or prices spike, your battery provides backup - your production line keeps running

4



## Earn from the grid

Surplus capacity participates in grid services - generating income that further offsets your energy OpEx

Powerstar designs and installs the battery. Enel X optimises it in real time. You get the savings - with zero upfront cost and zero operational burden.

Enel X

enel x



### Complexity managed

Enel X manages all complexity and risk.



### Penalty protection

Risk mitigation from penalties and market volatility.



### No fixed fees

No upfront fees or minimum charges.



### More routes to value

Access to multiple flexibility programmes in addition to Capacity Market



### Proven delivery

Strong track record and customer testimonials.



# The right market at the right time



## Frequency Response

fast response service reacting to sudden drops or surges of electricity

## Capacity Market

ensures security of electricity supply by receiving a payment for reliable sources of capacity

## Network Charges Optimisation

optimise charging and discharging times to avoid the highest network charges and capture export benefits



## Wholesale Trading

buy and sell to the grid through auctions in the day-ahead and intra-day markets

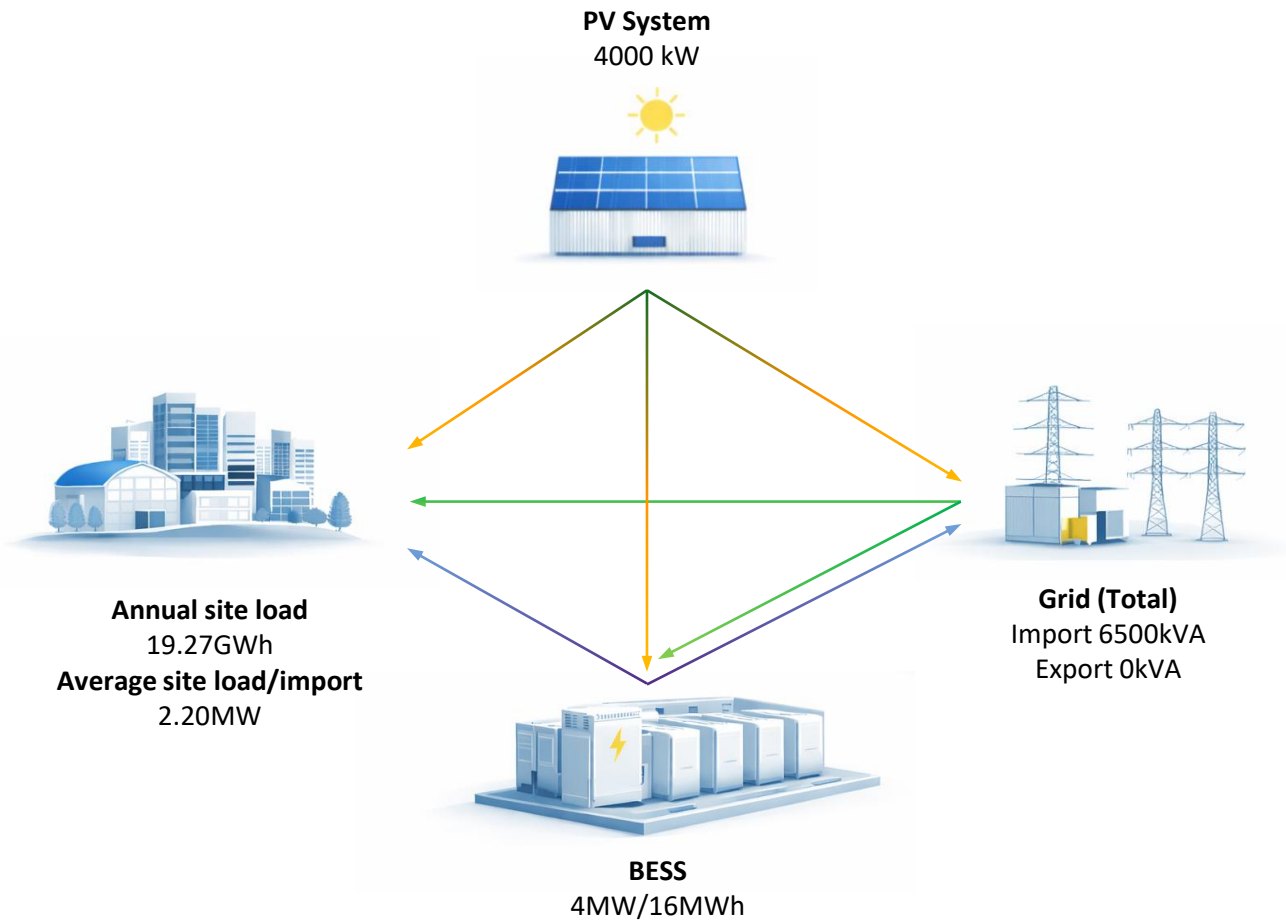
## Balancing Mechanism

bids and offers are made based on near real-time market conditions

## Reserve Services

Reserve programmes are called by NESO at short notice to help balance the grid

# Example Site



## Current site configuration

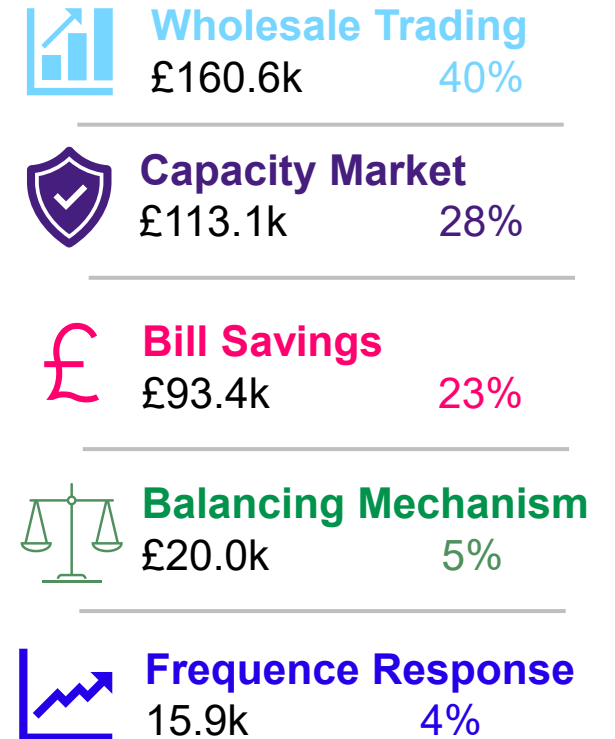
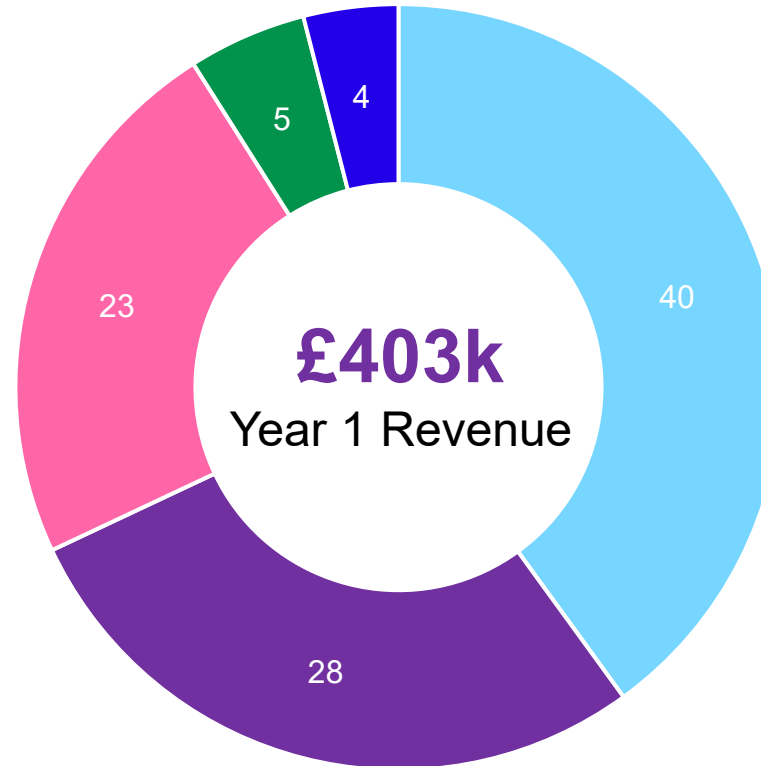
Location	Example
Import Limit (kVA)	6500
Export Limit (kVA)	0
BESS Size (MW/MWh)	4/16
PV System (kW)	4000
Import Supplier Rate	Commodity: £92.11/MWh Non-commodity: Full P-T
Export Supplier Rate	N/A

# How a Single Battery Generates £4.39M of Value

A single battery. Multiple revenue streams.



## Year 1 Revenue £403k



### Comments

- 4000kW/16000kWh BESS – Anticipated value to asset owner over 15 Years = £4.39M
- Assets Achieving £1.6M Gross Revenue in first 5 Years of operations
- Start date modelled from Q1 2027

# What This Means For Sites Like Yours



*Indicative 15-year average net savings per MW — across six different site configurations:*

BESS	Solar PV	Site Load	Export	Profile	Annual OpEx Saving / MW
2.5MW/5MWh	7.2MW	32 GWh	Full	High solar + load	£135,813
2MW/4MWh	7MW	12 GWh	2.6MW	Export-limited	£118,433
3.7MW/8.1MWh	1MW	2.3 GWh	Full	Large battery	£106,846
1MW/2.25MWh	—	6.7 GWh	Full	No solar, modest	£70,066
2MW/4MWh	4.3MW	37.3GWh	Full	High load	£59,833
6MW/9MWh	2MW	9.26GWh	0.9MW	Export-capped	£32,744

*All figures: net of Enel X fees, no upfront cost. Enel X absorbs all market penalty risk.*

# The Numbers That Changed Everything



Real customer example: adding Enel X optimisation to a Powerstar BESS installation



*Same hardware. Same site. 4x more revenue. Payback in a fraction of the time.*

Real customer example. Results vary by site configuration

# One Conversation Could Change Your Energy Cost Forever.

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Speak to a specialist to our team today:

- ✓ A clear picture of what your site could save per year
- ✓ A bespoke OpEx reduction model - your assets, your numbers
- ✓ Honest advice on whether BESS is right for your site right now
- ✓ No obligation. Specialist Insight. No jargon.



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# Your Questions

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*We want to hear what's keeping you up at night.*

*"How does this work with our existing energy contract?"*

*"What's the right battery size for our site?"*

*"How quickly could we see savings?"*