

# Less risk. More reward.

Protect your operations and secure new revenue with your backup generator

To stay competitive in today's energy market, businesses need to think differently about how they power operations. Businesses that develop power flexibility to strategically shift when they use grid power are at a significant advantage.

We help businesses harness their flexibility to increase operational resilience, drive down energy costs, earn revenue from the energy market, and support Singapore's grid stability.

**If you have a backup generator larger than 400kVA, we can unlock value by investing in upgrades that turn it into a flexibility resource.**



# Benefits to your business

## 1. Simple way to earn revenue

With no cost to your business, your backup generator can participate in Enel X flexibility programs and provide immediate financial returns.

Enel X actively manages the end-to-end implementation of the project, funding all participation costs. We provide ongoing maintenance and monitoring, minimising the time investment of your staff.

## 2. A new way to reduce energy costs

Counter rising energy costs with a new revenue stream, where you earn payments from using your backup generator in the energy market.

We are retailer agnostic which means you can switch to any retailer at any time and still get the full value of flexibility.

## 3. Increase the resiliency of your operations

By using your generator for flexibility you'll increase its reliability. We can fund upgrades to ensure your assets are running properly and easily enrolled in the programs.

In addition, damage or faults are more likely to be detected while you still have grid power, which reduces the risk of malfunction during a true grid emergency.

Manufacturers advise that backup generators should be tested periodically under load to increase engine lifetime and reduce operational risk.

Participating in our programs means your generator will be tested frequently under your site's load, removing the need to purchase load banks for testing requirements.

To further support your business, we provide advance notice of irregular grid conditions from the Energy Market Authority to ensure you are prepared.

## 4. Positive community and environmental impact

Flexibility programs increase grid reliability as most programs run when the grid is under stress. By participating, you contribute to this reliability by minimising the chance of power outages.

Our programs also put downward pressure on power costs and help to smooth out volatility in electricity prices.

Average annual value your backup generator can contribute to\*



**Data Centre**  
\$560,000



**Cold storage**  
\$300,000



**Industrial Gas**  
\$250,000



**Water Utilities**  
\$210,000



**Recycling**  
\$85,000



**Food**  
\$45,000

\* Each business is unique, and your potential value could vary.

# How it works

## Our comprehensive, turnkey service offering

Planning and design	Implementation	Operation and optimisation
<ul style="list-style-type: none"><li>› Identify the generator configuration required to ensure access to most programs. We can provide funding to make the necessary upgrades if required</li><li>› Assessment of site electrical works and generator equipment selection</li><li>› Complete metering design</li><li>› Submit documentation to electricity distributor</li></ul>	<ul style="list-style-type: none"><li>› Manage all detailed engineering and installation for metering, controls and electrical works</li><li>› Handle any required market registrations, permitting and regulations governing generators, testing and utility approvals</li></ul>	<ul style="list-style-type: none"><li>› Operate your flexibility on an ongoing basis, including 24/7 real-time market trading and compliance</li><li>› Continually optimise the economic returns from your generator by identifying new flexibility opportunities as they become available in the market</li><li>› Monitor ongoing compliance</li></ul>

### A 24/7 platform for maximising value

The Singapore market offers a broad and growing range of flexibility opportunities. We have unmatched market access to give you the most value from your flexibility.

We maximise the total annual value you can capture by optimising the use of your backup generator across all relevant opportunities.

### Funding generator upgrades

We provide up-front funding to upgrade your generator if necessary to enable your participation in our flexibility programs.

This is paid back once you start earning payments from flexibility program participation.

Funding can be used for:

- › Generator upgrades
- › Switching upgrades
- › Noise abatement
- › Controls upgrades
- › Compliance
- › Emissions control

### How an event occurs

Power flexibility is triggered by the market operator when there is a grid need.

That trigger is then activated by automated controls or manually by our network operations centre. Businesses switch energy use from the grid to their backup generator within 10 minutes, and an event typically lasts between 30 minutes and 2 hours. Once the grid need has passed, businesses return to normal power consumption.

## About us

As part of Enel, one of the world's 100 largest companies, we harness transformative technologies to create simple, intuitive solutions for people, cities and businesses.

We provide a services platform that gets your business maximum value from flexibility, both today and into the future.

### 1500+ MW

of flexibility under management across Asia Pacific

### 6000+ MW

under management across more than 15,000 clients

### 550+ MW

of backup generators enrolled into flexibility programs globally

### Unmatched market access

which means you get the most value from flexibility

### 24-7

trading operations and a software platform that constantly adapts to changes in the market

### Corporate strength

and financial backing to fund any necessary upgrades to get you started

### Find out more

@ info.enelxsg@enel.com

+65 6950 4790

109 North Bridge Road, #05-21, Singapore 179097

enelx.sg

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