WEBINAR POWERED BY
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WEBINARS

Israel’s C&I Future: Long-duration energy storage meets solar

August 25, 2026

10:00 am – 11:00 am | CEST, Berlin
11:00 am – 12:00 pm | IDT, Tel Aviv
4:00 pm – 5:00 pm | CST, Beijing

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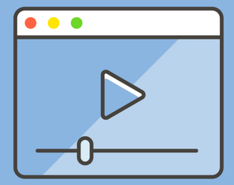
Welcome!

Do you have any questions

Send them via the Q&A tab. We aim to answer as many as we can today!
You can also let us know of any tech problems there.

We are recording this webinar today



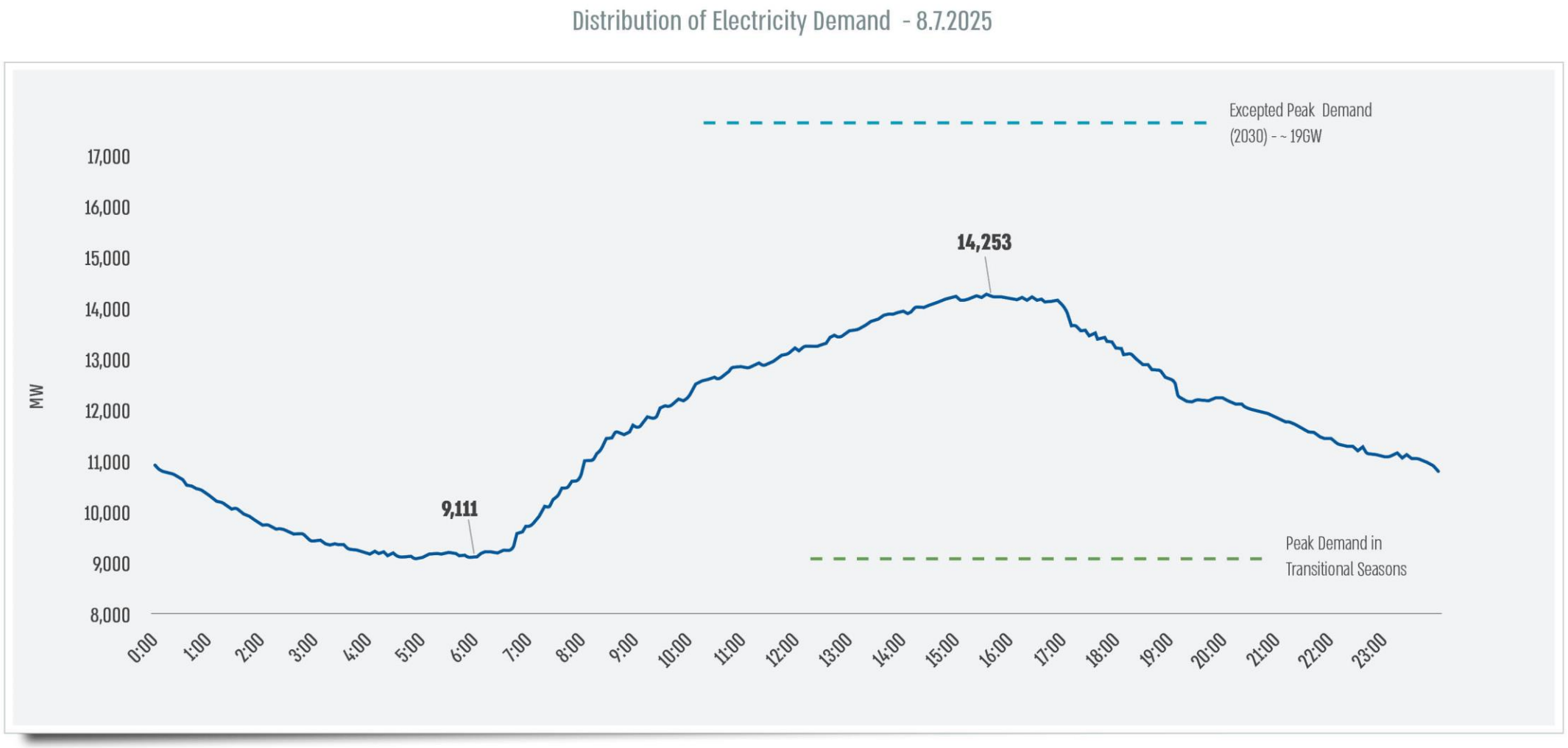
We‘ll let you know by email where to find it and the slide deck, so you can re-watch it at your convenience.

Electricity Authority

The Israeli Electricity Authority –

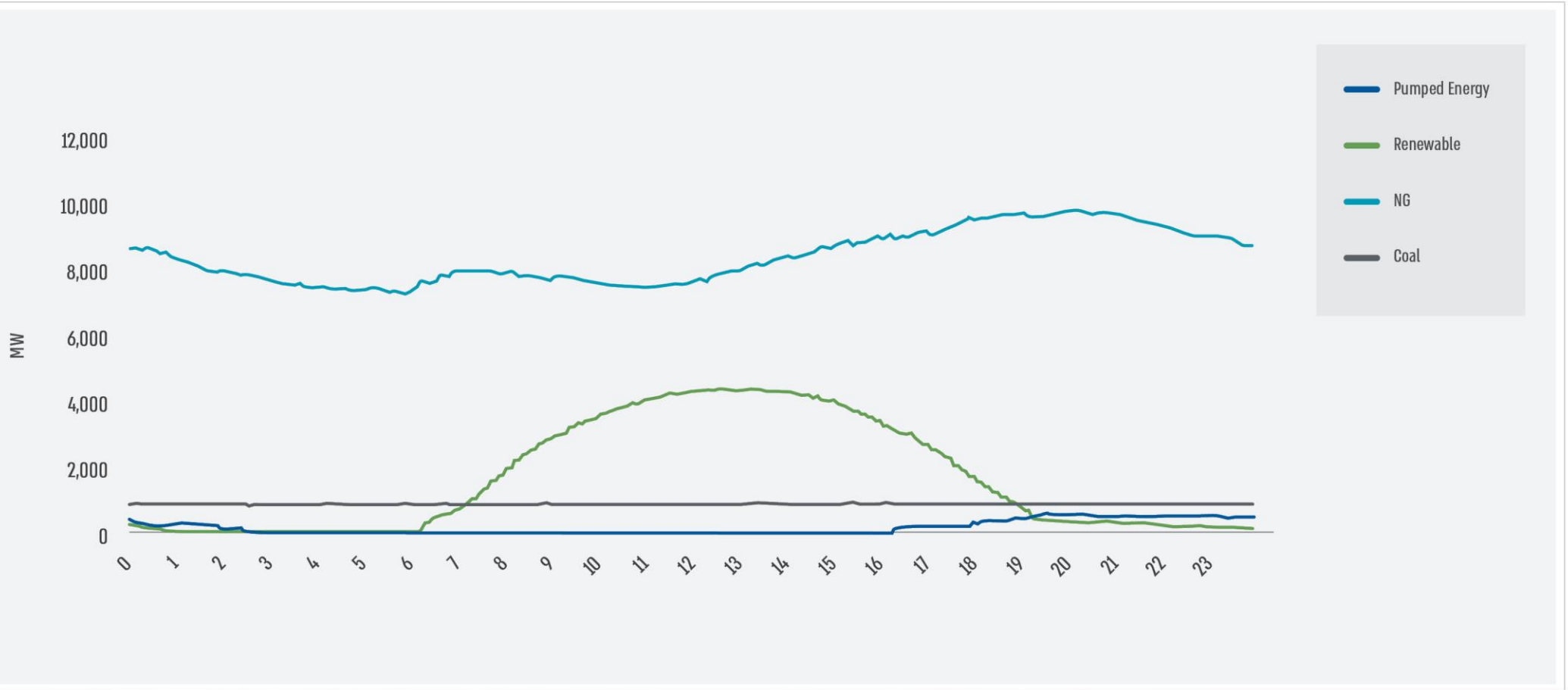
One of the leading Countries in Energy Storage

Distribution of Electricity Demand in Israel

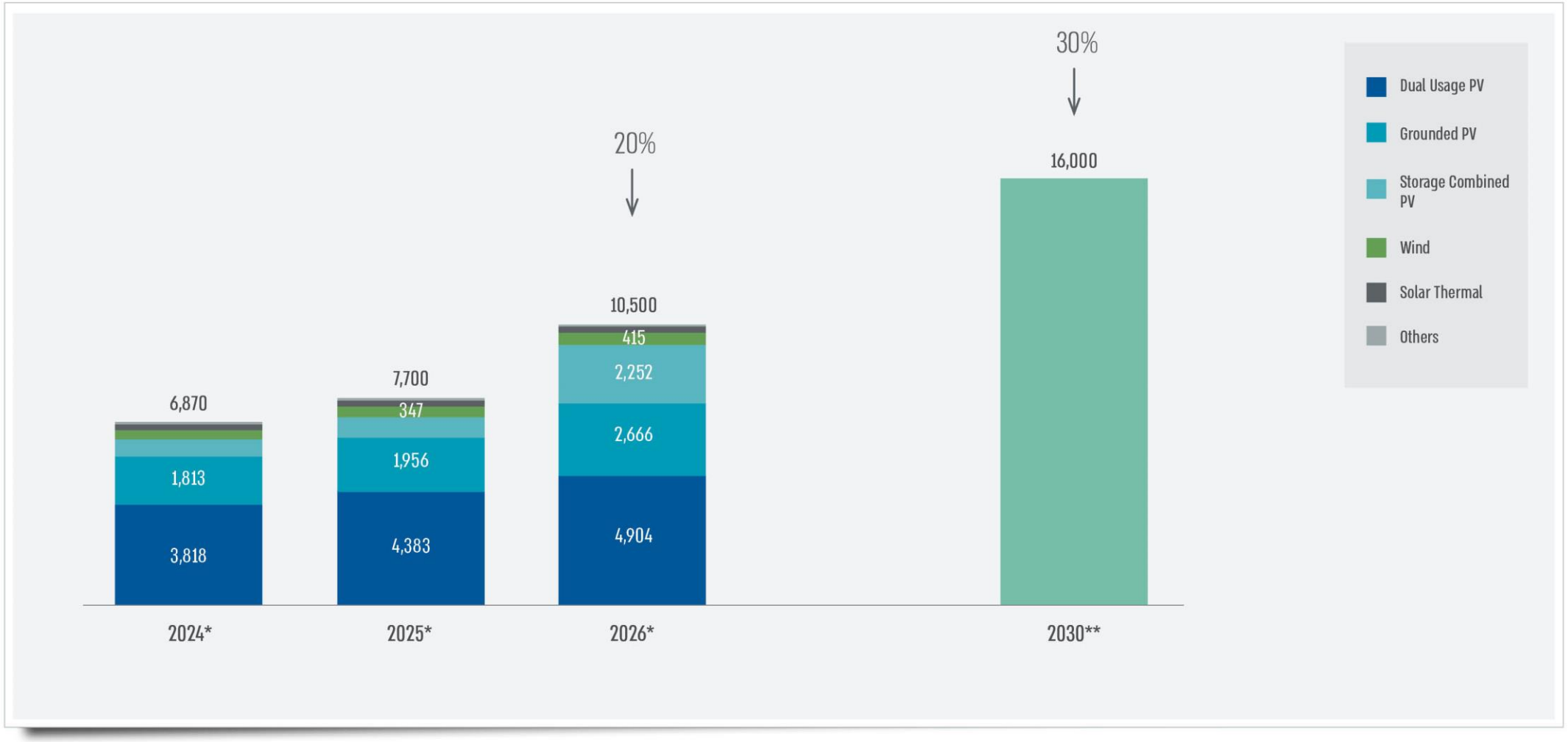


Fuel Mix in the Israeli Market

Fuel Mix – 7.1.25

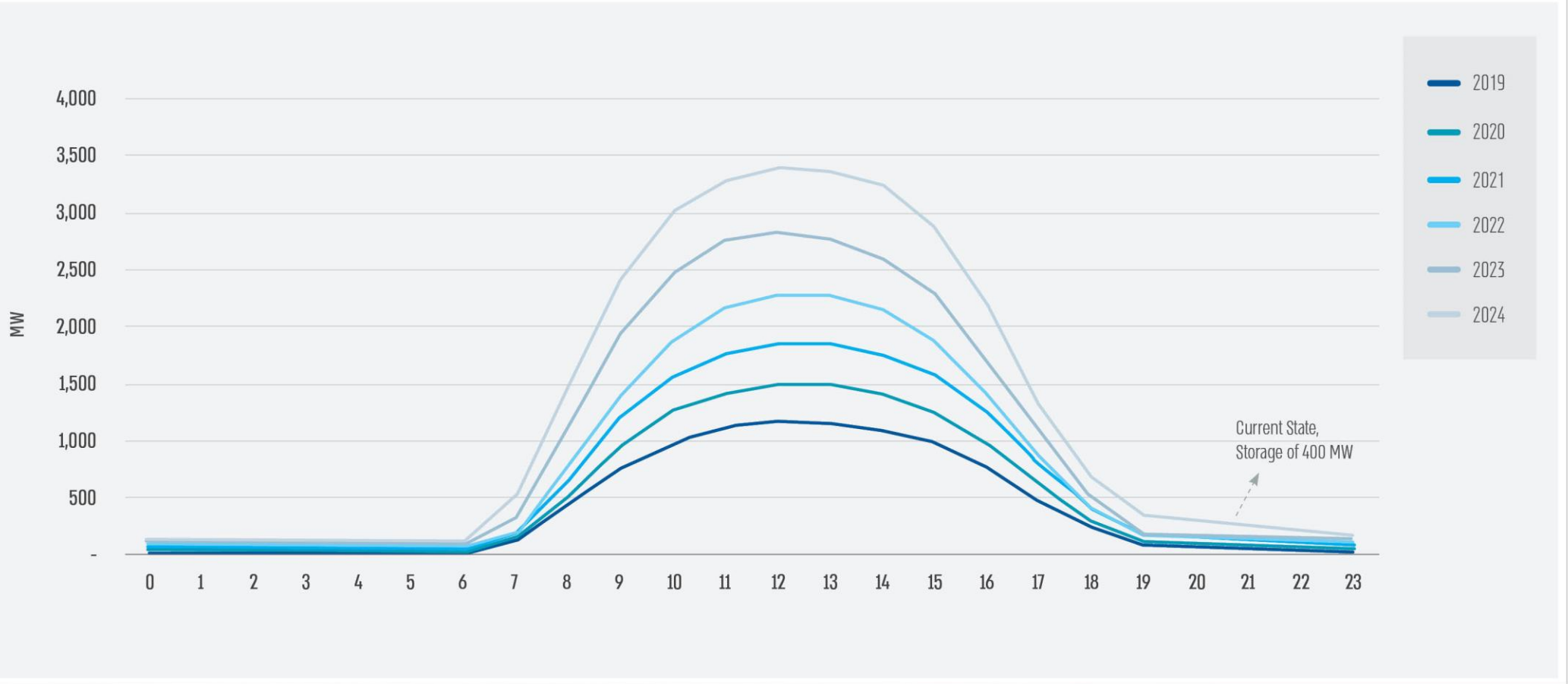


Renewable Energy Target of 30% by 2030, mostly by PV



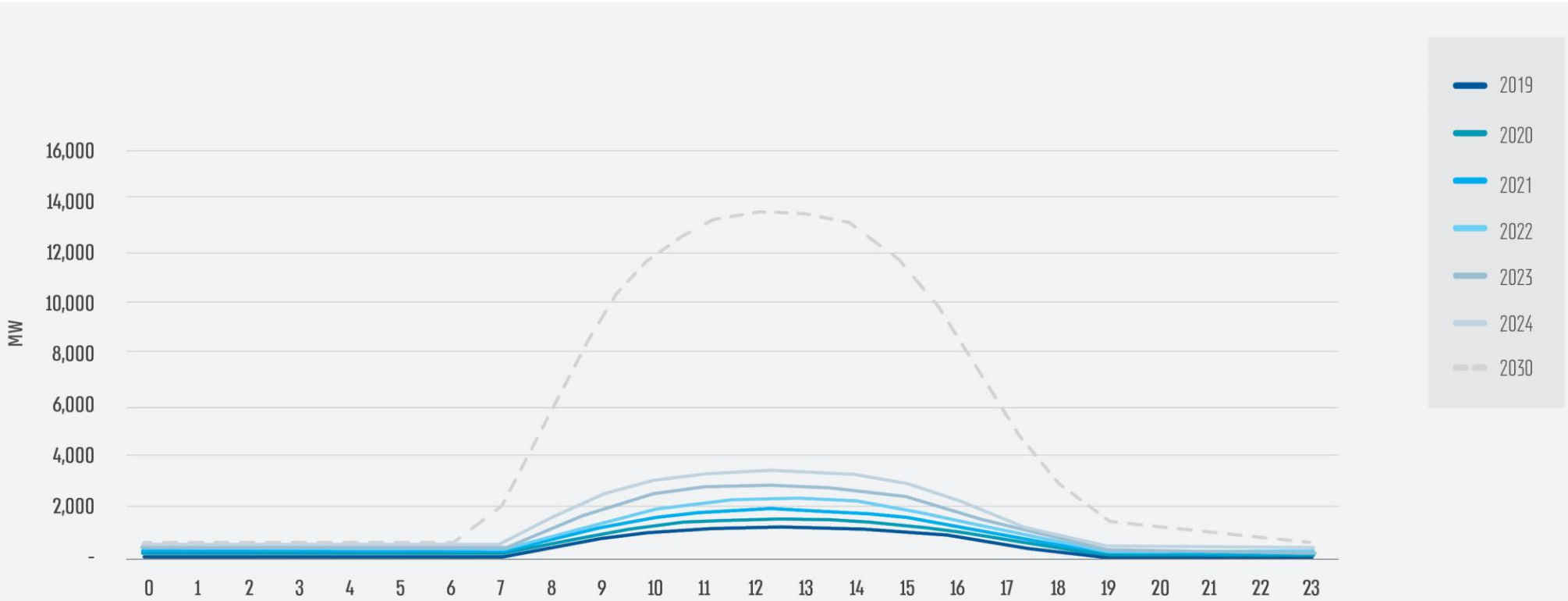
Renewable Energy Generation is Concentrated During Daytime

Average Renewable Energy Generation During Daytime by Year (Transitional Seasons)



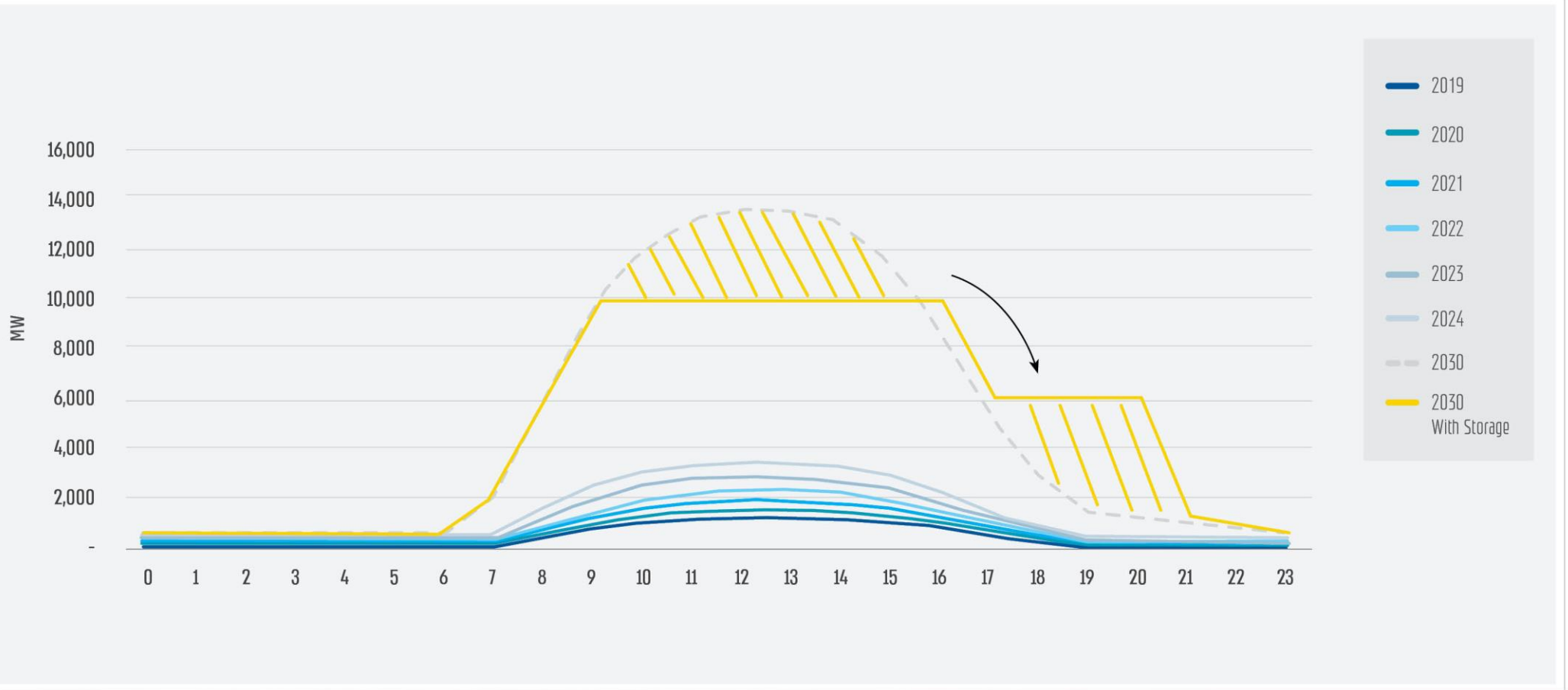
Energy Storage is Crucial for Absorbing from Renewable Energy Utilities

Illustration: Average Renewable Energy Generation during Transitional Seasons across Daytime, by Year



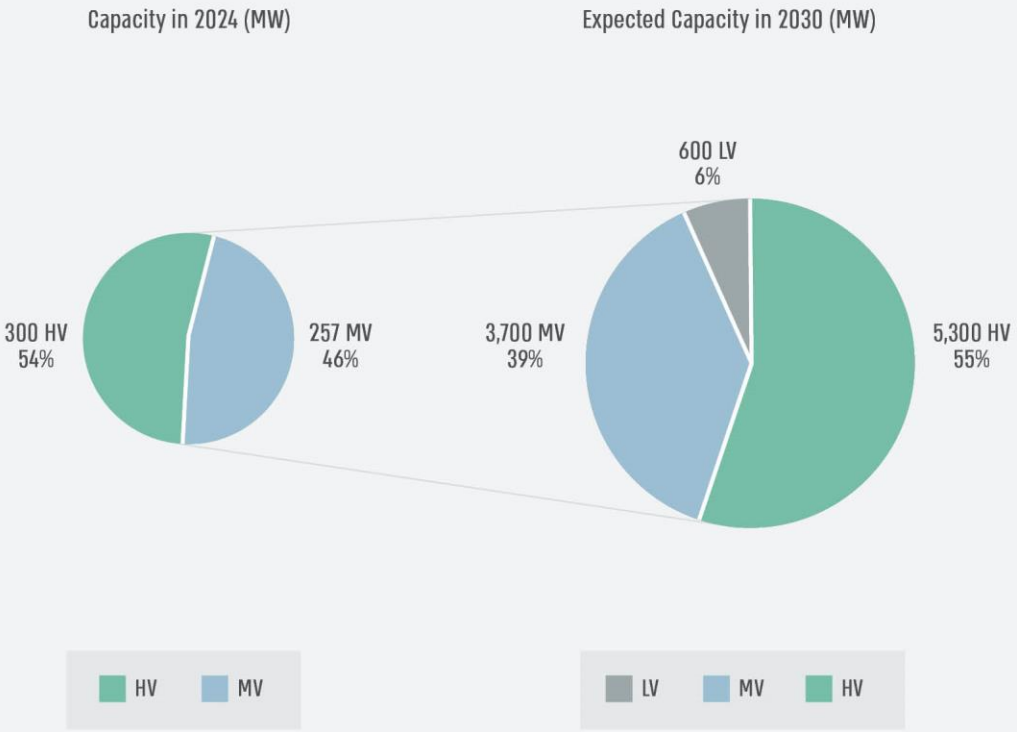
Most have: Introducing High Energy Storage Volumes

Illustration: Average Renewable Energy Generation during Transitional Seasons across Daytime, by Year

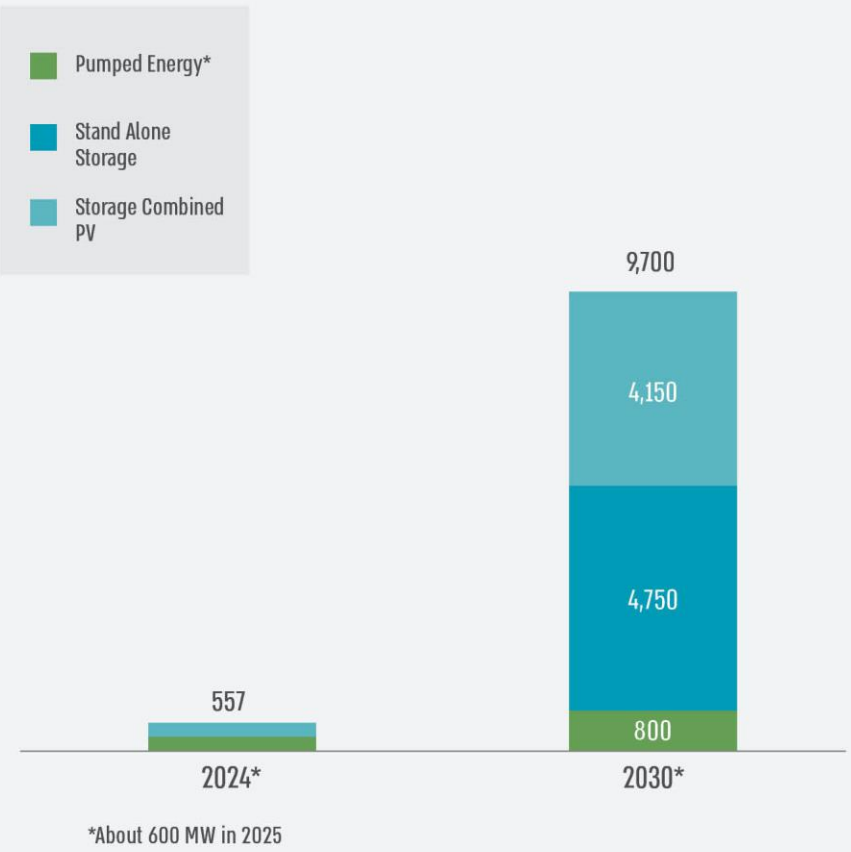


The Authority Bolsters Energy Storage Capabilities Exceeding 9 GW - Topping 50% of Peak Demand

Promoting 6 energy storage plans in all voltage levels.
Some by market price and others by tariff regulation (Feed In)



Capacity (MW)



Expectation for Storage Facilities Installation by 2030

(Excluding Pumped Energy)

Segment	Market Entry Based on "Market Model" (MW)	Market Entry Based on Availability / Guaranteed Energy Prices (MW)	Total (MW)
Distribution – Low Voltage	Behind the Meter (BTM) Consumption ~300	Tariff Regulation and Fast Tracks ~300	~600
Distribution – Medium Voltage	Power plants participating in the "Market Model" ~3500	IEC's* Electrical Substation ~200	~3,700
Transmission – Extra-High Voltage	Market Model in Transmission ~3500	Storage capacity granted by Tenders in High Voltage ~1500	~4,500
Total	~6,800	~2,000	~8,800 (MWh ~33,200)

*Israel Electric Corporation

Israel 2030: One of the leading Countries in Energy Storage

- Supporting massive development of renewable energy sources (PV mainly)
- Optimizing Conventional Power Plants activity and minimizing their start up
- >50% of Peak Demand in 2030 - peak shaving of the demand and supply curves
- Improving capacity credibility during emergencies
- Support for ancillary services

Thank You

Unlocking Israel's C&I Energy Storage Market: Long-Duration Solutions, PV-Storage Synergy

Some views from Europe

Michael SALOMON – ms@cleanhorizon.com

August 26th 2026

www.cleanhorizon.com

Since 2009, Clean Horizon has been a one-stop shop energy storage intelligence company

MARKET ADVISORY

Deep expertise in providing energy storage market studies worldwide.

Our experts have technical, economic and regulatory knowledge, covering different geographies and constantly tracking market evolutions.

TECHNICAL ADVISORY

We act as owners' engineers and lenders' technical advisors for IPPs, utilities and lenders worldwide.

We support our clients at all stages of development, from feasibility studies and design, to procurement, construction and commissioning.

BANKABLE BUSINESS MODELS BASED ON OUR PRICE FORECAST

Why these slides

Just a few examples from Europe to show that devil is in the C&I detail

Agenda

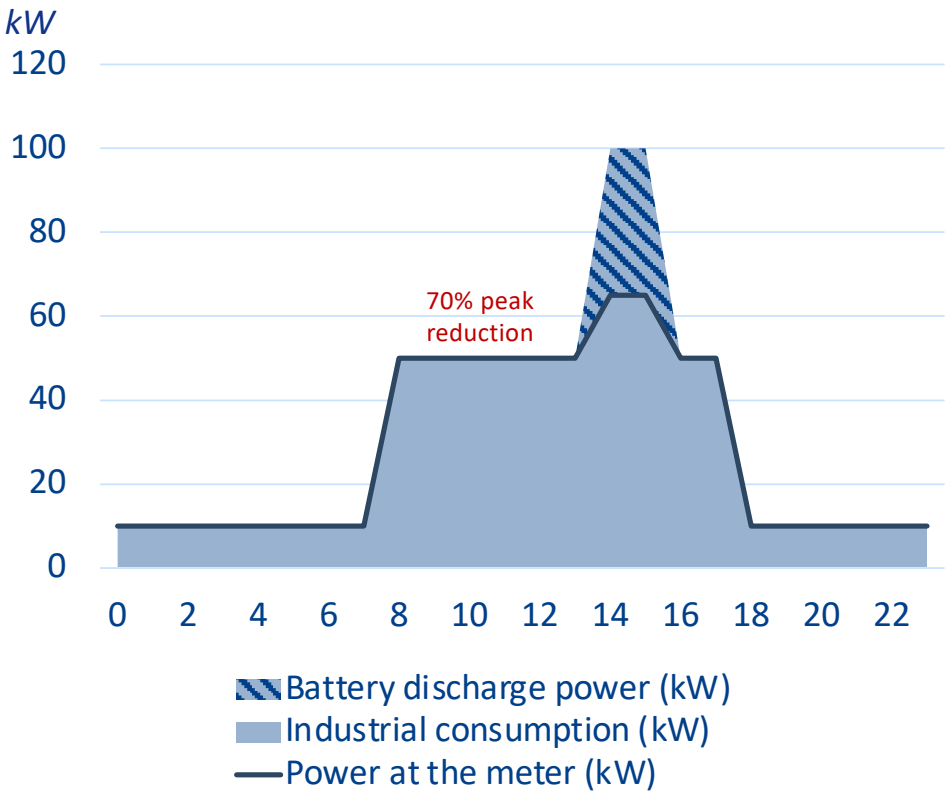
- C&I revenue streams
- A simpler example: Belgium
- New country, new problems: France
- Conclusion

C&I is emerging as an attractive segment in Europe, with multiple approaches to capture its potential

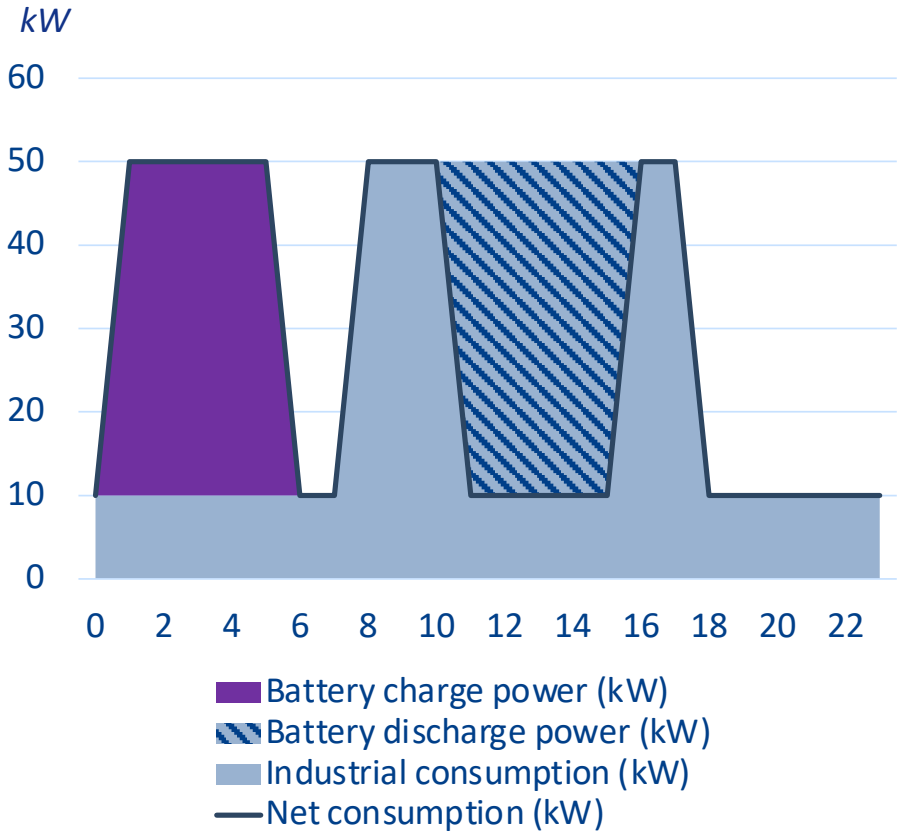
Accessible revenue source	Key principle	Description
Peak shaving	**Reducing bill**	Reducing the peak MW load
Load shifting	**Reducing bill**	Reducing the MWh spend
Merchant strategy	**Trading**	Participating in electricity markets (wholesale and ancillary)

Peak-shaving and load-shifting explained

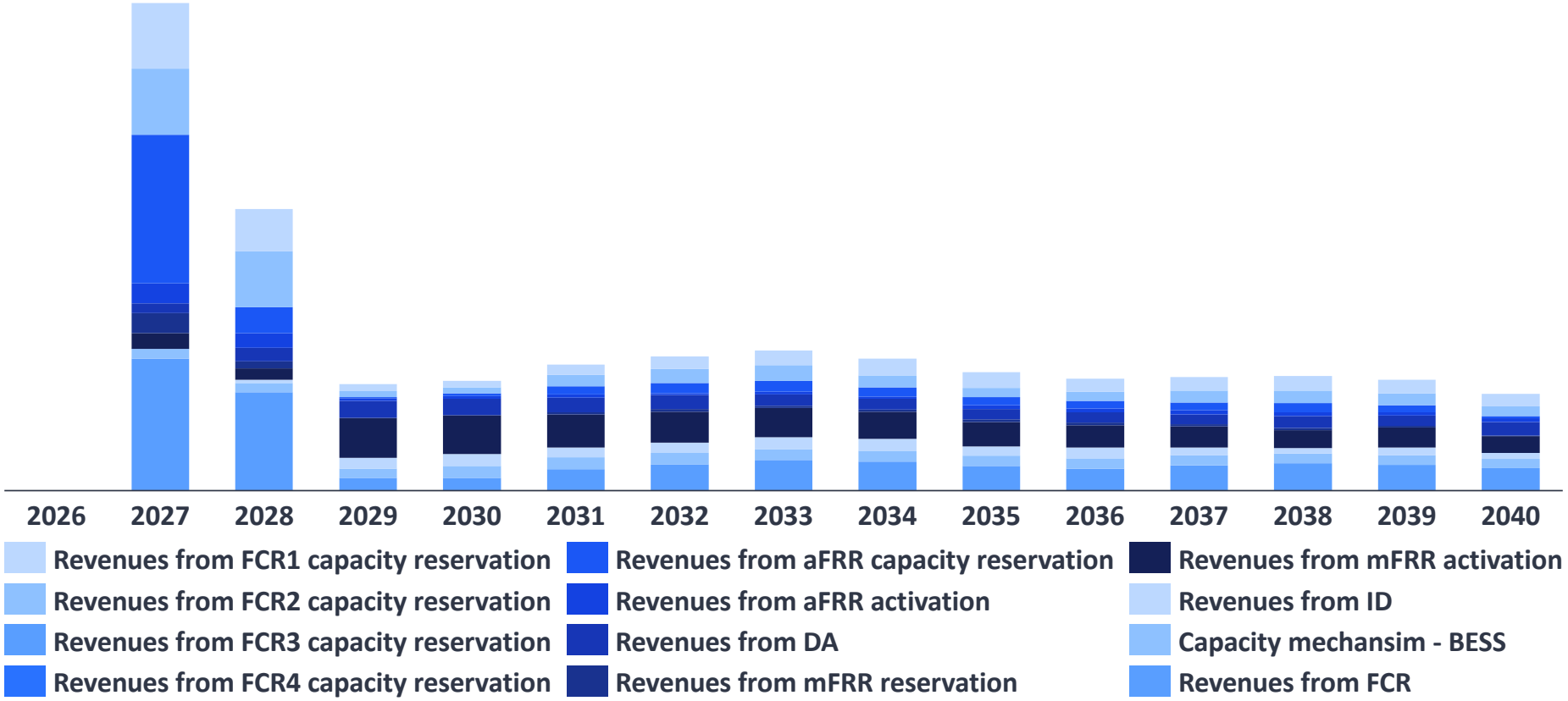
Peak shaving on consumption



Load-shifting



Merchant strategy explained: the ubiquitous “revenue stack”



Agenda

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Revenue assessment for Belgium

	Accessible revenue source	Key principle	Revenue (for 2026)
①	**Peak shaving**	**Reducing bill**	72.4 k€/MW_{BESS}/year
②	**Load shifting**	**Reducing bill**	134 k€/MW_{BESS}/year*
③	**Merchant strategy**	**Trading**	139 k€/MW_{BESS}/year*

* For 2 cycles per day with a 2-hour BESS

The choice between trading vs bill reduction is straightforward

	Accessible revenue source	Key principle	Revenue (for 2026)
①	**Peak shaving**	**Reducing bill**	**72.4 k€/MW_{BESS}/year**
②	**Load shifting**	**Reducing bill**	**134 k€/MW_{BESS}/year***
③	Merchant strategy	Trading	139 k€/MW_{BESS}/year*

Can be combined !
> 200 K€/MW/year

* For 2 cycles per day with a 2-hour BESS

C&I BESS in Belgium, in a nutshell

In Belgium, the case is simple: just look at the bill and optimize it

Agenda

- C&I revenue streams
- A simpler example: Belgium
- New country, new problems: France
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Problem 0: the tariff structure in France is not favorable to bill reduction

① **Peak shaving amounts is negligible**

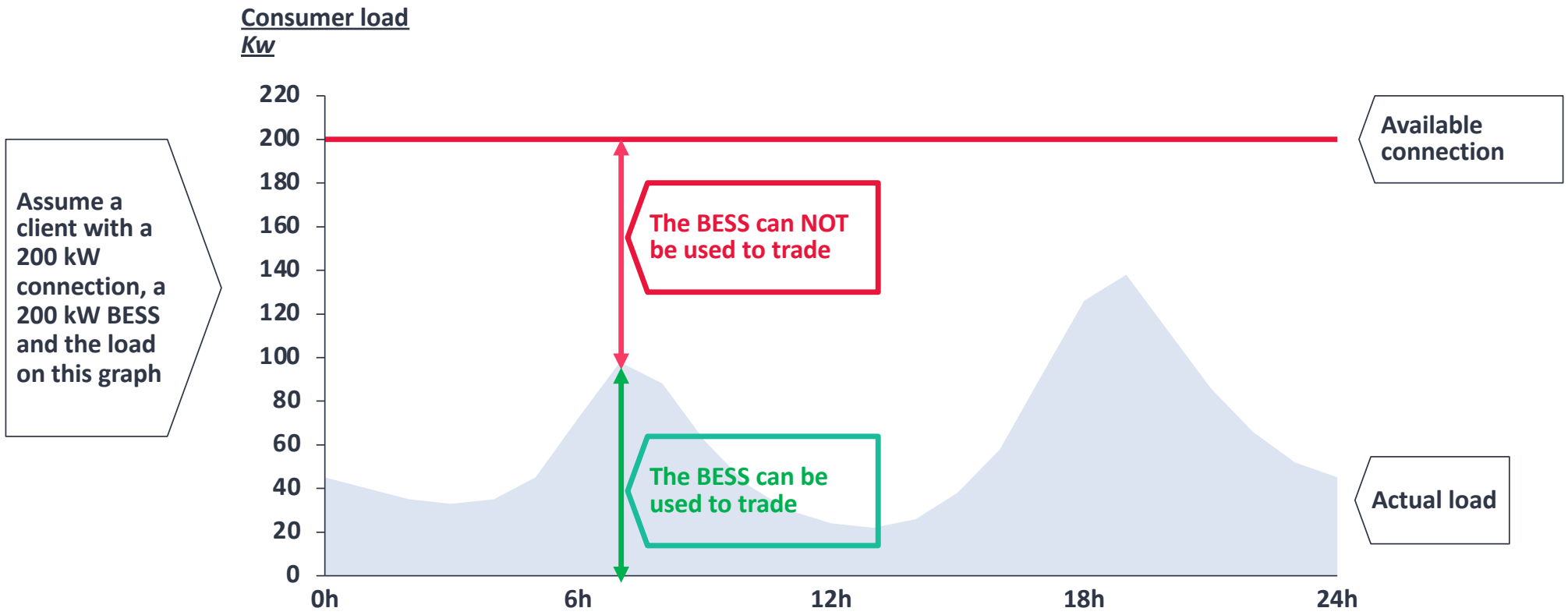
② **Load shifting is not high**

- No other choice but to combine all 4 business cases
- Need for more sophsiticated trading capabilities !

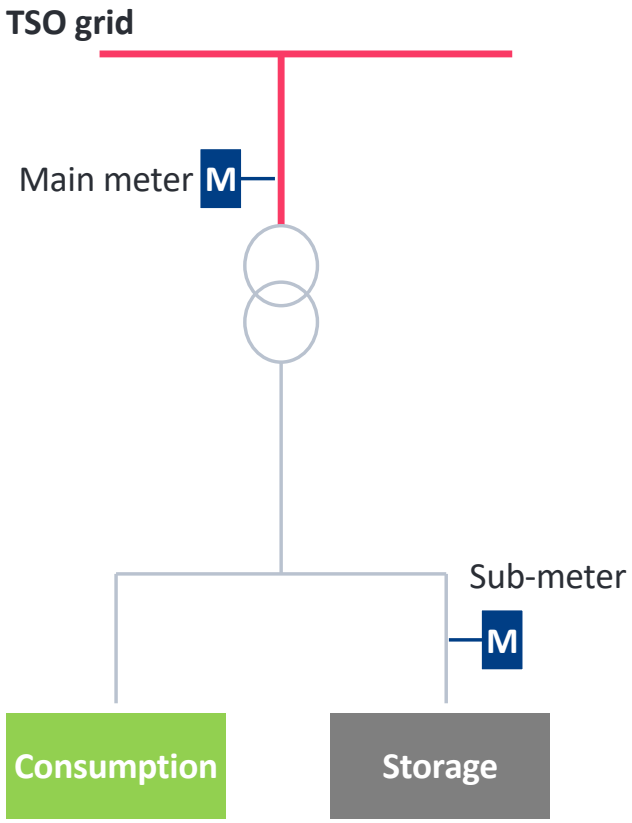
Problem 1: The list of options in France is a bit larger due to a specifc market construct

	Accessible revenue source	Key principle	Description
①	**Peak shaving**	**Reducing bill**	Reducing the peak MW load
②	**Load shifting**	**Reducing bill**	Reducing the MWh spend
③	**Merchant strategy**	**Trading**	Participating in electricity markets (wholesale and ancillary)
④	**Flexibility service**	**Trading**	A Demand Response operator monetizes load shedding at the C&I site

Problem 2: for options 3 and 4, you can only trade under the load curve



Problem 2 again: you can trade all the way up to your connection limit ONLY on the transmission level and ONLY if you adapt a specific metering scheme



BESS sub-metering fully isolates the BESS from the consumer

- No impact of the BESS on the consumer's electricity supply
- The BESS sub-meter is used to verify the delivery of ancillary services
- Network charges = sum of consumer + BESS flows, measured at 15-minute intervals

A grid access contract between the consumer and the BESS operator must be signed, defining:

- The parties' obligations regarding connection availability
- Allocation of network charges
- Grid code compliance obligations

Now the table looks a bit more complex

	Accessible revenue source	Key principle	Need to combine to be profitable ?	Limitation	
				DSO client	TSO client
①	Peak shaving	Reducing bill	☑	Load level	Grid connection level
②	Load shifting	Reducing bill	☑	Load level	Grid connection level
③	Merchant strategy	Trading	☑	Load level	Grid connection level
④	Flexibility service	Trading	☑	Load level	Grid connection level

C&I BESS in France, in a nutshell

In France, the case is complex and involves bill reduction, demand response and trading optimisation.
And a fine analysis of metering scheme is necessary...

Agenda

- C&I revenue streams
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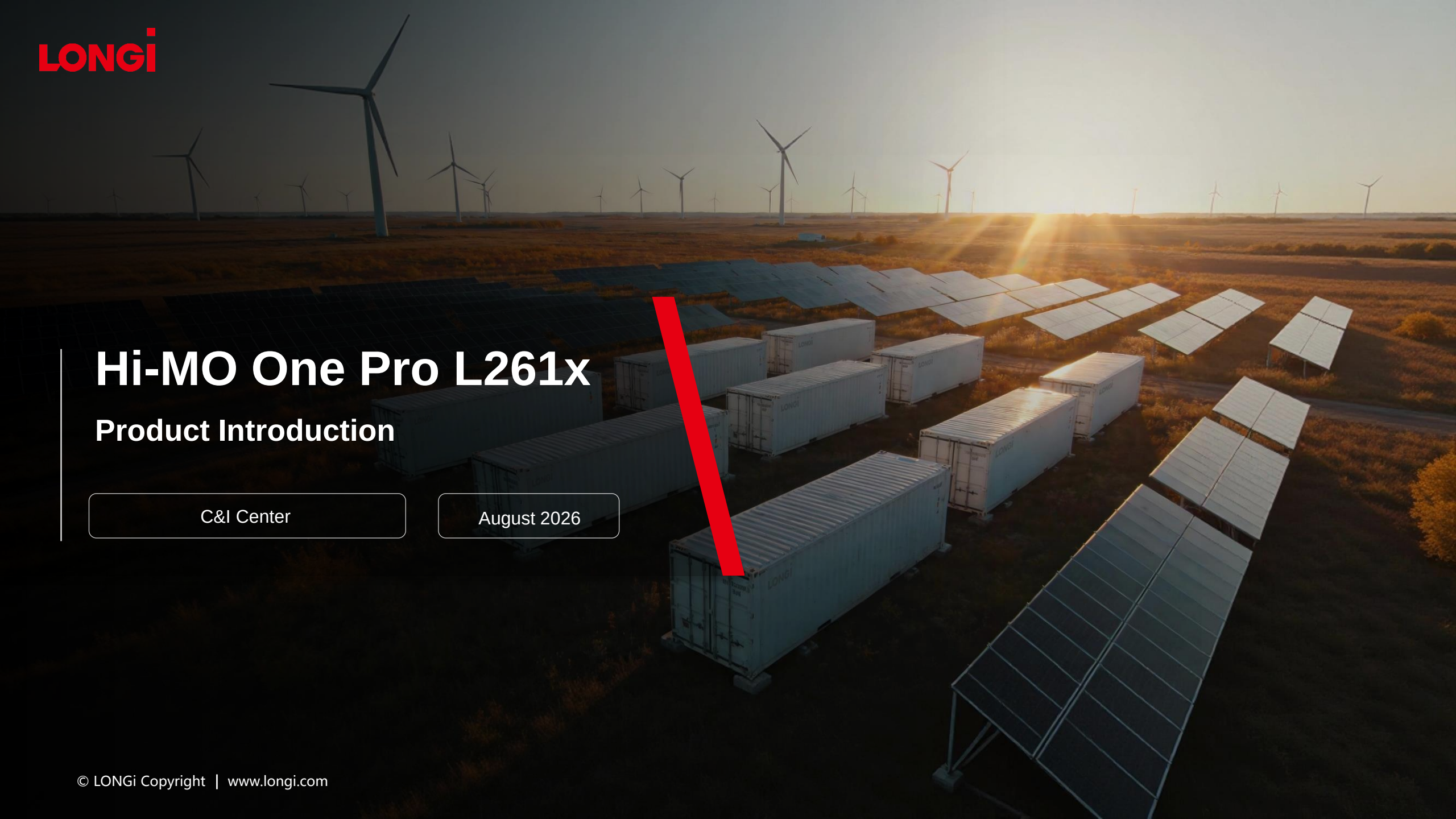
One last word

C&I BESS is an emerging trend in Europe that requires detailed analysis of each country's regulatory context



Hi-MO One Pro L261x

Product Introduction

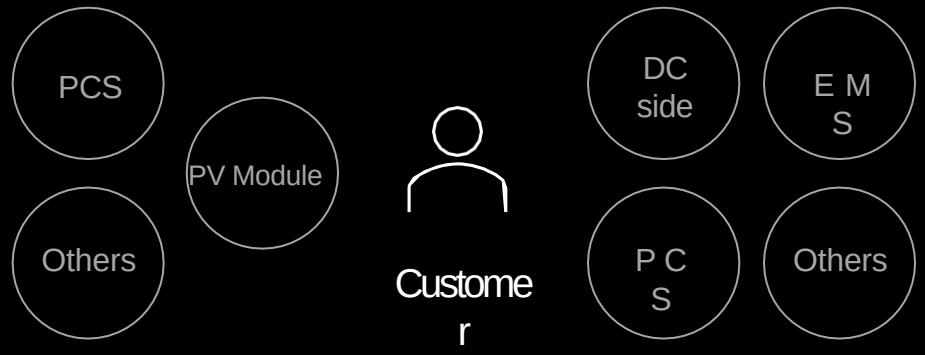
C&I Center

August 2026


“Solar will utterly dominate future electricity production.”
—— Elon Reeve Musk Feb. 2026

Integrated photovoltaic and energy storage systems will become the main power source. But what's the reality?

Piecewise PV-Storage System: Hardware assembled without coordination



Continuous Loss Increase

Efficiency Loss

Safety Hazards

Delivery Difficulties

Unclear Responsibility

The New-Gen C&I ESS Solution

HI-MO One Pro 261

1 PART Product Overview

Product Appearance

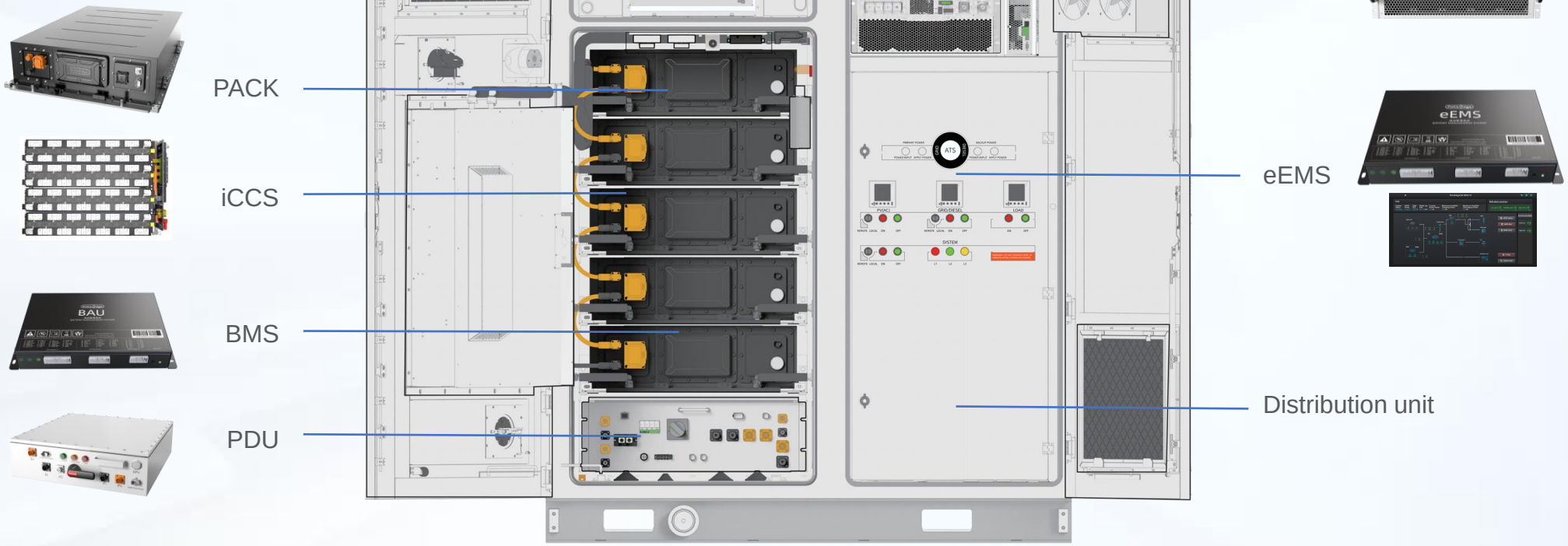
1. 125kW/522kWh
2. 250kW/522kWh

…

MAX: 250kW/3132kWh…5MW/62.64MWh(20 units in parallel in on-grid mode)

Main Components

Hi-MO One L261x-AC&DC is a highly integrated C&I ESS solution built around in-house developed core components, such as the BMS, iCCS, PCS, PDU, distribution unit, and EMS. With over 80% of its core parts developed and manufactured in-house, the solution delivers stronger system integration, higher reliability, and comprehensive lifecycle service support.



PART 2

Product Applications

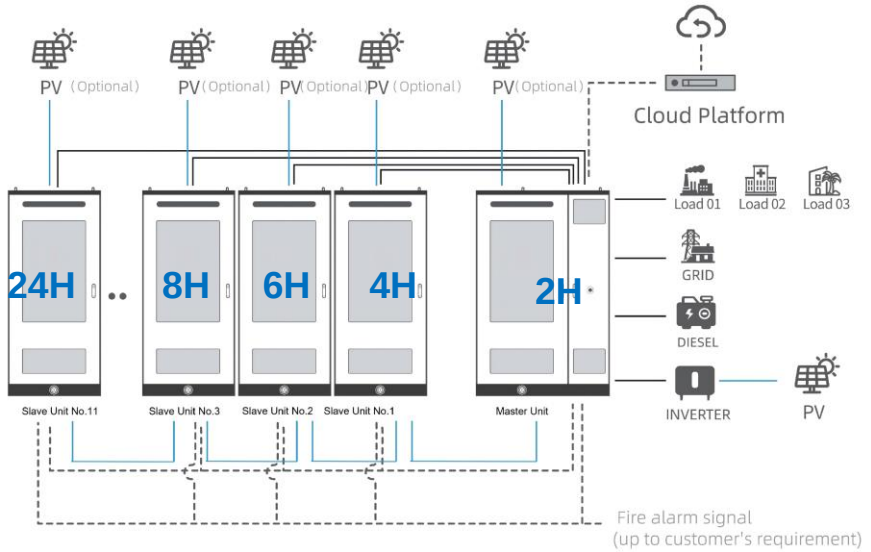
Product Applications

Long-duration application scenarios

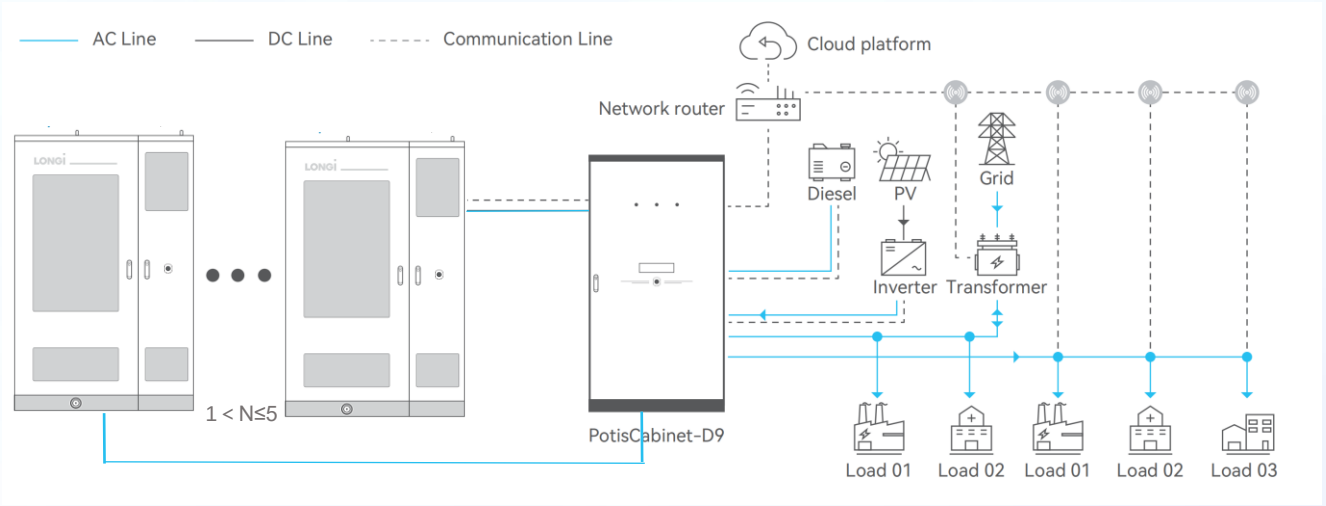
Power Unchanged, Capacity Expanded

AC Parallel Application Scenarios

Simultaneous Increase in Power and Capacity



DC Parallel
On/Off-grid

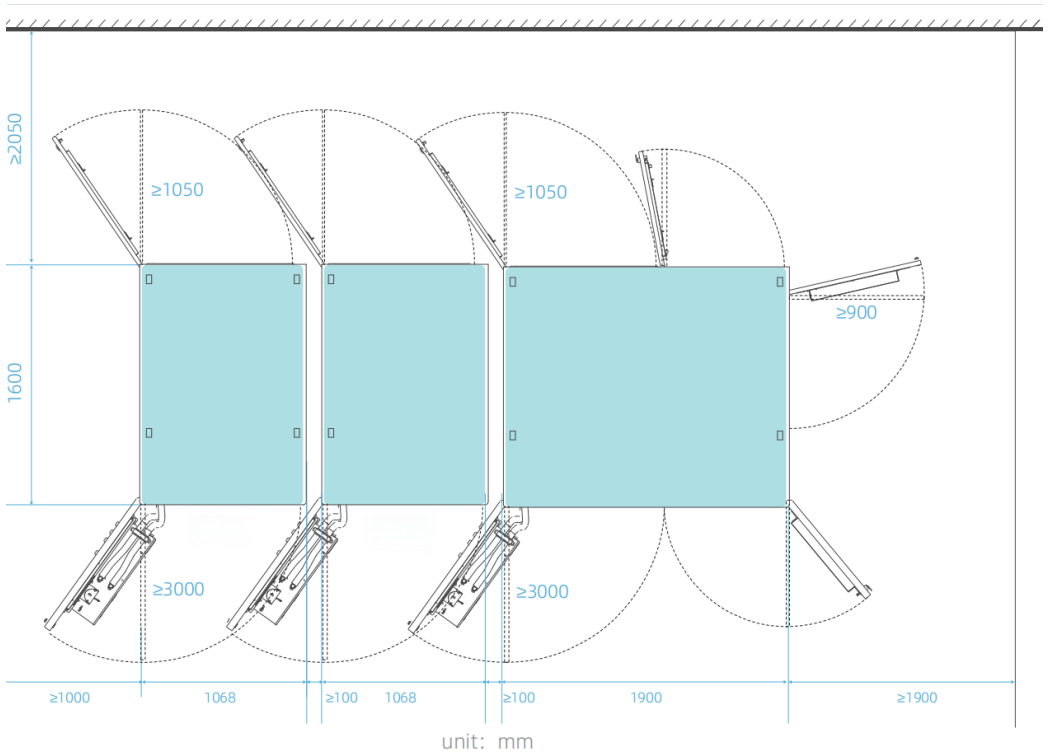


AC Parallel
On/Off-grid

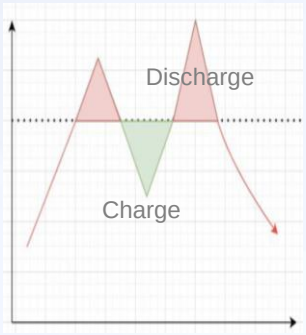
Installation Clearance Requirements

Sufficient clearance must be maintained between the ESS and nearby walls or equipment to allow for maintenance access, emergency escape routes, and proper ventilation.

The figure shows the minimum space requirements for non-containerized ESS installations. Where site conditions allow, larger clearances are recommended to support safe, reliable, and efficient operation.



Application Scenarios

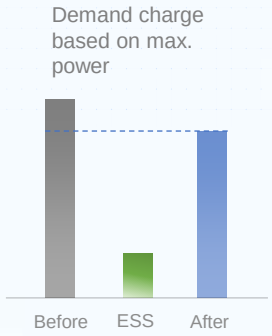


Multi-Energy Coupling Application

Absorb and utilize excess electricity generated by PV

AC coupling with bus meter

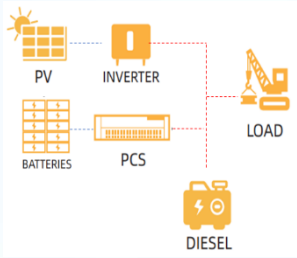
DC coupling with MPPT module



Backup Power

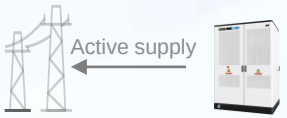
Seamless switching (with STS)
≤20 ms

Non-seamless switching (interrupted output)
2~3 min



Long-term Electricity Use

A scenario where full-power operation is maintained for 2 to 24 hours without increasing the system's power output



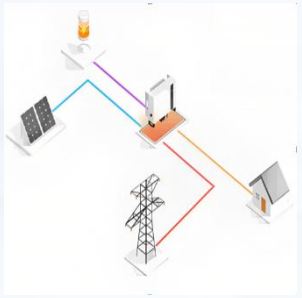
Special Load

With isolation transformer

Peak-load Shifting

Charge during off-peak hours, discharge during peak hours

Scheduled charge and discharge

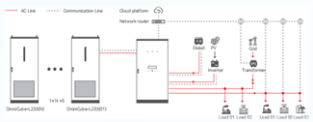


Demand Management

Demand control, demand following

Planned electricity use

Preset + Automatic meter monitering



Diesel Power Generation

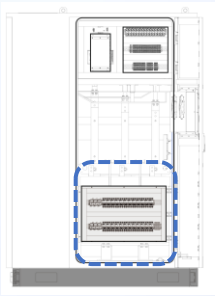
Off-grid application scenario
(with ATS module)

Demand Response (VPP)

Accept dispatch instructions from third-party platforms

Dynamic charge and discharge

Real-time adjustment

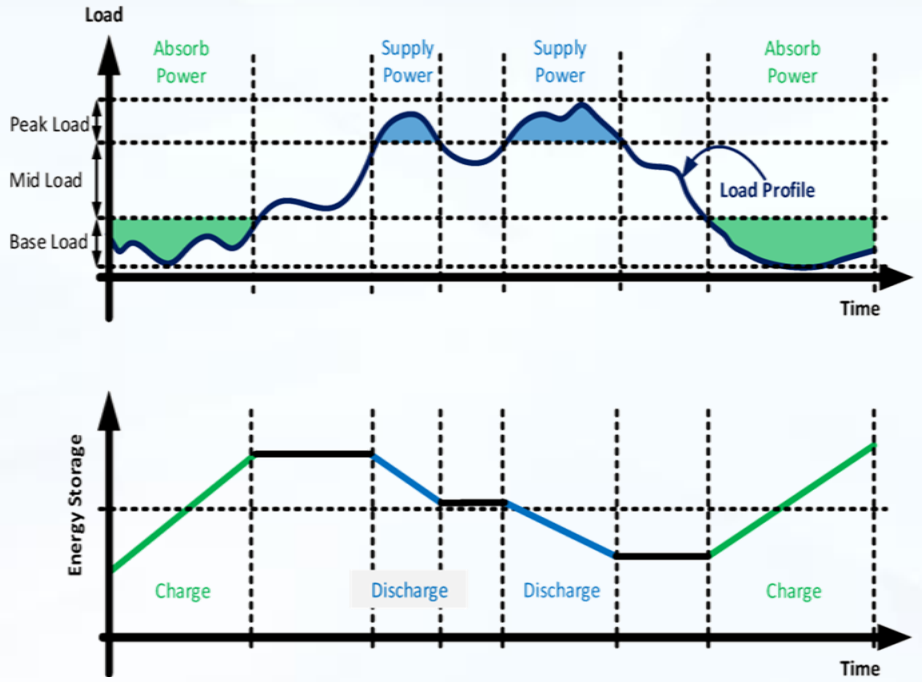


Application Scenarios_Peak-Shaving & Arbitrage

Users can set different charging and discharging schedules in different months according to peak and valley electric price and habits of electricity consumption.

In this scenario, the charging and discharging schedule can be configured with multiple schemes, a set of schemes can be set to be repeated every day or in a specific time period. Meanwhile, a scheduled scheme with higher priority can be set for statutory holidays, temporary power consumption arrangements, etc., to meet the flexible configuration needs of users.

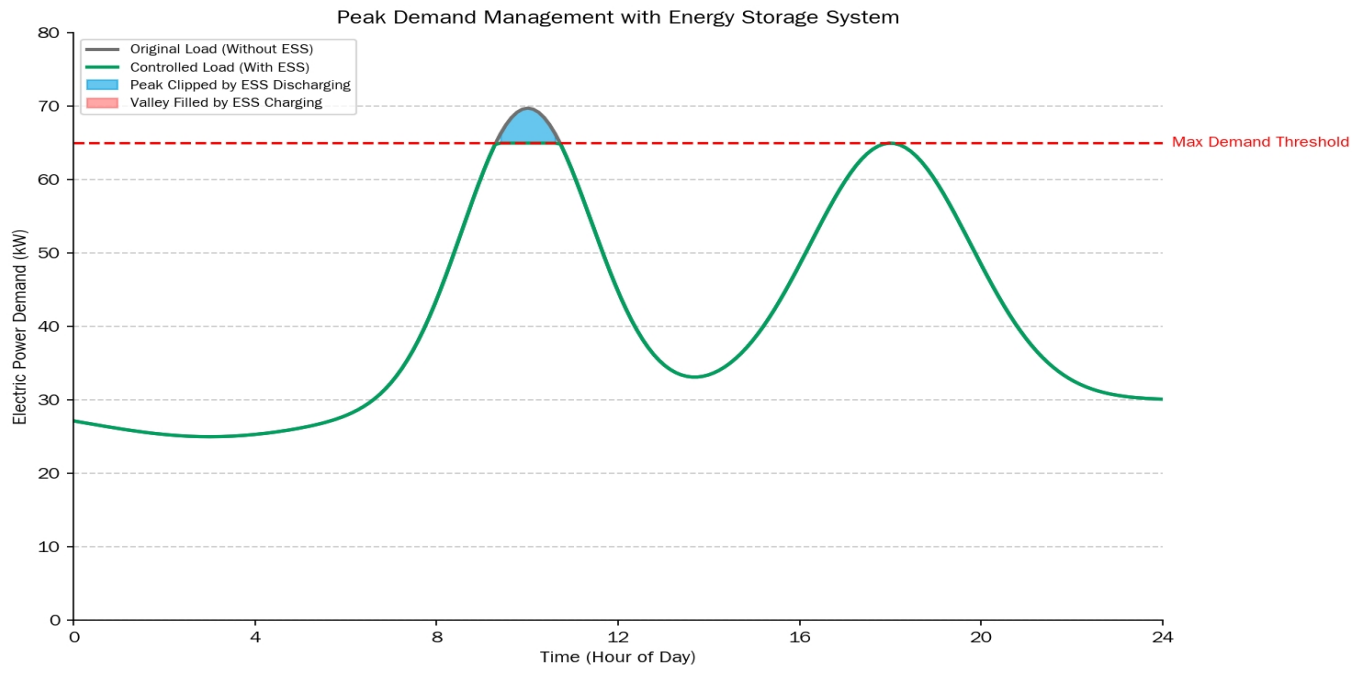
After the scenario configuration takes effect, the system will intelligently judge the priority of each date and each time period to control the charging and discharging of ESS, so as to achieve the purpose of reducing the load peak and filling the load valley, thus reducing the peak-valley load difference of the grid.



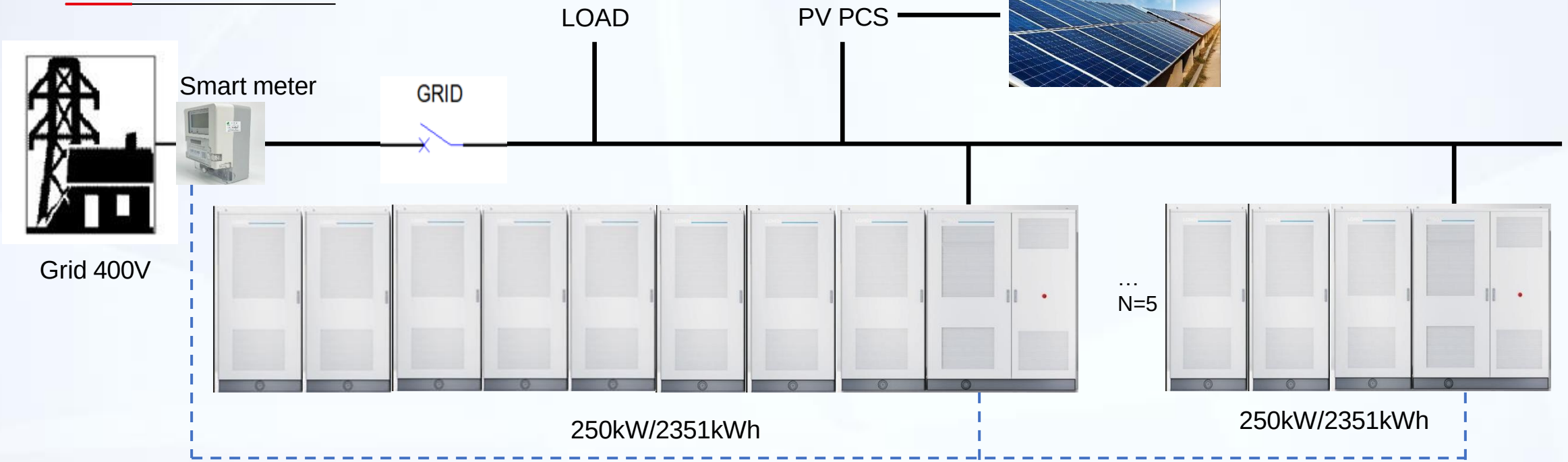
Application Scenarios_Demand Management

When the load power exceeds the set demand power or the maximum demand that has been generated in the current month, eEMS controls to reduce the charging power of ESS, or even reverse discharge, so as to achieve the purpose of suppressing the power that exceeds the demand part, thereby reducing the demand charge.

In this scenario, there are two modes: demand following and demand control, and the corresponding mode is selected according to the basic electricity billing method of end customers. When photovoltaic (PV) is configured, the residual power of PV can be fed into the grid by demand control mode.



Project Cases

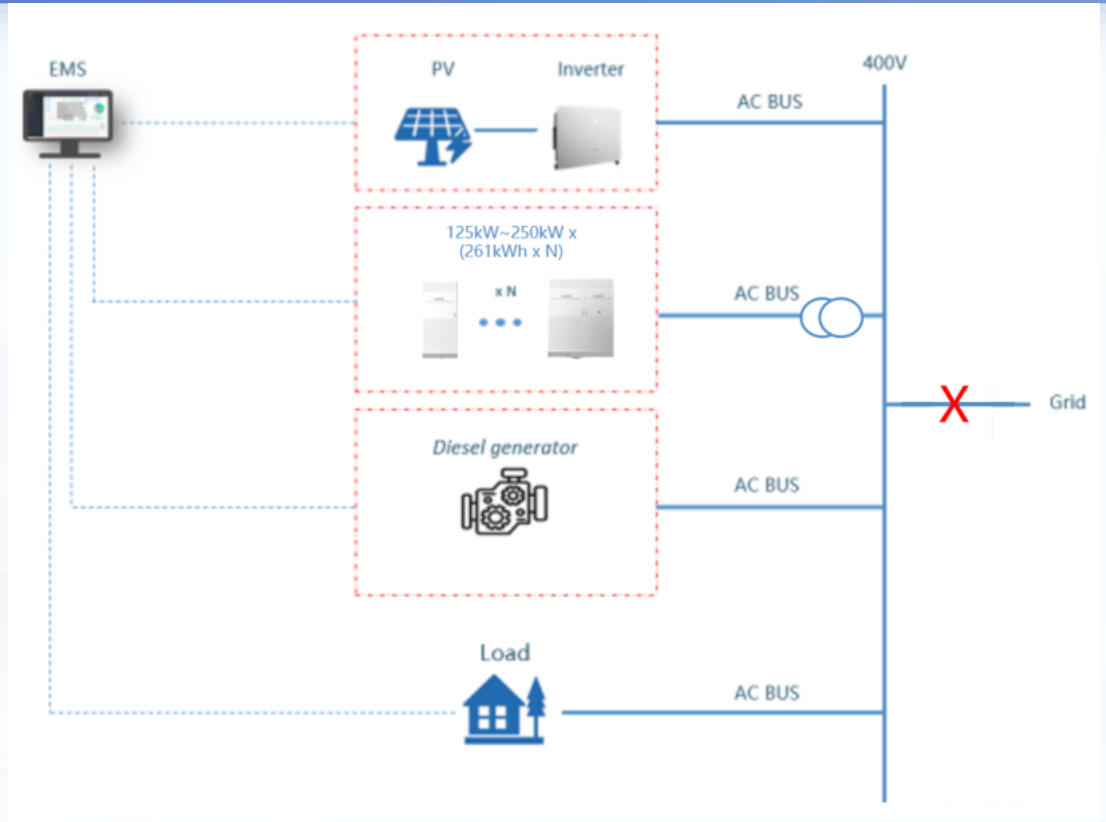


1	C&I	0.25MW	2.351MWh	HI MO One L261x-AC*1+HI MO One L261x-DC*8
2	C&I	0.25MW	2.351MWh	HI MO One L261x-AC*1+HI MO One L261x-DC*8
Total	C&I	0.5MW	4.702MWh	HI MO One L261x-AC*2+HI MO One L261x-DC*16

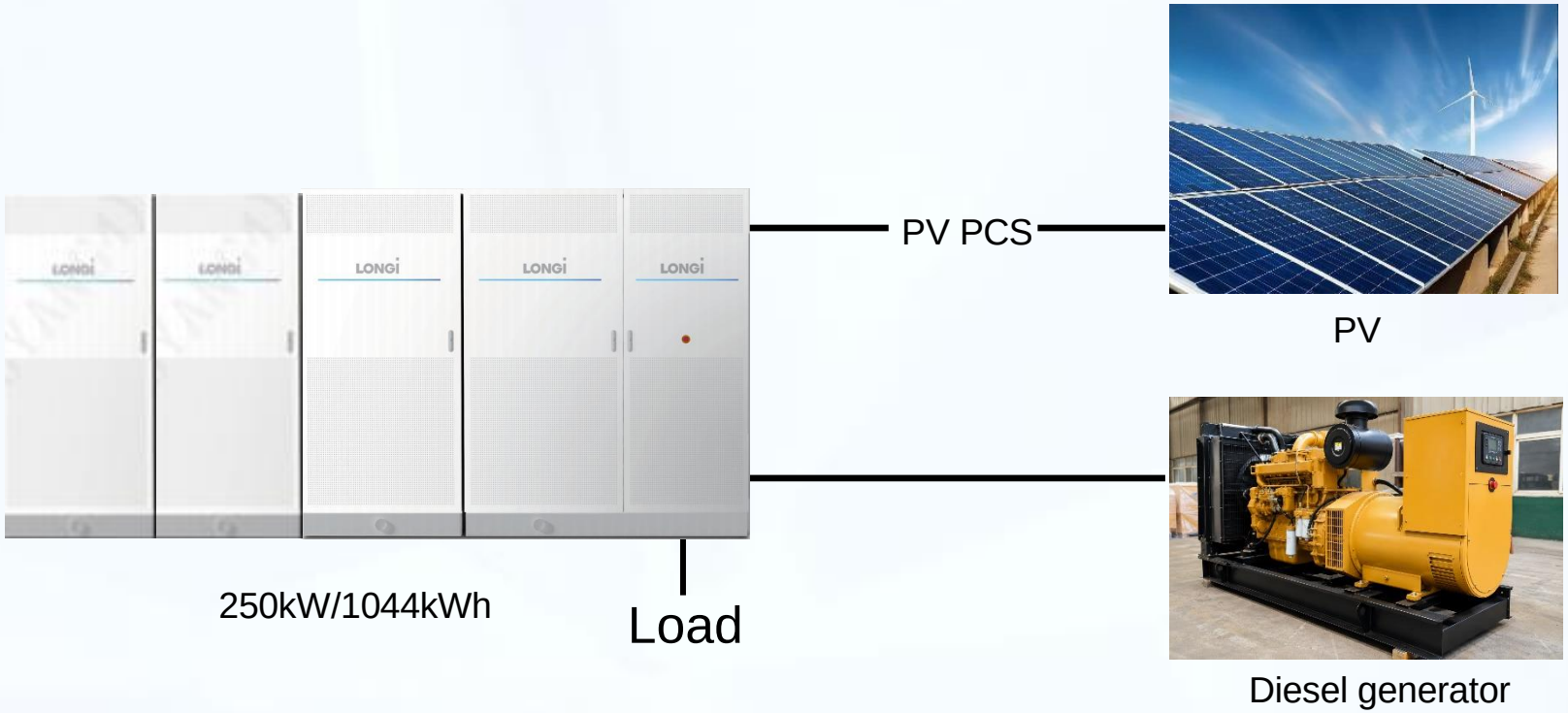
Application Scenarios_Multi-Energy Coupling

The traditional single energy supply is stable yet inflexible.

By contrast, multi-energy coupling integrates power grid, PV, energy storage and diesel generators with coordinated dispatch and complementary operation, which delivers remarkable value for commercial and industrial scenarios.



Project Cases

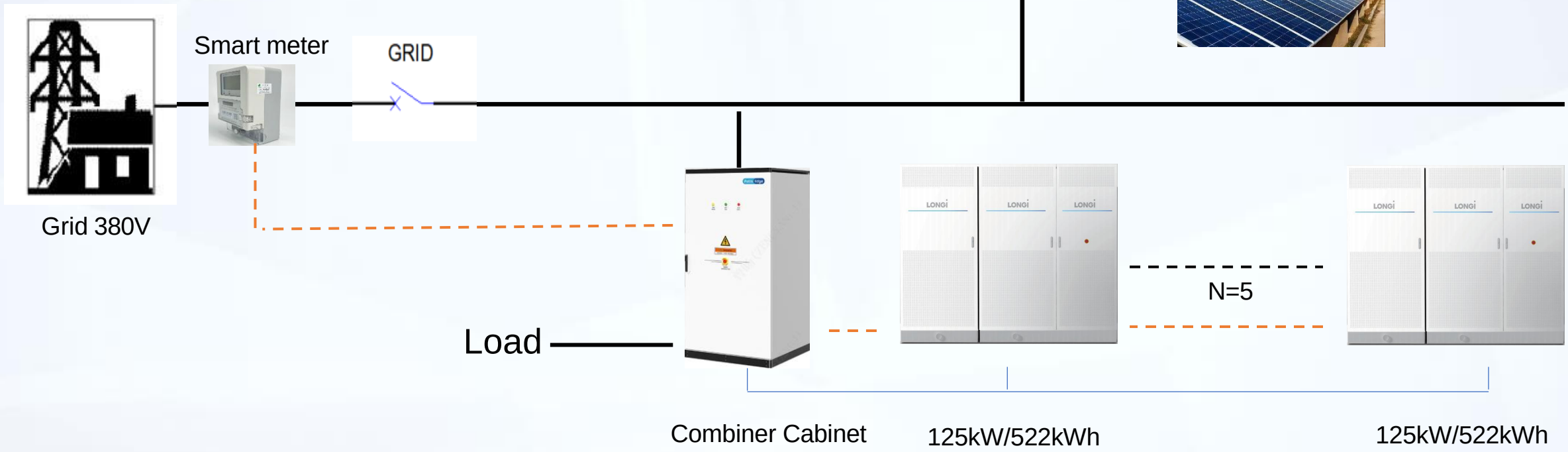


1	C&I	0.25MW	1.044MWh	HI MO One L261x-AC*1+HI MO One L261x-DC*3
Total	C&I	0.25MW	1.044MWh	HI MO One L261x-AC*1+HI MO One L261x-DC*3

Application Scenarios_Backup Power

When the grid is abnormal, ESS can be converted into off-grid mode to output voltage and frequency, providing reliable power supply for regional loads to cope with power interruptions or emergencies.

Project Cases

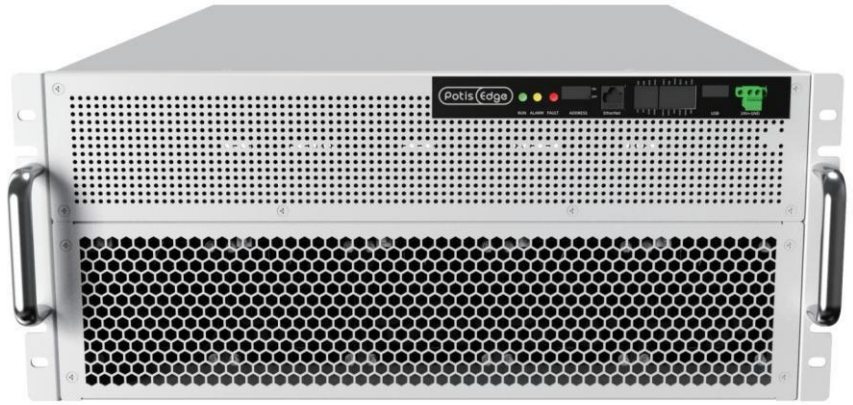


1-5	C&I	0.125MW	0.522MWh	5*HI MO One L261x-AC*1+HI MO One L261x-DC*1
6	Combiner Cabinet			1*PotisCabinet-D9, on/off grid switch.
Total	C&I	0.625MW	2.61MWh	HI MO One L261x-AC*5+HI MO One L261x-DC*5

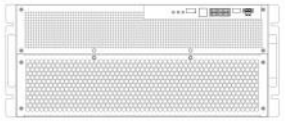
1. When the load power is below 250kW, we do not need to use a combiner cabinet, and the main unit supports seamless STS switching (within 20ms).
2. When the load power is above 250kW, we must use a combiner cabinet to connect multiple main units in parallel. In this case, STS fails, and only seamless switching can be achieved, with a time of 2-3 minutes.


PART
3
Core Technologies

Core Technologies - PCS



PCS	Specification	Description
	Insulation Monitoring	Available at startup (Can be disable)
	Fault Record	Available
	Operating Modes	CV/CC/Constant DC Power/Constant AC Power/Off-grid Mode/Grid Mode
	Emergency Stop Function	Available
	Automatic Recovery	Available
	Anti-Reverse Power Control	Available
	DC Input Protection	Available
	General Data	
	Dimensions (W×D×H)	440×620×88 mm
	Weight	About 25kg



PCS	Specification	Description
	DC Side Parameters	
	Max. Input Voltage	1000VDC
	DC Voltage Range	600～1000VDC
	Max. Input Current	213A
	AC (On-grid)	
	Rated Output Power	125kW
	Max. Output Apparent Power	137.5kVA
	Max. Output Current	200A
	Rated Grid Voltage	230/400 VAC (3P/N/PE)
	Rated Grid Frequency	50Hz
	THDi	⩽3%
	DC Current Injection	⩽0.5%In
	AC (Off-grid)	
	Rated Output Power	125kW
	Rated Output Apparent power	125kVA
	Rated Voltage	230/400 VAC (3P/N/PE)
	Rated Frequency	50Hz
	Unbalanced Load Output	100% Unbalanced output
	Functions	
	HVRT/LVRT	Available (Can be disable)

Six-dimensional Safety Protection of iCCS

Voltage V

Monitors the individual battery cell voltage, providing overcharge and over-discharge warnings and protection.

Current I

The battery cell is equipped with a built-in fuse for overcurrent and short-circuit protection.

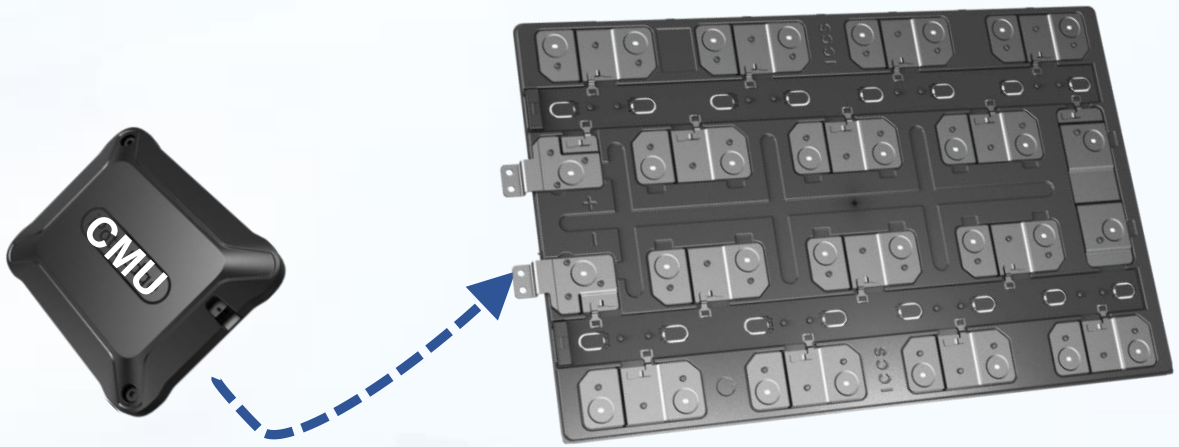
Temperature T

Monitors the individual battery cell temperature for thermal protection, while also monitoring the temperature at the positive and negative electrode connection points.

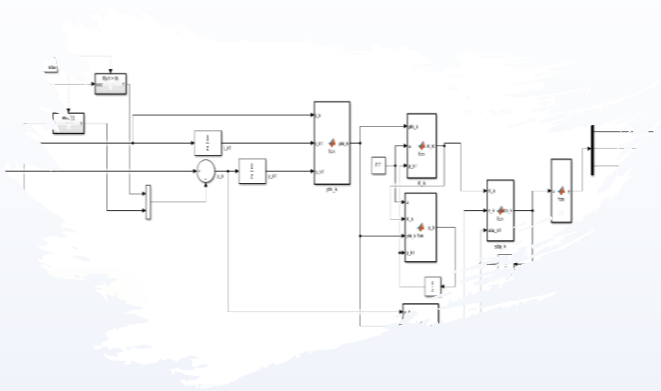
Prediction P

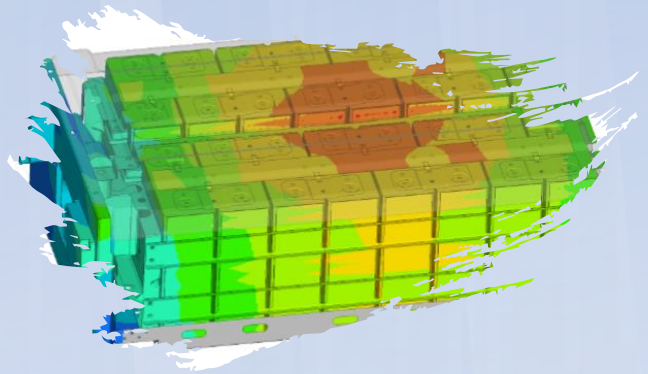
Warning W

Confirmation C



Six-dimensional Safety Protection





Prediction (P)

Thermal Runaway Forecasting:
The DCR algorithm identifies cells at risk of thermal runaway and provides early warnings days to months in advance for preventive replacement.

Warning (W)

Early Warning and Mitigation:
The iCCS monitors the battery cell safety valve status, providing thermal runaway warnings 30 seconds to 5 minutes in advance. This enables prompt disconnection of high voltage and activation of PACK-level fire protection.

Confirmation (C)

Thermal Runaway Confirmation and Suppression :
When abnormal cells in the battery pack exhibit rapid temperature rise and deformation, heat and pressure transfer to adjacent cells, initiating thermal runaway propagation. The ICCS detects the extent and rate of temperature rise propagation 30 seconds prior to thermal runaway confirmation, triggering immediate compartment-level fire suppression and alarm activation.

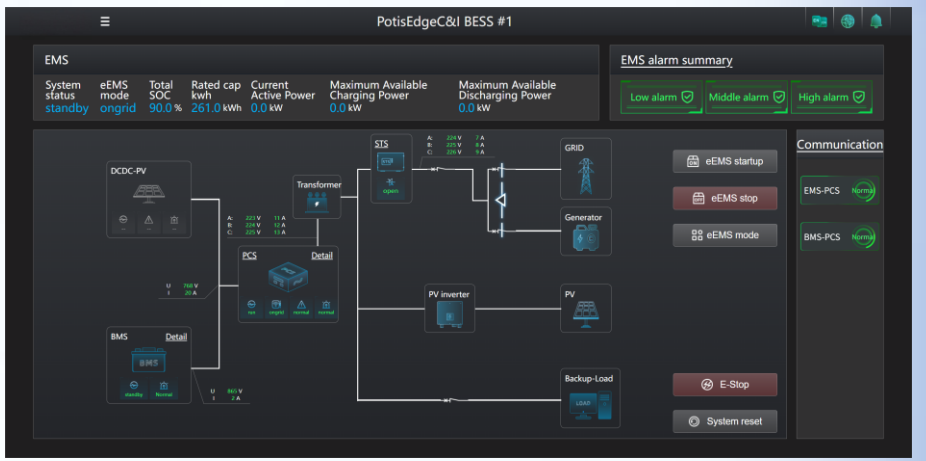
Core Technologies - Edge EMS (eEMS)

Core Capacity

A single eEMS supports the parallel connection of multiple energy storage cabinets.

Flexible Deployment

Configurations can be tailored to project requirements, supporting phased investment and flexible expansion.



eEMS with factory-preset configurations

No on-site commissioning required; plug and play

Core Technologies - iCCS + eEMS

8 Key Performance Features for Stable & Reliable Operation

≤ ±1 ℃

Temperature Measurement Accuracy (across the full temperature range)

≤ ±3 mV

Voltage Acquisition Accuracy (across the full voltage range)

≥ 1500 V

Adjacent Cell Withstand Voltage

≥ 5500 V

Pack-Level Withstand Voltage

≤ ±10%

Cell Internal Resistance Variation Estimation Accuracy (across the full temperature range)

3–6 months

Cell Thermal Runaway Prediction

3–5 minutes

Safety Valve Opening Warning Lead Time

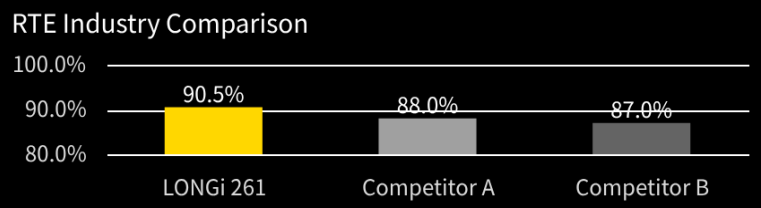
30 seconds–1 minute

Thermal Runaway Confirmation Latency

New Benchmark for Industry Efficiency

New Benchmark for Industry Efficiency

RTE 90.5%



Higher Efficiency, Directly Translating to Greater ROI

This leading efficiency outperforms competitors including Sungrow and Fox.

A higher RTE cuts power loss during charging and discharging, raising revenues from peak-valley arbitrage.

Integrated PV-Storage Maximizing end-to-end efficiency, industry-leading LCOE

Industry-Leading Efficiency

24.8% PV module efficiency

90.5% BESS RTE

Unified Brand Promise

one brand, one promise, one optimal solution,
one contact, one accountability, one service team

Engineered for Unmatched Reliability

Engineered for Unmatched Reliability

Our product's durability outmatches rival products, making it perfectly suited for demand-side management scenarios requiring high-frequency operational cycles, ensuring long-term stability and reduced maintenance costs.

Cycle Lifetimes

8,000+

Uptime Rate

99+ %

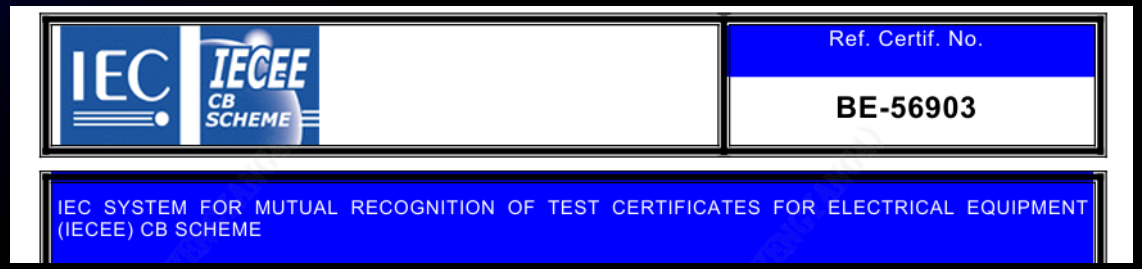
Powered by Top Tier Cells

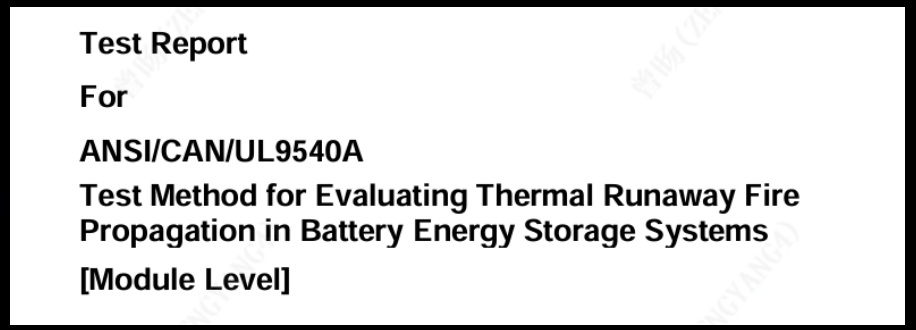
Long-term cooperation with top battery cell manufacturers such as EVE, Hithium, and REPT BATTERO， ensuring superior quality and performance from the core.

Industry-Leading BMS with Proven Legacy

AS an industry leader with 13 years of R&D experience since 2013, LONGi BMS has a proven track record of providing ODM services to leading enterprises like CRRC. Our profound industry accumulation far surpasses competitors such as Fox and Sig.

International Standards





IEC Standards
62619 √
61000 √
62933 √
…

UL Standards
UL9540A √
NFPA69 √

PCS Certification
Europe 62477 √
UK G99 √
Italy CEI √
Germany, Romania, Spain… √

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Wednesday
October 7, 2026

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