



March 2026

Energy,
but better

CACCTOS



CACTOS

IN NUMBERS

CACTOS

Energy, but better.

Founded

2021

BESS product range

0.24 – 50 MWh

Revenue, consolidated (FY ended
4/2025)

12.5M EUR

Personnel

90

Installed BESSs

400+

Cactos provides:

1. Affordable energy and hedge against market risk
2. Improved resilience and access to electricity

Locations

Kempele, Finland

Factory

Helsinki, Finland

HQ

Amsterdam

Luleå

Tallinn

Oslo

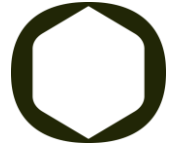
international presence



Energy transition is not only a matter of **generation**

- Electrification of transport, heating and industry is accelerating
- Grid expansion is slower than demand growth
- Grid congestion is emerging across Europe
- Flexibility is becoming a critical energy system asset

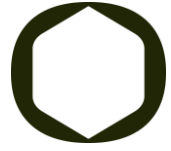




Two different flexibility worlds

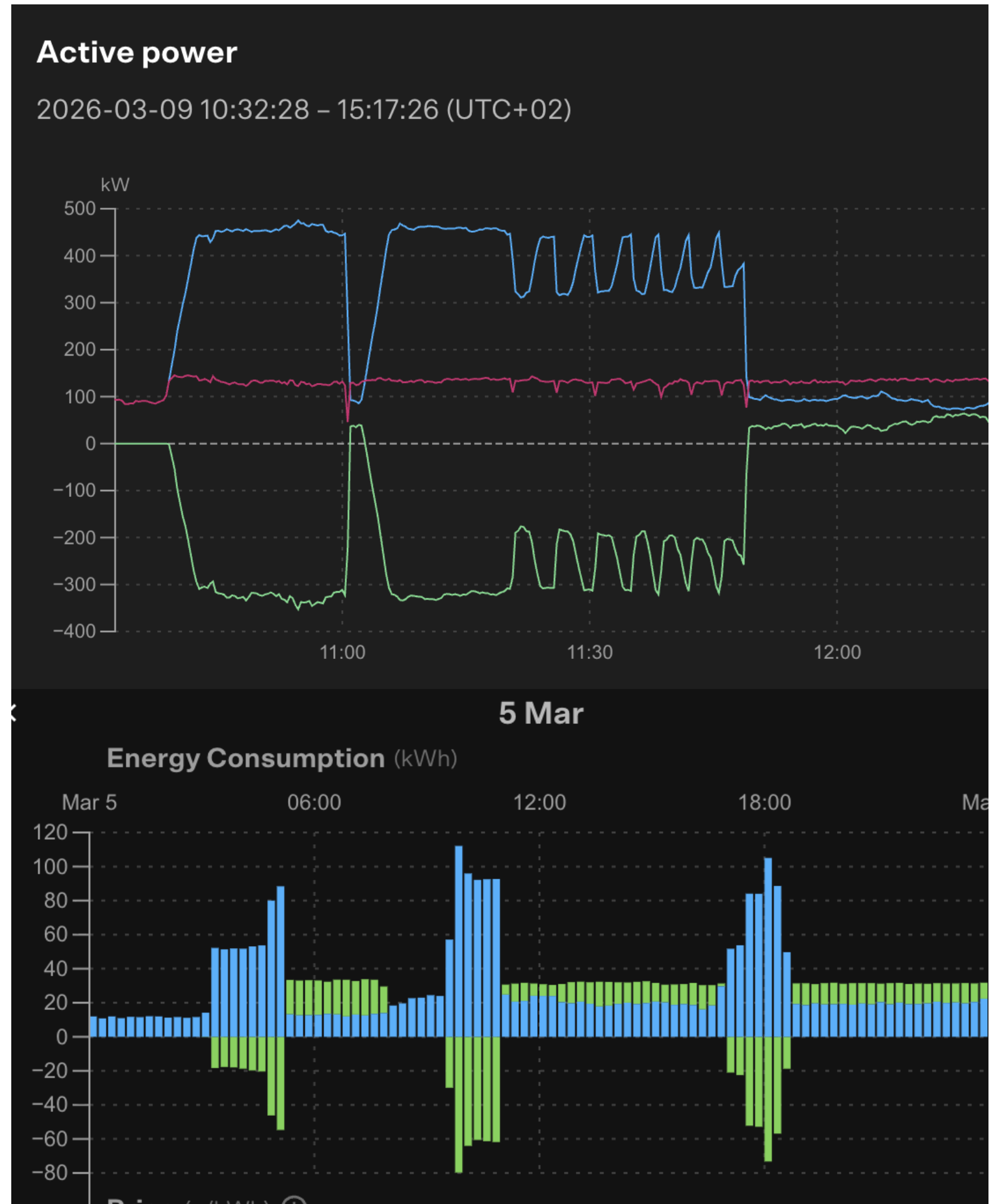
- Behind-the-meter batteries: peak shaving and cost optimization
 - Already widely adopted by industrial and logistics customers
- Front-of-the-meter batteries: support for MV (and HV) grids
 - Used for local congestion management and demand response
 - New business models now emerging between DSOs and flexibility providers

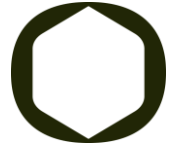




Peak Shaving is the main driver already

- Industrial electricity demand is growing and peaks may exceed available grid capacity. EV charging powers are increasing
- Grid upgrades may take years
- Batteries flatten demand peaks and enable higher loads
- Allows electrification without waiting for grid reinforcement
- Example: Wibax truck charging

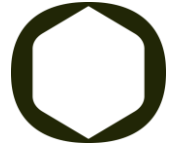




Batteries can support the DSO as well

- Local MV grid congestion is often highly location specific
- Front-of-the-meter batteries provide fast and controllable demand response
- Same asset can serve both the owner and the grid
- Pilots already underway with DSOs (e.g. Cactus & Caruna)
- Distributed storage can complement traditional grid investments





A practical model to unlock **grid flexibility**

- DSOs identify congestion-prone locations in the MV grid
- Encourage battery deployment at those locations
- Provide a (small) availability payment for flexibility
- Battery operates normally for the customer most of the time
- When needed, it supports the grid through demand response





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