

## ContainerPower Energy Solutions

# Energy storage project revenue sources



## Overview

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What economic inputs are included in the energy storage model?

The economic inputs into the model will include both the revenue and costs for the project. Revenue for the energy storage project will either be expressed as a contracted revenue stream from a PPA (Power Purchase Agreement), derived from merchant activity by the facility, or some combination thereof.

How do I evaluate potential revenue streams from energy storage assets?

Evaluating potential revenue streams from flexible assets, such as energy storage systems, is not simple. Investors need to consider the various value pools available to a storage asset, including wholesale, grid services, and capacity markets, as well as the inherent volatility of the prices of each (see sidebar, "Glossary").

What is energy storage project valuation methodology?

Energy storage project valuation methodology is over sector projects through evaluating various revenue and cost typical of p assumptions in a project economic model.

Why do energy storage projects need project financing?

The rapid growth in the energy storage market is similarly driving demand for project financing. The general principles of project finance that apply to the financing of solar and wind projects also apply to energy storage projects.

How do you value energy storage projects?

The central tool for valuing an energy storage project is the project valuation model. Many still use simple Excel models to evaluate projects, but to capture the opportunities in the power market, it is increasing required to utilize something with far greater granularity in time and manage multiple aspects of the hardware.

What is the source of revenue for many power projects?

For many power projects, a single power purchase agreement provides the source of all revenue for the project. Fixed-price contracts allow a project to generate a relatively predictable and stable amount of revenue, subject to the project meeting technical operating assumptions.

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