

## A-Core Container

# Grid Energy Storage Business Model



## Overview

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What are business models for energy storage?

Business Models for Energy Storage Rows display market roles, columns reflect types of revenue streams, and boxes specify the business model around an application. Each of the three parameters is useful to systematically differentiate investment opportunities for energy storage in terms of applicable business models.

Why do energy storage companies need a business model?

Operating energy storage technologies and providing the associated services gives them a unique position in the industry once more. To succeed, however, they need to own, operate and experiment with energy storage assets and design the business models of the future.

Is energy storage a profitable business model?

Although academic analysis finds that business models for energy storage are largely unprofitable, annual deployment of storage capacity is globally on the rise (IEA, 2020). One reason may be generous subsidy support and non-financial drivers like a first-mover advantage (Wood Mackenzie, 2019).

Are energy storage projects ready for a bright future?

In anticipation of a bright future, the first projects with energy storage are being set up. We have analyzed some of these cases and clustered them according to their position in the energy value chain and the type of revenues associated with the business model.

What is a business model for storage?

We propose to characterize a “business model” for storage by three parameters: the application of a storage facility, the market role of a potential investor, and the revenue stream obtained from its operation (Massa et al., 2017).

## Can energy storage disrupt business models?

Energy storage has the potential to disrupt business models. Energy storage has been around for a long time. Alessandro Volta invented the battery in 1800. Even earlier, in 1749, Benjamin Franklin had conducted the first experiments. And the first pumped hydro storage facilities (PHS) were built in Italy and Switzerland in 1890.

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