

## Revenue stability of grid-connected energy storage projects

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 technology risks are associated with energy storage systems?

Technology Risks Lithium-ion batteriesremain the most widespread technology used in energy storage systems, but energy storage systems also use hydrogen, compressed air, and other battery technologies. Project finance lenders view all of these newer technologies as having increased risk due to a lack of historical data.

Why do energy storage projects need project financing?

The rapid growth in the energy storage marketis 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.

Do investors underestimate the value of energy storage?

While energy storage is already being deployed to support grids across major power markets,new McKinsey analysis suggests investors often underestimatethe value of energy storage in their business cases.

Within this context, this paper reviews the literature and industry practices to assess potential grid services for LDES, evaluates existing compensation mechanisms, and identifies ...



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