



# Energy storage battery project profit

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Are battery energy storage systems a good investment? Battery Energy Storage Systems (BESS) provide operators with multiple avenues to generate revenue. These systems are not limited to a single function but can capitalise on various market opportunities, making them highly versatile investments. How can energy storage be profitable? Where a profitable application of energy storage requires saving of costs or deferral of investments, direct mechanisms, such as subsidies and rebates, will be effective. For applications dependent on price arbitrage, the existence and access to variable market prices are essential. Are electricity storage technologies a viable investment option? Although electricity storage technologies could provide useful flexibility to modern power systems with substantial shares of power generation from intermittent renewables, investment opportunities and their profitability have remained ambiguous. 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 underestimate the value of energy storage in their business cases. 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, ). One reason may be generous subsidy support and non-financial drivers like a first-mover advantage (Wood Mackenzie, ). Are battery energy storage systems gaining momentum in Europe? Recent capacity market auctions have shown strong momentum for battery energy storage systems (BESS) in European markets. In Belgium's latest Capacity Remuneration Mechanism (CRM), BESS projects dominated new capacity awards, securing 350MW across 13 projects and bringing total BESS contracts to 1.1GW. For example, the average revenue of an Electric Reliability Council of Texas (ERCOT) battery in was \$182 per kilowatt per year, but the best-performing asset in the same region was closer to \$300 per kilowatt per year, a 60 percent increase. 4 Similar dynamics--where there is a large spread between the best and worst performers--are observed in other grid-scale battery markets, such as the United Kingdom. 5 A variety of factors, including design choices such as battery duration and commercial strategy, can affect these outcomes.

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