

Sales model of energy storage production enterprises

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.

How many business models are there for energy storage technologies?

Figure 1 depicts 28 distinct business models for energy storage technologies that we identify based on the combination of the three parameters described above. Each business model, represented by a box in Figure 1, applies storage to solve a particular problem and to generate a distinct revenue stream for a specific market role.

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 business models for energy storage unprofitable or ambiguous?

The main finding is that examined business models for energy storage given in the set of technologies are largely found to be unprofitable or ambiguous.

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).

How does a storage technology affect a business model?

business model. First, the storage technology's power capacity range must overlap with the required power capacity range of the business model. In particular, the storage technology must capacity of the respective business model. At the same time, the technology's minimal Our analysis focuses on a set of commercially available technologies.



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