CHARGE
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How Storage and Charging Generate Returns

INVESTOR INSIGHTS | VALUE CREATION & ECONOMICS

Battery Energy Storage Systems (BESS) and EV charging infrastructure can generate returns through a diversified mix of high-impact revenue streams, all rooted in supporting a cleaner, more efficient grid.

For BESS projects, returns can come from…

- **Energy arbitrage** — Buying electricity when it's cheap and selling or using it when prices spike.
- **Grid services** — Payments for providing frequency regulation and grid stabilization.
- **Utility capacity payments** — Compensation for being available to discharge power during peak demand.
- **Demand charge reduction** — Lowering electricity bills for host properties by reducing peak usage.
- **Backup power contracts** — Ensuring mission-critical infrastructure stays online during outages.
- **Federal and state incentives** — Including the Investment Tax Credit (ITC) and accelerated depreciation.

These mechanisms provide multiple layers of predictable cash flow while supporting the clean energy transition.

For EV charging stations, returns are driven by...

- **Public or fleet charging revenue** — Direct income from individual drivers or fleet operators.
- **Long-term service agreements** — Predictable income from businesses and institutions.
- **Utility or state rebates** — Upfront or performance-based incentives.
- **BESS synergy** — Pairing with battery storage reduces energy costs and increases profit margins.

Each site is carefully evaluated to select the best mix of strategies based on local market dynamics, property characteristics, and grid conditions.

> *"These batteries could meet multiple needs in the power market, especially in terms of energy shifting or arbitrage — either storing renewables when they are plentiful on the grid and then dispatching them later on, or charging at low power prices and discharging at high ones."*
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> *— Utility Drive, 2023*

Why It Matters

Investing in BESS and EV infrastructure isn't just about sustainability. It's about smart infrastructure economics. These systems can unlock multiple streams of income, can benefit from regulatory support, and are essential to building the grid of the future.