

GR-2023-17 | 2023 LENS | MALAYSIA • SOUTHEAST ASIA

Battery storage: monetise a service, not a specification

A battery needs a defined revenue stack and an operating duty cycle.



Illustrative photograph; no project or client endorsement implied.

THE EVIDENCE

IEA Energy and AI identifies storage and grid support alongside renewables in supplying growing data-centre demand.

THE BUSINESS IMPLICATION

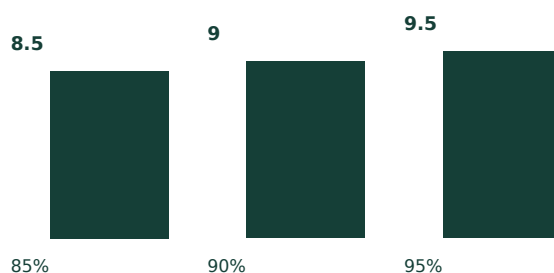
The 2023 lens is the shift from equipment procurement to dispatch economics. Establish whether the customer values peak reduction, backup, renewable shifting or contracted services. Avoid double counting revenues that require conflicting battery availability.

WATCH THE DOWNSIDE

Degradation, fire protection, warranty exclusions and unavailable market access can impair returns.

Illustrative daily energy delivered

Unit: MWh



10 MWh charged × assumed round-trip efficiency. Simplification excludes reserve capacity and degradation.

DECISION FRAMEWORK

Revenue	Contracted and accessible services
Operations	Cycles, reserves and degradation
Risk	Insurance, safety and warranties

COMMISSIONED SCOPE

Duty-cycle model, supplier comparison, tariff sensitivity and independent engineering review coordination.

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SOURCES & METHOD

1. IEA, Energy and AI (2025)

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