

BATTERIES ON THE ELECTRICITY MARKET

SEMINAR, 1 DAY

Whether lithium-ion or redox flow - battery storage is becoming increasingly popular in the energy market. However, looking at the primary control power market is no longer sufficient for economic operation. Additional revenue markets must be found. In this seminar, we will show you marketing options on the short-term markets, the new control labour market and the influence of marketing strategies on utilisation and profitability.

Your contents

Overview of storage technologies: technical parameters, investment costs

- Short overview of storage technologies
- Parameters and characteristics of storage systems
- Investment costs: current and outlook

Legal framework

- Storage: producer, consumer or something completely distinct?
- The crux: grid utilisation fees, EEG levy and other levies
- Avoided grid usage fees for storage - possible applications?

Relevant markets for battery storage: prerequisites, prices, sales strategies in the new control energy market

- Prerequisites, prices, marketing strategies, prequalification
- Products and their characteristics: primary control power, secondary control power, minute reserve
- Dealing with power and working prices

Spot market: day-ahead and intraday

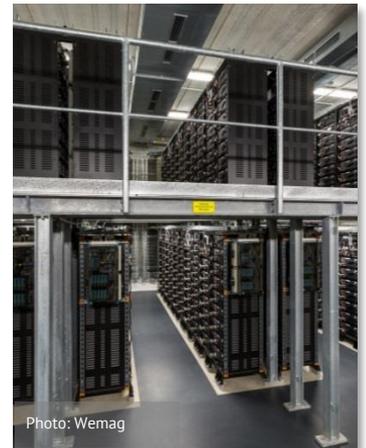
- Comparison of spot markets: day-ahead auction, intraday auction, continuous intraday trading
- Price formation on short-term markets: what are the influencing factors?
- Quarter-hourly products as an opportunity?
- Auction vs. continuous trading: opportunities and risks

Sales strategies and revenues in comparison

- Optimisation of use and results on the basis of example calculations
- Comparison of different sales strategies in terms of revenues and deployment

Self-generation and demand optimisation from wind and PV

- PV storage for the home: what does this mean for energy suppliers?
- Flexibilisation of post-EEG and Ü21 plants: are battery storage systems the solution?
- "Green" e-mobility: what added value do battery storage systems bring?
- A comparison of sales options: requirements, revenues, competition



TARGET GROUP

- Specialists and managers with interfaces to energy trading, purchasing, or from the area of business development
- Those involved in the financing and investment planning of projects in the energy market
- Employees from industrial companies with significant electricity consumption

YOUR BENEFITS

After this seminar you will be able to:

- overview and differentiate between relevant markets for battery storage systems,
- analyse the legal framework for the use of storage systems,
- evaluate the opportunities of sales strategies in different markets,
- calculate important key figures with the help of practical examples.

Supplement your market knowledge with the seminar **EEG 2021, are PPAs taking off now?** or dive into the depths of the flexibility markets with the seminar **Understanding Short-term Markets**.