

# Energy Storage Investment Analysis 101 Workshop

Pragmatic half-day training session on energy storage applications in Southeast Asia, built around an interactive investment analysis simulation

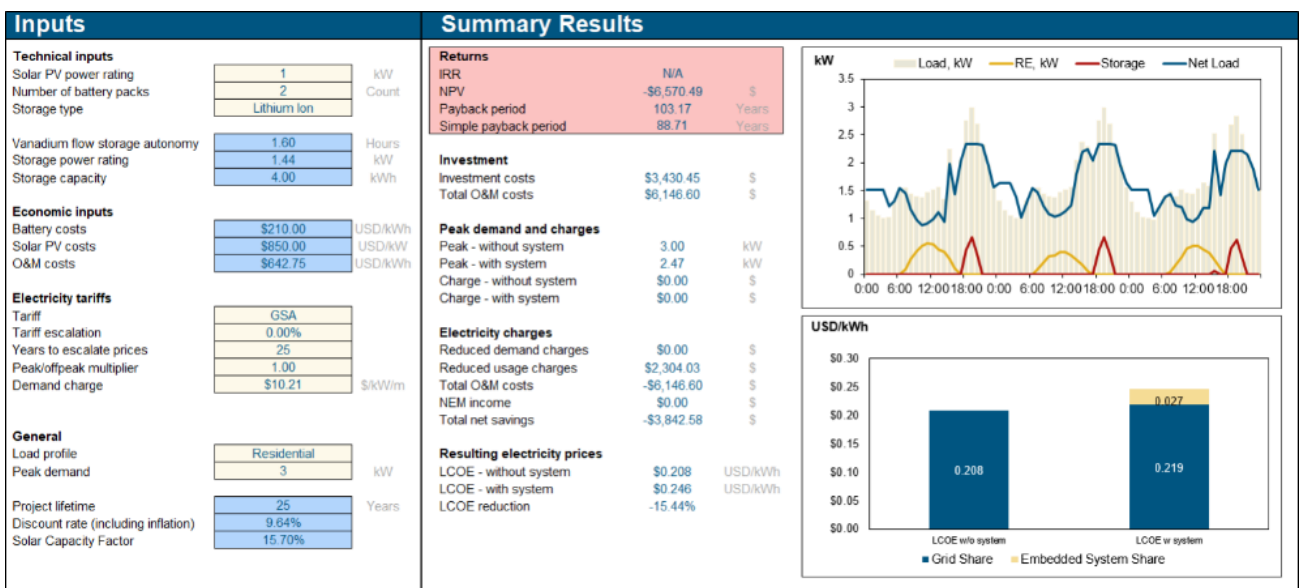
POWER-GEN Asia, Jakarta  
19 September 2018

## Workshop Overview

Energy storage has become one of the most exciting new business opportunities in the energy sector. Cost reductions in battery technologies are increasingly enabling storage to serve as the missing link that could allow economies to increase dependence on renewable energy as a basic source of power. They also provide value in a range of other ways.

TLG is organising a half-day customised energy storage workshop at POWER-GEN Asia designed to provide participants with the knowledge and capabilities to understand and make informed decisions regarding potential energy storage investment or development opportunities.

*Energy Storage Investment Analysis 101* is part of our POWER-GEN Asia series of investment-analysis workshops, in which in the past three years we have looked at solar PV; project finance in conventional and RE projects; and energy storage. Content and structure are presented through a practical skills-based approach. The workshop will focus on the Southeast-Asia region and explore the most promising regional business models.



## Workshop Format

The workshop is a pragmatic half-day event that builds knowledge and skills related to project-level energy storage analysis. It consists of:

- Expert speaker introduction to key topics important to energy storage investment analysis in Southeast Asia; and
- Investment analysis simulation groupwork using a battery storage case study, an Excel-based financial model and an investment analysis exercise.

## Investment Case Studies

Groups of 5-7 will work together on a simulation of an investment analysis for energy management in an industrial facility in the Philippines. Groups will conduct analysis of the cases and make investment recommendations. Participants leave with the knowledge, skills and confidence to perform basic energy storage investment analysis.

### Energy Management in an Industrial Facility

The investment case study simulates a Philippine manufacturer evaluating the installation of roof-top solar PV and/or battery storage.

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## Workshop Schedule

- 14:30 Workshop Introduction**
- 14:45 Energy Storage Overview and Applications
- Energy storage industry update
  - Drivers of commercial viability
  - Energy storage applications and business models – focus on C&I segment
  - A peek at the ASEAN markets
- 15:45 Introduction to the Case Study and Model
- 16:00 *Networking Coffee Break*
- 16:30 Group work on Case Study
- Energy storage investment analysis simulation
- 17:30 Group Reporting  
Conclusions and Lessons

## Program Presenters

**Jack Kneeland**  
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## Why This Workshop

This workshop focuses on key challenges facing anyone who is interested in exploring projects related to energy storage technologies – focusing on Southeast Asia.

It will examine a selection of common and challenging questions. What are the risks involved in storage business models? How can these be measured and quantified? What are the key value drivers for storage business models?

Groupwork in the investment simulation session will provide practical experience in analysing and optimising a C&I solar and storage investment prospect. This will be a unique opportunity for interactive development of scenarios and collective evaluation of results.

The content and structure are designed to be pragmatic and useful - with an emphasis on a skills-based approach. Participants are expected to leave the workshop with a well-rounded understanding of core elements of an energy storage investment analysis.

## Who Should Attend

This workshop is designed to cater to the widest possible audience, providing valuable takeaways for:

- Developers
- Owners
- Investors
- Regulators
- Suppliers
- Policy Analysts
- Business Analysts
- Economists
- Business Development Managers
- Commercial Manager
- Finance Manager
- Consultant
- Project Manager/Engineer

## To Register

Please visit <https://www.powergenasia.com/en/conference/storage-investment-workshop.html>