

**PIVOTAL** 180



# **BATTERY STORAGE FINANCIAL MODELING COURSE**

# Battery Storage Financial Modeling Course

## Why Learn With Pivotal180?

### World-Class Course Content

- Learn the types, uses, economic value drivers and risks related to battery energy storage projects and investments
- Instruction from top industry experts and academics, available in various formats

### Open to All Experience Levels

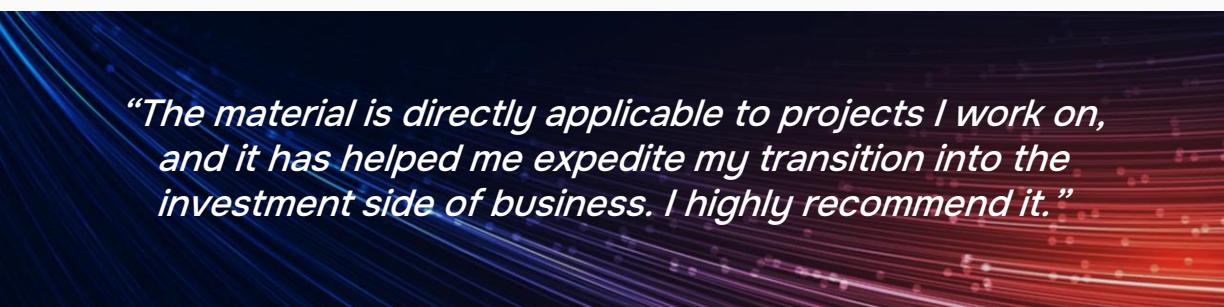
- Perfect for anyone interested in learning the fundamentals of energy storage
- Ideal for current project finance professionals, students targeting the sector, and energy market participants

### Continuous Online Access

- One year of access to our online lessons including videos, slides, and model walk-throughs
- Highly discounted annual subscription renewal
- Includes a course completion certificate

### Practical Transaction Skills

- Understand the key inputs, calculations and outputs for battery projects
- Grasp finance and operations concepts for standalone and co-located storage
- Align financials with project needs, legalities, and market risks
- Run scenarios and sensitivities for informed decision-making
- Generate clear outputs for presentation



*“The material is directly applicable to projects I work on, and it has helped me expedite my transition into the investment side of business. I highly recommend it.”*

# Battery Storage Financial Modeling Course

## Course Syllabus

### Pre-course Material

Excel functions, formulas and shortcuts | Best practice modeling concepts | Intro to debt and equity | Benefits of leverage | Present value concepts and formulas | Introduction to battery model

### Energy Markets and the Grid

Capacity vs energy | Power plant economics | Energy demand and dispatch | The “duck curve” | Energy demand and pricing | The need for batteries | Uses of energy storage | Supply shifting | Ancillary services | Types of storage | Terminology

### Battery Operations, Benefits and Costs

Battery energy flows | Inverters and efficiency | Battery arbitrage | Revenues for supply shifting vs ancillary services | Revenue stream stacking | Global battery market comparisons | Capital costs | Capex drivers and trends | Operating expenses | Degradation, cycles and DoD | Augmentation | Investment Tax Credit (ITC)

### Financing Considerations

Risks and due diligence | Lender considerations | Sizing debt for merchant batteries

### Solar + Storage Coupling

Intermittency | Curtailment | Inverter clipping | Benefits of coupling solar + storage | Energy flows + risks: standalone, AC-coupled, and DC-coupled storage | Project-level efficiency | Standalone, AC- and DC-coupled revenue models | AC versus DC coupling scenarios and considerations

### Case Studies

Battery size/use case revenues and costs | Solar, storage and co-located scenarios and sensitivities

# Battery Storage Financial Modeling Course

## Course Delivery Options

### IN-PERSON

- 1-2 days, ~8.5 hours
- Private and public classes
- Homework to ensure and deepen understanding

### LIVE STREAM

- Four sessions over 2 to 3 weeks (~8.5 hours)
- Small class sizes (max ~12)
- Homework + class recordings

### ONLINE SELF-PACED

- ~6-8 hours completion time
- Learn on your schedule
- Complete model walk-throughs + chapter quizzes

## The Pivotal180 Difference

**Unrivaled experience.** The Pivotal180 team members have decades of experience as principal investors, advisors, university professors, and have held board positions in multiple companies.

**More than Excel coding.** Learn how to analyze deals. We teach market structures, policy and incentives, financial modeling, how to read legal documents, and deal management based on real experience, ensuring students deepen their skills and understanding.

**The most tailored courses in the market.** Learning in context works. Courses can be tailored to reflect your business, including incorporation of actual deals, transaction documents, and country-specific tax regimes.

**Access to online learning platform.** All participants in our in-person and live-stream courses receive free access to our online learning courses to dive deeper into topics, including access to discussion forums for ongoing questions.

**Dedicated to training.** We teach over 1,500 students each year for some of the world's premier investors. Clients include Macquarie, GIP, Santander, Engie, CRC-IB, Nomura, Generate Capital, Lendlease, NY Green Bank, and more.

## Current Courses Available

### Project Finance

- [Introduction to PF Modeling](#)
- [PF & Infrastructure Modeling](#)
- [Renewable Energy PF Modeling](#)
- [Advanced PF Debt Modeling](#)

### Tax Equity

- [Tax Equity & Hybrid Financial Modeling](#)
- [Tax Equity Essentials](#)

### Industry & Fundamentals

- [Battery Storage Financial Modeling](#)
- [Mining/Critical Minerals PF Modeling](#)
- [Financial Modeling Fundamentals](#)
- [A Quick Look Into Data Centers](#)