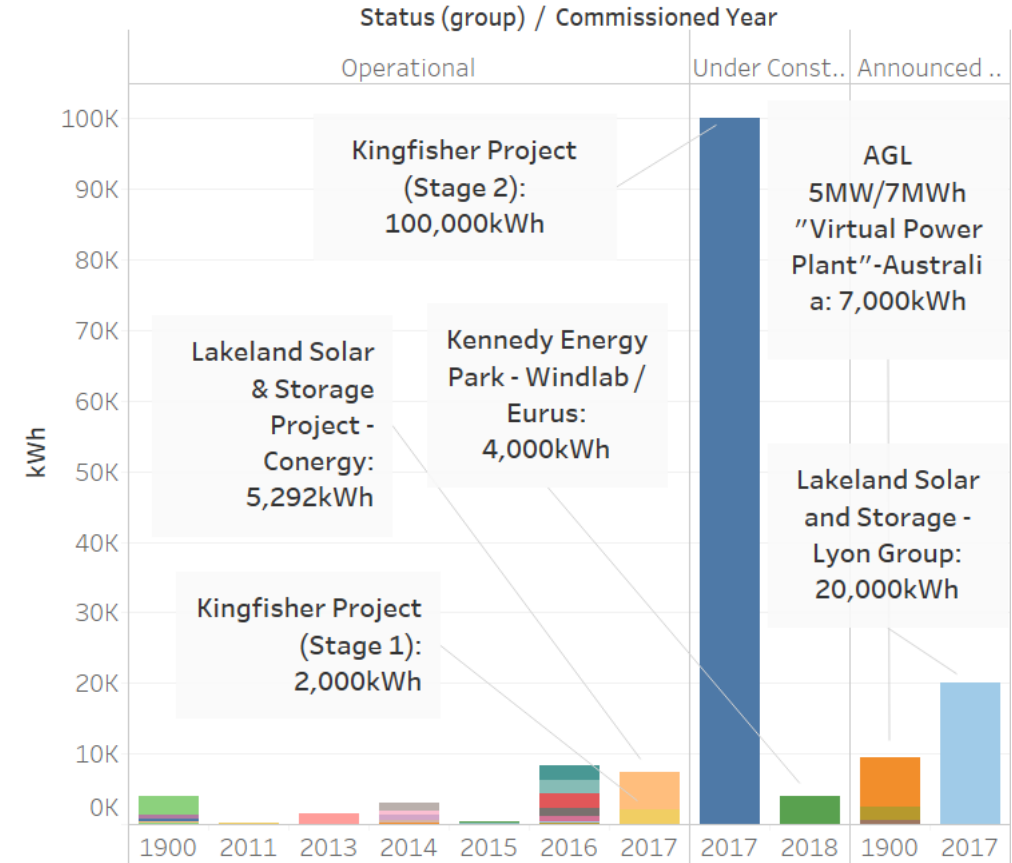
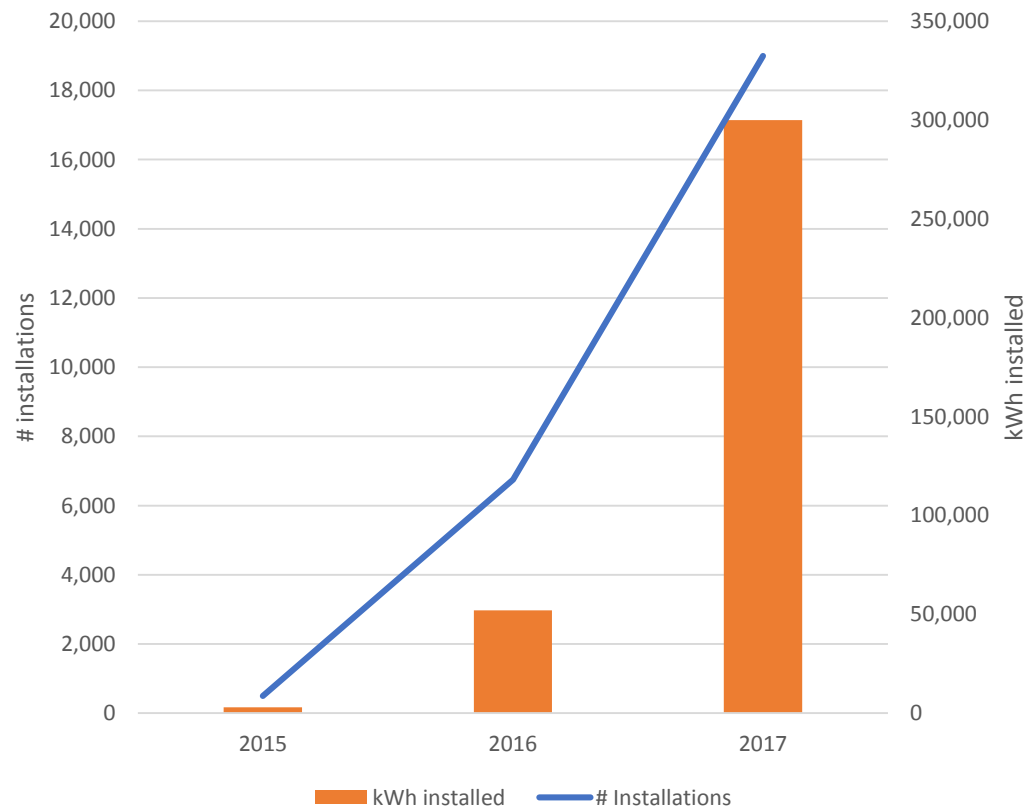
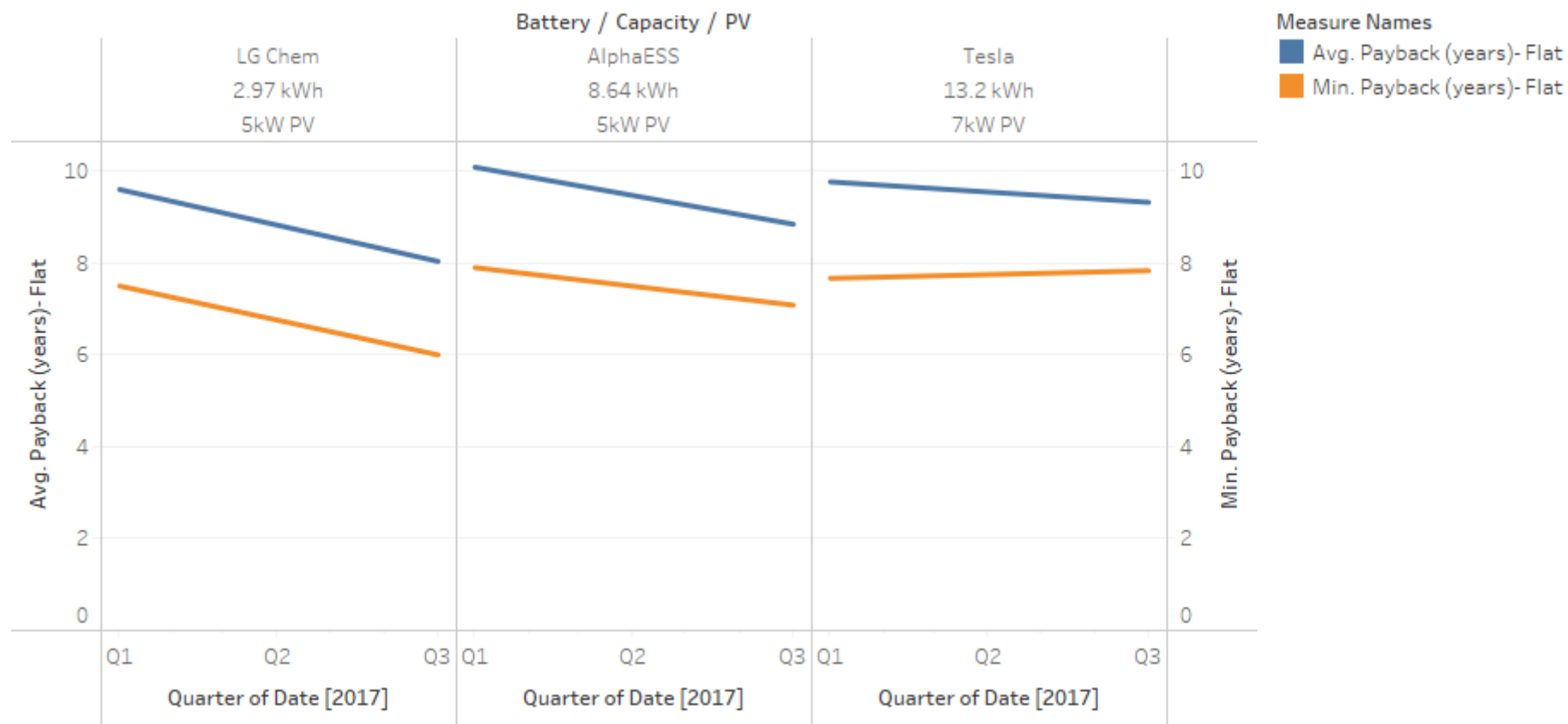


2017: A massive year for storage

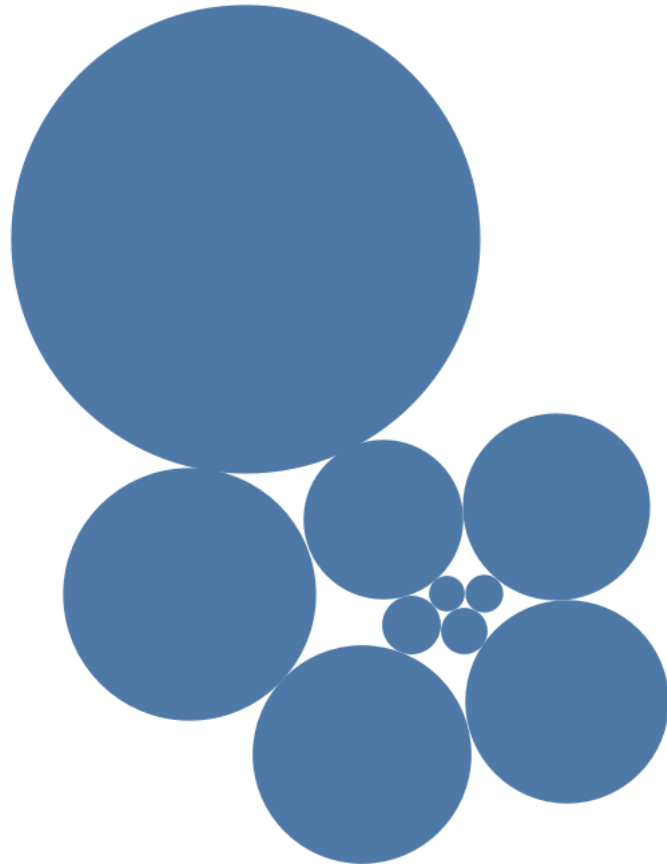
Reported & Forecast battery installations: 2015-2017



Economies of scale don't pay off (yet)



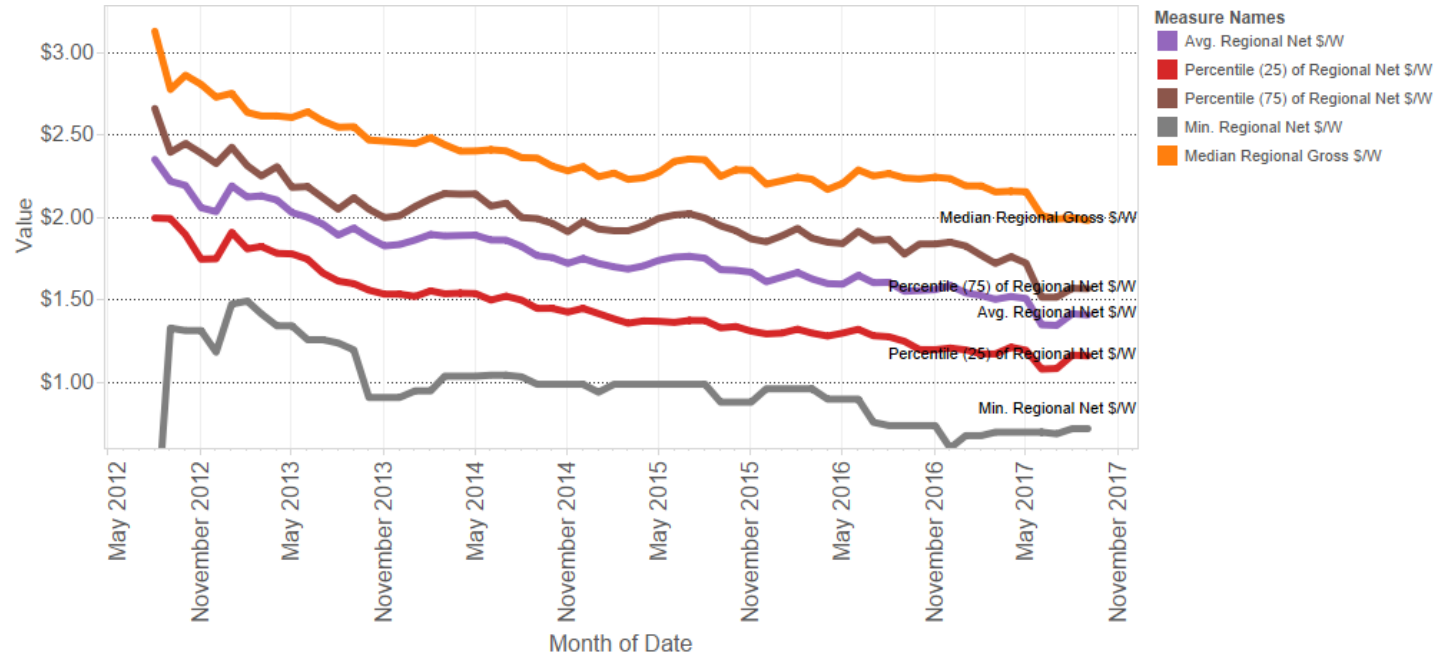
Findings of Interest



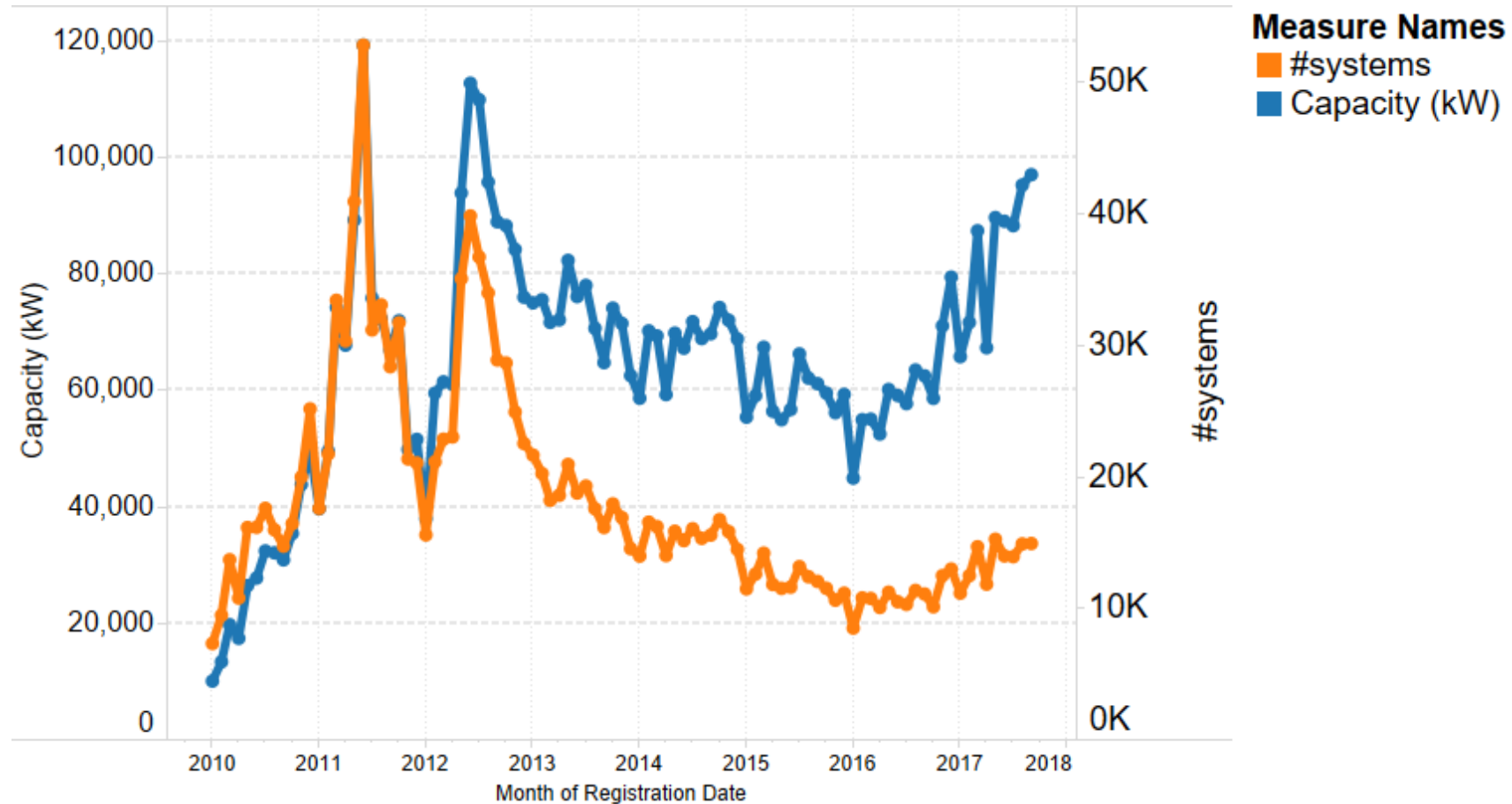
Relative distribution of manufacturer market share

- Very low retrofit (as yet); mostly new-build PV & Storage
- Mostly AC coupled to date
- Most important features are
 - Designed for Australian conditions
 - Support
 - Warranty
 - Price
- Less important features
 - External battery control (network/market)
 - Arbitrage
 - Blackout protection
- #1 reason to buy: reducing power bills

Very Low system prices



Massive (and growing) opportunity for retrofit



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www.sunwiz.com.au/index.php/battery-market-report-2017.html