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Shoals Technologies Group

8 December 2025

4:00 pm – 5:00 pm | AEDT, Sydney

6:00 am – 7:00 am | CET, Berlin

pv magazine
webinars

Safety by design: Prefabricated EBOS for smarter, longer lasting solar & BESS



Bella Peacock

Editor
pv magazine



Aaron Zadeh

Country Manager for Australia,
New Zealand and the Pacific
Shoals Technologies Group



Anqi Shi

Principal Research Analyst -
Renewables Markets
S&P Global Commodity Insights



Bruno Martins

General Manager-Energy
Beyond Electrical Engineering

Welcome!

Do you have any questions?  

Send them in via the Q&A tab.  We aim to answer as many as we can today!

You can also let us know of any tech problems there.

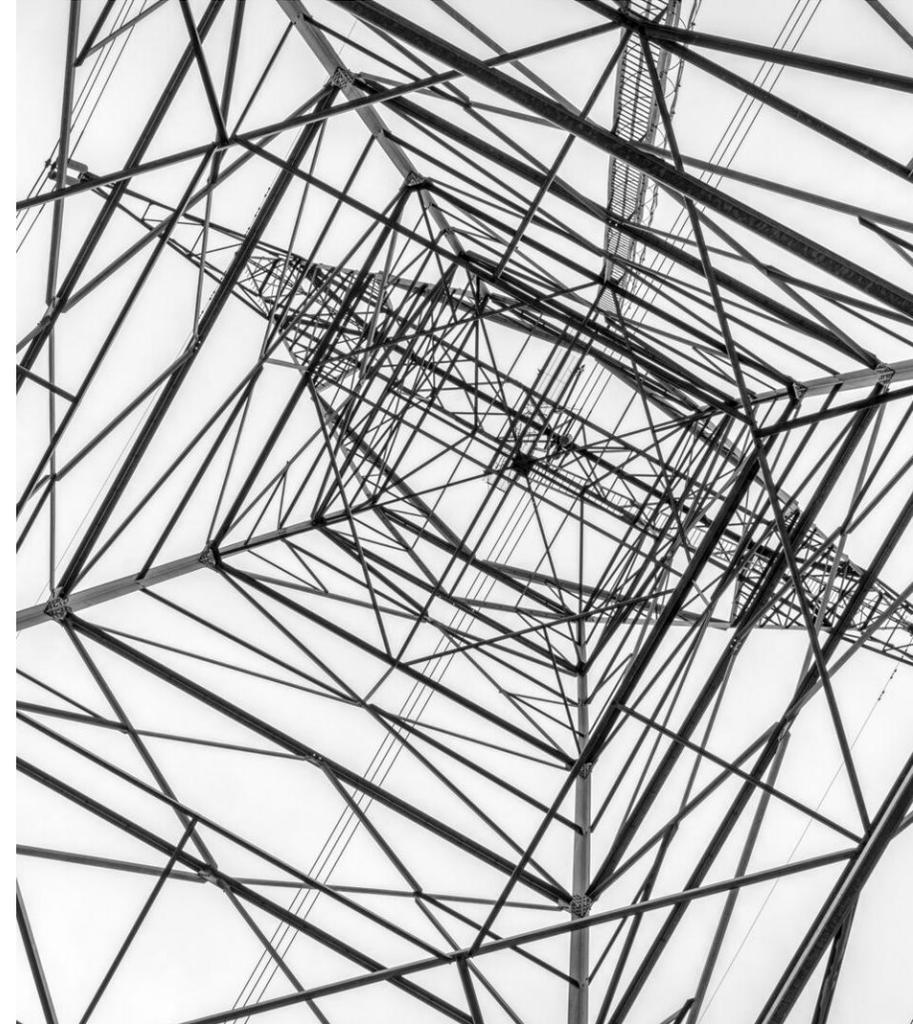
We are recording this webinar today. 

We'll let you know by email where to find it and the slide deck, so you can re-watch it at your convenience.  

Solar and Storage Market Overview with a Focus on Australia

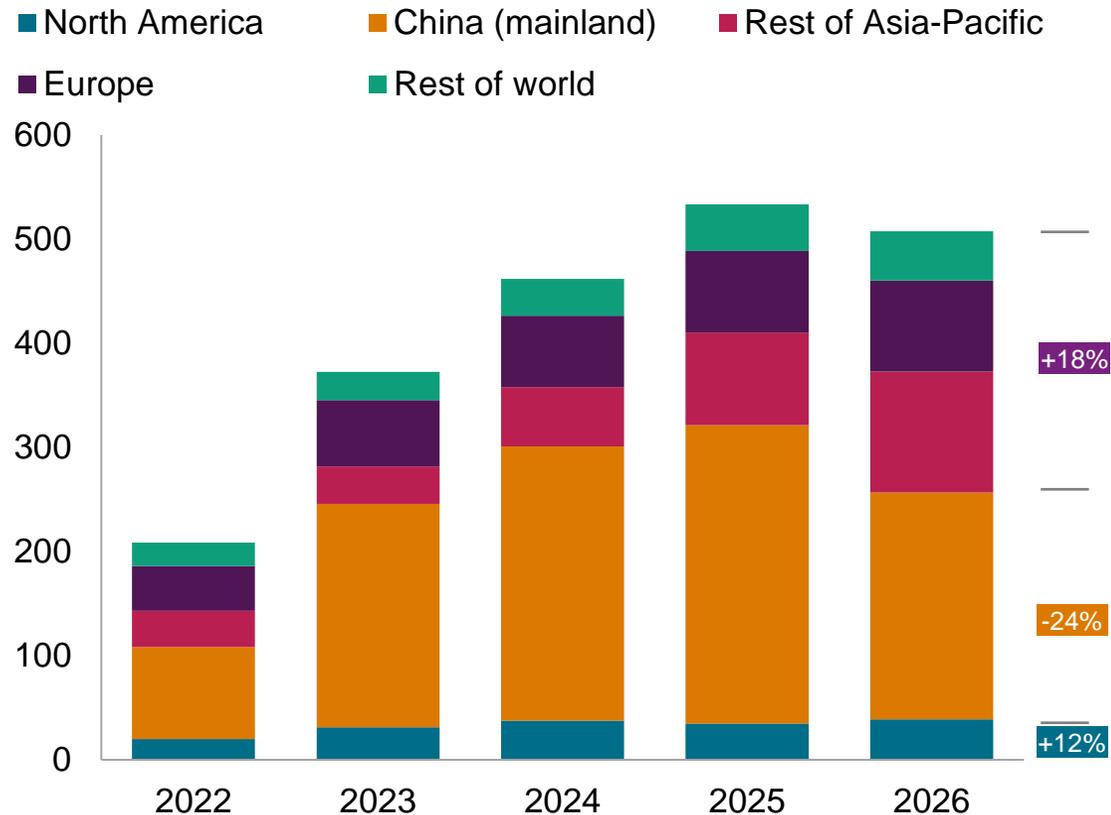
Anqi Shi / Principal Research Analyst / Renewables Markets

December 8th 2025

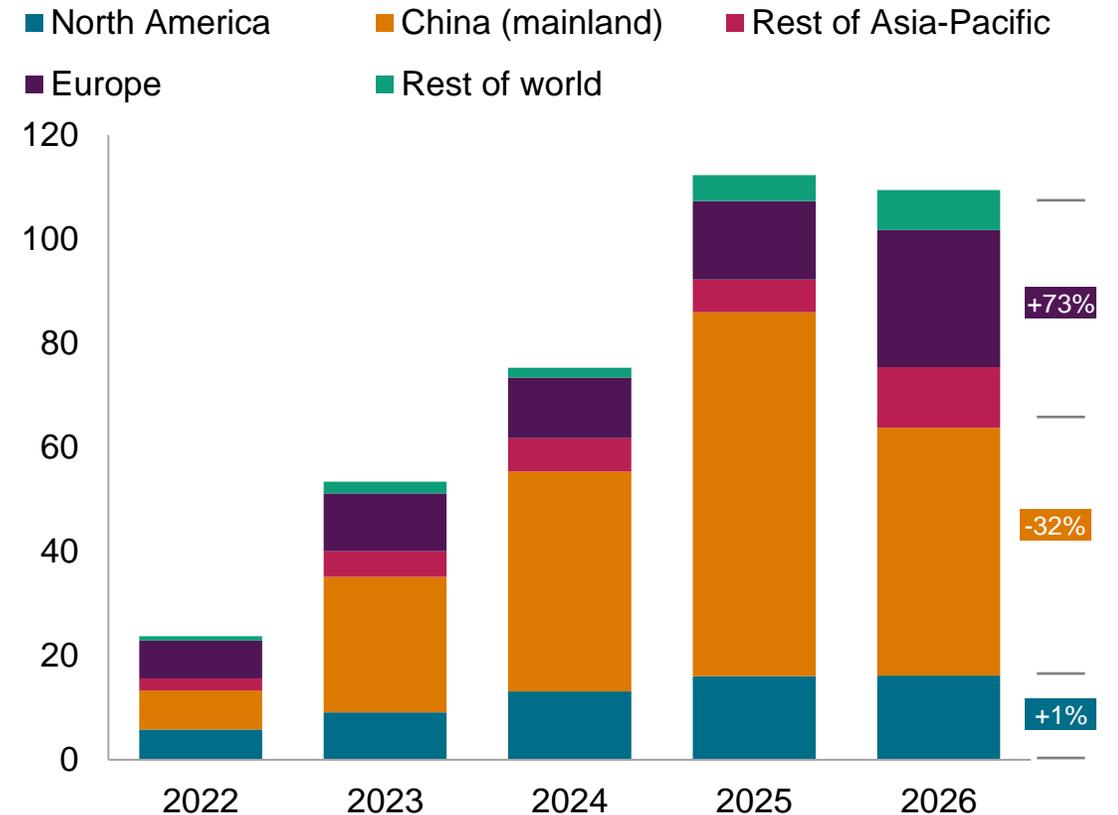


Global solar and storage installations are forecast to decline for the first time in 2026 – as other markets cannot make up for an abrupt slow down in China

Global solar PV additions (GW-ac)



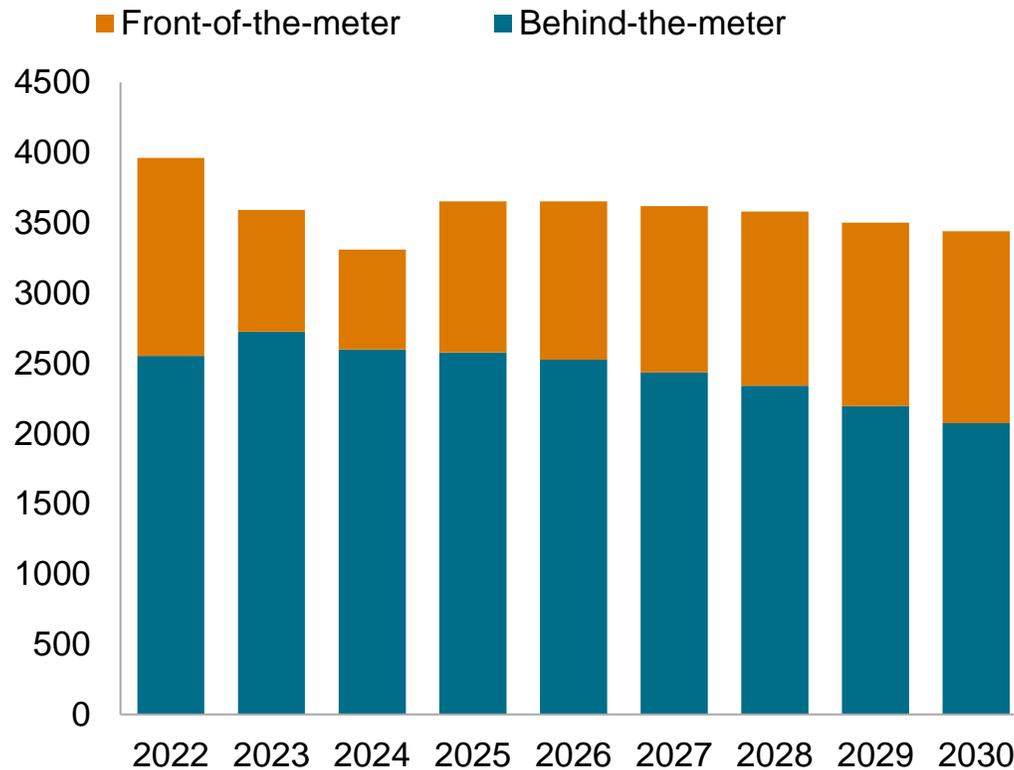
Global energy storage additions (GW-ac)



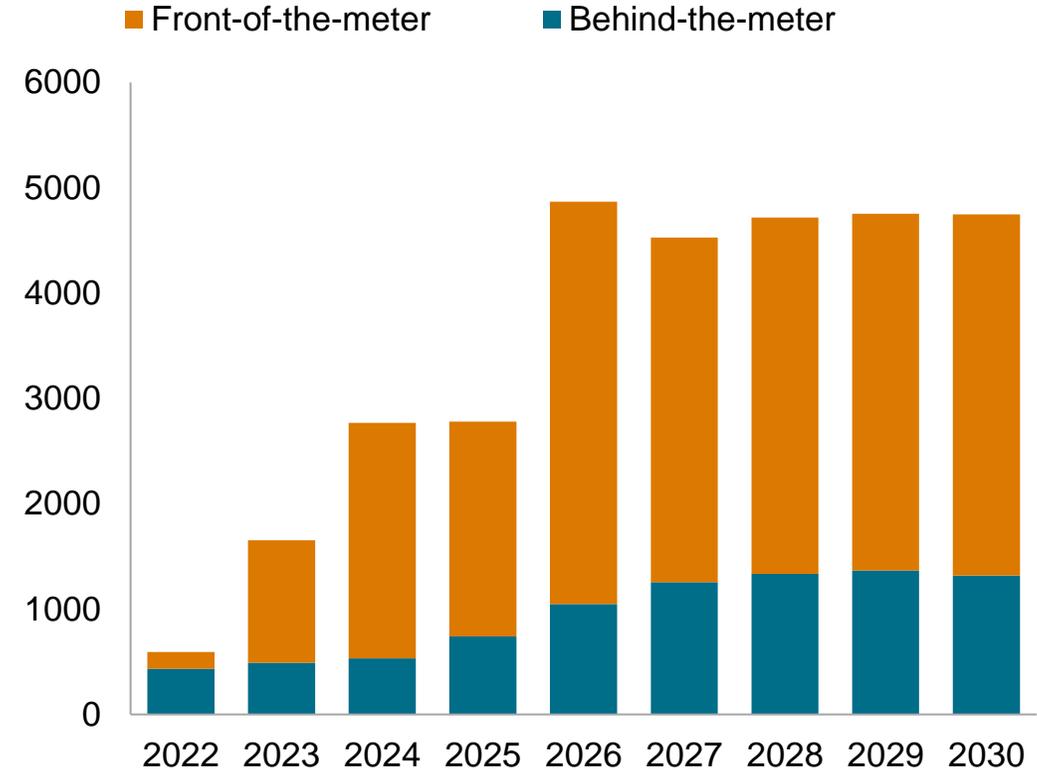
Data compiled Nov. 2025
Source: S&P Global Commodity Insights

While solar will see gradual decline as market saturates, energy storage will grow rapidly in Australia

Australia solar PV gross capacity additions by siting (GW-ac)

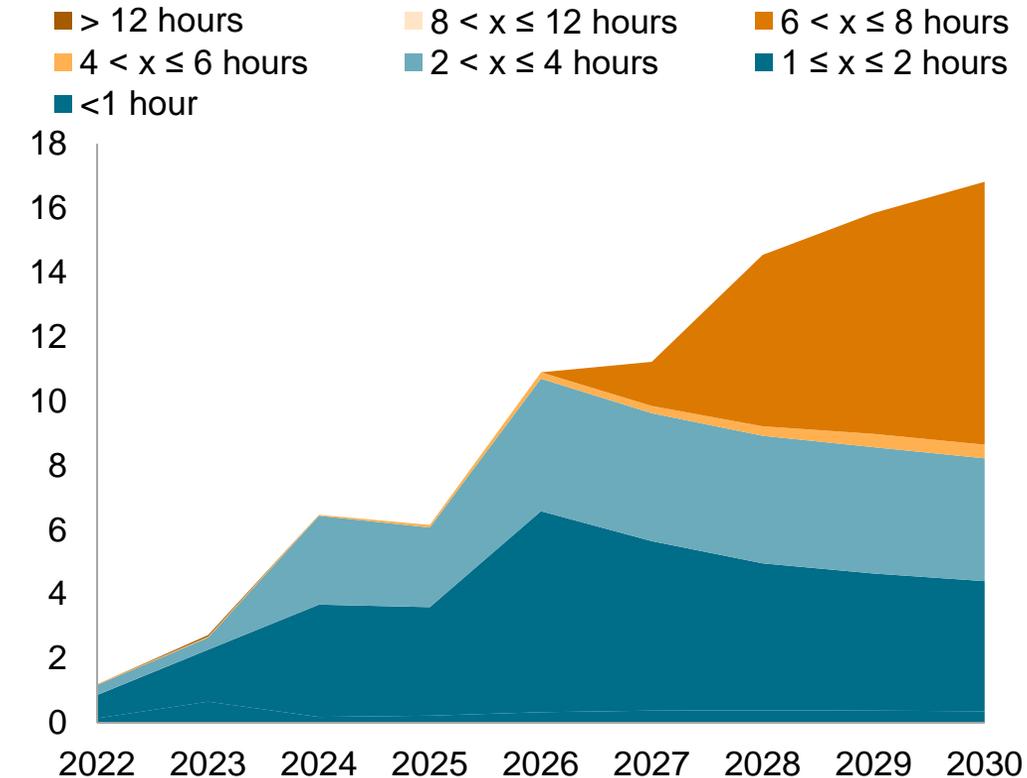


Australia energy storage gross capacity additions by siting (GW-ac)

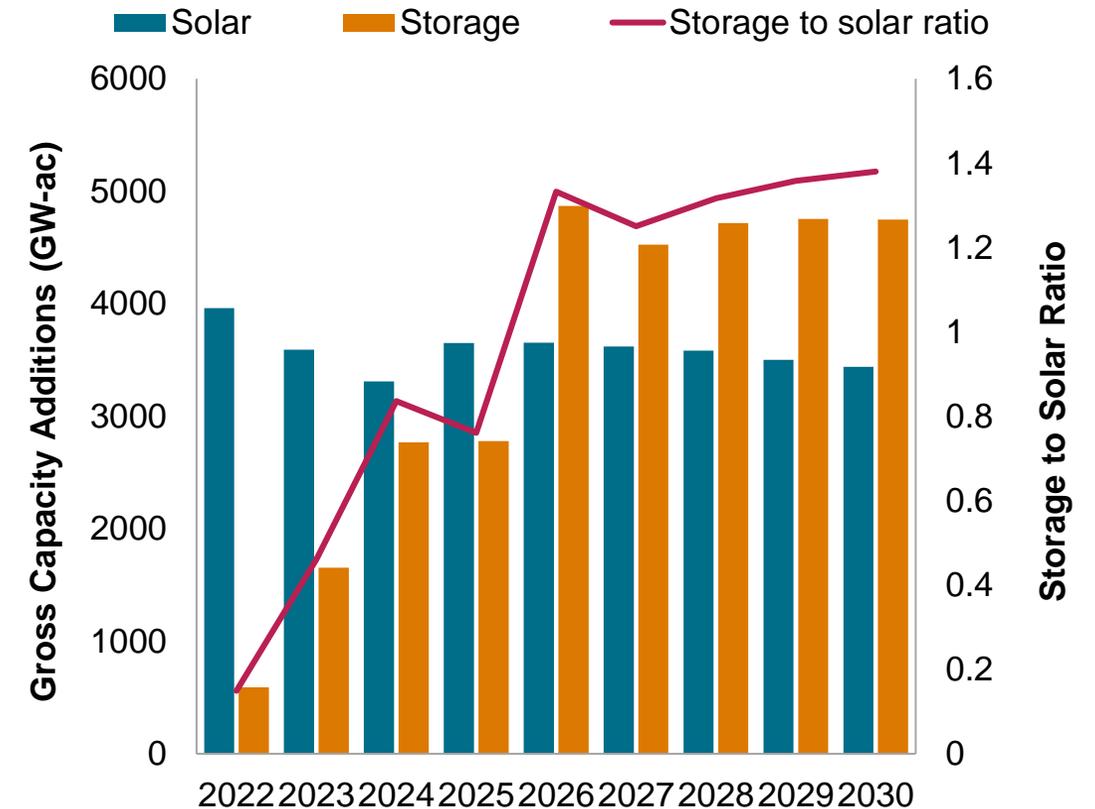


Longer duration storage is becoming more popular in Australia to firm the solar capacity

Australia energy storage additions by duration (GWh)



Australia solar and storage growth



Contact us

Primary contact(s)

Anqi Shi

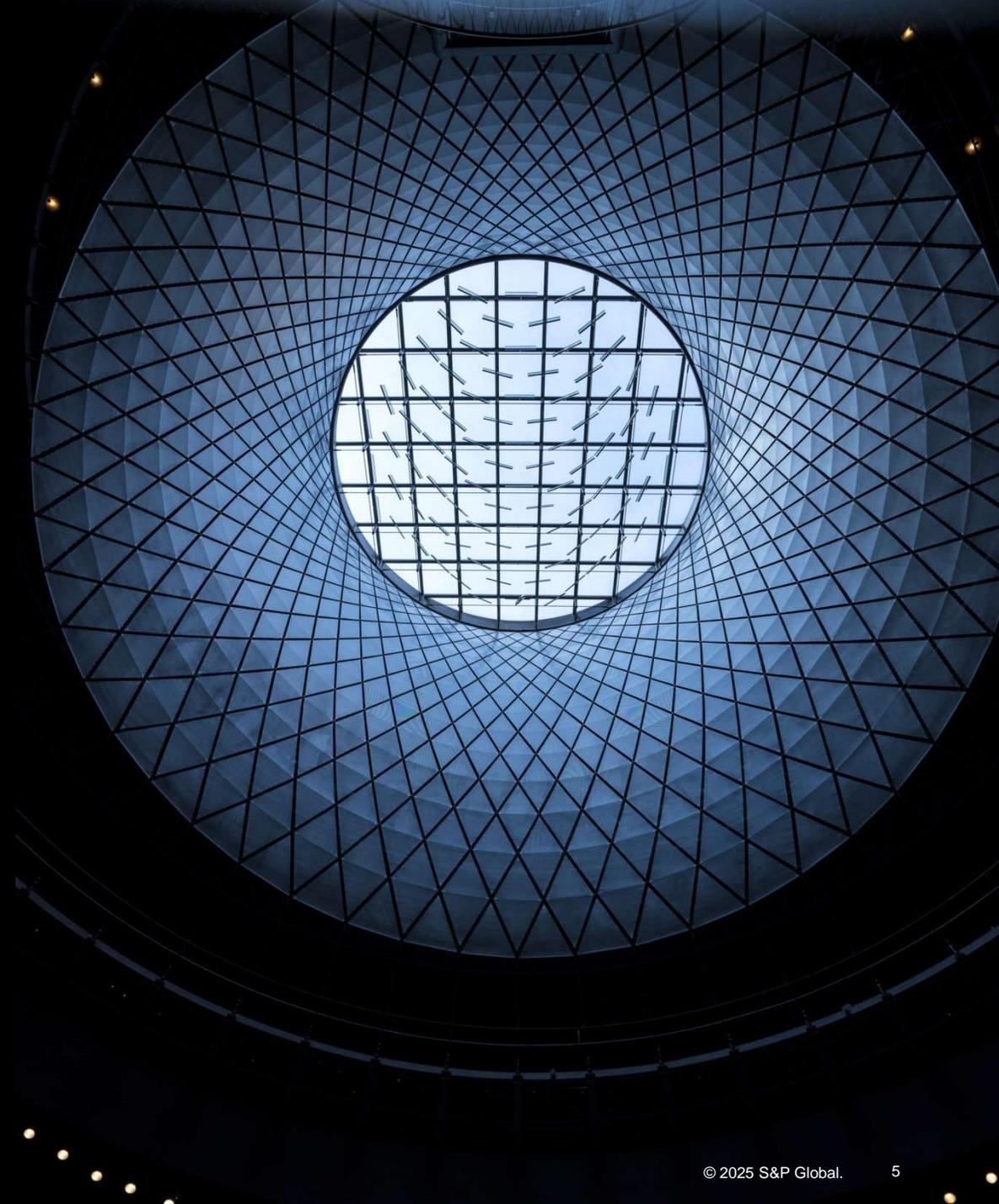
anqi.shi@spglobal.com

Contact us

Americas	+1 800 597 1344
Asia-Pacific	+60 4 296 1125
Europe, Middle East, Africa	+44 (0) 203 367 0681

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**Beyond
Electrical
Engineering**

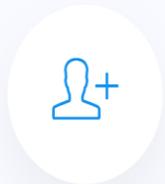
Create | Enhance | Sustain

Webinar Safety by Design: Prefabricated EBoS for Smarter, Longer Lasting Solar & BESS

8 Dec. 2025

Who we are

- ▶ Locations – NEWCASTLE – BRISBANE – MELBOURNE – ADELAIDE – SYDNEY – DEVONPORT – PERTH
- ▶ Established in 2021, with a long prior history in design Engineering for renewables, power systems, resources, industry, ports, water and utilities infrastructure
- ▶ Systems established and ISO certification achieved for
QUALITY – SAFETY – ENVIRONMENTAL – CYBER SECURITY
- ▶ SOCI act, AEMO, State & Federal legislation (local industry experience)



Studies & Concept Design



2. Detailed Design



3. Construction Support & Commissioning

Utility Scale Renewables

- ▶ Solar Farms PV & BESS design and optimisation
- ▶ Wind Farm (WF) reticulation optimisation and WTG micro-siting
- ▶ PV & BESS Performance guarantees
 - Energy Model determination
 - Performance Ratio definition
- ▶ Technical due diligence for equipment selection
- ▶ Technical reliance white papers
- ▶ Reliability, Availability and Maintainability (RAM) Studies
- ▶ Major services - GPS studies (R0, R1, R2), connection agreement negotiations, commissioning, GPS compliance assessment, on-site or remote testing, and ongoing compliance

FEED Totals	
BESS	5805MW / 25122MWh
Solar	2926MWp / 2405MWac
Wind	5943MW

Built Totals	
BESS	1825.5MW / 4411MWh
Solar	475.01MWp / 395.88MWac
Wind	0MW

Totals	
BESS	7630.5MW / 29533MWh
Solar	3401.01MWp / 2800.88MWac
Wind	5943MW



Utility-Scale Performance & Failure Statistics (US)

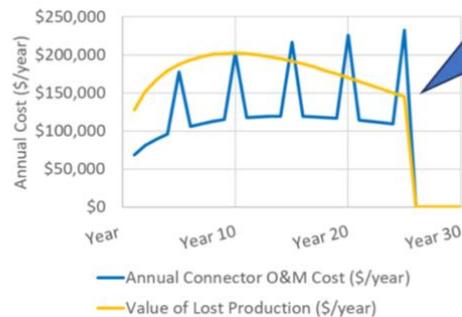
System Name	100 MW Utility-Scale PV
Results	
Annualized O&M Costs (\$/year)	\$1,774,563
Annualized Unit O&M Costs (\$/kW/year)	\$17.75
Maximum Reserve Account	\$5,299,351
Net Present Value O&M Costs (project life)	\$27,923,565
Net Present Value (project life) per Wp	\$0.279
NPV Annual O&M Cost per kWh	\$0.016



Lifetime NPV by Component Type			
Component	Avg. Cost/Yr	NPV (Life)	% of Total
AC wiring	\$9,859	\$155,132	1%
Insurance	\$447,500	\$7,041,618	25%
Asset Management	\$610,731	\$9,610,140	34%
Cleaning/Veg	\$253,380	\$3,987,052	14%
DC wiring	\$18,417	\$289,805	1%
Connector	\$103,507	\$1,628,726	6%
Documents	\$22,952	\$361,155	1%
Electrical	\$6,719	\$105,722	0%
Inverter	\$84,302	\$1,326,529	5%
Mechanical	\$92,986	\$1,463,177	5%
Meter	\$16	\$248	0%
Monitoring	\$61	\$957	0%
PV Array	\$118,116	\$1,858,609	7%
PV module	\$5,570	\$87,641	0%
Roof	\$0	\$0	0%
Tracker	\$0	\$0	0%
Transformer	\$448	\$7,053	0%
(blank)	\$0	\$0	0%
Total	\$1,774,563	\$27,923,565	100%

Connectors about 6% of O&M cost.

Annual Costs associated with Connector Maintenance Cost and Lost Production Example 100 MW PV Plant



Value of Lost Production due to Connector failure exceeds maintenance costs of Connectors.

- ▶ In an example of 100MWp Utility Scale PV plant, there is an upward escalation of corrective maintenance costs caused by:
 - Inflation increasing the O&M cost
 - Increasing number of failures in later years
- ▶ The Lifecycle cost per year is approx. US\$0.72/kWp/year of additional O&M costs related to connector failures
- ▶ Over a 25-year design life, connectors represent almost US\$1.5M in life cycle cost

In HelioVolta “State of the field” (June 2025)

- ▶ Inspected 5 GW+ across hundreds of U.S. utility-scale projects (likely >5 MW).
 - 83 % of projects had ≥ 1 connector or wiring issue
 - 45 % had major issues needing urgent maintenance
 - 4.3 % faced critical failures (partial/full shutdown)
 - In U.S. utility power plants, 19 % of revenues lost due to connector failure
- ▶ 1 MW+ incidents: 58 % revenue loss per portfolio (e.g., US\$558k cost for 100 MW portfolio)

Source: docs.nrel.gov

Source: Prevent Connector Problems in Your Portfolio | HelioVolta

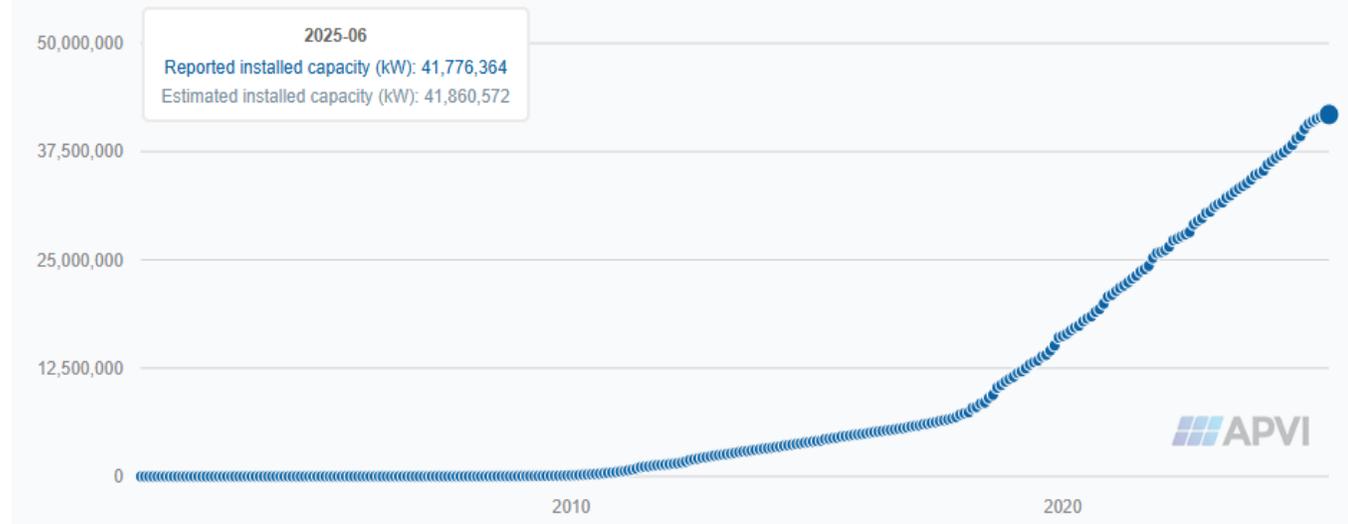
Utility-Scale Performance & Failure Statistics (AUS)

- ▶ Clean Energy Regulator registers installed capacity, not defects
- ▶ Also, no publicly available data on recalls for utility-scale termination type products

HOWEVER

- ▶ Compliance of AS/NZS 5033 focuses on performance and correct installation minimizing probability of failures
- ▶ Australia has one of the strictest set of regulations regarding installation, certification of products and installations, thus increasing the safety of these plants
- ▶ With paramount focus on safety of installations and compliance of equipment, preference is given to standardized equipment pre-made and tested in factory.

Australian PV installations since April 2001: total capacity (kW)



As of 30 June 2025, there are over 4.16 million PV installations in Australia, with a combined capacity of over 41.8 gigawatts.

Source: [Australian Photovoltaic Institute • Market Analyses](#)

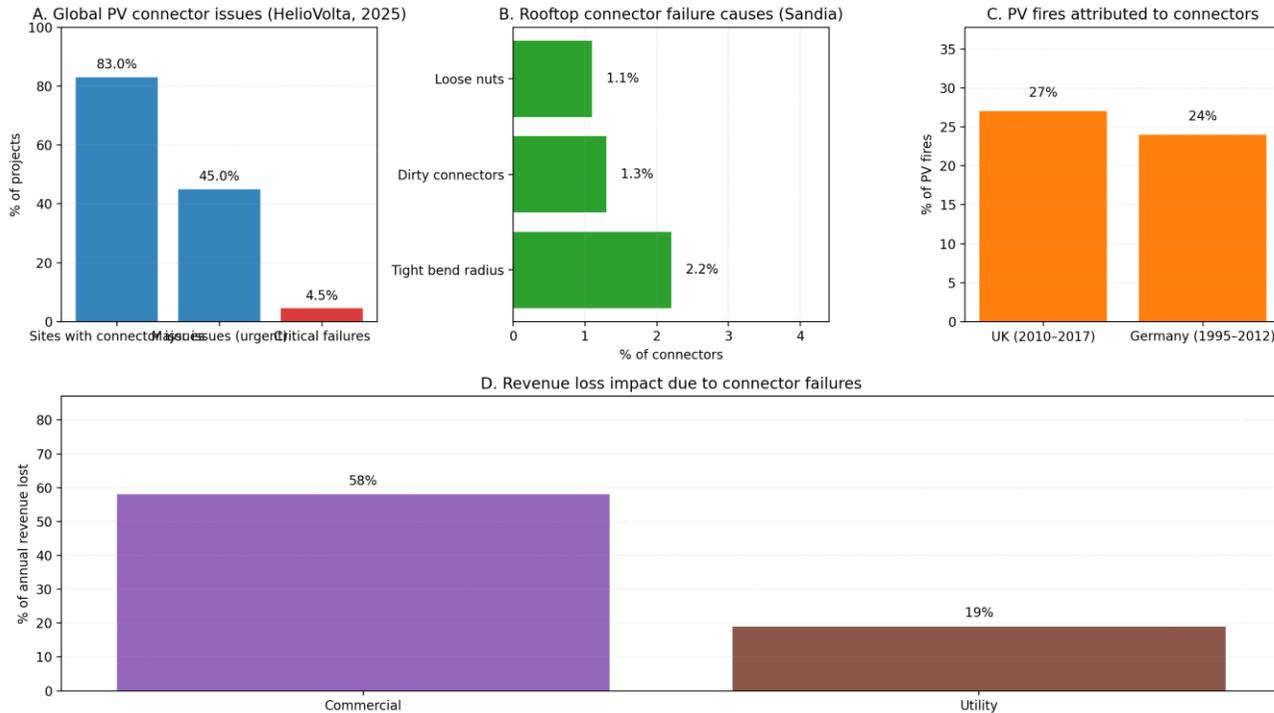
Lessons Learned

- ▶ PV connector failures - especially improper termination - remain a persistent, high-impact issue, leading to up to 83 % of site complications, 4–5 % system-level failures, and substantial financial & safety risks. Causes center on installation quality, material inconsistencies, and component mismatches. The PV industry has developed robust programs, training resources, and standards (e.g., IEC 62852) to improve installation practices, educate teams, and mitigate future risk.
- ▶ Site performed terminations are time consuming and pose added risk if performed in non-ideal weather conditions.
- ▶ Mismatched connectors increase drastically the risk of failure
- ▶ On major connectors, such as IPCs, alignment of the connector with the cable is crucial and sometimes 'jigs' are required
 - Newer models mitigate some of these issues.



Conclusions

PV Connector Failures & Improper Terminations — Visual Summary



Sources: HelioVolta (2025), Sandia NNL (2025), PVEL (2022)

- ▶ PV connector failures - especially improper termination - remain a persistent, high-impact issue, leading to up to 83 % of site complications, 4–5 % system-level failures, and substantial financial & safety risks. Causes center on installation quality, material inconsistencies, and component mismatches.
- ▶ Standardisation and pre-made in factory reduces installation time, cost and operational risk.
- ▶ The PV industry has developed robust programs, training resources, and standards (e.g., IEC 62852, AS/NZS 5033...) to improve installation practices, educate teams, and mitigate future risk.
- ▶ Having strict regulations and certifications / inspections may be seen as ‘over the top’ but reduce the probability of ‘cutting corners leading to a more safety minded industry, increasing reliability and plant performance.

Lets make Solar a safer industry!



THANK YOU



HQ (Newcastle) 22 Callistemon Cl,
Warabrook, NSW 2304

Brisbane 310 Edward St,
Brisbane City, QLD 4000

Melbourne Level 7, 99 King St,
Melbourne, VIC 3000

Adelaide Suite 1, Level 1, 12 Pirie St,
Adelaide, SA 5000

Sydney Level 32, 101 Miller St,
North Sydney, NSW 2060

Perth Level 2, 197 St Georges Terrace,
Perth, WA 6000

Devonport Suite 1/22 Edward Street,
Devonport, TAS 7310

General Enquiries p +61 1800 233 364
e mail@beeng.com.au
www.beeng.com.au

**24 / 7 Service
Support** P +61 1800 233 000



shoals
INVENTING SIMPLE®

Safety by Design

Prefabricated EBOS for Smarter, Longer Lasting Solar & BESS Projects

December 2025



Agenda & Our Speaker

We will discuss:

- Shoals: who we are and why we are a trusted voice in the industry
- Solar and storage trends in AUS
- What's EBOS and why it's critical to project success?
- Traditional EBOS design challenges
- How prefabricated EBOS can ensure safety and longevity of installations



Aaron Zadeh

**Country Manager
Australia, New Zealand, & the Pacific
Shoals Technologies Group**

Aaron is focused on advancing innovative EBOS solutions for faster, safer solar and energy storage deployment in the region. He has 20+ years in global energy markets, including roles at Array Technologies, FIMER, ABB, and AGL.

Shoals Technologies Group

Three decades of experience and commitment to quality, transforming solar power industry



Shoals Technologies Group™ is a leading provider of electrical balance of systems (EBOS) solutions for utility-scale, commercial, and industrial solar PV and energy storage projects.



Founded in 1996 as a Tier 1 automotive supplier



Launched Solar EBOS in 2002



Debuted on the Nasdaq stock exchange in 2021 (SHLS)



PV magazine BoS award 2024 for 2kV solutions



SPW Top Products 2025 for BESS Recombiner

Sustainable Growth

Where we are and where we are going



Largest EBOS supplier worldwide with over **82 GW** under contract, in construction, and operating



Over **67 patents** issued and pending globally



Localised manufacturing across the globe, to suit local market needs by offering UL, IEC and AS/NZS standards products



GEOGRAPHIES SERVED



Sample projects from around the world at shoals.com/projects

Clean Energy Trends in Australia

Why DC power matters more now

94GW

**NEW CAPACITY
SOLAR & BESS**

54GW Solar & 40GW
BESS total new
capacity projected for
2025-2034

33%

**OF AUSTRALIA'S
ELECTRICITY**

Australia's electricity
generation from solar
by 2034 with a
national target of 82%
renewables by 2030

Why DC-Coupled Hybrid Solar is Growing

- Curtailment & negative pricing pressures
- Grid connection approvals
- Shift from optional BESS to essential
- Scalability of Major projects
- Higher efficiency
- Future-proofing with DC-based architectures e.g. Data Centers, EV Charging Depots, etc.

Australia's solar and energy storage development is accelerating with the government's push for stronger clean energy goals.

Critical Safety Issues

Key numbers to consider*

74%

OF CRITICAL SAFETY ISSUES

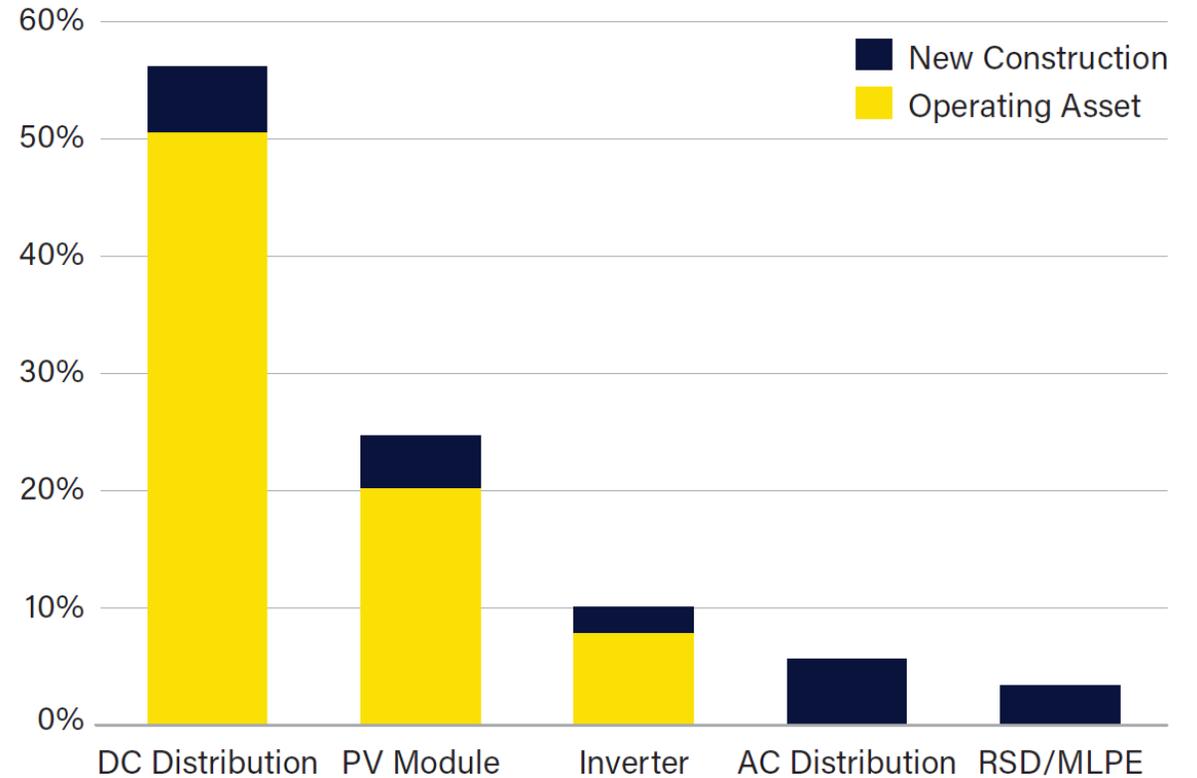
In solar PV systems are related to DC power distribution

57%

OF ALL FAILURES

In solar farms are directly related to connectors

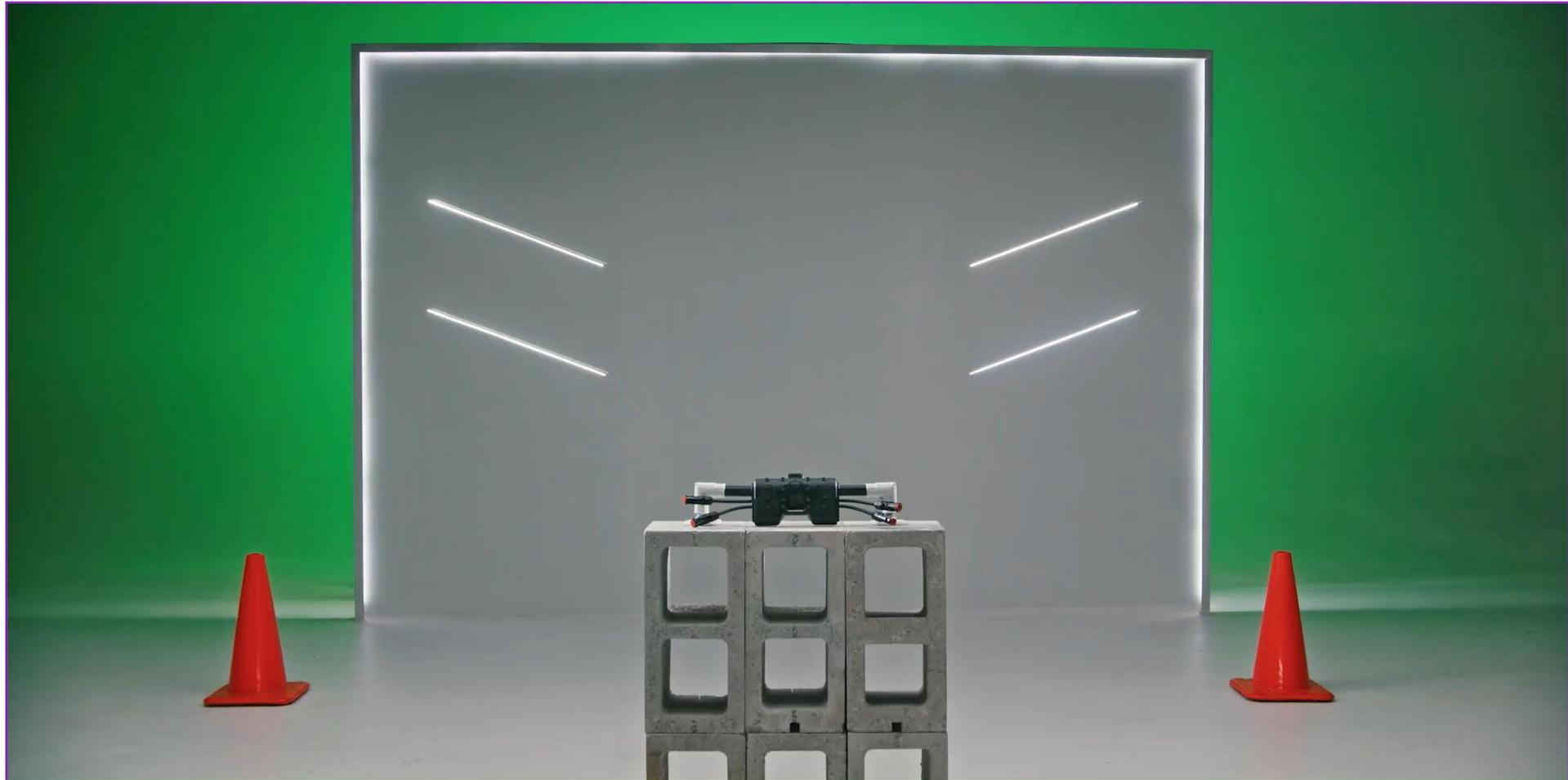
Critical Issues by PV System Location



By reducing wiring and connection points, Shoals prefabricated EBOS streamlines installation, future-proofing power generating assets and minimizing failure risks.

Shoals BLA Durability Test Video

A light-hearted take on the serious quality and safety behind our solutions



Why EBOS is Critical to Solar & Storage Project Success

EBOS is the backbone that connects solar panels to the grid, delivering safe, reliable, and efficient power

REASON	WHY IT MATTERS	IMPACT ON PROJECTS
Safety	EBOS includes wiring, connectors, and protections that prevent faults and fires.	Reduces electrical and fire risk and ensures compliance with safety standards.
Efficiency	High-quality EBOS minimizes power losses between panels, inverters, and the grid.	Better energy yield and overall system performance.
Reliability & Longevity	Durable, well-designed components withstand harsh conditions for decades. Shoals' EBOS designed for 30+ years ensures system life matches owners' increasing requirements.	Maximizes uptime and reduces O&M costs. Improves ROI and long-term asset value.
Scalability	Prefabricated EBOS systems are modular and repeatable.	Speeds up installation and improves scalability.
Cost Control	Fewer field terminations and less labor-intensive wiring reduce errors and delays.	Lowers construction costs and project risk.
Sustainability	Prefabricated, above-ground EBOS designs minimize waste, trenching, and material use.	Lowers environmental impact and supports cleaner, more responsible project development.

Decades of Experience Navigating the Energy Transition

Utility scale solar and battery energy storage solutions



We simplify the complexity of interconnecting the energy transition by moving assembly from the field to the factory, creating products with superior quality, reliability, and safety that can be installed by anyone.



SOLAR

- Big Lead Assembly (BLA)
- Cable Management Solution
- Homeruns, Interconnection & Extension Solutions
- Combiners & Recoiners
- Wireless Performance Monitoring
- Engineering & Design

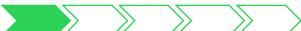
ENERGY STORAGE

- BESS Recoiners
- BESS Disconnect Switches
- BESS Wiring Solutions

Plug-and-Play EBOS for Every Layout

Building blocks for your next project

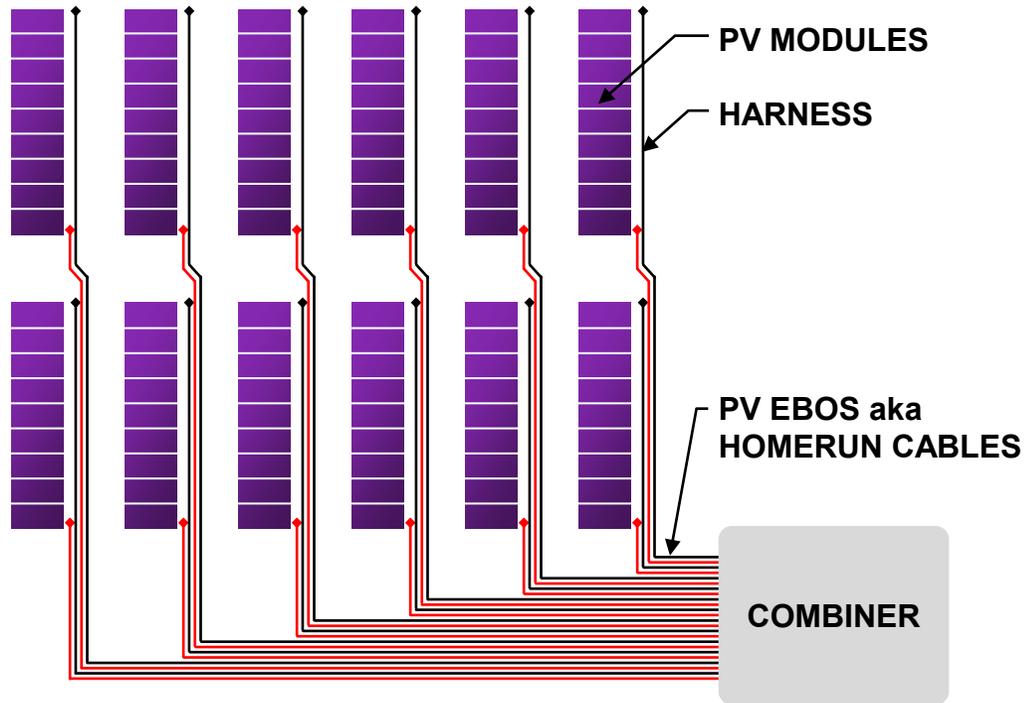
- KEY
- 1 Critical points
 - 2 Installation time
 - 3 LCOE

INDIVIDUAL HOMERUNS	HARNESS	HARNESS + SUPERJUMPER	DC TRUNK BUS BLA NORTH-SOUTH	DC TRUNK BUS BLA EAST-WEST
<p>STANDARD:</p> <p>Individual prefabricated homeruns + Combiner boxes (32A) (trenched)</p> <p>Suitable for any project type</p> <p>1 </p> <p>2 </p> <p>3 </p>	<p>HIGH CURRENT:</p> <p>Harness + High current combiner box (65A) (trenched)</p> <ul style="list-style-type: none"> ▪ Copper usage reduction <p>Suitable for any project type</p> <p>1 </p> <p>2 </p> <p>3 </p>	<p>LONG ROWS:</p> <p>Harness + SuperJumper + High current combiner box (above ground & trenched)</p> <ul style="list-style-type: none"> ▪ Minimise copper usage <p>Suitable for any project type</p> <p>1 </p> <p>2 </p> <p>3 </p>	<p>LONG ROWS:</p> <p>DC trunk bus (mini BLA) + Super combiner box (above ground & trenched)</p> <ul style="list-style-type: none"> ▪ Minimise copper usage <p>Suitable for any project type</p> <p>1 </p> <p>2 </p> <p>3 </p>	<p>BLA EAST-WEST:</p> <p>DC trunk bus (BLA) + Disconnect box (above ground & trenched - EoR)</p> <ul style="list-style-type: none"> ▪ Minimise copper usage <p>Suitable for regular shape projects</p> <p>1 </p> <p>2 </p> <p>3 </p>

Factory made – all connections guaranteed | Plug & Play | Cut to length | No electrical labour needed

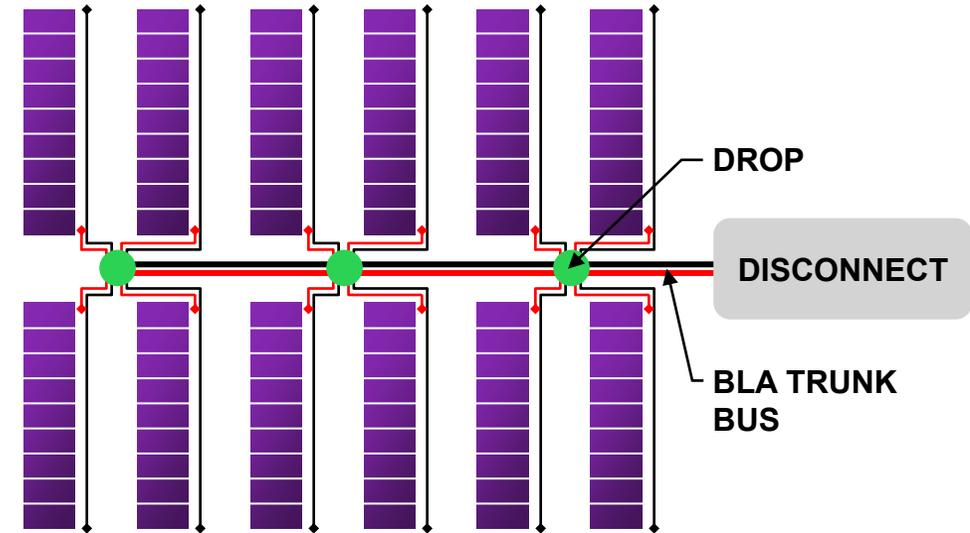
EBOS Combiner Solution vs. BLA

PV EBOS & Combiners



- Harnesses connect to **individual** homerun cables running to the combiner box.
- Homeruns are typically **trenched** below ground.
- In-line fuses are housed on the harnesses, and in the combiner.

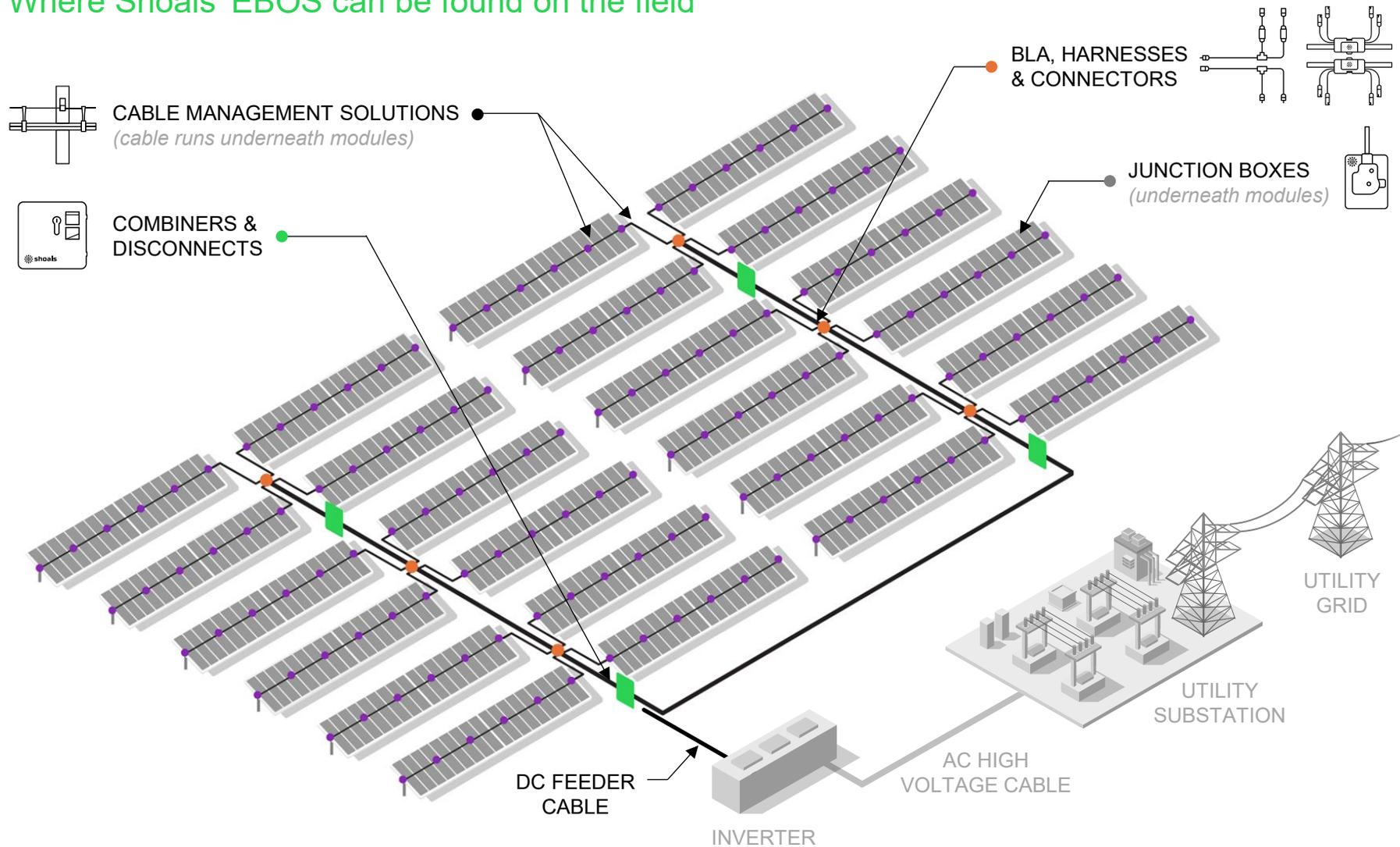
BLA



- Harnesses connect to “**drops**” on a **BLA cable** that runs to the disconnect box.
- BLA runs **above ground** along a messenger cable.
- In-line fuses are housed in the harnesses.
- BLA typically runs middle-of-row but can be configured end-of-row.
- New offerings: mini BLA (runs N-S along tracker for unobstructed rows) and Long Tail BLA (used with clustered LBDs).

EBOS for Utility-Scale Solar

Where Shoals' EBOS can be found on the field



● BLA TRUNK BUS



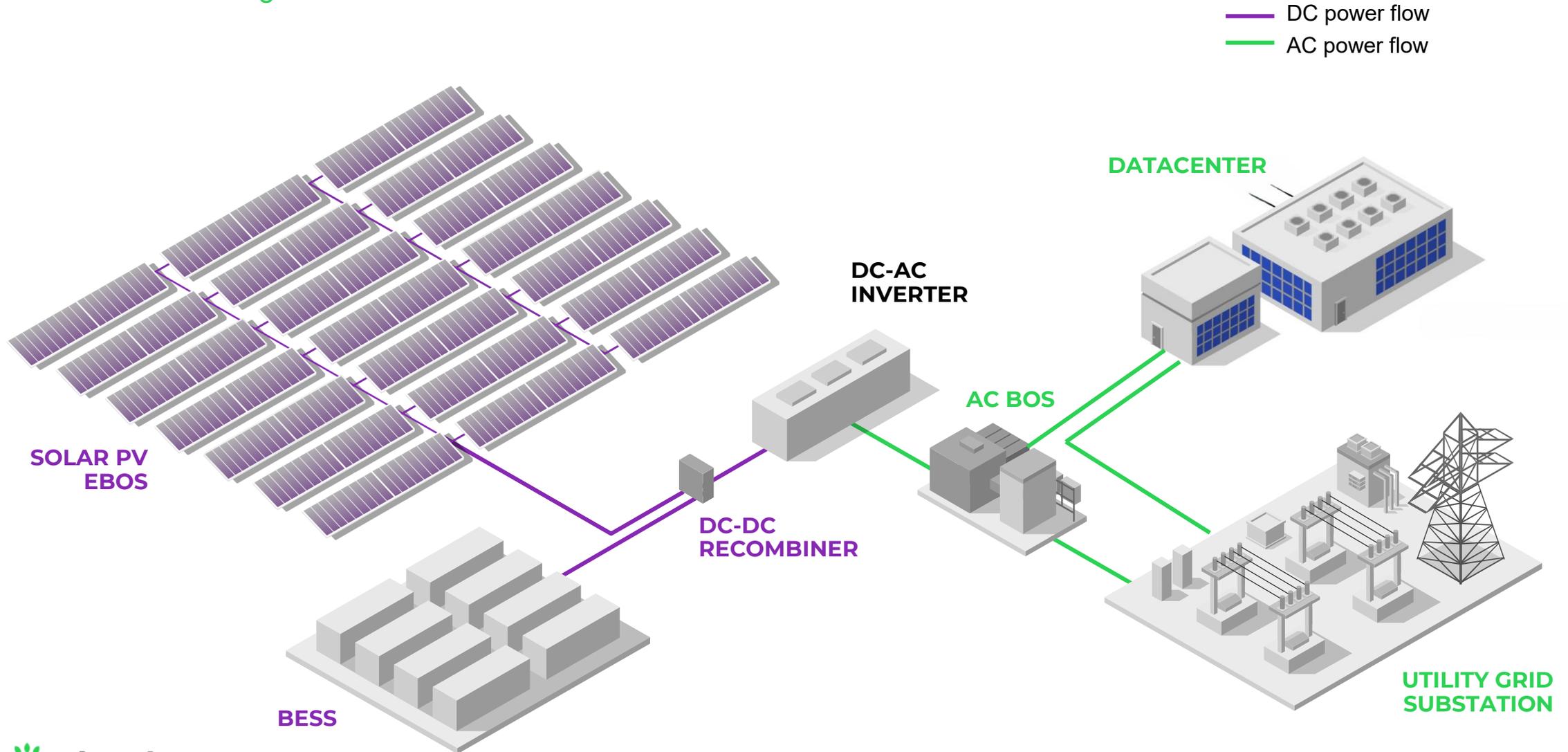
● DISCONNECT BOX



● CABLE MANAGEMENT SOLUTION

EBOS for Solar + Storage

Where to find storage solutions like BESS Recombiner on the field



Traditional EBOS Systems Present Big Challenges

Driving low quality & reliability



CHALLENGE

1

Redundant wiring wastes time and materials

- Every string requires two wire runs
- Same distances covered multiple times
- Multiple intermediate interconnection points (combiner boxes)



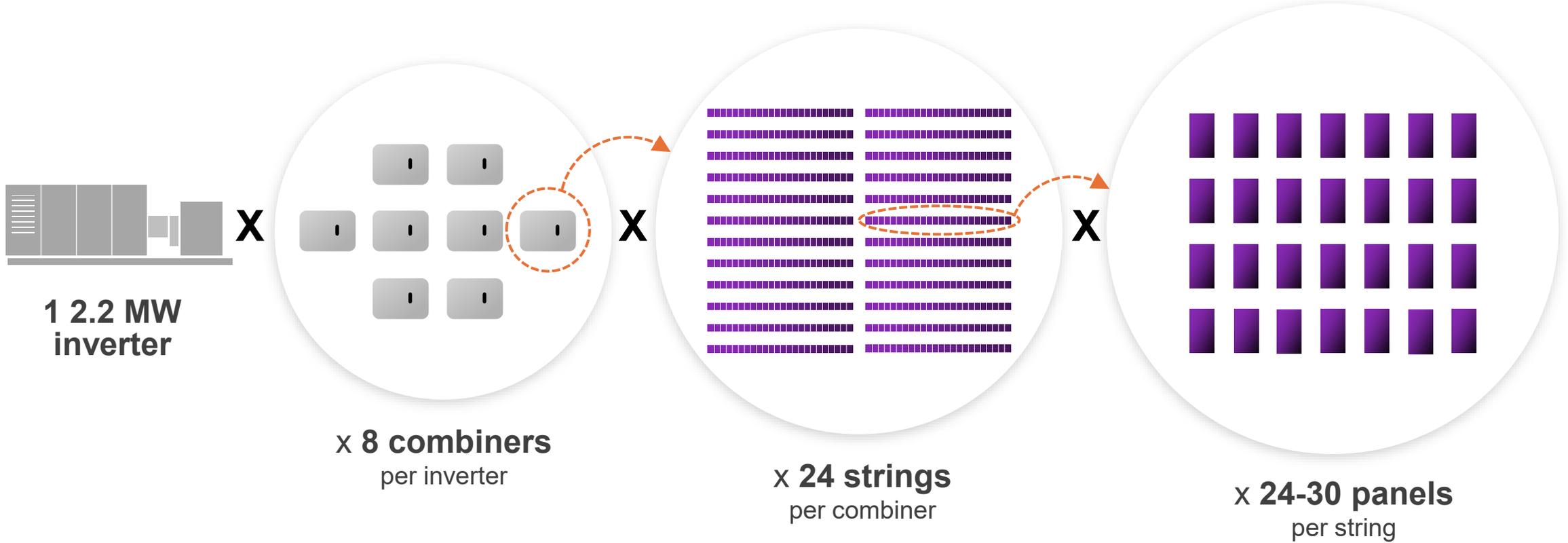
CHALLENGE

2

Field work creates quality control issues

- Connectors fabricated onsite
- “Crimped” connections prone to faults
- Systems vulnerable to human error
- Significant rework

Traditional Homerun EBOS Requires Thousands of Wire Runs and Connections



= 400 wire runs with 2,192 connections for every 2.2 MW inverter!

Innovative Design Enables Less Material & Fewer Connections



Significantly reduces wire runs

- Strings combined in the row
- 67% fewer string runs
- 95% fewer inverter runs

Eliminates combiner boxes

- Direct connections between components
- Inline fusing
- No complex wiring

Improves safety and longevity

- Fewer touch points and connections - fewer opportunities for error & failures

Field Work Leads to Long-term Quality Control Issues

Exposure to weather elements and human error



PULL
wire out and cut
it to length



MEASURE
length to expose
copper wire



STRIP
cable jacket by hand



CRIMP
on the appropriate
end (+/-) and torque
plastic housing



INSPECT
work for any defects



INSTALL
finished product
down the row and
into the combiner box



Moving Fabrication to the Factory

Mitigates safety, reliability, and maintenance risks



Increases safety & reliability

- Pre-terminated connectors
- Fully automated factory fabricated
- Reduction in failure points
- Best welding technology globally
- Custom built machinery technology

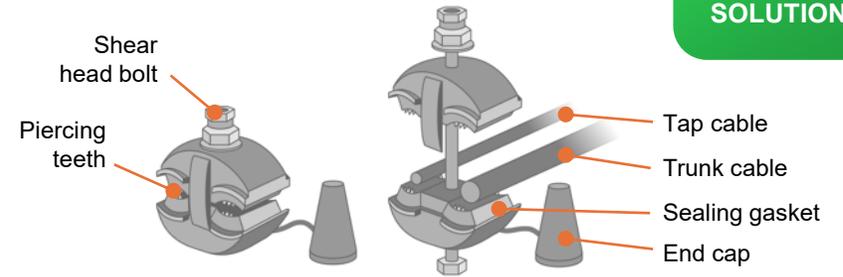
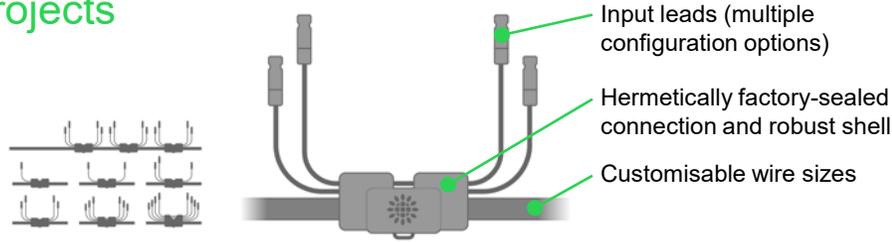
Reduces maintenance requirements

- Everything above ground & accessible
- Less potential for installation errors
- 83% fewer connection points to maintain



The Safer Choice

BLA vs. IPCs in solar projects



Shoals BLA	
Manufacturing & Design 	✓ Factory fabricated with innovative, patented undermold/overmold design
Testing 	✓ Overperforms in wet hipot testing by 10X
Installation 	✓ Easy installation – no need for skilled labour, clean environment, special tools, or gel
PV Standards Compliance 	✓ Fully compliant – includes UL 9703 PV assembly or harness and UL 6703 connector
Risk Of Failure 	✓ Long-term risk is reduced with factory fabrication and testing
Design Life 	✓ Proven 35+ years design life of Shoals' solutions

IPCs	
	Field fabricated with piercing and insulated with gel or dry clamshell
	Underperforms in wet hipot testing by 10X
	Complex installation – dependent on skilled labour, clean environment, and other factors
	Solar PV UL standards are not guaranteed
	Increased risk from lack of field testing and greater exposure to heat, moisture, and oxidation
	Unclear design life

Shoals Design Life

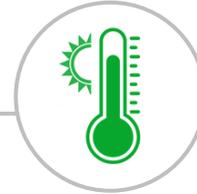
Built for long-term performance, our solutions last the lifetime of your project



UV Exposure

Shoals utilises high irradiance, **direct UV exposure** test conditions for wire, wire harnesses, and BLA

Key mechanical and electrical criteria are measured to confirm degradation does not exceed regulatory limits



High Temperature

Shoals uses industry (IEC, IEEE) best practices to calculate **lifetime** of materials based on extreme temperature testing

Key mechanical criteria are measured empirically, and hours of life are calculated based on Arrhenius equations



Water Ingress

Shoals demonstrates the **IP68 seal** of its products through weeks of submersion (vs. hours for most companies), far exceeding IEC standards

Key electrical criteria are validated through submerged hi-pot testing, exceeding regulatory limits

Shoals environmental testing exceeds safety oriented regulatory standards to confidently deliver solutions with design life exceeding 35 years

How to Reduce Installation Risk and System Failures

Integrate Shoals' prefabricated solar and BESS solutions early in project design

Common Risks in Traditional Installations	Solutions from Shoals
Too many cables and terminations increase the number of potential failure points.	Fewer cables and terminations simplify installation and lower fire risk.
Field crimping and manual assembly like with IPCs lead to inconsistent quality and human error and lead to safety risk over time.	Prefabricated, factory-tested solutions ensure uniform quality. Over-/under- mold design reduces variability and improves long-term safety & reliability.
Below-ground wiring is exposed to moisture, corrosion, and termites.	Above-ground architecture avoids soil and pest damage and allows easy inspection.
Unsealed connectors allow water ingress, causing corrosion and short circuits.	Over- and under-molded IP68-rated connections prevent water ingress and long-term degradation.
Multiple connection points raise risk of electrical faults and system downtime.	Integrated trunk and harness systems reduce points of failure and enhance overall safety.

Critical Safety Issues

Key numbers to consider*

74%

OF CRITICAL SAFETY ISSUES

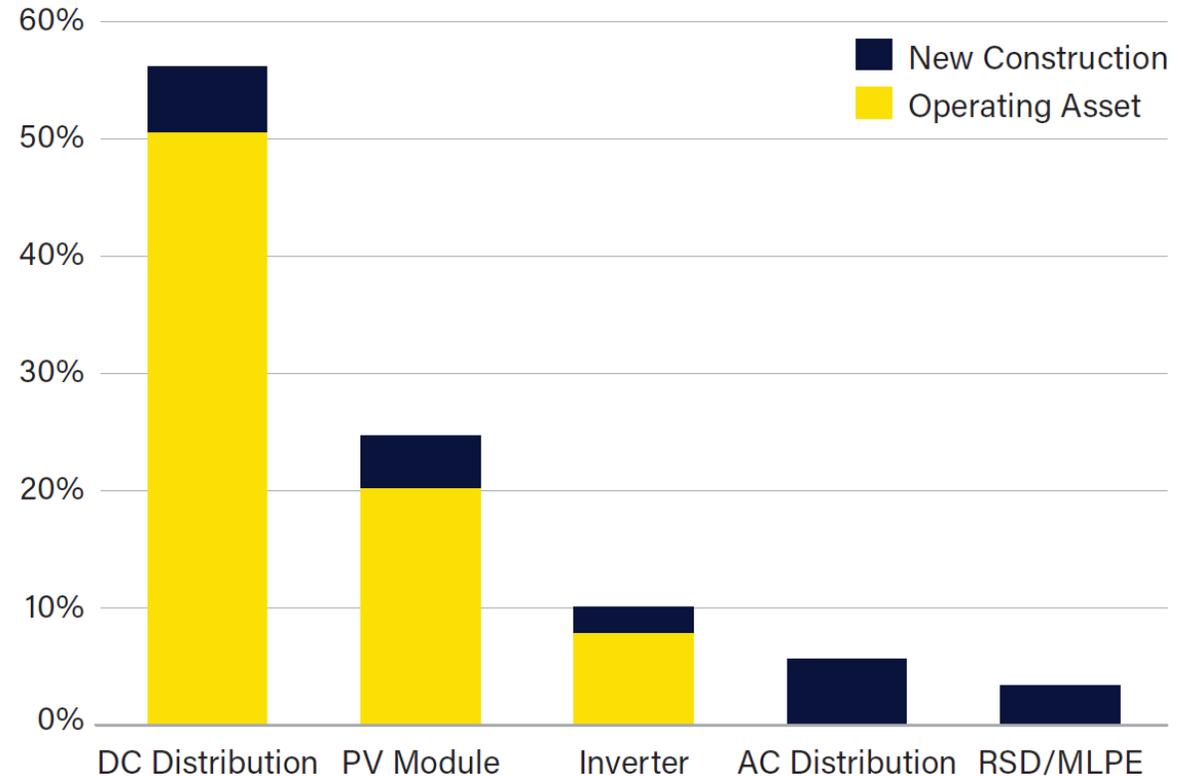
In solar PV systems are related to DC power distribution

57%

OF ALL FAILURES

In solar farms are directly related to connectors

Critical Issues by PV System Location



By reducing wiring and connection points, **Shoals** prefabricated EBOS streamlines installation, future-proofing power generating assets and minimizing failure risks and potential **insurance events** over their lifetime.

How to Optimize Your BESS and BESS + Solar Projects

Choose the right partner with BESS solutions and clean energy expertise



Integrate BESS Solutions Early in Project Design

- Make BESS solutions a key component from the outset to ensure maximum standardization and reduce variability.
- Reach out to your trusted EBOS partner early for seamless integration of plug-and-play solutions in your project.



Leverage Shoals' Expertise for an Optimal Project Layout

- Submit your drawings for our review and recommendations
- Value-add design and engineering capabilities deliver optimized site layouts



Our Solutions for Projects in Australia and New Zealand

Our products stand up to the heat

Darlington Point, NSW AUS

The 333MWdc/275MWac Darlington Point Solar Plant in the outback deserts of Australia, is the largest solar project in the country, producing enough electricity to meet the needs of more than 115,000 NSW homes.



North Star Junction, WA AUS

Located 145 km south of Port Hedland, the NSJ 100 MW Solar Farm is part of the renewable energy ecosystem supporting FMG's Pilbara operations, reducing emissions by up to 180,000 tones of carbon dioxide equivalent each year.



Te Puna Mauri, Ruawai NZ

Located in Ruawai, Northland, Te Puna Mauri ō Omaru is New Zealand's first large-scale community-owned solar farm. The \$25 million project powers 3,000 homes each year, with stage two set to grow its impact.



Q&A



Aaron Zadeh

Country Manager, ANZ & Pacific
Shoals Technologies Group

Aaron.Zadeh@shoals.com



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Q&A



Bella Peacock

Editor
pv magazine



Aaron Zadeh

Country Manager for Australia,
New Zealand and the Pacific
Shoals Technologies Group



Anqi Shi

Principal Research Analyst -
Renewables Markets
S&P Global Commodity Insights



Bruno Martins

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11:00 am – 12:00 pm EST, New York City
5:00 pm – 6:00 pm CET, Berlin, Madrid, Paris

Wednesday, 10 December 2025

12:00 pm – 1:00 pm EST, New York City
6:00 pm – 7:00 pm CET, Berlin, Madrid, Paris

Many more to come!

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