

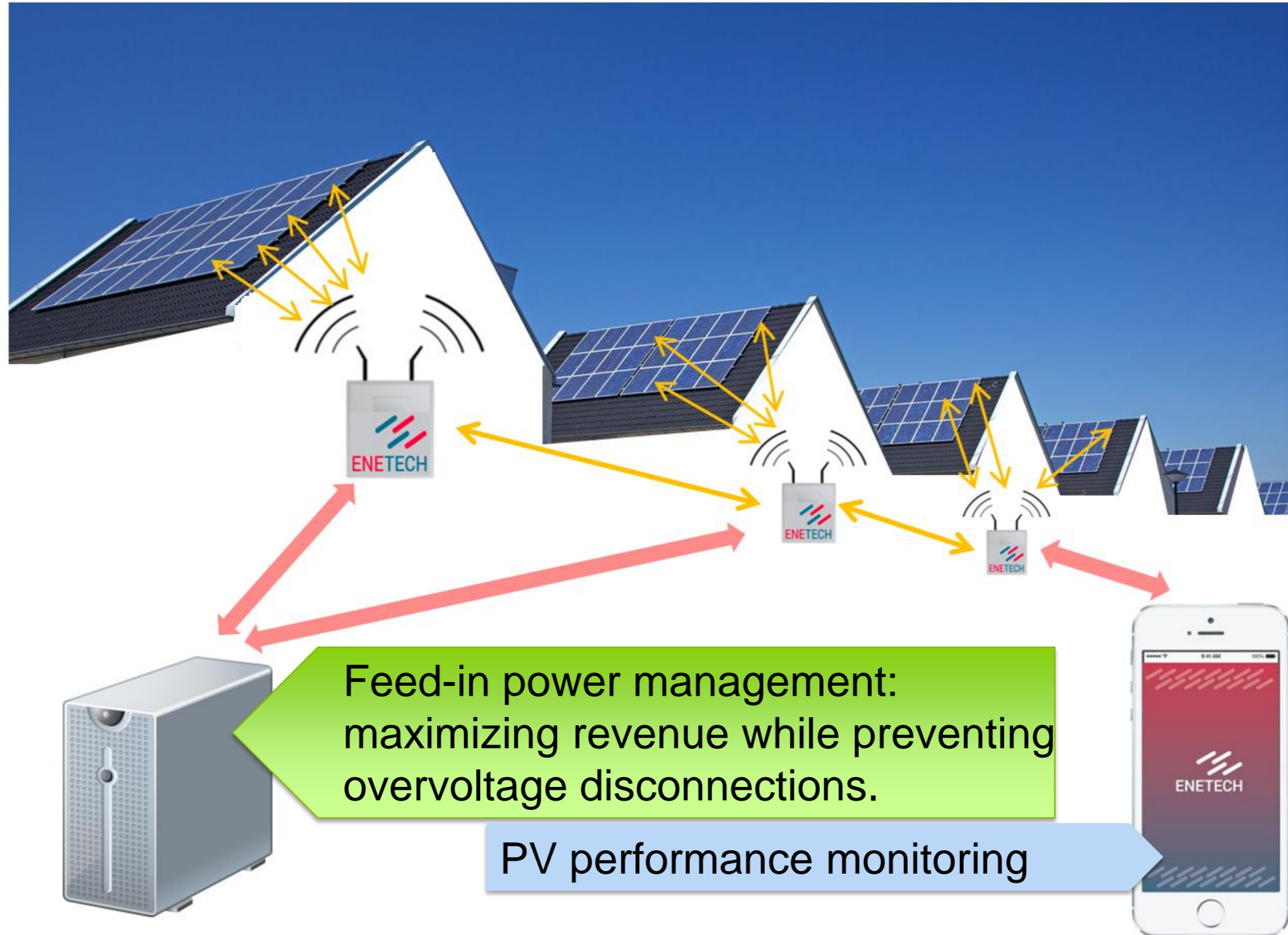
Grid Support Gateway

How to Enable Smart Grid in a Fastest Growing PV Inverter Niche

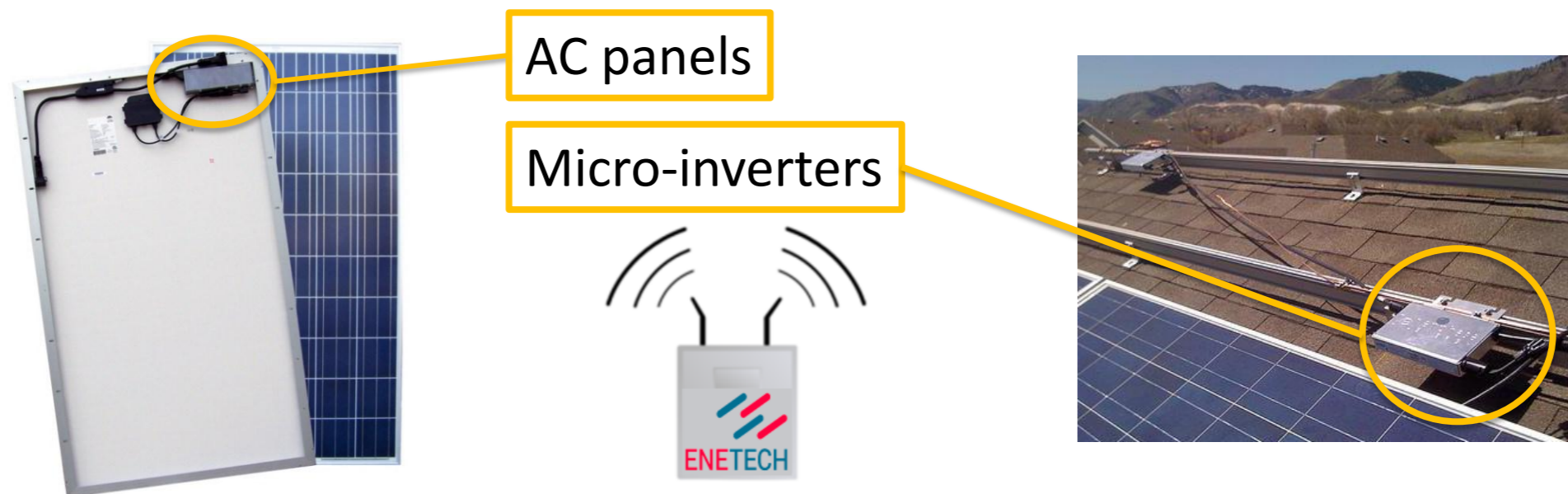


Ognjen Gagrica, MSc, *Enetech Project Engineer*
21 October 2015, The Business Booster, Berlin

Monitoring and Control Hub for PV Panels



Suppliers of Panel-level Power Converters



KPMG	2014	2015	2016	2017	2018	2019
European micro-inv. market (€ millions)	0,733	1,060	1,674	2,261	2,890	3,748

IHS: Worldwide market value expected to reach US\$1 billion by 2019

Aggressively competitive market driven mainly by:

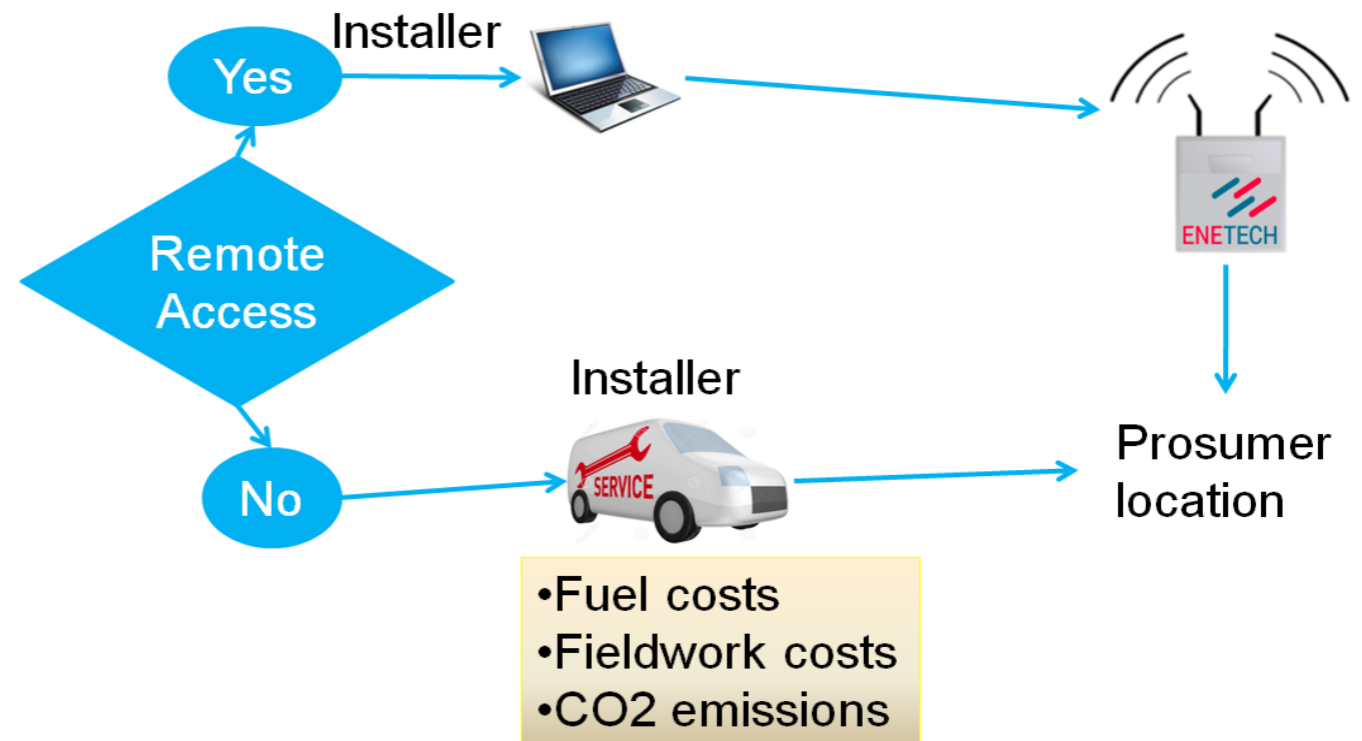
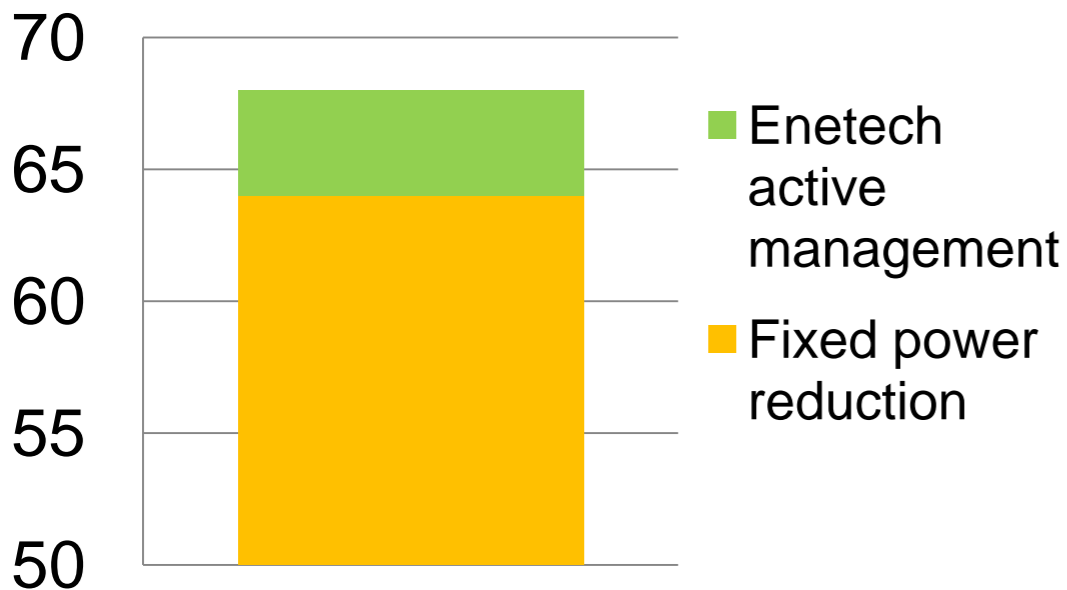
- Lowering production cost
- Increasing energy harvest efficiency
- Increasing reliability

Benefits of using Grid Support Gateway

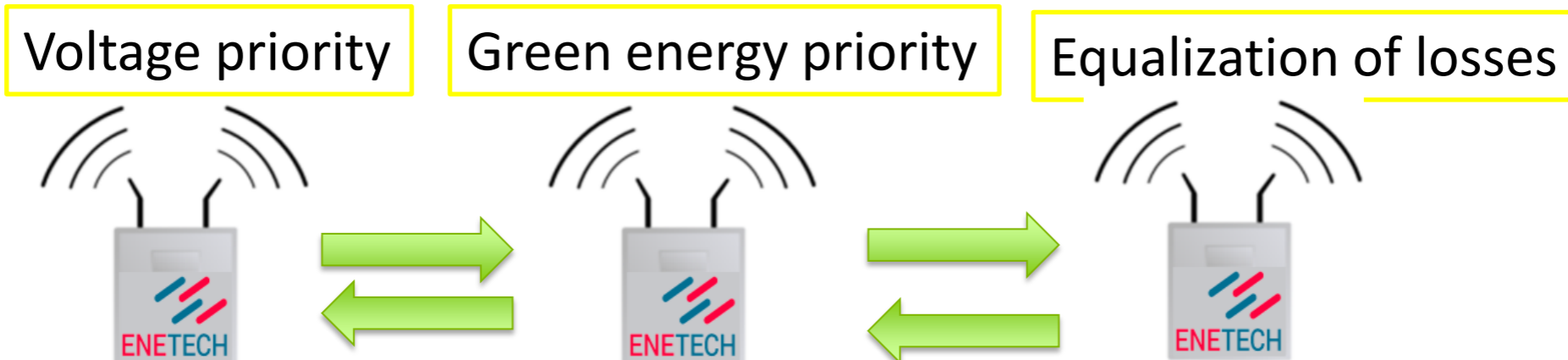
Prosumer benefit

Retrofit-friendly

Yearly cost of feed-in management (EUR)



Wide area remote control strategies for DSO







Profit Projections (EUR)

Investment 200,000	2018	2019
Micro-inverter market in Europe [MW]	2,889.51	3,748.42
Enetech market share [MW]	16.76	21.74
Number of sold units	4,189.79	5,435.21
Unit price	200.00	200.00
Profit margin	100.00	100.00
Profit	418,980	543,521

In the first year of selling we are able to more than double the ROI.

Thank you Any questions?

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