



# Segen Showcase

July 2023

Sandy Woodward –General Manager, Solis Europe



# NO.3 PV inverter supplier globally\*

2022 UK Record Year

1.2GW Shipped to UK

Total Shipments ~27 GW Globally

Source: IHS Markit (S&P Global)  
2021 Shipments

10<sup>th</sup> Year!

2022 surpassed 1GW with Segen

2022

String Inverters total sales 405Mw - Solis share 77%

Hybrid Inverters total sales 118Mw - Solis share 59%

2023 to date

String Inverters total sales 205Mw - Solis share 82%

Hybrid Inverters total sales 64.5Mw - Solis share 43%



Segen

2022 vs 2023



# 2022 vs 2023

Availability, Service, New Sectors, Product

# Solis @ Intersolar 2023 – what a week! A lot of exciting products...



WELCOME TO SOLIS

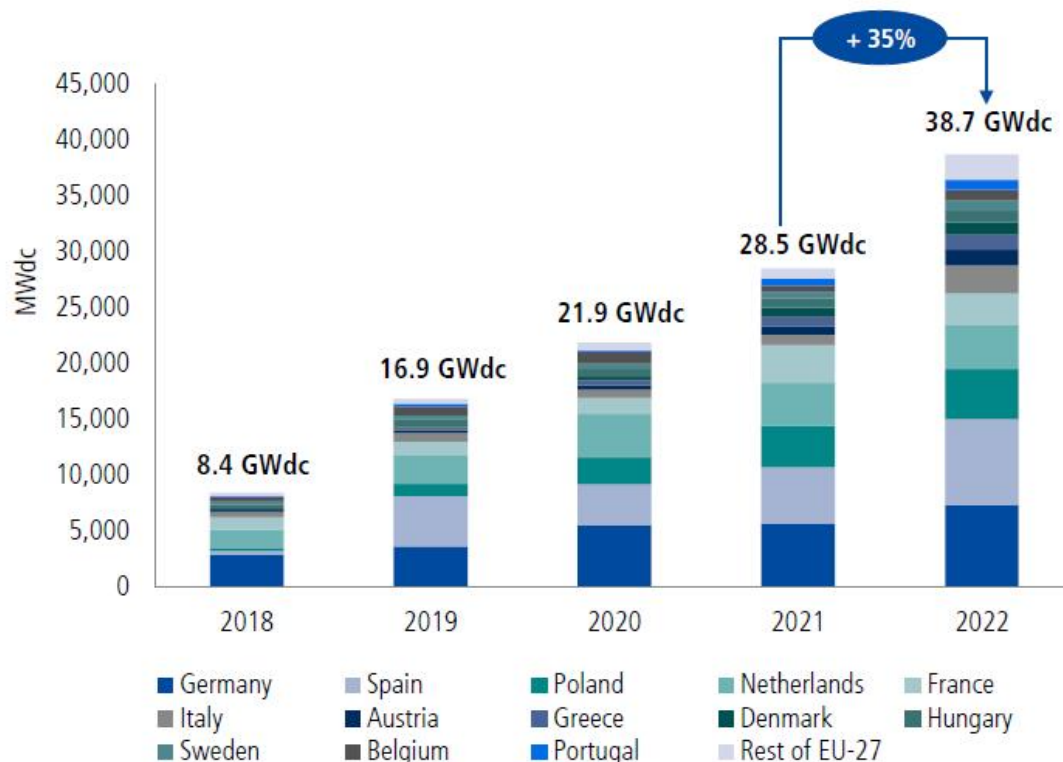
Leading to a lot of exciting conversations...



# The European Solar Market



Newly installed PV capacity 2018-2022 (MWdc)



EUPD Research

smart.energy.intelligence.

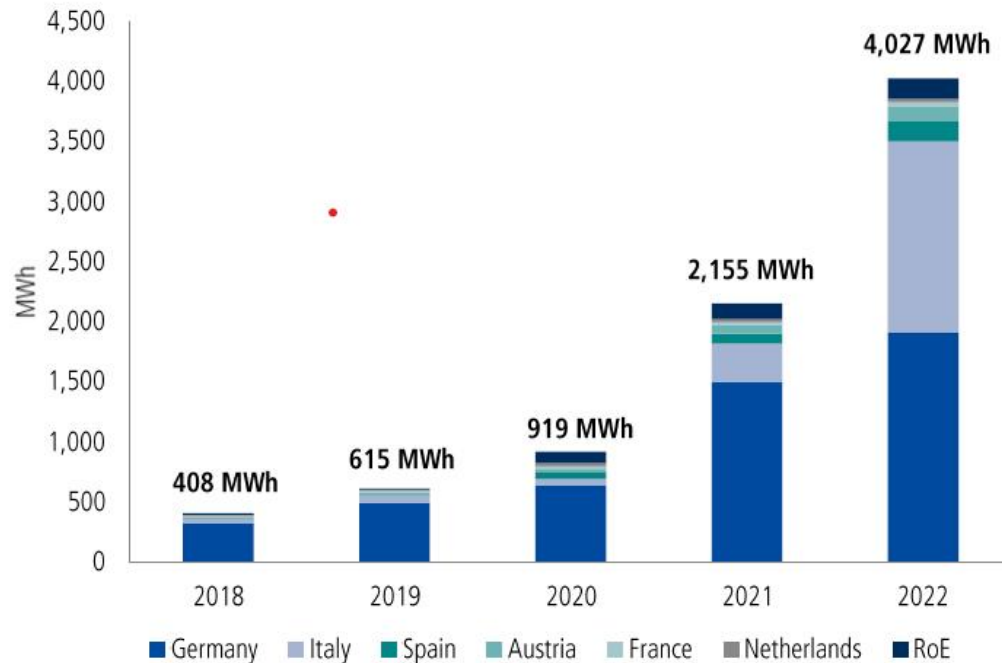
2022 was a record year for EU PV installations with a total of around **39 GWdc** installed. **+35% Y-o-Y.**

**Spain** followed by **Germany, Poland, Netherlands and France** were the top 5 PV markets in the EU

Spain was the largest PV market in Europe installing around **7.7 GWdc** in 2022

## Residential storage market overview – EU-27

Annual installed capacity 2018-2022 (MWh)



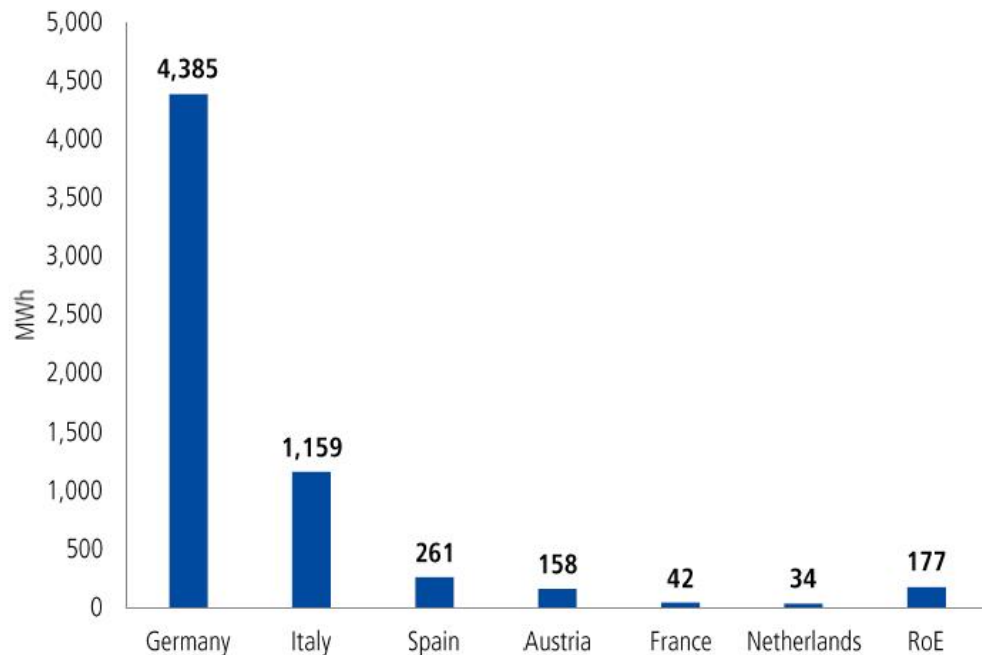
**Germany and Italy** lead the EU's residential storage market with progressive policies

In 2022, **Germany and Italy** installed **1,914 MWh** and **1,534 MWh** of residential storage capacity, respectively



## Residential storage market forecast – EU-27

Newly installed capacity (MWh) | 2023F



**EUPD Research**

smart.energy.intelligence.

### Residential Storage Will Continue To Surge

Continued growth, with Germany and Italy leading the way.

These countries are expected to see a surge in the adoption of home energy storage systems as renewable energy and decentralization efforts gain momentum

# New Solis HQ and Factory



**State of the Art new Factory**

**40GW Capacity today**

**80GW Capacity Q3 2023**



# Local Support



# Solis Europe Team..



# Who is Who in the UK Team?



## Your Sales Team....



**SEAN COLLIER**  
UK & Ireland Country Manager

Pricing  
Availability  
Etc



**JOANNE KILLEN**

Sales Support UK

# Who is Who in the UK Team?

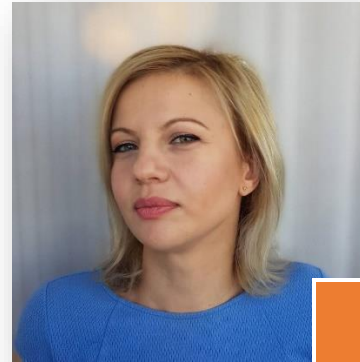


## Your product and “pre-sales” experts....

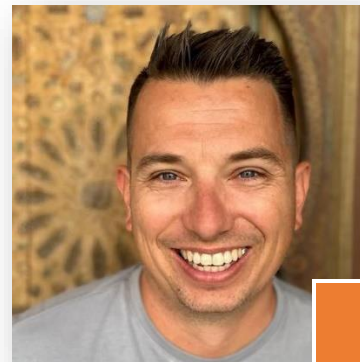


**MATT McCRIMMOND**  
UK Product Solutions Specialist

Pre sales  
System Design  
Compatibility  
Etc.



**CARMEN DUMITRESCU**  
Europe Product Solutions Manager



**TRAVIS SNYDER**  
Europe Product Manager

# Installer Training Sessions



- Offered via **online webinar** or via **'hands on'** at our Liverpool training centre
- Reach out to us at [etraining@solisinverters.com](mailto:etraining@solisinverters.com)



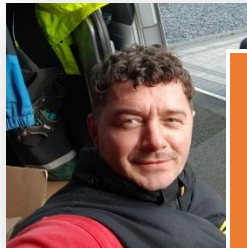
# Who is Who in the UK Team?



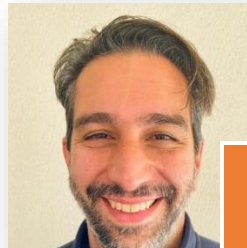
## Your UK service support team



**KEN**  
Service Team  
Manager



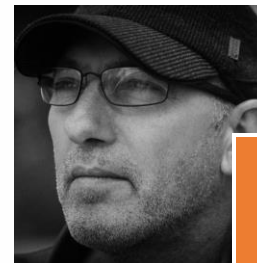
**DAVID**  
Technical  
Support &  
Product  
Testing



**DIEGO**  
Technical  
Support



**JACK**  
Technical  
Support

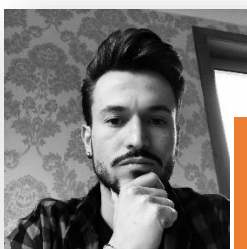


**Arie**  
Technical  
Support

X 4 MORE



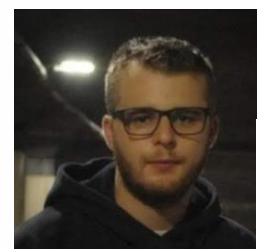
**ERIC**  
Technical  
Support



**DOMENICO**  
Technical  
Support



**TOBY**  
Technical  
Support



**Alex**  
Technical  
Support



## Phone/Ticket Technical Support by Country –

We have strategically hired over 40 Technical support staff in the past 12 months to help across Europe as each market grows.

- United Kingdom – 12 x members of staff
- Germany – 4
- France – 3
- Spain – 4
- Italy – 4
- Poland – 2
- Benelux – 4
- Turkey - 2
- Sweden – 1
- Norway – 1
- South Africa – 2

Recruitment continues in 2023 and beyond!



# Useful Resources



1

Knowledge base:  
<https://solis-service.freshdesk.com/support/solutions>



Solis Inverters  
Knowledge base

2

After Sales Ticketing system  
<https://solis-service.solisinverters.com/en/support/tickets/new>

3

Installation and instructional videos  
<https://www.youtube.com/channel/UCJClMV7HjOIRq4g9s9iu2Rw>  
<https://www.youtube.com/channel/UCgs0i-GB7xCKUAsJzVBZ1eQ>



Solis Europe  
YouTube Channel

4

Certificates and user manuals  
<https://www.solisinverters.com/uk/downloadcenter.html>

5

Design Tool  
<http://design.soliscloud.com/login>



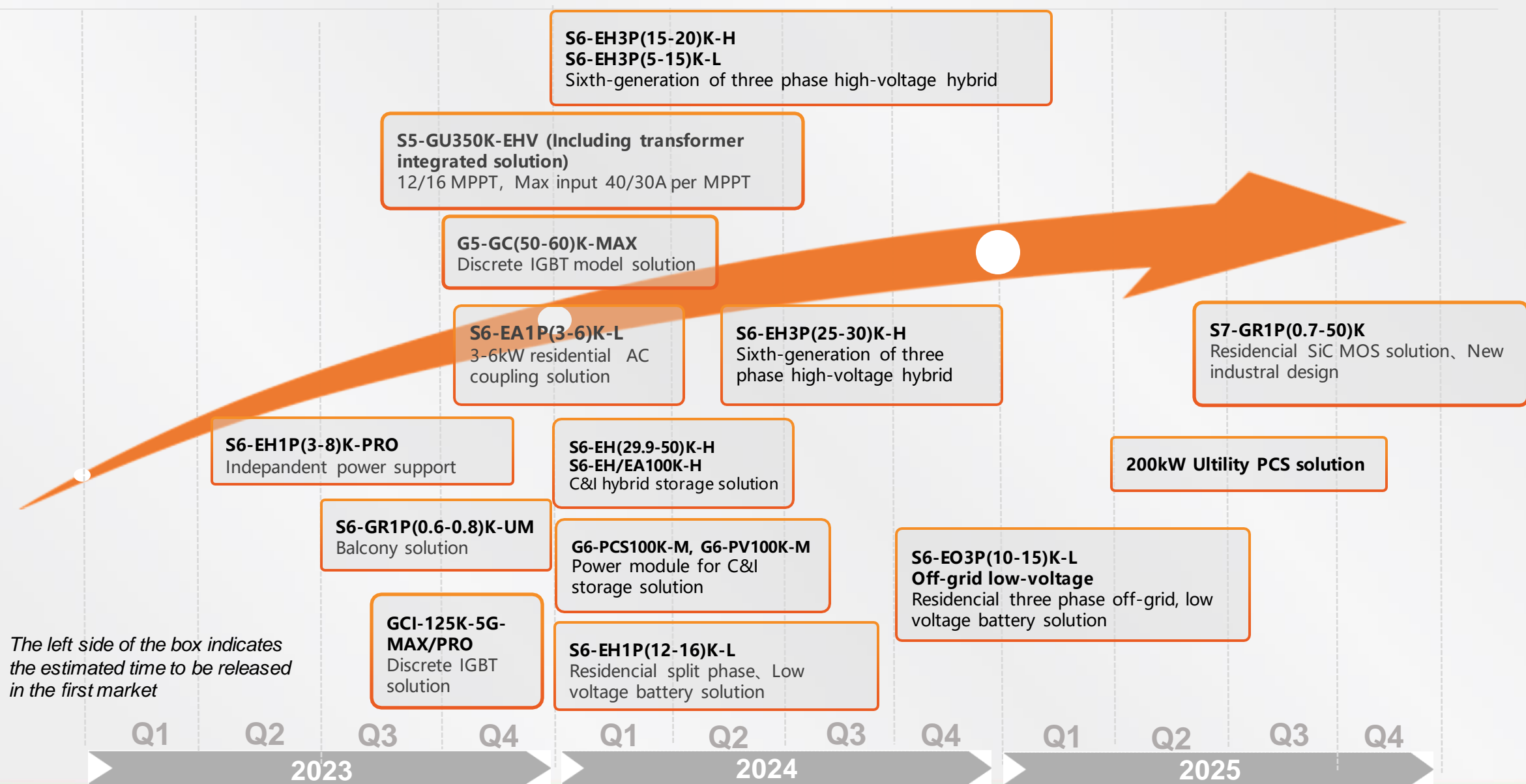
Solis Europe  
Ticketing Service



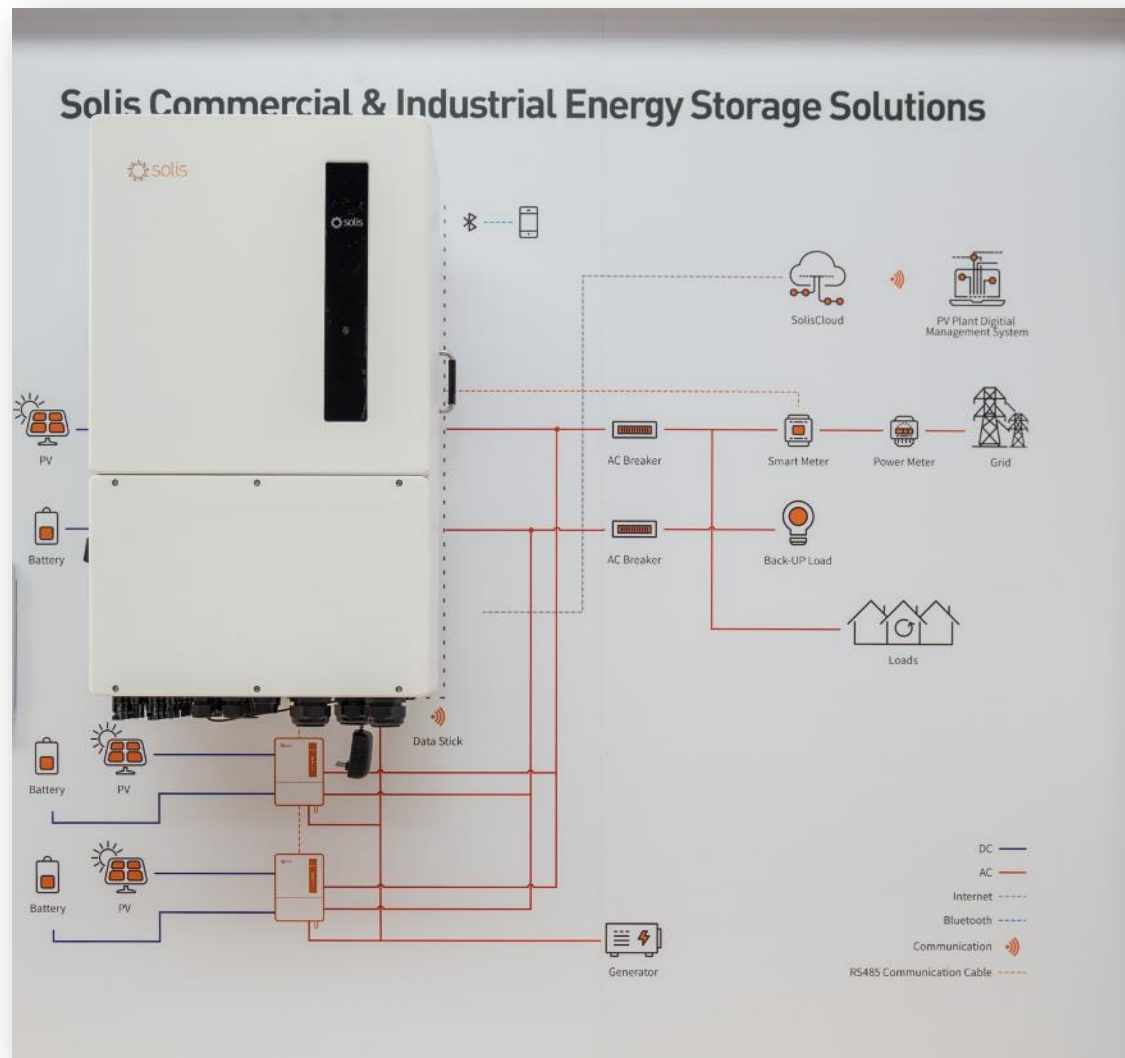
# New Products



# Solis 2023-2025 Product Road Map



# NEW Solis C&I Hybrid Inverter



- **29.9kW – 50kW**
- Integrated 4 MPPTs and string current up to 20A
- Up to 120A max charge/discharge current
- Supports peak shaving control in both "self-use" and "generator"
- Supports 3 phase unbalanced and half-wave loads on both the grid and backup port
- Generator connectivity
- 6 units can be connected in parallel for on-grid and off-grid operation
- Horizontal Integration



**Thank you**

