

# Unlocking Solar for the Multi-Unit Market

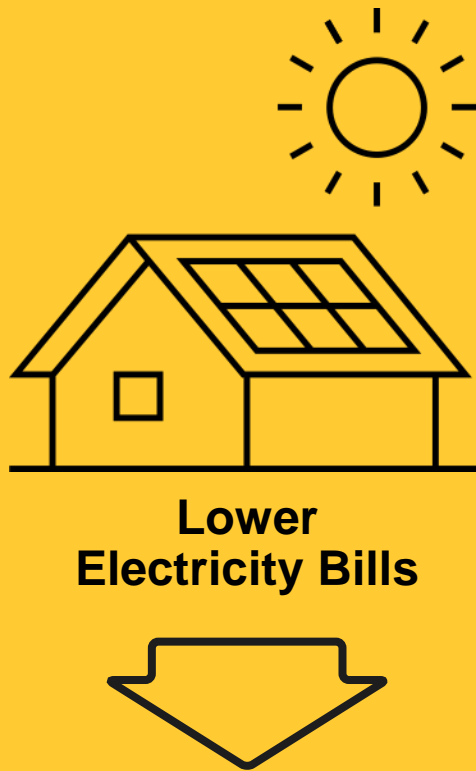
Jack Taylor – Head of Business Development

[jack@allumeenergy.com.au](mailto:jack@allumeenergy.com.au)

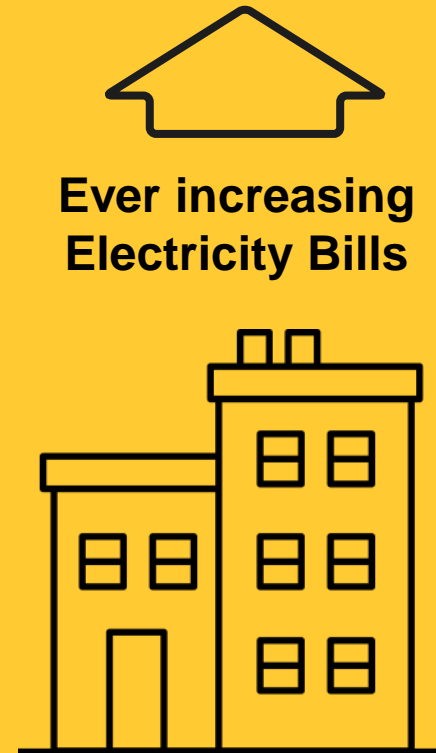


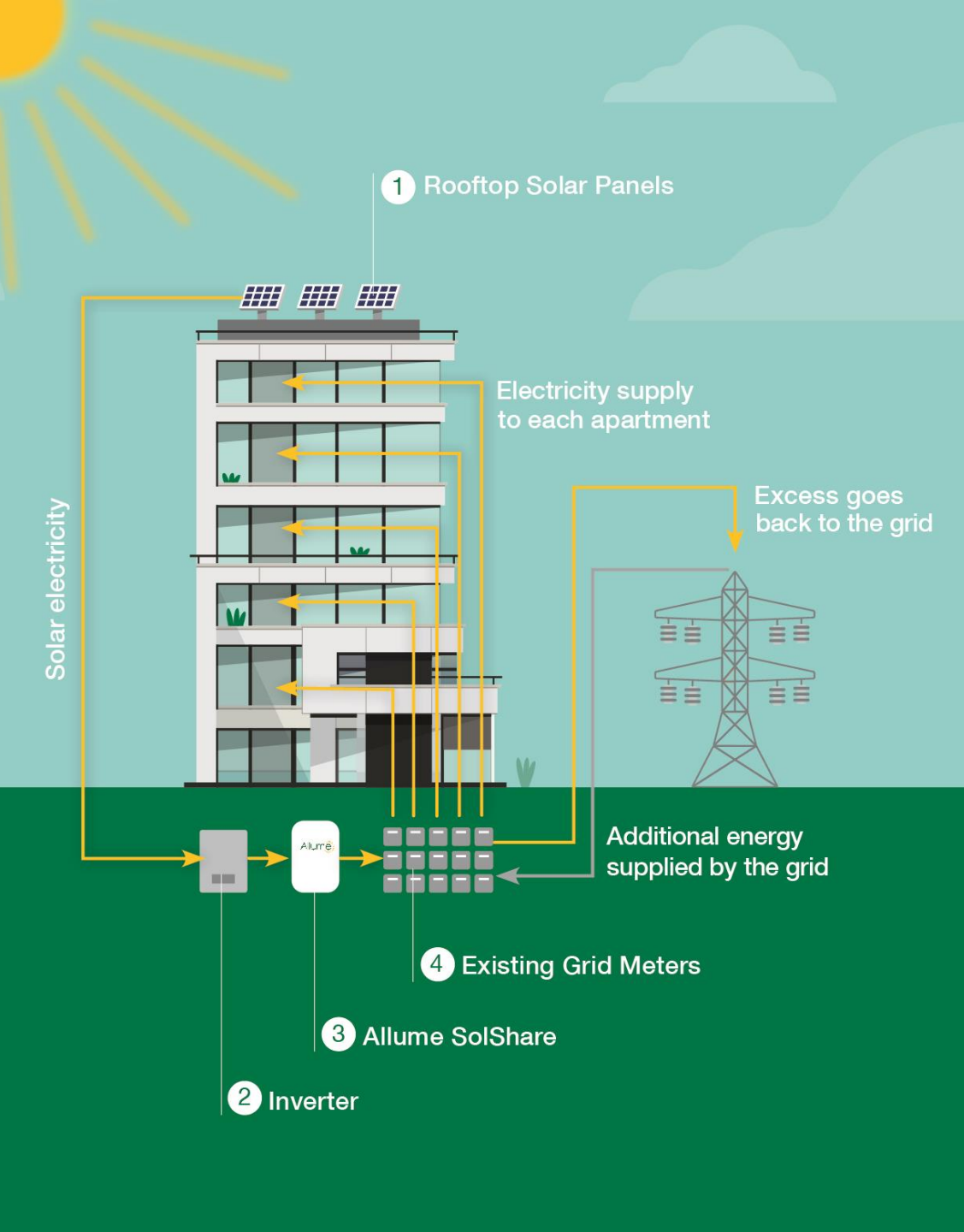
# The Solar Disparity Gap

Stand alone buildings enjoy the numerous benefits of solar



Multi-unit buildings are missing out





# The SolShare System

- The world's first behind-the-meter solar sharing solution
- Shares solar to multiple units that share a roof
- Customers stay on the NEM
- Commercial, residential or mixed
- Capex or no upfront cost model



# SolShare Markets

- Existing Apartment Buildings
- New Build Apartments
- Community Housing Providers
- Not for Profits
- Commercial buildings

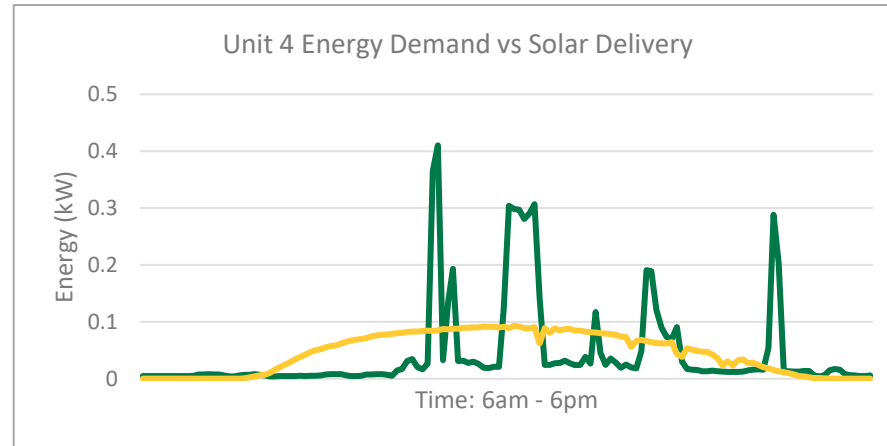
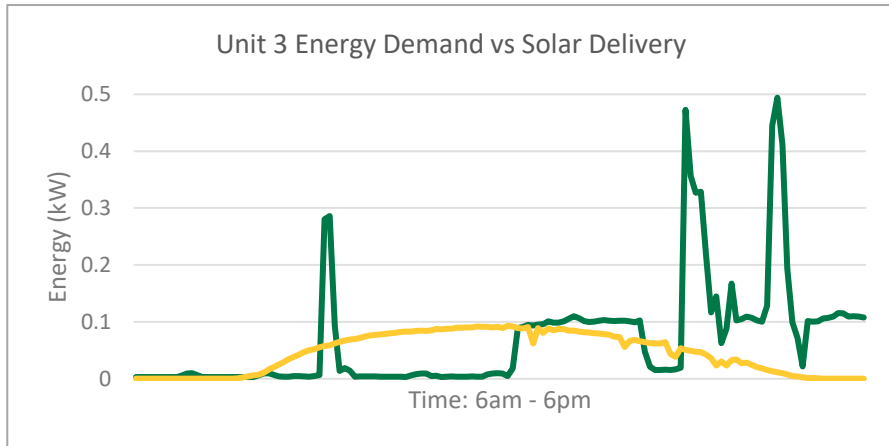
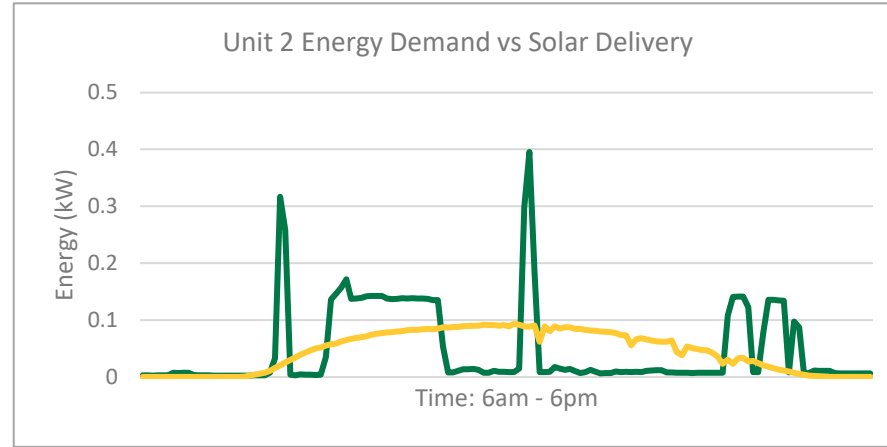
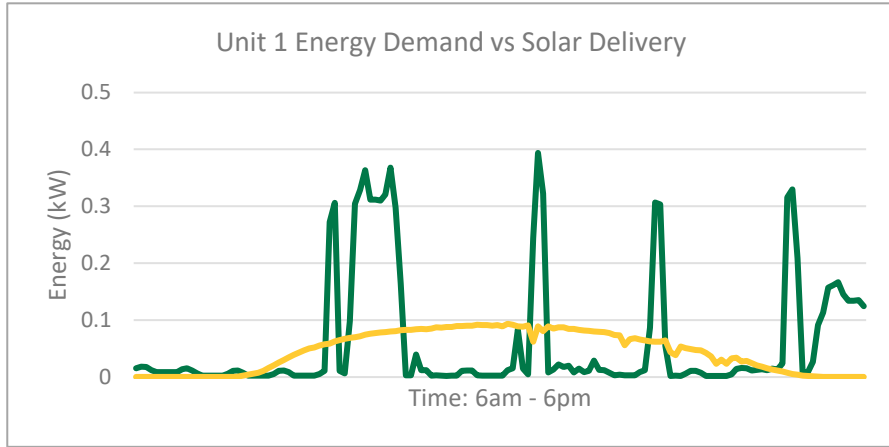


## Case Study:

- 60kW AC for 44 apartments
- 1.36kW inverter capacity each
- 39% reduction in grid energy
- Just \$2,000 per apartment
- Payback of <5 years
- 93 tonnes of CO<sub>2</sub> saved per year



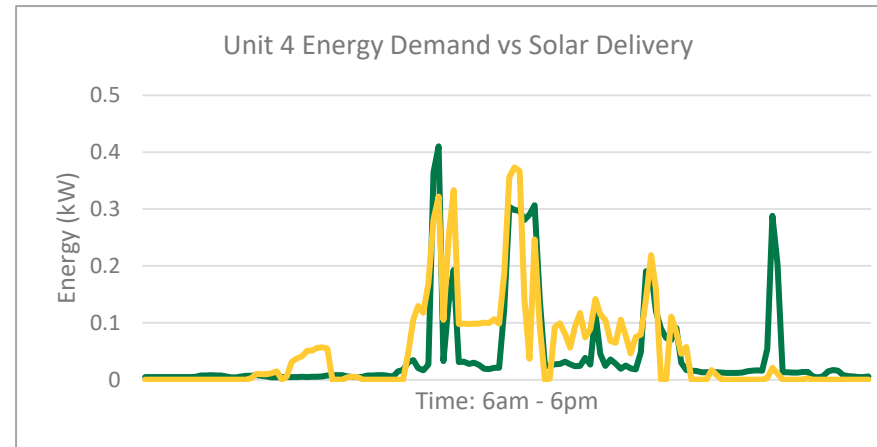
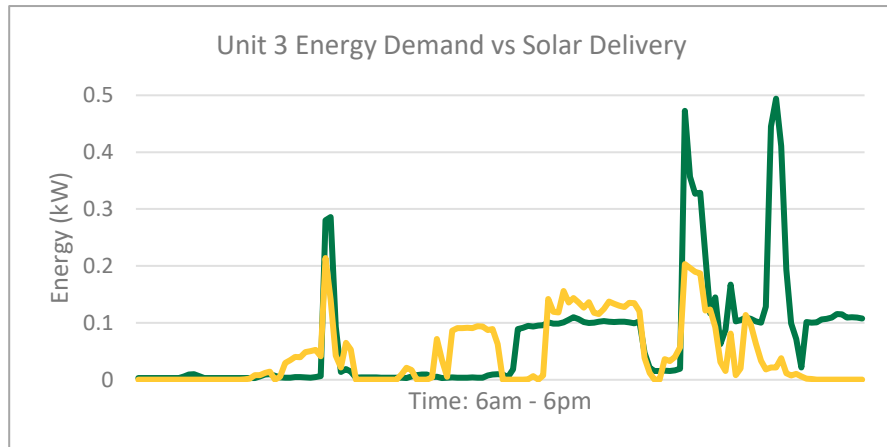
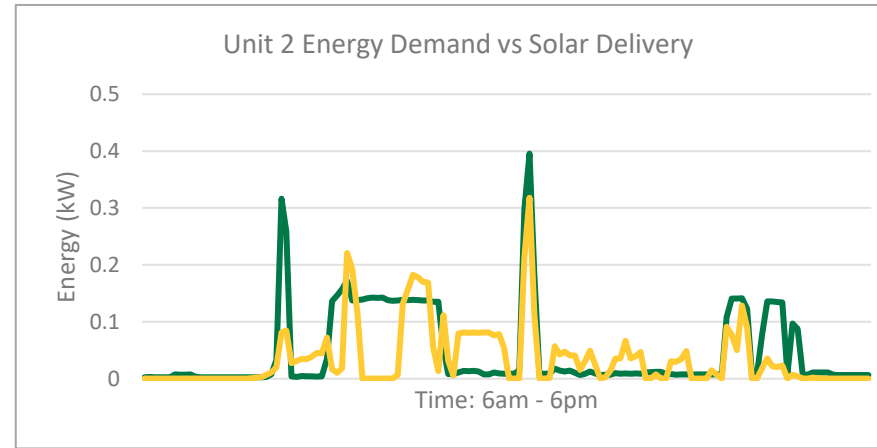
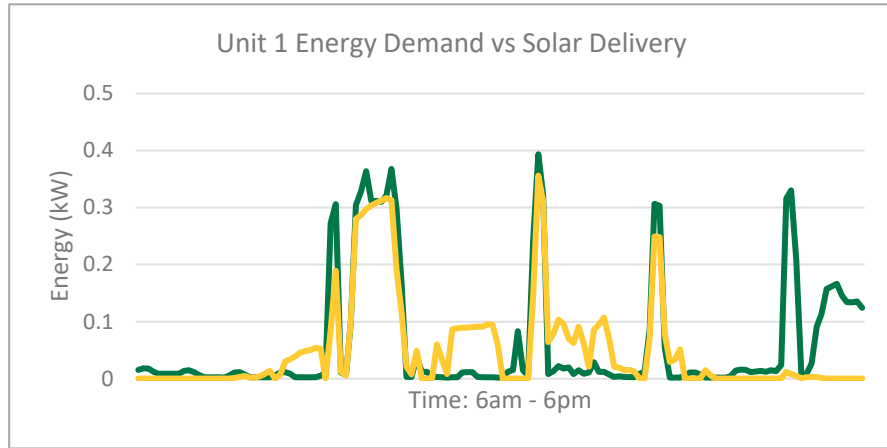
# Why is there such a benefit?



The energy demand (green) and solar curve (yellow) if individual systems were installed

All the energy demand above the solar curve is still bought off the grid.

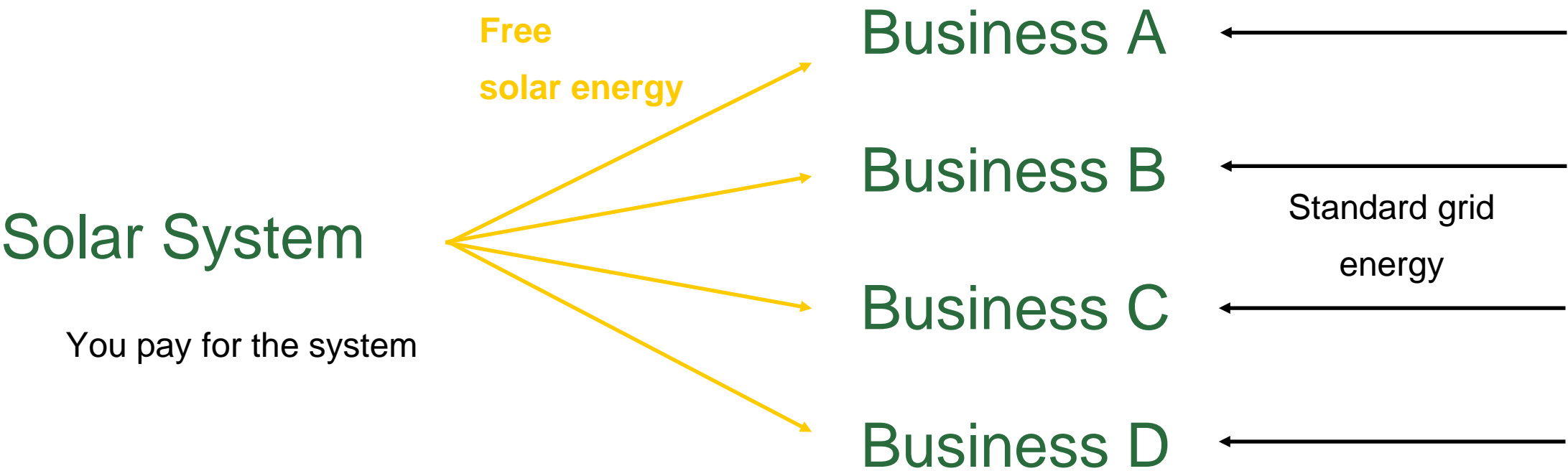
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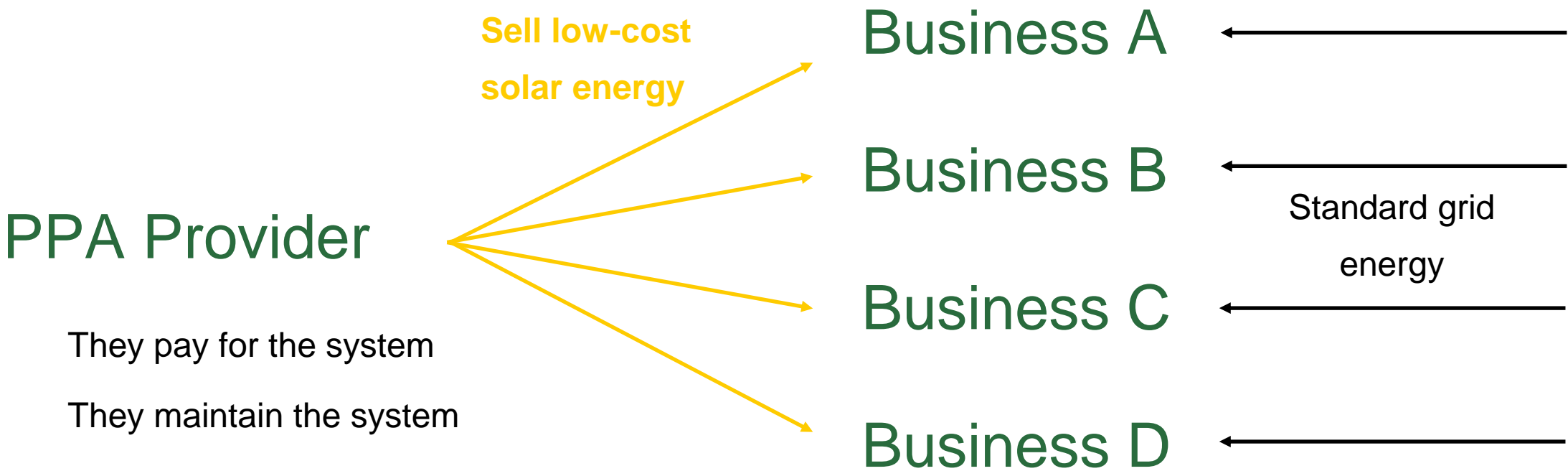
The energy demand (green) and solar curve (yellow) when a SolShare systems is installed

50% more  
solar consumed  
50% more  
money saved

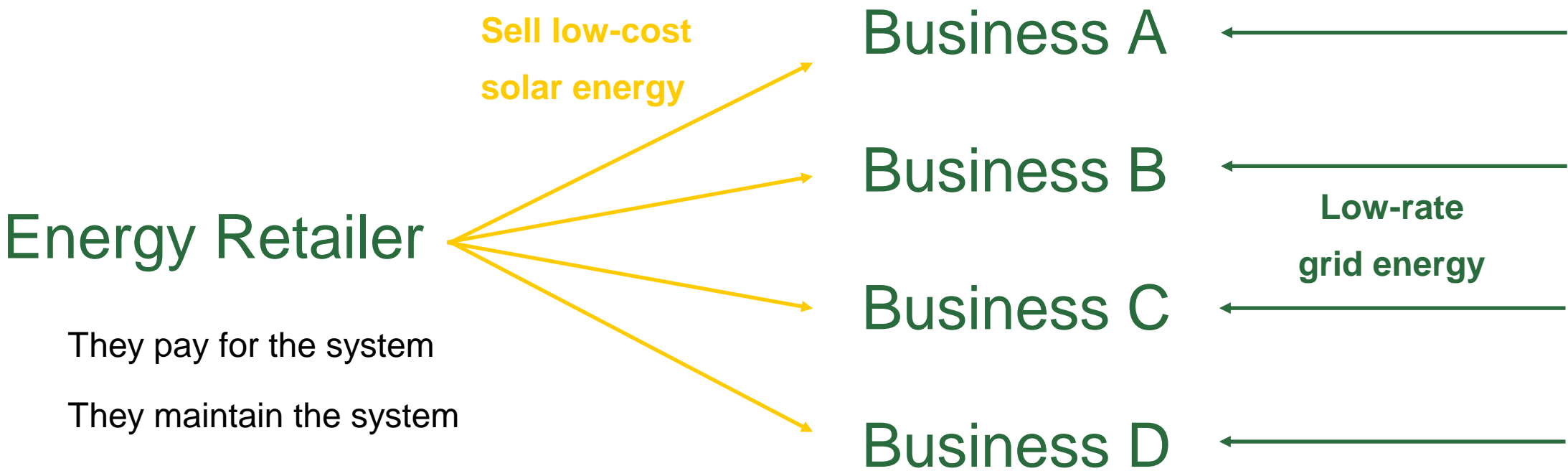
# Capex Model



# No upfront cost: Solar only model



# No upfront cost: Solar + grid energy model





## Example Commercial Systems

- Medical centre in South Australia
  - 5 medical units
- Mixed commercial / resi building in Brunswick
  - 2 shops + 10 apartments
- Salvation Army building in Tas
  - 5 offices



# The SolShare

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multi-unit market

[jack@allumeenergy.com.au](mailto:jack@allumeenergy.com.au)  
[www.allumeenergy.com.au](http://www.allumeenergy.com.au)



