



Small Wind Conference

Challenges and Opportunities of SW

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China Wind Energy Association (CWEA)

Vienna, Austria

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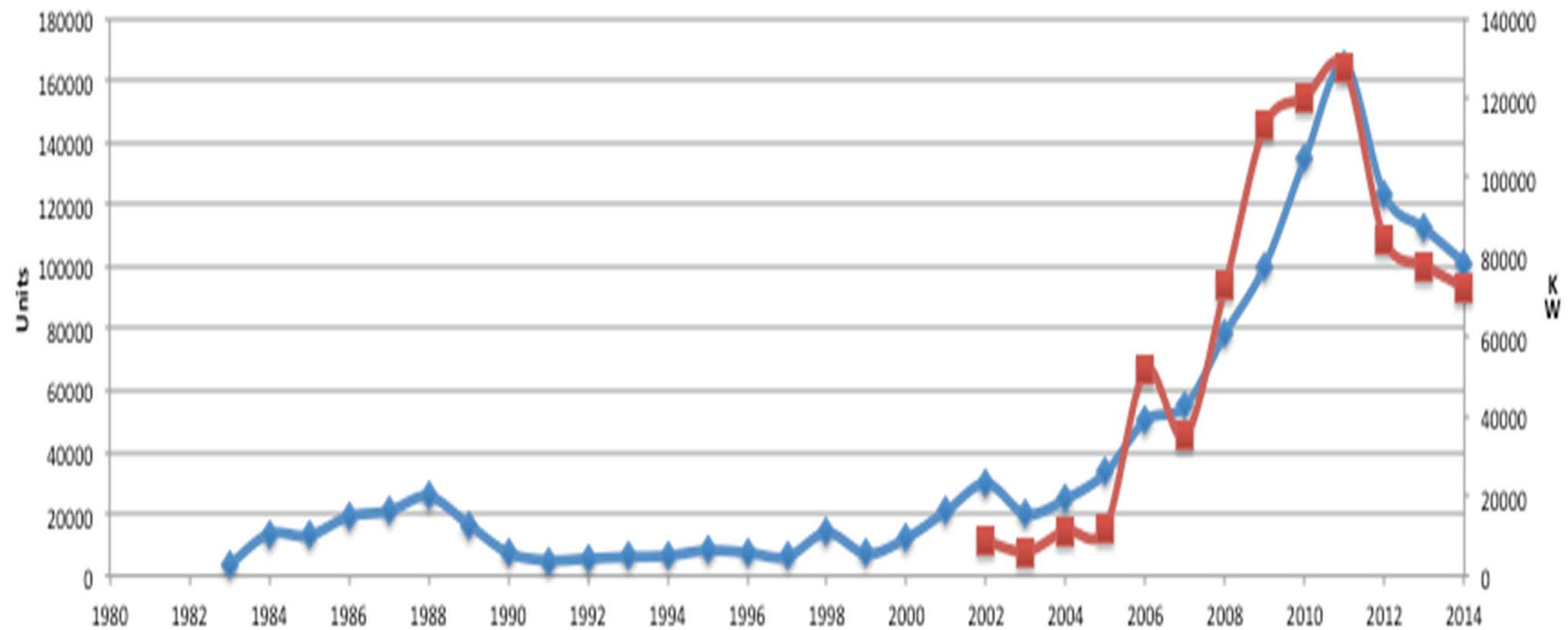


1. Development of China SWI



- Historic data reported by manufacturers
- Annual Units and capacity
- Total delivered ~1.25 million units with 800 MW

Historical SWT delivered by China SW industry by units and capacity





1. Development of China SWI

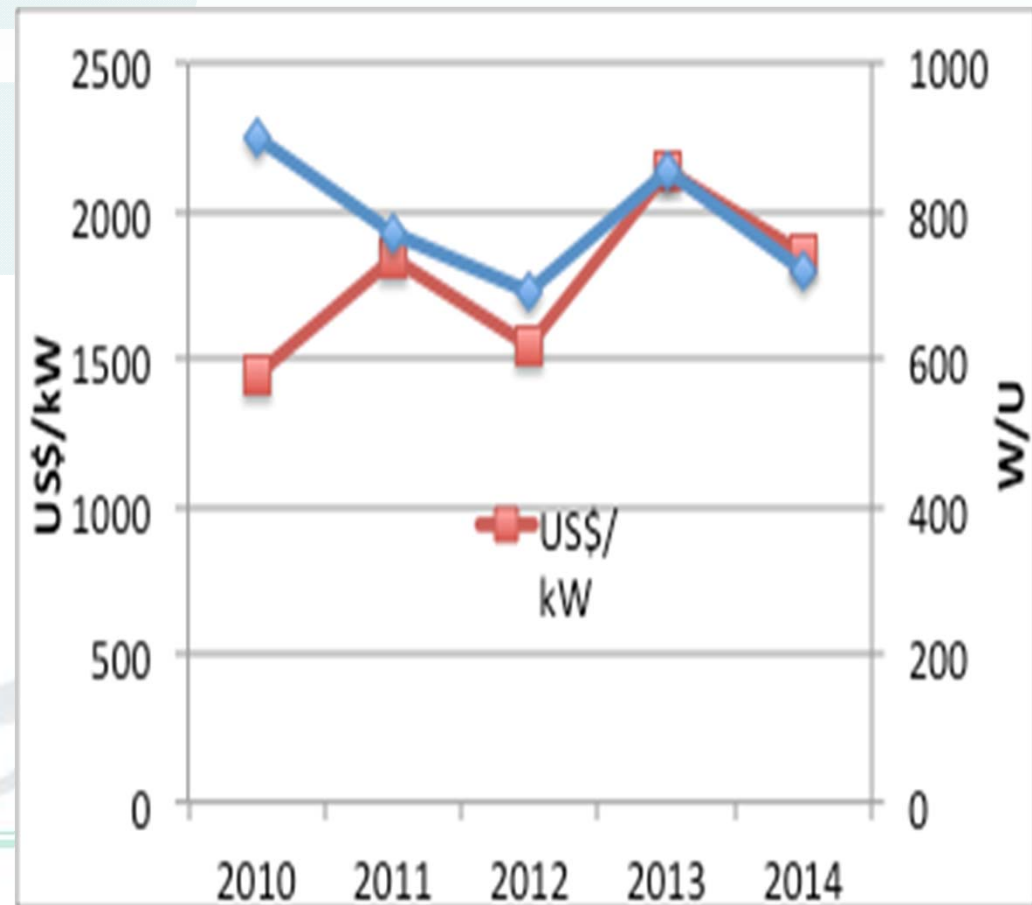


Average capacity per unit

- 717W

Price per KW

- US\$ 1850





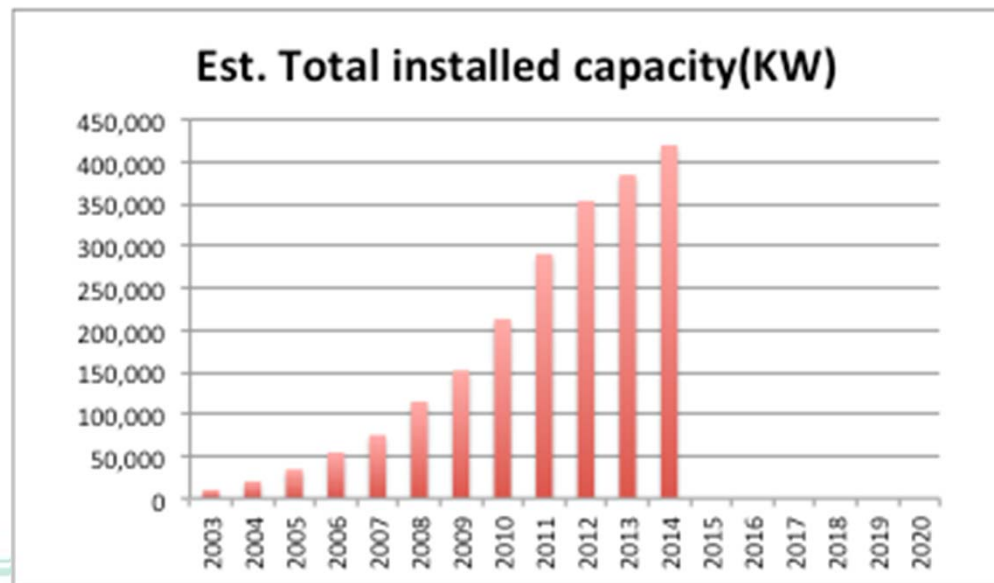
1. Development of China SWI



Estimation about remaining units and capacity

Assumption:

- SWT more than 10 years will be kicked out
- Reduce a certain % of over reported
- 10% to be used to replace the installation in last year
- 2002-2007, the avg. capacity/u is 0.6KW; 2008-: 0.7KW



Total units remaining in China

~600,000

Total installed capacity (MW)

~420



2. Products and Major market



- SWT: 100W~100KW
- Rural electrification
- Wind/solar hybrid street lights
- Telecom remote station
- Others: forest monitoring, military booth, etc.

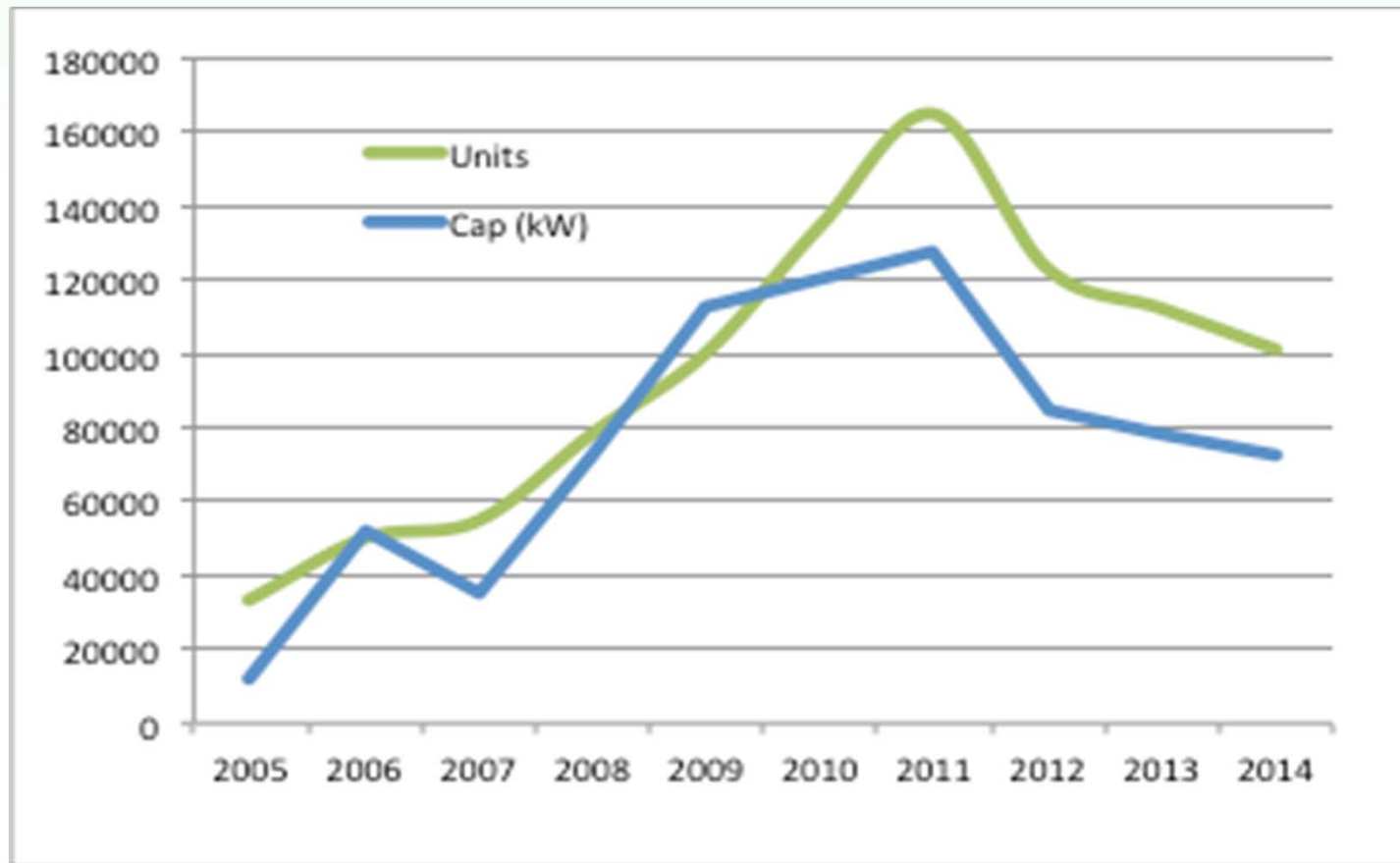




3. Market trend



- Market is continuing shrinking since 2012



* The numbers are not accurate due to many reasons



3. Market trend



- Un-electrified villages are almost gone
- Lack of incentive policy
- Squeezed by PV
- Low pricing competition resulting poor quality and less client confidence
- SW industry needs reason to tell people why still need SW power



4. What SWI might do



- Need team work, tell client why you need SWT. The industry need give clients reasons
- Need new business model and mechanism for distributed generation. Find out new clients
- Need improve the quality and reliability. Off-grid SWT test and certification? Give clients confidence!



TSWA

Thank you!

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