

Meet AlphaESS-G3-B5

& Energy Spurt

About Us

AlphaESS is a leading global energy storage solution and service provider. The company specializes in residential and commercial applications delivering pre-eminent products and fit-for-purpose solutions. With 10+ subsidiaries in Australia, Germany, the UK, the US, Italy, and Singapore etc., AlphaESS provides local services and 75000+ systems actively running in over 75 countries, enabling millions of people to live with reliable, accessible and clean energy.



10

Years Since 2012



75+

Countries



75,000+

Running Systems



100+

Patents in ESS Field



10

Subsidiaries



40%

Employees in R&D



Global Presence



Milestone



2012



- Established in Nantong, China
- Launched EMS & AlphaCloud

2016



- 1st C&I ESS Solution
- 2nd Generation Residential ESS

2019



- No.1 in AU Residential Market Share
- Full Power Range ESS Solutions

2022



- Launched 5th Generation Residential ESS

2014



- Launched "All-in-1" Residential ESS
- Rename as AlphaESS

2017



- Launched 3rd Generation Residential ESS
- 1st MWh ESS project

2020



- Establishment of Singapore Headquarter
- Launched 4th Generation Residential ESS
- Launched 1st Portable Power Station -- BlackBee 1000

SMILE-G3-B5: 5 kW Expandable to 60.5 kWh

① SMILE-G3-B5-INV

AC-Coupling

610 x 212 x 366 mm (W x D x H) / 19.5 kg

230 V rated voltage

IP65 (Outdoor)

Open API, modbus control portal



② Expandable Battery Module

IP65 (Outdoor)

Max. 6 units to the main unit (parallel)

0.5C, 95% DoD, 96 V

90 kg

610 x 212 x 793 mm (W x D x H)

10.1 - 60.5 kWh

10.1 kWh
Up to 6



SMILE-G3-BAT-10.1P

The Installation

The most compact ESS in the world



The most compact ESS in the world

70% lighter than smile5

40% smaller than smile5

Compatibility

Compatible with all the solar inverters/solar panels
in AU market

Features



■ Easy To Install, Only 3 Steps!

- There is no bracket for inverter wall-mounting, no need to drill the wall, 30% installation time can be saved.

Step1 install battery on the floor



Step2 install inverter on battery



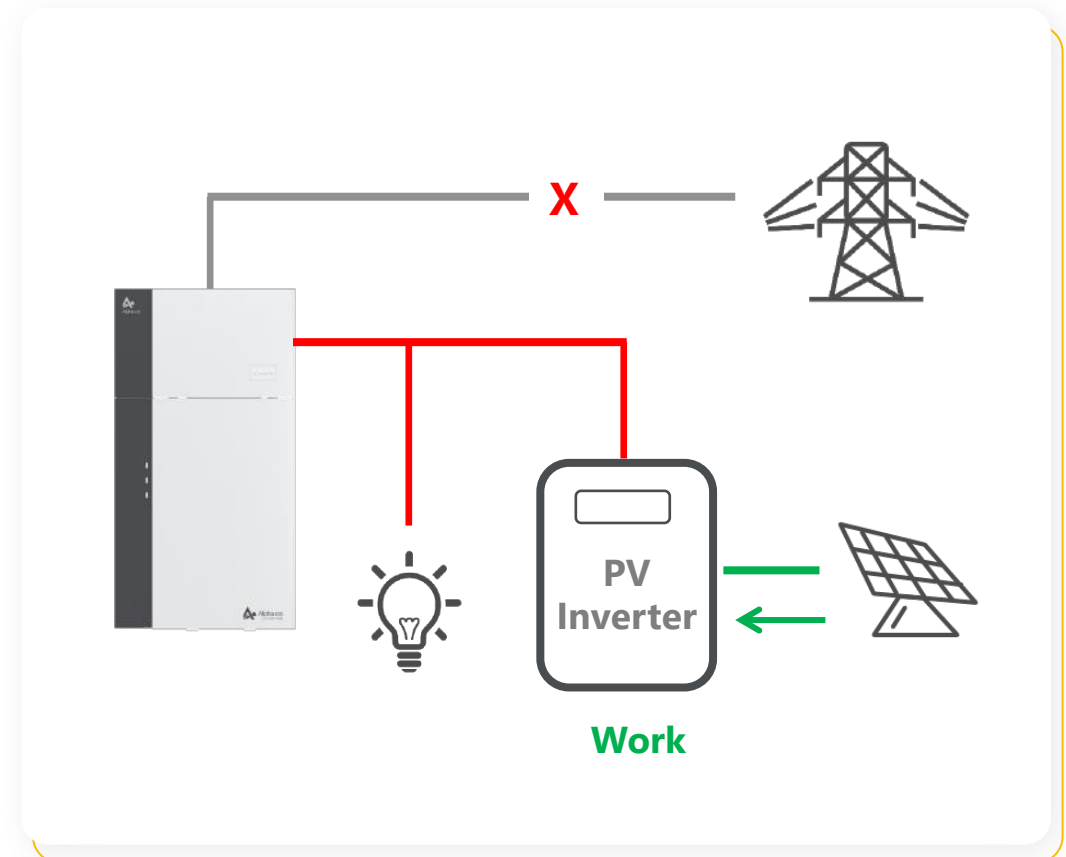
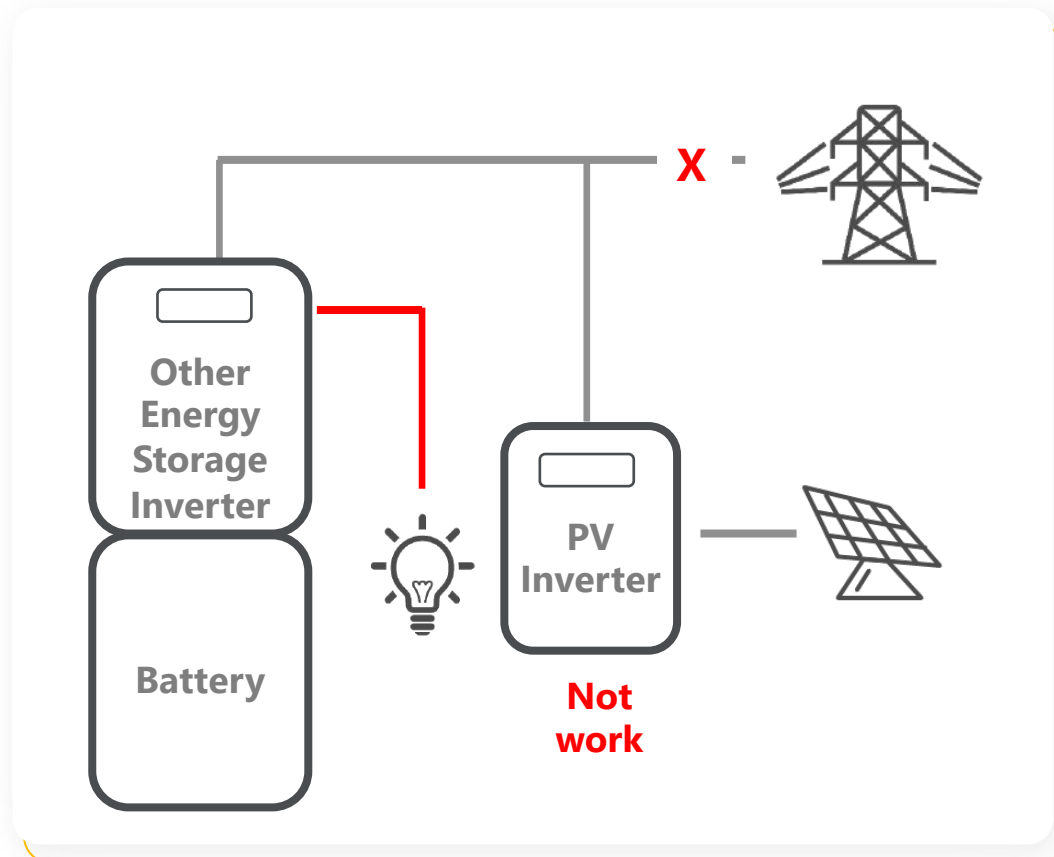
Step3 fasten inverter and battery



Features

■ Grid-forming Function:

- When there is a blackout, G3 inverter has **grid-forming function**, PV inverters within **5kW** can be connected in the **UPS circuit** and be powered when there is a blackout

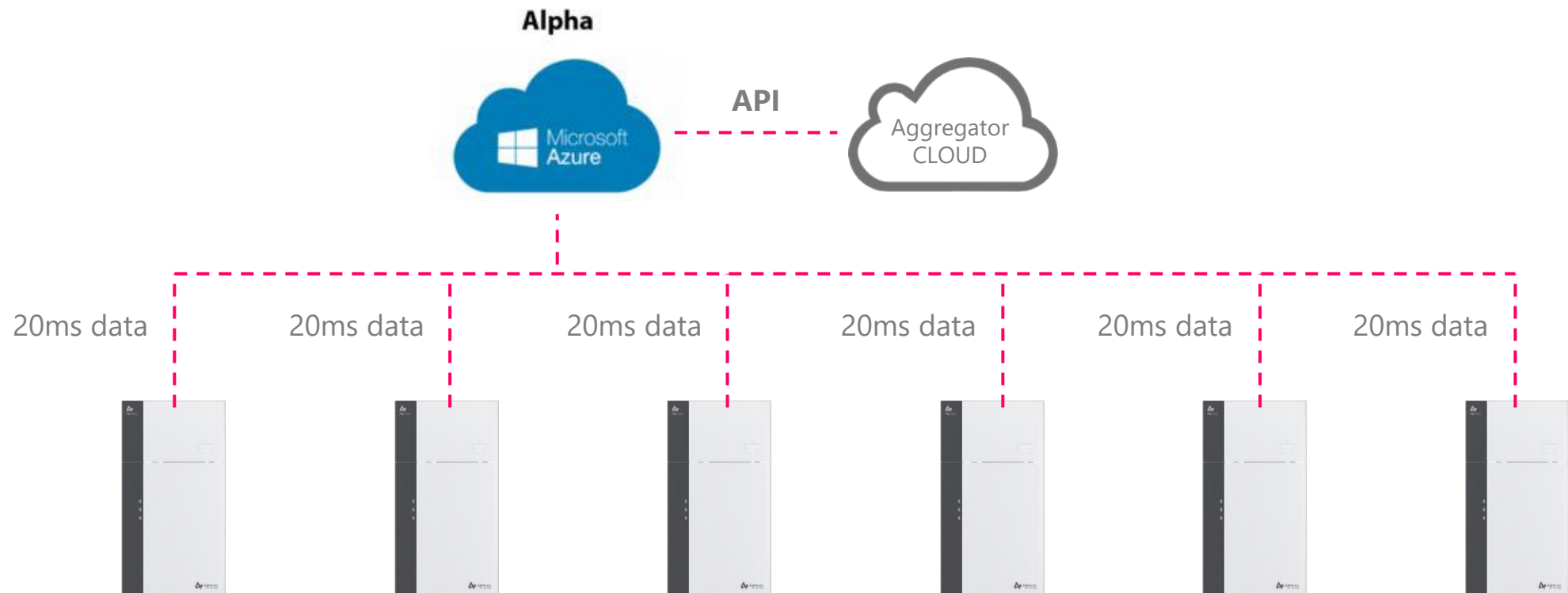


Features

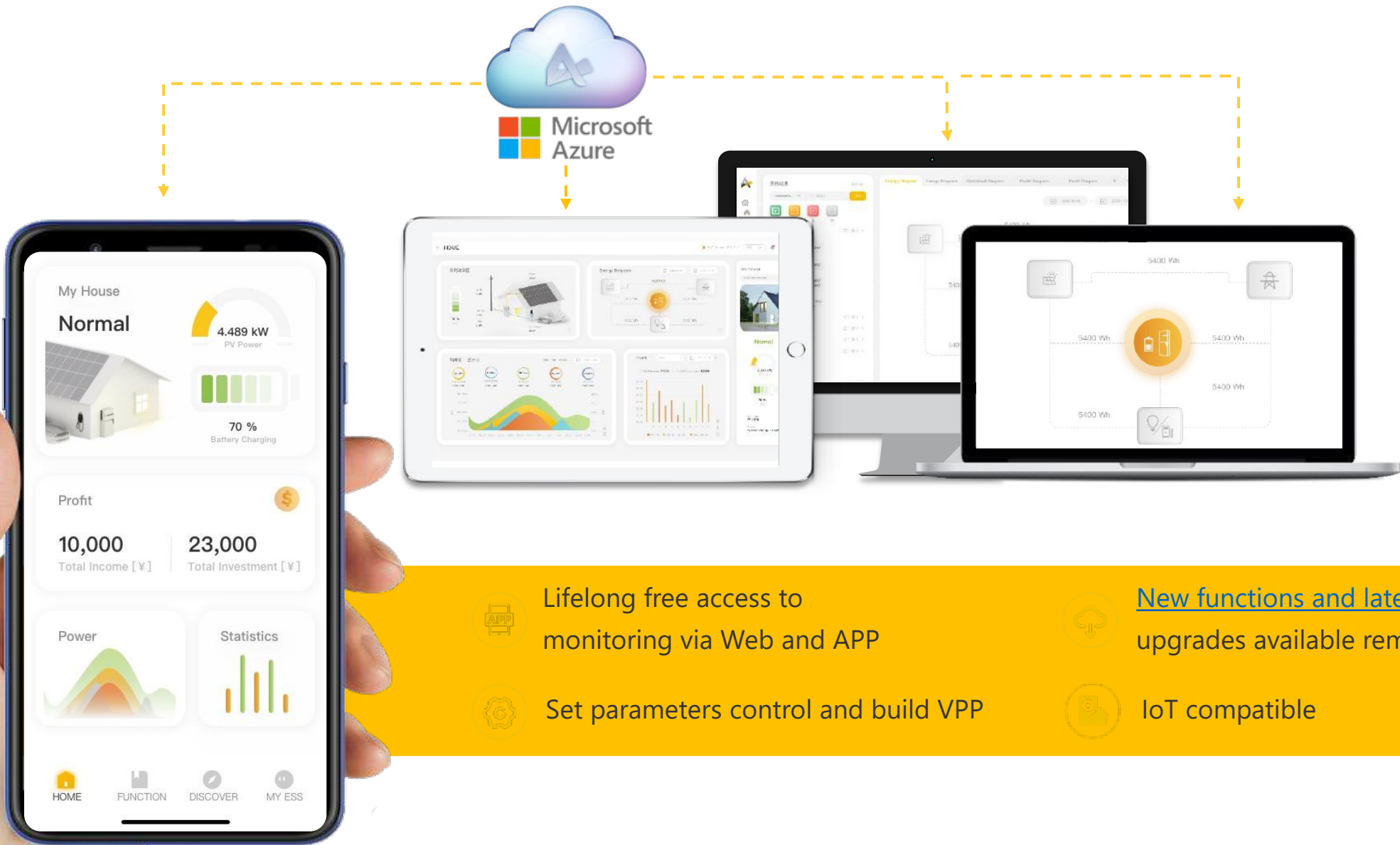


■ Higher Accuracy, Faster Response

- Control accuracy will be within 10W, competitor usually 50-100W
- 50ms data speed requirement for frequency service, we can get to 20ms



CLOUD & SERVER



Lifelong free access to monitoring via Web and APP



Set parameters control and build VPP



[New functions and latest version](#) upgrades available remotely



IoT compatible

Massive **Potential** Market:

- For retailers who have huge database of existing PV clients – no leads cost, high closing rate as the trust has already built,
- For retailers who are selling bigger size **single phase** system (Growatt-10kw min Goodwe 8500ms Fronius 8.2 primo) adding an ac couple battery would be much easier and economical comparing with hybrid option- from the grid approval side as well as warranty & maintenance side.
- For clients who are looking for battery upgrade only, don't need to touch existing system and leave warranty separately.
- Battery market is getting bigger as: 1. feed tariff is coming down, 2. dynamic export control on pv only is getting stricter-grid policy 3. electricity price keeps going up, 4. function request: black out protection...etc (45000 batteries installed in 2022 and its getting more like pv market 10yrs ago)

BETTER ROI & VPP:

- More affordable: for half Tesla price with a tesla functional battery (Grid Forming and FCAS) or use this product to provide as second option to close your low budget clients.
- Storage your PV generation & use it at a higher value rather than selling it at 5c/kwh ? back to the grid.
- **Retailers in NSW (Ausgrid-No Brainer) more states coming.**
VPP ready, 40c/kWh Feedin Tariff,
Reduce the ROI to 4 years
Amber 30c/kwh feedin tariff,
and other VPP platform is joining soon..

Flexibility, Easy Installation and benefit to the grid:

- Ac coupled with more flexibility on PV design: you can choose Fronius inverter, or Goodwe 10kw ms (3mppts)
- Ac coupled battery gives no restriction on grid approval
- You can install the whole thing within 2 hour (experienced electrician)
- Adding ac couple battery into existing Pv system will shift loads from the grid to self-consumption. Joining VPP would not just benefit clients from financial side but also contribute the stability of our electricity grid.

EARN WHAT YOUR ENERGY IS WORTH

30.5¢/kWh + FiT

AMBER MEDIAN FIT ON AUSGRID 2 WAY TARIFF - 1 SEPT '22 - 21 MARCH '23




Amber's an energy provider and a tech company doing energy differently, so Australia can get to 100% renewable energy faster.

Unlike other energy companies, we're giving customers access to the variable wholesale price of energy rather than a fixed FiT. With no retail mark-ups.

WHOLESALE FIT

FIXED FIT



And we give you the technology to make the most of your battery on wholesale too.

This means that with Amber and a battery, you can sell your energy into the **wholesale market for FiTs of up to \$15/kWh** - just like the big energy companies do. Meanwhile, you're protected by our [Bill Guarantee](#).

ENERGY INDEPENDENCE

We're guessing you got a battery to reduce your reliance on the grid. Unlike a traditional VPP that takes energy from your battery to benefit your retailer, switching to Amber gives you:



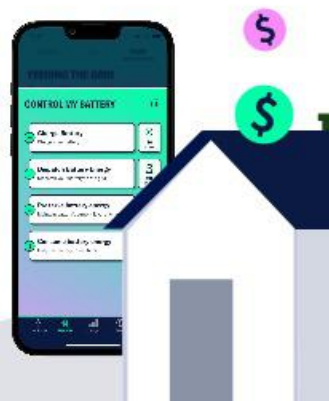
More energy independence - make the grid work for you and access cheap renewables to keep your battery topped up



Better returns from your solar energy and battery



More control over your battery and costs.



SS



"I like to know what's going on with my power and for this reason I'm really happy with the way the Amber system works. I have a much better connection to what's going on than I did when I was kept at arm's length by a supplier that simply charges a flat rate. I find that Amber's SmartShift is selling power for me when it makes sense to do so, and I'm also really happy to be able to take control of my battery."

FRANK TOWSEY
CAULETTE, NSW

5 kW
1x

SOLAR
ALPHA-ESS
BATTERY

AMBER + AUSGRID 2 WAY TARIFF

MEDIAN FIT:

30.5
¢/kWh

AVG. SYSTEM SIZE:

13.5
kWh

MEDIAN USAGE
COST:

21.2
¢/kWh

DATE RANGE:

**1 SEP '22
- 22 FEB '23**

In Ausgrid? Talk to your installer about the **BONUS 27.8¢/kWh Feed-in Tariff**



**BATTERY
AUTOMATION
+ CONTROL**

BOOST YOUR BATTERY WITH PERSONALISED AUTOMATION

Get your battery working for you, not your retailer's VPP. Amber's smart tech hunts for opportunities to earn you more from your solar.

COMBINED WITH

TAKE ADVANTAGE OF WHOLESALE

The wholesale rate goes up and down. Combine Amber's automation with your battery so you can buy low and sell high, to earn and save more.

**WHOLESALE
ENERGY
RATES**



HAVE MORE CONTROL OVER YOUR BATTERY AND YOUR COSTS

For the first time, have the choice to charge and discharge your battery at the press of a button, while seeing everything that matters in the Amber app.

[Learn more about wholesale pricing](#)

Join the only energy provider that makes **\$0 on your energy usage** and passes through **100% of your earnings** - for a \$15 monthly subscription fee.

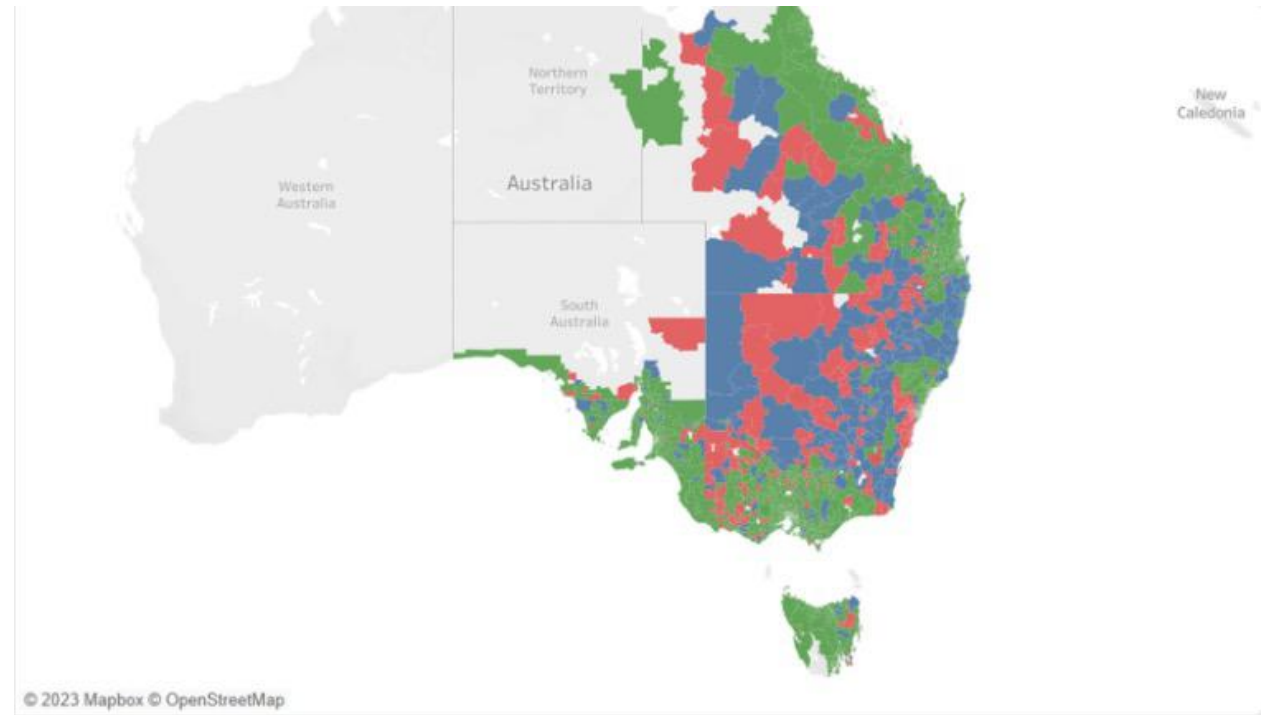


LEARN MORE AT:

www.amber.com.au/ausgrid



The battery market size is higher than many people realise



Category of Postcode 2022

https://www.sunwiz.com.au/the-battery-market-size-is-higher-than-many-people-realise/?utm_campaign=the-battery-market-size-is-higher-than-many-people-realise&utm_medium=email&_hsmi=263482544&_hsenc=p2ANqtz--CkL6GjjXrVkkQgkBKks4Ko3RaIMm6l7y0JAQFjEoe5M4N4-IJ33uh1ir4Z2S-f-BPb_K3iu9CPVn6ZRMZzCiZ6GdhUg&utm_content=263482544&utm_source=hs_email



AlphaESS Australia

3,034 followers

1h • 🌐

We are thrilled to share this positive feedback from the installation team of our partner [Direct Solar Wholesaler](#). Their words truly capture the essence of what we strive to deliver every day.

It is incredibly rewarding to hear such positive feedback! Thank you, [#DirectSolarWholesaler](#), for choosing [AlphaESS](#) as your trusted partner.

We appreciate all feedback from our valued partners, customers, and users. [#Alphaess](#) is devoted to providing nothing but the best products and services.

[#customerfeedback](#) [#sustainablelifestyle](#) [#energystorage](#) [#solarinstallation](#) [#energystoragesystems](#) [#renewableenergy](#) [#partnership](#) [#solar](#) [#batteries](#)



INSTALLATION FEEDBACK

- AC-COUPLED SOLUTION

- ✓ The connector design is more user-friendly than the old model
- ✓ Say goodbye to the smart meter! Replaced by CT, it is now faster and easier to install
- ✓ Upgraded communication ports are better secured and well-protected
- ✓ Reduced product size, makes it easier to install
- ✓ Already updated software, means it is all ready to go

The installation team gives it a **9/10** rating!

Location: Adelaide, SA
Product: SMILE G3 B5



AlphaESS

16,156 followers

2w • Edited • 🌐

According to the Battery Market Report 2023 by [SunWiz - Advisor to Solar Businesses](#), [AlphaESS Australia](#) captured a remarkable 23% market share in 2022 installations, in a tie for the #1 position along with [#Tesla](#) (22%).

With over 10 years of experience specializing in [#EnergyStorage](#) solution and service, AlphaESS dedicates to delivering pre-eminent products and fit-for-purpose solutions, enabling millions of people to enjoy reliable, accessible and clean energy.

[#SunWiz](#) [#RenewableEnergy](#) [#Innovation](#) [#Sustainability](#) [#EnergyStorageSolutions](#) [#Australia](#) [#Battery](#)



Alphaess

2022 AUSTRALIA MARKET SHARE

SOURCE:



TOP



Tesla Powerwall Warranty Claim Turns To Nightmare

May 30, 2023 by [Kim Wainwright](#) • [Leave a Comment](#)

f SHARE

NEWSLETTER



As a solar and/or home battery owner, you may have contact in a warranty claim would be... they also come to the rescue when...

A Deep Dive Into The Sungrow Battery Warranty — It Can't Take The Heat

May 15, 2023 by [Ronald Brakels](#) • [5 Comments](#)



I read the Sungrow Battery Warranty so you don't have to...

Could Bad Weather Kill Your Battery Warranty?

Home battery sales are growing, with around 47,000 Australian installations last year. One popular choice that won't break the bank — but may still put a major dent in it — is from Sungrow. Their High Voltage SBR battery is competitively priced and, because it's modular, provides from 9.6 to 25.6 kilowatt-hours (kWh) of storage. This article will be a deep dive

solarquotes.com.au/blog/lg-battery-recall-may-23/

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Blog > Battery Storage > Update On The LG Battery Recall: Straight From The Horse's Mouth

Update On The LG Battery Recall: Straight From The Horse's Mouth

May 23, 2023 by [Kim Wainwright](#) • [20 Comments](#)

f SHARE

NEWSLETTER



Keen SolarQuotes readers will no doubt recall the ongoing saga which began when LG Energy Solution Australia issued a recall notice for various LG Chem RESU models and battery packs back in February 2021. Since then, the recall has spread to other manufacturers containing the affected

Alpha-ESS - Battery Reviews

4.2 ★★★★★ Based on 118 ratings - [See Australia-Wide Ranking](#)



Finn's Alpha-ESS Batteries Review

Finn Peacock has been a Chartered Electrical Engineer since

Alpha ESS make some of the cheapest battery systems approved for Australia. If price is your only criteria when buying a battery system, then But in my opinion, a low, low price should never be your only criteria when buying a battery.



NEWS, PRESS RELEASES | MAY 9, 2023

Energy Spurt Secures Exclusive Distribution Rights with AlphaESS Australia



Difference between Smile 5 and B5

- Smile 5

Generation 1 product with less functions, **hybrid** inverter.

More suits customers with no existing system..

The overall price is higher

Grid application is more restricted

The installation is more complicated

Have 10.1/ 13.3 kwh battery selections atm, can Max. parallel to 6 BAT in one

- B5

Generation 3-latest product with more functions: Vpp ready, Fcast, Grid forming ...etc. **Ac coupler-like tesla**

More suits customers with existing systems - retrofit / need a battery to work with a specific brand of the inverter for different purposes such as 3 MPPT facing or special brand...

The overall cost is lower

Warranty from the old is separated

No grid application concerns, don't even need grid application at all

The installation is much easier

Only 10.1 kwh battery atm, can Max. parallel to 6 BAT in one

Difference between **B3+** and **B5**

- **B3+**

Generation 2 product with less functions,

3KW charging/discharging rate.

5kwh battery only

48v battery and 6000 cycle life

Less Vpp options- as its too small, amber and Ea said No.

No Grid forming function.

No Fcas function.

No Parallel install, only secondary battery

- **B5**

Generation 3-latest product with more functions: Fcast, Grid forming ...etc.

5kw charging/ discharging rate- more efficient and powerful

10.1kwh battery – way better and cost efficient

96v battery and 8000 cycle life – more life time

Vpp Ready, Energy Australia, Amber...etc,

Grid forming- can back up existing inverter when equal/below 5kw

Fcas - Frequency Control Ancillary Services- more potential profit under VPP.

Can do parallel install on one phase- future development function.

Say “NO” to “Small” Battery

Solar quote 101-guides/buying-batteries



4) What size battery system do you need?

The amount of storage you need to buy, in kWh, depends on your nighttime energy use.

The typical Australian home uses 16-20 kWh over 24 hours. For a 9-to-5 household, 60%+ of this electricity usage is between sunset and sunrise.

So to run your home off a battery system, the minimum size I'd recommend is 10 kWh. You'd also want at least 8 kW of solar panels to charge it reliably through the year.

For expected savings – 10 kWh worth of storage will save you approx \$700 per year in a best-case scenario.

High solar battery prices have made people ask whether there are legitimate ways to pay less for one without compromising quality.

Well, there are a few ways to get a discount on a home battery system. Enter...

1. Can't take Vpp offer
2. Spend higher \$ by the end for the same size, double labor + materials
3. Stock not available/compatible when needs upgrade,
4. Don't have enough Power from battery when you need,

Hi Patrick,

We're writing to give you an update on Solar Victoria's Solar Battery program which was announced in the 2023-24 Victoria State Budget.

As you may be aware in July our Solar Battery program will interest free **Solar Battery loans of up to \$8,800** for up to 10 years.

Before customers consider a battery loan, they should do their own research to ensure the battery is suitable for their home and their circumstances. It is the key role in informing them of the suitability of the product and the options required to meet the needs of their household both now and in the future, particularly to provide backup power in the event of a power outage.

As an [authorised Solar Victoria retailer](#) in our programs, you must comply with Consumer Code (NETCC) standards which requires that you provide performance and any limitations of the products being installed.

Batteries can be relatively expensive when compared to the cost of solar panels and, for many customers, the monthly repayment for a battery loan can be a significant cost. Savings made on their energy bills.

Customers should be made aware that while a Solar Victoria loan is a no-cost loan, there are out-of-pocket costs at the time of installation, for the maximum loan amount of \$8,800, repayments are a four-year commitment of \$183.34 each month.

Solar Victoria is a responsible lender and will not provide loans to customers who are not eligible.

Initial eligibility criteria

Unlike battery rebates, loans will also be offered to customers who have already received Solar Panel (PV) and/or Hot Water rebates. This means that for the first time, eligible Victorians can now apply for rebates and loans across the Solar Homes suite of products.

Battery loans will only be offered to existing homes at this stage and not offered to homes under construction.

You must inform your customers that meeting the initial eligibility criteria does not guarantee them approval of a loan.

The following criteria will determine who is eligible for a battery loan:

- the applicant/s must be the owner-occupier of an existing property where the system is to be installed
- the combined household taxable income of all owners is less than \$180,000 per year
- the property is valued at under \$3 million
- the property address has not previously received a solar battery rebate
- the property already has a solar panel system with an inverter capacity equal to or greater than 5kW, or you are arranging to have one installed in conjunction with the solar battery installation

the battery energy storage solution has a capacity equal to or greater than 6kWh and is listed on Solar Victoria's battery product list and the property does not have an existing energy storage system

- pre-approval is obtained from your Distributed Network Service Provider (DNSP) to safely connect a battery to the grid
- if applying for a solar panel (PV) rebate to install a solar panel (PV) system as part of the solar battery installation, customers must separately apply for and meet the eligibility criteria for the solar panel (PV) rebate. The property should also be the customer's main residence as loans are not available for second homes like a holiday home or rental property.



No one got stock all over Australia

THANKS