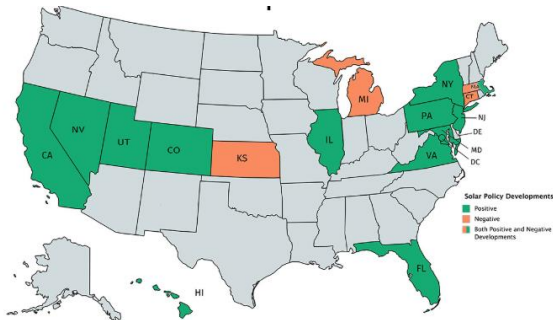


## OutBack EnergyCell 1000XLC

Since the beginning of 2017 the residential energy storage market has grown 77% according to an EnergySage report\*. While Hawaii and California are still the dominant markets, recent policy changes have dramatically increased installations in several other states such as Nevada and New York.



The high cycle life and partial state of charge (PSoC) operation of Lithium-Ion technology has created a stir in the market. However, there are some drawbacks and concerns for users. Our 2019 voice of customer (VOC) survey has a consistent trend when it comes to choosing energy storage for renewable energy applications. While advanced energy storage solutions like lithium-ion continue to grow in popularity, in the past year 79% Off-grid systems were

deployed using Lead-Acid technology and 60% for Grid-Tied battery backup. VOC data reflects that customers continue to prefer reliable Lead-Acid technology over Lithium-Ion due to lower upfront cost, safe operation, recyclability and the fact that no BMS is required.

With the new 1000XLC (High Capacity Lead-Carbon) addition to our EnergyCell line, OutBack now offers an energy storage option that provides the best of both worlds. The 1000XLC stands out from other Lead-Acid batteries due to its advance carbon additive to the negative plate, improved anti-corrosion grid, enhanced surface adhesion and introduction of new separators. Combined with the advanced technology preventing stratification and sulfating, which results in extending the life of the battery and increasing efficiency.

The 1000XLC delivers:

- 10-year cycle life including partial state of charge (PSoC) operation at 50% DoD / 25c
- 10-year standard warranty
- 17-year standby life at 25c
- A built in OutBack Power branded cabinet with great aesthetics
- All the safety features of lead-acid technology
- A modular design stackable up to three systems for a total of 177kWh of energy
- Competitive price



The 1000XLC is well advanced beyond traditional Lead-Acid, it actually makes more practical sense to compare with advanced energy storage offerings instead.

To achieve the same effective energy capacity of a single XLC system, you will require between 6-10 48V modules of the lithium ion offerings. Per the chart below, the upfront cost of Lithium Ion makes the 1000XLC top choice for best cost per kWh delivered in this energy density footprint.

	XLC	Offering A	Offering B
System Market Price	\$17,900	\$29,000	\$40,080
10yr Total kWh Delivered	107,675	105,850	120,450
Effective Cost per kWh Delivered	\$0.16	\$0.27	\$0.33

## Ok, I'm sold! When can we expect to stock the XLC?

We expect to get our first container of 7 systems by mid-August 2019 and second container by mid-September 2019. XLC will debut in this upcoming SPI.

## Where are the EXW points?

Built in Taiwan and stored in Haltom, TX

## What is the system price?

At current LME pricing levels, EXW TX - Domestic (Including freight) \$15,543. (No freight) \$14,343 and International EXW Taiwan \$13,105

## What are the system weight & Dimensions?

(HxWxD) 67.3" x 44.2" x 21.8" 4,425 Lbs

## Wait a minute, those spec claims are quite something. How do I know they are reliable?

Understandable concern. The system has gone through rigorous testing conforming to the IEC 61427; in addition, our own internal testing has confirmed 100% of claimed capacity. This system has also been deployed successfully for the past 20 years in rugged, off-grid applications in Japan demanding reliable and mission-critical power.

## Is there a built in Disconnect?

Not at this time

\*Source: <https://www.energysage.com/data/>