

### CHEAP MEANS MORE COSTLY OVERALL

Beware of thinking a cheap solar system is a bargain. In diverse ways, cheap systems cut corners to promote low priced offerings - below are just some of the ways:

- ✗ Cheap, dirty, coal-fired power station energy
- ✗ Slave labour to build panels
- ✗ Component substitution
- ✗ Solar panels designed to last around 10 years - instead of 25
- ✗ Narrow product warranty coverage - parts only (well short of full replacement costs)
- ✗ Product warranty escape clauses
- ✗ No extreme environment certification
- ✗ No site scope - generally meaning install variations
- ✗ No representation in your install region - difficulty trying to get them to visit

### SHORT LIFE PANELS

With a solar PV system, the solar panel accounts for around two thirds of the cost. Many Australians only look at how quickly the panel pays for itself. Cheap panel manufacturers know this, causing a competitive race to the bottom with pricing.

Australia has a global reputation for interest in inferior solar panels. Sadly, we're a dumping ground for solar equipment that other countries don't want. **Avoid this trap!**

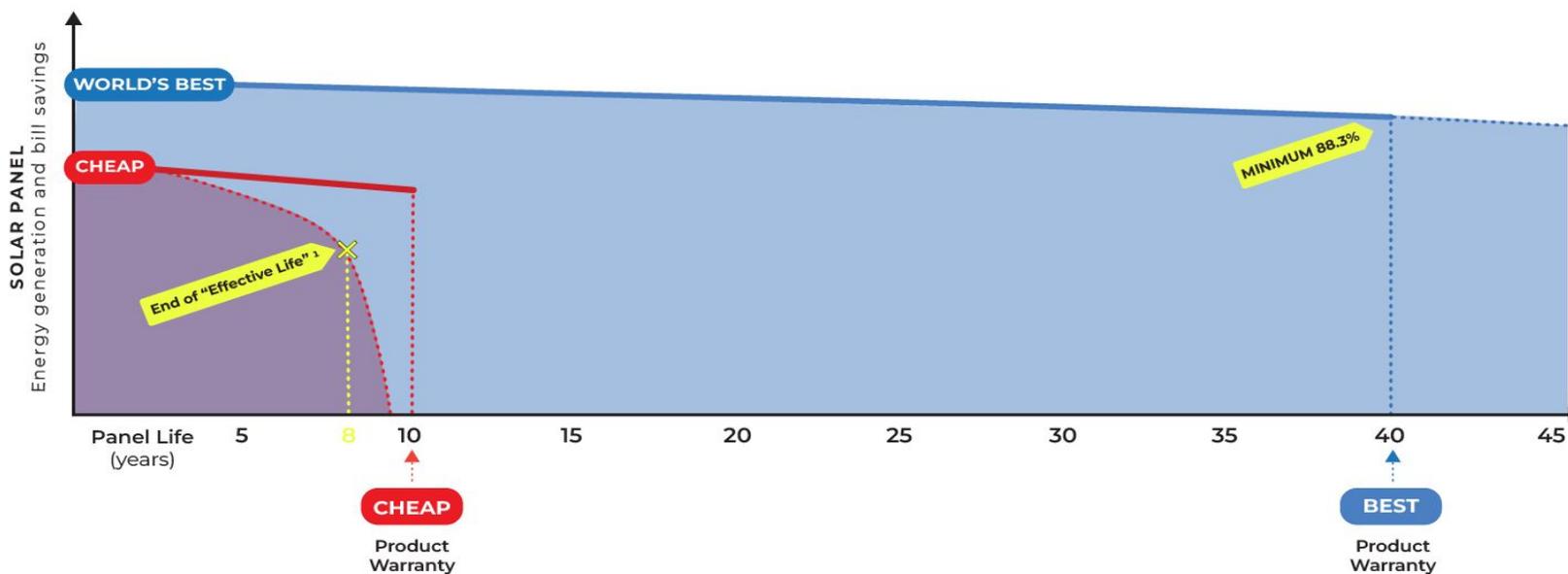
The predominant (cheap) panel technology coming to Australia is known here as conventional panel technology. It has **fatal flaws<sup>1</sup> of cracking and corrosion** (Image 2).

Cheap solar panels have an effective life of around 8 years, while the best panels have a product warranty of 40 years and an effective life well beyond this. These same best panels are used on satellites, the Moon and Mars.

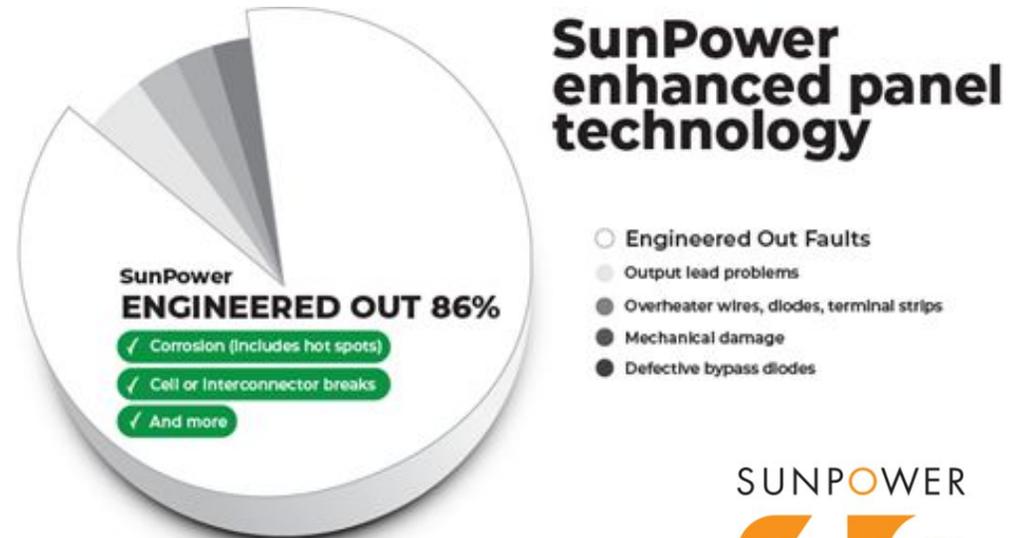
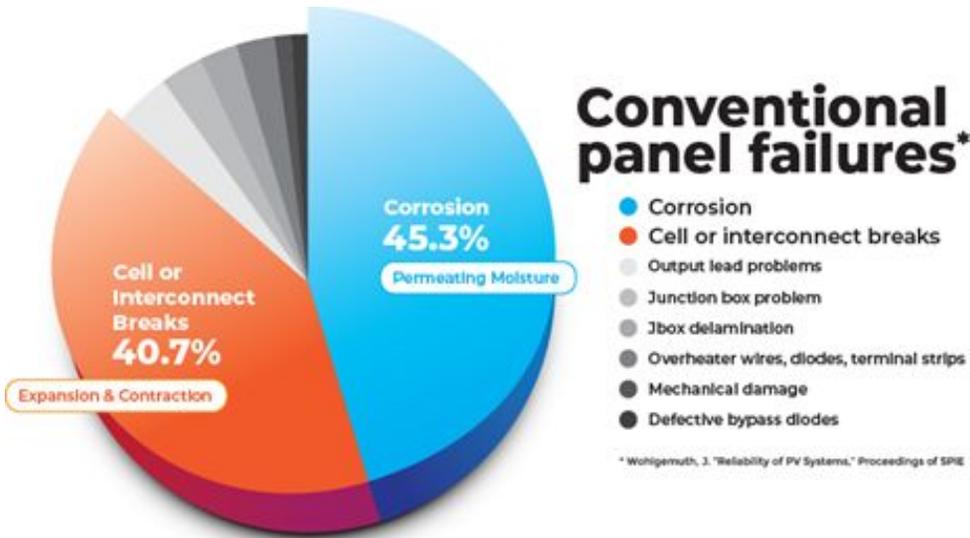
## SOLAR PANEL LONGEVITY COMPARISON

IMAGE 1

Huge difference between cheap and the best



1. EFFECTIVE LIFE = 70% of panels still generating 70% compared to when first installed.  
SOLID LINE = product warranty length and performance warranty degradation.



**CONSIDER WHOLE-OF-LIFE ... AND THE ENVIRONMENT**

While investment analysis of payback years is relevant, this needs to be seen in context with other considerations, including:

- Whole-of-life savings
- Product warranty coverage
- Product warranty escape clauses
- Equipment certifications
- ESG considerations

Humans are over-consuming our planet's resources - particularly in western developed markets. Opting for a longer-lasting panel is one way to help this problem.

**BEST PANELS PROVIDE BEST INVESTMENT RETURN**

In most situations, the cheapest panels will return only around \$2 for every \$1 invested by purchasers. **SunPower Maxeon will typically return \$6+ over the product warranty period.**

Maxeon panels have an added benefit of still performing at over 88.3% at year 40, compared with when first installed. This means that if you've just built a new building, or intend to be in your home or business tenancy long-term, there's really only one financially sensible approach: Maxeon.

Don't fear paying more up front, as site savings will last a lifetime. (Unlike cheaper alternative panels, which will need replacement every 8 to 10 years).

