



SA Power Networks

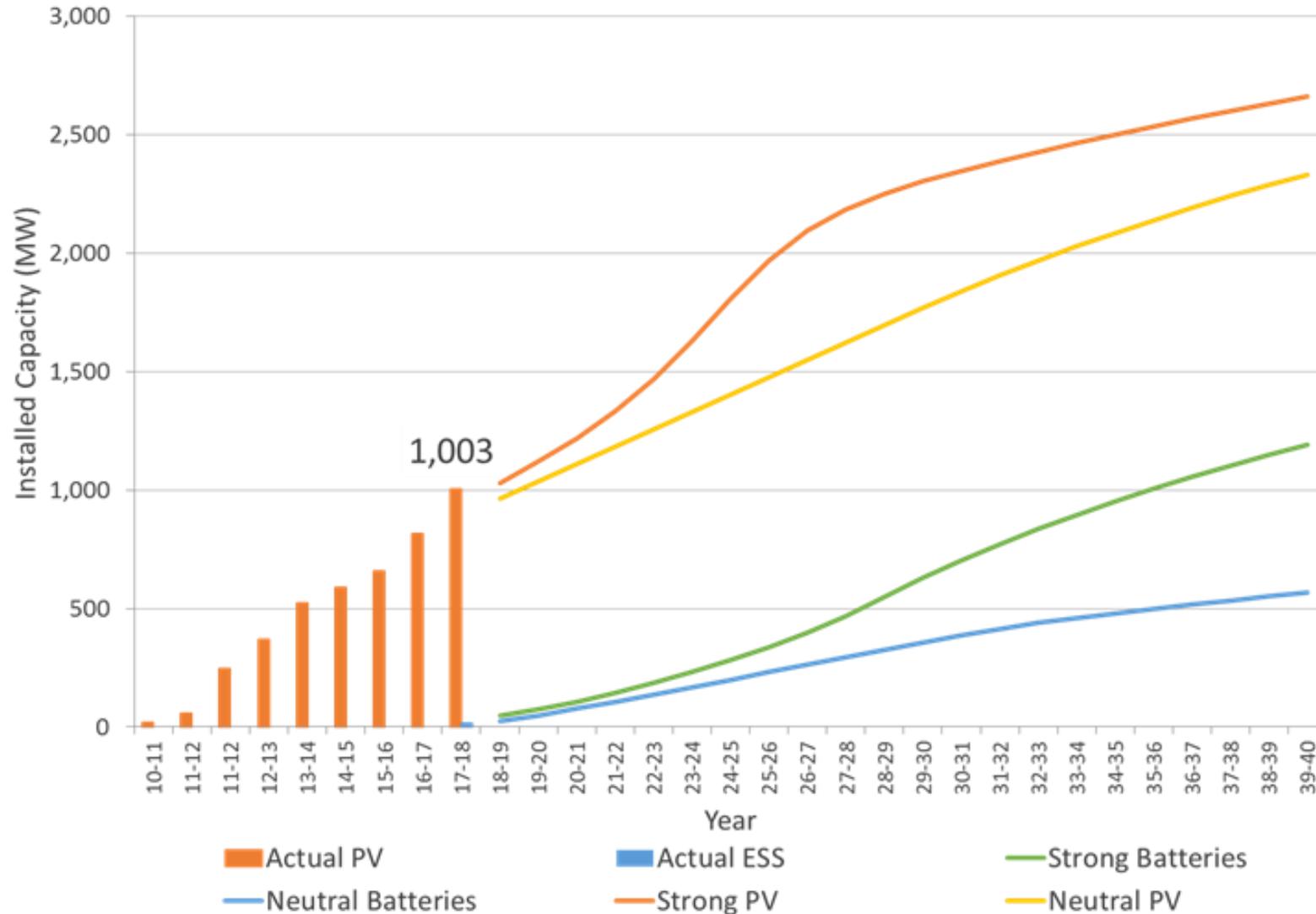
Maximising customer value in a high-DER future

Mark Vincent, GM Networks

Small-scale energy storage conference, 5 September 2019



Customers' love affair with DER continues



20,000 new small-scale PV systems in 2018

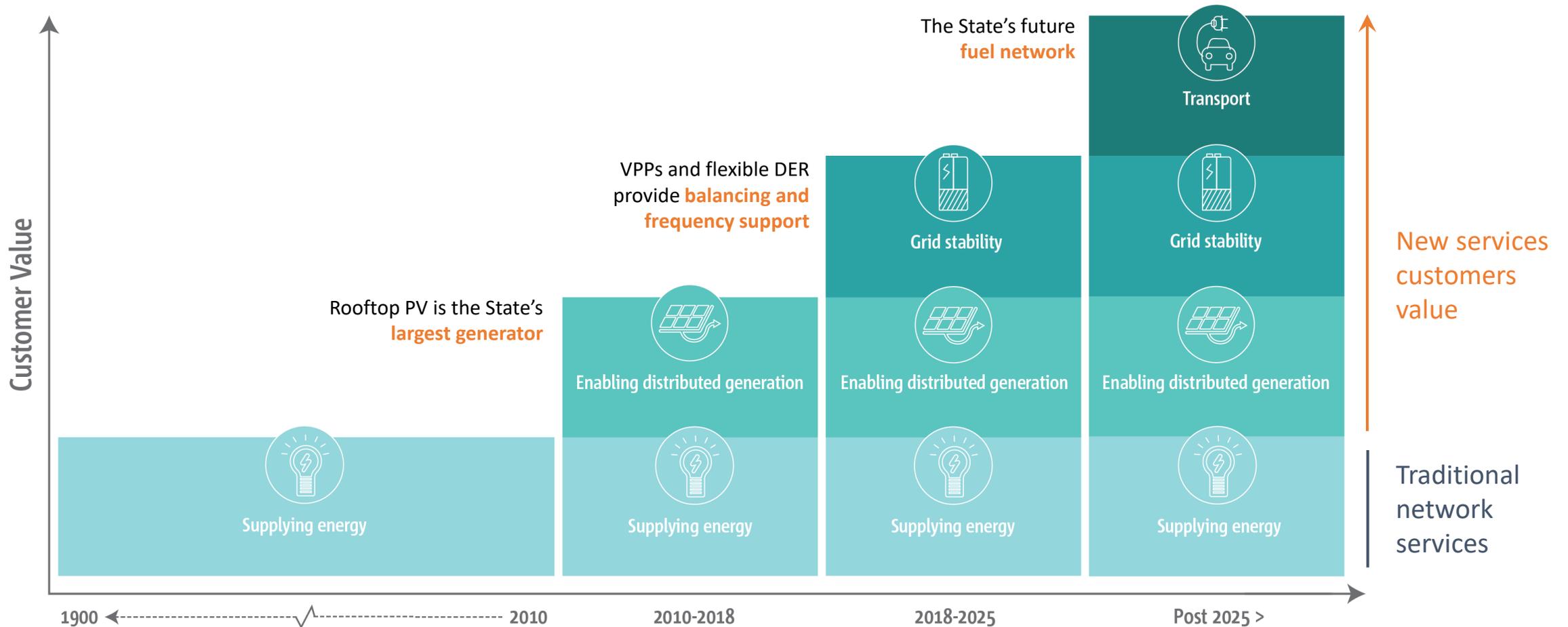
284 MW of new solar in the past 12 months



Up to 90,000 batteries in coming years under SA Government schemes

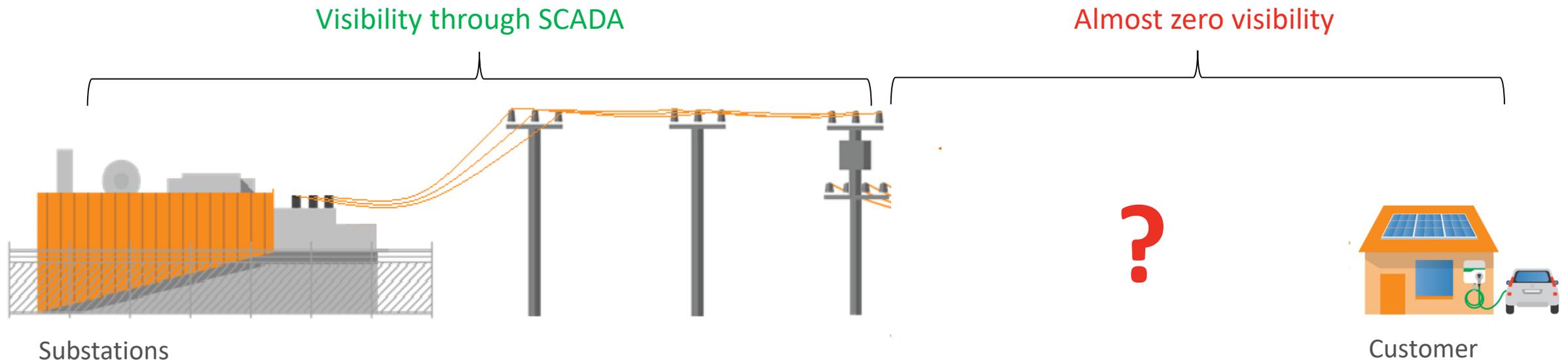
New value from an legacy network

- DER empowers customers to lead the transition to lower-cost, lower-carbon energy
- Customer investment & network assets can be leveraged to create new streams of value



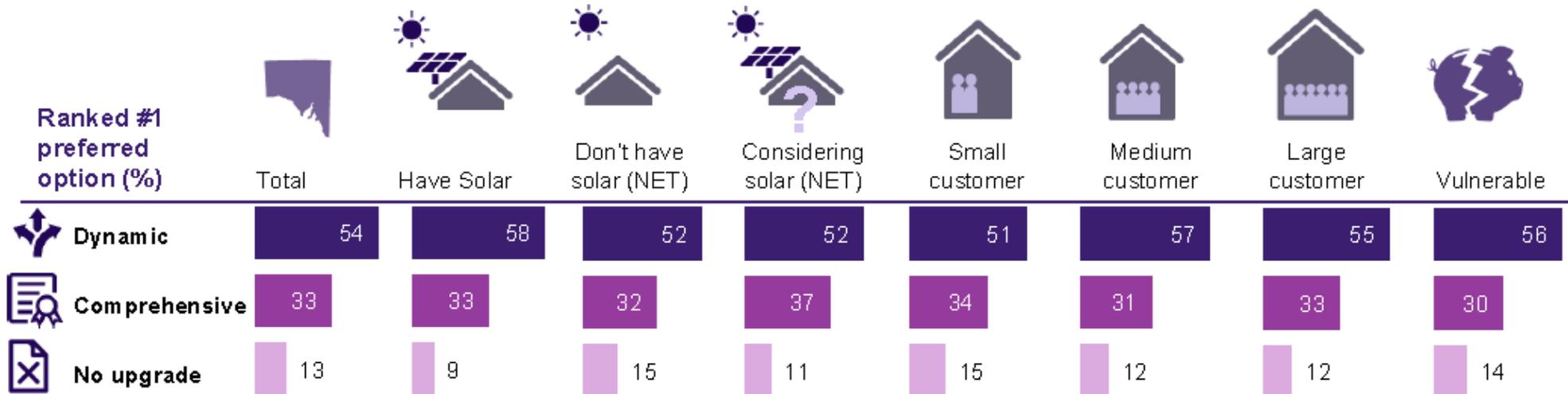
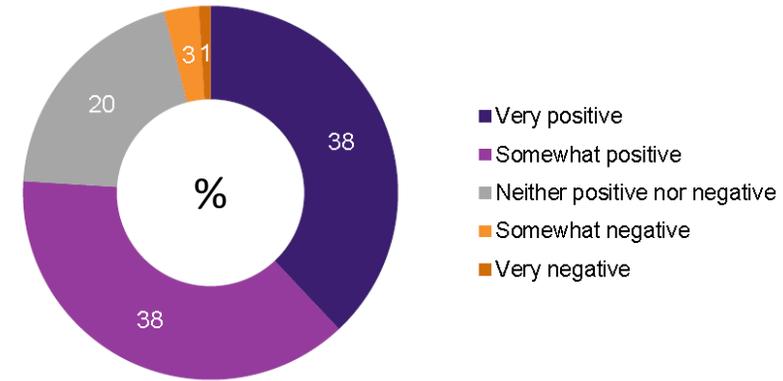
However, there are challenges in integrating DER

- Our network has a finite **hosting capacity** to transport energy exported from the premises
- We have **almost no visibility** of our LV network today
- And **no ability to manage** what is now the largest generator in SA



There is a strong appetite to enable this future

- 1,000 South Australian customers surveyed in late 2018
- Should SA Power Networks spend money to enable more solar?
- Consistent across **all** customer cohorts



Policy and regulatory change as an enabler



How can we optimise the value of DER for all Australians?

We must manage today's issues ...

- **LV network visibility** as a key enabler
- **Managing DER** requires new standards

... and position for future markets

- **Clear obligations & incentives** for networks to host DER
- **Market mechanisms** to enable broader leverage of DER value

Every year we wait, another 220,000 non-smart systems are connected



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