



Globe 2006 – Solar Residential Grid Tie  
Xantrex Technology Inc.

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## Xantrex Overview

<b>Offices</b>	<b>Burnaby BC, Arlington WA, Livermore CA, Elkhart IN, Barcelona Spain, Reading England</b>
<b>Manufacturing</b>	<b>Burnaby BC, Arlington WA, Dominican Republic, China (4 Outsourced Locations)</b>
<b>Employees</b>	<b>500</b>
<b>Revenue</b>	<b>US\$143 Million in 2005</b>
<b>Patents</b>	<b>79 patents with 97 more in progress</b>
<b>Ownership</b>	<b>Public, Traded on Toronto Stock Exchange (XTX)</b>
<b>Established</b>	<b>1983</b>

# Xantrex Target Markets

Renewable Power



Mobile Power



Programmable Power



## Renewable Power Leadership

- Solar, wind, and backup product provider for the global market

### Solar

< 10kW Residential  
> 10kW Commercial



- DR, SW, SW Plus
- GT Series
- PV Series

### Wind

< 10kW Residential  
> 10kW Industrial



- DR, SW, SW Plus
- Grid Tek 10
- OEM equipment

### Backup Power

< 10kW Residential  
> 10kW Industrial



- DR, SW, SW Plus
- SW 3-Phase

# Renewable Power Product Portfolio



## Solar



**SW Plus**

Off-Grid Inverter/Charger



**PV Series**

10 kW to 225 kW  
NA 3 Phase  
Commercial Grid Tie



**GT3.0**

Residential  
Grid-tie Inverter



**GT100E**

Int'l 3 Phase  
Commercial Grid Tie



**GT500E**

Int'l 3 Phase Commercial Grid Tie



## Wind



**1.5 MW Converter**

Industrial Wind



**10 kW Grid Tie Inverter**

Small Scale Wind



## Backup



**SW Power panel**

Off-Grid Backup Power  
Inverter Charger



**SW Plus**

Off-Grid Backup Power  
Inverter Charger



**DR**

Inverter/Charger

## Recent Product Launch

### Design Objectives:

- High efficiency
- Variety of power offerings from one platform
- Designed for multi unit installations
- Ease of installation
- Ease of use
- Easy to maintain
- Reliable
- Attractive



GT 2.5kW

GT 3.3kW

GT 3.8kW

## Xantrex GT Series Solar Grid Tie Inverter

- Wide MPPT range 195-550 VDC with high efficiency
- Faster and less expensive to install
  - Light weight and compact
  - Installation mounting bracket
  - DC/AC disconnect
  - Wiring box
  - Split chassis design (easy to service)
- Communications:
  - LCD display
  - communication ports and software
- Attractive Industrial Design
  - Sleek and compact form factor



## Market Results

- Over 14 MW GT Series units shipped worldwide since October 2004, with 10 MW in US market
- GT California market share: 20% in one year
- Xantrex USA residential market share: 24% in one year





## Installation Examples



### Horizon Energy Systems

- Campbell, CA
- 9 Sharp 185
- 1.7 kW

### Carlson Solar

- Hemet, CA
- 40 Sharp 170's
- 7 kW

## Clean Looking, Easy to Install Multi Unit Systems

- Reduces visible conduit and industrial switch gear
- Superior aesthetics
- Identical form factor for all inverters



## Installation Examples



### Garden State Energy Services

- Stockton, NJ
- 54 Sanyo 190's
- 10 kW

### Owens Electric & Solar

- Sebastopol, CA
- 90 Sharp 175
- 16 kW

## Installations



- **Carlson Solar**
- **San Marcos, CA**
- **91 GT 3.0's**

## Installation Examples



### **Solon Mover - Berlin, Germany**

- Solon dual axis 10kW solar power system with Xantrex GT series inverters

## Installation Examples



### **Electofret – Madrid, Spain**

- 18 Xantrex GT 3.0E
- 252 Sanyo 190 Watt modules

## Installation Examples



### **Korean Electric Power (KEPCO) - Korea**

- Xantrex GT 3.0 installed on residential home on the south coast of Korea

## Design Topology

- Robust EMI filtering on input and output
- Sealed Design
  - Keeps outside air and contaminants off components
  - Maximizes reliability
- Surface mount components used wherever possible
  - Machine placed, reducing human error, results in better repeatability and reliability
  - Thru-hole components used where high current, high power capacity is required
  - Every component on PCB's in-circuit tested before being installed and powered up
- Passive cooling
  - Prevents MTBF reduction due to fan failure
  - Keeps audible noise at a minimum



## Industry Leading Ease of Installation

### PV/Utility Disconnect

- Complies with NEC
- No external DC disconnect needed



### Split Chassis Design

- Inverter separable from wiring box
- Field service friendly



## Xantrex GT Series Grid Tie Solar Inverter



Smart choice for power

**Chris Thompson**

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