

SOLAR'S MOST TRUSTED



## REC CUSTOMER'S GUIDE TO SOLAR

Everything you need to know to get started with solar on your rooftop today.

Get Better, Not Bigger

[www.recgroup.com](http://www.recgroup.com)



# REC CUSTOMERS' GUIDE TO SOLAR

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# A word from REC



Recent years have been challenging for energy consumers. The cost of raw materials skyrocketed, which subsequently saw wholesale and retail energy prices soar, putting a strain on Australians' budgets.

Consumers all over Australia and New Zealand found ways to adapt, whether it was cutting back on energy use, buying energy-efficient devices, or switching to renewable solar energy to reduce the reliance on the electric grid and take control of the rising energy cost. The aim of achieving energy independence is shaping the way consumers perceive an investment in solar power.

With the adoption of home batteries and electric vehicles continuing to grow and the transition to renewables in full swing, it's time to think seriously about your future energy needs. Although the average solar system size has been increasing, partly due to growing solar panel sizes across the industry, now it is time to Get Better, Not Bigger with your solar energy system.

For those considering solar power for the first time, or those looking to replace or upgrade their current system, we're encouraging you to look beyond the price tag.

Investing in solar is a significant decision for any consumer, but one that will ultimately provide you with many benefits, both financially and environmentally. Understanding a solar system's long-term performance and reliability, as well as the unique features that make a high-quality system more valuable is vital to make the right call.

This Customers' Guide To Solar will take you through the benefits, giving you a clear understanding of how solar can work for you as a rewarding and safe investment. As with any investment, it should be secure, generate a return, and add value, financially and environmentally.

We're calling on customers to Get Better, Not Bigger and consider highly advanced solar panels and learn about the differences between new and dated solar technologies.

This Customers' Guide To Solar will help you to make the right decision when purchasing a solar energy system.

Get Better, Not Bigger



# WHAT IS A SOLAR SYSTEM?



## THE FIRST STEP TO CHOOSING SOLAR FOR YOUR HOME IS TO UNDERSTAND HOW IT WORKS

Some of the concepts such as photovoltaic and heterojunction cells can get quite technical, which is why we will walk you through the process in this Customers' Guide To Solar.

### A TYPICAL SOLAR SYSTEM CONSISTS OF THE FOLLOWING CORE COMPONENTS:



#### Solar panels

Capture the sun's radiant energy and convert it into electricity



#### Inverter

A device that transforms the energy generated from the solar panels into a form suitable to power your home



#### Home battery

Solar energy can only be generated while the sun is shining, which isn't ideal for nighttime use when we're at home. By installing a battery, excess energy can be stored and used as it is needed.

### OTHER IMPORTANT COMPONENTS:



#### Your roof

While not a direct part of the system, your roof plays an important role in the performance of your panels. The location, size, pitch and orientation all need to be considered when choosing a suitable solar system.



#### Racking

REC Certified Solar Professional Installers don't attach the panels directly to your roof, but use aluminum beams or racking to create a secure platform to install the solar panels to REC's specifications.

MORE INFO  
[www.recgroup.com/en/how-solar-works](http://www.recgroup.com/en/how-solar-works)



A photograph of a dense forest with sunlight streaming through the trees, creating a bright, hazy atmosphere. The sun is positioned in the upper center, casting long rays of light down the forest floor. The trees are tall and thin, with green foliage. The ground is covered in lush green plants and ferns. A yellow rectangular box is overlaid on the left side of the image, containing the text "WHY SOLAR?".

WHY SOLAR?

## SOLAR MAKES SENSE; IT'S AN EFFICIENT USE OF SPACE, GOING SOLAR CUTS CARBON EMISSIONS, AND IT'S AFFORDABLE

Most consumers believe solar is a solution to achieve energy independence and reduce the impact of energy costs. Also, in terms of generating energy, solar enjoys one of the lowest carbon footprints, providing a huge boost to your environmental initiatives.

Solar panels are silent, emit no emissions, and are a clean source of energy. Solar is a valuable part of the solution to curbing climate change.



### WHY PREMIUM SOLAR?

There is a range of different solar panel options on the market, and while price is certainly an important factor, we are calling on consumers to think beyond this and consider the full impact of the purchasing decision.

Purchasing a lower quality system that does not perform at a high level may result in:

- Lower financial returns
- Performance efficiency and installation issues
- Higher risk of quality issues and failure
- Needing a new system within 10 years

# WHY SOLAR?

## HOW MUCH MONEY YOU COULD SAVE?

The primary role of a solar system is to generate energy to power your home. This replaces the traditional need to purchase energy from an energy retailer.

A typical household requires from 7 to 40 kWh of power per day. This varies depending on the makeup of the household and the electrical appliances. A single person living in an apartment will be on the small end of the scale, whereas a family of five with a pool and an extra fridge will be at the high end. If you're part of the second group and require around 40 kWh a per day, your energy cost over 25 years could add up to roughly \$127,000\* AUD. That sum doesn't even consider future energy price increases. \*(40kWh per day x \$0.35 AUD/kWh x 365 x 25 years). Imagine if you buy one or two electric cars in the future? That cost will increase even further.

With a long lasting and high-performance solar system, adequately sized, it's possible to completely cover your household energy generation, which will eliminate your energy bill and provide you long term savings. Additionally, if the system is high quality and reliable, it could increase the value of your property, making your biggest asset even more valuable.

Once those energy bill savings have covered the upfront cost of your solar system, you will have broken even on your investment and be actively saving money.

**If the system is big enough, you may even have excess power.**





## EARN MONEY THROUGH SOLAR



Not only can solar panels eliminate our energy bills but they can actually export energy into the grid to help power other homes and businesses. Energy retailers purchase this power from you for a fee,

which is known as a feed-in tariff. The tariff is variable much like our energy prices, but with a large enough system you could be making a return through exporting power back to the grid.



### TURN YOUR HOME INTO A PERSONAL POWER PLANT

By combining your solar system with a home battery, you can store excess energy to be used in the evening as you're making dinner or watching TV while the sun is not shining. Also, you could potentially join a Virtual Power Plant (VPP), meaning you could support the transition to distributed energy generation and get paid for the energy you have supplied to the grid.

## GOVERNMENT REBATES

**There are federal and state government rebates available for rooftop solar that can significantly reduce the cost of purchasing and installing a solar panel system.**

Households and small businesses across Australia and New Zealand that install a small-scale renewable energy system such as a solar system may be able to receive a benefit under the Small-scale Renewable Energy Scheme (SRES), which can contribute to the cost of purchasing

and setting up your system, depending on where you live and what programs are available.

Generally, when you receive a quote for a solar or battery storage system, the retailer will show any rebate amount that you are receiving.

## CHECK YOUR ELIGIBILITY

You can search for federal and state government rebates on the Federal Government's energy rebates webpage.

MORE INFO  
[www.energy.gov.au/rebates](http://www.energy.gov.au/rebates)



# WHY SOLAR?

## REDUCING CARBON EMISSIONS

Solar is a renewable energy source so it's one of the key drivers in transitioning to a sustainable future.

By installing solar on your home, you are displacing traditional and carbon intensive coal-fired energy.

As an example, if your household was to install a 5 kW system to generate 20 kWh per day this would mean the elimination of 8,614 kg of CO<sup>2</sup> to power your home per year. This is equivalent to removing almost three cars from the road for an entire year.



## WHAT ABOUT THE NET IMPACT?



While CO<sup>2</sup> reductions are attractive in their own right, you also need to consider the full life-span of the panel to determine the true sustainability outcomes.

These kinds of questions are important to understand when assessing your options:

- Do the panels contain toxic substances that could lead to environmental issues?
- Are the panels manufactured in a sustainable manner?
- Can the panels be disposed of sustainably?
- Do the panels stand the test of time?



## HOW ELECTRIC CARS AFFECT YOUR SOLAR SYSTEM DECISION

**With people now, more than ever, choosing to purchase electric vehicles, the desire for self sufficiency and to power those vehicles with clean energy is significantly increasing.**

When you install a quality and high-performance solar system on your property, you can not only use it to power your home but also charge your electric vehicle. If you're considering an electric vehicle in the future, it is worth considering a system size that will take your future electricity use into account.

A solar system that maintains the initial performance for a long time and has low degradation rate will provide higher energy security, so it is worth investing in the latest technology when it comes to energy generation.

**Powering an electric vehicle through your solar system is a simple, efficient way to not only reduce your power bills but also your carbon footprint.**

CONTACT REC SOLAR TODAY ABOUT A SOLAR PANEL SYSTEM THAT WILL SUPPORT YOUR ELECTRIC VEHICLE.



# WHY SOLAR?

## IS SOLAR RIGHT FOR YOU?

Solar power is a great option for Australians and New Zealanders because we have an abundance of the most important ingredient - sunlight. That said, each household is unique and needs a personalised system to meet its needs.

Here are the key factors to consider ahead of your solar purchase.


- **Adequate roof space** - solar panels come in a range of sizes from the smaller end of 1.7 m<sup>2</sup> to larger panels at 3.12 m<sup>2</sup>. The size and suitability of your roof will determine the maximum size of your system.
- **Shading on your rooftop** - many solar panels need unobstructed sunlight, otherwise performance is drastically reduced. Shading from nearby trees, buildings or other structures or just the angle of the sun in the early morning or late afternoon can inhibit sunlight reaching your panels. Thankfully, REC panels are designed to work even when partially shaded.
- **Orientation of the home** - as the Sun doesn't stay in one place all day long, year round, the direction of your roof is important. If the pitch is facing to the east, it will perform better in the morning. Conversely, it will be better in the afternoon if facing to the west. South is the most challenging direction for solar, but speak to your local installer to find out more. REC's highly advanced solar technology delivers superior performance even under low light, so the system will work harder for you in comparison to a cheaper option.




- **Location** – if you are near the coast, you understand the damage salt and mist could cause. Also, in cyclone regions or places more prominent to hailstorms, solar systems will be more likely affected. REC panels are highly rated for salt and mist corrosion resistance as well as testing certificates for cyclone regions. Our hail testing is one of the most demanding in the industry, so you have complete peace of mind.
- **Household energy usage** - if you have a large energy bill, then you stand to gain great savings by switching to solar.
- **Property value** – like any other home or business improvement, a high performing solar system could make your property more attractive to future owners. As energy prices increase, an energy-efficient property could become more valuable. REC's 25-year ProTrust warranty is transferable to a new owner as long as the panels remain installed in the property. It means that if you sell your home, the new owner will enjoy the savings for the remaining of the warranty period. Tip – do not compromise on quality, future property buyer will be well educated on types and qualities of solar systems just like ovens and dishwashers.
- **Aesthetics** – we understand it is an important factor to any property owner in Australia and New Zealand. Have you already seen the REC Alpha Pure-R panel? It is a very stylish and elegant all black panel. It will blend in nicely to the design of your home, making it even more attractive.



# WHY REC?



WATCH VIDEO



REC'S COMBINATION OF **PRODUCT QUALITY, COMPANY RELIABILITY,**  
AND **COMMITMENT TO SUSTAINABILITY** MAKES US THE IDEAL  
BRAND FOR YOUR SOLAR INVESTMENT



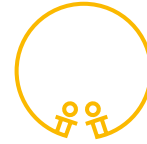
46<sup>+</sup>

million panels manufactured



13.4<sup>+</sup>

gigawatts produced



20.5

million people powered at home

\*As at December 31, 2022

REC Group is an international pioneering solar energy company dedicated to empowering consumers with clean, affordable solar power through high-quality solar panels with a leading power density.

As Solar's Most Trusted, REC is known for its patented innovations and multiple award-winning products with reliable long-term performance.



Founded in 1996 in Norway, REC has always been committed to a low carbon footprint in its solar materials and panels.

REC is headquartered in Norway with operational headquarters in Singapore and regional hubs in North America, Europe, and Asia-Pacific.

# REC PRODUCTS

## REC ALPHA PURE-R

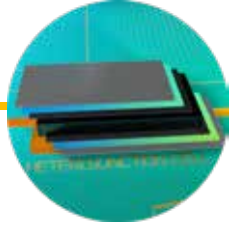


WATCH VIDEO



# GET BETTER, NOT BIGGER WITH THE ALPHA PURE-R

The REC Alpha Pure-R hits the sweet spot in terms of its power output, size and environmental footprint. It comes with one of the most advanced solar technologies ever developed.



## Heterojunction (HJT) cell technology.

Featuring heterojunction technology (HJT) cells in a patented panel design, it delivers power output of up to 430 Wp, while keeping the module under two square metres in area. It works well for residential and commercial rooftop installations where high performance and long-term reliability is required.



## Super strength

The REC Alpha Pure-R has some unique features that make the panel more reliable and stronger. Utilizing a patented design with 2 support bars across the rear, the panel is designed to withstand stronger wind loads, making it more reliable than conventional panels. Also, REC Heterojunction (HJT) cells are more flexible, so the risk of the panels being damaged by transport or poor installation practices which occurs with conventional panels has been mostly mitigated.



## Gapless cell layout with 4 sections

The panel is divided into four strings, which reduces the size of sections that switch off under shaded conditions. As a result, the panel can generate even more energy when partially shaded, increasing your potential savings.

## Advanced technology that delivers more savings

Solar panels like sunlight, but lose performance as the temperature in the panel increases as the day gets hotter. The rate of degradation is measured by the panel temperature coefficient. REC Alpha Pure-R has one of the best temperature coefficients for solar panels which keeps the solar panel running efficiently even on hotter days, making it perfect for Australian and New Zealand conditions. This feature of the REC Alpha Pure-R could increase your potential savings over the systems lifetime. The REC Alpha Pure-R will work much harder for you.



LEAD FREE  
ROHS COMPLIANT

## Lead-free and RoHS compliant.

The Alpha Pure-R is a lead-free solar panel and RoHS compliant (Restriction of certain Hazardous Substances), strengthening REC's claim that it takes its environmental responsibilities seriously and enables you to make an even greater positive environmental impact.



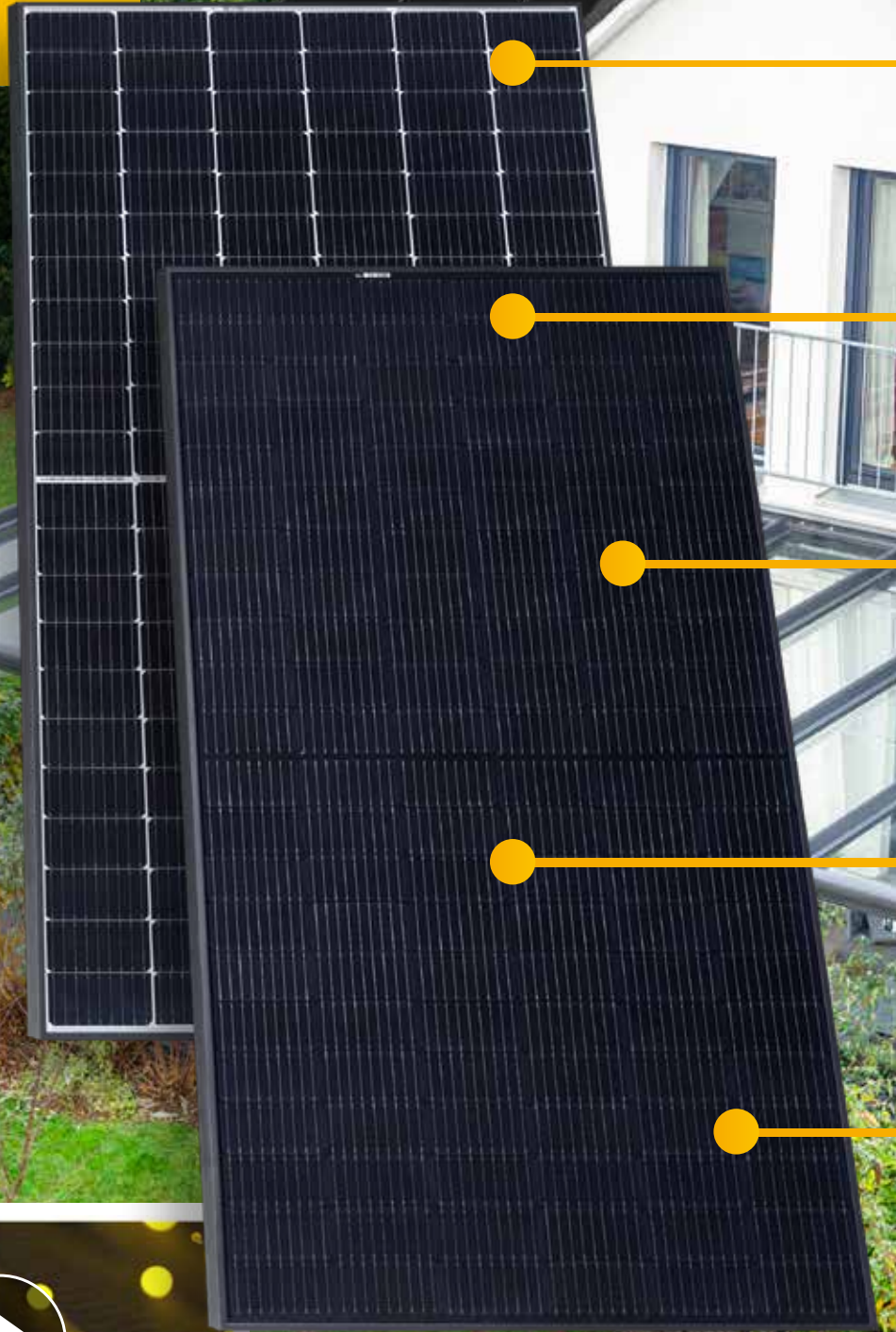
## Premium solar panel warranty.

Like all REC solar panels, the REC Alpha Pure-R is eligible for REC's comprehensive ProTrust warranty\*, offering consumers up to 25 years peace of mind for product, performance and labour when installed by an REC Certified Solar Professional, subject to conditions. Just ask your installer to register the system with REC to unlock your extended warranty.

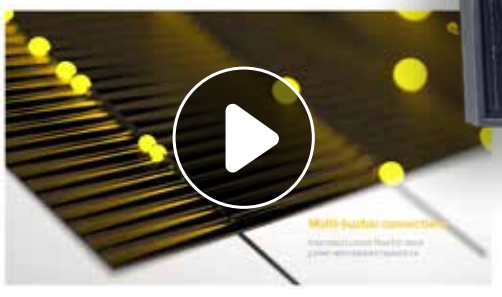
\*when installed and registered by a REC Certified Solar Professional.

# REC PRODUCTS

## REC TWINPEAK 5

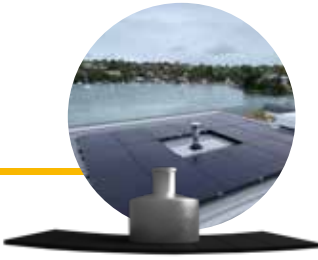


WATCH VIDEO



## REC TWINPEAK 5, OUR ALLROUNDER

Based on the multiple award-winning REC TwinPeak technology, REC TwinPeak 5 panels bring heightened efficiency to REC's portfolio.



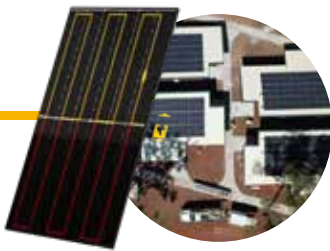
### Stronger than average panel

REC TwinPeak 5 comes with extra support bars across the rear of the panel, greatly boosting its strength and durability, and allowing loads of up to 7000 Pa – far exceeding the 5400 offered by conventional panels. This added strength enables you to achieve much higher energy yields. Combined with a 30 mm frame height, this frame design enables flexible installation options, making overcoming every obstacle easier during system design.



### More power output per M<sup>2</sup>

REC TwinPeak 5 panels are packed with the same advanced REC TwinPeak technologies that have won REC multiple awards. This p-type mono variant offers high power output per square metre of panels installed.



### More performance in shaded conditions

Panels with REC TwinPeak technologies have a REC-pioneered "Twin Design" which enables them to generate electricity even when they are partially shaded. Over time, you get a higher yield from your installation.



### More cost efficient

By delivering more power per square metre, you need fewer REC TwinPeak 5 panels to generate the same power. This means quicker installation times and the need for fewer components such as clamps and racks. All of which reduces your overall costs, shortening the payback time.



### Premium solar panel warranty.

Like all REC solar panels, the REC TwinPeak 5 is eligible for REC's comprehensive ProTrust warranty, offering consumers up to 25 years peace of mind for product, performance and labour when installed by an REC Certified Solar Professional, subject to conditions.



**MORE POWER  
OUTPUT PER M<sup>2</sup>**



**FEATURING REC'S PIONEERING  
TWIN DESIGN**



**100%  
PID FREE**



**SUPER-STRONG  
FRAME**

# INSTALLATION



## THE REC CERTIFIED SOLAR PROFESSIONAL PROGRAM

The REC Certified Solar Professional Program was created with installers and customers in mind.

Through this unique installer certification program, we ensure solar installers are equipped with the knowhow and best practices to install REC panels. This expertise provides customers with an assurance that in addition to high-quality panels, they will receive a high-quality installation.

The Program is just one of the many REC initiatives to accelerate the expansion of solar and further empower households and businesses with clean energy.

FIND AN REC CERTIFIED SOLAR PROFESSIONAL  
NEAR YOU **TODAY!**  
[www.recgroup.com/installers/search](http://www.recgroup.com/installers/search)



CERTIFIED  
**SOLAR**  
PROFESSIONAL



# THE REC PROTRUST WARRANTY



## THE REC PROTRUST WARRANTY

### UNPRECEDENTED SAVINGS, MORE ECONOMIC SECURITY, AND GREATER ENERGY AUTONOMY FOR CONSUMERS

The best warranty is one that customers never need to call on, and REC products are close to this ultimate goal, boasting an extremely low claims rate: from more than 4 million REC panels manufactured each year, less than 400 return from the field. REC's warranties reflect this strength and premium quality.

REC's ProTrust Warranty covers product, performance, and labour - each for up to 25 years - and is exclusively offered by REC Certified Solar Professionals (RCSP).

Your system just needs to be installed and registered by the RCSP, providing you with 25 years of peace of mind.

The labour warranty is unique to the REC ProTrust Warranty and gives customers added protection in the unlikely event that an REC panel needs to be serviced.

#### **Product Warranty**

REC panels come standard with a 20-year product warranty. This covers panel defects and promises that the panels will maintain their superior quality for at least 20 years. All panels are eligible for a +5 year product warranty extension, as per the REC ProTrust Warranty.

#### **Performance Warranty**

REC's performance warranty ensures that REC panels perform exactly as expected to - every year for 25 years. With higher warranted power and higher year-over-year yields, REC customers have greater Return of Investment (ROI) predictability.

#### **Labour Warranty**

As one of the most reliable solar panel manufacturers, we also take responsibility beyond the sale of our panels. In case of an approved claim, REC will compensate a cash payment for the time an REC Certified Solar Professional spent servicing an installation. And if your original installer is no longer in business, you are still covered by REC!



# REAL LIFE, REAL SATISFACTION



## HEAR WHAT OTHERS HAVE TO SAY

**Dan Spence**

General Manager of SolarWide



REC solar panels have proven themselves to us with their high quality and resilience to the extreme QLD coastal climate here on The Sunshine Coast. For me REC is an easy choice. You pay a bit more for it at the start, but that soon pays for itself with higher production, lower degradation, and incredible reliability. We started selling REC in 2011 and since then have installed tens of thousands of REC panels without issue.

Selling REC is also important to our business security. I have seen hundreds of installers disappear over the years due to the high cost of having to replace unsupported cheaper systems. We know that REC will always be there for warranty, but importantly we also know that the warranty is irrelevant as we simply don't get issues.



**Chantel Gilbert**

General Manager of Bluegum Electrical Solutions



We choose REC because it's a high-quality brand that matches our values and manufactures sustainably. Solar pays for itself, so why wouldn't you get the best panel available?



**REC VOTED BEST SOLAR PANELS  
+ BEST AFTER-SALES SUPPORT**

**ACCORDING TO AUSTRALIAN SOLAR INSTALLERS<sup>1</sup>**

We are proud to announce that REC was voted the best solar panel and best Australian aftermarket support in the SolarQuotes survey of over 500 Australian installers. For the third consecutive year, SolarQuotes has asked its network of Australian solar installers to rate solar panel brands. REC scored 36% of the votes for 'Best Solar Panels, period' and 25%, for 'Brand with Best Australian Aftermarket Support', more than 10 points ahead of the runner up. We thank SolarQuotes and our partners for their continued support as we remain committed to providing high quality solar panels and exceptional after sales support to our customers.

<sup>1</sup>Source: Best Solar Panels In 2023: According To Australian Installers

An aerial photograph of a modern, single-story house with a dark grey roof and large windows. The house is situated on a grassy hillside overlooking a bay. A swimming pool is visible in the foreground, and solar panels are installed on the roof. The background shows a lush green landscape and a body of water with several boats.

Get Better, Not Bigger



[www.recgroup.com](http://www.recgroup.com)

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