

# **Main customer groups for energy storage equipment**





## Overview

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How do battery storage and energy solutions work?

Battery storage and energy solutions systems from Johnson Controls allow for seamless integration with existing building technology systems. These utilise algorithms that provide for flexible and custom applications, the company says, such as demand management, frequency regulation and integration with renewables.

What drives energy storage project development?

Globally, energy storage project development is increasingly driven by the utility-scale segment, with mandates and targeted auctions driving gigawatt-hour projects in markets like China, Saudi Arabia, South Africa, Australia and Chile.

Should energy storage be removed from energy grid connection?

For energy storage, the new Chinese policy emphasized the need to remove energy storage as a prerequisite for renewable energy project grid connection, a requirement that has been a major driver for battery build. Nonetheless, BNEF still expects strong demand for batteries, as the policy doesn't explicitly require mandates to stop.

Why is Panasonic a leading energy storage company?

Thanks to a wide and varied portfolio of solutions, Panasonic has positioned itself as one of the leaders in the energy storage vicinity. Panasonic is one of the industry's top names due to its advances in innovative battery technology alongside strategic partnerships and extensive experience in manufacturing high-quality products.



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