

Snapshot on insurance claim case study

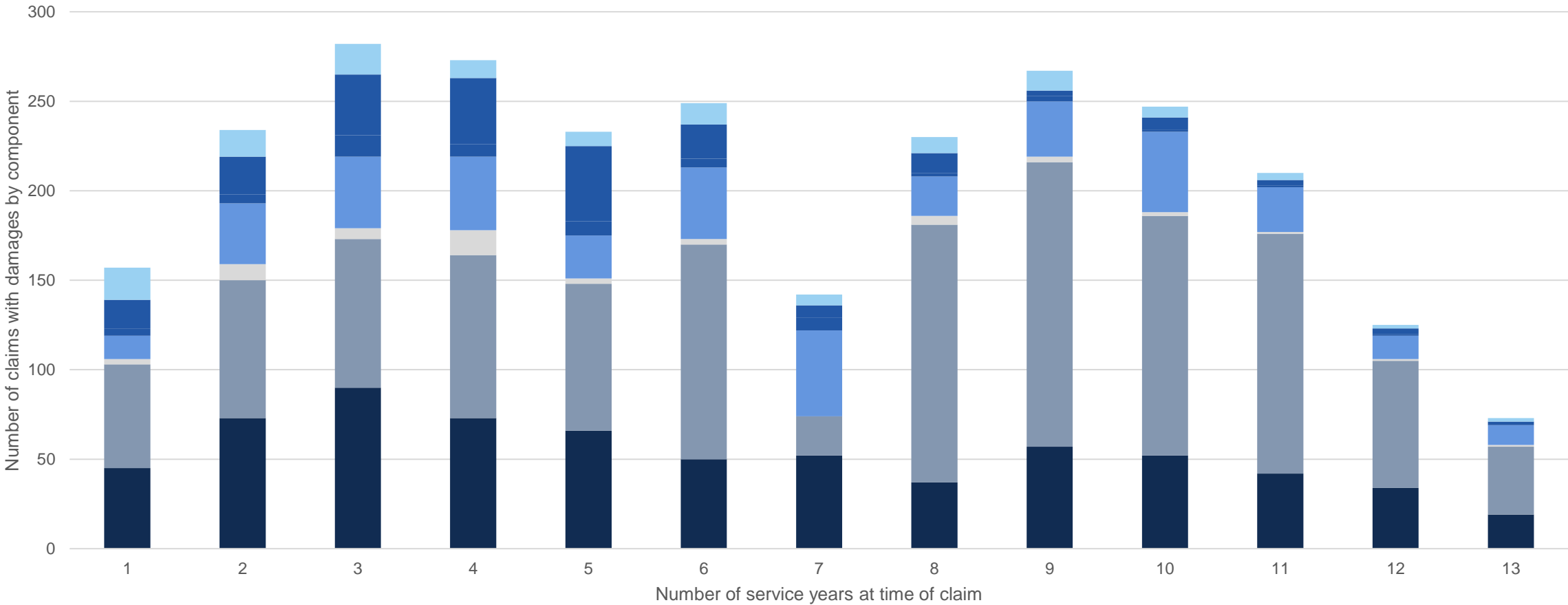
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Internal damages on inverters and modules lead the statistic, followed by cables (incl. connectors) and trackers



Damaged components as a function of service life



PV-Module
 Wechselrichter
 Montagesystem
 Verkabelung
 Zähleinrichtung
 Nachführeinrichtung
 Anderes

Source: EXXERGY analysis of >3.600 insurance claim cases

Thomas C. Sauer

tcs.iecre@exxergy.de



EXXERGY GmbH

Am Wasserbogen 28
D 82166 Gräfelfing, Germany
T +49 89 579545-30
F +49 89 579545-31

TEXXECURE Rating Foundation gGmbH

Dillenburger Str. 33
D 60439 Frankfurt am Main, Germany
T +49 69 9510319-20
F +49 69 9510319-10



Internet www.exxergy.com

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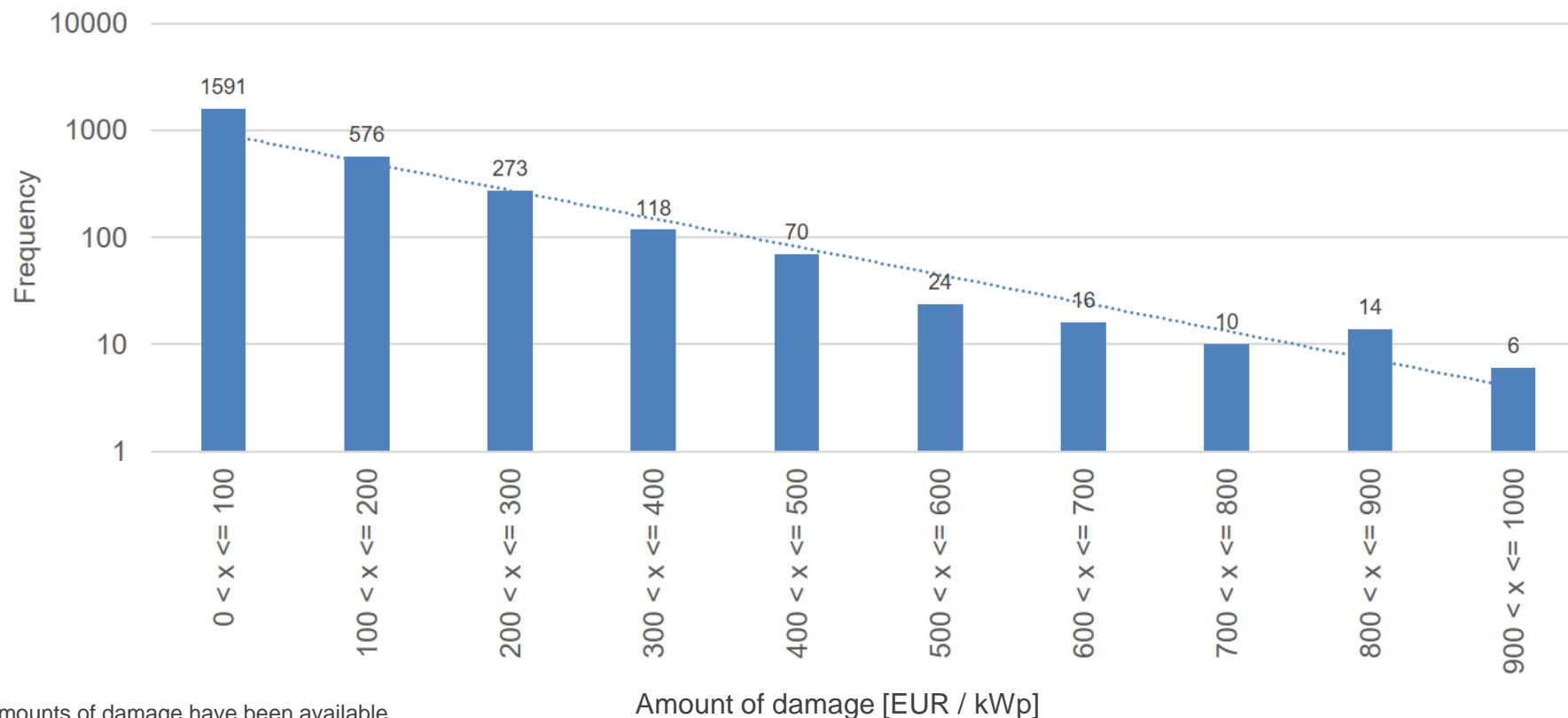
Studies from the field: An insurance claim cases study identifies damage amounts ...

~40% of all cases shows a damage > 100 EUR / kWp

Putting the relative amounts damage into perspective:

On a 20 MWp PV power plant, a damage of 100 EUR/kWp = 2 M EUR – that is 20% of the EPC cost of a new PV power plant !

- More than 3.600 insurance claim cases have been analyzed in total
- Generally, the relative amount of loss trends to decline with increasing system size
- The mainstream amounts of loss spreads over 2 orders of magnitude
- Outliers range up to 3.500 EUR / kWp (incl. consequential damage)

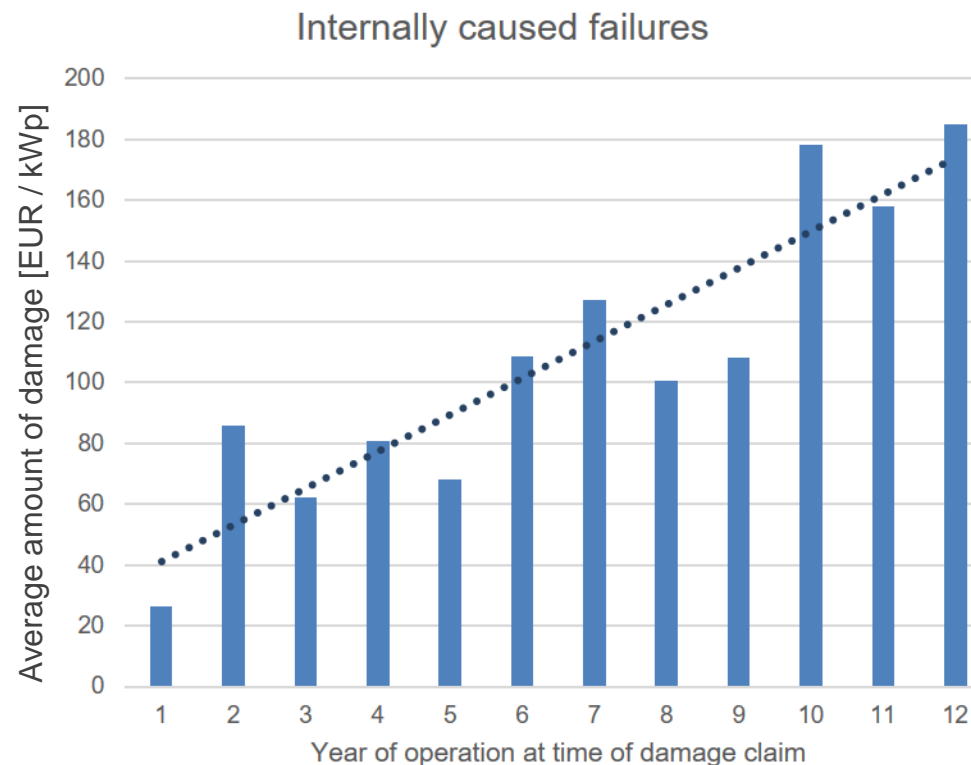
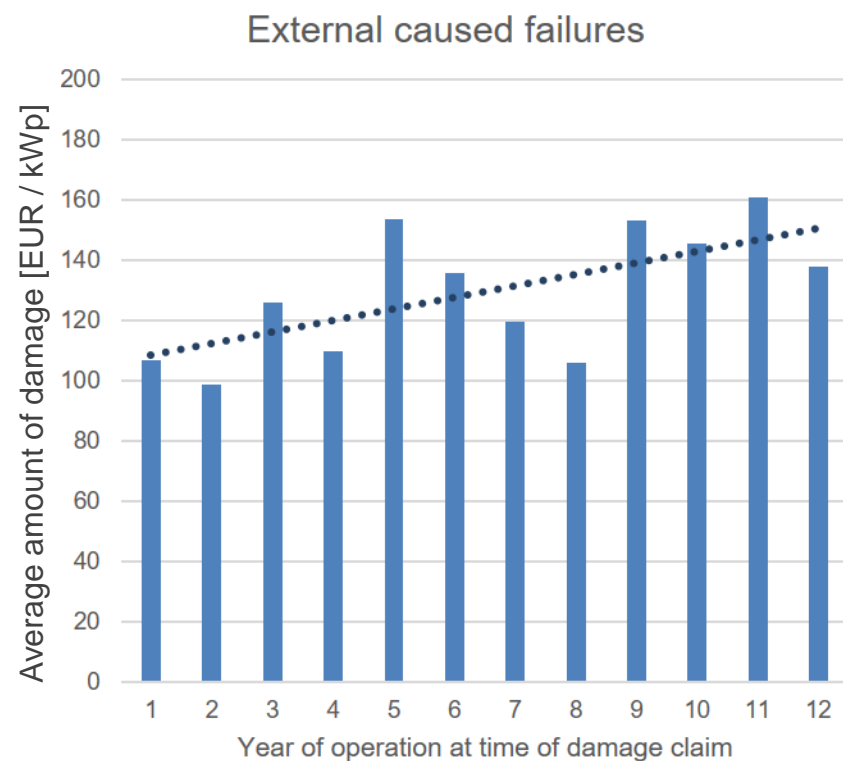


All claim cases Jan 2012 through June 2017 for which amounts of damage have been available

Source: EXXERGY analysis on >3.600 insurance claim cases 2012 - 2017

Studies from the field: ...that can be more significant than calculated for

Average amount of damage over service lifetime



- Externally caused failure: Damage is caused by external factors (hail, lightning strikes, snow loads, theft, marten bites etc.)
- Internally caused failure: Damage is caused by the PV system (20.13% of all cases)

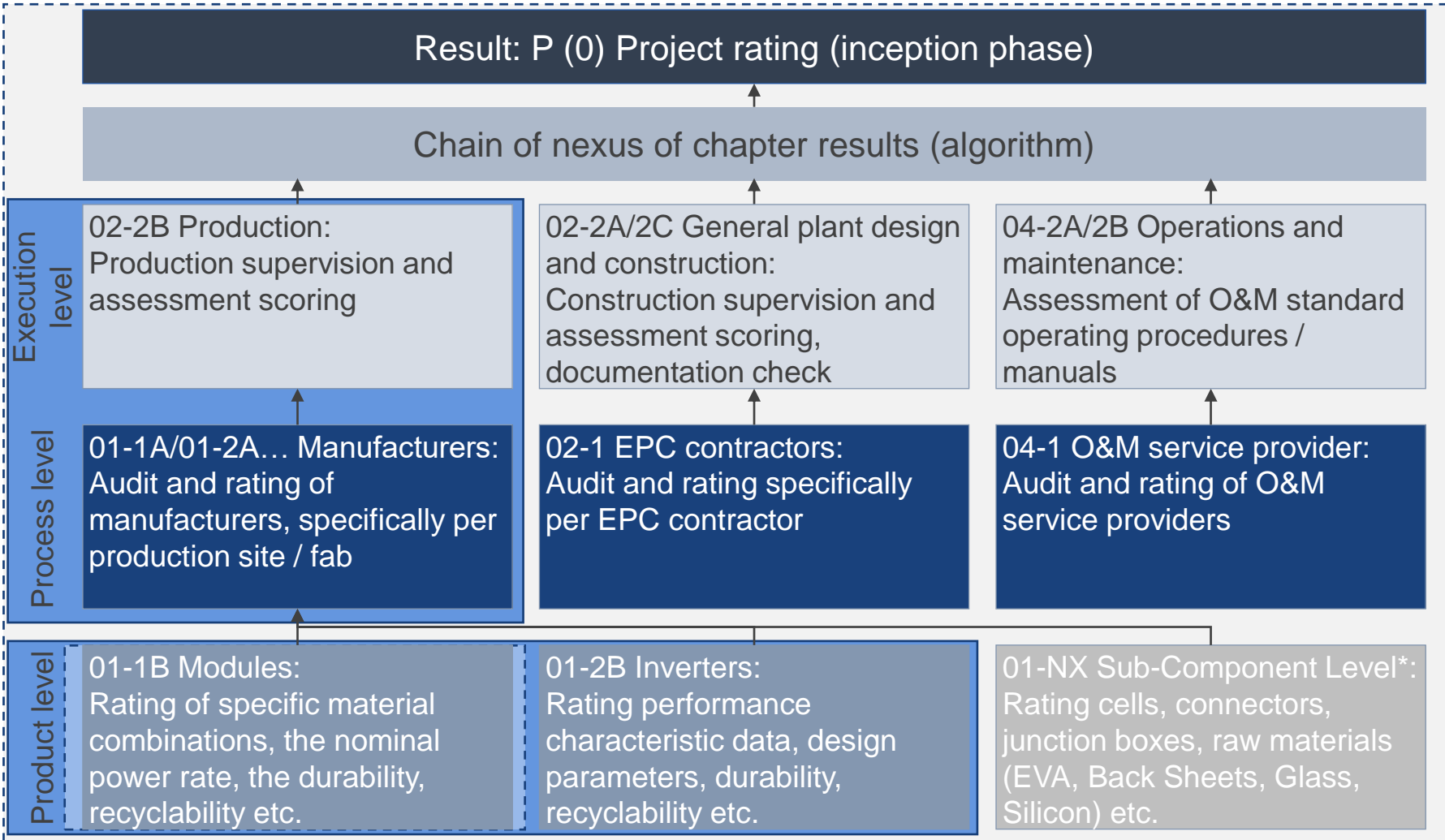
The graphs only reflect such claim cases for which

- (1) the service age of the PV power plant was known at the date of claim and max 12 years and
- (2) the amount of damage covered was >0.

PV power plants with a service life >12 years have not been listed because the data pool did not offer a statistically relevant number of cases.

A comprehensive technical rating system for PV power plants

The logical principal: “Product”, “Process”, and “Execution”



| Rating | Point range | |
|--------|-------------|------|
| | From | To |
| AAA | 981 | 1000 |
| AA | 921 | 980 |
| A | 861 | 920 |
| BBB | 801 | 860 |
| BB | 741 | 800 |
| B | 681 | 740 |
| C | 621 | 680 |
| D | ≤ | 620 |

* Under development

Introduction and background to the rating system

Business case for manufacturers – or: “What’s in it for me?”

- Marketing effect: As one of the first movers, the rating will differentiate your product offer for some time as rating assessment capacity will initially be limited
- Certainty: The rating may serve as a benchmark vs. best practices and best available technologies
- Productivity: Depending on the findings during a 2nd level rating audit, more or less improvements can be expected provided that the conclusions from the findings turn into improvement actions – these can include a number quick wins
- Following is a neutralized example of productivity gains that resulted in several 5-points improvement on average Wp output per module (population A = before level 2 audit, population B = after corrective actions and re-audit):

