



Energy storage in South Africa - the way forward and how to make it happen

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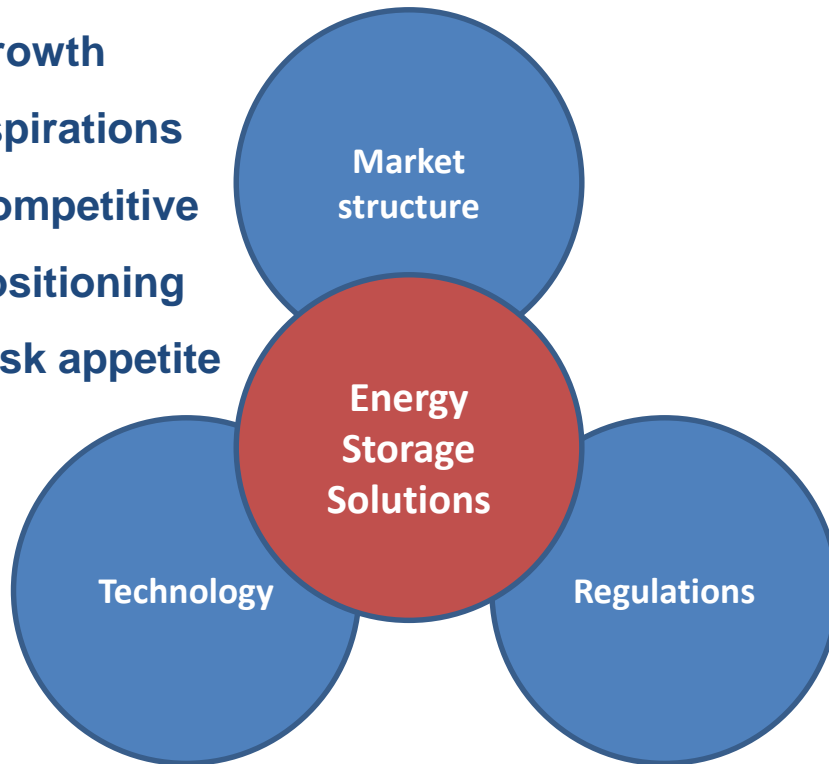
Time for tougher decisions



*"You take the **blue pill**, the story ends. You wake up in your bed and believe whatever you want to believe. You take the **red pill**, you stay in Wonderland, and I show you how deep the rabbit hole goes." – Morpheus, The Matrix (1999)*

Collaboration is key to unlocking industry development

- **Competitive intensity**
- **Growth aspirations**
- **Competitive positioning**
- **Risk appetite**



- **Research with impact**

- **Regulatory landscape**

Stakeholder engagement

Industry players

Fragmented approach to industry development

Research institutions

Government

Industry players will need to come to the party to unlock & accelerate commercialisation & adoption of energy storage solutions

Success factors to energy storage industry development

Market structure

- A long-term strategy & approach with clear deliverables from each stakeholder in a multi-disciplinary environment
 - A collaborative effort by all stakeholders (Private sector, Government & Research Institutions)
- Rollout of demonstration and pilot facilities to improve on the learning curve
- Adopt a value-chain approach to maximise benefits such as mineral beneficiation
- Platform needed to build an ecosystem from an existing base e.g. Eskom or municipalities
- Development of an appropriate funding model to encourage energy storage uptake

Success factors to energy storage industry development

Technology landscape

- Formation of partnerships with global players to expedite industry development
- Develop technical expertise to enable the next generation energy storage technology (leapfrogging)

Success factors to energy storage industry development

Regulatory environment

- A clearly defined long-term energy mix plan including the role of energy storage (IRP)
- A streamlined localisation programme to encourage adoption and commercialisation
- A conducive regulatory environment for adoption of energy storage

“If you want to move fast, go alone. If you want to go far, go together” ... African Proverb