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# European market developments in Storage Systems

SolarPower Europe

3<sup>rd</sup> December 2021

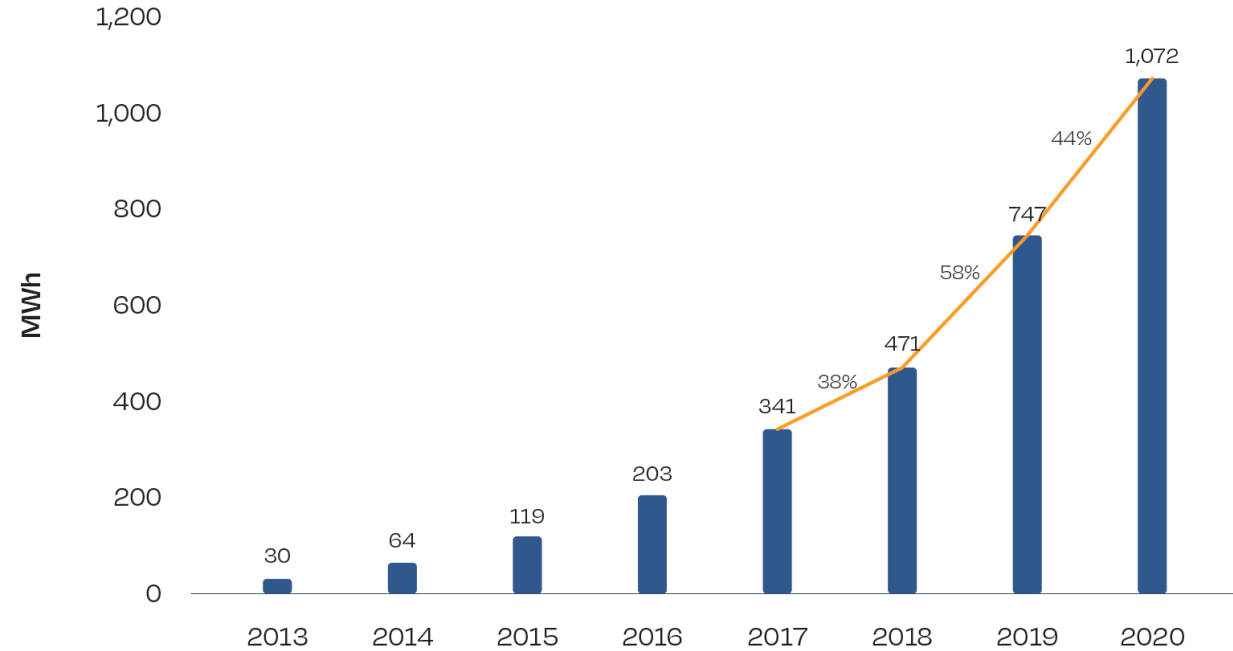
# European Market Outlook for Residential Battery Storage 2021-2025

The report is available for free on our website:



# Annual BESS market: new milestones reached

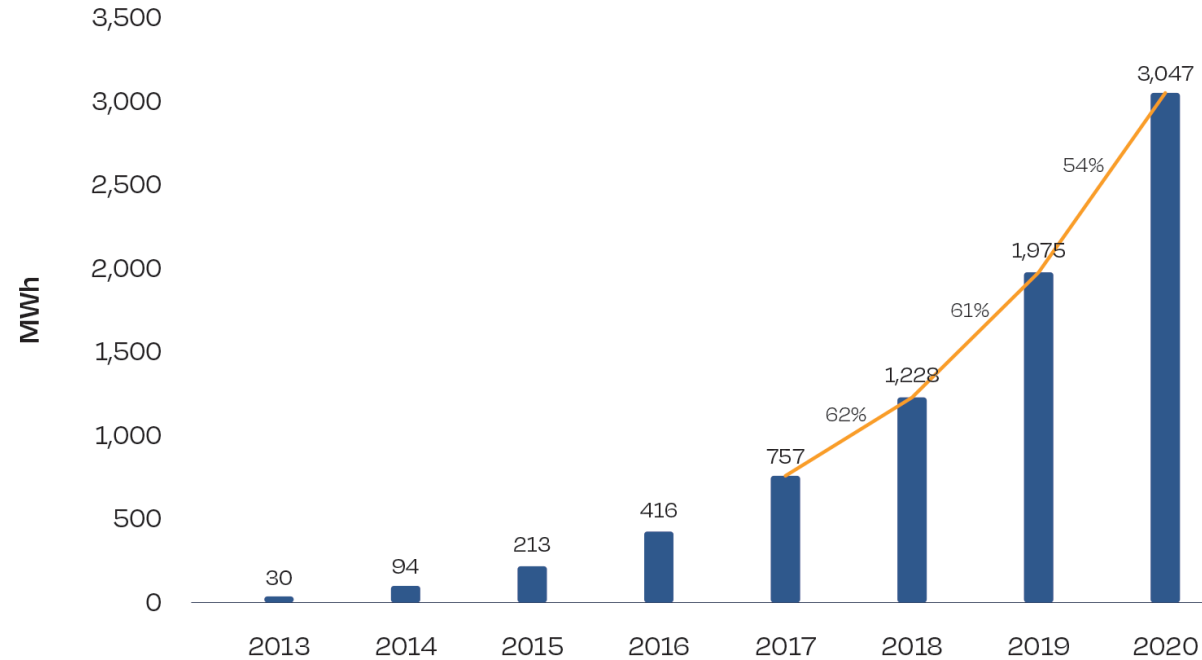
EUROPE RESIDENTIAL BESS ANNUAL MARKET 2013-2020



Thanks to a 44% increase compared to 2019, the home storage market in Europe reached the GWh scale in 2020, with about 140,000 units annually installed.

# Cumulative BESS fleet: strong growth path

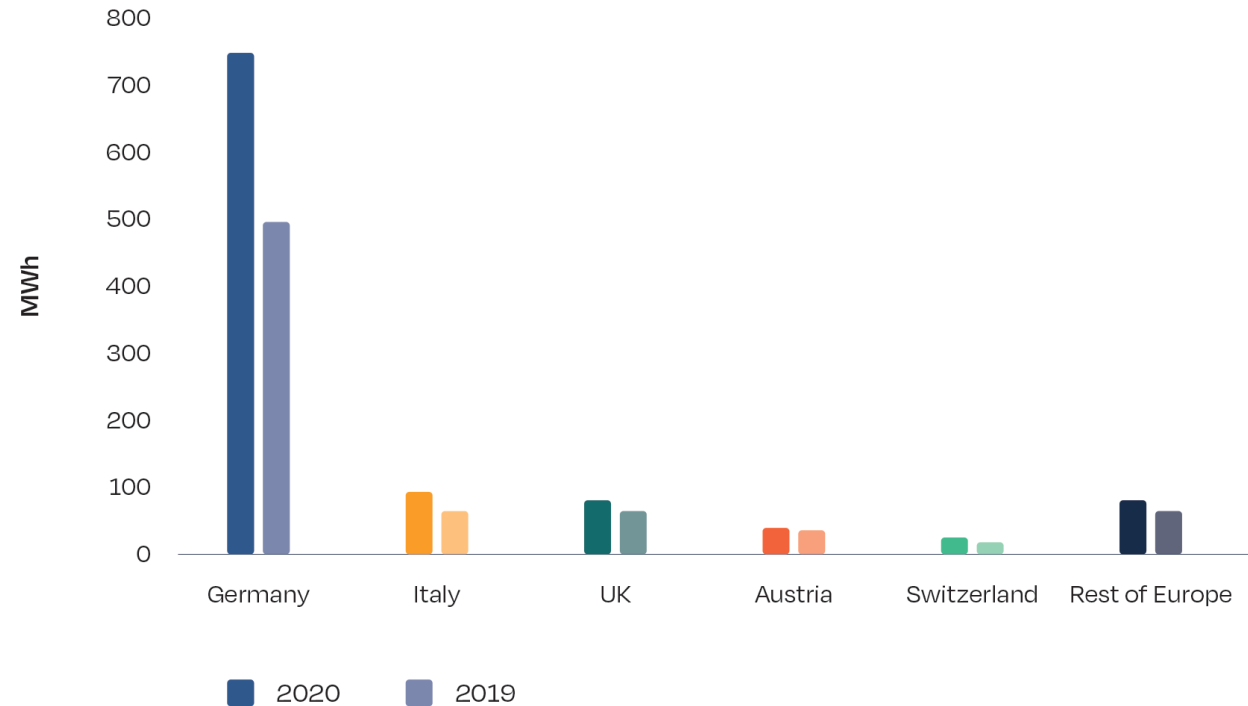
EUROPE RESIDENTIAL BESS CUMULATIVE MARKET 2013-2020



The total residential BESS fleet jumped from less than 2 GWh in 2019 to over 3 GWh in 2020, with a 54% year-on-year increase.

# Top 5 markets: Germany leads early movers

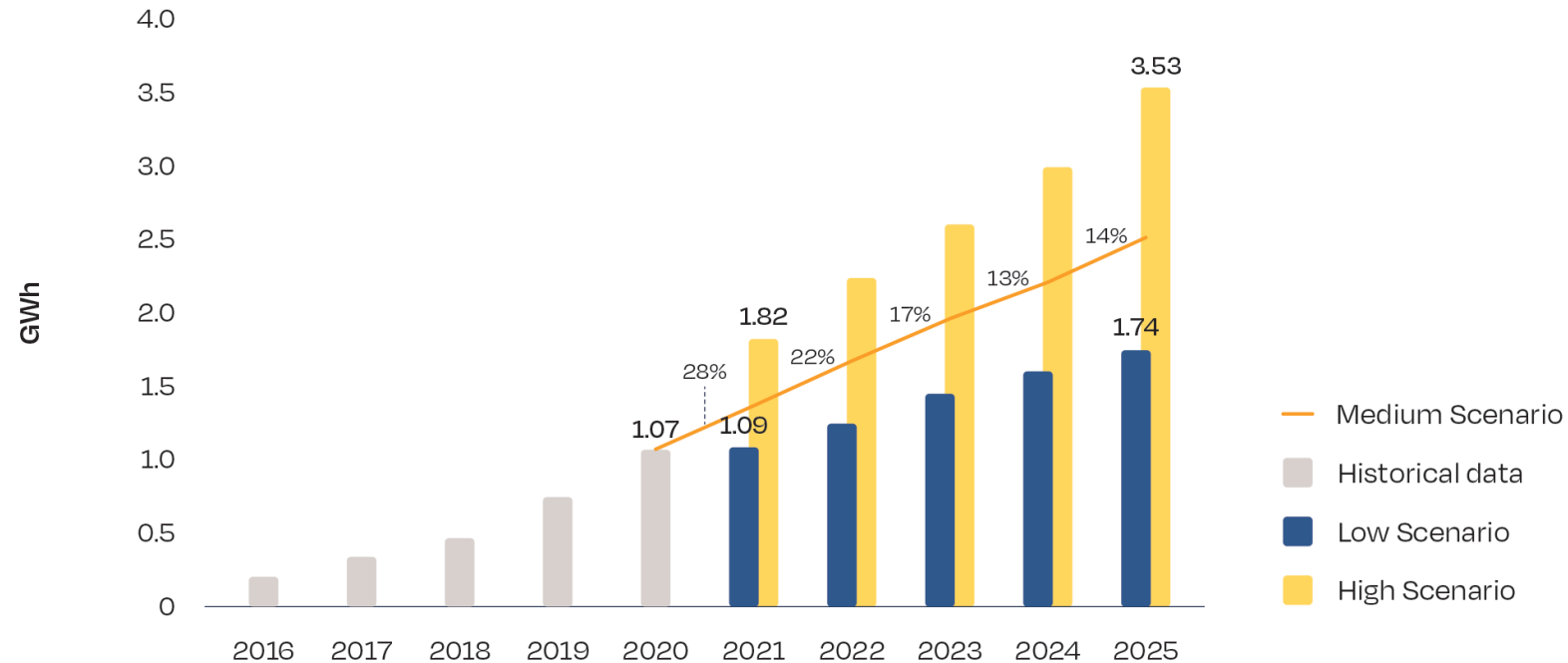
EUROPE TOP 5 RESIDENTIAL BESS MARKETS 2019-2020



Germany remains the clear leader in home storage batteries, with about 750 MWh added in 2020 and a 51% annual growth. All top 5 markets have grown in two-digit range, driven by different positive investment conditions.

# 2021-2025 scenarios: two-digit growth expected

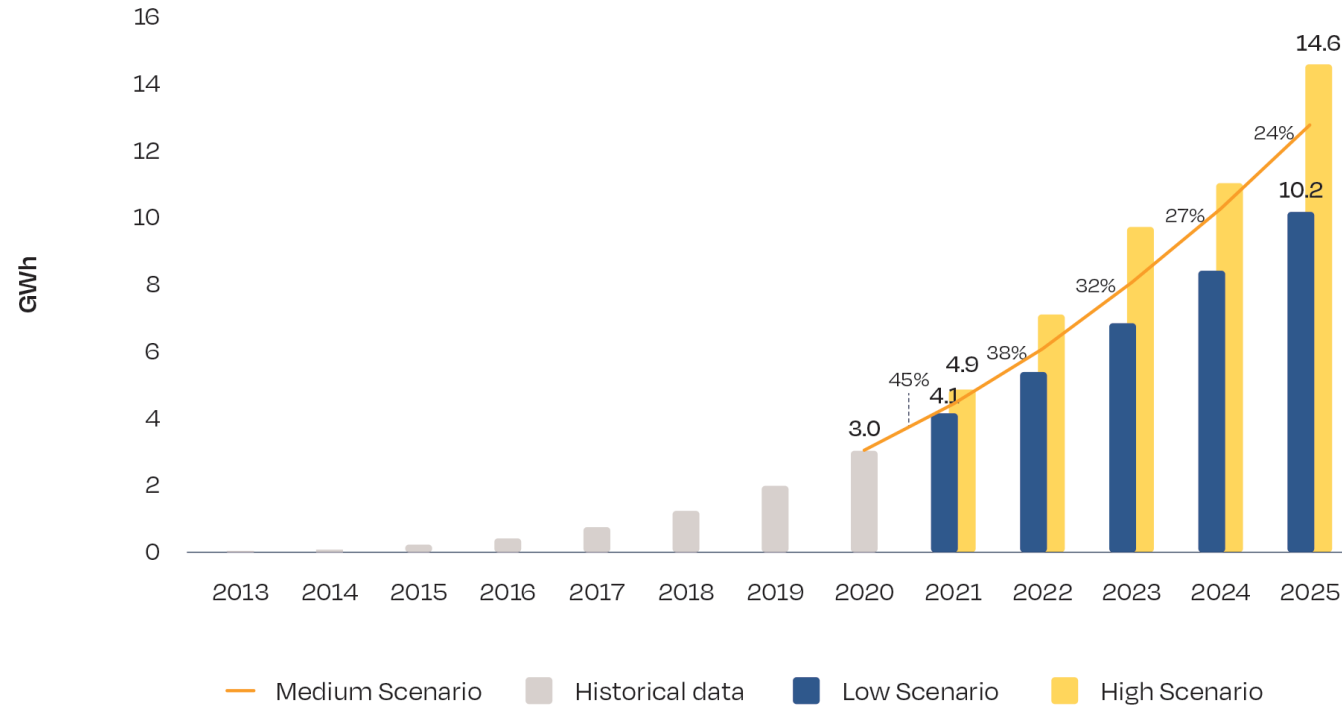
EUROPE RESIDENTIAL BESS ANNUAL SCENARIOS 2021-2025



The residential BESS market will continue its strong growth over the next years: we foresee 1.37 GWh to be installed in 2021 and 2.51 GWh in 2025 under the Medium Scenario.

# Total installed BESS to grow 4-fold by 2025

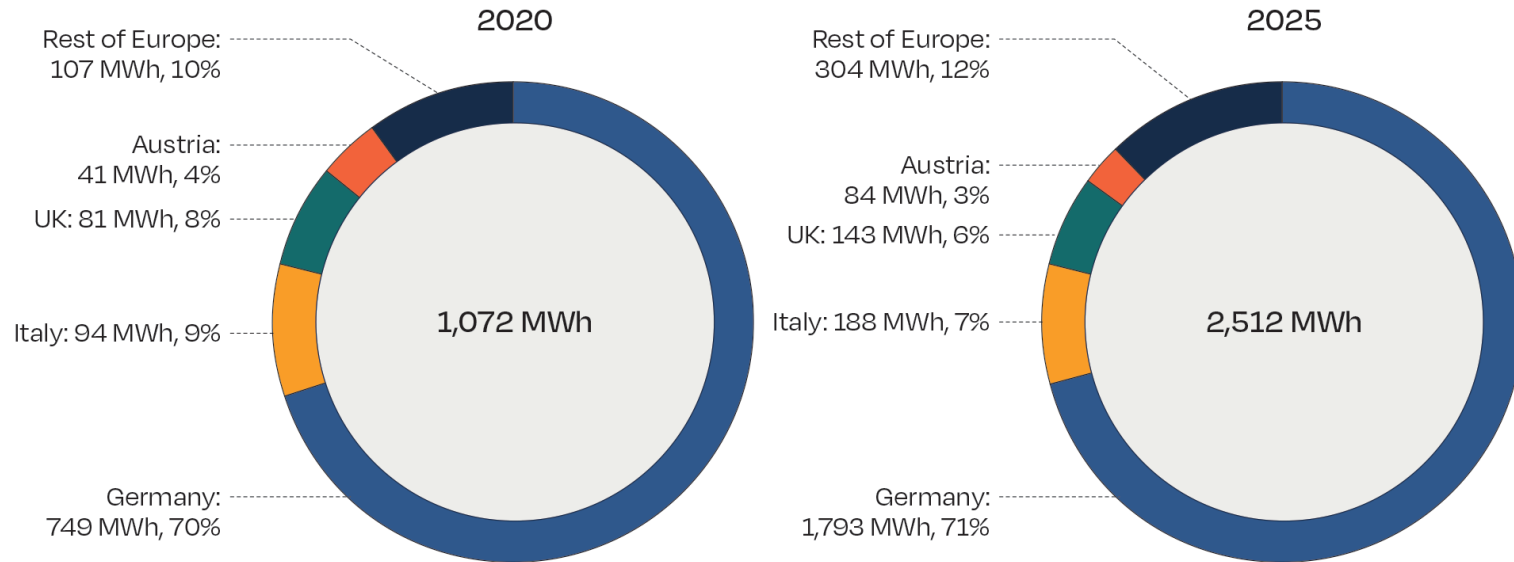
EUROPE RESIDENTIAL BESS CUMULATIVE SCENARIOS 2021-2025



The Medium Scenario anticipates cumulative residential BESS capacity to reach 4.4 GWh in 2021 and 12.8 GWh in 2025. Associated growth rates are consistently above 20%.

# Relative shares to remain stable as absolute numbers grow

TOP 4 MARKETS IN 2020 & 2025



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The Top 4 countries will somewhat retain their relative shares of the European market, while the installed capacities in absolute terms will keep growing.



# Conclusions

1. Continuous growth: **44% annual market growth in 2020**, reaching the **GWh scale** for the first time
2. Total home storage across Europe amounted to **over 3 GWh by the end of 2020, growing 54%** from 2019
3. European home storage will continue growing, with **1.37 GWh new installations in 2021** and **2.51 GWh in 2025**, up 28% and 134% respectively compared to 2020
4. While solar & storage gets increasingly attractive for European homeowners, the market is still primarily driven by **Germany, with 70% of total installations**
5. **Different factors** can drive solar & storage uptake, such as high spread with electricity prices (Germany), strong support schemes (Italy, Austria), or prosumer-friendly tariff structures (UK)

# Thanks for listening

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