

JETRO Toronto Supports Tabuchi Electric's Entry into the Canadian Market

January 2016

On November 20, 2015, at a ribbon-cutting ceremony held in Oshawa, Ontario, Tabuchi Electric celebrated the first installation of its solar-plus-storage system as part of a broader program being led by Oshawa Power and Utilities Corporation (OPUC) to introduce a grid-friendly residential solar program aimed to capture the benefits of solar power while also improving customer reliability during power outages.



Ribbon-Cutting Ceremony, Oshawa, Ontario

Tabuchi Electric Co. Ltd., based in Osaka, Japan, was established in 1925, originally as a silicon steel pressing company. By the 1970s it had transitioned to manufacturing high-frequency transformers and power supply units for home appliances and, since the 1990s when it decided to focus on the renewable energy sector, it has developed into the 5th largest global manufacturer of solar inverters.

Tabuchi Electric's mission is to contribute to a greener world by providing customers with products that generate, use, and manage energy efficiently. Listed on the first section of the Tokyo Stock Exchange, it has over 3,000 employees worldwide and in FY2014 posted consolidated sales of 53,299 million yen. In December 2014, accumulated shipments of Tabuchi Electric's PV solar inverters reached 1 million units.

Building on its success in the Japanese market, Tabuchi Electric expanded into Asian markets and now has offices and factories in Thailand, China (Shanghai, Hong Kong and Guangdong) and Vietnam. It also has operations in Germany.

In 1979, it set up Tabuchi Electric Company of America Limited and moved the location of its U.S. unit to San Jose, California in 2013. It expanded into the Canadian market with a Toronto office in 2015.

Tabuchi Electric has introduced two major products to the North American market: 1) a residential hybrid solar plug-n-play inverter with battery management and 3 MPP trackers (EIBS); and 2) a commercial 3-phase 25kW scalable solar inverter with 6 MPP trackers (EMVAS).

The EIBS system combines an all-in-one inverter with a lithium ion battery that is optimized for reliability, fast payback and simple home installation. The solution delivers compelling cost performance by reliably reducing peak loads for ten years.

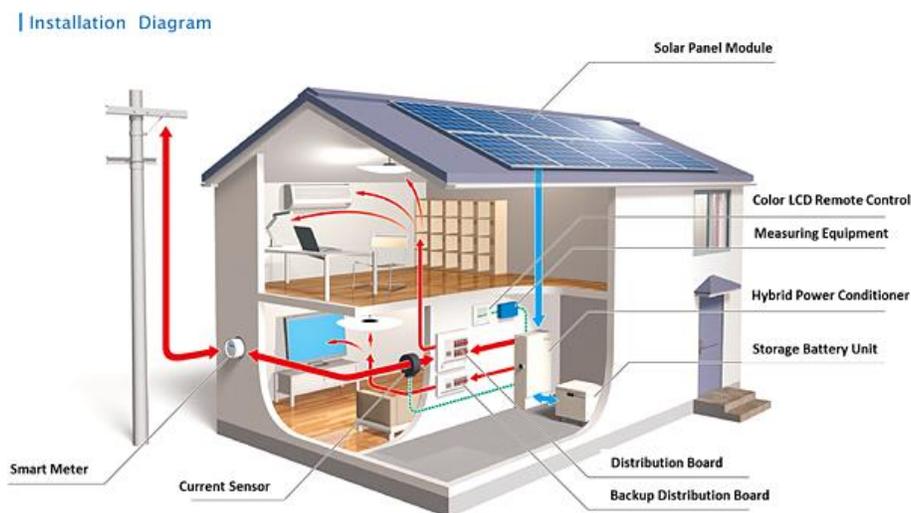
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Tabuchi's EIBS Intelligent Battery System

The recently initiated Oshawa Power Solar Storage Program utilizes Tabuchi Electric's advanced intelligent battery system technology. The key to the project, compared with most residential solar projects, is that Tabuchi Electric's solar storage technology allows residents to store power generated from their rooftop solar panels and use that electricity during expensive peak times or during power outages, for example during extreme weather conditions.

"Integrating solar and storage with the grid in select homes across Oshawa will allow us to study the technology closely and most importantly develop innovative business models on our path to creating the utility of the future," explained Atul Mahajan, CEO of OPUC.



Source: NEDO

The project is being funded by Japan's New Energy and Industrial Technology Development Organization (NEDO), Japan's largest public R&D funding organization which focuses on promoting demonstration of new energy, energy conservation and environmental technologies around the world. As a result, Tabuchi Electric's equipment will be installed at no charge to about 30 participating homeowners who will be able to keep the system after the project concludes in about 4 years.

"We are committed to helping Oshawa and Ontario continue to lead the way in bringing solar and storage to its residents," said Harumi McClure, Managing Director and General Manager of Tabuchi Electric.

JETRO Toronto has been actively supporting Tabuchi Electric in their efforts to enter the Canadian market and to set up their office in Toronto by providing information on laws and taxes, power market data, invest climate, HR services, and other topics to support their smooth launch in Canada.

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