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"With opportunities for large-scale, ground-mounted solar deployment limited due to ROC cuts and proposed FIT subsidy cuts most severely affecting the residential sector, solar companies are expected to increasingly target the largely untapped commercial/industrial sector." – Claudia Preedy - B2B analyst

This report looks at the following areas:

- How has the UK solar panels market performed in recent years?
- How have the different types of solar panel deployment been developed over recent years? (roof-top, ground-mounted, etc.)
- How have changes in government policies shaped the development of the market?
- How have key players in the market performed in recent years?
- What is the likely impact of the proposed drastic cuts to FIT on the market and industry? How can companies survive these turbulent times?

If the proposed FIT cuts are imposed, industry consolidation and rationalisation will be inevitable, with fewer business opportunities in a stifled market. Larger companies are likely to acquire smaller firms to achieve economies of scale and make them more resilient during the market upheaval. Larger entities are also expected to increasingly look at vertical integration.

The proposed cuts have already caused many installation businesses to consider diversifying into new industries, markets and technologies, such as renewable heat, energy efficiency, insulation, lighting and electrics among others.

Installers that successfully develop into 'smart contractors' are likely to be in the best position to unleash the full potential of the commercial/industrial sector by offering added-value and turnkey energy management solutions. They may even be seen as 'outsourced energy managers' and become part of a company's team to create energy solutions that work for them.

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DID YOU KNOW?

This report is part of a series of reports, produced to provide you with a more holistic view of this market



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