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## 9 CONCLUSION

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The Soltherm-Thailand project with objectives to analyze and to understand the current situation of the solar water heater market in Thailand and factors that curtail large scale replications of Solar Water Heating (SWH) applications particularly in the commercial and industrial sector was successfully implemented by JGSEE, IIEC and ISE from April 2006 to March 2007. Reviews and assessments undertaken by the project activities during the course of project implementation produce valuable findings and results necessary to development of the Solar Thermal market in Thailand.

Although each section of the report as well as the Executive Summary already outline findings and results of the project activities, this conclusion section provide an additional summary of key findings and recommendations necessary to improve the situation for the application of solar water heaters in Thailand and to lead to a steadily sustainable future growth. The following main conclusions are drawn and listed based on priority of implementation to overcome the current market situation:

1. Quality improvement in planning, installation and maintenance for solar water systems are urgently required to improve image, reliability and economics of the systems.
2. Introduction of standards and their application needs to be made mandatory to ensure quality of the systems installed.
3. Public awareness campaigns are necessary to inform public about benefits
4. Selected demonstration activities that verify savings and usefulness of solar thermal systems need to be carried out to improve image and confirm pay back periods.
5. A long term financial support scheme, either through tax credits, investment subsidies or other tools shall be introduced to accelerate the market growth and to support a decreasing specific installation costs that are currently hampering the wider application of solar thermal systems in Thailand.
6. Finally a political signal of long term commitment to support and to develop the solar thermal market is necessary to encourage more companies to enter into the market.