

China's Photovoltaic Industry An Overview

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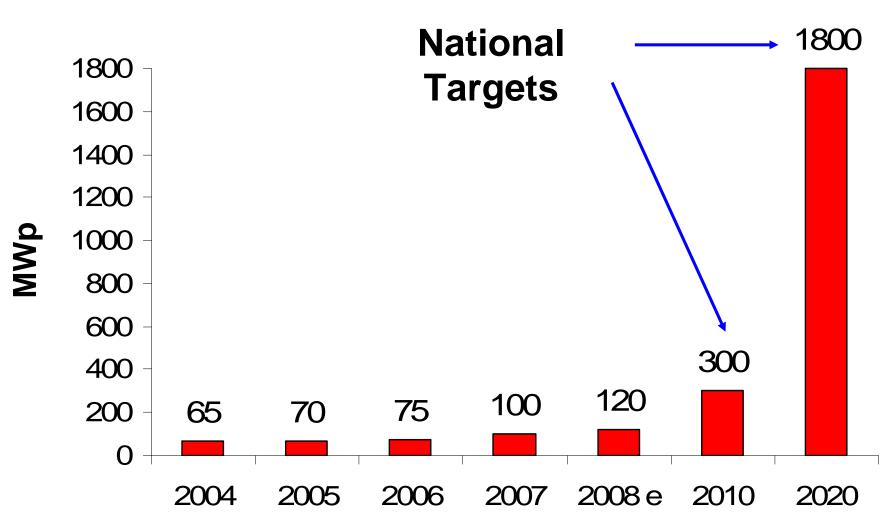


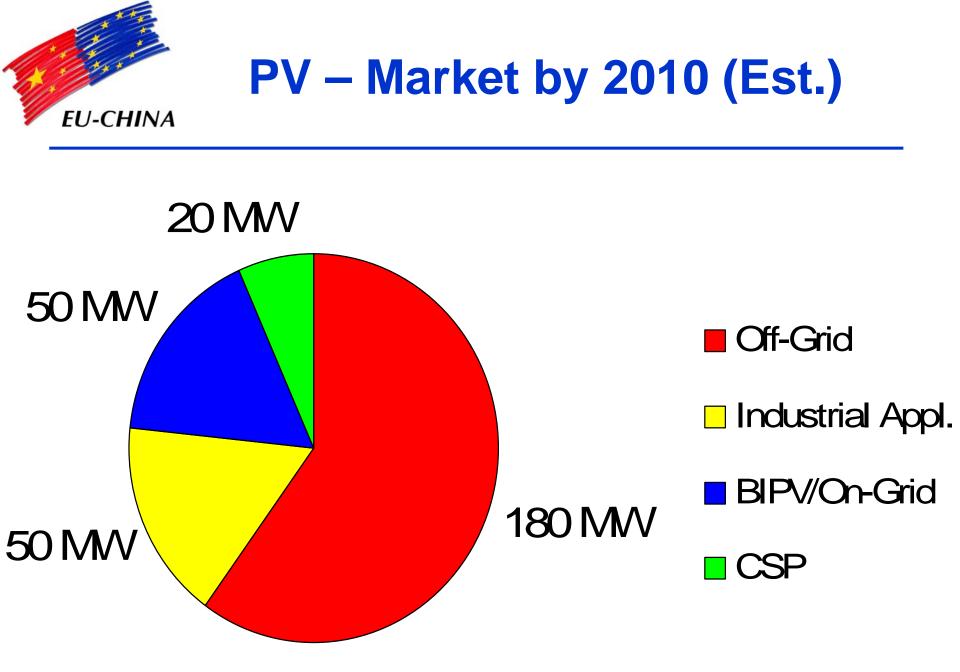
Political Framework Conditions

- Jan. 06 RE-Promotion Law came into effect
- PV is among the top priorities
- State Council established RE Development Fund
- Long-term Scientific & Technological Dev. Plan
- Sept. 07 Mid and Long-Term Targets announced



Market Development (2004-2020)

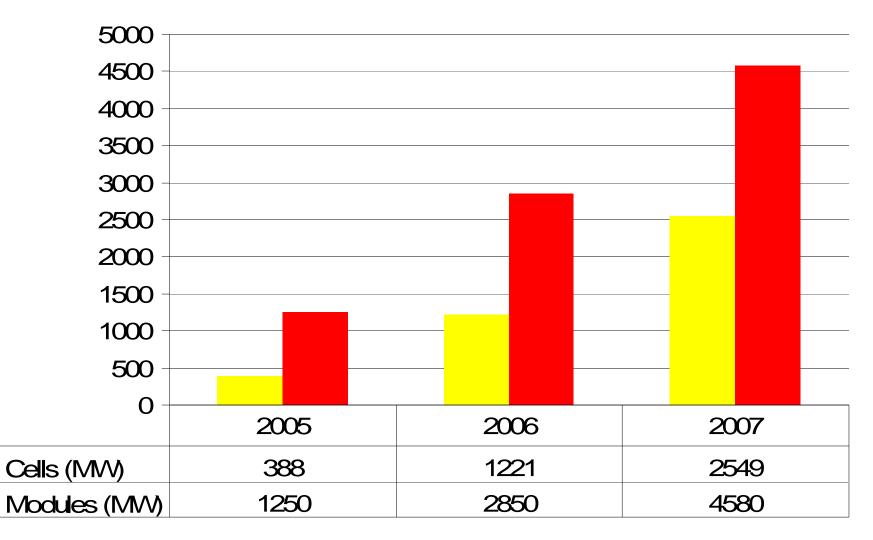




Energy from the Desert









Strengths vs. Weaknesses

Unskilled labour 1 €/hrs	Limited skilled labour
Lower Costs for Construction, Lease Land, and Electricity	Lack of Quality Consciousness
Income Tax Holidays / VAT Refund	80% of production technologies imported
OEM Manufacturer Ambitions	Lack of Transparency regarding Market Stakeholder
Willingness to constantly improve production process	Moderate govt. budget for R&D
Domestic prod. technologies could further reduce costs	Limited Poly-Silicon Production Expertise & Capacities



Summary & Outlook

Political Framework Conditions

 Targets, Programmes & Investments confirms the political commitment to promote the utilization of PV

Industrial Development

- Potential to be the Future Global Centre of Production
- Future domestic silicon supply will further enhance costcompetitiveness
- Concentrating Solar Power is gaining attention

Market Development

- In the near future moderate market demand expected
- Highly dependent on EU / US Markets in the foreseeable future





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Political Framework Conditions

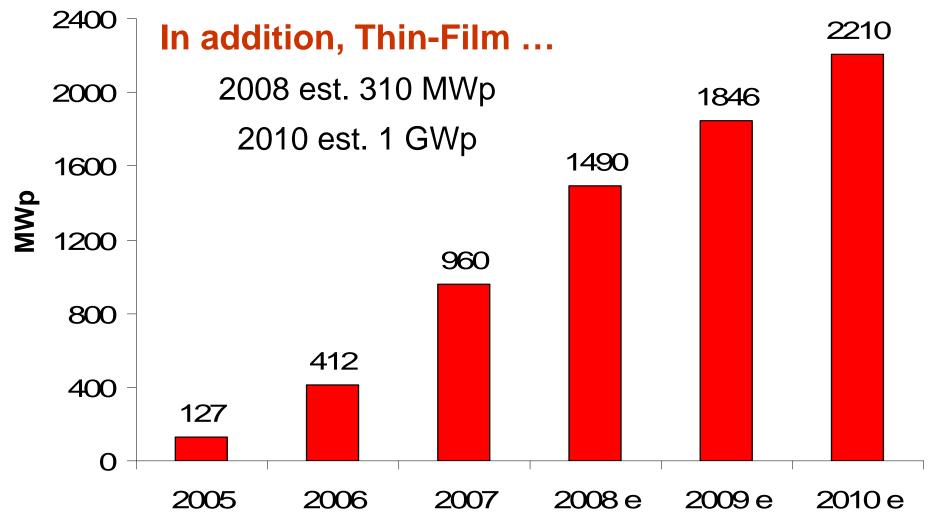
- Natl. Plan 10% of electricity consumption from RE by 2010
- 2010: Natl. Target is 31 MWp
- Residential Investor Programme (50% subsidy)
- Renewable Energy Development Act (FiT) under discussion

Status and Perspectives of Market Development

- 2007: 10 MWp, moderate annual growth rate
- 2015: 320 MWp, domestic HH Prog. under discussion
- By 2030 approx. 1/3 of population uses PV (4,5 GWp)



Cell-Prod. Capacity (2005-2010)



Sources: CLSA, Solarplaza, DigiTimes, own figures



Industry Development

Perspectives

- 2nd largest Semiconductor Industry (Flat panel, LED Display)
- Since 1997 est. € 550 Mio. invested (R&D, Industry)
- Annual Turnover est. € 3,2 Bill. by 2010
- Highly dependent on foreign poly-silicon supply \approx 98% of wafers imported and 97% of cells exported
- Increasing Investment in Poly-Silicon Facilities (e.g. Taiwan Semiconductor (2009/5000 t/a), Big Sun, E-ton, Motech)
- Increasing Investment in China (Motech, Panjit, Wafer Works)