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## Manufacturers of solar equipment record sales growth

- **Revenues grow by 8 percent in 2018.**
- **Incoming orders up again after weak phase at year end**

**Frankfurt, May 15, 2019** – Last year, manufacturers of solar equipment recorded an 8 percent increase in sales compared with the previous year. The core business continued to be done in East Asia, where it accounted for 81 percent of total sales in the fourth quarter of 2018. The largest part of this business was done in China (57 percent), followed by Germany with 8 percent and the USA with 7 percent. The strongest sales segment in the fourth quarter of 2018 was the cell (55 percent), followed by production equipment for thin-film technology (30 percent). The export ratio of German photovoltaic suppliers reached a record 91 percent between October and December.

In the fourth quarter, a book-to-bill ratio of 0.5 was achieved. "The future expansion plans of the PV industry in Asia suggest that order placements will remain stable or increase slightly. The expected orders will relate to thin-film technologies and highly efficient crystalline technologies. In the second half of the year, the VDMA again expects slight investments in further production capacities in the Asian countries. In this context, the Indian government's programme to build new production capacities is particularly noteworthy," explained Dr. Peter Fath, Managing Director of RCT Solutions GmbH and Chairman of the Executive Board of VDMA Photovoltaik Produktionsmittel.

### Order intake up again

After the Chinese government announced on 31 May 2018 that it would cut subsidies for photovoltaic power generation and order intake shrank sharply as a result, orders for solar equipment for German mechanical engineering companies in the fourth quarter of 2018 rose again by 18 percent compared

with the third quarter. The regional focus was once again on Asia with 69 percent of all orders. America accounted for 10 percent of orders, Germany and Europe for 6 percent each. "The order books are full again. Following the decline in orders from China, we now expect orders to reach the previous year's level, especially as the sustainable development of the solar energy sector should be promoted and the quality of development improved. Both are strengths of German equipment manufacturers," explained Dr. Jutta Trube, Division Manager of VDMA Photovoltaic Production Equipment.

Do you still have questions? Dr. Jutta Trube, VDMA Photovoltaic Equipment, Phone +49 (0) 69 6603 1879, [jutta.trube@vdma.org](mailto:jutta.trube@vdma.org), is happy to answer your questions.

The VDMA represents more than 3200 companies in the medium-sized mechanical and plant engineering sector. With 1.3 million employees in Germany and a turnover of 232 billion euros (2018), the sector is the largest industrial employer and one of the leading German branches of industry overall.