Photovoltaic Equipment: Total Sales and Incoming Orders increase again in the 3rd Quarter

- Total sales increase by 12 percent, incoming orders by 26 percent, both compared to previous quarter
- Expectations for 4th quarter however subdued
- Incoming orders in Asia shows strong Malaysian market

Frankfurt, December 5, 2019 – Especially regarding to climate protection, photovoltaics makes an important contribution and solar energy is in demand around the globe. German machine and plant manufacturers are benefiting from this and closed the third quarter of 2019 with a 12 percent increase in sales compared with the previous quarter. Compared with the third quarter of 2018, however, sales cannot keep pace. Incoming orders in the third quarter increased by a significant 26 percent compared to the previous quarter.

Sales Expectations subdued
The sales expectations of machine and plant manufacturers for the fourth quarter of 2019 are very cautious. PV equipment manufacturers are forecasting sales to fall by 18 percent compared with the previous quarter. The order volume at the end of the quarter decreased only slightly compared to the previous quarter, while the range of orders remained constant at 8 months.

Strong American and strong Malaysian market
The export ratio is again at a record of 98 percent. The relative export shares show a strong American market, which increased significantly in the third quarter of 2019. The export share to America grew by a further 15 percentage points to 30 percent. The Asian market has an export share of 60 percent, which represents a reduction of 7 percentage points compared to the previous

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quarter. The distribution of total sales within Asia showed an increasingly strong Malaysian market, which is coming to the fore above all due to a high level of incoming orders.

"Worldwide, PV production is most concentrated in China, but the other Asian countries, above all Malaysia, are becoming interesting for German machine and plant builders," says Dr. Jutta Trube, Division Manager of VDMA Photovoltaic Equipment.

**Value Chain: Machines and Plants grow significantly**

When considering the value chain, the shares of machinery (plus 5 percentage points) and plants (plus 10 percentage points) increased, while the share of components fell significantly by 16 percentage points compared with the previous quarter.

In the third quarter of 2019, sales of production equipment for cells increased distinctly by more than 20 percentage points, which is why this segment equaled with equipment for thin-film photovoltaics for the first time this year (49 percent share of sales each).

Dr. Peter Fath, Managing Director of RCT Solutions GmbH and Chairman of Board of VDMA Photovoltaic Equipment, commented on the current situation, "The strong incoming orders, especially in the production of crystalline silicon cells and thin-film modules, demonstrate the strength of German mechanical engineering in these technically demanding segments of the PV production chain."

For further information please visit the [website](#).

Do you still have questions? Dr. Susanne Herritsch, VDMA Photovoltaic Equipment, Phone +49 (0) 69 6603 1979, susanne.herritsch@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.