

## SPEEDLETTER

Bonn, 21. March 2011

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### German PV Market: Federal Network Agency reports figures for PV installed capacity 2010

The Federal Network Agency published the December figures for newly installed PV capacity today. Although there was no end of year rally, figures for December still amounted to 1,073 MWp. A comparison of the figures for the whole year shows that December was in fact the second strongest month. Thus, newly installed capacity for PV in Germany amounts to 7.25 GWp. This is equivalent to a year-on-year growth of 91 percent and making 2010 another recordbreaking year for the German PV industry.

Bonn. Germany remains the most important PV market. Newly installed capacity totalled 7.25 GW and an impressive 242,893 systems were installed in 2010 reaffirming Germany as the key sales market worldwide. "These figures are not a surprise," comments Markus A. W. Hoehner, CEO of the Bonn-based market research and consulting firm EuPD Research. "Newly installed capacity is for the most part in line with our forecast, " confirms Hoehner. The Bonn market research institute revised its forecast in June from 5.5 GW to 7.2 GW.

### Installed capacity according to system size: Small systems stabile, large system segment grows

Systems between 10 and 30 kWp made up 26 percent of newly installed capacity making them the greatest contributor to growth in 2010. Particular dynamic was observed in the mid to large system segment between 100 and 500 kWp. This segment has, in comparison to the previous year enjoyed growth of an impressive 174 percent. I

	Installed capacity 2009	Installed capacity 2010	Growth 09/10
Total	3,800 MWp	7,250 MWp	91 Percent
Systems < 10 kWp	473 MWp	670 MWp	42 Percent
Systems 10 - 30 kWp	1.192 MWp	1.883 MWp	58 Percent
Systems 30 - 100 kWp	868 MWp	1.676 MWp	93 Percent
Systems 100 - 1000 kWp	636 MWp	1.627 MWp	156 Percent
Systems > 1000 kWp	636 MWp	1.392 MWp	119 Percent

## Regional installed capacity: Bavaria remains number one nationwide

Bavaria once again spearheaded growth in 2010 with an installed capacity of 2,379 MWP (+33 percent) clearly placing them ahead of all other states. The state of Baden-Württemberg came in second and North Rhine-Westphalia third.

	Installed capacity 2010 [MWP]	Shares of Segments				
		0 - 10 kWp	10 - 30 kWp	30 - 100 kWp	100 - 1000 kWp	over 1 MW
Bavaria	2.378.897	8%	31%	22%	18%	22%
Baden-Wuerttemberg	974.046	14%	30%	26%	22%	9%
North Rhine-Westphalia	882.049	13%	29%	31%	24%	3%
Lower Saxony	771.759	8%	29%	32%	26%	5%
Schleswig-Holstein	360.124	3%	14%	29%	32%	21%
Rhineland-Palatinate	355.429	13%	24%	23%	19%	21%
Brandenburg	339.278	4%	8%	6%	15%	66%
Hesse	328.417	15%	32%	23%	19%	12%
Saxony-Anhalt	252.162	3%	9%	9%	30%	47%
Saxony	237.323	6%	13%	12%	34%	35%
Mecklenburg-Vorpommern	154.496	3%	10%	14%	30%	43%
Thuringia	133.576	7%	15%	18%	45%	15%
Saarland	57.895	26%	33%	20%	16%	5%
Berlin	11.873	24%	20%	16%	25%	15%
Bremen	7.986	7%	20%	27%	45%	0%
Hamburg	4.788	17%	18%	38%	27%	0%
<b>Total</b>	<b>7.250.098</b>	<b>9%</b>	<b>26%</b>	<b>23%</b>	<b>22%</b>	<b>19%</b>

## Outlook for 2011: Germany will continue to enjoy growth although more moderate

“The facts speak for continued growth in the German market,” says Markus Lohr, analyst at EuPD Research. „Growth in most regions is, compared to that of previous years, overproportional. “Only some regions are showing symptoms of saturation,” comments Lohr. Although business was slow at the start of the year, the market is set to clearly pull forward in the coming months, as soon as prices have stabilized. Furthermore, the market researchers estimate that development in the German market is likely to be somewhat dependent on the political decisions pending in Italy. An additional effect is expected to stem from mid-year depression. As a peak in installed capacity expected in June will not be included in the calculations for the half-year depression, it is not to be assumed that this half-year depression will thwart the market significantly. Thus, EuPD Research anticipates further but more moderate growth in the German market for the year 2011.

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