

Solar Panels & Power Systems

Essential sourcing intelligence

June 2011

US\$395

China supplier profiles

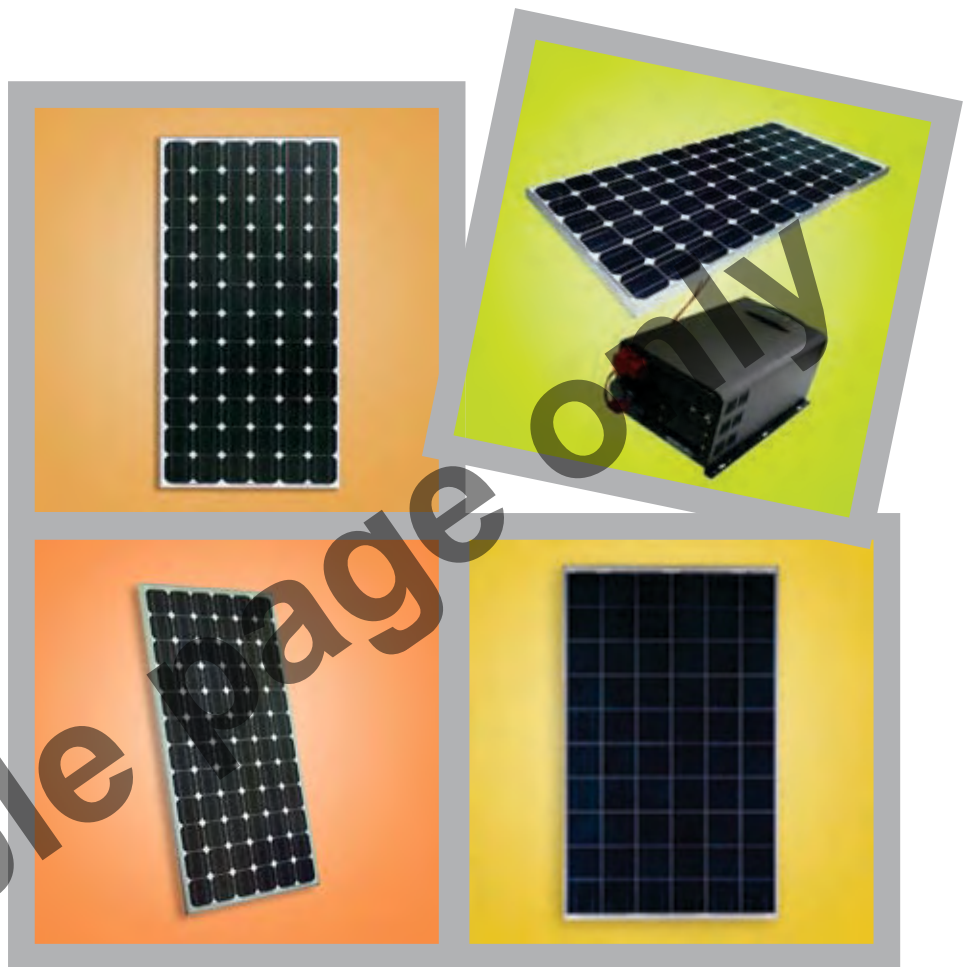
Detailed profiles of 19 companies with verified manufacturing and export credentials

Product gallery

Specifications and full-color images of 45 top-selling products

Industry trends

Coverage of current issues, plus insight into products, pricing, R&D and supply centers



global  sources

40
YEARS

Quality Buyers
Verified Suppliers

www.globalsources.com

Supplier capability in China

SOLAR PANELS & POWER SYSTEMS

China suppliers of solar panels and power systems are preparing for a challenging business period. Although exports for the year are expected to remain on an upward track, the pace will be considerably slower than in 2010.

Last year, the industry saw sales from overseas deliveries of PV cells and modules surge more than 200 percent to exceed \$20 billion. In the first four months of 2011, YoY growth slowed to 103 percent.

Among the issues of concern to the sector are the cuts several EU members are implementing in their feed-in tariffs for large PV installations. Many suppliers are worried these reductions will dampen demand from the bloc, which is currently the largest market for solar cells and related technologies. This contraction, in turn, is expected to trigger greater price competition in the months ahead.

Key findings

1. China-made solar panels and power systems are expected to become at least 5 percent less expensive in the months ahead as suppliers compete for orders. In Global Sources' survey, 21 percent of the respondents projected reductions of 10 percent or more.
2. The next few years will see the closure of several companies as price competition becomes more intense and trims down margins. To ensure they survive this period, some enterprises have expanded upstream to acquire greater control over manufacturing outlay and product quality.
3. The EU will remain a key market in coming months as demand there remains large even with the reductions of FITs. Many companies, however, will be expanding their presence in North America, the Asia-Pacific region, Africa and non-EU countries to offset the effects of decelerating growth in the EU. A number also aim to boost sales at home where government projects are stimulating demand.
5. China-made solar panels will boast better performance in line with suppliers' efforts to penetrate more markets. At many companies, R&D work is geared toward better conversion ratios, longer service lives and wider operating temperatures.
6. In power systems, portability is a key objective. Models for smartphones and other mobile devices are expected to become widely available. PV sets for emergencies and outdoor activities will become smaller and easier to carry.

Scope & methodology

This report covers the major types of solar panels and power systems exported from China. The first category comprises crystalline and thin-film modules, while the second includes fixed and portable versions.

Details about the types offered in each category, their common features and price determinants are discussed in the Industry Overview. The section also elaborates on issues affecting production and exports, and identifies the common strategies manufacturers are employing to cope with challenges and enhance overall competitiveness.

The majority of the suppliers featured in this report are local, privately owned enterprises. More than 65 percent of the companies are based in Jiangsu and Zhejiang provinces, which are the key production hubs for solar panels and power systems.

To produce this report, Global Sources interviewed a wide range of suppliers. Rather than focus simply on high-profile makers, we compiled a representative sample of large, midsize and emerging manufacturers. All profiled companies are export-oriented professional suppliers that are verified by Global Sources.

Each supplier is confirmed to be authentic with a legally registered business. All companies are visited three or more times by Global Sources to ensure they are export-ready and have real offices and products.

The listed contact person has been verified to represent the registered company. In each case, companies were required to answer specific questions designed to verify their manufacturing and export credentials.

All profiled suppliers participated in a

survey designed to provide insight into price trends, sales outlook and target markets in the next six to 12 months. All survey questions are single choice. Results were calculated based on the actual number of valid responses to each question.

Global Sources supplier rankings

Suppliers are ranked using a 6-star ranking system. Companies with a higher star ranking provide more business information and verification reports on their Global Sources online homepages.

Suppliers rated 5 or 6 stars have a Credit Check report from First Advantage or Sino-Trust and a Supplier Capability Assessment report provided by Bureau Veritas online.

The rankings are correct at the time of publication and may be subject to change.

CONTENTS

INDUSTRY OVERVIEW.....7
Main production centers
Export statistics
Supplier survey

SUPPLIER PROFILES.....13

PRODUCT GALLERY37

Sample page only

Copyright 2011 Trade Media Limited. All rights reserved. Reproduction in whole or in part in any form or medium without express written permission of Trade Media Holdings Limited and Trade Media Limited is prohibited.

Published by Publishers Representatives Limited (on behalf of Trade Media Limited)
4th Floor, Century Yard, Cricket Square, Elgin Avenue, P.O. Box 32322 SMB, George Town, Grand Cayman, Cayman Islands
c/o 22/F Vita Tower, 29 Wong Chuk Hang Road, Aberdeen, Hong Kong

ISBN 978-988-15018-7-5

Disclaimer: Any recommendation contained in this report may not be suitable for all investors or businesses. Moreover, although the information contained in this report is obtained from sources believed to be reasonably reliable, the accuracy or completeness of such information cannot be guaranteed. The author and the publisher of this report (and the publisher's affiliates, agents, sales representatives and service contractors) do not make any representation or warranty whatsoever (whether express or implied) in relation to any of the contents of this report (including any information, opinion, recommendation or conclusion contained in this report) (collectively, "Contents"), whether as to the accuracy, completeness, quality, fitness, suitability or reliability of such Contents (or any portion thereof) or otherwise, and shall not be liable under any circumstances whatsoever for any error, omission, defect or deficiency in, or for any use of or reliance on, such Contents (or any portion thereof).

All product images are provided by the companies interviewed and are for reference purposes only. Those product images featuring products with trademarks, brand names or logos are not intended for sale. Products that are not the specific topics of editorial articles are shown for illustrative and/or demonstrative purposes only. We, our affiliates, and our affiliates' respective directors, officers, employees, representatives, agents or contractors, do not accept and will not have any responsibility or liability for product images (or any part thereof) which infringe on any intellectual property or other rights of a third party.

China Verysolar Technology Co. Ltd



INQUIRE NOW

Trading company China Verysolar generated \$3.5 million in sales last year, with 50 percent coming from solar panels and power systems. The supplier counts Spain's Geo Solar among its major clients.

About 73,000W was exported monthly. Africa and Europe each absorbed 50 percent of shipments.

In coming months, the company

plans on boosting deliveries to North America. Total export revenue during the period is expected to increase 10 to 20 percent.

Established in 2002, China Verysolar sources from five factories in Wuxi, Jiangsu province. It offers sample making, export documentation, shipping, assembly and packaging services.

Company facts

Year established	2002
Business type	Trading company
Company ownership	Mainland China-owned
Head office location	Wuxi (Jiangsu)
No. of subcontracting factories	5
Factory location(s)	Wuxi (Jiangsu)
No. of full-time employees	16
Annual export sales (all products)	\$3.5mn
Annual R&D spending	\$175,000

Sales & exports: Solar panels & power systems

Annual export sales	\$1.8mn
Share of total export sales	50%
Average monthly exports	0.073MW
Sample making	Yes
Export documentation	Yes
Shipping	Yes
In-house assembly	Yes
In-house packaging	Yes
Major customers	Geo Solar (Spain)

Contact details

Business contact	WU Geoff
Phone	(86-510) 8108-7563
Fax	(86-510) 8108-7562
E-mail	geoff@verysolar.com info@verysolar.com
URL	www.verysolar.com www.globalsources.com/verysolar.co
Address	Room 2830, Kaiyan Universal, 18-2 Yonghe Road, Wuxi, Jiangsu, China



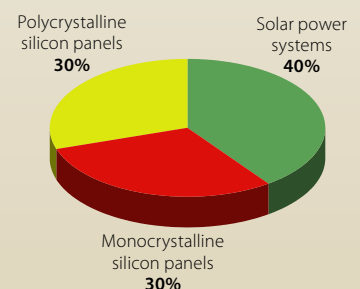
Model: VSH-500W

MOQ: 1 set

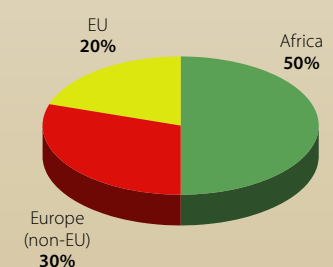
Description: Solar power system; polycrystalline silicon panel, 3.2mm-thick tempered glass top, anodized aluminum alloy frame; 30A controller; IP67-rated junction box; 12V 150Ah lead-acid battery; 500W output power; CE, TÜV, UL for solar panel, controller

See more popular export models in the [Product Gallery](#).

Exports by product



Exports by market



PRODUCT GALLERY

Solar panels



China Verysolar

(profile page 15)

Model: STP190

MOQ: 1 unit

Description: Monocrystalline silicon panel; 3.2mm-thick tempered glass top; anodized aluminum alloy frame; IP67-rated junction box; 14.9% efficiency; 190W output power; 25-year service life; 1,580x808x35mm; CE, IEC 61215, IEC 61730, DVE, TÜV



CNBM

(profile page 16)

Model: CNBM-DA100

MOQ: 10 units

Description: Amorphous silicon panel; 6.39% efficiency; 100W output power; 1,000V maximum system voltage; 1,409x1,110x35mm; CE, IEC 61215, IEC 61730, TÜV, UL, VDE



CNBM

(profile page 16)

Model: CNBM-185D

MOQ: 1 unit

Description: Monocrystalline silicon panel; 72 cells; tempered glass top; aluminum frame; 14.49% efficiency; 185W output power; 36.8Vmp; 45Voc; 1,580x808x40mm; for power stations, buildings; CE, IEC 61215, IEC 61730, TÜV, UL, VDE



CNBM

(profile page 16)

Model: CNBM-230P

MOQ: 1 unit

Description: Polycrystalline silicon panel; 60 cells; tempered glass top; aluminum frame; 14.36% efficiency; 230W output power; 29.7Vmp; 36.8Voc; 1,650x992x46mm; for power stations, buildings; CE, IEC 61215, IEC 61730, TÜV, UL, VDE



Guangdong Fivestar

(profile page 18)

Model: FS-M125-185W

MOQ: 324 units

Description: Monocrystalline silicon panel; 3.2mm-thick tempered glass top; anodized aluminum alloy frame; 14.4% efficiency; 1,577x814x35mm; CE, TÜV



Guangdong Fivestar

(profile page 18)

Model: FS-P156-230W

MOQ: 264 units

Description: Polycrystalline silicon panel; 3.2mm-thick tempered glass top; anodized aluminum alloy frame; EVA encapsulant; 14.2% efficiency; 230W maximum output power; 1,632x994x35mm; CE, TÜV

Yes! I'd like to order the full version of the following China Sourcing Reports

For faster service, order online at www.ChinaSourcingReports.com/pdfts

A Please send me

	Report Title:	US\$
1)		
2)		
3)		
4)		
5)		

Total amount US\$

B Please send my reports by

- E-mail (PDF format) Air courier (printed copy)

C My contact details

Mr Mrs Ms _____
Family Name Given Name

Job Title _____

Company Name _____

Address _____

City _____ State/Province _____

Country _____ Postal/Zip Code _____

E-mail _____

Tel _____ Fax _____

Mobile/Cell Phone _____

For faster service, order online at
www.ChinaSourcingReports.com/pdfts

For other inquiries

E-mail: service@globalsources.com
 Telephone Hotline: (65) 6547-2800

D My payment method

- US\$ check/bank draft payable to **GLOBAL SOURCES**,
 drawn on a US bank located in the USA

- Please debit my credit card



Amount (US\$) _____

Card No. _____

Expiry Date _____

Signature _____ Date _____

E Return this form by

Fax North and South America (1-480) 951-4197
 Worldwide (65) 6547-2888

Mail Global Sources, c/o Media Data Systems Pte Ltd
 Raffles City PO Box 0199, Singapore 911707

Thank you for your order.