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# Thin-film solar module makers in Taiwan and China face difficulty reaching economies of scale

Nuying Huang, Taipei; Adam Hwang, DIGITIMES [Monday 10 November 2008]

Taiwan and China-based thin-film module makers are enjoying a steady stream of potential orders and stable prices, but the tasks of technologically attaining a sufficient economy of scale in production and raising enough funds to expand production capacity are presenting barriers, according to industry sources in Taiwan.

Global demand for a-Si thin-film PV modules is still strong and prices are stable in contrast to the decline of crystalline silicon solar cell pricing due to the global economic depression, the sources pointed out.

However, a large portion of Taiwan and China-based thin-film module makers have not yet reached volume production and therefore have had to sign open contracts (which do not include a penalty if buyers or sellers fail to fulfill contracts) with clients, the sources explained. A client signing an open contract with a supplier is likely to sign with other suppliers to secure supply volume, the sources indicated.

In addition, the global financial tsunami has rendered it relatively difficult for makers to obtain financial support to expand capacity which for some will be key to reaching an economic scale, the sources pointed out.

Until the first quarter of 2009, it is uncertain which of these makers can survive the troubles, the sources commented.

## Main Taiwan-based makers of a-Si thin-film PV modules/panels

Company	Founded	Current operational status
NexPower Technology	November 2005	Has started production and shipments
Green Energy Technology	June 2007	To start volume production in December 2008
Auria Solar	October 2007	Installing production equipment
Chi Mei Energy	January 2008	Installing production equipment, to start production in 1Q09
AU Optronics (via subsidiary)	Establishment announced in October 2008	N/A
Sun Well Solar	July 2007	Has started production and shipments
Kenmos Photovoltaic	September 2007	Has started production
Sinonar Solar	September 2005	Has started production and shipments
Formosun Solar	January 2005	Has started production and shipments

Sunner Solar	July 2007	Has started production
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Source: *Companies, compiled by Digitimes, November 2008*

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