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## Taiwan on the fast lane

*WINAICO sees clear advantages in the location of its headquarters in Taiwan*

Creglingen, 08.01.2013 – Often Taiwan, Korea, Japan and other Asian countries are thrown into one big pot with China. This is – at least concerning the production of photovoltaic modules – not justified; because: especially between Taiwan and China as countries of production there are serious differences. While China always set its focus on the mass production of consumer goods and me-too products, Taiwan concentrated on the production of electronical components and the improvement of production processes. This different approach leads to an extremely high demand from China for Taiwanese experts. WINAICO asserts its position in a difficult market environment and looks back satisfied on the year 2012.

Due to the boom of the solar industry, more and more solar companies were founded all over the world, but especially in China. The associated development of production capacities led to an oversaturation of the worldwide photovoltaic market within the last two years. This development of production capacities in China was especially supported by credits from Chinese banks at extremely reduced rates of interest. Among the shades of this development Taiwan stood its ground and is today an important location of the worldwide photovoltaic market.

Only within one generation, Taiwan developed from its agrarian past to a high-technology country. Scarcely anybody of European consumers knows, that 90 % of all smartphones, notebooks and mother boards as well as 60 % of all semiconductors are produced by Taiwanese companies as HTC. Besides HTC, Taiwan is home of other big companies as Acer, Asus, D-Link and Giant. For many

electronical components, the global IT sector actually depends on Taiwanese key components.

The experiences from the semiconductor industry are now of value for the photovoltaic production; in comparison to the very complex electronical components, the production of a solar module is not very complex for the specialists. Within the present phase of a market consolidation, Taiwan continues to gain importance as production country due to the know-how of semiconductor industry and the qualitative manufacturing. At this stage many manufacturers worldwide already trust in the quality and purchase their cells in Taiwan. This development strengthened after the enacting of punitive tariffs on Chinese solar modules by the USA.

As more and more photovoltaic companies jumped on the bandwagon of market growth, WINAICO – in contrast to the Chinese approach of mass production – started its production with the aim of quality leadership. Therefore very advantageous was the longtime experience of the parent company Win Win Precision Technology Co., Ltd. on the field of semiconductor production. WINAICO's state-of-the-art and fully automated production plants assure that the highest possible international production standards are achieved.

WINAICO uses the excellent process know-how of semiconductor production also for the quality management. For example, WINAICO checks every module for hot-spots and micro-cracks by making a electroluminescence test. Furthermore WINAICO has an own, in-house test laboratory, which continuously tests according to or even above TÜV standard. The quality assurance of the used components and the effort to achieve continually product or production improvements is very important. Thanks to the quality-focused production approach, WINAICO achieves a 99.85 percent usability of the manufactured modules; a peak value and important factor for the stabilization or assurance of production costs.

In addition to the process know-how, the selection of premium components is of importance for the life period of a photovoltaic module. Especially concerning the cells, there are serious differences in quality, what can be ascribed to the silicon purity, the manufacturing process and the transport among other things. Another important advantage are the longtime connections to Taiwanese cell producers, as the availability of first-class cell quality is limited. The vicinity to the cell suppliers

makes it possible for WINAICO to realize a strict incoming goods inspection and to contact them directly in case of abnormalities. The quality is not only of importance for the cells, but also for all other components of a photovoltaic module. Glass, EVA foil, frame, backsheet, junction box and solar tape are exclusively purchased from well-known manufacturers, that have a long experience on the market and ensure a high degree of quality assurance.

Taiwanese module manufacturers meanwhile assumed a technology leadership.

Recently a new technology was developed there: a combination of integrated rear side passivation and selective emitter technology into the solar cell (PERC). One of the highest efficiencies for monocrystalline modules in serial production can be achieved with this technology. Thanks to the activation of the solar cell rear side and the passivation of the surface, the module achieves a higher light yield as well as a clearly improved temperature coefficient. For the customers the improved weak-light behavior and the increased efficiency at raised ambient temperature mean an increased specific annual yield.

#### **WINAICO – Manufacturer and system supplier**

As a 100% subsidiary of the semiconductor company Win Win Precision Technology Co., Ltd., based in Taiwan, WINAICO manufactures and distributes crystalline high performance modules worldwide. Furthermore, as a systems house for photovoltaics, WINAICO delivers complete PV system packages.

Company customers are solar specialists, solar technologists, installation specialists and project developers. Installation specialists profit here from the superior product quality of products manufactured in Taiwan in accordance with the highest quality standards, as well as from the comprehensive consultation, planning and maintenance services from WINAICO. Generous stock levels ensure the rapid availability of WINAICO products.

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