

Survey of Photovoltaic Industry and Policy in Germany and China

CPI Report

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Executive Summary

As building-integrated photovoltaic (PV) solutions can meet around one-third of electricity demand in Germany and China, both countries are interested in exploring this potential. Large-scale global application of PV, however, requires further technology improvements and cost reductions along the value chain. In this paper, we provide an overview of the PV industry and policies in Germany and China - including deployment support, investment support for manufacturing plants and R&D support measures. We find that deployment support in both nations has been successful but that adjustment mechanisms may be necessary given prices can change quickly; that investment support of manufacturing in these nations have not been sufficiently tied to innovation incentives; and that R&D support has been weak. The paper concludes with a discussion of the need for global policy coordination that reaches beyond increasingly national/local interests.

Key Findings

PV solutions could meet a major share of electricity demand in Germany and China. With current crystalline technologies, building-integrated solar cells, for example, could meet 31% of German and 29% of Chinese power demand in 2020. The contribution of thin film technologies would be 35% less, because of their lower efficiencies. This shows that cell efficiencies can be relevant from a long-term energy security perspective. Once free-standing installations are considered, 1% of Chinese deserts or 0.6% of total German land area would suffice to meet total electricity demand (though such a scenario requires addressing transport and electricity storage).

However, the biggest issue remains cost. Significant cost reductions are necessary to make high penetrations of PV an economically viable option. The cost of power from photovoltaics is currently more than twice the cost of power generated from coal (based on system prices reported by vendors; see section 2.4). This assumes carbon prices of 30 Euro/t CO₂ and stable financing requirements. The cost reductions required for PV to become competitive depend upon the cost of alternative fuels, carbon pricing, and the level of solar radiation, among other considerations. Because various PV components play important roles in total pricing, it does not suffice to improve costs in just one production component; costs must be reduced throughout the value chain.

Prices for photovoltaics have declined drastically over recent years. Between January 2008 and January 2010, prices declined by 33%, for German modules, and by 48%, for Chinese modules sold in Germany (section 2.4). In part, these reflect declining margins as supply and demand in the PV industry has swung from shortage to overcapacity. More significantly, the cost reductions reflect cost savings delivered by research labs, equipment producers, manufacturing companies, and project development, financing and installation. These cost savings resulted from innovation engendered by production growth, which was in turn driven by incentives and public support schemes.

To compete with other sources, PV costs need to be further reduced by 50%. The vital question is what mix of support schemes and other public policy measures are necessary, and can effectively and efficiently support the continued development of photovoltaics.

Comparing the Chinese and German PV Industries

The most notable contrast between the Chinese and German PV industries is that production capacities for PV manufacturing are higher in China, while more manufacturing equipment is produced in Germany. However, the overall PV industry structure in both countries is similar, with both vertically integrated manufacturers and segment specialists. Firms that are vertically integrated along the value chain have the ability to explore new technology trajectories, while segment specialists can better explore new processes and technologies within their segment. Maintaining this industry structure will thus be valuable. Industry structure also has implications for policy; one consideration, for example, is whether cost reductions are more likely to come from processes across the production chain, or from specific segments.

Policy Instruments for PV Development and Innovation

This study covers three types of policy instruments and programs: deployment support programs (designed to increase installations); investment support for manufacturing plants; and R&D support measures. Policymakers also need to consider the issues of transparent reporting, common targets and collaboration, all of which will affect the future development of photovoltaics.

Deployment support

Photovoltaic technologies are not yet cost-competitive power generation and greenhouse gas mitigation options. Innovation, economies of scale, and learning by doing (LbD) by PV manufacturers and equipment suppliers are believed to be important drivers of future cost reductions. For a number of reasons, private sector investors often lack sufficient incentives to finance innovation. To fill this gap, public-supported deployment programs have been used and have succeeded in attracting expertise and delivering cost reductions.

Feed-in tariff schemes have been an important deployment support policy and have resulted in a substantial number of projects being built and financed. However, the German experience highlights potential risks. In 2009, PV module prices declined unexpectedly quickly. The resulting increase in profitability led to larger than anticipated deployment volumes. The higher than expected build out, in turn, led to concerns about the cost of the program, and point to a need for further review of policy design and adjustment mechanisms.

Gradual growth of annual installation volumes for photovoltaics remains important, as it creates continued investment in new manufacturing plants and growing markets for innovative equipment suppliers. The continued support in Germany and increasing support for deployment in China and other regions of the world underpins this growth, particularly if the programs offer longer-term predictability for potential investors.

Investment support for manufacturing plants

PV manufacturers benefit directly (and equipment suppliers indirectly) from investment support measures for PV manufacturing plants in both China and Germany; such measures include: direct subsidies, reduced taxes, public guarantees, and interest-reduced loans. An important policy question is the extent to which linking support policies to innovation requirements improves or accelerates technology development, and, if so, the extent to which such linkages would

benefit from coordination on a national and international level. Currently, regional policies for supporting investments in manufacturing plants are not linked to R&D criteria in China. In Germany, innovation requirements within German investment support policies are either relatively weak or do not exist at all.

R&D support

Much of the motivation for the deployment and investment support for photovoltaics is to support technology improvement. This indirect support is warranted wherever direct R&D support cannot directly target the relevant actors; does not provide appropriate incentives; and cannot facilitate feedback from the interaction between producers and users. That said, there are likely to be instances where direct R&D support could be an effective and efficient tool for achieving technology development.

However, the value of PV R&D support schemes constitute only about 3% of the value of deployment support in Germany and about 1% in China. Additional opportunities for direct R&D support exist:

- to use R&D to explore new options / technologies (since the private sector typically only focuses on technologies close to market stage);
- to enhance public co-funding of private innovative / R&D activities – and further refine the trigger and target points for such R&D support. One option is to link public R&D support to private R&D expenditures through co-funding (example: Chinese R&D support program 863).

The appropriate balance between deployment support, investment, and R&D support is a crucial question as PV policy moves to the next phase.

In addition to cost factors covered in this paper, two other issues deserve attention as they impact PV development: transparent reporting and international/multinational collaboration.

Transparent reporting

Information access facilitates the effective assessment of, and decisions by, private and public actors. Transparent information about the performance of technologies, public policies, and deployment volumes:

- allows private actors to identify technology improvement needs and opportunities;
- allows private innovators and financiers to target their actions and commitments;
- supports the ongoing improvement of design and implementation of technology support programs;
- increases the level of public accountability to balance the vested interests of stakeholders and facilitates transparent assessments of supported projects and technologies.

However, private companies have incentives to retain private information to gain competitive advantage and to improve their negotiation position in public policy design choices. Policy makers and administrations are also frequently reluctant to enforce stringent transparency requirements where they would forgo informational advantages or when public information could make them more accountable to third parties. This is a fundamental challenge: every actor prefers to guard information, but all actors and society would benefit from more access to information.

Common targets and collaboration

The public policy debate with regard to photovoltaics is increasingly focusing on national

industrial policy objectives:

- in Germany, actors are increasingly concerned that the large PV feed-in tariff program is benefiting Chinese PV manufacturers at the expense of the development of German industry;
- in China, actors are concerned that many technologies and much of its manufacturing equipment are imported without creating strong independent innovation capacity, thus possibly resulting in much of the profit margin remaining with foreign equipment manufacturers. Future developments might depend upon negotiations around access to technology;
- at the province / city level in China and state level in Germany, the main interest is in developing a manufacturing industry which will enhance local employment and GDP. In China, this is predominantly paid for through locally-funded programs (central and regional level), while German states use resources from federal and EU support programs.

This local perspective – and the resulting policy responses – could limit PV innovation and endanger continued public support. It is thus important to focus on the common target of future cost reductions. Both Germany and China are interested in a low-cost and sustainable power supply, and increased security of energy supply, and therefore are interested in the success of large-scale PV electricity supply. PV cost reductions – i.e. cheap, green electricity – will benefit all countries. Both countries know that there are costs for early investment (e.g. currently costs for PV investment are significantly higher than other power generation sources), but also opportunities for successful early movers in the global market. PV deployment will depend on the following:

- PV technology will be applied on a large scale in China if produced locally with cheaper production costs. Localization of technology is essential, and needs to be continued.
- PV deployment support in Germany can only be maintained if this benefits both global technology improvement and German industry.
- PV deployment support in China depends upon the value attributed to technology for Chinese exports and domestic use.

PV technology will work on a large scale if costs are halved. This requires further innovation by various parties and across many countries. Thus, a key question for national and international policymakers is: how can a common global vision of PV as an essential future environmental technology guide the design and implementation of national PV technology policies?

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1 Introduction

Because the path technology innovation will take is uncertain, optimal policy design has to be tested against different scenarios of technology development. We first assess what contribution PV could make to energy supply in three potential scenarios – with future deployment dominated by crystalline wafer-based PV, thin film technologies, or multi-junction devices (sections 2.1-2.3). With a constrained deployment area, more efficient technologies can make larger contributions to energy supply. *A key finding in our review of PV potential is that building integrated crystalline PV could provide 31% of power in Germany and 29% of power in China. With free space installations, these numbers increase to 71% in Germany and around 100% in China.*

The net benefits of public incentive schemes depend upon the extent to which the performance and costs of technologies improve over time. Although PV electricity generation is still the most expensive form of renewable power production today, the costs of PV cells have fallen rapidly over recent decades. Consequently, we evaluate the categories of potential future technology and cost improvements along the PV production chain (sections 2.4-2.5). *We find that, because various components play important roles in total pricing, it does not suffice to improve costs in just one production component, but that costs must be reduced throughout the value chain.*

Technology improvements and cost reductions result from individual actors exploring improvement opportunities and alternatives. Focusing on China and Germany, we review the industry structure in which the different actors in the PV production process and equipment suppliers operate, so as to assess incentives and opportunities for these actors to pursue innovative activities. Furthermore, we analyze the level of concentration of players and integration across segments of the PV value chain and between PV manufacturers and equipment suppliers (section 3).

Finally, we review the design and implementation of existing technology policy support for PV in China and Germany, in order to understand whether the policy framework accounts for observed innovative performance. To the extent that there are discrepancies between the potential for technology improvements along the PV value chain and the level of innovative activity of the different actors, we review possible technology policy, competition policy and regulatory instruments that might improve the situation (sections 4-6). In our review, *we find that deployment support schemes have become extensively used and succeeded in enabling PV projects and delivering cost reductions. However, we find that investment support is not sufficiently linked to R&D criteria in either Germany or China, and that R&D support in both countries is very small relative to deployment support.*

2 Photovoltaics: Technical potential and cost reduction potential

2.1 Historical development of PV installations and production

The following figures show the historical development of annual PV installations and world PV cell/module production. The estimate for global production shares in Figure 2.2 is likely to be less accurate due to incomplete reporting of sales and capacity utilization of manufacturers.

Figure 2.1: World Annual Photovoltaic Installations (EPIA 2010)

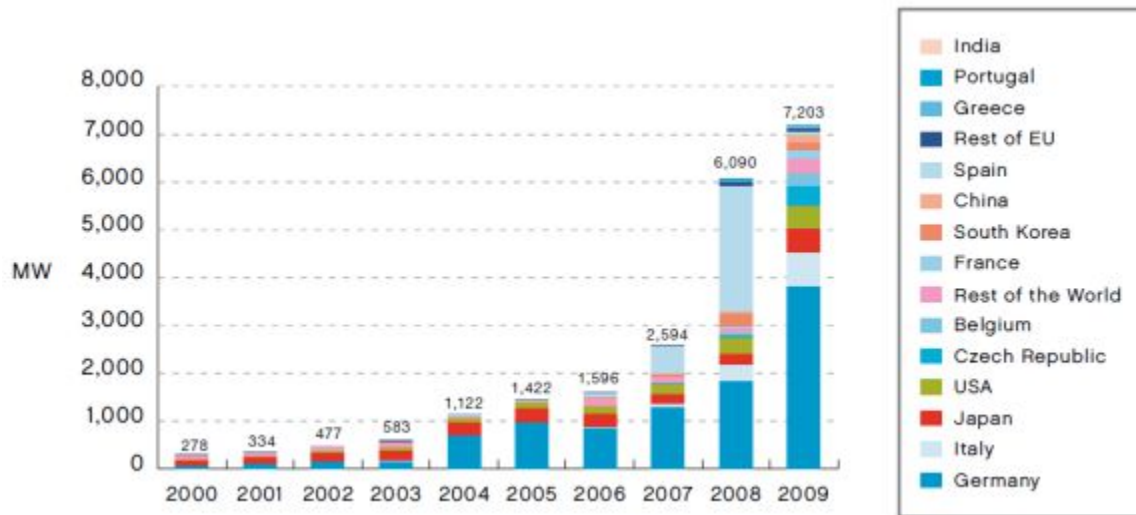
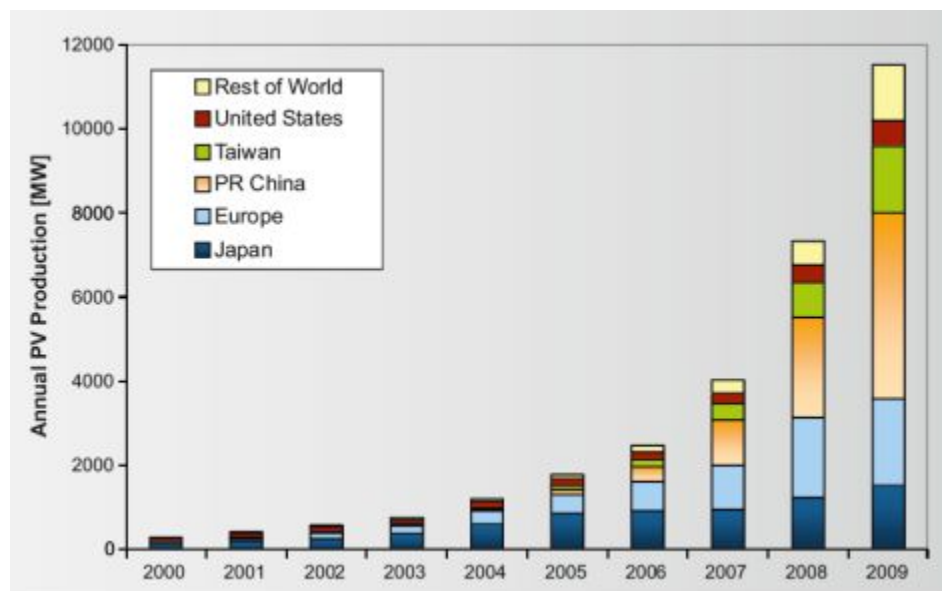


Figure 2.2: World PV Cell/Module Production (EC 2010)



2.2 Photovoltaic technologies

The global PV market is dominated by solar cells based on mono- and multi-crystalline silicon wafers. These devices currently account for 90% of PV production (Bagnall and Boreland 2008). Thin film technologies (single-junction) are characterized by reduced costs of the active material but also by lower efficiencies (Table 2.1). Multi-junction devices are still at the demonstration level with no significant deployment volumes.

While crystalline silicon wafer-based PV has the advantages of high conversion efficiency and abundant silicon material, its drawbacks are the larger amounts of silicon required and the high costs for purification. The advantages of thin-film PV are: lower costs per watt at module level (for CdTe), lower requirement for semiconducting material, and production processes in one casting. However, the drawbacks of thin-film technologies are higher surface area requirements (due to lower efficiency), scarcity of some input materials for non-silicon based approaches (e.g. tellurium (Te)), and potential health hazards from materials such as Cadmium (Cd).

Table 2.1: Photovoltaic technologies, with cell technology shares, cell and module efficiencies

Photovoltaic technologies							[*]
Technology	Crystalline wafer based (single-junction solar cells based on silicon wafers)		Thin Film (single-junction)			Multi- junction	
	Monocrystal- line/ single crystal (c-Si)	Multicryst. silicon (mc-Si)	Amorphous silicon (a-Si)	Cadmium telluride (CdTe)	Cl(G)S/ CuIn (Ga)Se ₂		
Cell techno- logy shares (in 2007)	42,2%	45,2%	5,2%	4,7%	0,5%		[1] [2]
Cell Efficiency (at STC)	16-19%	14-15%	5-7%	8-11%	7-11%	49-51%	[2] [3]
Module Efficiency	13-17%	12-14%					
Module Efficiency** (laboratory)	22,9% ± 0,6%	15,5% ± 0,4%	10,4% ± 0,5%	10,9% ± 0,5%	13,5% ± 0,7%	55,9%	[4] [5]

** Confirmed terrestrial module efficiencies

[*] Sources: [1] Photon 2008, [2] EPIA 2008, [3] Industry interview, [4] Green et al. 2008, [5] Green 2006 (for multi-junction)

Several ideas for new cell designs have been proposed to reduce costs or increase efficiencies, including the use of quantum wells and quantum dots to enhance absorption (Barnham and Duggan 1990); the use of impurity levels (Corkish and Green 1993); impact ionization to utilize the kinetic energy of carriers (Kolodinski et al. 1993) (Landsberg et al. 1993); and dye-sensitized cells (Gratzel 2001). However, most of these concepts have proven very difficult to demonstrate in practice.

The best-proven new technology is that based on the use of multiple junctions (Green 2006; Yoshimi et al. 2003). A stack of different solar cells with multiple bandgaps utilizes the entire solar spectrum. This technology is the current efficiency leader and is already commercially used in powering satellites (Brown and Wu 2009). For two- (tandem), three- and four-junction devices, maximum efficiencies of 55.9%, 63.8% and 68.8% are predicted (Green 2006). Due to their high production cost, multi-junction solar cells are combined with concentration optics and therefore require frames that can be adjusted to follow the direction of the sun.

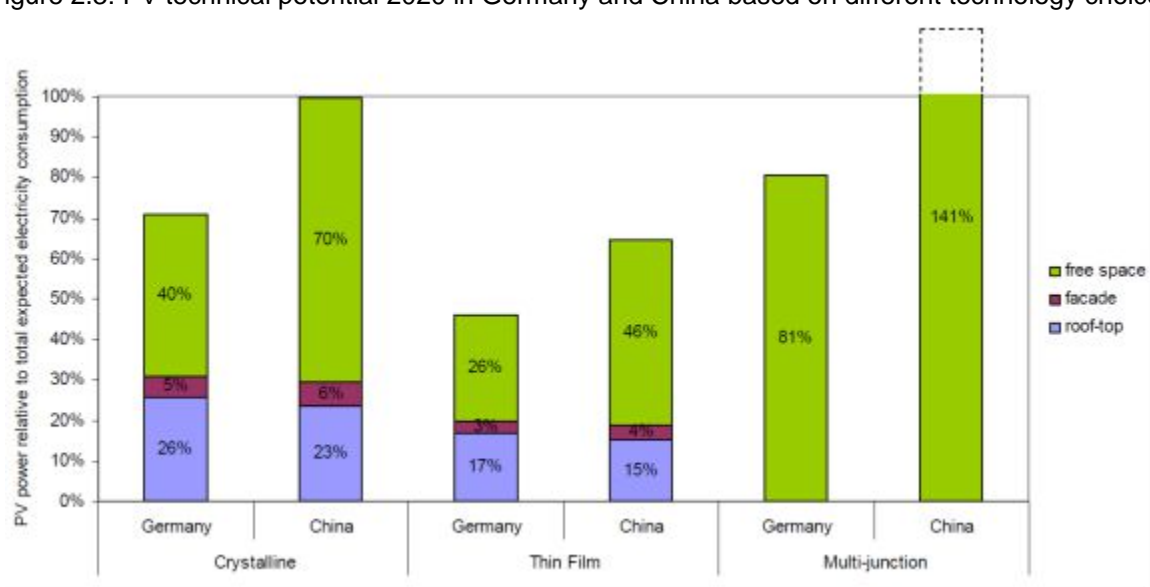
2.3 Technical potential of different photovoltaic technologies

To assess the potential contribution of PV to energy supply, we compared three scenarios of PV technology development by 2020, dominated by crystalline silicon wafer-based PV, thin film, and multi-junction devices respectively.

The estimations of available installation areas in Germany vary between 1,000 km² (Nitsch 1999) and 5,178 km² (Kaltschmitt 2002), due to different assumptions about suitable areas, and the amount of space reserved for separate solar thermal applications. We base our calculations on the potential roof-top (864 km²) and façade (200 km²) areas given by Quaschnig (2000), and on 1,200 km² of available free space areas that can be covered with PV. The potential area for PV in China includes 4,000 km² roof-top, 1,000 km² façade and 12,000 km² free space area (NDRC 2004, NDRC 2007), assuming that 20% of roof-tops and façades and 1% of the Chinese desert surface can be covered with PV installations (CRESP 2009).

Figure 2.3 shows a comparison of the future technical potential of photovoltaics in China and Germany. Within this calculation, we assume that future module efficiencies equal the highest commercial efficiencies of currently available modules for each PV technology (17% for crystalline wafer-based PV, 11% for thin film PV; see Table 2.1). When combined with solar concentrators, multi-junction solar cells need two-axis tracking, and are thus not suitable for roof-top, façade and traffic areas. To allow for effective tracking of the sun, we assume that area usage is reduced by one third. German electricity consumption is expected to stay constant until 2020, while Chinese power consumption is assumed to increase by 44% (from 2007 to 2020) (YE Lei).

Figure 2.3: PV technical potential 2020 in Germany and China based on different technology choices



With a constrained deployment area, more efficient technologies can make larger contributions to energy supply. Based on our assumptions on space availability, building integrated crystalline PV could provide 31% of power in Germany and 29% of power in China. With free space installations, these numbers increase to 71% in Germany, and around 100% in China. System requirements, in particular electricity storage, are not considered in this assessment.

2.4 Cost and price development of PV

The cost of PV has declined by a factor of nearly 100 since the 1950s (Nemet 2006). Figure 2.4 looks in more detail at the development of system prices in Germany over recent years. Despite a large increase in deployment volumes between 2003 and 2008, price reductions were small. Unexpected demand growth, driven by rapidly changing renewable support schemes across the globe, resulted in demand increases that exceeded production capacity, and thus created scarcity rents. The system price data in Figure 2.4 shows prices for roof-top installations. Net prices of PV applications > 100 kWp are 8% lower than prices of applications 30-100 kWp, 21% lower than prices of applications 5-10 kWp, and 42% lower than prices of applications 1-2 kWp (prices at the end of 2009, VAT excluded, according to (IEA 2010)). Large-scale applications received correspondingly lower support levels (see Table 4.1), but also do not deliver the same level of distribution savings. Between January 2008 and January 2010, prices declined by 33%, for German modules, and by 48%, for Chinese modules sold in Germany (pvXchange 2010).

Figure 2.4: Trend in PV (roof-top) system prices in Germany
(Based on data from: (IEA 2009), (IEA 2010), (BSW-Solar 2010), (pvXchange 2010))

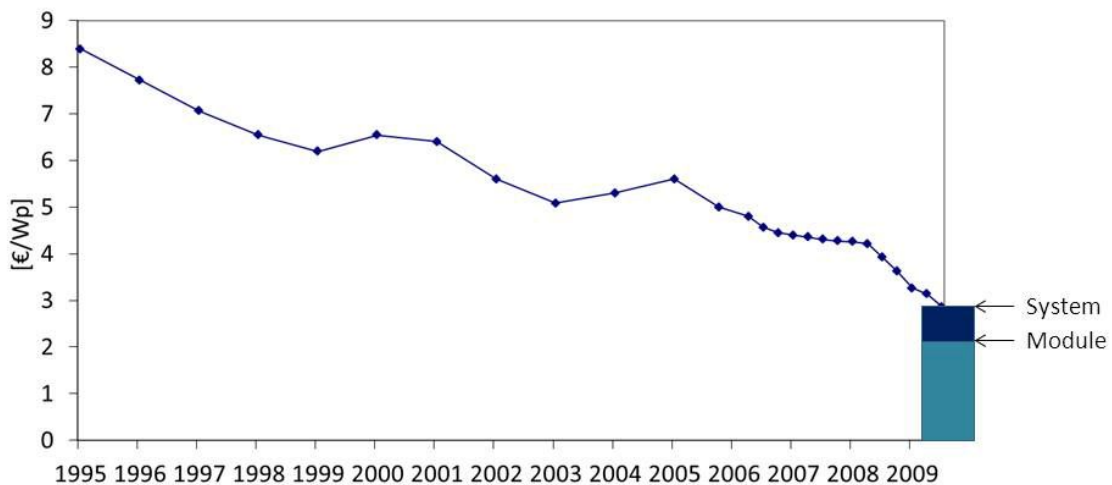
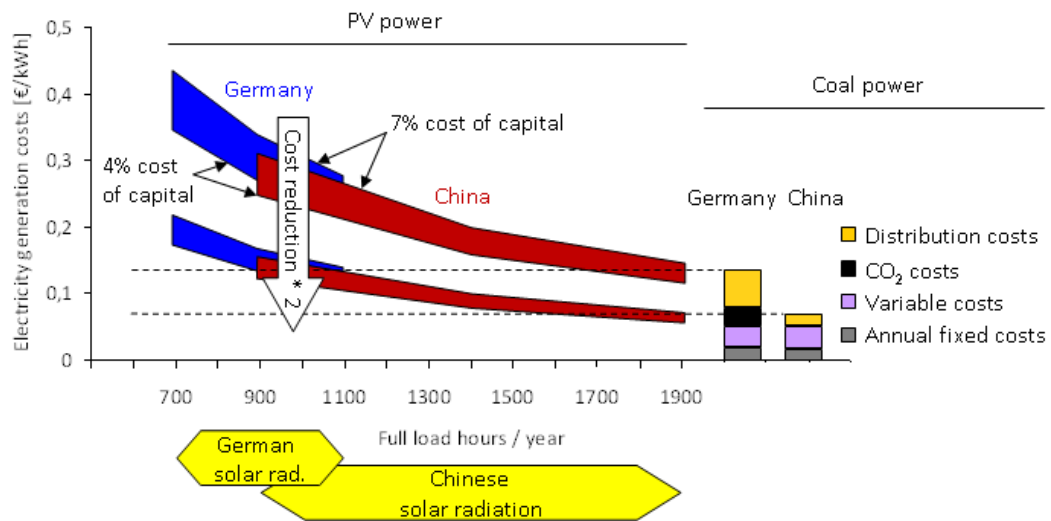


Figure 2.5 shows that power generation cost from photovoltaics in Germany currently exceeds the cost of power generated from coal by a factor of two. This assumes carbon prices of 30 Euro/t CO₂ and regulatory policies that allow low-cost financing.

Figure 2.5: PV and coal power generation costs



The upper blue and red areas show the range of current PV power generation costs in Germany and China respectively. For this calculation, we used Chinese and German system prices (10-20 kWp) during the third quarter of 2010 (data from EuPD Research, based on system prices reported by vendors). Furthermore, we assumed an average system lifetime of 20 years and annual maintenance costs of 1%. The upper and lower boundary of each cost range is given by 4% and 7% cost of capital. The range of full load hours that PV modules can achieve per year depends upon solar radiation and varies between 700 and 1100 in Germany and between 900 and 1900 in China.

The cost of power generated from coal in Germany comprises €20/MWh cost for capital costs and annual fixed costs, fuel costs of €29/MWh (based on forward coal prices of \$105/t coal for 2012, and assumed thermal efficiency of 38%), and carbon costs assuming CO₂ prices of €30/tCO₂. The initial shares of solar power reduce distribution and transmission costs, and thus do not need to be exposed to associated costs of €55/MWh. In China, coal power generation costs comprise €17/MWh annual fixed costs, €34/MWh variable (fuel) costs, and €17/MWh distribution costs. By assuming a future cost reduction factor of two, as shown in figure 2.5, photovoltaic power generation will reach large-scale competitiveness.

2.5 Photovoltaic value chain with cost reduction potentials

The (crystalline) PV production chain covers four production stages. Their respective cost shares (of total processing costs) are given in Table 2.2.

Table 2.2: Production chain with cost shares and technology improvement opportunities
(Cost shares from (Deutsche Bank 2009))

<i>Supply chain</i>	<i>Cost share</i>	<i>Factor</i>
Ingot (silicon)	17%	Ingot casting
Wafer	20%	Kerf loss Wafer thickness Wafer size Yield
Cell	22%	Cell efficiency Stability Lifetime Yield
Module	41%	

To achieve future price reductions in the order of a factor of two, it does not suffice to improve costs in just one production component, but costs must be reduced throughout the value chain. Table 2.2 also identifies potential technology improvements. Further cost reductions can be achieved through improvements of: the PV cell / module, the production process, the equipment used for manufacturing, as well as through scale effects, and potential localization of technology / production to countries with lower labor costs. PV costs have fallen drastically over the last fifty years. Can this downward trend be maintained so as to make PV cost competitive with existing power generation technologies?

The next section identifies the actors who might pursue the necessary technology improvements and cost reductions to reach competitiveness for photovoltaics.

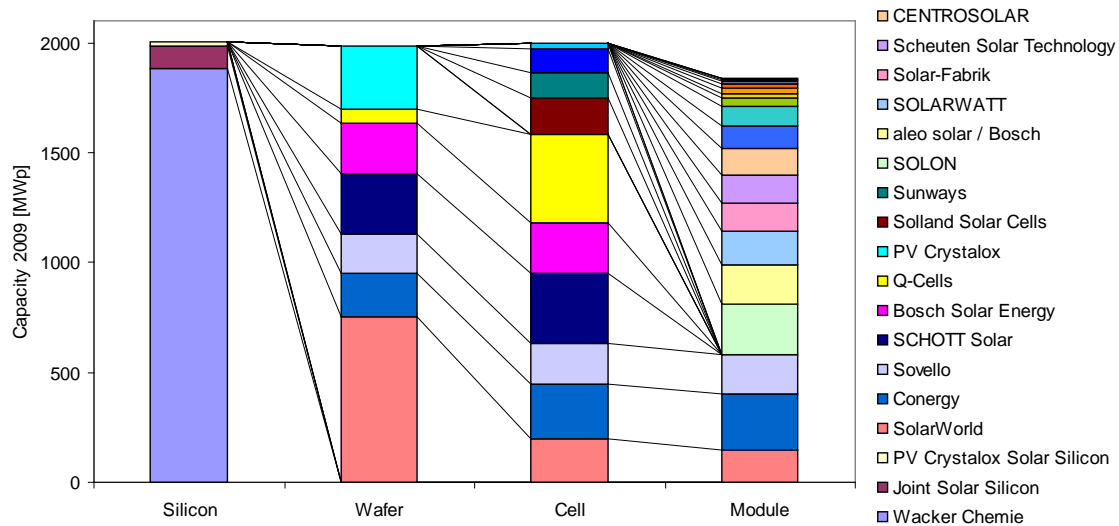
3 PV industry structure – the actors who can drive cost reductions

Technology improvements and cost reductions result from individual actors' exploration of improvement opportunities and alternatives. We need to understand the industry structure in which the different actors in the PV production process, and equipment suppliers, operate, so as to assess incentives and opportunities for these actors to pursue innovative activities. This section describes the PV industry structure in China and Germany (late 2009), including the level of concentration of actors and integration across segments of the PV value chain and between equipment suppliers and manufacturers.

3.1 Industry structure in Germany

The German photovoltaic industry includes around 70 manufacturers (of silicon, wafers, solar cells, and modules) and more than 100 PV equipment manufacturers, and employs more than 57,000 people. German PV industry sales surpassed the €9.5 billion mark in 2008, while PV equipment supplier sales accounted for an additional €2.4 billion (GTAI 2009c). Figure 3.1 shows the biggest PV manufacturers in Germany, with their respective capacities in 2009, along the (crystalline) PV production chain.

Figure 3.1: PV manufacturers in Germany along production chain
(Excluding companies active in thin film technologies, based on data from GTAI (2009a))



The number of companies in the first stage of the PV production chain is small, as silicon production and processing require intensive technical knowledge and substantial investment. In Germany, this stage is dominated by Wacker Chemie AG.

Towards the end of the production chain, the number of manufacturers is larger, due to lower requirements for investment and knowledge intensiveness. There are also fully integrated companies (combining wafer, cell, and module manufacturing), such as SolarWorld, Conergy and Sovello.

Figure 3.2 shows PV equipment manufacturers in Germany active in different stages along the crystalline production chain, in the field of thin film technologies, as well as in the areas of automation and laser processing. While some companies offer turnkey lines for thin film devices, crystalline cells or modules, other equipment producers supply specific tools, for instance tabbers and stringers for crystalline modules.

Equipment suppliers that have developed their skills in supporting manufacturing of semiconductors, chemicals, optics and glass, have devoted their expertise to PV manufacturing and have been instrumental in the successful development of the German photovoltaic cluster. Figure 3.3 shows the activities of equipment manufacturers in the related semiconductor, medical, and automotive industries.

Figure 3.2: PV equipment manufacturers in Germany
(The legend shows only companies with 400+ employees, based on data from GTAI (2009b))

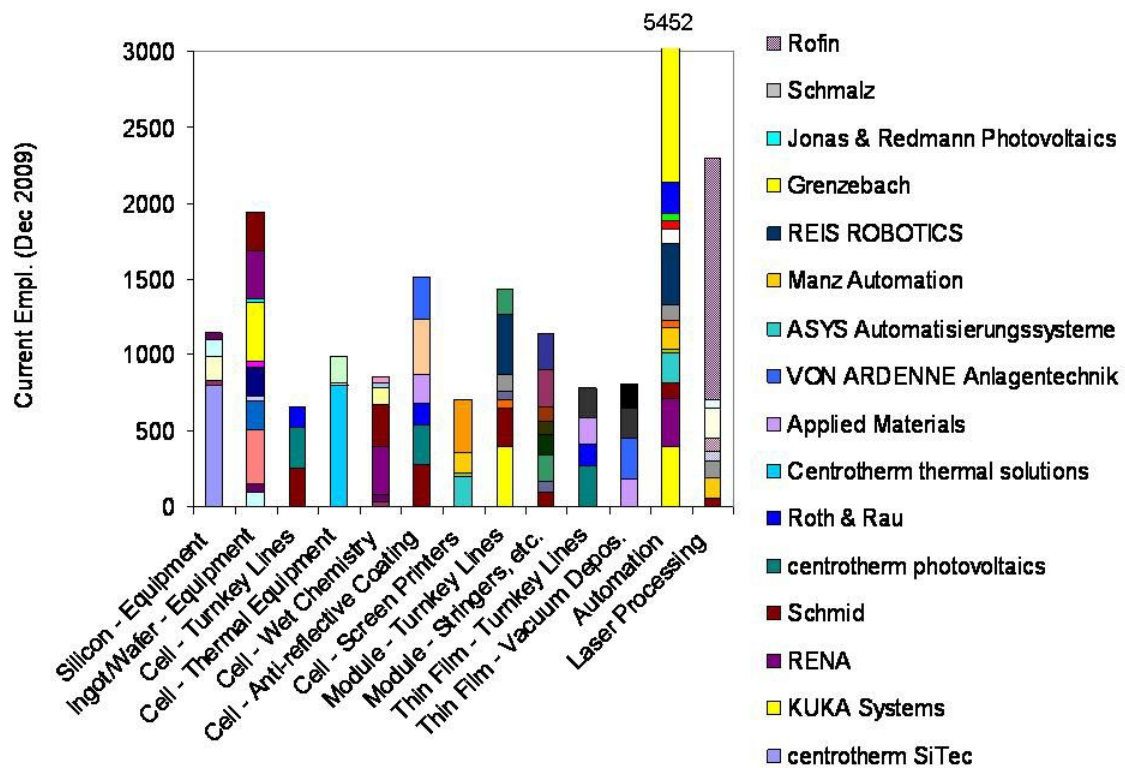
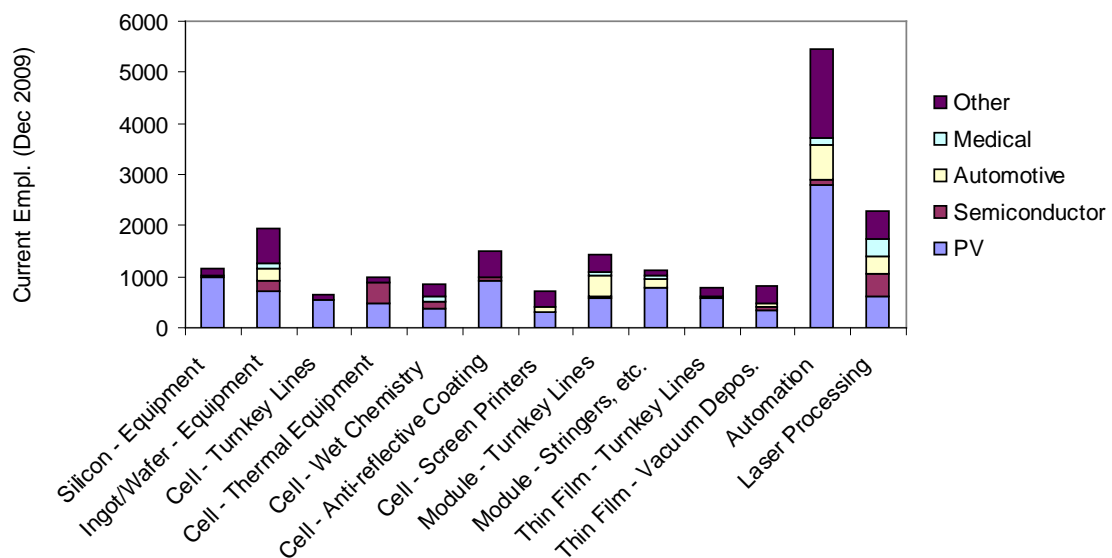
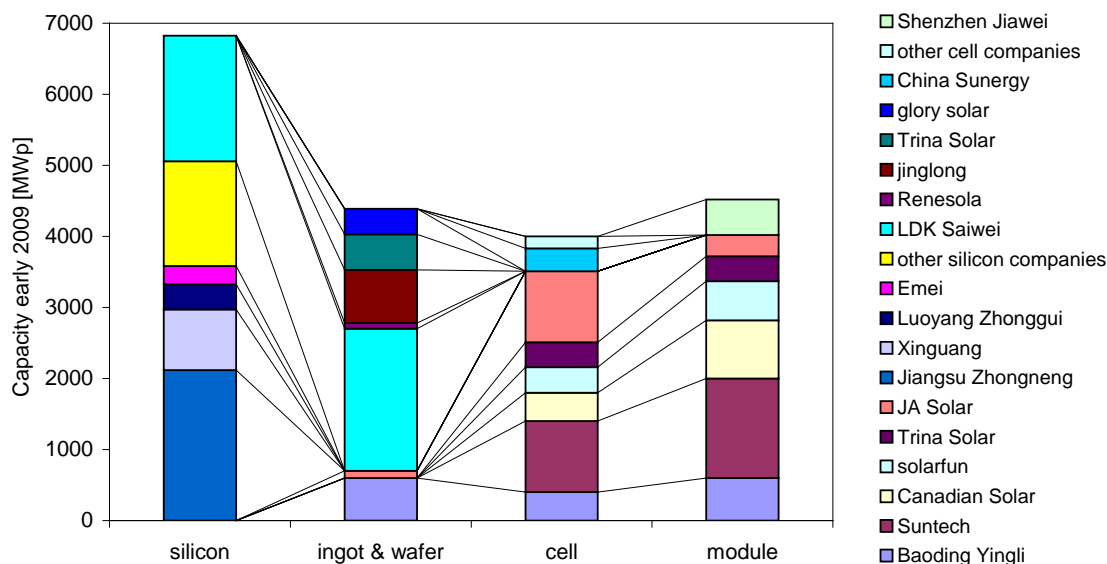


Figure 3.3: PV equipment manufacturers in Germany – sector background (activity in sectors)
(Based on data from GTAI (2009b))



3.2 Industry structure in China

Figure 3.4: PV manufacturers in China along production chain
(Source: Company websites; CRESPI; IEECAS, 2009)



In each stage of the production chain in China we surveyed the largest players who together account for more than 75% of the production (six silicon manufacturers, six wafer manufacturers, seven cell manufacturers and seven module manufacturers, as well as other manufacturers in these various categories).

Polysilicon supply did not meet demand before 2009 because it was difficult to access the necessary sophisticated technologies, which are complex and unavailable in the market. After several years' research, development, and investment, Chinese R&D institutions successfully developed production technologies, and now are attracting increasing investment attention, so that the capacity in 2009 for polysilicon is higher than that of other components. Most polysilicon manufacturers were not integrated with other components because innovation capacity and intensive investment were required in the early stages of development. Now big wafer manufacturers are starting to integrate polysilicon production so as to assure material supply. The biggest integrator in China, Yingli, has integrated wafer, solar cell and module assembly since 2004, and in December 2009¹ commissioned a polysilicon facility with a production capacity of 3000 metric tons per year. The biggest wafer manufacturer in China,² LDK, initiated a polysilicon branch and started production in January 2009.

Most wafer manufacturers were not integrated with other components before the end of 2009. In contrast with polysilicon equipment, it was always feasible to import wafer equipment, and in fact Chinese equipment manufacturers later developed their own capacity, since wafer manufacture is not as difficult a process as that of polysilicon manufacturing. Accordingly, the wafer market is very competitive. Now, big cell and polysilicon manufacturers are starting to integrate wafer production. In May 2010, a wafer facility

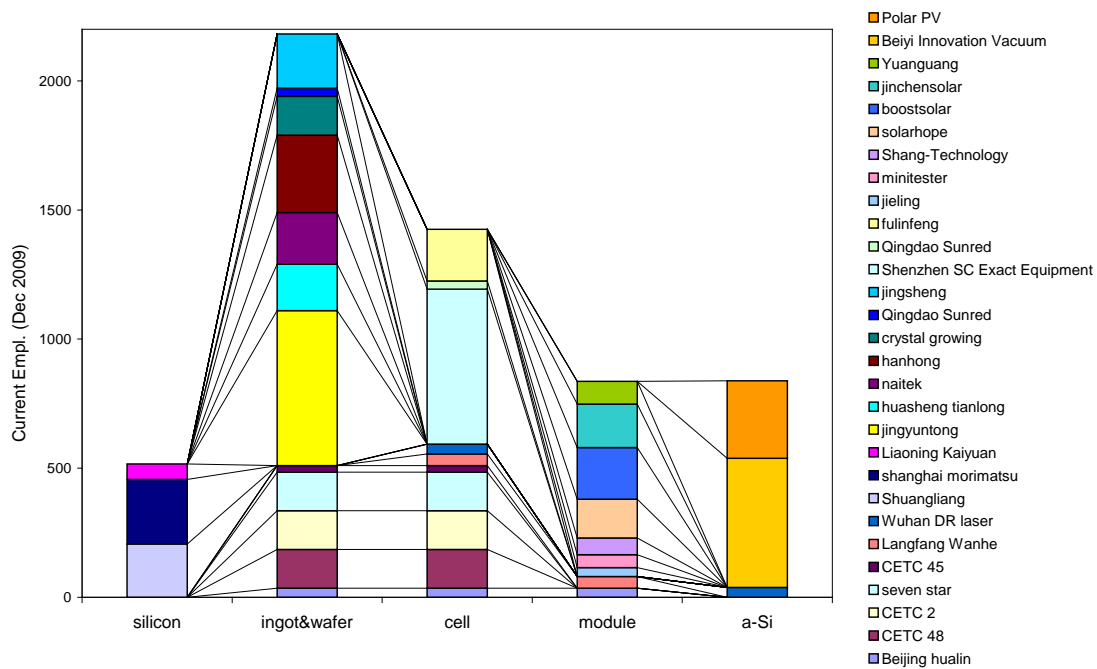
¹ http://www.yinglisolar.com/about_overview.php.

² http://www.ldksolar.com/1-16-09_cn.html.

of JA Solar broke ground in Jiangsu Province.³ In September 2009, GCL initiated a wafer production branch in Jiangsu Province, and acquired the biggest polysilicon manufacturer in China, Jiangsu Zhongneng.⁴

Most cell manufacturing is integrated with module manufacturing. Integration allows these manufacturers to export at lower cost, compared to other non-integrated module manufacturers; moreover, their market demand is not limited by the capacity of module manufacturers. And since the process technology and equipment are easy to buy, many large cell producers have established their own module production line.

Figure 3.5: PV equipment manufacturers in China
(Source: Company websites)



We surveyed the largest equipment suppliers to identify the number of employees working in each segment of the production chain. Figure 3.5 covers three silicon equipment suppliers, twelve ingot or wafer equipment suppliers, ten cell equipment suppliers, nine module equipment suppliers, and three thin-film equipment suppliers. Figure 3.5 shows that the greatest integration is between equipment supply of ingot/wafer and cell equipment supply: there are five companies that integrate across these two production segments. Figure 3.5 also shows Langfang Wanhe, a supplier of cell and module equipment, and Wuhan, which offers DR laser supply for cell and a-Si.

³ <http://www.js.chinanews.com/news/2010/0522/17615.html>.
⁴ http://www.gcl-poly.com.hk/chi/products/polysilicon_facilities2.php.

Figure 3.6: PV equipment manufacturers in China – sector background (activity in sectors)
(Source: Company websites)

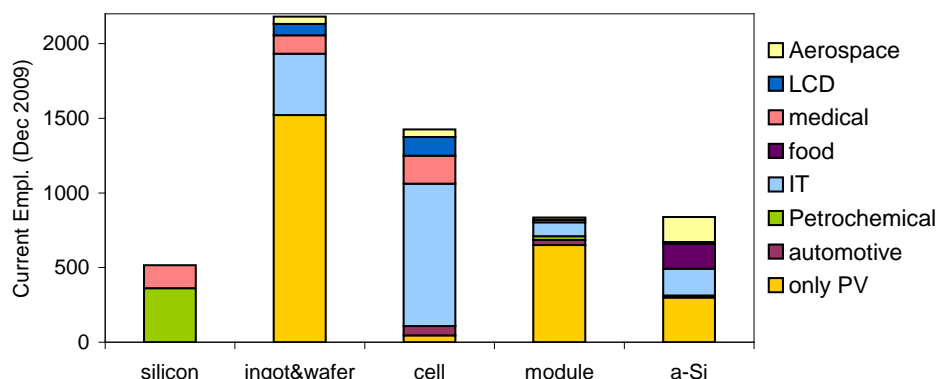


Figure 3.6 shows the capacity of the PV industry, by breaking down distribution of employment by end-use industry and PV technology (module, cell, ingot & wafer, etc.). Chinese polysilicon equipment manufacturers originally produced boilers and other containers for the petrochemical and medical industries, and in recent years have moved on to researching and developing hydrogen furnaces and deoxidation furnaces for the polysilicon industry.

3.3 Summary and comparison of industries

The most notable contrast between the German and Chinese PV industries is that production capacities for PV manufacturing are higher in China, while more of the manufacturing equipment is supplied by Germany. To some extent the relative size may reflect the specific expertise of Germany and China in these two related industries, but it may also reflect the outcome of the policies in place in each country.

Beyond this difference it is noteworthy that in both Germany and China there is a mix of vertically integrated companies and value chain segment specialists. Such a mix of strategies - where some companies seek to maintain a competitive advantage in specific technologies or processes and others seek an advantage through risk management or economies of scale and scope – is not uncommon for maturing industries. Nevertheless, in an industry where policy support is so important, the mix of segment specialists and vertical integration has important implications for policy. For example, policies that increase transactions costs between segments or increase uncertainty and risk in segments of the value chain are likely to promote the integration plays, while policies that target specific segments may reinforce the segment specialists, particularly in those segments receiving support. Which of these outcomes is desirable will depend on the specific circumstances – for example, whether the sources of future cost reductions are more likely to come from de-risking of the process and growth across the value chain, or from technological advancements focused on a specific segments of the value chain.

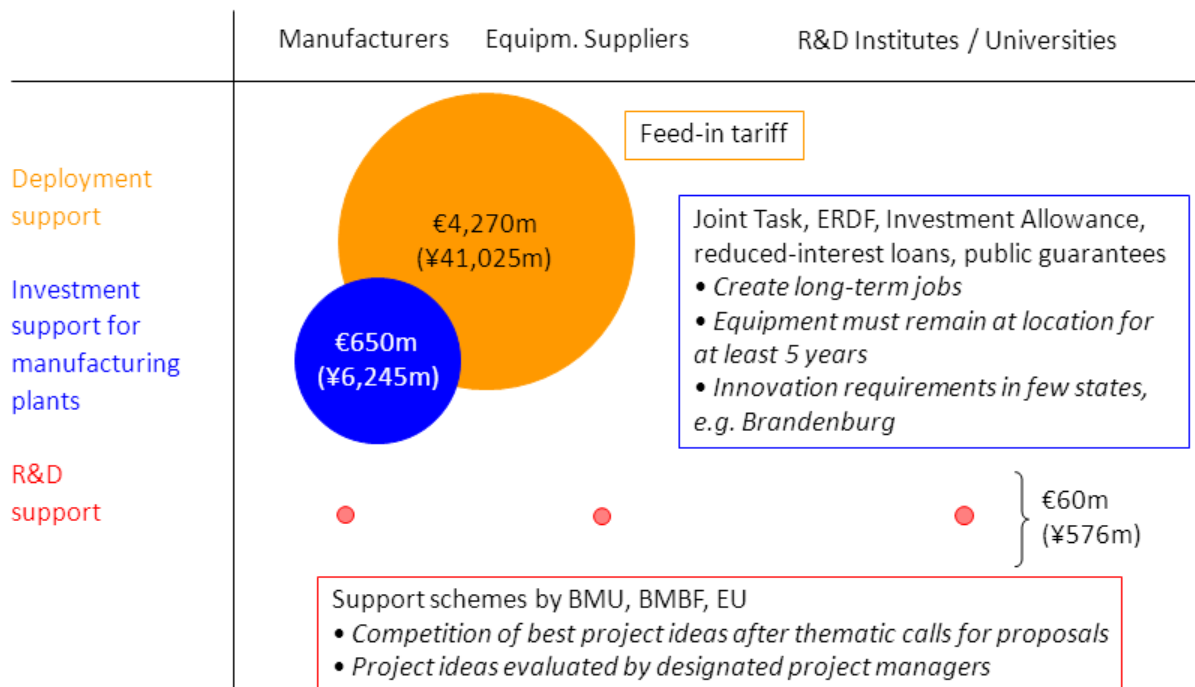
As we aim to understand how the policy framework can explain observed innovative performance, the following sections describe these PV technology policies in Germany and China in detail.

4 PV technology policies in Germany

Since 1991, systematic governmental support schemes for PV installations have been implemented in Germany. The Electricity Feed-in Act (Stromeinspeisegesetz 1991-1999/2000) was the first policy to provide incentives for renewable electricity generation. The '1,000 Solar Roofs Initiative', which was applied between 1991 and 1995, was the first PV-specific support scheme, and was followed in 1999-2003 by the '100,000 Solar Roofs Initiative', which similarly provided loans at low interest rates for PV installations. These loans were granted by the state-owned German development bank (KfW). A feed-in tariff scheme with PV-specific support levels was established in 2000 (Renewable Energy Sources Act, EEG), and was amended in 2004 and 2009.

Figure 4.1 gives an overview of the current PV support measures applicable in Germany. Within the German strategy of fostering the deployment of renewable energy sources, the feed-in tariff scheme is the core element, supported by additional measures such as public support of R&D for PV technologies and investment support schemes for manufacturing plants.

Figure 4.1: PV support measures in Germany (with main criteria) and their target groups



4.1 Deployment support in Germany

The Renewable Energy Sources Act (EEG) is applied to power generation from renewable energy sources, including wind, water, biomass, landfill-, firedamp- and biogas, as well as geothermal and solar energy. Among the supported technologies, it grants the highest feed-in tariffs to electricity produced by photovoltaic devices. These tariffs are graded according to PV system capacity (with thresholds of 30 kW,

100 kW and 1000 kW) and installation types (roof-top and field installations). The feed-in tariffs are paid for a time period of 20 years. Table 4.1 gives an overview of the recent German PV feed-in tariffs.

Table 4.1: PV feed-in tariffs according to German EEG⁵

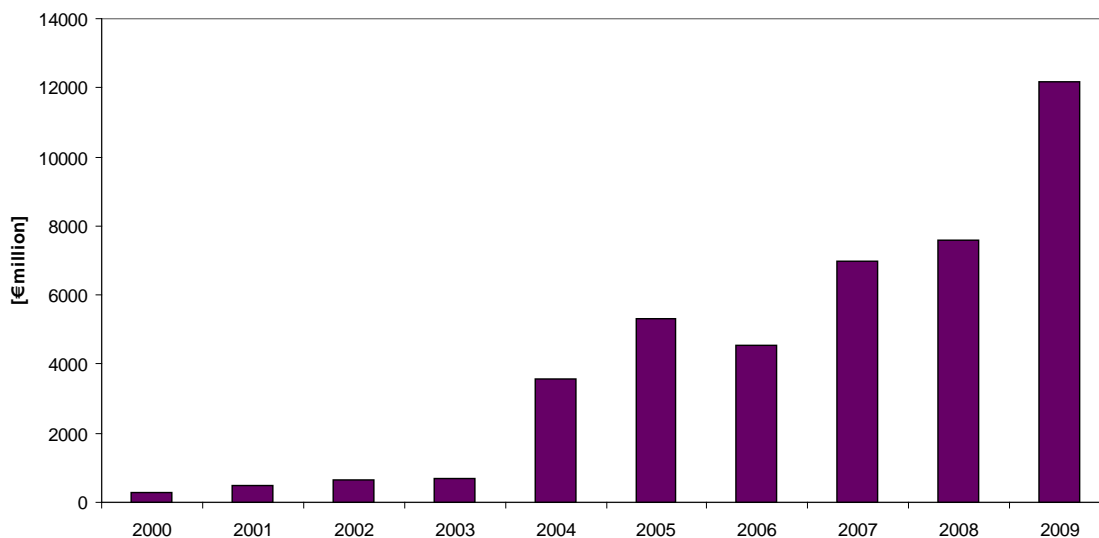
System size		Roof-top installations (€/kWh)				Field installations (€/kWh)
		≤ 30 kW	≤ 100 kW	≤ 1000 kW	> 1000 kW	All sizes
Date of installation	From 01.01.2009	43.01	40.91	39.58	33.00	31.94
	From 01.01.2010	39.14	37.23	35.23	29.37	28.43
	From 01.07.2010	34.05	32.39	30.65	25.55	0.00-26.15
	From 01.10.2010	33.03	31.42	29.73	24.79	0.00-25.37
	From 01.01.2011	28.74	27.33	25.86	21.56	0.00-22.07

At the beginning of 2010, the tariffs saw a reduction of 11% and 9% (for roof-top installations ≤ 100 kW) respectively, in comparison to 2009 levels. However, as system prices fell much faster in 2009 than originally expected, the German government has decided to cut back the feed-in tariff further in July 2010 and October 2010, as shown in Table 4.1. The feed-in tariff for ground-mounted systems on agricultural fields was stopped in July 2010 (IEA 2010).

Between 2003 and 2009, the present value of the PV feed-in tariff subsidy in Germany amounted to €4,270 million⁶ per year on average. The number of new PV installations increased significantly in 2004 and 2009 (see Figure 2.1), after the PV feed-in tariff was raised in 2004, and after system prices dropped in 2009. The total system expenditure for PV installations represented this development in the respective periods, as shown in Figure 4.2.

⁵ Sources: (EEG 2008), (BMU 2010b), (BNetzA 2010b).

⁶ Calculation based on time period of 20 years, 7% discount, and based on data from the following sources: (BSW-Solar 2010), (BNetzA 2010a), (IEA 2010), (GTAI 2010e), (EEG 2008), Nomura, Point Carbon, Barclays, ECX, EEX and www.pv-ertraege.de.

Figure 4.2: Total system expenditure for PV installations in Germany⁷

Additional national market stimulation schemes are provided by the state-owned German development bank (KfW) through the following loan programs for PV investments (IEA 2009):

- “Erneuerbare Energien Standard”: Loans for private PV investments;
- “Kommunal investieren”: Loans for PV investments by communities and their enterprises;
- “KfW – Kommunalkredit”: Loans for investment in the infrastructure of communities to save energy and change to renewable energies.

4.2 Investment support for manufacturing plants in Germany

Germany offers different investment incentive programs which can be grouped into three packages:

- grants / cash incentives (including the Joint Task program and the Investment Allowance program);
- reduced-interest loans (at national and state level); and
- public guarantees (at state and combined state/federal level).

The same conditions apply to German and foreign investors. Funding is provided by the German federal government, the European Union (EU), and the individual federal states of Germany. The EU provides the legal and financial framework for public funding in all EU Member States.

Eligible industries, forms of investment and general program requirements are defined by each incentive program. Specific criteria within each program determine individual investment project incentive rates. The highest incentive levels are usually offered to small and medium-sized enterprises (SMEs). In the following sections, we will focus on incentive levels for large enterprises⁸.

⁷ Based on data from the following sources: (IEA 2010), (BSW-Solar 2010).

⁸ The following criteria specify the size of large enterprises in the European Union: (1.) staff headcount \geq 250 and (2.) annual turnover $>$ €50m or annual balance sheet total $>$ €43m.

a) Grants / Cash Incentives

There are two major programs offered in Germany to direct the allocation of cash incentives: the Joint Task program; and, in Eastern Germany, the Investment Allowance program. These programs reimburse direct investment costs during the investment phase of projects (before operations have started).

- **Joint Task Cash Grants – Gemeinschaftsaufgabe “Verbesserung der regionalen Wirtschaftsstruktur” (GRW)**

The distribution of non-repayable grants (usually in the form of cash payments) for investment costs is regulated by the Joint Task program throughout Germany. The amount granted varies between different regions according to their level of economic development. The regions with the highest incentive levels (period 2007-2013) are clustered in the eastern parts of Germany – they offer grants of e.g. up to 30 percent of eligible project costs for large enterprises. In various regions in Western Germany (except the states of Baden-Württemberg and Hamburg), companies can also receive subsidy rates – for example, up to 15 percent of eligible expenditures for large companies. Individual ceilings can be determined by each state, up to the maximum incentive levels, as given by the Joint Task program. Joint Task grants must be applied for before the beginning of the investment project.

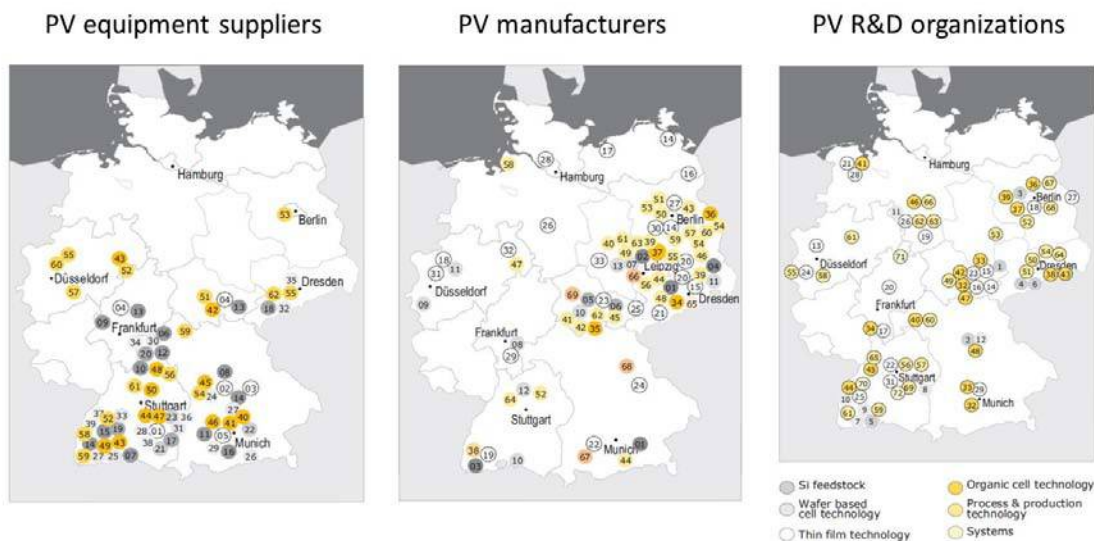
The general terms and conditions of the Joint Task program and the Investment Allowance program (see next section) are shown below in Table 4.2.

Table 4.2: Terms and conditions of Joint Task and Investment Allowance programs
(Source: Germany Trade & Invest)

	Joint Task	Investment Allowance
Eligible industries	<ul style="list-style-type: none"> • Most manufacturing industries • Most service industries 	<ul style="list-style-type: none"> • Most manufacturing industries • Certain service industries
Eligible project costs	(Direct) investment costs <ul style="list-style-type: none"> • Expenditures for buildings, machinery, and equipment OR (Future) operating costs <ul style="list-style-type: none"> • Wage costs for two years 	Expenditures for buildings, machinery, and equipment
Maximum eligible investment amount	Up to €500,000 per job created (not exceeding the maximum total investment costs)	No limits set
General program requirements	<ul style="list-style-type: none"> • The investment project must create long-term jobs • The subsidized equipment must remain at the investment location for at least five years 	<ul style="list-style-type: none"> • The subsidized equipment must remain at the investment location for at least five years

The following figure shows that public support is effective in shaping investment choices. On the one hand, most PV equipment suppliers are located in Southern Germany. This is because many of them have strong activities in (and often originate from) highly developed related supporting industries (see Figure 3.3), which have been concentrated in the southern parts of Germany over the last decades. On the other hand, the relatively young PV manufacturers have in recent years focused their investments on new manufacturing plants in Eastern Germany, due to the investment incentive programs.

Figure 4.3: Geography of PV manufacturers, equipment suppliers, and R&D organizations in Germany (Sources: GTAI 2010a, GTAI 2010b, GTAI 2010c)



• **Investment Allowance (in Eastern Germany) (German: Investitionszulage)**

The Investment Allowance program was created in order to promote investment projects in the new federal states of Germany (Berlin, Brandenburg, Mecklenburg-Vorpommern, Saxony, Saxony-Anhalt and Thuringia). It is based on the Investment Allowance Act 2010 (Investitionszulagengesetz). The Investment Allowance is usually allotted in the form of a tax-free cash payment. The following table shows the Investment Allowance promotion rates for large enterprises in 2009 – 2013. The respective promotion rate applicable at the start date of the project will be received by the investor for the duration of the complete project. When investing in Eastern Germany, Investment Allowance funding is automatically received (if all eligibility criteria are satisfied) without any application procedures.

Table 4.3: Investment Allowance promotion rates for large enterprises (Source: InvZuIG 2010)

Start in	2009	2010	2011	2012	2013
Investment: Machinery, Equipment; Buildings / Construction	12.5%	10.0%	7.5%	5.0%	2.5%

The Investment Allowance can also be combined with grants received under the Joint Task program. However, the maximum possible Joint Task incentives level may not be exceeded. In the exemplary case of a large company investing €100 million in the year 2010 in a region with the maximum possible Joint Task incentives level (30 percent), 10 percent will be received from the Investment Allowance (automatically) and 20 percent from Joint Task funding (application necessary).

According to BSW-Solar (2010), €2,183 million have been invested by the German PV industry in the construction, expansion and modernization of solar production factories in 2008. According to Figure 4.5, most of these investments have been realized in Eastern Germany. If we use an average incentive level

of 30 percent of eligible project costs, then around €650 million have been provided as public investment support for solar manufacturing plants in Germany in 2008.

b) Reduced-Interest Loans

Publicly owned banks at the national and state level (so-called development banks) offer publicly subsidized loan programs to investors in Germany. Usually, these loan programs combine interest rates at levels below current market rates with attractive grace periods. Reduced-interest loans as a subsidy can normally be combined with other public funding programs.

- **KfW Loans**

The KfW Banking Group (Kreditanstalt für Wiederaufbau) is the German development bank at the national level. The KfW Mittelstandsbank, which is a subdivision of the Banking Group, offers different loan programs for investment project financing. The most prominent of these loans will be described below. Investors usually contact the KfW via their normal bank with regard to the application procedure.

KfW-Unternehmerkredit (Entrepreneur Loan): The KfW Entrepreneur Loan is available to domestic and foreign commercial enterprises that are mainly privately owned (group turnover must not exceed €500 million), start-ups and self-employed professionals. The maximum amount of this loan is €10 million and the financing share is 100% of the investments or working capital eligible for financing. Small and medium-sized enterprises (SMEs), according to the criteria of the European Commission, can apply for loans at additionally reduced interest rates. The Entrepreneur Loan is granted at a risk-adjusted customer-specific interest rate up to the maximum value of the respective price category, which depends upon the borrower's credit rating and the quality of collateral. Nine different price categories exist, with maximum nominal interest rates ranging between 1.90% and 8.45% for large enterprises and between 1.20% and 8.35% for SMEs. These interest rates are fixed for up to 10 or 20 years. The program offers a repayment-free start-up period, prepayment at no extra charge and 50% liability exemption. The Entrepreneur Loan (without liability exemption) may be combined with public promotional funds and other KfW programs.

KfW Sonderprogramm (Special Program): The KfW Special Program builds on the KfW Entrepreneur Loan. The maximum amount is €50 million per project, for small and medium-sized enterprises, and €300 million per group of companies, for large enterprises.

- **State Development Bank Loans**

Each German state has its own development bank which finances investment projects with reduced-interest loans. These loan programs are largely targeted to meet the requirements of start-ups and smaller companies. The state development banks are contacted via the applicant's own bank.

c) Public Guarantees

In order to facilitate financing investment projects of young and innovative businesses through the capital market, companies lacking securities may apply for public guarantees. The following table gives an overview of the different public guarantees available to secure bank loans in Germany.

Table 4.4: Types and Conditions of Public Guarantees in Germany
(Source: GTAI 2010d)

Types and Conditions of Public Guarantees		
	Individual State Governments	State Governments and Federal Government in Combination
General Conditions	Available throughout Germany	Available in Eastern Germany and in parts of Berlin
	Companies which do not have the securities demanded by the bank can apply for public guarantees.	
Amount	For guarantee needs up to €10 million	For guarantee needs over €10 million
	Guarantee covers up to 80% of the loan amount.	
Application Process	<ul style="list-style-type: none"> • Before starting investment, application must be submitted to state mandatory (normally the respective state development bank) via investor's commercial bank. • State guarantee committee deliberates on application and submits a recommendation. • Finally, state Minister of Finance decides on allocation. 	<ul style="list-style-type: none"> • Before starting investment, application has to be submitted to PWC as federal mandatory via investor's commercial bank. • Guarantee committee level fits close analysis on application. • Finally, approval is given by the federal authorities in co-operation with the respective state. • Concurrent EU authority notification necessary.

4.3 R&D support in Germany

Responsibility for renewable energies within the German Federal Government belongs to the Federal Ministry for the Environment, Nature Conservation, and Nuclear Safety (BMU). Research and development on different aspects of PV is supported by the BMU as well as the BMBF (Federal Ministry of Education and Research). While BMBF support for PV R&D projects amounted to €19.5 million in 2008 (8 co-operative R&D projects were granted), the BMU's R&D budget for PV totaled €39.9 million, shared between 130 projects (IEA 2009). In comparison to these public PV R&D budgets, industrial R&D investments amounted to €163 million in 2008 (BSW-Solar 2010).

Within the BMU funding activities, selection criteria for PV research projects are (BMU 2010a):

- industry participation and networking structure, with preference given to collaborative projects;
- development risk and implementation time; and
- the possibility to disseminate research findings, while considering the protection of findings, through patents.

Table 4.5 shows the distribution of the BMU funding. While wafer-based silicon technologies received more than half of total funding, around one-fifth was allocated to thin-film technologies. Support is also provided for alternative concepts such as concentrating photovoltaics.

Table 4.5: Newly approved PV funding from BMU (Source: BMU 2010a)

Silicon wafer technology	52%
Silicon thin-film technology	10%
CIS thin-film technology	11%
Alternative PV / Absorber technologies	5%
Concentrating PV	12%
Systems engineering / Grid integration	7%
Comprehensive projects	3%

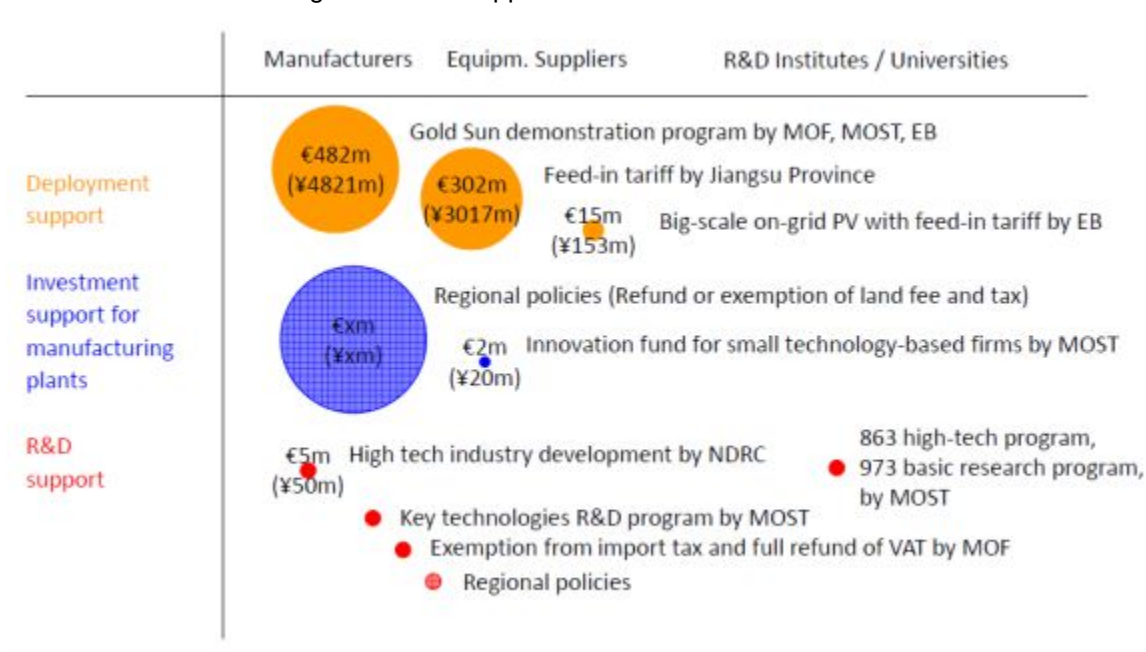
In 2008, the BMBF set up networks aiming for the development of thin-film PV cells with a focus on topics such as material sciences and the use of synergies with other research fields, such as microelectronics. Meanwhile, the development of organic PV cells is being addressed by a joint initiative with the industry. As part of the Federal High-Tech Strategy, BMBF also supports the development of the “Solarvalley Mitteldeutschland” cluster, which covers most of the German PV industry.

Within the initiative “Innovationsallianz Photovoltaik,” which was announced in 2010, BMU and BMBF will provide €100 million for new R&D projects during the next four years. The focus of this initiative is on improving production costs and efficiencies of photovoltaics.

5 PV technology policies in China

In 2009, China's central government issued a series of PV market policies including the Golden Sun program and some large-scale on-grid feed-in tariff (FIT) projects. This market policy was aimed at the “Middle and long term program of renewable energy development,” created by the National Development and Reform Commission (NDRC) in 2007, targeting solar installation at 300 MWp by 2010 and 1.8 GWp by 2020. The experience and outcome of these policies is an important reference for future market policies. Also in 2009, some city governments started offering investment incentives to encourage manufacturing investment and developed regional market policies for PV installation. We surveyed both policies applied in 2009 and some of the policies to be applied in 2010. In the graph below, we show the expenditure scale of each policy. Euro prices were based on the exchange rate on July 1, 2009 (¥1 = €0.10). R&D incentives have the smallest budget at both federal and regional levels.

Figure 5.1: PV support measures in China in 2009



5.1 Deployment support in China

Installation investors can enjoy incentives from only one market deployment policy. We describe market policies applied in 2009 and policies applied in 2010.

a) Golden Sun program by MOF, MOST, NEA

The Chinese Ministry of Finance (MOF), the Ministry of Science and Technology (MOST) and the National Energy Administration (NEA) initiated the Golden Sun program for 2009-2011. The target of this program is to install more than 500 MW PV modules and to support demonstration of key technologies in the PV industry. To date, 294 projects of 642 MW have been approved. We calculated total public expenditure for this program at ¥4,820.92 million.

Program categories

290 MW in commercial buildings	Non-repayable cash, equal to 50% of investment
46 MW in remote rural residential buildings	Non-repayable cash, equal to 70% of investment
306 MW of large-scale on-grid PV	Non-repayable cash, equal to 50% of investment

How are applicants judged?

Provincial governments select investors and projects and submit recommendations to central government, which then makes the final decision. The federal government requires that all equipment for the Golden Sun program be purchased through competitive tender.

In September, 2010, the MOF, the MOST, the MOHURD, and the NEA announced a revision to the Golden Sun Program and the Solar Roofs Program. It stipulated that the two programs should meet the new requirements below:

- the Silicon PV module, inverter and lead-acid battery programs are chosen by public bidding organized by the MOF, the MOST, the MOHURD and the NEA. The public bidding chooses manufacturers, products and price; and
- the two programs support on-grid and distributed PV in cities and off-grid PV in remote rural areas. They will no longer support large-scale PV farms.

When investors purchase silicon PV modules, inverters and lead-acid batteries from manufacturers' tenders at the price bid, 50% of the cost is subsidized for distributed and on-grid PV in cities and 70% for off-grid PV in remote rural areas. In addition, a ¥4/Wp subsidy is provided for distributed and on-grid PV (¥6/Wp for BIPV) and a ¥10/Wp subsidy for off-grid PV in remote rural areas (¥6/Wp for residential PV system). PV generation can be utilized by the generator itself, or be purchased by grid companies on a regional tariff for desulfurizing coal generation.

b) The Solar Roofs Program by MOF

In 2009 for 91MW of installations (111 projects), this program supplies a maximum ¥20/Wp for building material integrated PV and a maximum ¥15/Wp for rooftop- and facade-installed PV. For applications from April to May, 2010, this program supplies a maximum ¥17/Wp for building material integrated PV and a maximum ¥13/Wp for rooftop- and facade-installed PV.

c) Large-scale on-grid PV projects with feed-in-tariff, by NEA

The National Energy Administration (NEA) has initiated large-scale on-grid PV projects by using a fixed feed-in tariff. The feed-in-tariff is decided according to bidding or FIT projects existing nearby. In 2008, a 1 MW project in Shanghai's Chongming Island and a 255 kW project in Eerduosi city, Inner Mongolia, were initiated. Two projects in Dunhuang city, Gansu province, started power generation in 2009; each project was 10MW. In June 2010, the NEA announced an invitation to tender for 280 MW of large-scale on-grid PV projects, which would run under a fixed feed-in tariff.⁹

As an example of the approach, one of the Dunhuang projects has a period of operation with a feed-in tariff of 25 years. The investor was chosen through public bidding, according to technical planning criteria and lowest feed-in tariff bid.

Using the same methodology we used to calculate public expenditure of Germany's feed-in tariff, we have calculated total alternative public expenditure on 20 MW on-grid PV projects in Dunhuang over 25 years. The Dunhuang government has confirmed¹⁰ that annual power generation is 15,299,800 kWh, and the feed-in tariff is ¥1.09/kWh for 25 years. We assume that the discount rate is 8% (nominal discount rate), which is almost same as the social discount rate in China. Thus, the present value of total alternative public expenditure in 25 years for 20MW is ¥153.2 million (constant=2009).

The announcement in June 2010 by the NEA of a further invitation to tender for 280 MW large-scale on-grid PV projects included 60 MW in Inner Mongolia, 60 MW in Xinjiang, 60 MW in Gansu, 50 MW in Qinghai, 30 MW in Ningxia, and 20 MW in Shanxi.

⁹ <http://www.yicai.com/news/2010/06/364998.html>.

¹⁰ <http://www.gspc.gov.cn/xxgk/ShowArticle.asp?ArticleID=4093>.

d) Regional deployment support policies

The Development and Reform Commission of Jiangsu Province ([Jiangsu, 2009]) has issued installation planning and PV feed-in tariff policies. The planning of on-grid new installation is 80 MW in 2009, 150 MW in 2010, and 170 MW in 2011. In total, installation will be more than 400 MW by 2011. In 2009, 80MW installation was planned for rooftops. The feed-in tariff is fixed for 25 years but the level for successive years decreases to prompt cost reductions. The feed-in tariff shown below is inclusive of Value Added Tax.

(¥/kWh)	2009	2010	2011
Ground	2.15	1.7	1.4
Rooftop	3.7	3	2.4
Building integrated	4.3	3.5	2.9

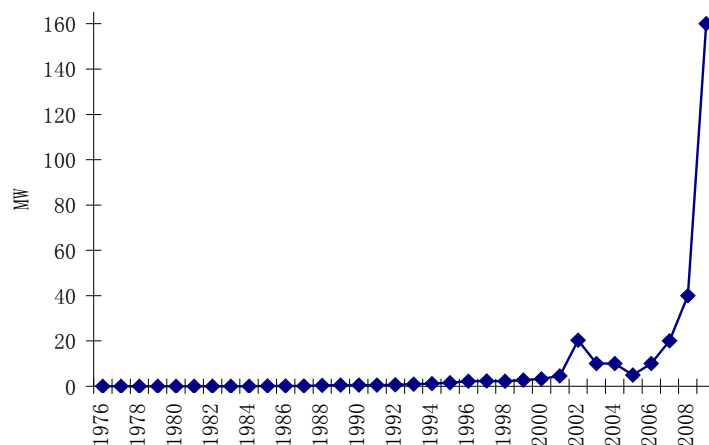
We used the same methodology as above to calculate total alternative public expenditure of the feed-in tariff for 80 MW rooftop PV projects in Jiangsu province in 25 years. According to the solar resource survey of the China Meteorological Administration, north Jiangsu province is in the fourth-best solar area in China and south Jiangsu province is in the fifth-best solar area in China (concerning solar radiation intensity). Using the average solar radiation of 5000 MJ/m²/year and assuming a discount rate of 8%, the present value of total alternative public expenditure in 25 years is ¥3017.4 million (constant=2009).

e) Summing up

As a result of market incentives, the annual installation in 2009 was much higher than that in 2008, as shown in figure 5.2. Annual installation for 2010 is likely to keep increasing following the June 2010 announcement by the National Energy Administration to provide 280 MW large-scale on-grid PV projects with a fixed feed-in tariff; meanwhile, in 2009, Jiangsu province announced the planning of 150 MW of new installed capacity in 2010.

Figure 5.2: Annual installation in China

(Source: Sicheng Wang, Energy Research Institute National Development and Reform Commission)



5.2 Investment support for manufacturing plants in China

a) MOST innovation fund for small technology-based firms

The People's Republic of China's Ministry of Science and Technology (MOST) program was created in 1999 (MOST 1999), with the aim of supporting deployment and innovation by high-tech small firms. According to MOST,¹¹ the program provided about ¥20 million to support PV projects in 2009.

MOST program elements (2009)

	Specific Requirements	
1. Project for small high-tech start-ups	Less than three years old; no more than 300 employees	non-repayable cash; ¥200,000 ~ ¥400,000
2. R&D and demonstration project for general high-tech small firms.	no more than 300 employees; the project is less than ¥10 million and firm invests more than 50%; the project results in a production line from independent R&D.	non-repayable cash; no more than ¥1m
3. Demonstration and deployment project for general high-tech small firms.	The firm has a loan from banks; no more than 500 employees; the project is less than ¥30 million.	non-repayable subsidized interest on the loan; no more than ¥1m
4. Deployment project for high-tech small firms in significant industries appointed by federal government.	Growth rate of revenue no less than 150% in three years; no more than 500 employees;	non-repayable cash; ¥1 ~ 2 m

Applicants meeting the following qualification criteria can apply for funding:

- this program supports independent R&D, in which the applicant owns the required know-how;
- the applicant's R&D is market-oriented, so it is likely to result in economic and social benefits;
- employees who had education beyond college level must account for at least 30% of total employees;
- the total number of R&D employees must be at least 10% of staff; and
- annual R&D investment of the applicant must be at least 5% of annual revenue.

The selection procedure works as follows. MOST establishes the selection criteria and appoints a consulting pool – composed of academic experts and entrepreneurs – to evaluate applications. The consulting pool provides evaluation results, comments, and recommendations for receipt of funds. MOST and MOF review the results and make the final decisions. All of the funding recipients are publicized, in order to ensure transparency and offer the chance for the public to monitor the program. Eighty percent of funds to PV recipients in 2009 were provided for developing new PV products, not developing new equipment.

Some of the selection criteria are as follows:

- future market;
- technical innovation;

¹¹ http://www.most.gov.cn/bszn/new/cxjj/jgcx/200912/t20091229_75000.htm.

- technical feasibility;
- risk;
- benefits;
- operation and management of the firm.

b) Regional investment support policies

In 2009, some Chinese city governments issued various refund policies to promote new plant investment in PV industry. These were financed by the city government and city councils, and the specific criteria applied in the policies might be different in each city. However, since the policies of Huaian city, Jiangsu Province (Huaian, 2009), and Jinzhou city, Liaoning Province (Jinzhou, 2009), cover most categories and have comparatively large budgets, we use them as examples.

1) Refund of loan interest

In Huaian, if the initial investment in a new PV plant – including polysilicon, wafer, cell, module, and equipment – is more than €50 million, the new plant will receive a refund equal to 50% of the real interest of loans only in the year when most equipment was bought. In Jinzhou, any new PV plant before 2012 will get a refund equal to 100% of the interest of loans, calculated according to the national basic interest rate in that period.

2) Refund of electricity consumption fees

In Huaian, if the capacity of a polysilicon or wafer manufacturer is more than 1000 tonnes per year, the new plant will get a refund equal to ¥0.05/kWh only in the first year of production. If the capacity of cell or module manufacturer is more than 100 MW per year, the new plant will get a refund equal to ¥0.1/kWh in the first year of production.

3) Refund of land transfer fee

In Huaian, if the initial investment in PV manufacturing – including polysilicon, wafer, cell, module and equipment – is more than €50 million, the new plant could get a refund of the residual land transfer fee, after the federal and provincial government collect a certain amount. In Jinzhou, any new PV plant can also benefit from this kind of refund.

4) Refund of corporate income tax

In Huaian, polysilicon, wafer, cell, module and equipment manufacturers can receive a partial refund of the residual corporate income tax, after the federal government and provincial government collect a certain amount. The new plant is refunded 100% of residual corporate income tax from the first year to the second year, and 50% of residual corporate income tax from the third year to the eighth year.

5) Refund of value added tax payment

In Huaian, any new PV plant can receive a partial refund of the residual value added tax payment (VAT payment = output VAT – input VAT) after the federal government and provincial government collect a certain amount. The new plant receives 50% of the residual VAT payment from the first year to the second year, and 25% of the residual VAT payment from the third year to the fifth year. In Jinzhou, this sort of incentive is also offered to any new PV plant. New plants receive 100% of the residual VAT payment from the first year to the third year, and 50% of the residual VAT from the fourth year to the sixth year.

6) Loan guarantees

Neither the Huaian nor Jinzhou governments has any policy of loan guarantees for new PV plants. Loan guarantees can be created through public-private bilateral negotiation. For example, in 2005, Jiangxi International Trust and Investment Corporation supplied ¥100 million to LDK, guaranteed by Xinyu City government (Deng Qiuyan).

We calculated the amount of subsidy available to a new plant in Huaian, when initial investment is €100 million. This benchmark scenario is based on the assumption below, and we conducted a sensitivity analysis of uncertain factors with these assumptions.

Initial investment per MW	0.5	€ million /MW
Electricity consumption per kW	1900	kWh/kW
Profit margin	10%	
Material expenditure per kW	280	€/kW

As figure 5.3 below shows, we calculated a subsidy of around 19%, which was relatively sensitive to the initial investment per MW and the price of each a-Si module. And as figure 5.4 shows, the refund of corporate income tax is the largest part of the subsidy, while the refund of VAT payment is the second largest.

Figure 5.3: Sensitivity analysis of regional subsidies

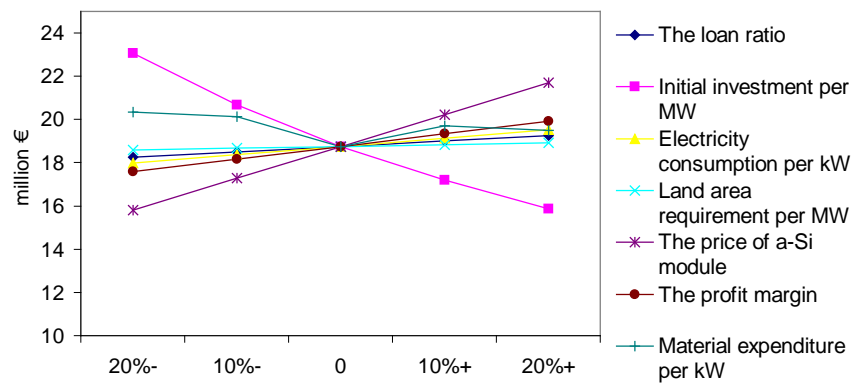
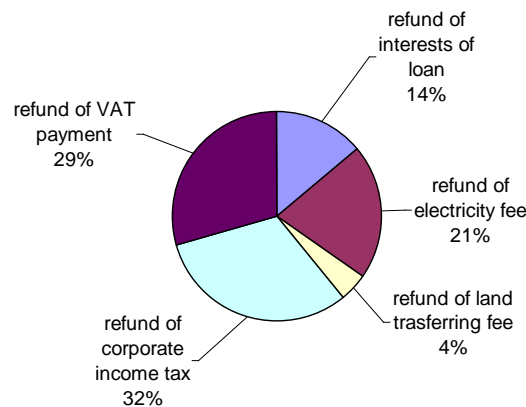


Figure 5.4: The structure of regional subsidies



c) Loan and credit facilities provided by government / state banks for manufacturers

In Q3 2010, the following loan and credit facilities were issued by Chinese banks to Chinese manufacturers (data from “Mercom Capital Group”):

- \$8.9B credit facility by China Development Bank given to LDK Solar,
- \$5.3B loan by China Development Bank Corp. to Yingli Green Energy,

- \$4.4B loan by China Development Bank to JA Solar,
- \$1.9B credit facilities to Solarfun.

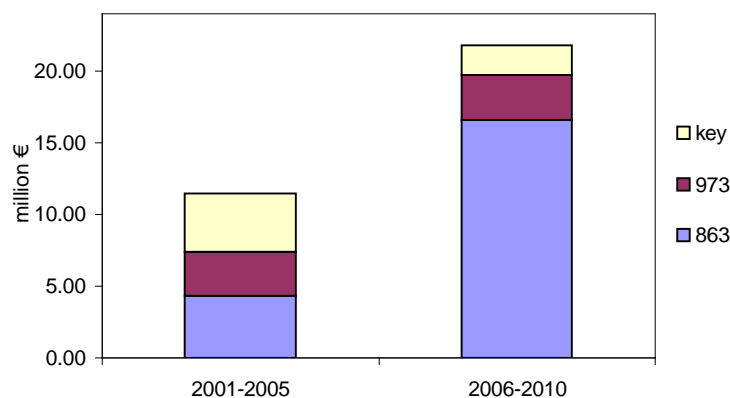
In November 2008, Suntech entered into a three-year interest free loan facility agreement in the aggregate principal amount of U.S. Dollar 2.9 million (RMB 20 million) with Jiangsu International Trust & Investment Corporation ("JITIC"), all of which has been drawn in 2008. The interest free loan from JITIC is restricted from investing in fixed assets related to the Pluto Technology [Suntech 2009, pp.150]. In February 2009, Suntech entered into a two-year long term loan facility agreement in the aggregate principal amount of U.S. Dollar 11.7 million (RMB 80 million) with China Construction Bank. The borrowing does not require any collateral or guarantee. All the facility was drawn down and bear a interest rate of 4.50% as of December 31, 2009 [Suntech 2009, pp.150].

5.3 R&D support in China

a) MOST: High-tech Program 863; Basic Research Program 973; Key Technologies R&D Program

The People's Republic of China's Ministry of Science and Technology (MOST) has a budget to support R&D in research institutions and firms, in order to assist with every "Five Year Plan" issued by the federal government. There are three kinds of programs to support PV R&D, described below:

Figure 5.5: PV R&D supporting programs of MOST



- MOST's National High-tech R&D Program (Program 863) supports innovation in strategic high-tech fields. The program was created in 1986. It has disbursed funding to R&D of BIPV, CPV, on-grid large-scale PV in deserts, and thin-film, from 2006 to 2010;
- MOST's Chinese National Basic Research Program (Program 973) supports basic scientific research for long-term development. It was founded in 1997. Between 2006 and 2010, it gave €3 million to thin-film R&D projects;¹²
- MOST's Key Technologies R&D Program supports R&D for the current development of the national economy. It was created in 1981 and, during the period 2006-2010, has disbursed funds for R&D of C-Si technology and equipment.

The approach of the program is to provide non-repayable cash, based on R&D contracts.

¹² <http://www.973.gov.cn/ReadItem.aspx?itemid=604>
CPI Report

There are some staffing and organizational criteria for program participation. Using Program 863 as an example (MOST 2007), applicants had to satisfy the following criteria:

- The director has to: be younger than 55 years, a senior researcher or with a PhD degree; have a good record over the past three years; be leading only one project in this program within a five-year period;
- The research institution or firm must have: research expertise and experience in the specific sector; professional R&D employees; shown that development of specific technology or equipment is feasible.

The selection procedure is as follows. MOST asks a consulting group of academic experts to undertake planning for the program, including identifying specific R&D projects to support and for which to budget. When MOST publishes plans, any company or research project may apply for a specific project within the program by submitting a feasible plan. MOST then calls for experts to evaluate applications in which they have particular expertise, in order to achieve transparency and equity.

Some criteria for assessing and selecting recipients of funding are:

- innovation;
- significance;
- feasibility;
- research conditions;
- financial feasibility.

Various examples covering different actors can be provided:

- PV manufacturers: Xinguang had one R&D project in the Key Technologies R&D Program from 2006 to 2010. MOST supplied €600,000 for research and development of a key technology in polysilicon production;
- equipment suppliers: Nanjing Chunhui and Chengdu Zhongshun jointly received support for one R&D project through Program 863 from 2006 to 2010. MOST supplied €2.9 million in total for research and development of equipment for the Concentrated Photovoltaic system on the megawatt level. The companies were required to invest at least €2.9 million at the same time;
- research institutes: the China Academy of Sciences and Nankai University received support for one Program 973 project in the period 2006 to 2010. MOST supplied ¥30 million for basic research of low-cost and long-life thin-film PV cell;
- PV developers: Shanghai Solar Technology company received support for one Program 863 project from 2006-2010. MOST supplied ¥20 million for applied research of BIPV on-grid system on the megawatt level. The company was required to invest at least ¥40 million in the project.

b) NDRC National High-tech Industry Development Program

This National Development and Reform Commission (NDRC) program in 2005 targeted R&D development and demonstration projects for manufacturers and R&D institutions (NDRC, GEF, 2006). The cumulative expenditure on PV R&D was around €5.02 million.

The program's approach

For an incentive that is between ¥30 and ¥200 million and less than 50% of total project, the applicant can receive a non-repayable investment subsidy or non-repayable subsidized loan interest. If the incentive is ¥30 to ¥200 million and more than 50% of the total project, the applicant can receive a capital infusion.

The criteria defining whether projects are eligible are (NDRC 2006):

- project planning is feasible and has social and economic benefits; R&D and demonstration are market-oriented;

- the company has financial resources and the capability for developing technology; the applicant also finances more than 30% of the project;
- construction project receives land use and environment protection approvals;
- the applicant will secure independent intellectual property rights.

The selection procedure is as follows. The NDRC asks an independent expert pool or consulting institution to evaluate applications. The NDRC then makes a selection, according to the evaluation results and recommendations of its experts.

The criteria for the selection of funding recipients include:

- the technology of the project is innovative;
- the project will lead to upgrading of related industries;
- the owner of the project has the capability to operate and to develop the technology;
- the project will get market feedback and economic benefits;
- the project plan is feasible.

c) Exemption of import tax and VAT for R&D institutions by MOF

This policy is issued by the Ministry of Finance, General Administration of Customs, State Administration of Taxation (MOF 2009), with an implementation period between 1 July 2009 and 31 December 2010.

- when foreign-invested R&D institutions import equipment and instruments, companies can benefit from exemption from import tax and related VAT;
- when foreign-invested or domestic R&D institutions buy domestic equipment, they get a full VAT refund.

The qualification criteria for those who can receive funding are:

- investment centers of foreign investment established before 30/09/2009:
 - R&D investment expenditure: For foreign-invested R&D institutions less than two years old, the total investment is at least US\$5 million. For an R&D department or branch, the total investment is at least US\$5 million. For foreign-invested R&D institutions more than two years old, the total R&D expenditure is at least US\$10 million;
 - R&D employee: at least 90 full-time R&D employees;
 - cumulative equipment expenditure from the beginning is at least ¥10 million.
- investment centers with foreign investment established after 01/10/2009:
 - R&D investment expenditure: for an independent legal entity, R&D department or branch, the total investment is at least US\$8 million;
 - R&D employee: at least 150 full-time R&D employees;
 - cumulative equipment expenditure from the beginning is at least ¥20 million.

d) Regional R&D support policies

In 2009, some Chinese city governments issued incentives to promote R&D by PV manufacturers, using city government and/or city council finances. In Huaian (Huaian 2009), after a senior technical employee has worked for a PV manufacturer for one year, he or she can receive a subsidy from local government. Individuals with a Ph.D. get ¥1000 every month; individuals with senior titles get ¥800; individuals with a master's degree or vice senior title get ¥600 every month. In Yangzhou city, in the same province as Huaian (Yangzhou 2005), if a PV manufacturer creates a research institution which is honored as a national research institution, provincial research institution or postdoctoral center, it gets an award from local government. For the national research institution title, the award is ¥200 million, and for the provincial research institution title, the award is ¥100,000.

6 Summary of PV policy in Germany and China

The following table gives an overview of current PV policy instruments in Germany and China, categorized into: deployment support, investment support for manufacturing plants, and R&D support measures.

Table 6.1: PV support measures in Germany and China
(Exchange rate as of 1.7.2009 (¥1 = €0.10377))

	Germany	China
Deployment support	<ul style="list-style-type: none"> • €4,270 million (¥41,025 million) Present value of PV feed-in tariff subsidy in Germany (ø p.a., 2003-2009) • KfW loans for PV investments 	<ul style="list-style-type: none"> • Golden Sun: €482 million (¥4,821 million) (2009) • Feed-in tariff by Jiangsu Province: €302 million (¥3,017 million) (2009) • Loan guarantee for utilities by government held parent group
Investment support for manufacturing plants	<ul style="list-style-type: none"> • €650 million (¥6,245 million) (2008) <ul style="list-style-type: none"> - Joint Task (Federal / State Level) - European Regional Development Fund - Investment Allowance (in Eastern Germany) - Reduced-Interest Loans (KfW and State Development Bank Loans) - Public Guarantees (State / Federal) 	<ul style="list-style-type: none"> • Innovation fund for small technology-based firms: €2 million (2009) (¥20 million) • Refund or exemption of land fee and tax by local government (€X million) • Loan guarantee by government or government held group. • Loan and credit facilities provided by government / state banks
R&D support	<ul style="list-style-type: none"> • BMU: €40 million (¥384 million) (2008) • BMBF: €20 million (¥192 million) (2008) • EU support (e.g. FP7) 	<ul style="list-style-type: none"> • 863, 973, key tech program: €4.36 million (2009) • High tech industry development by NDRC: €5 million (¥50 million) • Refund of import and value added tax for R&D equipment (€X million)

Deployment support

Photovoltaic technologies are not yet cost-competitive as power generation and greenhouse gas mitigation options. Cost reductions are anticipated through innovation, economies of scale and learning by doing (LbD) by PV manufacturers and equipment suppliers. Private sector investors often do not have the incentive to finance this innovation, as returns from this type of investment are diffused by knowledge spillovers, inappropriable LbD, and the sharing of future rents among a large number of actors which contribute to the final products. Publicly-supported deployment programs have become extensively used and have succeeded in attracting expertise and delivering cost reductions.

The main mechanism to deliver deployment support in Germany was the feed-in tariff (Renewable Energy Sources Act, EEG). This policy has been successful in that it has led to numerous projects being developed and financed. However, the German experience highlights aspects that need improvement. In 2009, PV module prices declined unexpectedly quickly. The resulting increase in profitability led to larger

than anticipated deployment volumes, and the higher volumes led to an increase of public subsidies provided to newly-installed models (through a lifetime guaranteed feed-in tariff) from a seven-year average of €4 billion, to €10 billion in 2009 and similar levels for 2010. This points to the need for more decisive adjustments of feed-in tariffs in response to changing model prices in such a highly dynamic environment, using automated procedures or quick and transparent political processes.

In China, a combination of large-scale demonstration projects, feed-in tariffs has been applied, and the scale of support has been increased to €800 million for 2009. These deployment schemes resulted in a strong increase of annual installation in 2009.

Investors seek guidance on the future levels of targeted support in order to plan and justify investments. Continued support in Germany and increasing support for deployment in China and other regions of the world could provide this support and encourage investment. Expectations about continued growth in volumes encourage investors to explore innovation opportunities and thus support future improvements.

Investment support for manufacturing plants

PV manufacturers benefit directly (and equipment suppliers indirectly) from investment support measures for PV manufacturing plants in both China and Germany, including direct subsidies, reduced taxes, public guarantees, and interest-reduced loans. An important policy question is the extent to which linking support policies to innovation requirements improves or accelerates technology development and, if so, the extent to which such linkages would benefit from coordination on a national and international level. Currently, regional policies for supporting investments in manufacturing plants are not linked to R&D criteria in China. In Germany, innovation requirements within German investment support policies are either relatively weak or do not exist at all. The EU Commission has to approve the provision of public support according to the EU State aid rules, and would be in a suitable position to enforce stringent innovation requirements – which local agencies might not enforce where investors threaten to locate investments in other European regions.

R&D support

Much of the motivation for the deployment and investment support for photovoltaics is to support technology improvement. This indirect support is warranted wherever direct R&D support: cannot be targeted to the relevant actors; does not provide appropriate incentives; and cannot facilitate feedback from the interaction between producers and users. That said, there are likely to be instances where direct R&D support could be an effective and efficient tool for achieving technology development. The value of PV R&D support schemes constitutes only about 3% of the value of deployment support in Germany and about 1% in China. Additional opportunities for direct R&D support exist:

- to use R&D to explore new options / technologies (since the private sector typically only focuses on technologies close to market stage);
- to enhance public co-funding of private innovative / R&D activities – and further refine the trigger and target points for such R&D support. One option is to link public R&D support to private R&D expenditures (co-funding) [example: Chinese R&D support program 863]

PV technology has clearly become a global industry, with innovation, equipment production, manufacturing of wafers, cells and modules, and deployment pursued across the world. Despite the global nature of industry, public support to date has been provided primarily within national R&D and deployment programs. To date, this has been a recipe for success. Attempting formally to coordinate national programs might create delays that would risk the commercial viability of equipment suppliers, cell manufacturers and project developers.

However, there are two factors which might be essential to address for the successful further pursuit of global PV strategy.

First, a disproportionate share of the global deployment effort was shouldered by German consumers in the years 2009/2010 and, to maintain overall support for the German renewables policy, the scale of support dedicated to German PV deployment will be reduced in 2011. Maintaining the momentum in technology development will likely require additional countries to fill the deployment gap left by the reduction in German support. China's increase in its support programs to the level of €800 million for the year 2009 has been a successful start.

Second, with the expansion and higher profile of the PV industry, it has also moved on to the radar of competing industries, as illustrated by a recent submission by the US steel workers' union to the US President requesting assessment of WTO compatibility of PV support programs. This development creates the opportunity to strengthen the linkage of public support to R&D and innovation requirements, so as both to address potential WTO concerns and to enhance the incentives for innovation. Transparency about support programs, and technology achievements and needs will be an important aspect of addressing concerns and allowing government agencies to ensure that public support programs deliver the desired innovation.

If the PV industry and associated research institutions succeed in delivering the final cost reduction by 50%, then all countries can benefit from the available technology for energy supply and the resulting global emission reductions. This creates strong incentives for informal international coordination of PV policies, so as to balance the contribution to deployment support programs. Deployment support on a global scale allows technology and industry expertise to advance further and reduces the inherent volatility of any national deployment program.

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