



## **Würth Solar plans sales expansion intending transfer of CIGS-innovation line to Manz AG**

***Würth Solar focuses consistently on strengthening their sales force: A significant growth planned for 2012/ CIGS-production located in Schwäbisch Hall to set future focus on technology advancement of products and processes /Take-over of innovation line by Manz AG***

Schwäbisch Hall, November 15<sup>th</sup>, 2011 – Working on international level, Würth Solar - provider of photovoltaic solutions – and the world leader in high-tech mechanical engineering Manz AG – have entered into a Letter of Intend pursuant to which Manz AG will take over Würth Solar's CISfab located in Schwäbisch Hall. Before that, the existing production line of solar modules will be rededicated and thus the serial production of solar modules shall become an innovation line of CIGS production – and process technologies. That way, Würth Solar consistently continue their changed corporate strategy, exclusively focussing on sale of photovoltaic systems, complete plants and turnkey solar power stations.

“We bundle all our power in sale to strongly increase our leading position in the German and international market. Despite of the challenging market situation, we plan to generate a sales boost to more than 350 million Euros”, states Karl-Heinz Groß, managing director at Würth Solar. The annual revenue forecast for the current year 2011 is about 270 million Euros in total, whereof about 165 million Euros were generated by the “trade” division and app. 110 million Euros by the “solar power station” business. Outstanding projects among others were design and construction of several solar power stations in Germany and Europe, for example the solar power stations in Farsala, Greece with 5 MW of effective rated output and in Les Mees, France with a nominal output of 10 MW.

From now on the production line in Schwäbisch Hall will be exclusively oriented towards CIGS technology advancement as well on production processes and handed over to Manz AG.

“This is quite a good response to the developments in the global PV market. The production site becomes a unique innovation line which aims at successful marketing of the here developed technology and concomitant know-how in products and processes”, explains Bernd Sprecher, also managing director at Würth Solar. Existing CISfab will be rededicated to a R&D organisation for CIGS technology under the roof of Manz AG. That will essentially push the co- operation with Manz AG in sales and distribution of turnkey production facilities of CIGS solar modules which had begun more than one year ago.

## Press release



In concrete terms, that means Würth Solar will reduce the output in Schwäbisch Hall from 30 MW today down to max. 6 MW straight away. The main task then will be ongoing further development of the CIGS technology along with all processes and workflows in the module production.

Concentrating on one innovation line shall lead to a notably faster implementation and marketing of its development performance. In addition, set milestones in terms of technology will need even less time to achieve. Würth Solar shall continue the sale of the modules produced in the innovation line.

The take-over of the resulting innovation line by Manz AG is planned to be effected directly after that process of change. Contract conclusion is planned for early 2012." Today already, 100 % of the know-how originating from our production is in the hands of Manz AG. The upcoming innovation line will exclusively focus on that business field. Insofar, the transfer of the newly designed innovation site to Manz as a firm part of the business model constitutes an excellent opportunity, supporting uniform and integral processes", Sprecher says.

That step requires a changing headcount in the production. In future, the planned innovation line shall be run by 118 operators on site, today a total of 150 operators are working under permanent employment contracts in the production line in Schwäbisch Hall." Within short term, we will offer alternative jobs to every single one of the 32 affected employees, all of them within the Würth Group and preferable in the same region", states Jörg Murawski, member of the Würth Group's Executive Board. Managing director Karl-Heinz Groß adds: "After the innovation line's transfer to Manz AG, we and our then remaining about 250 employees at Würth Solar, SolarMarkt and Creotecc will strictly focus on sales – in Germany as well as in the US, France, Spain, Italy, Greece and Switzerland. That way, we are and will remain CIGS solar module experts and will – among others – continue our sales activities of CIGS modules built in the innovation line in Schwäbisch Hall."

## Press release



---

### **About Würth Solar**

*Würth Solar is a company of the Würth Group, providing photovoltaic system solutions world-wide. Founded in 1999, company is a full-range supplier of complete solar installations, PV plants and systems of traditional rooftop installations on both private homes and commercial buildings.*

*Moreover, the company stands also for high-level aesthetic architecture applications, especially for building facades.*

*In a separate business field, Würth Solar also realises turnkey solar power stations as prime contractor.*

*Find more details in our website [www.wuerth-solar.de](http://www.wuerth-solar.de).*