

Welcome to Solar Weekly Insight, presenting the most important developments in the global solar industry, ranging from significant industry trends, policies, research, and new technologies to markets and pricing.

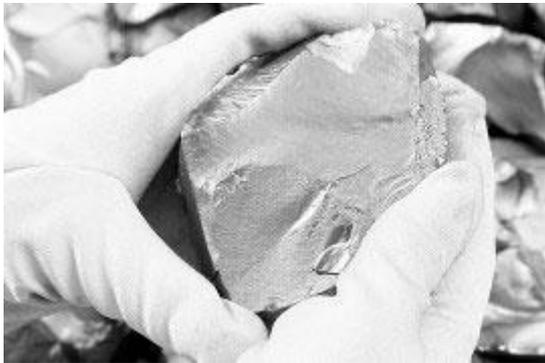
This week's edition focuses on the EU-China trade case agreement, SunPower's and Advanced Energy's quarterly results, and big PV projects in Australia and Chile

## A trade deal that no one likes... except Chinese PV makers



Late last week, the EU Trade Office struck a deal with its Chinese counterparts covering the dispute over imports of Chinese PV. Neither pro- nor anti-tariff groups are satisfied with the solution of a minimum price and maximum market share of 7 GW. [More](#)

However, in its analysis Deutsche Bank has concluded that the deal will be good for Chinese PV makers. [More](#)



Also this week, IHS has predicted that the Chinese polysilicon market will see only a minor price increase from the imposition of tariffs.

The company estimates that polysilicon spot prices in China rose 0.6% in July 2013, and will rise another 6.6% in August and 2.3% in September to reach USD 18 per kg before leveling out. [More](#)

*Picture left: IHS expects domestic polysilicon prices from Chinese producers to rise to USD 23 per kg, and stabilize at that level*

## Quarterly results:

### SunPower breaks into the black, polysilicon makers suffer, AE inverter revenues grow



This week SunPower released very strong results for the second quarter of 2013, breaking into profitability after years of losses. The company performed well across metrics, reported full capacity utilization at its factories, and has improved its guidance for the third quarter and full year 2013. [More](#)

*Picture left: Among other victories, SunPower secured additional funding for its distributed PV lease program during the quarter (Image SunPower)*



However, polysilicon makers Wacker Chemie and Hemlock Semiconductor did not do so well. Wacker Chemie reported a narrow positive result but decreased revenues, noting ongoing depressed prices and uncertainty around Chinese polysilicon tariffs. [More](#)

Dow Corning, which jointly operates Hemlock Semiconductor, reported a fall in earnings, citing similar impacts.

*Picture left: Despite lower selling volumes, Wacker notes higher plant utilization rates and margins over Q1 (Image Wacker Chemie)*



Finally, Advanced Energy has reported a 34% year-over-year increase in revenues, crediting the growth to its acquisition of a three-phase inverter line from REFUSOL.

“We are pleased with our performance in the second quarter, having made significant progress on our aggressive restructuring and integration plan,” said AE CEO Garry Rogerson. [More](#)

*Picture left: AE credits the increase in revenues to its acquisition of a REFUSOL's three-phase string inverter line (Image REFUSOL)*

## Big PV projects in Chile and Australia



This week saw announcements for big projects in emerging markets. In Australia, First Solar announced that it will build two PV plants totaling 155 MW-AC, as the largest PV plants to date in the nation. [More](#)

*Picture left: One of the two plants will be built in Broken Hill, a remote mining town in Australia's Outback*



While in Chile, Solarpack has signed agreements to borrow USD 65 million from the InterAmerican Development Bank to support two PV projects, including the 24.5 MW Pozo Almonte PV plant, the largest plant under construction in the nation. [More](#)

*Picture left: The Calama Solar 3 project supplies electricity to Codelco's copper mining operation in Northern Chile (Image Ministry of Energy, Chile)*

Thanks for your interest in the Solar Weekly Insight. Stay posted for next week's industry highlights.

For free subscription, registration and recommendation please visit: [www.solarserver.com/registration](http://www.solarserver.com/registration)

Follow Solar Server on twitter like approx. 3,800 solar stakeholders do: <http://twitter.com/solarserver>

**Solar Server: The Gateway to Solar Power around the world:** [www.solarserver.com](http://www.solarserver.com).

**Solar Daily Insight: Breaking news at:**  
<http://www.solarserver.com/solar-magazine/solar-news.html>

**Publisher:**

**Heindl Server GmbH**

Kaiserstraße 137  
D - 72764 Reutlingen

Tel.: +49 (0)7121-69681-30  
Fax: +49 (0)7121-69681-38

Register of corporations-Nr:  
HRB 382398 Handelsregister des Amtsgerichts Stuttgart

CEO / Editor in Chief: Rolf Hug; [rolf.hug@solarserver.de](mailto:rolf.hug@solarserver.de)

**Solarserver North America Representation**

One Embarcadero Center, Suite 1060  
San Francisco, CA 94111

Toll-Free: + 1 877 SUN 7077  
or +1 877 786 7077  
Fax: +1 415 627 9169

For recommendation / registration please visit  
[www.solarserver.com/registration](http://www.solarserver.com/registration)

***We respect your privacy.*** If you do not like to receive future e-mails from us, please opt-out by sending an e-mail with re "no newsletter" to:  
[info@solarserver.de](mailto:info@solarserver.de)