

Table 5.3

World PV Inverter Supplier Market Share Estimates

Revenues (\$m)

2009 Rank	2010 Rank	2011 Rank	Company Name	2009	2010	2011	Change 10-11
1	1	1	SMA Solar Technology	37.8%	30.8%	28.4%	-2.3%
4	2	2	Power-One	4.6%	10.3%	10.0%	-0.4%
3	4	3	Kaco	6.9%	5.4%	4.2%	-1.2%
2	3	4	Fronius	9.4%	6.2%	4.1%	-2.1%
9	5	5	REFUsoI	2.4%	3.2%	3.8%	0.6%
15	6	6	Siemens	<2%	3.1%	3.6%	0.4%
>15	>15	7	Advanced Energy	<2%	<2%	2.7%	-
6	9	8	Schneider Electric	2.8%	2.7%	2.6%	-0.1%
>15	14	9	Satcon	<2%	2.3%	2.6%	0.3%
14	10	10	Elettronica Santerno	<2%	2.7%	2.5%	-0.2%
5	8	11	Sputnik	4.2%	3.1%	2.4%	-0.6%
12	7	12	Danfoss Solar Inverters	2.2%	3.1%	2.3%	-0.8%
>15	>15	13	Enphase Energy	<2%	<2%	2.2%	-
>15	13	14	Sungrow	<2%	2.3%	<2%	-
			Others	29.6%	24.8%	28.6%	3.8%
Total Revenues:				\$2800.7m	\$6835.2m	\$6501.4m	-4.9%
Source: IMS Research							May-12

Table 5.29

Italy PV Inverter Supplier Market Share Estimates

Revenues (\$m) (Installation Location)

2010 Rank	2011 Rank	Company Name	2010	2011	Change 10-11
2	1	SMA Solar Technology	16.7%	26.0%	9.3%
1	2	Power-One	26.0%	25.6%	-0.4%
3	3	Elettronica Santerno	11.6%	9.4%	-2.2%
4	4	Ingeteam	6.9%	3.7%	-3.2%
5	5	Riello Elettronica Group	5.4%	3.6%	-1.8%
6	6	Siemens	2.9%	3.2%	0.3%
7	7	Schneider Electric	2.8%	3.2%	0.4%
8	8	Kaco	2.8%	3.0%	0.2%
14	9	REFUsoI	<2%	2.7%	-
11	10	Siel	2.3%	2.7%	0.4%
>15	11	Bonfiglioli Riduttori	<2%	2.4%	-
		Others	22.6%	17.0%	-5.6%
Total Revenues:			\$1361.5m	\$1392.0m	2.2%

Source: IMS Research

May-12

Table 5.45

Rest of Asia PV Inverter Supplier Market Share Estimates

Revenues (\$m) (Installation Location)

2010 Rank	2011 Rank	Company Name	2010	2011	Change 10-11
15	1	Elettronica Santerno	<2%	16.6%	-
2	2	Sharp	23.4%	15.6%	-7.8%
1	3	SMA Solar Technology	59.0%	11.5%	-47.5%
3	4	Power-One	4.7%	10.0%	5.3%
15	5	Eltek Valere	<2%	9.5%	-
6	6	Kaco	2.8%	8.5%	5.7%
5	7	Satcon	3.1%	8.1%	5.0%
12	8	Ingeteam	<2%	4.0%	-
15	9	Chint Power	<2%	3.5%	-
4	10	Schneider Electric	3.1%	2.8%	-0.3%
10	11	SolarEdge	<2%	2.8%	-
15	12	Eaton Phoenixtec	<2%	2.6%	-
7	13	Voltwerk	<2%	2.0%	-
		Others	3.8%	2.5%	-1.4%
Total Revenues:			\$53.4m	\$56.6m	6.1%
Source: IMS Research					May-12