

## Press Release

### **Heraeus Photovoltaics Releases New Family of Metallization Pastes with New Silver Powders**

#### **New supply chain strategy provides manufacturing redundancy and ensures reliable supply of key raw materials**

SHANGHAI- January 14, 2016- Heraeus Photovoltaics, the worldwide leading supplier of metallization solutions to the PV industry, today announced a new and comprehensive supply chain strategy to ensure of AG silver powders for its product line. As part of this comprehensive plan, Heraeus has implemented a multi-supplier sourcing strategy, an expanded safety stock policy as well as redundant paste options for customers.

These changes were made in order to quickly respond to recent events that affected the operations of a major supplier of silver powder. The incident revealed that the global PV industry could be vulnerable to an even short-term interruption of the supply of key raw materials. Heraeus, while experiencing a very partial impact, used the event to strengthen its supply chain and manufacturing strategies. As a result, Heraeus has expanded its trading partner network to include additional silver powder suppliers as well as a careful safety stock policy. Heraeus now releases its newest family of pastes based on different silver powders than before. The purpose of this family-release is the round-up completion of Heraeus' set of redundant pastes which backup each other.

This redundant product offering by Heraeus helps to further decrease key material dependency. Samples of the new paste family are already available and shipped to customers. This approach enables Heraeus customers to be assured their current and future PV needs will not be vulnerable to events or interruptions that could have potentially negative impact on their business interests.

For many years, Heraeus has successfully implemented a multiple sourcing strategy for key raw materials such as silver powder. By this strategic supply chain approach Heraeus' customers benefit from continuous product quality and supply security. Additionally, safety stock inventories of silver powder are maintained to minimize short-term effects of potential interruptions in raw material supplies to the greatest possible extent. Presently Heraeus is working very closely with its customers to implement solutions, which fulfill both their short-term demands as well as their long-term delivery requirements.

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## About the Heraeus Photovoltaics Global Business Unit

The Heraeus Photovoltaics Business Unit is an industry leading developer and manufacturer of silver metallization pastes for the photovoltaic industry. For over 40 years, Heraeus has built a reputation of innovation, extensive research and new product development in thick film technologies for some of the most prominent companies within a variety of industries. In the field of photovoltaics, the Heraeus Photovoltaics Business Unit applies this history and its innovative technology to offer metallization pastes for solar cell applications. The Heraeus SOL Series of silver pastes is specially formulated to provide higher efficiencies and wider processing windows, resulting in better yields and higher output for cell manufacturers.

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Heraeus, the technology group headquartered in Hanau, Germany, is a leading international family-owned company formed in 1851. With expertise, a focus on innovations, operational excellence and an entrepreneurial leadership, we strive to continuously improve our business performance. We create high-quality solutions for our clients and strengthen their competitiveness in the long term by combining material expertise with technological know-how. Our ideas are focused on themes such as the environment, energy, health, mobility and industrial applications. Our portfolio ranges from components to coordinated material systems which are used in a wide variety of industries, including the steel, electronics, chemical, automotive and telecommunications industries. In the 2014 financial year, Heraeus generated product revenues of €3.4 bn and precious metal revenues of €12.2bn euros. With around 12,600 employees worldwide in more than 100 subsidiaries in 38 countries, Heraeus holds a leading position in its global markets.

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