

## Q CELLS Japan to launch new solar self-consumption solutions at Smart Grid Expo in Tokyo

- The leading manufacturer of solar modules in Japan will unveil a suite of new products and services designed for the evolving Japanese residential and C&I markets
- Among them will be new solar energy solutions that will help homeowners increase their self-consumption of PV
- Q CELLS Japan will also showcase its new Q.HOME ZERO energy service as part of its in-booth presentation program
- Junichi Katayama, Marketing Head **at Q CELLS Japan, said:** “This is the first year that Q CELLS Japan has exhibited in the Smart Grid Expo rather than the PV Expo, because we believe that as a company it is important to transition towards becoming a full service provider of energy in order to better reflect the changing demands of the Japanese market.”

[Tokyo, Japan, February 25, 2019] Hanwha Q CELLS Japan (“Q CELLS Japan” or “the Company”), the Japanese affiliate of one of the largest solar cell and module manufacturers in the world, Hanwha Q CELLS Co. Ltd., will unveil a suite of new solar energy solutions designed to meet the evolving needs of the Japanese residential and commercial and industrial (C&I) markets at the Smart Grid Expo held at Tokyo Big Sight in Tokyo, Japan, between February 27 and March 1.

**The ethos of Q CELLS Japan’s updated range of products is driven by the maturation of the residential solar sector**, which has begun its transition towards a post-FIT (Feed-in Tariff) landscape where consuming, rather than selling solar energy will play a larger role.

A changing energy sector needs new energy solutions

FIT payments used to be the main driving force **for Japan’s** small-scale solar energy sector. However, **Japan’s solar market has undergone significant changes** in recent months as the government has ended the sequential increase of the FIT. Allied with increasing homeowner desire **to ‘disaster-proof’** their power supply, solutions designed to meet the demands of the Japanese electricity sector have begun to emerge.

**Japan’s government** remains determined to make renewable energy a major energy source, and the market itself is now moving towards independence from FIT with increasing growth in self-consumption and even the selling of subsidy-free electricity at large scale. At the forthcoming Smart Grid and PV Expo in Tokyo, Q CELLS Japan will showcase its unique energy solutions that have been designed to help homeowners join this post-FIT solar energy landscape.

Visitors to the Q CELLS Japan booth (Venue 29 – 52, East Hall 4) at the Smart Grid Expo can learn more about the range of new products and services on display thanks to a full program of in-booth

presentations that will be held over the course of the three-day expo. This includes a presentation on PV and storage market insights from Germany, which has long pioneered new trends and technologies in green energy.

There will also be a short presentation revealing the forthcoming Q.HOME ZERO service from Q CELLS Japan, which is a solar energy solution that makes it easier for homeowners to self-consume their energy by removing the upfront costs of a solar system.

Also at the Q CELLS Japan booth will be a range of new products specifically designed for the Japanese market. These include five new inverter products and a range of new storage solutions, which include batter systems both branded by Q CELLS Japan and non-branded. Additionally, the Q CELLS Japan booth will also exhibit four of the latest Q CELLS **solar modules available for Japan's** residential and industrial sectors.

Junichi Katayama, Marketing Head at Q CELLS Japan, said: **"We are very excited to launch this new suite of services and products at the Smart Grid Expo in Tokyo. This is the first year that Q CELLS Japan has exhibited in the Smart Grid Expo rather than the PV Expo, because we believe that as a company it is important to transition towards becoming a full service provider of energy in order to better reflect the changing demands of the Japanese market."**

#### About Hanwha Q CELLS Japan

**Hanwha Q CELLS Japan Co., Ltd was established in 1984 as Japanese subsidiary of a South Korea's** leading enterprise, Hanwha Group and commemorated 30th anniversary in February 2014. Hanwha Q CELLS Japan conducts exportation, importation in Asia and sales in Japanese market for various key industries such as solar energy (photovoltaic module importation and IPP), chemicals, iron, steel, mechatronics, manufacturing facilities, automotive components and IT products. In 2017, Hanwha Q CELLS Japan became the leading PV module supplier in Japan based on shipment volume, reached 3.4 GW of total shipment volume and 30,000 installations on residential roofs, ever since the company entered PV business in 2011. For more information, visit: <http://www.q-cells.jp/>

#### Safe-Harbor Statement

This press release contains forward-looking statements. These forward-looking statements can be identified by terminology such as "will," "expects," "anticipates," "future," "intends," "plans," "believes," "estimates" and similar statements. Among other things, the quotations from management in this press release and the Hanwha Q CELLS' **operations and business outlook**, contain forward-looking statements. Such statements involve certain risks and uncertainties that could cause actual results to differ materially from those expressed in or suggested by the forward-looking statements. Except as required by law, Hanwha Q CELLS does not undertake any obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

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