Statista Q & Enpal

German B2C PV Market Provider Analysis 2022

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Market ranking of the top companies for B2C roof-mounted PV system installations in Germany



To gain best possible results, the research on the German B2C PV market was conducted using quantitative and qualitative methods

Methodology

Identification of potentially relevant companies based on multiple sources, e.g.:

- PV web portals
- Deep web research
- Company databases

In-depth analysis of company KPIs from various sources

In-depth analysis of business model and estimation of relevant revenue share in scope of project, where needed

Development and re-check to establish a qualified short list with all relevant information for the top players by revenue

DEVELOPMENT OF LONG LIST

LONG LIST QUALIFICATION

DETAILED ANALYSIS

EXPERT VALIDATION

SHORT LIST >100M EUR REVENUE

FACT CHECKING

Collection of relevant performance KPIs such as revenue, number of employees and web traffic to exclude very small companies

High-level check of business model to exclude companies not in scope

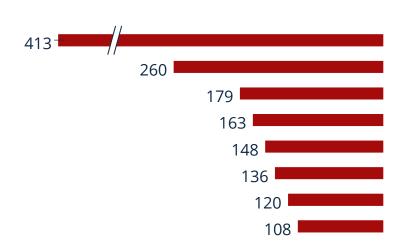
Expert interviews to collect primary qualitative data on the competitive environment of the German PV market as well as model data validation

The individual research results (revenues) are shared with the top list companies for final review and commentary before publishing



Our ranking is the result of an in-depth analysis of the German market and presents estimations for companies with more than 100mEUR revenue in 2022

Market ranking



| Rank | Company | Revenue 2022 |
|------|------------------------------------|--------------|
| 1 | Enpal GmbH* | 413 mEUR |
| 2 | Energiekonzepte Deutschland GmbH* | 260 mEUR |
| 3 | Energieversum GmbH & Co. Kg (EnBW) | 179 mEUR |
| 4 | E.On Energie Deutschland GmbH | 163 mEUR |
| 5 | 1KOMMA5° GmbH* | 148 mEUR |
| 6 | Vattenfall GmbH | 136 mEUR |
| 7 | Eigensonne GmbH | 120 mEUR |
| 8 | Zolar GmbH | 108 mEUR |

Research scope

- Geography: German market only
- Time: Full year 2022
- Market segment: B2C, roof-mounted PV installations

Data sources

- Publicly disclosed information
- Company databases
- Estimations, where needed

