



Win with Canadian Solar

July 2014

CSIQ
NASDAQ
LISTED

 **CanadianSolar**
Make The Difference



Our Story

Our Products

Our Quality

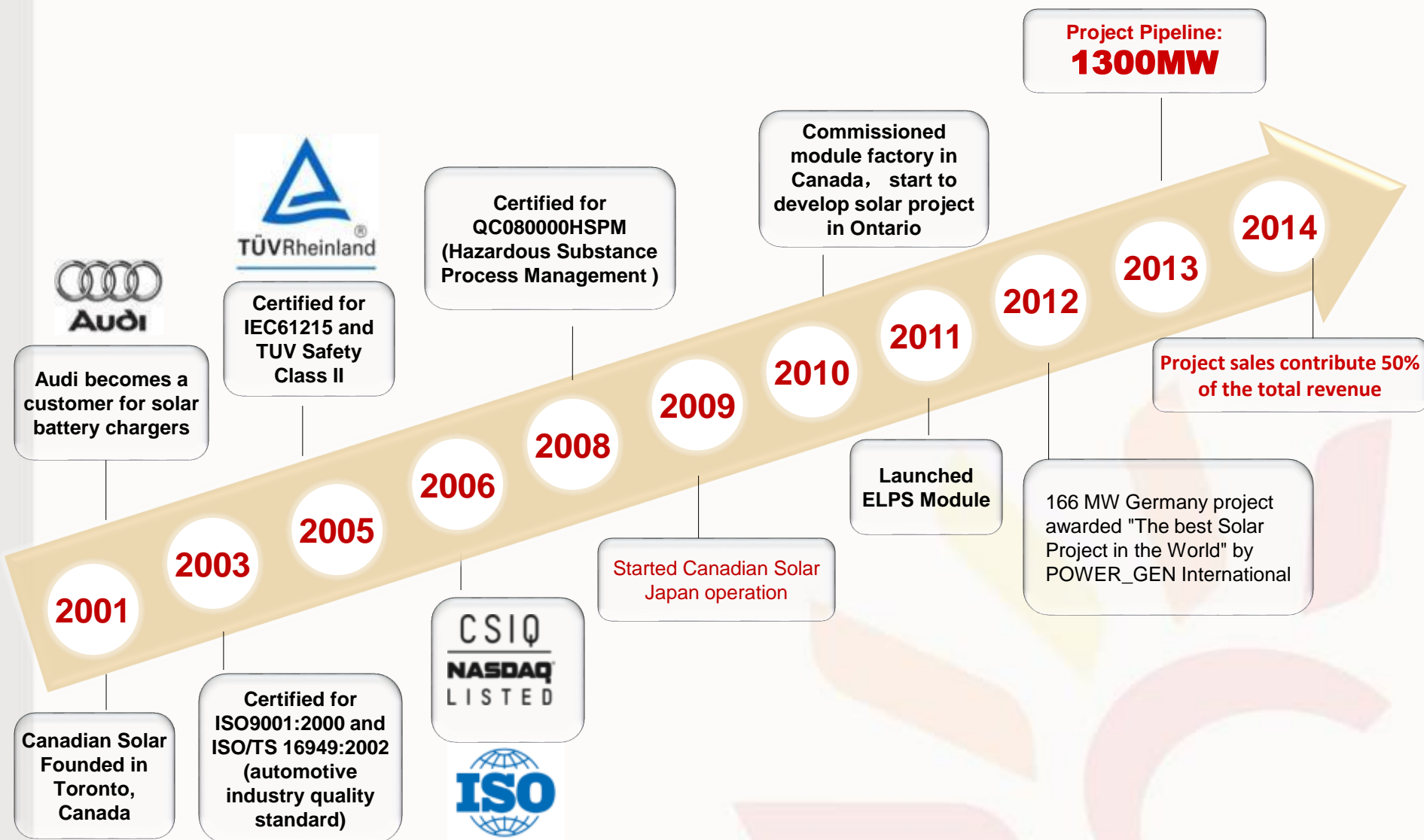
Our Success

Our Story: **A Brief History Lesson**

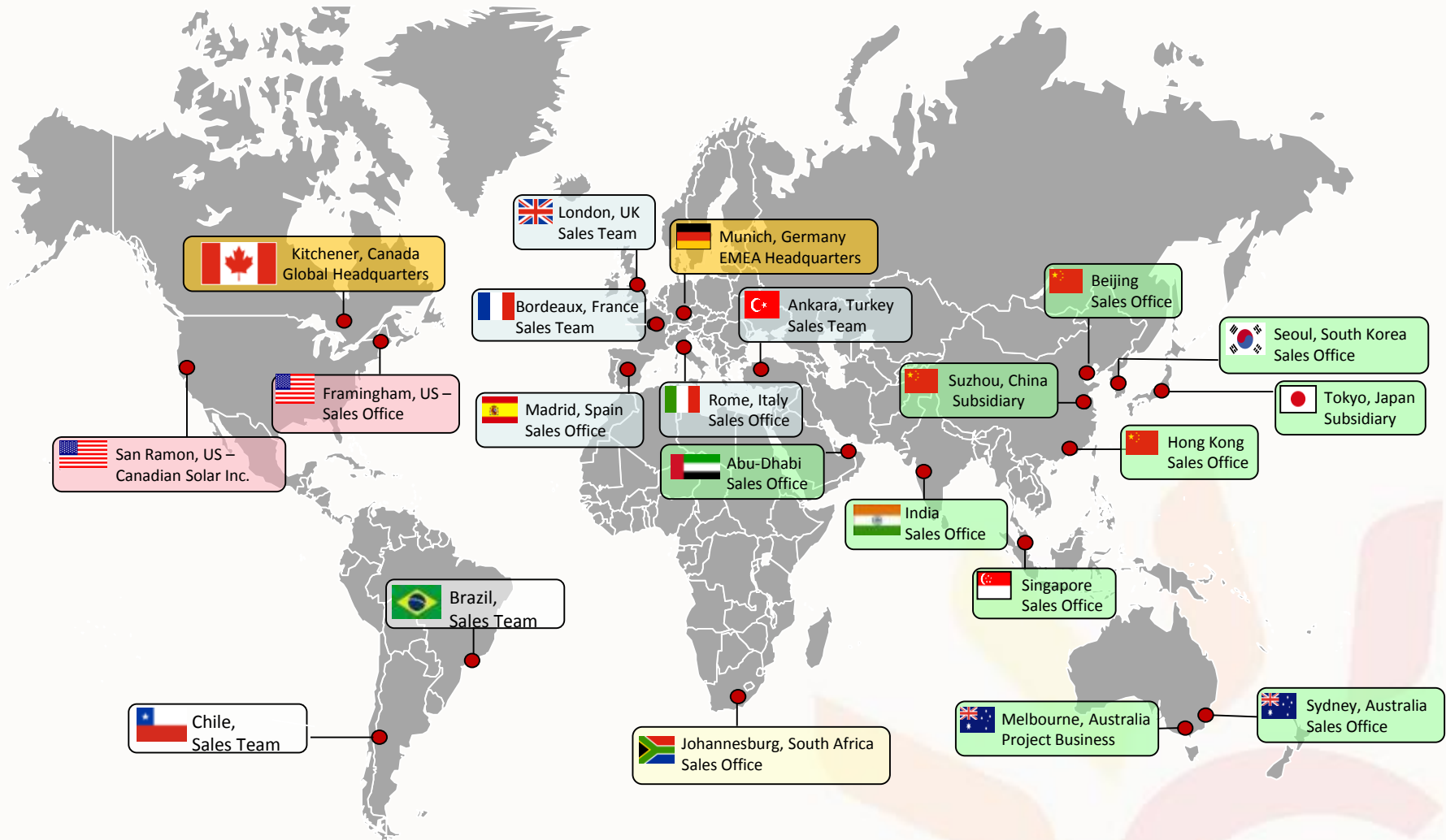
- 🌅 In 2001, Shawn Qu formed Canadian Solar
- 🌅 Global Headquarters in Guelph, Ontario
- 🌅 Class-A supplier to Audi in 2002
- 🌅 In 2004, German FiT started
- 🌅 Listed on NASDAQ in 2006
 - 🌅 Ease of raising funds for expansion
 - 🌅 Enhance image of company
 - 🌅 Ability to attract staff and customers, but...
 - 🌅 Less flexible and more reporting requirements
 - 🌅 Short term pressures to perform
 - 🌅 Subject to stock market fluctuations



Our Story: 13+ Years of Successful Records



Our Story: Global Network



More than 8,000 employees in over 20 countries

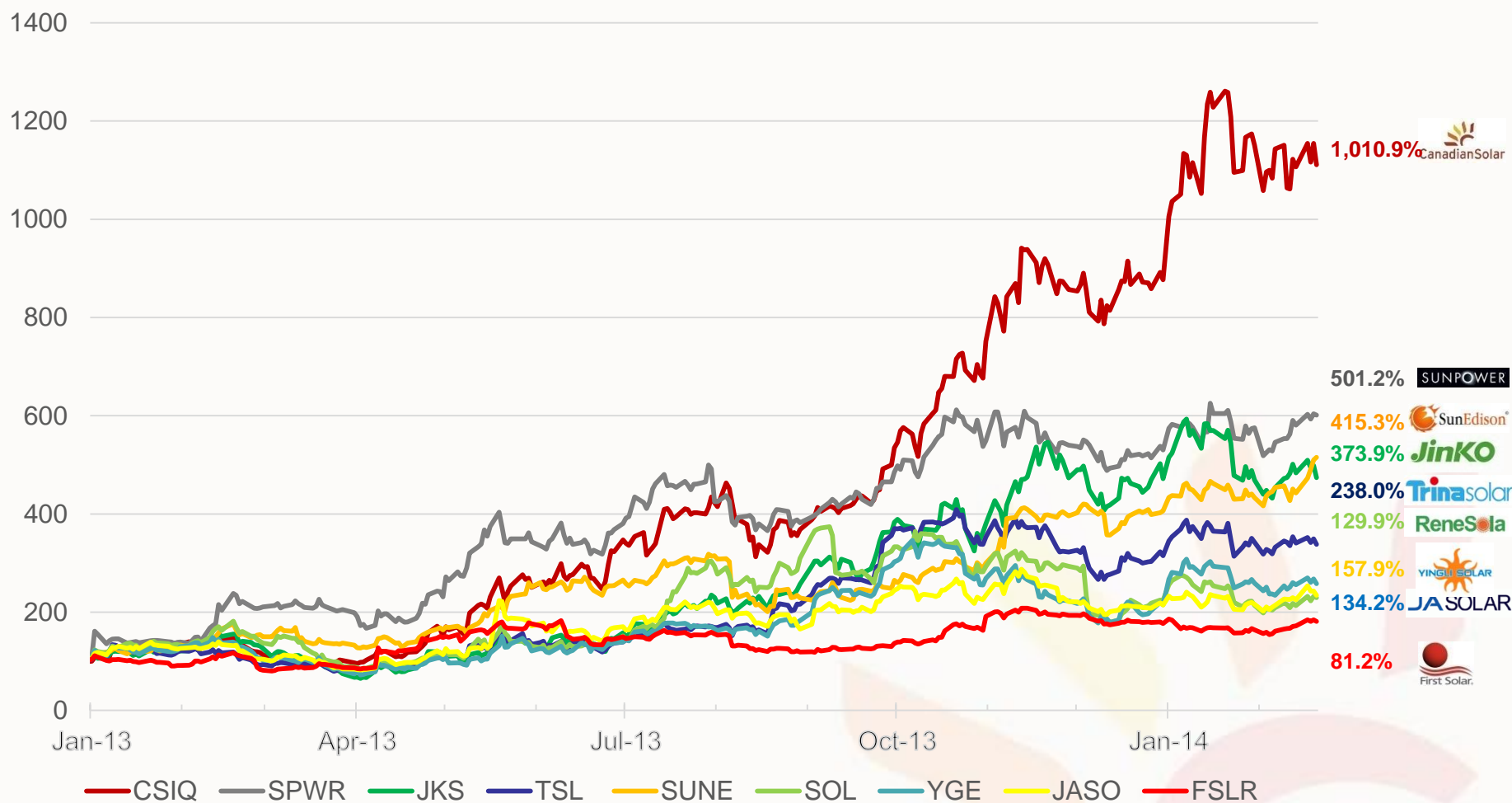
Our Story: 3rd Largest Module Supplier

	2009	2010	2011	2012	2013
1 st	First Solar	Suntech	Suntech	Yingli	Yingli
2 nd	Suntech	First Solar	First Solar	Suntech	Trina Solar
3 rd	Sharp	Sharp	Yingli	Trina Solar	Canadian Solar
4 th	Yingli	Yingli	Trina Solar	Canadian Solar	Sharp
5 th	SunPower	Trina Solar	Canadian Solar	First Solar	Jinko Solar
6 th	Kyocera	Canadian Solar	Sharp	Sharp	Renesola
7 th	Trina Solar	Hanwha Solar	SunPower	JA Solar	First Solar
8 th	Canadian Solar	Kyocera	Jinko Solar	Jinko Solar	Hanwha Solar
9 th	Hanwha Solar	SunPower	Hanwha Solar	SunPower	Kyocera
10 th	Solar World	Solar World	Kyocera	Hanwha Solar	JA Solar

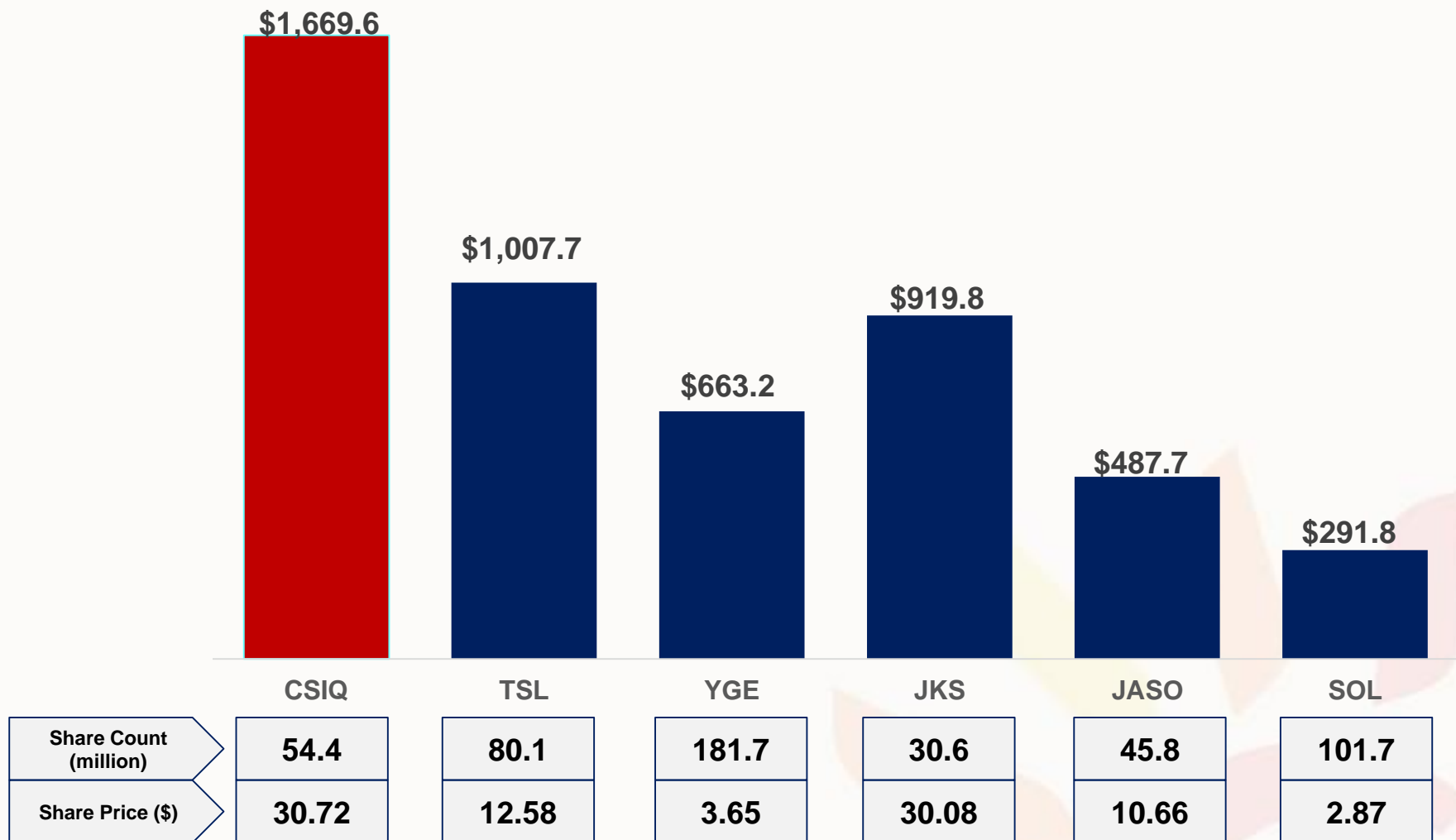
Source: Company issued press releases, analyst reports, Canadian Solar analysis

Note: Solarbuzz has published their estimated ranking for 2013 placing Canadian Solar at #3.

Our Story: Share Price Performance



Our Story: Market Capitalization - \$ Million



Source: Yahoo Finance, Canadian Solar Analysis based on stock price and share count as of July 1, 2014

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Our Products: Global Portfolio

Solar Modules

CS5A-M
72 Cell



CS6A
48 Cell



CS6V-MM
50 Cell ELPS



CS6V -M
50cell
Quartech



CS6V-P
50cell
Quartech



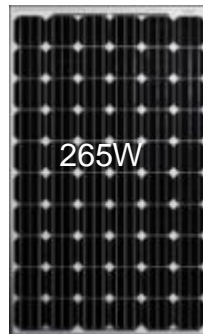
CS6P-MM
CS6A-MM
48 Cell
ELPS



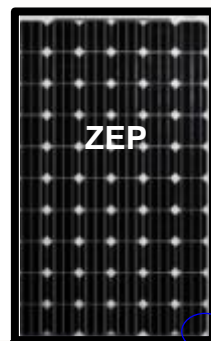
CS6P-P



CS6P-M
Quartech



New Edge
CS6P-MX

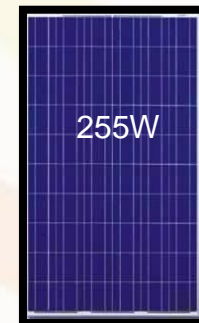


New Edge
CS6P PX



Residential AC Modules

CS6P-255P-EA (Poly)



CS6P-260M-EA (All Black)



Our Products: **Module Codes**

Canadian Solar

Cell Arrangement

Cell Type

CS6P-250P

Cell Size

Module Rating

Our Products: **Australian Portfolio**

Module Type	CS6P	CS6K	CS6X
Module Power	245~255W	260~270W	290~310W
Module Size	1638 x 982 x 40 mm	1650 x 992 x 40 mm	1954 x 982 x 40 mm
Cell Type	Poly	ELPS Mono and Mono	Poly
Cell Size	6 inch		
Cell Array	6 x 10	6 x 10	6 x 12
Power Tolerance	+5W	+5W	+5W

Our Products: **Non-Module & Future Products**

☀ **Maples and Andes Off-Grid Systems**

☀ **On-Grid System Kits**

☀ **Energy Storage System (ESS)**

☀ **AC Module**

☀ **Module Optimiser Technology**

☀ **Module Efficiency Gains**

Off-grid Solar Power Systems



On-grid system Kits



Energy Storage Systems



Our Story

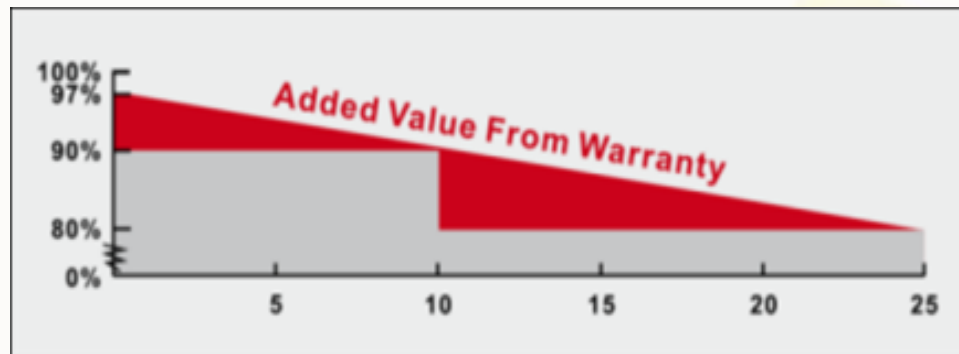
Our Products

Our Quality









Our Success

Our Quality: **Industry Leading Warranty**

- 🌅 10-year product workmanship warranty
- 🌅 25-year linear power output performance guarantee
- 🌅 Guarantee 97% of the labeled power output in the first year
- 🌅 Decline of no more than 0.7% annually
- 🌅 By year 25 the actual power output will be no less than 80% of the module's labeled power output



Our Quality: Backed by Investment Grade Insurance

-  **Insurance policy matches Canadian Solar's standard warranty terms**
-  **Coverage starts immediately and lasts for 25 years**
-  **Covers worldwide module sales from all CSI subsidiaries to any country**
-  **The policy is non cancelable and allows third party bankruptcy rights (satisfying investor / banker requirements)**
-  **Insurance purchased through PowerGuard, underwritten by:**
 -  **International Insurance Company of Hannover Limited (A.M. Best Credit Rating: A XV)**
 -  **RSUI Indemnity Company (A.M. Best Credit Rating: A XII)**
-  **Over 50 PV Manufacturers have gone bankrupt in last 3-years**

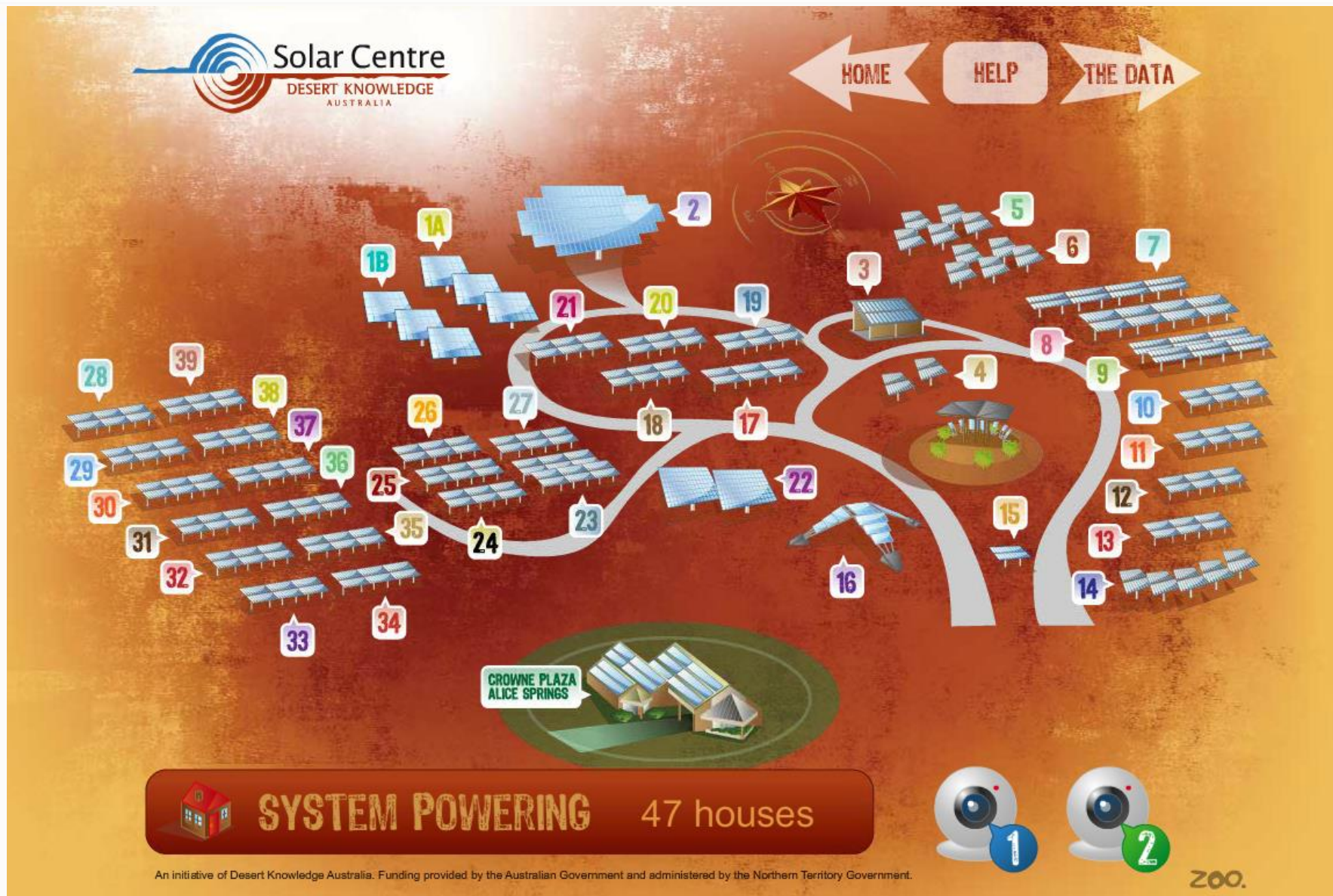
Our Quality: **Best Product Quality**

- 🌅 **EL screening to eliminate product defects**
- 🌅 **Current binning to improve system performance**
- 🌅 **Water resistant IP67 junction box**
- 🌅 **High PID (Potential Induced Degradation) resistance**
- 🌅 **Salt mist resistant certified Ammonia resistant module validated by German Agricultural Society (DLG)**
- 🌅 **Passed the Blowing Sand Test from SGS Germany, according to IEC 60068-2-68 Lc2 and AECTP 300 method-313 for North America**



**235 quality control
points from incoming
materials through to
product delivery**

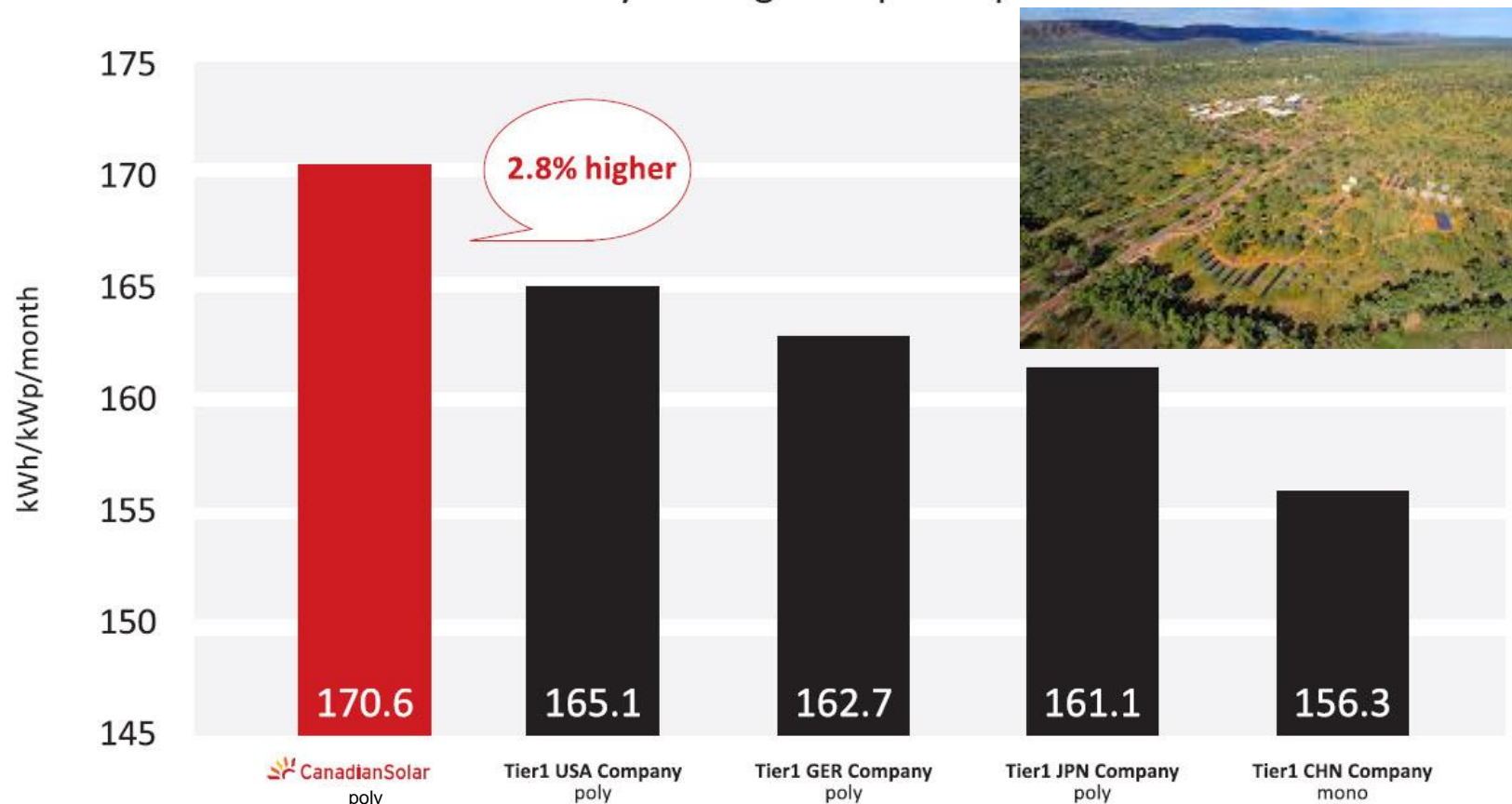
Our Quality: 3rd Party Validation



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Desert Knowledge Australia - Solar Centre (DKA-SC)

Normalized Test Results - Monthly Average Output September 2013 - March 2014

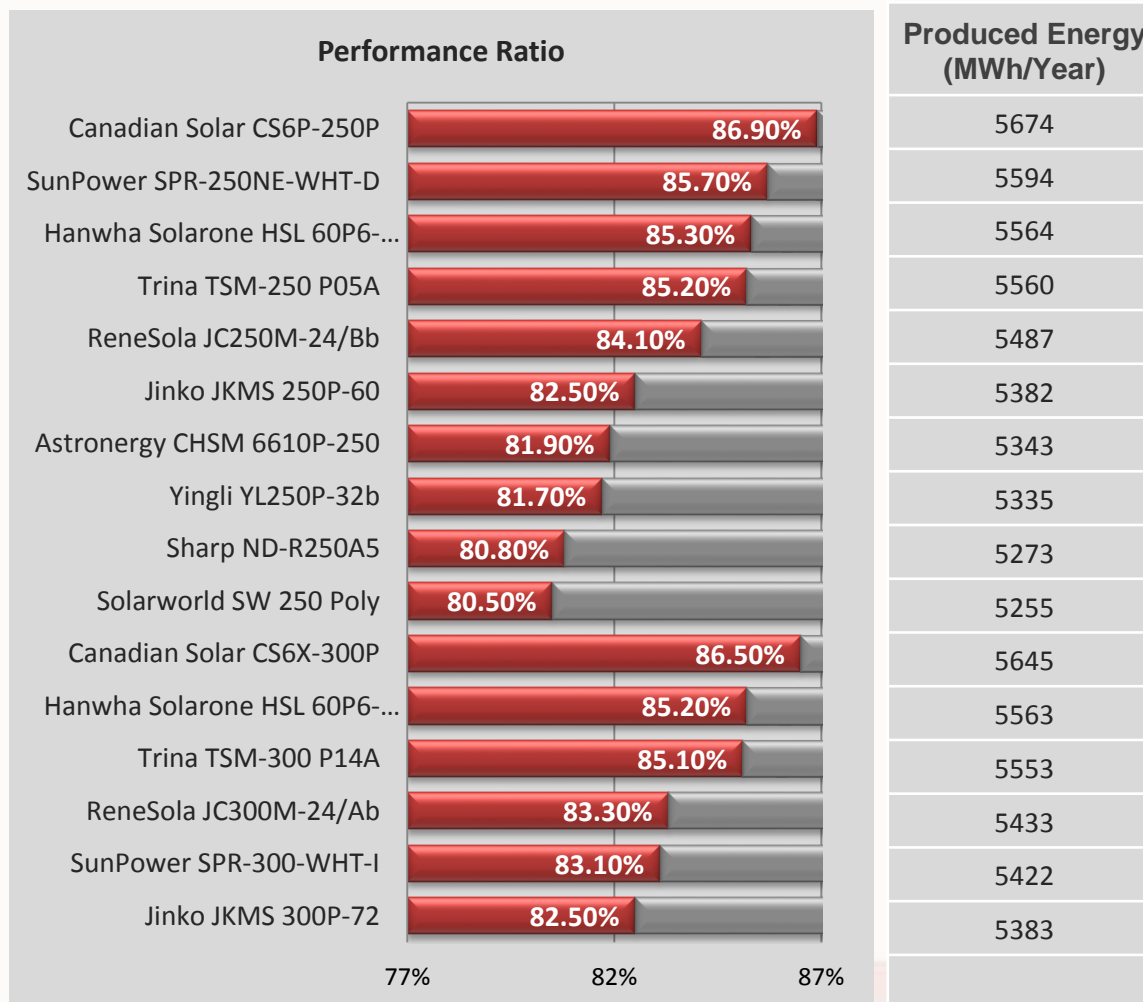


Canadian Solar panels are consistently outperforming competitors in quality and energy performance.

Our Quality: 3rd Party Validation

Outstanding performance validated by PVsyst Simulation

For a 3MW grid-connect PV project in Los Angeles USA, with inverter type SMA Sunny Central 500CP-US, Canadian Solar has performance ratio up to 86.90%



**Performance Ratio is the ratio of the AC energy generated from the solar plant to the ideal, in-plane DC energy input available to the solar modules in the plant.*

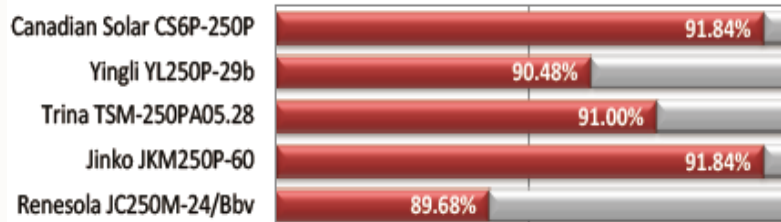
**PV module data, import/export with PVsyst V6.11*

Our Quality: **Highest PTC Rating**

 Canadian Solar ranked highest PTC rating among all P-type modules, bring customer values of more energy production and cash rebate.

60-cell poly module

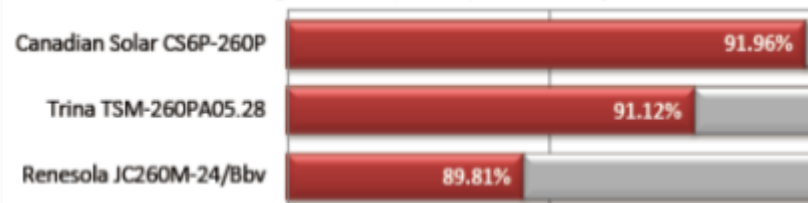
250W



255W



260W



72-cell poly module

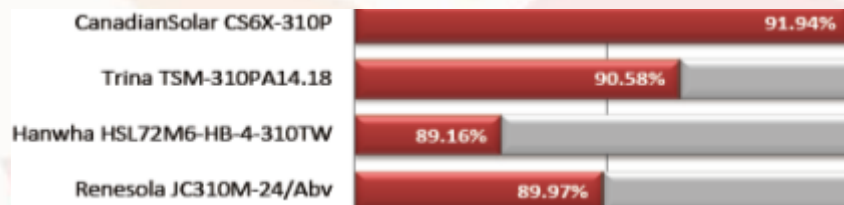
300W



305W



310W



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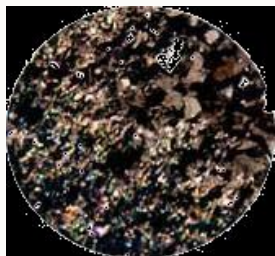
Our Success

Our Success: **Production Capability**

🌅 **Partially-Vertically Integrated Manufacturer**

🌅 3.0GW Module Capacity

🌅 Growing our Wafer and Cell Capacity



🌅 **4.4GW Total Project Pipeline**

🌅 Including Stage 2 - 140MW development with Samsung

Our Success: **Global Projects**



Thunder Bay, Ontario - Canada

Size 8.5 MW

Customer SkyPower

CSI Role EPC provider

Date December 2011

Our Success: **Global Projects**

The Best Solar Project in the World by the POWER-GEN International in 2012



166MWp in Brandenburg, Germany - Note: 148MWp c-Si PV Modules from Canadian Solar Inc.

Our Success: Local Projects



Location	QLD, NSW and VIC
System Size	3.6MW _{DC}
Canadian Solar's Role	EPC
Client	IKEA
Commissioning	2014





Thank You!

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