

**COMPANY
PROFILE**
MSS EMEA

July 2022



Dr. Shawn Qu

*Chairman & Chief
Executive Officer of
Canadian Solar*



Yan Zhuang

President CSI Solar



Susanne Pflug

*General Manager &
President MSS, EMEA*

Our Mission

Lead solar into every household; create a better and cleaner earth for future generations

The nearly 14,000 dedicated employees of Canadian Solar (NASDAQ: CSIQ) strive each day to make this vision a reality.

- Canadian Solar has successfully delivered over 70 GW of premium quality modules to customers in over 160 countries around the world, giving us a truly global reach.
- Our wafers, cells, and modules combine superior quality with market-leading cost structures.
- Our solar projects consistently achieve the highest production values and returns on investment.
- 6.2 GWp of contracted solar projects in operation, construction and backlog; 24 GW of total solar project pipeline
- Customers choose Canadian Solar because we deliver the best possible value.

Canadian Solar Company Overview



Global Company Overview

Canadian Solar Inc. (CSIQ)

CSI Solar Co., Ltd.

- Solar modules
- Solar system kits
- Battery energy storage solutions – **new**
- China Energy (inc. solar power projects, EPC services and electricity revenue) – **formerly within the Energy Business**
- Other materials, components and services (inc. EPC)

Global Energy

- Solar and energy storage power projects (global ex. China) – **storage new**
- O&M and asset management services
- Other development services (inc. electricity revenue and other for global ex. China)

Market leader in solar energy with a global footprint in project development and module manufacturing and sales



Our success is driven by our global-local teams and our culture of diversity

Note: Certain offices are shared between the CSI Solar and Global Energy businesses.

Overview EMEA MSS – Europe, Middle East & Africa



**EMEA HQ IN
MUNICH**



**Global Local
In EMEA OVER 100 EMPLOYEES
AND 36 NATIONALITIES**



**EMEA TEAM REALIZING SHIPMENTS
TO OVER 60 COUNTRIES IN 2020**



**4 OFFICES
3 WAREHOUSES IN EMEA**



AMONG THE TOP 5 MODULE SUPPLIER*



**EXTENSIVE EXPERIENCE AND EXPERTISE
ACROSS ALL FUNCTIONS**



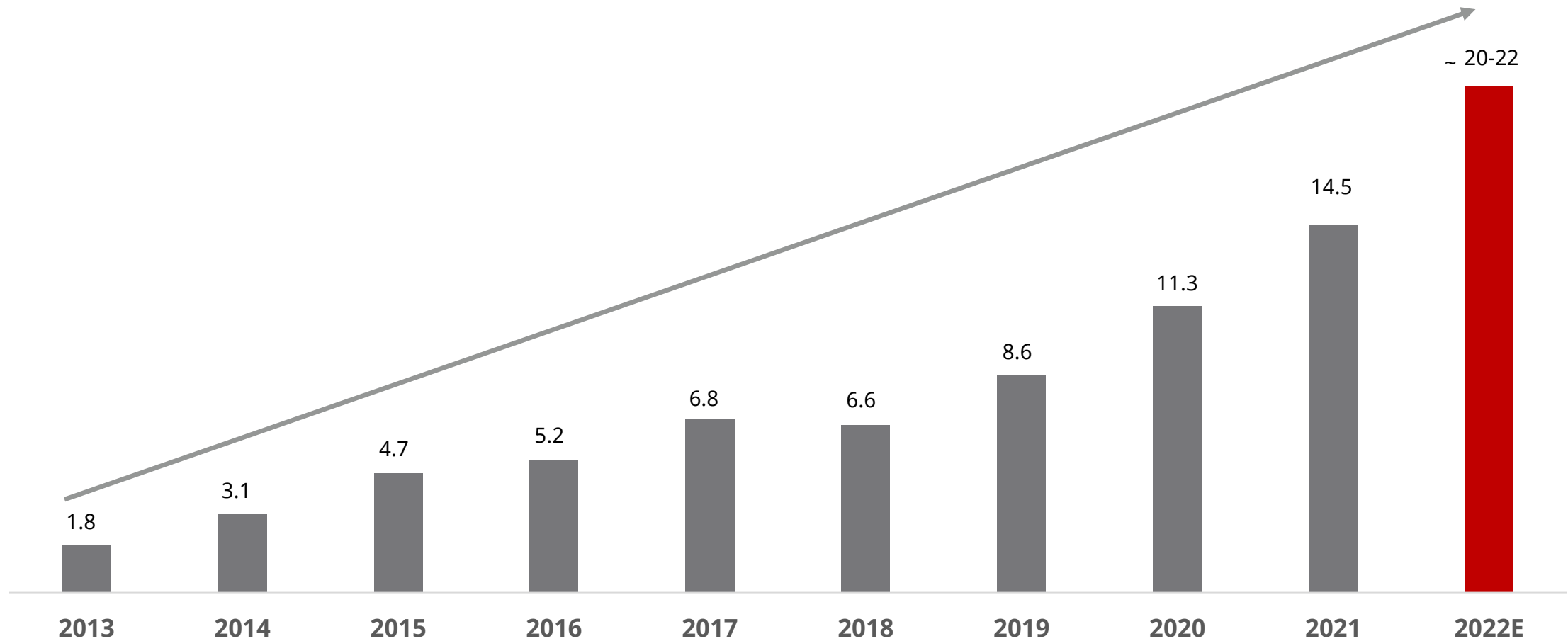
Company Facts

Canadian Solar has been making the difference for over 20 years. By bringing a total of more than 70 GW of solar capacity to our customers worldwide.



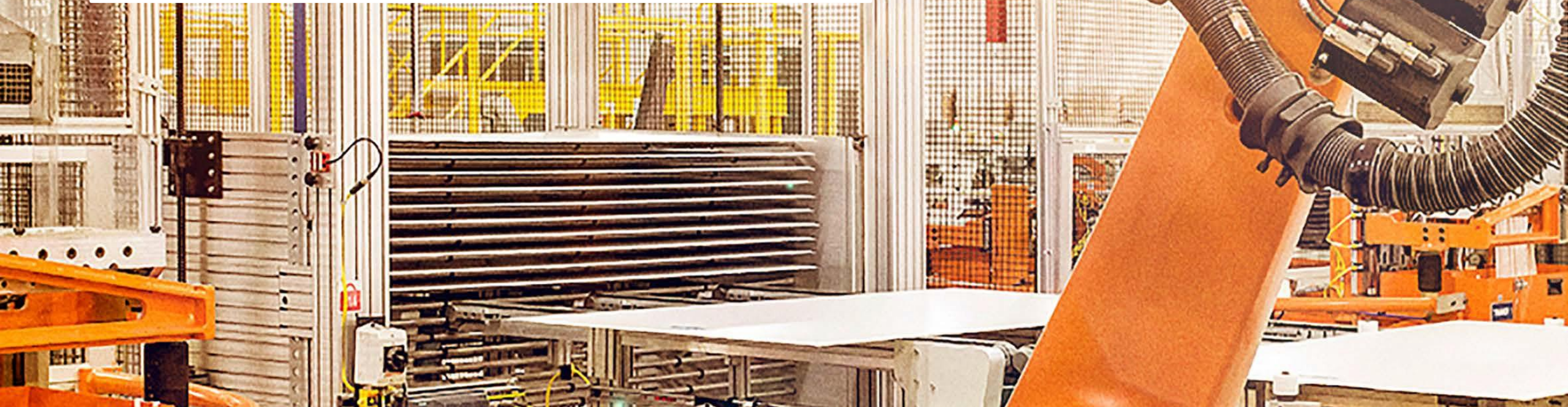
TOTAL MODULE SHIPMENTS (GW)

Shipment growth to accelerate to ca. 45% in 2022E from ca. 30% historical CAGR



Quality and Service

Robust construction in accordance with the highest quality standards gives our solar panels outstanding longevity.



Research & Development

Highlights

- Plan to start mass production of N-type TOPCon modules at the end of 2022. Specially developed for bifacial utility applications, this product line will further increase the module wattage output.
- Commercially launched high efficiency N-Type Heterojunction or HJT module in 2021.
- The first company delivering 600W high power solar modules based on 210mm mono PERC cell in 2021 May, in the solar industry.
- Have begun the production of N-type heterojunction (HJT) solar cell modules from our newest state-of-the-art pilot line and fully integrated the N-type module productions from ingots, wafers, cells to modules.



Financial Strength

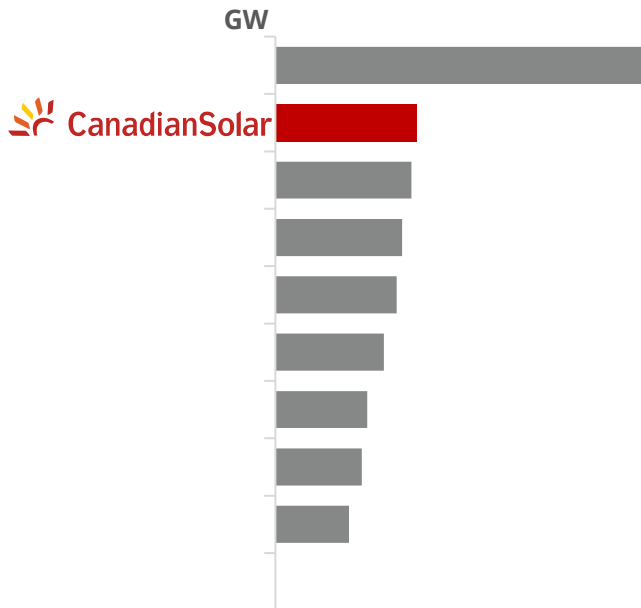
Among the most bankable solar companies worldwide, continuously listed on Bloomberg Tier 1 manufacturer list.



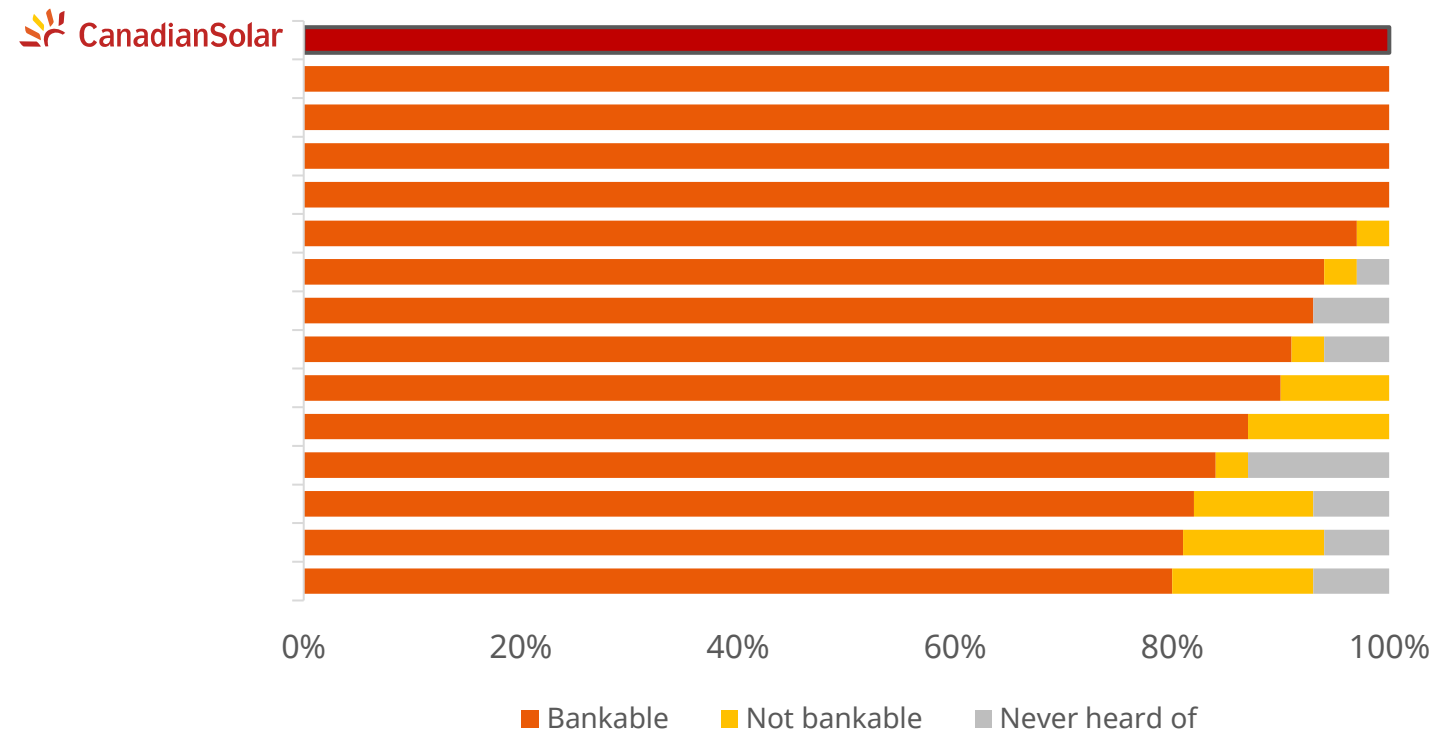
World-Leading Bankable Brand

Among the most bankable module supplier by BNEF with 100% bankability for 4 consecutive years.

Top 10 PV module brands used in term-loan financed projects after August 2019

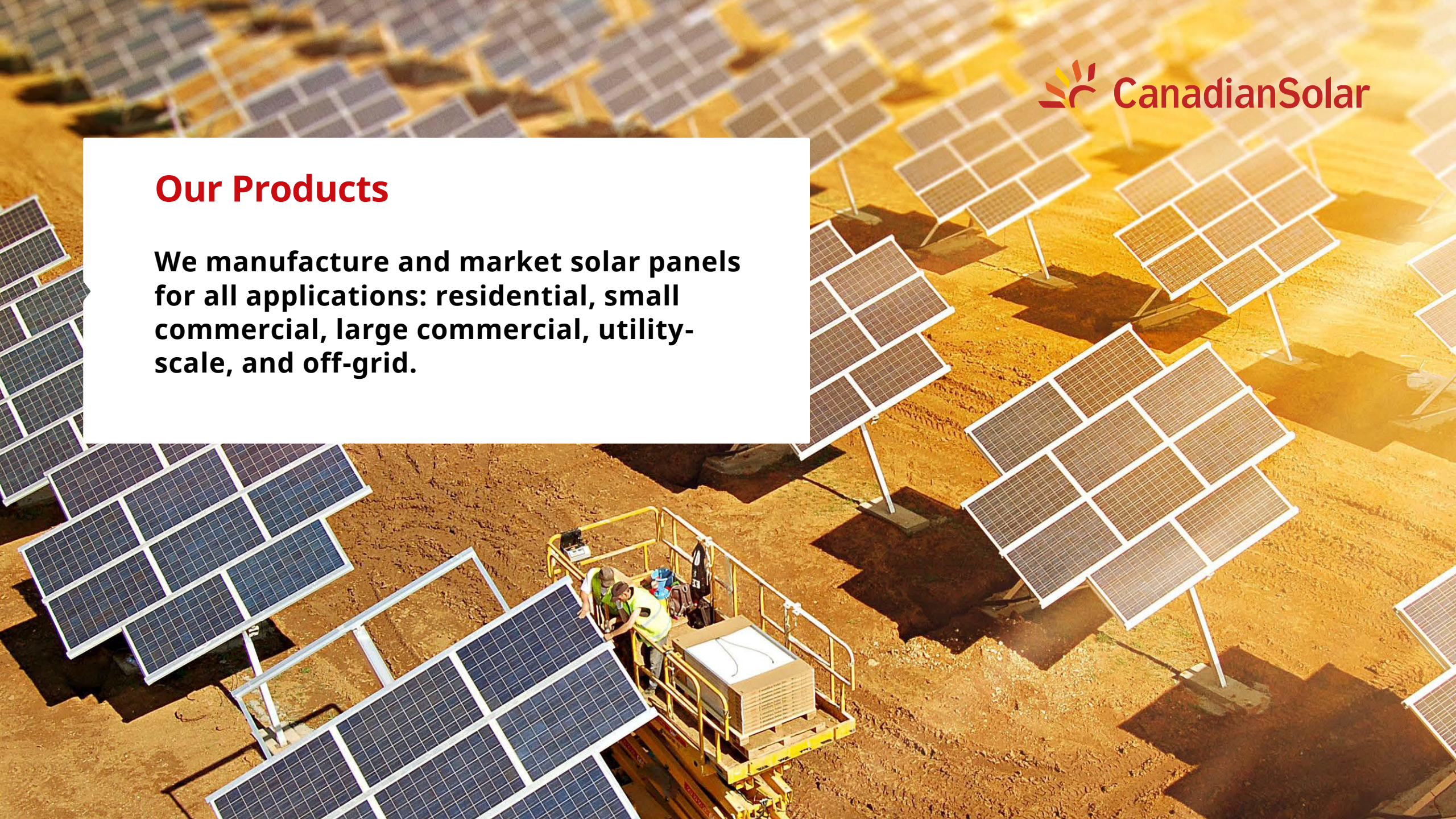


BloombergNEF's PV module bankability survey results, top 15



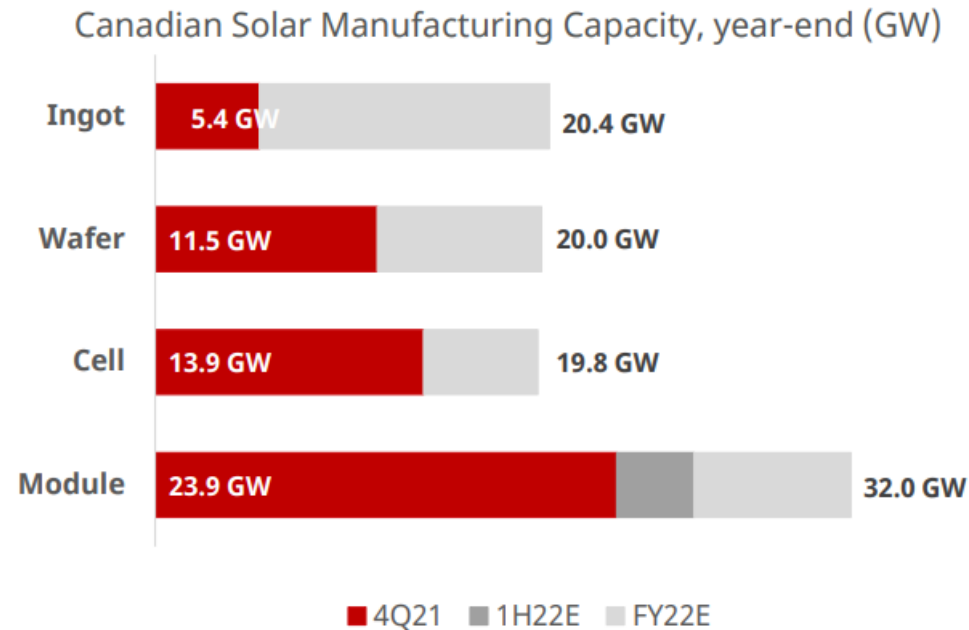
Our Products

We manufacture and market solar panels for all applications: residential, small commercial, large commercial, utility-scale, and off-grid.















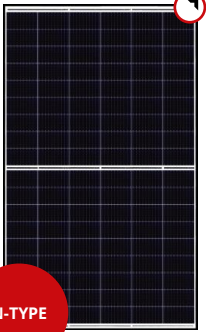
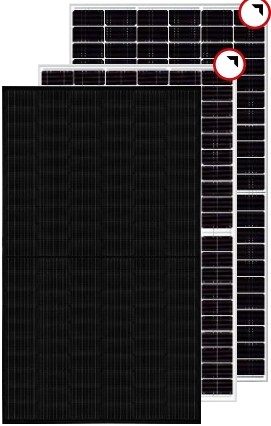
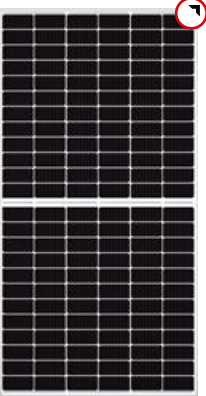
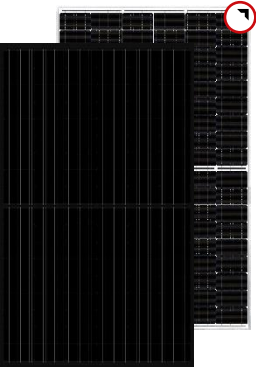

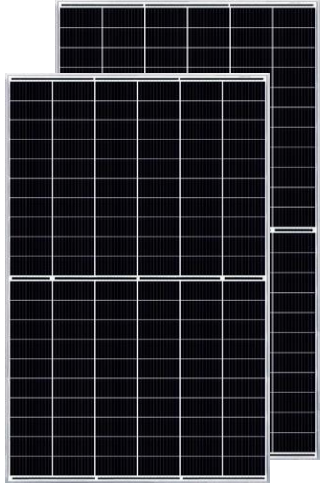
Technology-Agnostic Cell and Module Manufacturing Capacity

- CSI Solar strategy is to expand capacity and increase the level of vertical integration, by increasing in-house cell capacity by one third.
- CSI's global module capacity has grown 37% from 2020 to 2021 with more than 45% expansion growth expected in 2022.



Overview – Monofacial Modules

PRODUCT WARRANTY ON MATERIALS AND WORKMANSHIP
 15/25* years * HiHero: 25 years when sold and installed in Europe
 12/25** years ** CS3L-MS/CS6R-MS Black Frame and All-Black: 25 years when sold and installed on residential rooftops in Europe
LINEAR POWER OUTPUT WARRANTY
 30* years * HiHero
 25 years

	HiHero  CS6R-H-AG*	HiKuBlack & HiKu   CS3L-MS All-Black** CS3L-MS**/ CS3N-MS	HiKu    CS3W-MS	HiKu6   CS6R-MS All-Black** CS6R-MS**	HiKu6   CS6W-MS	HiKu7   CS7L-MS (R) / CS7N-MS
	 <p>N-TYPE</p>					
Wattage:	415-440 W	3L-MS AB: 350-370 W 3L-MS: 360-385 W 3N-MS: 400-425 W	435-465 W	6R-MS AB: 380-405 W 6R-MS: 395-420 W	530-555 W	7L-MS: 580-610 W 7N-MS: 640-670 W
Efficiency:	22.5%	3L-MS AB: 20.0% 3L-MS: 20.8% 3N-MS: 20.9%	21.0%	6R-MS AB: 20.7% 6R-MS: 21.5%	21.6%	21.6%
Cells:	182mm half-cut n-type HJT 10 Busbars	166mm half-cut mono-PERC 9 Busbars	166mm half-cut mono-PERC 9 Busbars	182mm half-cut mono-PERC 10 Busbars	182mm half-cut mono-PERC 10 Busbars	210mm half-cut mono-PERC 12 Busbars
Dimensions:	1722 x 1134 x 30 mm	3L-MS AB: 1765 x 1048 x 35 mm 3L-MS: 1765 x 1048 x 35 mm 3N-MS: 1940 x 1048 x 35 mm	2108 x 1048 x 35 mm	1722 x 1134 x 30 mm	2261 x 1134 x 30 mm	7L-MS: 2172 x 1303 x 35 mm 7N-MS: 2384 x 1303 x 35 mm
Weight:	23.0 kg	3L-MS AB/ 3L-MS: 20.5 kg 3N-MS: 22.5 kg	24.3 kg	21.3 kg	27.6 kg	7L-MS: 31.0 kg 7N-MS: 34.4 kg
Per Pallet / Container:	35 / 910 pcs	3L-MS AB / 3L-MS: 30 / 780 pcs 3N-MS: 30 / 720 pcs	30 / 660 pcs	35/ 910 pcs	35 / 700 pcs	31 / 527 pcs
Mechanical Load:	5400 / 2400 Pa	3L-MS AB / 3L-MS: 5400 / 3600 Pa 3N-MS: 5400 / 2400 Pa	5400 / 3600 Pa	5400 / 2400 Pa	5400 / 2400 Pa	5400 / 2400 Pa
Especially suitable for:	Residential	Residential & Commercial	Residential, Commercial & Utility	Residential & Commercial	Commercial & Utility	Commercial & Utility

Overview – Bifacial Modules

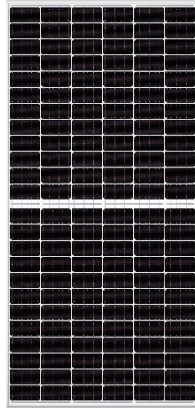
12
years

PRODUCT WARRANTY
ON MATERIALS AND WORKMANSHIP

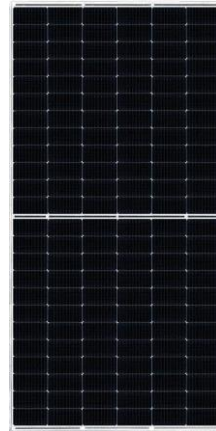
30
years

LINEAR POWER
OUTPUT WARRANTY

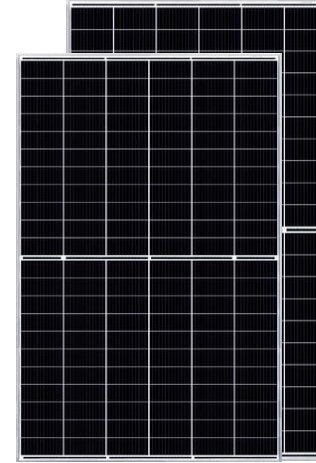
BiHiKu  
CS3W-MB-AG




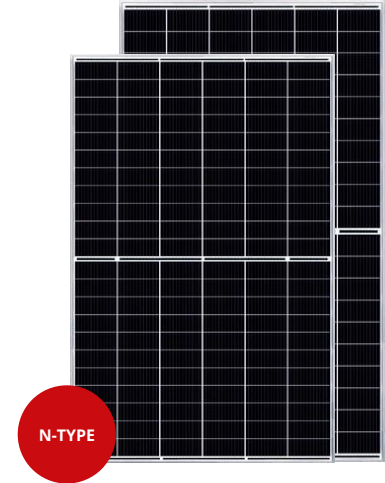
BiHiKu6  
CS6W-MB-AG



BiHiKu7  
CS7L-MB-AG
CS7N-MB-AG



TOPBiHiKu7  
CS7L-TB-AG
CS7N-TB-AG



 Commercial

 Utility

Wattage:	435-460 W	520-550 W	7L-MB: 580-610 W 7N-MB: 640-670 W	7L-TB: 605-630 W 7N-TB: 665-690 W
Efficiency:	20.6%	21.4%	21.6%	7L-TB: 22.3% 7N-TB: 22.2%
Cells:	166mm half-cut mono-PERC 9 Busbars	182mm half-cut mono-PERC 10 Busbars	210mm half-cut mono-PERC 12 Busbars	210mm half-cut n-type TOPCon 18 Busbars
Dimensions:	2132 x 1048 x 30 mm	2266 x 1134 x 30 mm	7L-MB: 2172 x 1303 x 35 mm 7N-MB: 2384 x 1303 x 35 mm	7L-TB: 2172 x 1303 x 33 mm 7N-TB: 2384 x 1303 x 33 mm
Weight:	28.4 kg	32.1 kg	7L-MB: 34.6 kg 7N-MB: 37.9kg	7L-TB: 34.6 kg 7N-TB: 37.8 kg
Per Pallet / Container:	33 / 660 pcs	35 / 700 pcs	31 / 527 pcs	33 / 561 pcs
Mechanical Load:	5400 / 3600 Pa	5400 / 2400 Pa	5400 / 2400 Pa	5400 / 2400 Pa
Especially suitable for:	Commercial & Utility	Commercial & Utility	Commercial & Utility	Commercial & Utility

Solar Modules & Solar System Solutions From One Source

As a single source for modules, inverters, batteries and related accessories Canadian Solar simplifies the procurement process with a unified contract, credit process, and invoice, as well as coordinated logistics. All from a supplier that understands and innovates solar.

SOLAR MODULES

Canadian Solar was founded in 2001 in Canada and is one of the world's largest solar technology and renewable energy companies. The company is among the TOP 5 module suppliers and has successfully delivered over 67 GW of premium-quality solar photovoltaic modules to customers across the world. Our wide portfolio enables us to offer suitable high quality modules for each applications: residential, commercial and utility scale.

Canadian Solar Expanded Inverter Portfolio

The growing inverter family includes Single- and Three-Phase On-Grid Inverters, as well as Hybrid Inverters and Storage.

String Inverters are an optimal solution for rooftops and small to medium ground-mounted applications.

Single- and Three-Phase Hybrid Inverters are compatible with main market leading lithium-based batteries for both residential and commercial applications.

All corresponding communication **accessories** are available, matching customers' needs.



T4 and T6 PV CONNECTORS

The T4 and the T6 PV connectors are high-quality field-installable PV connectors for applications up to 1500V, which use high-quality materials that guarantee long-term reliability.

Both are IP68 water- and dust-proof rated and they can be used in a wide operating temperature range from -40 °C to 90 °C.

- Suitable for 4 / 6 mm² and 10 / 12 AWG cables
- Field toolkit, disconnect tool and jumper cables are available

String Inverters – Portfolio



STANDARD WARRANTY
extension up to 20 years



STANDARD WARRANTY
extension up to 20 years*
*For ZA-100-110K Series

TD-4-20K Series



Nominal Power:
4/5/6/8/10/12/15/17/20kW
Three-Phase

Key Features:

- Maximum efficiency up to 98.4%
- 2 MPPT with wide range of 140 - 950 V_{DC}
- Real-time monitoring with the Canadian Solar monitoring portal

TM-25-60K Series



Nominal Power:
25/30/36/50/60kW
Three-Phase

Key Features:

- Maximum efficiency up to 98.8%
- 3/4 MPPT with wide range of 200 - 1,000 V_{DC}
- Real-time monitoring with the Canadian Solar monitoring portal

TH-100-120K Series



Nominal Power:
100/110/120kW
Three-Phase

Key Features:

- Maximum efficiency up to 98.6%
- 10/12 MPPT with wide range of 180 - 1,000 V_{DC}
- Real-time monitoring with the Canadian Solar monitoring portal

ZA-100-110K Series*

Available with SPD DC / AC Types I or II
For South Africa



Nominal Power:
100/110kW
Three-Phase

Key Features:

- Maximum efficiency up to 98.7%
- 10 MPPTs with wide range of 180 - 1000 V_{DC}
- Real-time monitoring with the Canadian Solar monitoring portal






Hybrid Inverters – Portfolio

SE Series (LV)



Nominal Power: 3/3.6/5/6kW
Single-Phase

Key Features:






-  Maximum efficiency up to 97.6%
-  1/2 MPPT with wide range of 60-550 V_{DC}
-  Automatic backup switch time <10ms
-  Up to 6kw Charging/Discharging capacity
-  Compatible with mainstream LV batteries

HE Series (HV)



Nominal Power: 3.6/5/6kW
Single-Phase

Key Features:






-  Maximum efficiency up to 97.6%
-  2 MPPT with wide range of 100-550 V_{DC}
-  Automatic backup switch time <10ms
-  Up to 6kw charging/discharging capacity
-  Compatible with mainstream HV batteries

TE Series (HV)



Nominal Power: 5/6.5/8/10kW
Three-Phase

Key Features:






-  Maximum efficiency up to 98.2%
-  2 MPPT with wide range of 200-850 V_{DC}
-  Automatic backup switch time <10ms
-  Up to 10kw charging/discharging capacity
-  Compatible with mainstream HV batteries

BHE Series (HV) For South Africa



Nominal Power: 5/6.5/8.6/10kW
Single-Phase

Key Features:

-  Maximum efficiency up to 97.6%
-  3/4 MPPT with wide range of 80-550 V_{DC}
-  Automatic backup switch time <10ms
-  Up to 10kw charging/discharging capacity
-  Compatible with mainstream HV batteries

Storage and Accessories – Portfolio

2 years

For Accessories
STANDARD WARRANTY

10 years

For Batteries
STANDARD WARRANTY

Batteries

Low Voltage Battery (LV)



Nominal Capacity:
5.4/10.8/16.2/21.6/27/32.4kWh
**Lithium Iron Phosphate
(LiFePO4)**
Key Features:

- Up to 32.4kWh capacity
- Rated Voltage 51.2V
- IP65
- Modular design with up to 6 battery modules (à 5.4kWh)

High Voltage Battery (HV)



Nominal Capacity:
6.6/9.8/13.1/16.4kWh
**Lithium Iron Phosphate
(LiFePO4)**
Key Features:

- Up to 16.4kWh capacity
- Rated Voltage 204.8 - 512V
- IP55
- Modular design with up to 5 battery modules (à ~3.2kWh)

Inverter Accessories

Wi-Fi-LAN-Stick



Datalogger



EPM

Export Power Manager



EPM-S

Export Power Manager Storage



1P-Meter

1-Phase Smart Meter



3P-Meter

3-Phase Smart Meter



3P-LM

3-Phase Load Manager



Europe & Middle East

- EMEA WAREHOUSES
- SALES OFFICES
- DDP DELIVERIES POSSIBLE IN THESE COUNTRIES
- DAP DELIVERIES POSSIBLE IN THESE COUNTRIES

MUNICH, GERMANY
MSS EMEA HQ

MADRID, SPAIN
Subsidiary

DUBAI, UAE
Subsidiary



Africa



- EMEA WAREHOUSES
- SALES OFFICES
- DDP DELIVERIES POSSIBLE IN THESE COUNTRIES
- COUNTRIES
DAP DELIVERIES POSSIBLE IN THESE COUNTRIES



Global Reach with EMEA Logistics



Warehouse Location

**AVERAGE DELIVERY
TIME**

Rotterdam, NL, Europe

Average 3 days

Durban, South Africa

Average 3 days

Cape Town, South Africa

Average 3 days

Contact

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THANK YOU!

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