

Top 10 Reasons

Top 10 Reasons Canadian Solar Outshines the Competition

As one of the world's largest solar companies we pride ourselves in our dedication to provide you with the highest quality, best performing products and solutions on the solar market today. We also understand that PV projects come with unique challenges and complexities not the least of which is product availability and logistics. This is why we've gone beyond our rivals to position ourselves as the most reliable solar company. Canadian Solar is a partner you can depend on today, and in the future.

1 A strong global reputation with trusted top tier partners

In 2011, Canadian Solar was chosen as the primary module supplier for the world's largest solar installation in Germany totaling more than 166 MW. As one of the top three module suppliers worldwide, Canadian Solar has shipped over 4 GW to customers in over 50 countries. Our technical expertise, bankability and over 11 years of experience in the field have made us a trusted long-term partner, with an impressive track record of high-performance, low-maintenance, revenue-generating solar installations.

2 Committed to increasing efficiency and developing high-value products

Continuing to enhance our cell technologies, we have achieved conversion efficiency of up to 21.1% for monocrystalline cells, translating to higher module power output, providing a higher return on investment. We are also working very closely with our technology partners to design, test and optimize our new AC module, targeted at the residential market, which we expect to launch in 2013.

3 Testing and quality controls to ensure our manufacturing process

- Meeting international quality management and environmental standards: ISO 9001, 14001 and OHSAS 18001
- 1st manufacturer owned IEC 17025 compliant testing laboratory, approving all incoming materials and performing 100% of IEC 61215/ IEC 61730 required tests
- 1st manufacturer to adopt ISO:TS 16949 (the automotive industry quality control standard) for PV quality control
- Over 230 quality control points from incoming materials through to shipping

4 Focused on product quality

- 10-year Product & 25-year Performance Warranty
- All products meet IEC, CE, MCS and UL standards, and are REACH compliant
- More than 150 scientists and engineers with deep solar industry experience
- Plus: Salt Mist and Ammonia Resistant, high PID Resistance and qualified to withstand loads of up to 5400 Pa

5 A tier-1 supplier offering an insurance backed warranty

Our 25-year warranty is complimented by non-cancellable 25-year insurance coverage backed by AM Best rated insurance carriers, minimizing warranty risk, helping finance your projects and adding peace of mind.

360° support at our regional offices

- 6** We are a dedicated team working in offices across Europe, able to provide real-time assistance, in over 10 languages, wherever you are and offering added-value service to our customers. We've shortened our delivery lead times to get your modules onsite sooner via our European warehouses, we provide technical product and system design support to our partners and offer financing solutions to facilitate project development and sales. In short, our customers know that they can count on Canadian Solar's 360° support.

A bankable partner

- 7** As the industry leader with strong and breakeven cash flow in the first half of this year, Canadian Solar stands out when we enter discussions with banks. Canadian Solar is white listed as over 40 financial institutions means we've covered by a full scope of banks active in the solar sector. Lenders want to partner with us and support our ongoing expansion, given our successful track record and strong financial position, demonstrating our bankability during a tough time for solar companies.

Growing thanks to a diversified business model

- 8** Canadian Solar was the first module supplier to diversify into project business. This aspect of our business is a major point of differentiation, and we believe it will drive both our long term success, improve profitability, and create value for our customers.

A Tier-1 Supplier rising to the challenge of changing market conditions

- 9** Canadian Solar is in a stronger financial condition than most module suppliers thanks in part to our lower debt and better liquidity position. Thanks to efficient manufacturing, long-term flexible supply agreements and up-stream joint-ventures, Canadian Solar is able to provide customers with competitive pricing. Despite tough market conditions Canadian Solar has "the strongest fundamentals among all other companies in the Solar Industry. Industry leading module cost reduction, a strong balance sheet, lowest cash burnout, a global distribution network, and above average cell efficiency are just some of the reasons that make Canadian Solar outshine rivals."¹

Top rankings in PVUSA Test Conditions (PTC) Ratings

- 10** Out of almost nine thousand eligible modules rated in the California Energy Commission (CEC)'s Solar Electric Incentive program, Canadian Solar modules continue to rank among the top for PTC efficiency ratings, maintaining their leadership position in the market. Canadian Solar's CS6P-P product line has a stellar PTC Efficiency rating average of 91 percent for wattages from 235-250. A higher PTC rating indicates higher actual on-site solar energy production per watt installed, which leads to faster return on investment.

Canadian Solar Inc. (NASDAQ:CSIQ) is one of the world's largest solar companies

As a leading vertically integrated provider of ingot, wafer, solar cell, solar module and other solar applications, Canadian Solar designs, manufactures and delivers solar products and solar system solutions for on-grid and off-grid use to customers worldwide. With operations in North America, Europe, Australia, Africa and Asia, Canadian Solar provides premium quality, cost-effective and environmentally-friendly solar solutions to support global, sustainable development.

1- Seeking Alpha - How To Play A Turnaround In Solar