



COMPANY OVERVIEW



Dr. Shawn Qu
Chairman, CEO and CTO (Director)



Yan Zhuang
President and
Chief Operating Officer



Thomas Körner
Corporate Vice President, Module
and System Solutions

A WORLD-CLASS POWER SOLUTIONS COMPANY

Chairman and President Dr. Shawn Qu founded Canadian Solar in 2001 with a bold vision: to foster sustainable development and to make lives better by bringing electricity powered by the sun to millions of people worldwide. Over 13,000 dedicated employees of Canadian Solar (NASDAQ: CSIQ) strive each day to make this vision a reality.

The company's two main lines of business are: (i) the manufacturing and sale of solar products and services, and (ii) the development, construction and sale of solar PV projects, working with both build-to-sell and build-to-hold business models. Over 43 GW of our solar modules have been installed so far, enough to provide clean, green power to an average of 3.73 million households.

Our products are in operation in more than 100 countries, giving us a truly global reach. These achievements put us at the forefront of making solar power competitive and mainstream.

Customers choose Canadian Solar because we deliver the best-possible value. Our wafers, cells, and modules combine superior quality with market-leading cost structures. And our solar projects consistently achieve the highest production values and returns on investment. We currently have more than 15 GW of such projects in our pipeline worldwide and are uniquely positioned to provide complete turnkey solar solutions. By bundling services for the entire project life cycle—feasibility study, permitting, engineering, procurement, construction, and maintenance—we can significantly reduce complexity and cost for industrial and commercial customers.



**FOUNDED 2001 IN
ONTARIO**



**OVER
13,000 EMPLOYEES**



**43 GW OF SOLAR MODULES SHIPPED,
WITH 15 GW PROJECTS IN PIPELINE**



**MORE THAN 1,000
GLOBAL PATENT LICENSES**



**2019 REVENUE
\$3.20 BILLION**



**MOST RECOMMENDED
SOLAR COMPANY IN 2016***

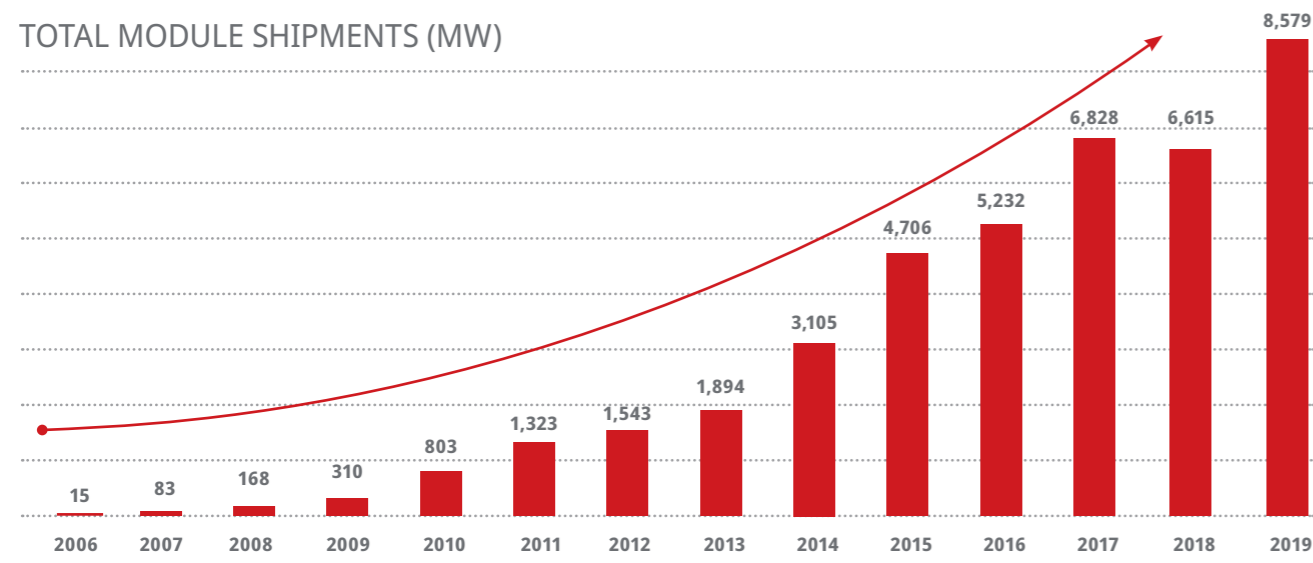
**CANADIAN SOLAR
EXISTS TO MAKE THE
DIFFERENCE.**



COMPANY FACTS

CANADIAN SOLAR HAS BEEN MAKING THE DIFFERENCE FOR 19 YEARS BY BRINGING A TOTAL OF MORE THAN 43 GW OF SOLAR CAPACITY TO OUR CUSTOMERS WORLDWIDE.

TOTAL MODULE SHIPMENTS (MW)



BUSINESS MODEL OVERVIEW

CANADIAN SOLAR'S CORE BUSINESS



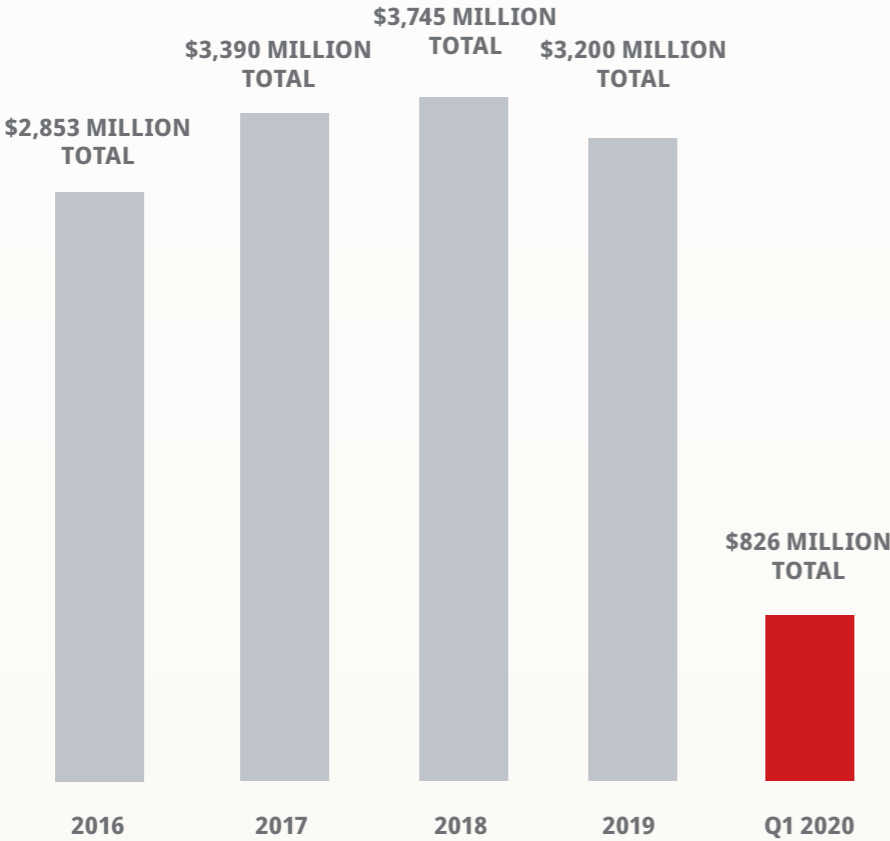


ONE OF THE MOST BANKABLE SOLAR COMPANIES WORLDWIDE

FINANCIAL STRENGTH

Steady growth has enabled Canadian Solar to become one of the world's biggest supplier of solar modules. And we've done it profitably.

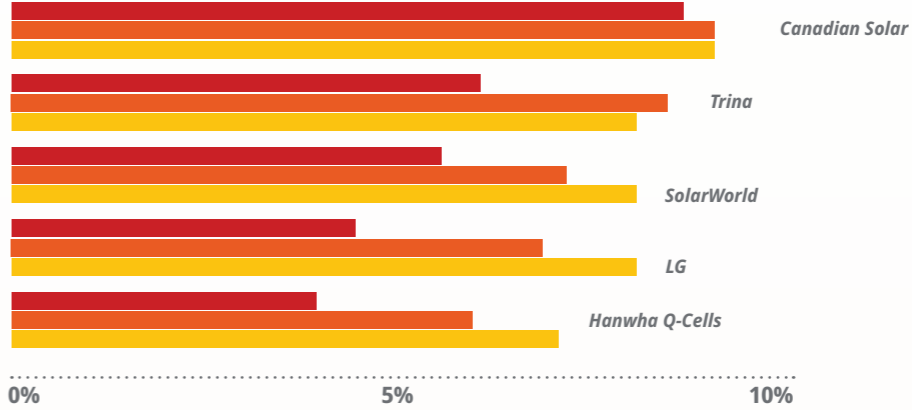
Our net income of \$171.6 million on revenue of \$3.20 billion in 2019 was among the best in the industry. These figures underscore Canadian Solar's ability to combine growth, profitability, and prudent financial management.



TOP BRAND FOR PRICE/PERFORMANCE RATIO & HIGHEST MODULE QUALITY

VERIFIED BY IHS

Brand for price/performance ratio, Highest module quality verified by IHS. Canadian Solar was confirmed as the module brand with the best price/performance ratio, the highest module quality and the highest likelihood of being recommended.



IHS Markit Source: IHS PV Module Customer Insight Survey 2016 ● Price/performance ratio ● Module quality ● Likelihood of recommendation

TOP-3 RATED BANKABLE SOLAR COMPANY



- 100% of respondents surveyed by BloombergNEF considered Canadian Solar's modules bankable.*
- Leading BNEF's Tier 1 ranking
- Bankable at 100+ financial institutions globally
- World Bank's International Finance Corporation has become shareholder in 2016
- Ranked No.1 for Corporate Social Responsibility
- Top AA-Rated bankable PV module supplier

INDEPENDENT BANKABILITY REPORTS OF SGURR & DELOITTE AVAILABLE UPON REQUEST



*The survey based on the respondents' perception, not BNEF.



STRONG LOCAL SALES AND PROJECT TEAM

MULTI-FACETED, MULTI-CULTURAL, MULTI-TALENTED

The headquarter of Canadian Solar's energy and sales business in Australia is in Melbourne. Those highly skilled and motivated employees within our Australian team encompass all relevant functions: project development, sales including key accounts and regional sales, business development, finance, technical, marketing, operations and legal affairs. With all this talent in-house, we can offer our customers the full range of services, from presale consultation and system design to after-sale service and training.

Moreover, our team brings together people of more than 10 different nationalities, ensuring that we have the cultural competence to understand and serve customers across Australia. This rich diversity also makes our Melbourne office a great place to work.

MISSION



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

VISION



Become a global solar solutions expert; create a bright future with our partners.

CORE VALUES



INNOVATION



INTEGRITY



TEAM WORK



ENTREPRENEURSHIP



EFFICIENCY

AUSTRALIA OVERVIEW



BEGAN BUSINESS IN AUSTRALIA IN 2011



AUSTRALIA HQ IN MELBOURNE



4 OFFICES, 5 WAREHOUSES IN AUSTRALIA



NO.1 PV MODULE BRAND IN 2016*
NO.2 MODULE SUPPLIER IN ASIA-PACIFIC (EXCEPT CHINA, INDIA, OR JAPAN)



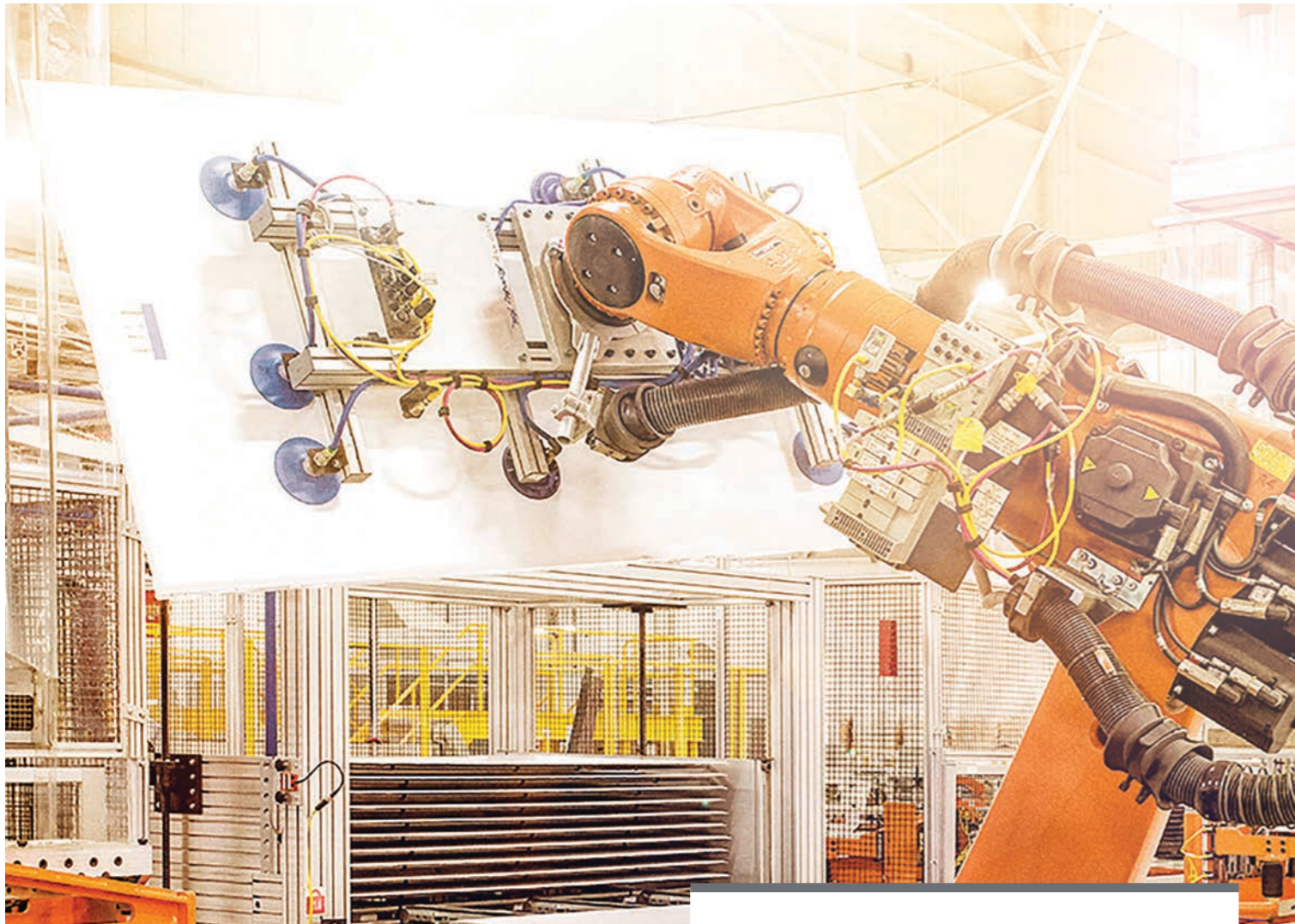
EXTENSIVE EXPERIENCE AND EXPERTISE ACROSS ALL FUNCTIONS



60+ LOCAL EXPERTS SERVING ALL

QUALITY AND SERVICE

ROBUST CONSTRUCTION IN ACCORDANCE WITH THE HIGHEST QUALITY STANDARDS GIVES OUR SOLAR PANELS OUTSTANDING LONGEVITY



Solar projects typically have a designed operating lifetime of 25 years. Our products have the longevity to meet these demands. We conduct rigorous in-house testing in our own laboratories to ensure durability and regularly submit our products to the world's leading independent testing institutes, including the Fraunhofer Society and TÜV Labs. We've adapted the stringent quality-management systems of the automotive industry to PV manufacturing and check every one of our products at 411 different points along the manufacturing process to ensure their quality. And we comply with a wide range of internationally recognised standards for quality and environmental management.

QUALITY CONTROL MEETS HIGHEST INTERNATIONAL STANDARDS

- > Compliance with ISO IEC 17024 procedures to approve all materials and components entering our facilities
- > Confirmation through IEC 61215 and IEC 61730 tests to ensure product safety and reliability
- > Adaption of the stringent quality-management system of the automotive industry to PV manufacturing
- > Compliance with international quality and environmental-management standards ISO 9001, QC080000, ISO 14001 and OHSAS 18001



411 QUALITY POINTS PROVIDE YOUR SYSTEMS OUTSTANDING LONGEVITY

Canadian Solar is committed to continually developing high quality products that you can trust. On top of our industry leading R&D team, designing innovative solar PV modules, we have stringent quality control criteria to ensure that Canadian Solar products consistently exhibit the exceptional quality we are renowned for.

With 411 quality control points across all areas of the product realisation process, from the incoming material inspection

to delivery, Canadian Solar stands out in the solar industry; continually developing new and more efficient technology without compromising on the panel quality.

These quality control points are consistently applied in all of our factories globally, so that our customers can be sure that no matter where they are, their Canadian Solar panels uphold our commitment to reliability and excellence.

SYSTEM SOLUTIONS PROVIDER

CANADIAN SOLAR MOVES TOWARDS OFFERING A FULL SUITE OF SYSTEM SOLUTIONS, ENABLING US TO SERVE YOU AS A ONE-STOP SHOP.

As a single source for modules, inverters, and more, Canadian Solar simplifies your procurement process with a unified contract, credit process, and invoice, as well as coordinated logistics and warranty, all from a supplier that understands solar.



O&M SERVICES

Canadian Solar's Operations and Maintenance services are designed to maximise the lifetime value of your solar power plant assets. Leveraging 19 years of solar industry experience, and over 1.8 GW under O&M operation worldwide, Canadian Solar proactively monitors and manages your plants minimising downtime and increasing site availability, resulting in maximum energy production, revenues and profitability. This global expertise has been brought to Australia, where 531 MW of O&M projects are under operation, and a further 657 MW have been contracted.

EPC SERVICES

Canadian Solar's Engineering, Procurement and Construction services deliver high quality projects with the best LCOE. Our commitment to excellence will help to ensure your project is delivered on time, on budget and with exceptional performance. Our EPC services offer advanced, innovative and cost-effective solutions for solar farms, backed by an expert team with extensive experience on projects in Australia and around the world, having built and connected over 4.7 GW of solar plants.

INVERTERS

Canadian Solar's grid-tied, transformerless string inverters are an optimal solution for commercial rooftop and small ground-mount applications. Furthermore, they are a cost-effective alternative to central inverters. Thanks to their modularity, string inverters allow designing power blocks and enable significant BoS cost savings.

- > Power classes available from 5 kWp to 125 kWp
- > Single Phase and 3 Phases
- > Peak efficiency of 99.1 %
- > Enable significant BoS cost savings



THREE-PHASE STRING INVERTER CSI-125KTL-GI-E

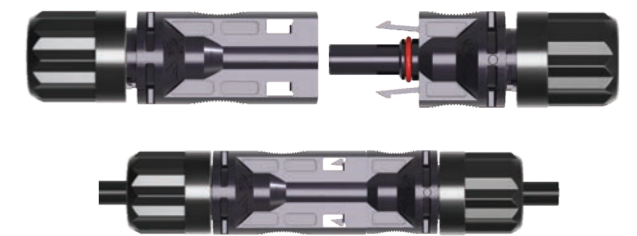
- > Maximum efficiency of 99.1%, EU efficiency up to 98.5%
- > Single MPPT for higher conversion efficiency
- > Transformerless design
- > PID mitigation capability
- > 5 years standard warranty, extension up to 20 years



T4 PV CONNECTORS

The Canadian Solar T4 PV connector is a high-quality field-installable PV connector-type. These connectors are made of high quality materials that guarantee long-term reliability. Lower contact resistance and higher current transfer capability ensure high product efficiency. T4 PV connectors have IP68 water- and dust-proof rating and can be used in a wide operating temperature range from -40 °C to 90 °C.

- > Suitable for 4 mm² /12 AWG and 10 AWG cables
- > Field toolkit, disconnect tool and jumper cables are available
- > T4 is the standard connector on Canadian Solar modules
- > 1000 V and 1500 V IEC / UL versions are available



NEWEST TECHNOLOGY

DUAL-CELL, BIFACIAL, SHINGLED & ENHANCED WAFER MODULES

BiHiKu

CS3W-PB-AG / CS3W-MB-AG



12 years

30 years *



High Efficiency Poly PERC Module: 435 W,
Efficiency: 19.5%
High Efficiency Mono PERC module: 445W,
Efficiency: 19.9%

- First bifacial poly module exceeding 400 W
- 24% higher front side power than conventional modules, up to 30% more power from back side.
- Wind load up to 3600 Pa, heavy snow load up to 5400 Pa
- LID +LeTID <2.0%

BiKu

CS3K-MB-AG / CS3K-PB-AG
CS3U-MB-AG / CS3U-PB-AG



12 years

30 years *



High Efficiency Bifacial Poly PERC Module: 385 W,
Efficiency: 19.2%
High Efficiency Bifacial Mono PERC Module: 400 W,
Efficiency: 19.9%

- Lower working temperature: 41±3°C, low temperature coefficient (Pmax): -0.36 % / °C
- Up to 30% more power from the back side, Bifaciality up to 75%
- Better shading tolerance, lower hot spot temperature
- LID +LeTID <2.0%

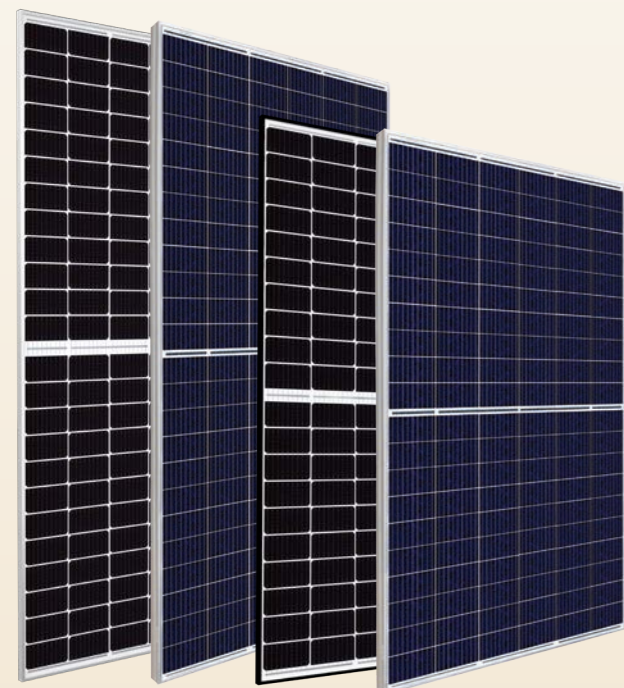
HiKu

CS3W-P / CS3W-MS
CS3L-P / CS3L-MS



12 years

25 years *



High Efficiency Poly PERC Module: 440 W,
Efficiency: 19.9%
High Efficiency Mono PERC module: 375 W,
Efficiency: 20.3%

- First poly module exceeding 400 W
- Up to 4.5% lower LCOE, up to 2.7% lower system cost
- Better shading tolerance, lower hot spot temperature
- LID +LeTID <2.0%

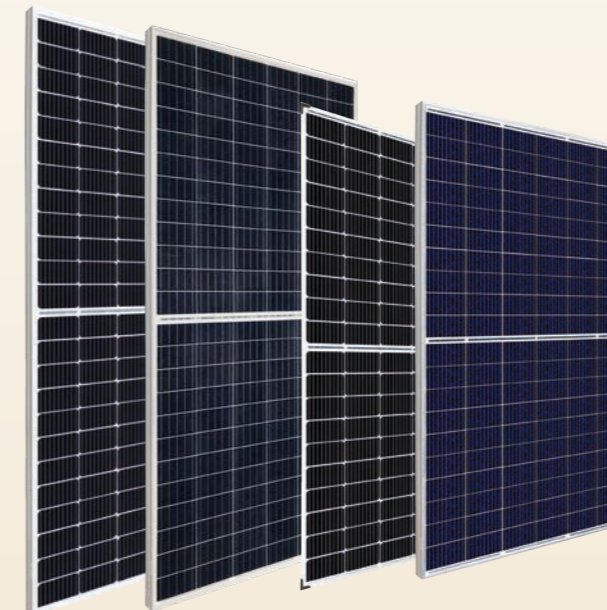
KuDYMOND

CS3K-MS-AG / CS3K-P-AG
CS3U-MS-AG / CS3U-P-AG



12 years

30 years *



High Efficiency Poly Module: 395 W,
Efficiency: 19.91%
High Efficiency Mono PERC Module: 400 W,
Efficiency: 20.16%

- Lower working temperature: 42±3°C, low temperature coefficient (Pmax): -0.37 % / °C
- Better shading tolerance, lower hot spot temperature
- Wind load up to 4000 Pa, heavy snow load up to 8100 Pa
- LID +LeTID <2.0%

**WE MANUFACTURE AND MARKET SOLAR PANELS FOR ALL APPLICATIONS:
RESIDENTIAL, SMALL AND LARGE COMMERCIAL, UTILITY-SCALE, AND OFF-GRID.**

KuMAX
CS3U-MS / CS3U-P



12
years

25
years



High Efficiency Poly PERC Module: 395W,
Efficiency: 19.91 %
High Efficiency Mono PERC Module: 400 W,
Efficiency: 20.2 %

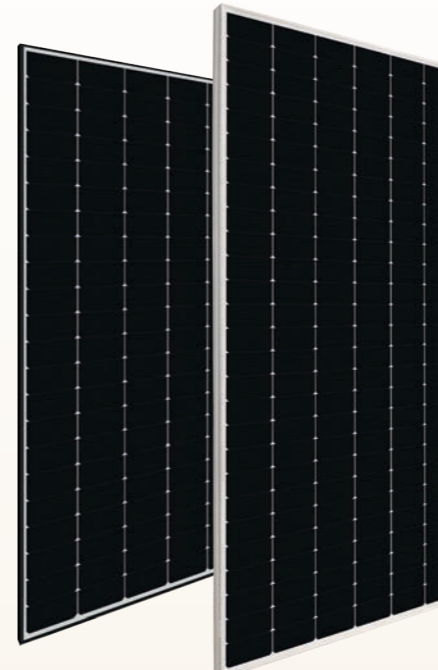
- High PTC rating up to 93.27%
- Low power loss in cell connection
- Lower working temperature: 42±3°C, Low temperature coefficient (Pmax): -0.37 % / °C
- LID +LeTID <2.0%

HiDM
CS1H-MS / CS1U-MS



15
years

25
years



High Efficiency Module: 345 W,
Efficiency: 20.46 %
High Efficiency Module: 420 W,
Efficiency: 20.37 %

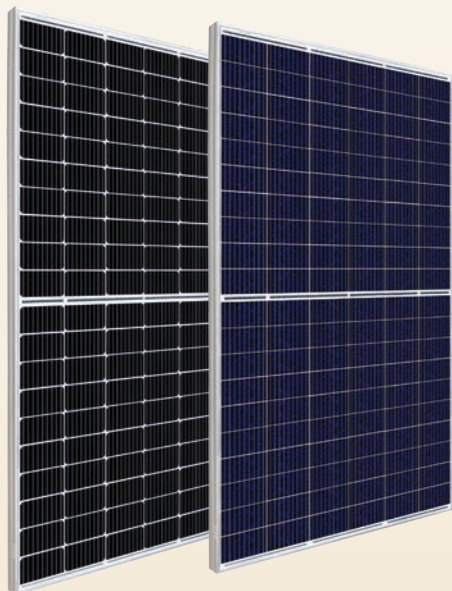
- Aesthetic appearance
- Module efficiency up to 20.46%
- Shingled cell design maximises the light absorption area
- LID +LeTID <2.0%

KuPOWER
CS3K-MS / CS3K-P



12
years

25
years



High Efficiency Poly Module: 330 W,
Efficiency: 19.86%
High Efficiency Mono PERC Module: 335 W,
Efficiency: 20.2%

- High PTC rating up to 93.28%
- Lower working temperature: 42±3°C, low temperature coefficient (Pmax): -0.37 % / °C
- Better shading tolerance, lower hot spot temperature
- LID +LeTID <2.0%

WE ARE BANKABLE

As a top 3 world rated solar company with a minimum 25 year performance warranty on our solar panels we'll be around for the lifetime of your home solar system.

*

12
years

**PRODUCT WARRANTY
ON MATERIALS AND
WORKMANSHIP**

15
years

**LINEAR POWER
OUTPUT WARRANTY**

25
years

**LINEAR PERFORMANCE
WARRANTY ON
PHOTOVOLTAIC DOUBLE GLASS
MODULE PRODUCTS**

30
years

Canadian Solar has been given AA-Rated, the highest bankability status in Q3'19 release of the PV-Tech Module Bankability Ratings.

GLOBAL REACH WITH PROFESSIONAL LOGISTICS



- MANUFACTURING FACILITIES
- WAREHOUSE
- SALES OFFICE

ENERGY GROUP

GLOBALLY DIVERSIFIED PROJECTS

CANADIAN SOLAR HAS DEVELOPED AND BUILT LARGE-SCALE SOLAR PROJECTS FOR CUSTOMERS ACROSS THE GLOBE. OUR PROJECTS HAVE EARNED A REPUTATION FOR DELIVERING THE HIGHEST ENERGY YIELD AND RETURN ON INVESTMENT.

1. NORTH AMERICA

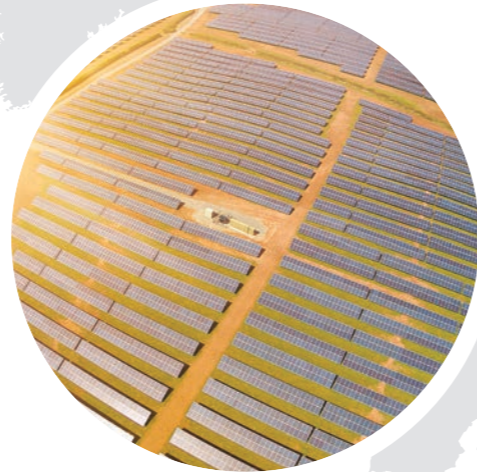
570 MW O&M
216 MW IN OPERATION
4,847 MW IN PIPELINE



THUNDERBAY AIRPORT, CANADA
Power generation: 8.5 MW

2. LATAM

467 MW O&M
3,891 MW IN PIPELINE
100 MW IN OPERATION
732 MW UNDER CONSTRUCTION



HOPCLASS, UK
Power generation: 10.3 MW

3. EMEA

145 MW O&M
2,159 MW IN PIPELINE



KEETMANSHOOP, NAMIBIA
Power generation: 6 MW

4. CHINA

674.91 MW O&M
459 MW IN OPERATION
430 MW IN PIPELINE

5. JAPAN

232.51 MW O&M
85 MW IN OPERATION
70 MW UNDER CONSTRUCTION



E32, JAPAN
Power generation: 1.2 MW

6. AUSTRALIA

1,189 MW O&M
1,200 MW PIPELINE



LONGREACH, AUSTRALIA
Power generation: 17.4 MW

PROJECT REFERENCES AUSTRALIA



1. NORMANTON SOLAR FARM, QLD
Module: CS6X-P
Power generation: 5 MW



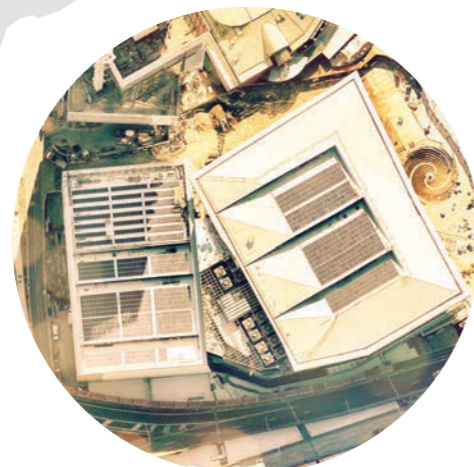
2. IKEA NATIONAL PROJECT, VIC, NSW & QLD
Module: CS6X-P and CS6P-P
Power generation: 3.6 MW



7. DARLINGTON POINT SOLAR FARM, NSW
Module: CS3W-P, CS3W-PB-AG
Power generation: 333.48 MW



3. SHELLHARBOUR SHOPPING CENTRE, NSW
Module: CS6P-P
Power generation: 1.2 MW



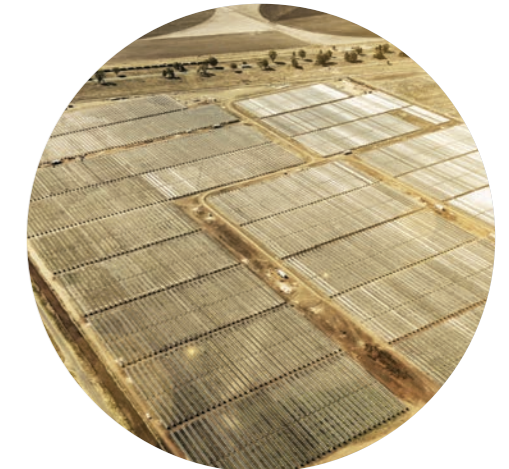
4. SYDNEY CONVENTION CENTRE, NSW
Module: CS6P-P-SD
Power generation: 521 kW



5. LONGREACH SOLAR FARM, QLD
Module: CS6U-M
Power generation: 17.4 MW



8. FINLEY SOLAR FARM, NSW
Module: CS3U-P
Power generation: 175 MW



6. OAKEY SOLAR FARM, QLD
Module: CS6U-M, CS3U-P
Power generation: 100 MW

"We have a long-term approach to sustainability, globally our ambition is to switch to renewable energy to become energy independent by 2020, and we're well on the way. For an installation of this size, installing solar systems on to the roofs of our stores and warehouses here in Australia is a considerable undertaking and each of our sites' has had its challenges. It's important to us and our business to ensure we have efficient, reliable high quality product together with a competitive offer, expert knowledge and experience."

RICHARD WILSON, SUSTAINABILITY MANAGER, IKEA AUSTRALIA

CONTACT

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