

# **COMPANY PROFILE**

## **MSS EMEA**

January 2024



**Dr. Shawn Qu**

*Chairman & Chief  
Executive Officer of  
Canadian Solar*



**Yan Zhuang**

*President CSI Solar*



**Susanne Pflug**

*General Manager &  
President MSS, EMEA*

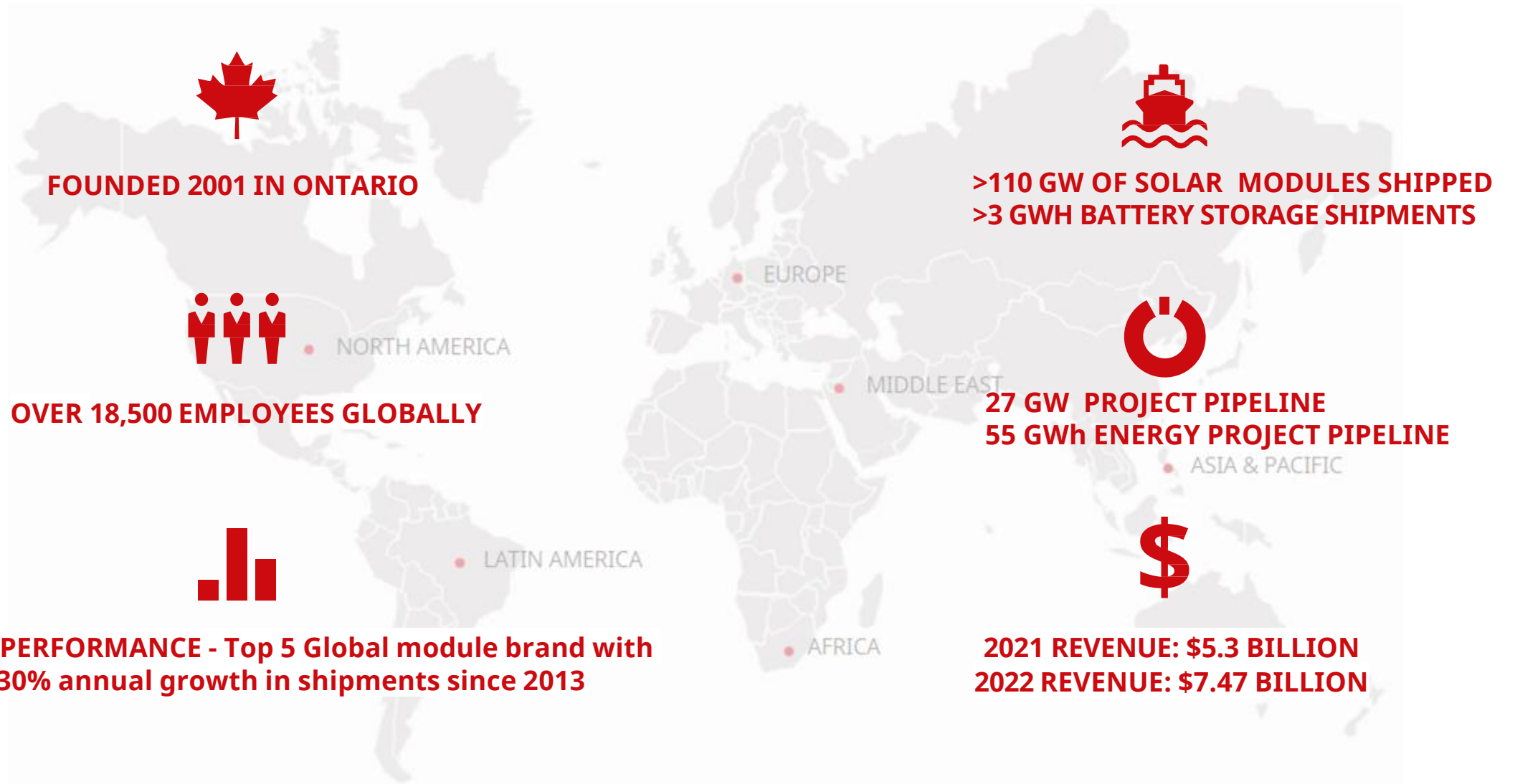
## **Our Mission**

**Lead the energy revolution and create a brighter future together.**

**The nearly 18,500 dedicated employees of Canadian Solar (NASDAQ: CSIQ) strive each day to make this vision a reality.**

- Canadian Solar has successfully delivered over 110 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.
- 8.7 GWp of contracted solar projects in operation, construction and backlog; 27 GWp 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)

1

### Manufacturing: CSI Solar

- Top tier solar module brand: cumulative shipments of 110 GW. Delivered 8.3 GW in Q3 of 2023, expect over 30 GW in 2023 and 42-47 GW in 2024
- Solar module manufacturing and total system solutions provider including inverters, system kits, energy storage and EPC services
- Battery storage solutions provider, delivering end-to-end, integrated battery storage solutions for utility scale, commercial and industrial, and residential applications
- Delivered 2.9 GWh in battery storage shipments cumulatively, expect 1.8-2.0 GWh in 2023 and 6-6.5 GWh in 2024; \$2.6 billion in the contracted backlog

2

### Project Development: Recurrent Energy

- Solar project development: develop, build, operate, sell and own solar and solar power plants across 20+ countries/ territories
- Battery storage project development: co-located utility-scale solar plus energy storage and stand-alone battery storage
- 27 GW of total solar project pipeline (1) of which 14 GW have interconnections
- 55 GWh of total battery storage pipeline (2) of which 13 GWh have interconnections

# 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: Showing office locations only. Certain offices are shared between the CSI Solar and Recurrent Energy businesses. Canadian Solar may do business in more locations than shown on the map.

# Overview EMEA MSS – Europe, Middle East & Africa



**EMEA HQ IN  
MUNICH**



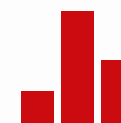
**Global Local  
In EMEA OVER 150 EMPLOYEES  
AND OVER 45 NATIONALITIES**



**EMEA TEAM REALIZING SHIPMENTS  
TO OVER 60 COUNTRIES IN 2022**



**4 OFFICES  
3 WAREHOUSES IN EMEA**



**AMONG THE TOP 5 MODULE SUPPLIER\***



**EXTENSIVE EXPERIENCE AND EXPERTISE  
ACROSS ALL FUNCTIONS**



\* based on S&P Global Commodity Insights (Formerly known as IHS),  
January 2023

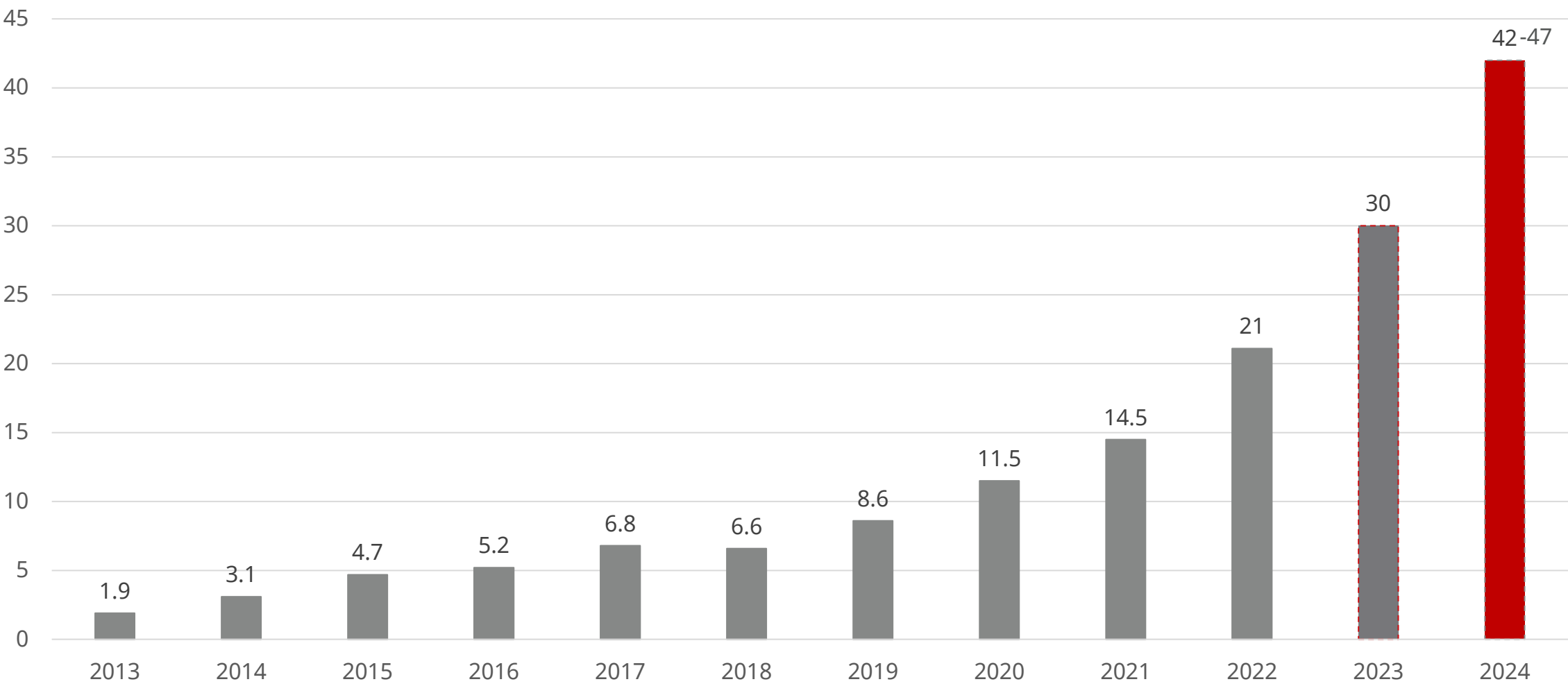
## Company Facts

**Canadian Solar has been making the difference for over 22 years. By bringing a total of more than 110 GW of solar capacity to our customers worldwide.**



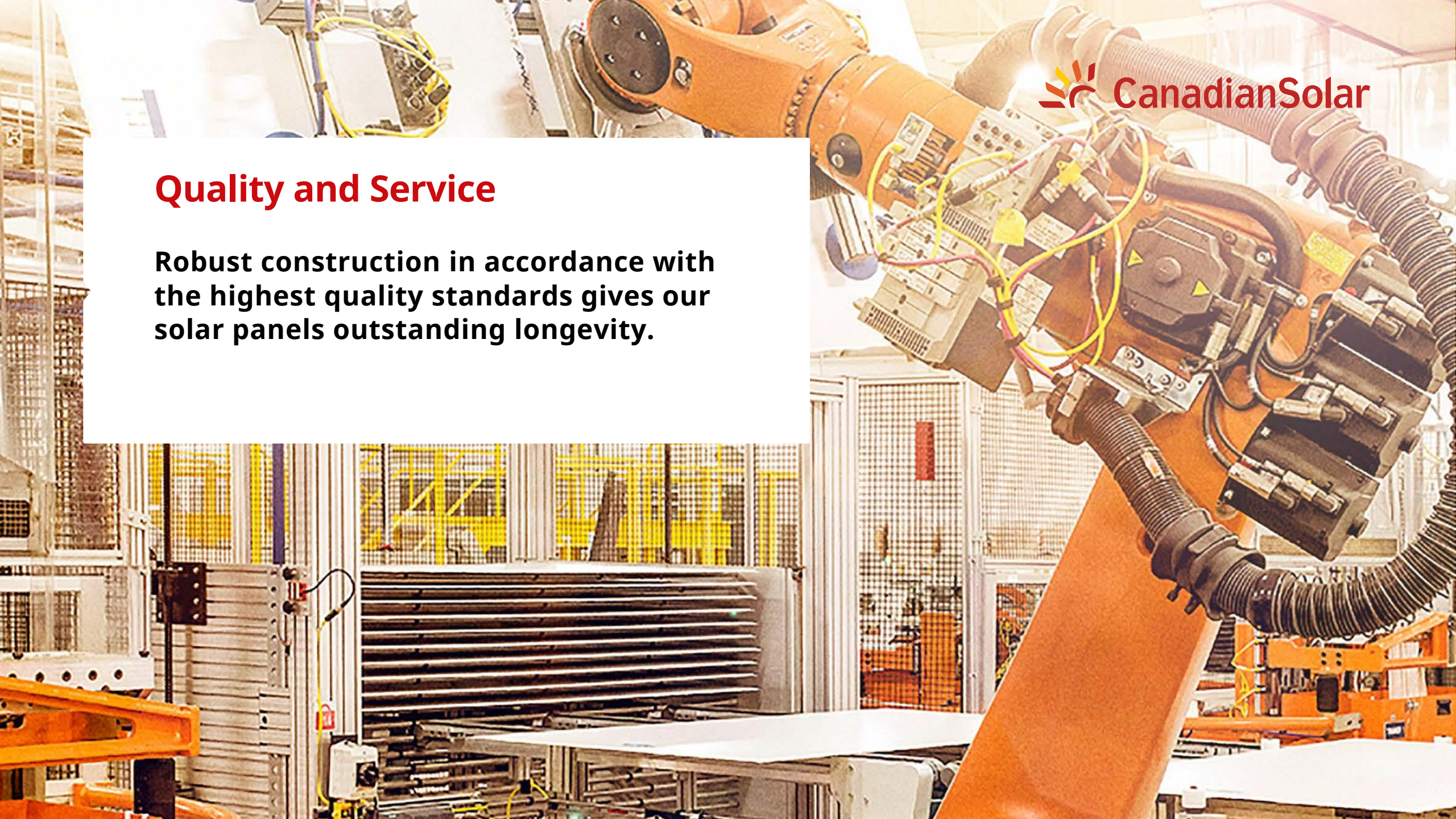
# TOTAL MODULE SHIPMENTS (GW)

47% shipment growth expected from 2023 to 2024 with a historical CAGR of 33%



## Quality and Service

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



# Research & Development

## Highlights

- Has begun the mass production of N-type TOPCon modules in Q1 2023, and the highest module power is expected to be increased to 705W. Specially developed for bifacial utility applications, this product line will further increase the module wattage output.
- Launched the SolBank, a proprietary designed and manufactured energy storage battery solution for utility-scale applications and the EP Cube, a lightweight and sleek all-in-one residential energy storage solution in Sept. 2022.
- Commercially launched high efficiency N-Type Heterojunction or HJT module in 2021.
- 2,134 authorized patents worldwide until the end July 2022.



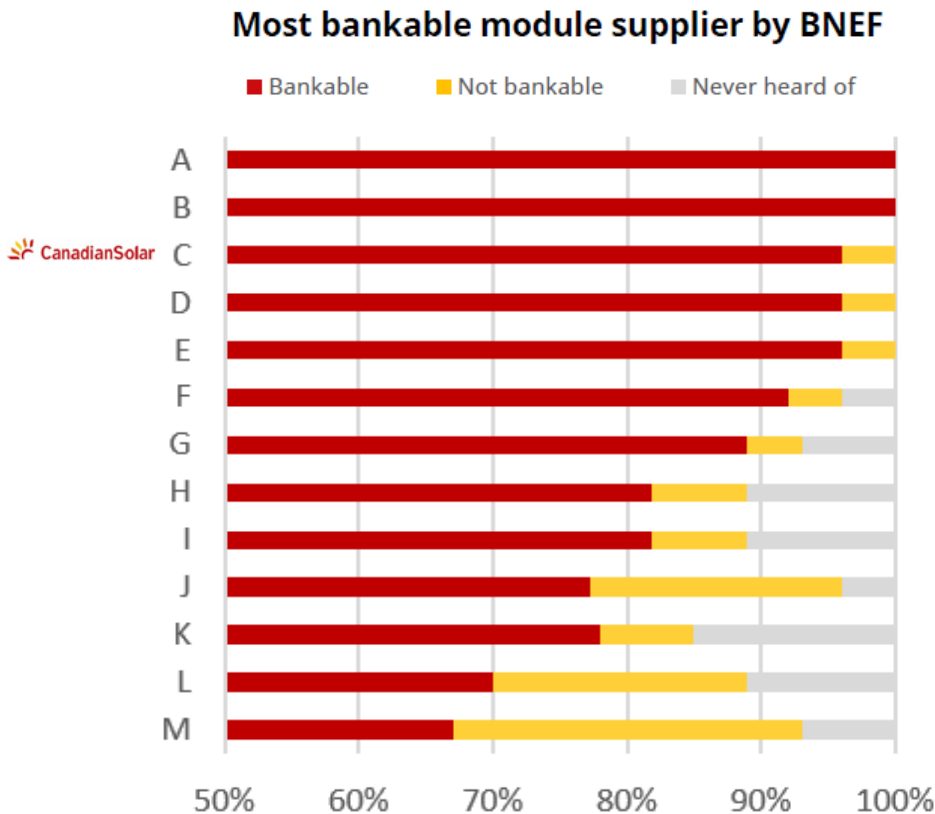
## Financial Strength

**Top-tier, bankable and globally diversified solar module brand, continuously listed on Bloomberg Tier 1 manufacturer list.**



# World-Leading Bankable Brand

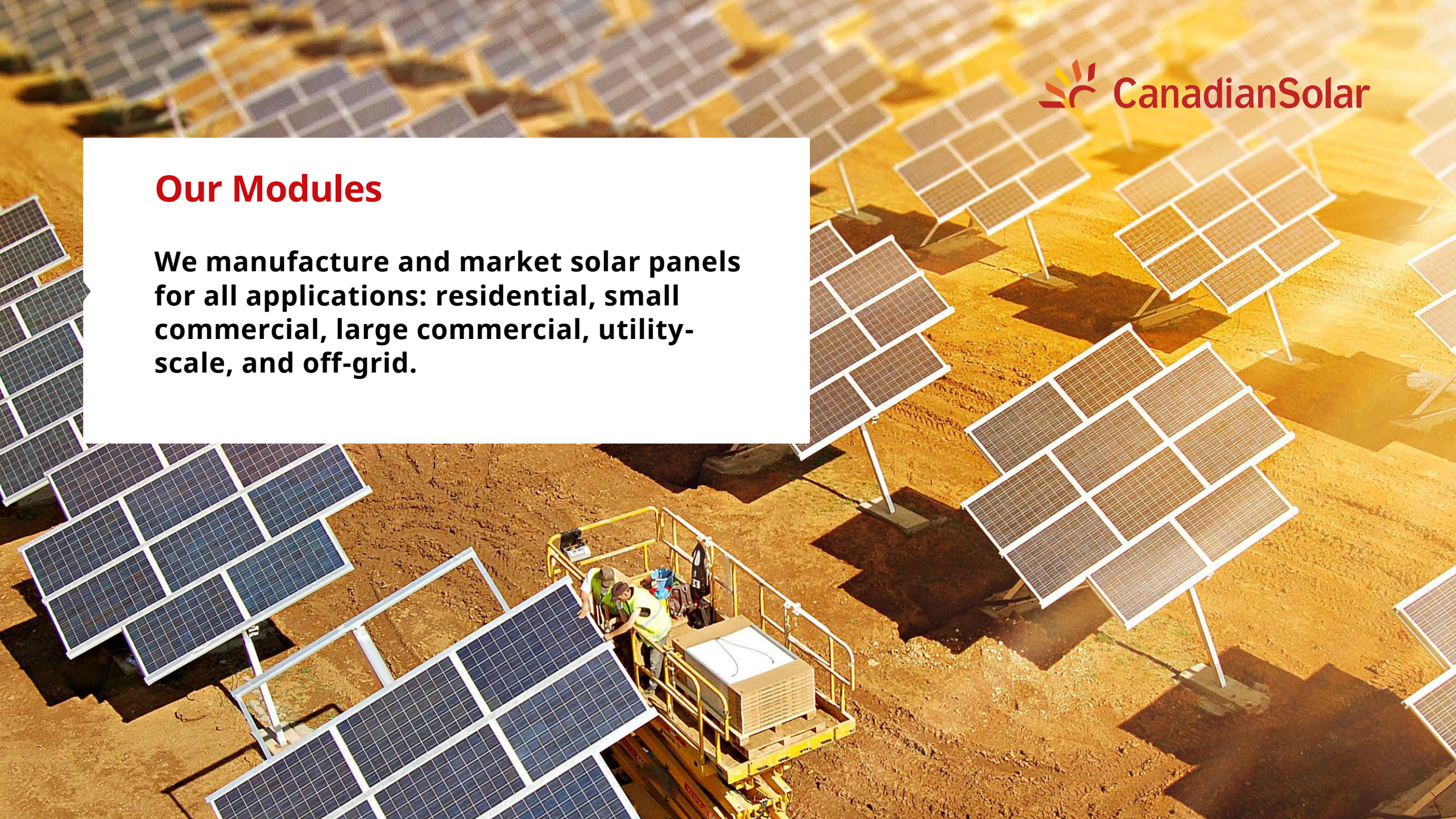
Among the most bankable module supplier, based on BloombergNEF's module bankability survey (published Dec 5th, 2023)



Source: Extract from Bloomberg New Energy Finance PV Module and Inverter Bankability 2023. Solar brand bankability ratings are used by financial institutions across the world for credit analysis, indicating the likelihood that projects using the said solar products will be offered non-recourse financing by banks. Factors considered include quality and reliability of products and services, warranties, financial strength and track record.

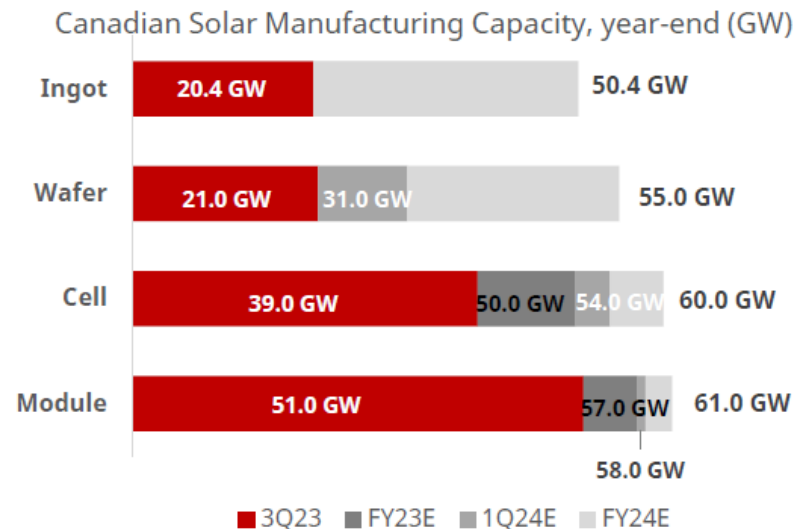
## Our Modules

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

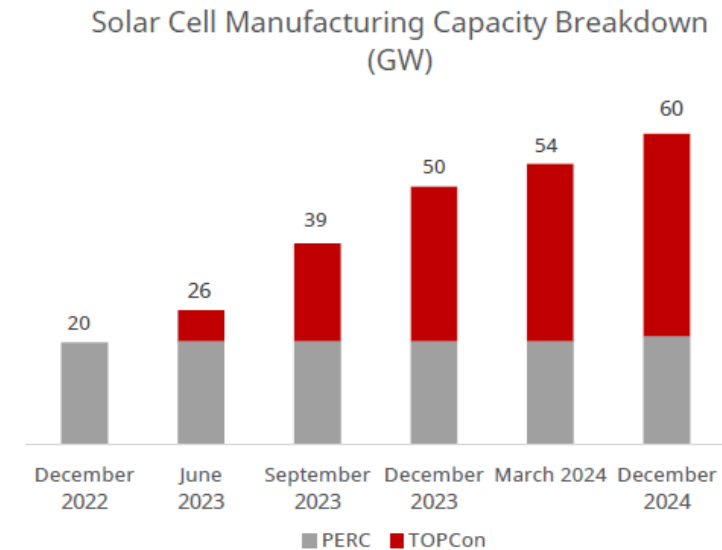


# Robust and improving capacity structure to drive profitable growth

- In the long term, with demand growth and supply consolidation, CSI Solar's strategy is to expand capacity and increase the level of vertical integration, in order to gain global market share, enhance pricing power, better control costs and improve profitability over the long run.
- In the near term, our capacity structure is being improved with higher level of vertical integration, taking into account technological advances and upstream supply chain dynamics.



## N-type TOPCon cell accounts for half of total cell capacity



# Existing Portfolio Overview

## P-Type PERC 182/210 MONOFACIAL

### HiKu 6

### HiKu 7



Also available  
with black frame



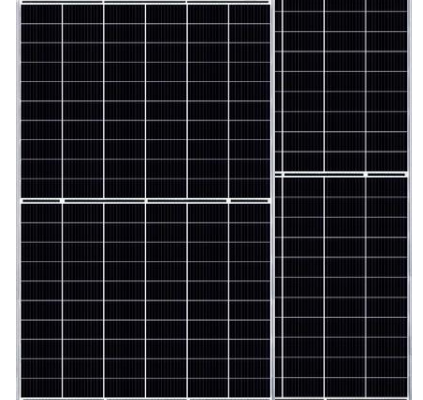
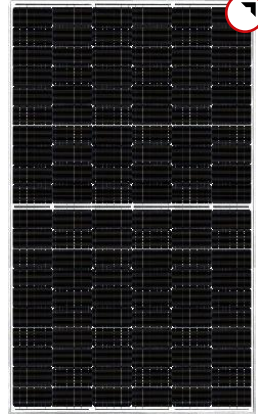
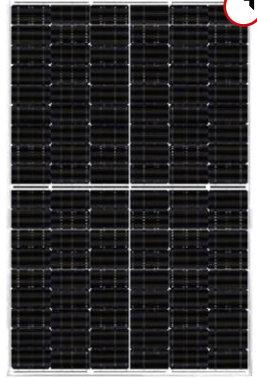
Residential



Commercial



Utility



#### Product Name

**CS6R-MS**

**CS6L-MS**

**CS6W-MS**

**CS7L-MS  
CS7N-MS**

#### Wattage

**395-420 W**

**445-465 W**

**535-560 W**

**585-615 W  
645-675 W**

#### Efficiency

21.5%

21.5%

21.7%

21.7%

#### Cells

54 x 182 half-cut **mono-PERC**  
10 Busbars

60 x 182 half-cut **mono-PERC**  
10 Busbars

72 x 182 half-cut **mono-PERC**  
10 Busbars

**60/66 x 210** half-cut **mono-PERC**  
12 Busbars

#### Dimensions Weight

1722 x 1134 x 30 mm  
21.3 kg

1903 x 1134 x 30 mm  
24.2 kg

2278 x 1134 x 30 mm  
27.6 kg

2172 x 1303 x 35 mm (31.0 kg)  
2384 x 1303 x 35mm (33.9 kg)

#### Pcs per Pallet / Container

35 / 910

35 / 840

35 / 700

31 / 558

#### Product Warranty Performance Warranty

12 yrs  
25 yrs (84.8 %, 2 + 0.55 %)

12 yrs  
25 yrs (84.8 %, 2 + 0.55 %)

12 yrs  
25 yrs (84.8 %, 2 + 0.55 %)

12 yrs  
25 yrs (84.8 %, 2 + 0.55 %)

# Portfolio Overview

## TOPHiKu6 182/182R MONOFACIAL



Also available  
with black frame



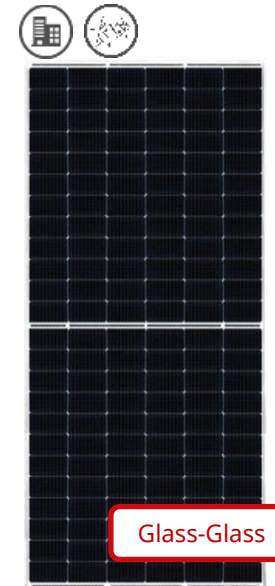
Residential



Commercial



Utility



### Product Name

**CS6R-T**

**CS6.1-54TD**

**CS6W-T**

**CS6.1-72TD**

### Wattage

**420-445 W**

**445-470 W**

**570-595 W**

**595-620 W**

### Efficiency

22.8 %

23.0 %

23 %

23.0 %

### Cells

54 x 182 half-cut **n-type TOPCon**  
16 Busbars

**54 x 182R** half-cut **n-type TOPCon**  
16 Busbars

72 x 182 half-cut **n-type TOPCon**  
16 Busbars

**72 x 182R** half-cut **n-type TOPCon**  
16 Busbars

### Dimensions

1722 x 1134 x 30 mm

1800 x 1134 x 30 mm

2278 x 1134 x 30 mm

2382 x 1134 x 30 mm

### Weight

21.3 kg

22.7 kg

27.6 kg

33.6 kg

### Pcs per Pallet / Container

35 / 910

35 / 840

35 / 700

36 / 720

### Product Warranty

12 yrs / **25 yrs (Europe)**

12 yrs / **25 yrs (Europe)**

12 yrs

12 yrs

### Performance Warranty

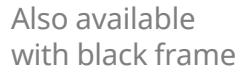
30 yrs (87.4 %, 1 + 0.4 %)

30 yrs (87.4 %, 1 + 0.4 %)

30 yrs (87.4 %, 1 + 0.4 %)

30 yrs (87.4 %, 1 + 0.4 %)

# TOPBiHiKu6 182/182R BIFACIAL

**CSI Solar Co., Ltd.**

# Ground mounted PV Portfolio Overview

## 210 Bifacial Modules

### BiHiKu 7

### TOPBiHiKu 7



Also available  
with black frame



Residential



Commercial



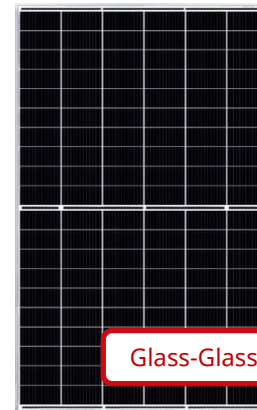
Utility



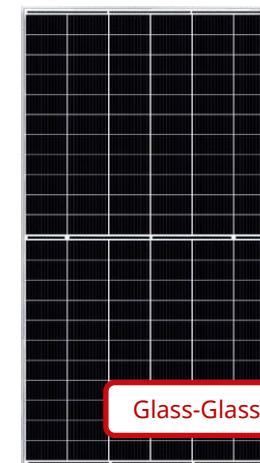
Glass-Glass



Glass-Glass



Glass-Glass



Glass-Glass

Product Name	CS7L-MB-AG	CS7N-MB-AG	CS7L-TB-AG	CS7N-TB-AG
Wattage	580-610 W	640-670 W	615-635 W	675-705 W
Efficiency	21.6 %	21.6 %	22.8 %	22.7 %
Cells	60 x 210 half-cut mono-PERC 12 Busbars	66 x 210 half-cut mono-PERC 12 Busbars	60 x 210 half-cut <b>n-type TOPCon</b> 18 Busbars	66 x 210 half-cut <b>n-type TOPCon</b> 18 Busbars
Dimensions	2172 x 1303 x 35 mm	2384 x 1303 x 35 mm	2172 x 1303 x 33 mm	2384 x 1303 x 33 mm
Weight	31.0 kg	34.4 kg	34.5 kg	37.8 kg
Pcs per Pallet / Container	33 / 594 pcs	33 / 594 pcs	33 / 594 pcs	33 / 594 pcs
Product Warranty	12 yrs	12 yrs	12 yrs	12 yrs
Performance Warranty	30 yrs (84.95 %, 2 + 0.45 %)	30 yrs (84.95 %, 2 + 0.45 %)	30 yrs (87.4 %, 1 + 0.4 %)	30 yrs (87.4 %, 1 + 0.4 %)

# Solar Solutions from a Single Source

As a single source for modules, inverters, storage and accessories, Canadian Solar simplifies the procurement process with a unified contract, credit process, and invoicing as well as coordinated logistics. All from a supplier that understands and has a track record of innovation in 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 solar module suppliers worldwide and has successfully delivered over 110 GW to customers across the globe. Our wide product portfolio enables us to offer high-quality solutions for each application – whether residential, commercial and utility scale. Our business incorporates the full range of photovoltaic applications; from module manufacturing, energy and battery storage solutions to the development of utility scale power and battery storage projects.

## Inverter Portfolio

Canadian Solar's inverter portfolio is a series of three-phase string inverters that are ideal for rooftop and small to medium ground-mount applications on commercial and industrial applications.

They feature multi MPPTs with a maximum current of up to 50 A per MPPT and a patented cooling technology for long-term reliability. Having passed the most demanding durability tests in the industry, Canadian Solar inverters come with a 10-year warranty and the option to extend this to 20 years service lifetime. This offers our customers a complete solution and the ideal combination of solar modules and inverters working perfectly with each other.

## Storage Portfolio

Canadian Solar offers a range of storage solutions for every application, from residential homes to demanding commercial and industrial installations, and to wide-ranging utility applications.

With a modular and contemporary design, Canadian Solar's residential storage is built for easy transport and installation, offers three different modes of use to solve all household needs, and can be commissioned and managed by use of an easy-to-use app.

Based on similar technologies at the correct scale, Canadian Solar's storage solutions for the C&I and utility sectors are modular, cost-effective and flexible kWh-scale battery storage systems where multiple units can be connected in parallel, meeting our customers' energy storage needs for today and for the future.

# String Inverters



## CSI-Commercial (15-25 kW)



**Nominal Power:**  
15/17/20/23/25 kW  
**Three-Phase LV 400V**

### Key Features:

- Maximum efficiency up to 98.6%
- 2 MPPTs - 4 Strings-Input (30A/36A) with wide range of 160 – 1,000 V<sub>DC</sub>
- Real-time monitoring with the Canadian Solar monitoring portal

## CSI-Commercial (40-60 kW)



**Nominal Power:**  
40/50/60 kW  
**Three-Phase LV 400V**

### Key Features:

- Maximum efficiency up to 98.7%
- 3/5 MPPTs – 6/8/10 Strings-Input (30A) with wide range of 200 - 1,000 V<sub>DC</sub>
- Real-time monitoring with the Canadian Solar monitoring portal

## CSI-Commercial (100-120 kW)



**Nominal Power:**  
100/110/120 kW  
**Three-Phase LV 400V**

### Key Features:

- Maximum efficiency up to 98.5%
- 6/9 MPPTs – 12/18 Strings-Input (30A-40A) with wide range of 200 - 1000 V<sub>DC</sub>
- Real-time monitoring with the Canadian Solar monitoring portal

# Storage – Portfolio

10\*  
years

**BATTERY CAPACITY WARRANTY**  
\*up to 10 years or 6000 cycles  
(whichever occurs first)

## EP Cube\*

### Residential Energy Storage System

EP Cube is a flexible and intelligent home energy storage system intended for smart management of solar power generation and residential electricity consumption. It combines an aesthetic and compact design with a customizable storage capacity. It is easy and quick to install, and the operations are safe and reliable. Furthermore, the device is available for remote control.

#### Key Features:



Integrated hybrid inverter  
Supports DC and AC input



Modular battery system  
Easy to install and transport



Supports Wi-Fi and cellular communication  
Remotely monitor generation and consumption



Multiple energy storage modes  
Guarantees household power supply



\* Please contact your sales representative for the availability in your region.

# Storage – Portfolio

20\*  
years





**BATTERY CAPACITY WARRANTY**  
\*up to 20 years or 7300 cycles  
(whichever occurs first)

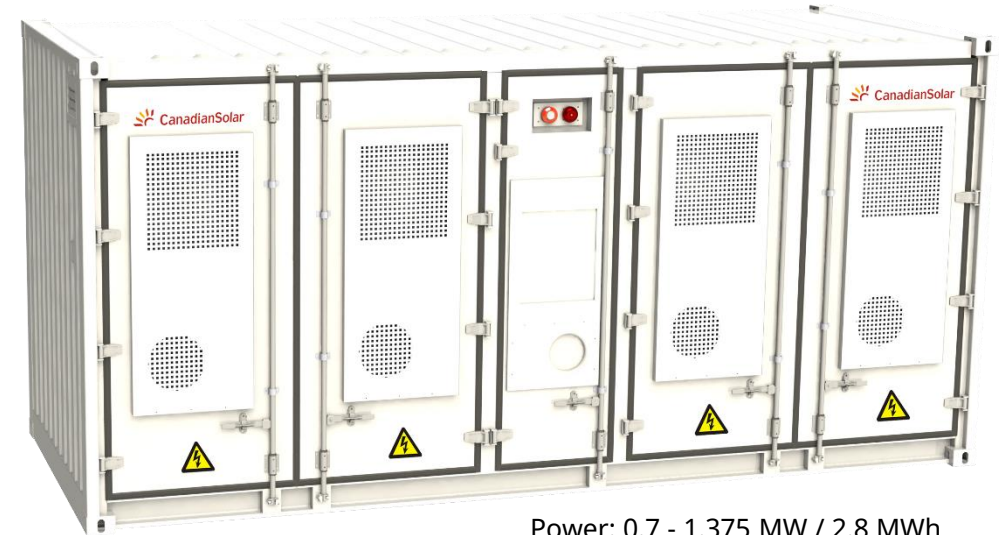
## Storage Block\*

### Utility Energy Storage System

Storage Block is a modular, flexible, dedicated, simple and cost-effective MWh-scale battery energy storage system. Multiple Storage Blocks can be expanded in parallel to meet today's energy storage needs and to be prepared for upcoming requirements. It has a leading Energy Density with up to 5.0 MWh Capacity.

#### Key Features:

-  314Ah LFP cell leads to high energy density
-  Active balancing BMS releases more energy and extends the life of the system
-  Liquid cooling technology with design redundancy, cell temperature controlled within the optimal operating range
-  Multi-stage thermal spread protection technology



Power: 0.7 - 1.375 MW / 2.8 MWh

\* Please contact your sales representative for the availability in your region.

# Europe & Middle East

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

MADRID, SPAIN  
*Subsidiary*

MUNICH, GERMANY  
*MSS EMEA HQ*

DUBAI, UAE  
*Subsidiary*



# Africa



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

  **CAPETOWN, ZAF**  
*Subsidiary*

# 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

## Global Headquarters

### Canadian Solar Inc. (CSIQ)

545 Speedvale Avenue West,  
Guelph, Ontario N1K 1E6, Canada

### CSI Solar Co., Ltd.\*

199 Lushan Road, SND, Suzhou, Jiangsu,  
China, 215129

\*Subsidiary of Canadian Solar Inc., Module and System Solutions ("MSS") business

## EMEA MSS Headquarters - Germany

### Canadian Solar EMEA GmbH

Radlkoferstrasse 2  
81373 Munich, Germany  
P: +49 (0) 89 519 968 90  
F: +49 (0) 89 519 9689 11  
E: sales.emea@csisolar.com

## Spain

### Canadian Solar MSS IBERIA S.L.

Plaza de Manuel Gómez-Moreno, 2, Planta 8 modulo B  
28020 Madrid, Spain  
E: sales.emea@csisolar.com

## South Africa

### Canadian Solar South Africa (Pty) Ltd

4th Floor, Suite F0405A Letterstedt Newlands on Main  
Cnr: Campground & Main Roads  
7700 Cape Town, South Africa  
P: +27 (0) 21001 4828  
E: sales.ssa@csisolar.com

## U.A.E. - DUBAI

### Canadian Solar Middle East DMCC

ONE-JLT Business Center, Jumeirah Lake Towers  
Dubai, UAE  
P: +971 4 4295828  
E: sales.me@csisolar.com

**THANK YOU!**

[marketing.emea@csisolar.com](mailto:marketing.emea@csisolar.com)