



et \ Towards Excellence



About ET Solar Group

Company Overview

Milestones of Towards Excellence

Sustainable Growth (2005 – 2012)

Global Network and Local Service

About ET Solar Group - Company Overview

ET Solar Group
A solar power one stop solution provider

Wafer

Cell

Module

Project
Development

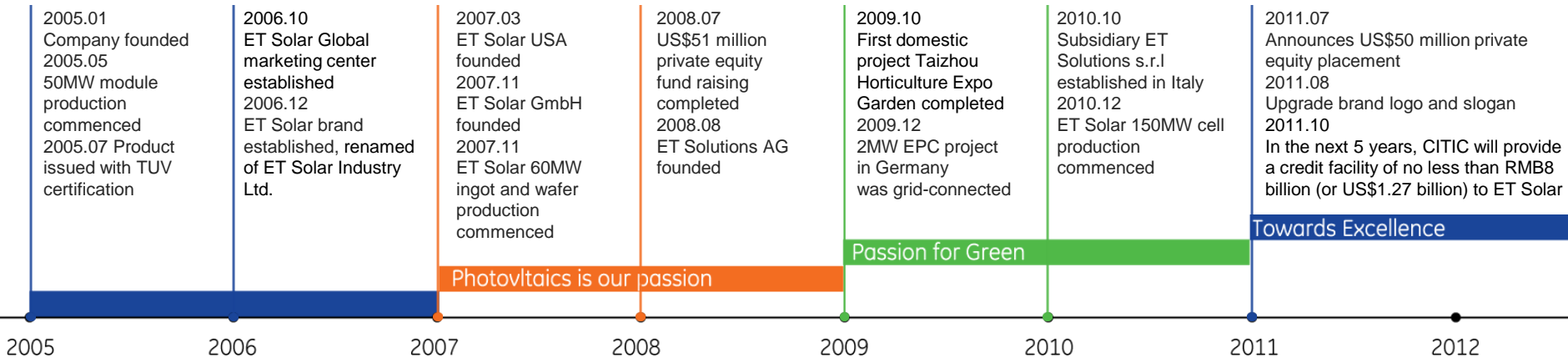
EPC

Finance &
Investment

- ✓ Founded in **2005.1**
- ✓ Global **Leading** solar module manufacturer
- ✓ Over **1.2GW** global installation
- ✓ Over **100MW EPC** business track record
- ✓ A **one-stop** solution provider

About ET Solar Group - Milestones

A history of Towards Excellence

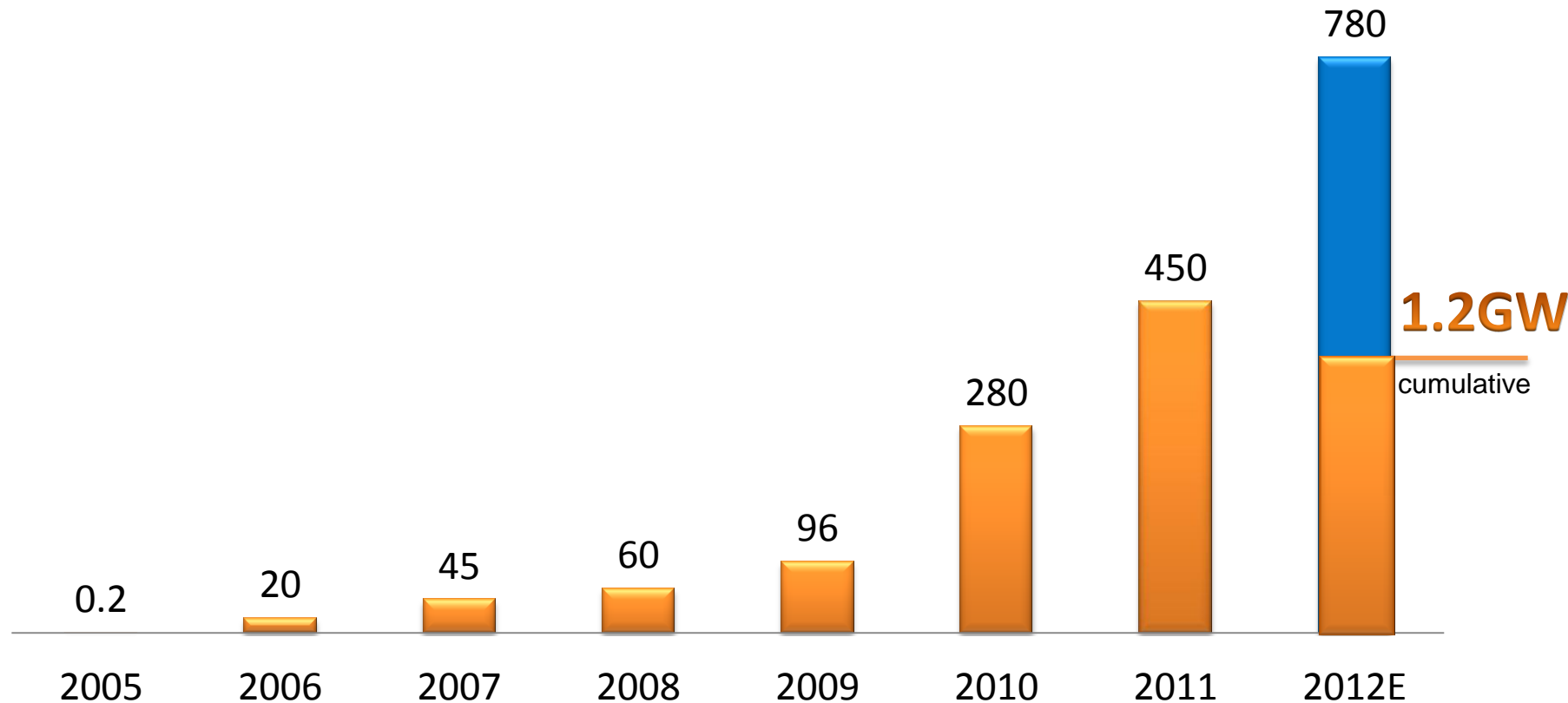


- 2005.01 Company founded
- 2006.12 ET Solar brand established
- 2008.07 \$51M private equity fund raising completed
- 2008.08 ET Solutions AG founded in Munich
- 2009.03 Module production capacity reached 400MW
- 2010.12 China Top100 Potential@ Company Awarded
- 2011.11 \$1.27B credit facility received from CITIC Bank
- 2012.02 Module production capacity reached 1GW
- 2012.02 Global installation reached 1.2GW

About ET Solar Group - Growth (2005-2012)

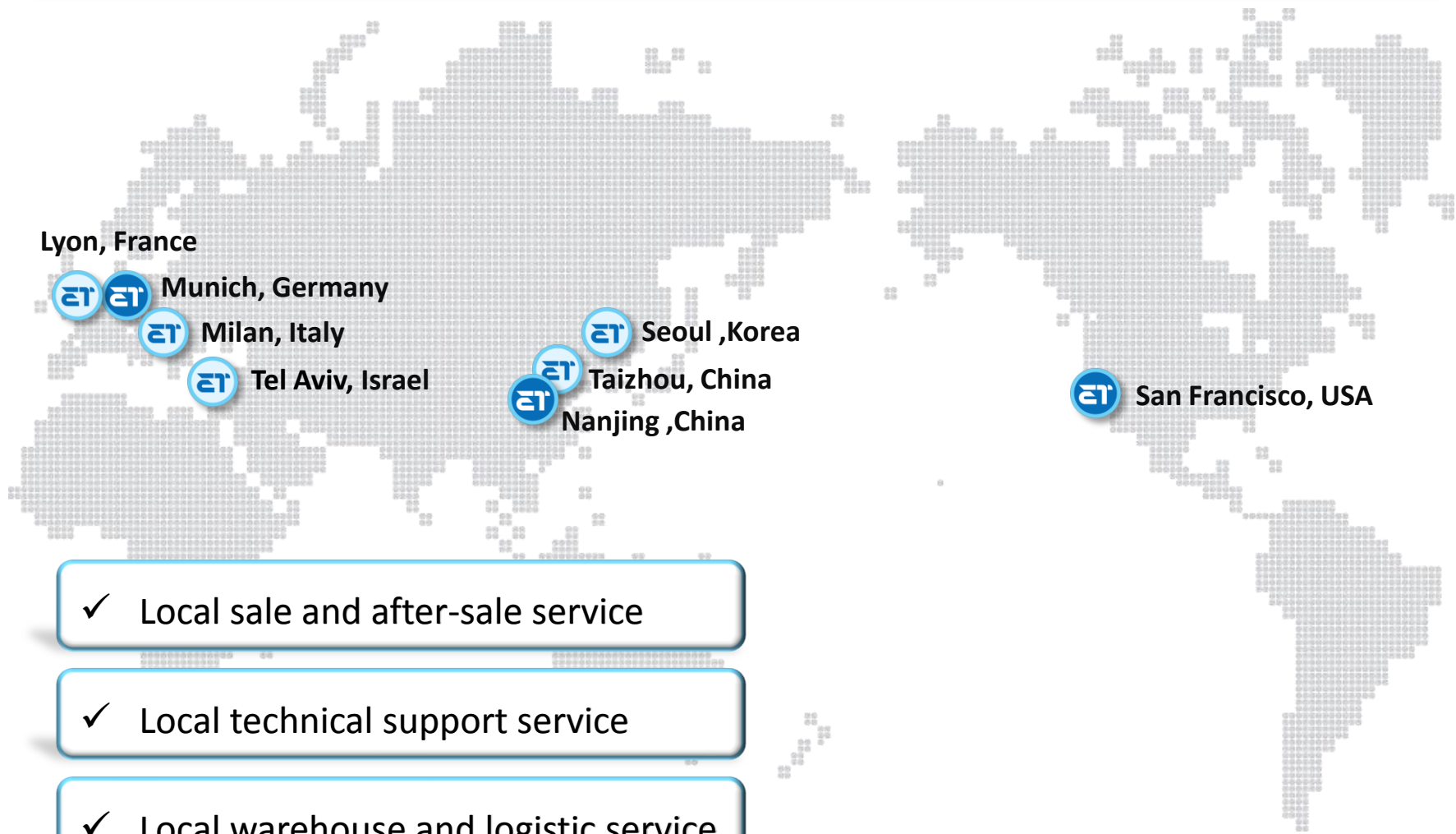
Over 1.2GW installation in the past 7 years

ET Solar PV module shipments from 2005-2012E (MW)



About ET Solar Group - ET Solar Global

Global network and local service



✓ Local sale and after-sale service

✓ Local technical support service

✓ Local warehouse and logistic service

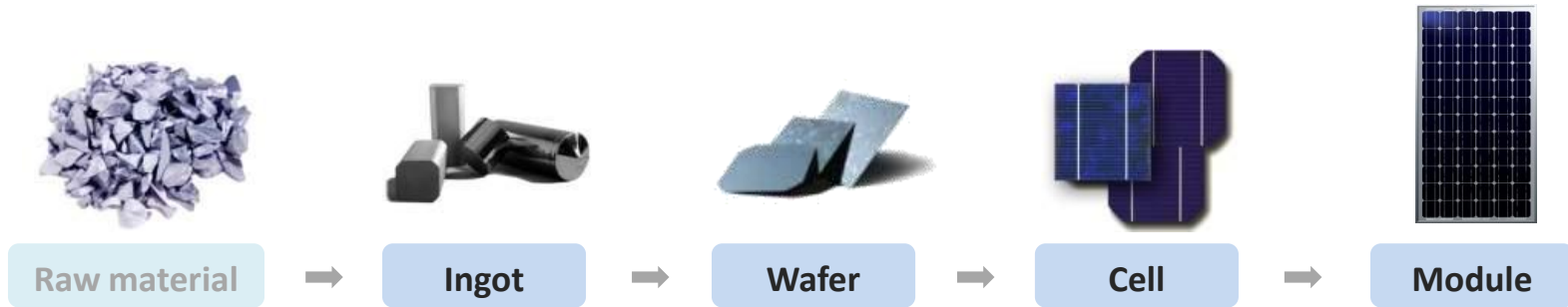
Vertical Integration

Quality Philosophy

Proven from Third Party Experts

Leading Manufacturing and Quality - Vertical Integration

Vertical integration - Guarantees quality and deliveries



✓ Full automatic solar cell and module production lines

✓ Over 1GW solar module production capacity

✓ ISO 9000:14000 certificated manufactures

✓ TUV standardized testing platform

Leading Manufacturing and Quality - Quality Philosophy

Our quality philosophy - Achieving the lowest quality cost



How to do

- ✓ Best materials
(wafer, EVA, back sheet, etc.)
- ✓ More advanced production lines
- ✓ More online QC procedures
- ✓ Double safety design
- ✓ Positive tolerance



Larger Initial Investment, to Win the Future!

Leading Manufacturing and Quality - Proven from Third Party Experts

Proven from third party experts

ET factories evaluated by



Testing reports from



Photon

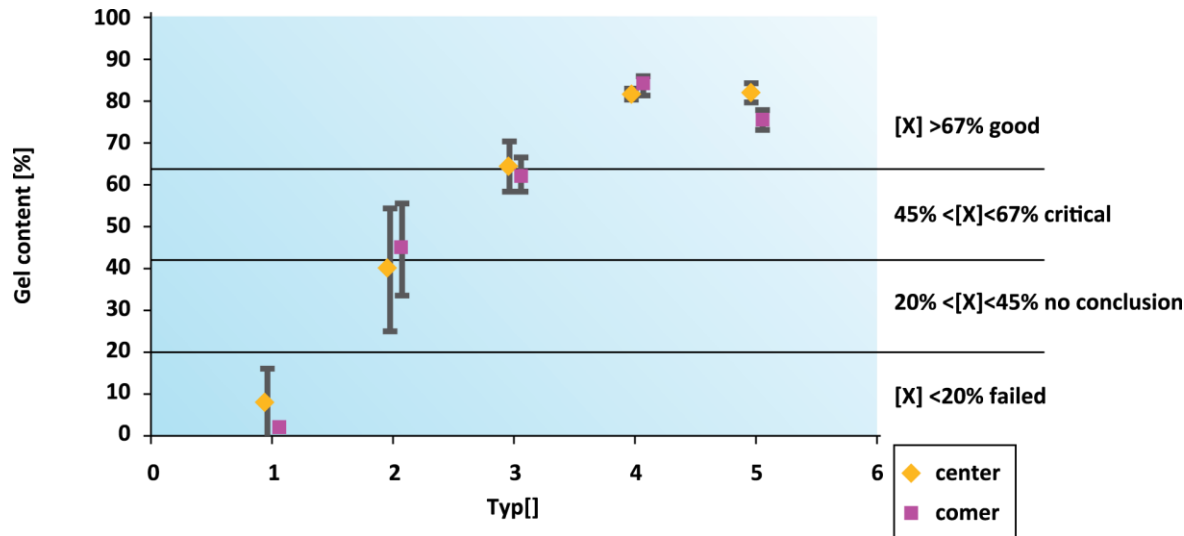
ET products certificated by



CONFORMS TO ANSI/UL STD 1703
CERTIFIED TO ULC/CSA STD ORDC1703

Leading Manufacturing and Quality - Proven from Third Party Experts

Third part tests - Outstanding performance in peel strength test for cross-linked EVA by PI Berlin



	Serial Number	Position	Gel content [\pm standard deviation]
1	ET-M57201FE462268	1	91% [\pm 1%]
		2	90% [\pm 1%]
2	ET-M57201FE462062	1	85% [\pm 1%]
		2	76% [\pm 1%]



Leading Manufacturing and Quality - Proven from Third Party Experts

Third part tests: 8-month outstanding performance in PHOTON lab's outdoor test

Manufacturer	Panel	Technology	Date installed	Total 8 Months Kwh/Kwp	Rating 8 months
ET Solar	ET-P660240	Poly	7-2011	629.0	1
Sunreg Solar	XP 60/156-230	Poly	2-2011	628.6	2
Nelumbo	NEI 230-3VA	Poly	2-2011	623.7	3
Jinko Solar	JKM190M-72	Mono	7-2011	622.2	4
Linsum Renewable	SK60P6	Poly	7-2011	621.2	5
Solar modules Nederland	TC245-MO	Mono	2-2011	620.9	6
Znshine PV-Tech	ZX250(48)MS	Mono	7-2011	618.7	7
Q-Cells	Q.SMART UF 95	CIGS	2-2011	617.8	8
Kinmac Solar	Kss-6P6A-230	Poly	2-2011	617.3	9
REC	Premium 210	Poly	2-2011	616.9	10

*Data source: Photon International 05-2012

Photon



Leading Manufacturing and Quality - Proven from Third Party Experts

One year performance in project - To speak with facts

Project	Location	Designed 1 st year production (mw.h)	Actual production in 2011 (mw.h)	Actual VS Estimated
Pahl	Germany	1616.55	1702.70	105%
Cathy	Germany	1834.51	2171.63	118%
Frankenberg	Germany	3033.30	3247.39	107%
Dubcany	Czech Republic	2934.20	3089.84	105%

* Designed 1st year production number from IBB

To speak with facts

- ✓ 4 utility - scale projects use ET Module
- ✓ ET Solutions AG is the EPC contractor of these 4 projects
- ✓ Around 10% more return benefit our customers

ET Module - Stronger Safety

ET Module - Environment Adaptability

ET Module - Environment Adaptability

ET Module - Individual Functionality

Leading Warranties and After-sale Service

Leading Insurance

A One-stop Solution Provider

ET Module - Stronger Safety



Fire Class

Fire Class C
Diode Thermal Test
Inflaming Retarding



Insulation

High Voltage test
Insulation Resistance
Safety Class II



Wet Insulation

IP65 /IP67
Sewage Hole
Low Wet Leakage Current



Mechanical Load

5400Pa Mechanical Load

We make sure these will never be our modules!



ET Module - Environment Adaptability

Sea Side



Salt spray test
IEC 61701

Green House



Ammonia test
DLG

Tropics



Good performance in
damp heat environment

High Latitudes



Weak light
response

Light Limited



Anti-glare

ET Module - Environment Adaptability



Glass-Glass Module

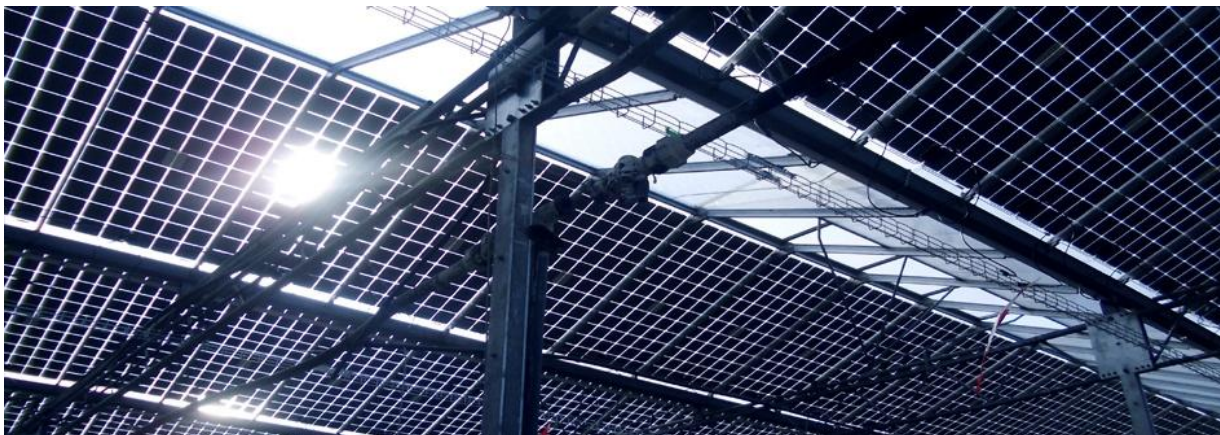


Transparent Module



Grace (ETFE Module)

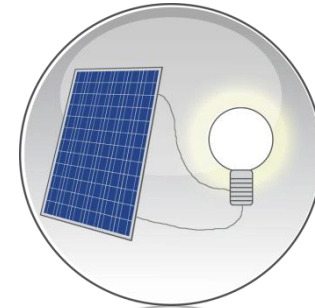
*Reference: 2.56MW ET Transparent Solar Module in Cruas, France



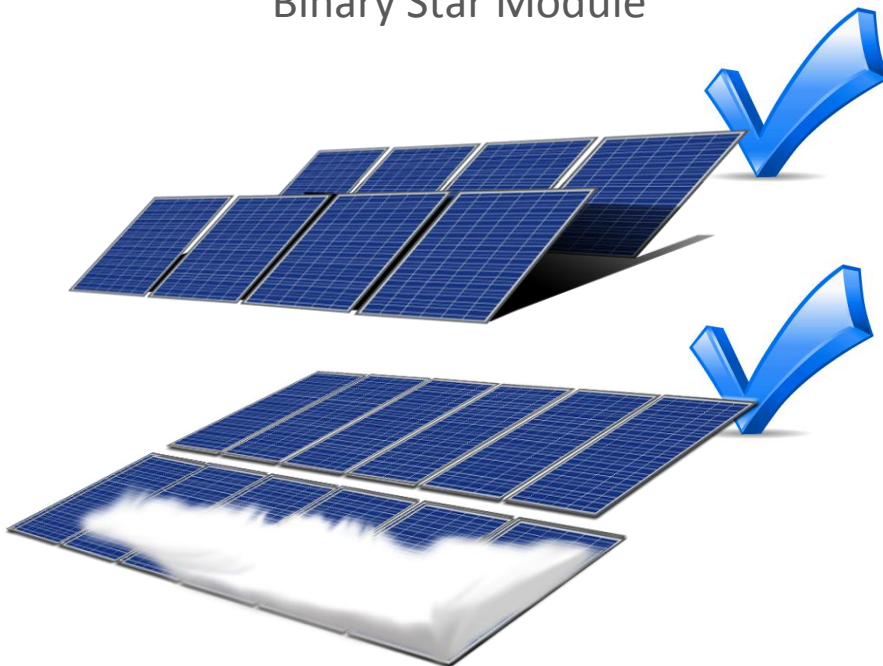
ET Module - Individual Functionality



Binary Star Module

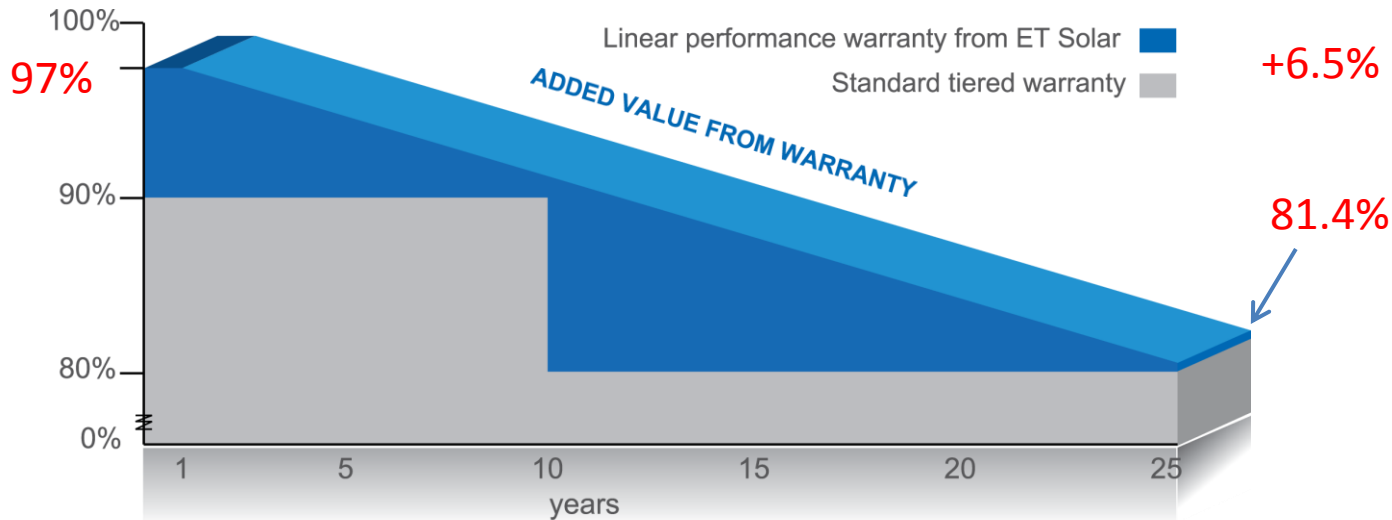


AC Module



Products and Solutions - Leading Warranties

Leading linear warranty - 6.5% more power output guaranteed



Global 4th warranty ranking among 106 major PV module manufactures in the world - Photon

Module Warranties: Characteristics and Estimation

Manufacturer/Supplier	Product warranty(material and processing defect)	Performance warranty(duration and minimum performance)						Operator can apply for claim in	Important basic conditions for warranty handling										Type of compensation chosen by guarantor			Fornalities	Total points	Note																
	Term in years	Period (years)	Guaranteed rated power(%)	Period (years)	Guaranteed rated power(%)	Period (years)	Guaranteed rated power(%)	Period (years)	Guaranteed rated power(%)	Points for power guarantee	Manufacturer	Seller	Rel. Dealers of the manufacturer	Score of Contact	Proof about Existence of warranty is requested	Claims must be within one month be claimed	Mediation by a recognized testing agency	Into right of the guarantor	Exclusions on cause of Power loss / for product warranty	Reimbursement for manufacturers measurements possible	Guarantee applies only to certain customer groups	Official test report is required	Costs for expert opinion requested by the manufacturer will be taken	Replacement of possible additional costs (assembly, transportation, loss of earnings, etc.)	Score for boundary conditions	Repair	Replacement supply	Additional modules	Refund of the value or similar	Refund of the purchase price	Refund of the minimum earnings	Does the manufacturer only have the choice between replacement and repair?	Score for compensatory payment	Complaint Address	German law applies	Applies to foreign law	Score for formalities	General exemptions		
ET Solar Group Limited	5	2	12	90	25	80			2	ja			1												0	ja	ja				ja	18	ja			3			25,6	Satisfactory
Canadian Solar Inc.	6	2	10	90	25	80			2	ja			1												0	ja	ja	ja				11	ja			3			19,1	pass

ET cares our customer's concerns

ET Solar works with insurance partner ERGO to deliver the right insurance our customers are looking for.



1. On-line
Registration

2. Claim with
Written Report

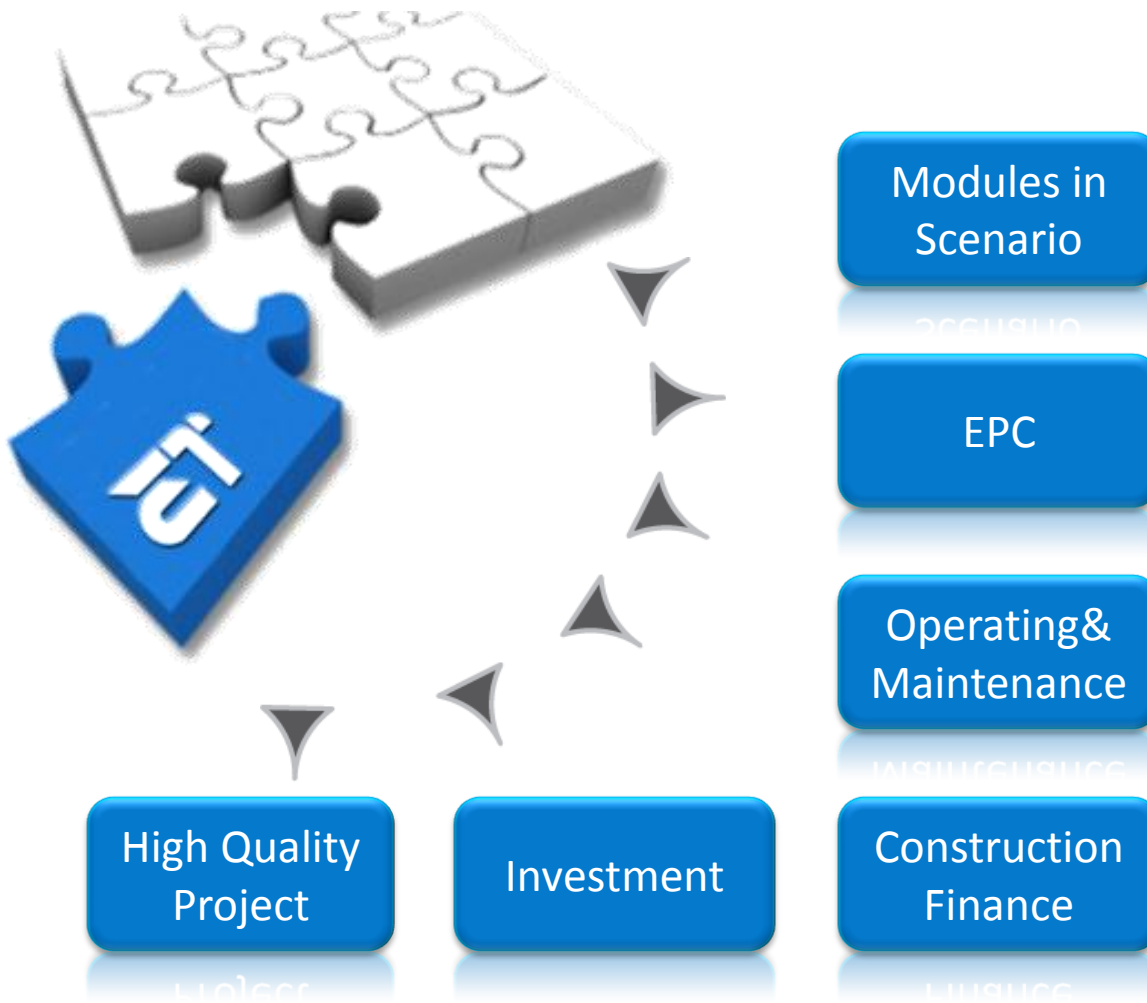
3. Documentation and
Confirmation

4. Compensation
Payment

* ERGO is the 100% subsidiary of Munich RE. It is a specialist in primary insurance. It's insurance is well recognized in European and global market.

Products and Solutions - A one-stop solution provider

Your one stop solution provider



Partners

国家开发银行
China Development Bank

中信银行
CHINA CITIC BANK

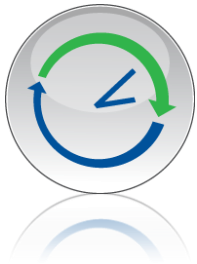
WATTNER
IN ENERGIE INVESTIEREN

FICUS
CAPITAL

中国节能
CHINA ENERGY CONSERVATION AND
ENVIRONMENTAL PROTECTION GROUP

Products and Solutions - sale and after-sale service

We care about you



48-hour
after-sale response



Local after-sale and
technical support



In-country warehouse
and logistic support



Recycling program
by PV Cycle



Product liability
insurance

Thank You

www.etsolar.com

