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ET SOLAR

A Leading Global
Smart Energy Solutions Provider

Towards Excellence

Towards Excellence



About **ET SOLAR**

ET Solar is a leading provider of smart solar energy solutions. We are devoted to providing optimized solar energy solutions to meet the needs of worldwide industrial, commercial and utility customers. We provide professional one-stop solutions throughout the entire life cycle of solar power plants, including development, finance, EPC and O&M service. By constantly developing innovative solar technologies and tailored finance solutions, ET Solar is creating smart energy solutions that maximize value, mitigate risk, and optimize the Levelized Cost of Electricity (LCOE).

With a proven track record of over ten years in the global photovoltaic industry, ET Solar has positioned itself as a global pioneer providing customers with reliable, effective, and sustainable smart solar solutions.

Our constant goal is innovation towards excellence.

Towards Excellence



Dennis She
President & CEO



Towards **EXCELLENCE**

ET Solar is an internationally recognized solar module supplier and smart energy solutions provider. We are dedicated to improving environmental sustainability and providing cutting-edge solar products and energy solutions to customers around the world.

ET Solar has always built our business by putting customers first and focusing on addressing each customer's unique solar energy needs. Through an integrated service approach, we help navigate through the solar landscape, offering customers uniquely tailored solutions.

We are operating with the philosophy of leading technology and high-quality products and services to offer cost-effective smart energy solutions and services to energy investors around the globe. ET Solar has over 3,000 employees worldwide with headquarters in Nanjing, China, and subsidiaries in more than 20 countries worldwide. Over the years, our R&D team has been committed to the development and production of high-quality, high-security, and highly efficient PV products.

"Towards Excellence" is ET Solar's operating philosophy that continuously guides improvements from past successes into the future in pursuit of 100% customer satisfaction and drives us towards excellence.

PROVEN SUCCESS

Ensuring Smart Energy Solutions

ET Solar is a globally recognized solar company with not only a proven history of success, but also with the potential of new and exciting future sustainable development.

3.5GW+ of solar panels installed around the world

OVER 3,000 employees worldwide

More than **20 SUBSIDIARIES** around the world providing local service

GLOBAL TOP 3 module power output among hundreds of solar products, tested and certified by the world's top laboratories.

300MW+ of ET Solar power plants realized by ET Solar smart energy solutions around the globe

10+ COUNTRY markets where ET Solar has achieved a top 5 market share in terms of solar business revenue

85+ global financial partners
close cooperation with global financial funds, banks, and other financial institutions

4.5GW solar projects pipeline provides solid investment opportunities around the globe

Vertically & Horizontally INTEGRATED CAPABILITIES

Vertical Integration (Affiliated Manufacturing)			Horizontal Integration (Solar Power Plant Solutions)		
Insights Study	R & D		Solar Consultant	Development	
Cell	Module		Financing & Investment		
System			Engineering	Procurement	Construction
BoS	Off-Grid	Applications	Operation & Maintenance		Assets Mgt.

ET Solar's affiliated solar panel production capacity is vertically integrated in a creatively flexible way. From materials to cells and solar modules, ET Solar has affiliated GW-capacity production facilities throughout China and Asia Pacific. We dynamically stabilize our supply chain to mitigate risk and add value. ET Solar supplies a wide variety of PV modules ideally suited for all types of installations: residential, commercial, industrial, and utility. Since 2005, more than 15 million

high-quality ET Solar modules have been installed in thousands of residential, commercial, and utility-scale solar applications worldwide.

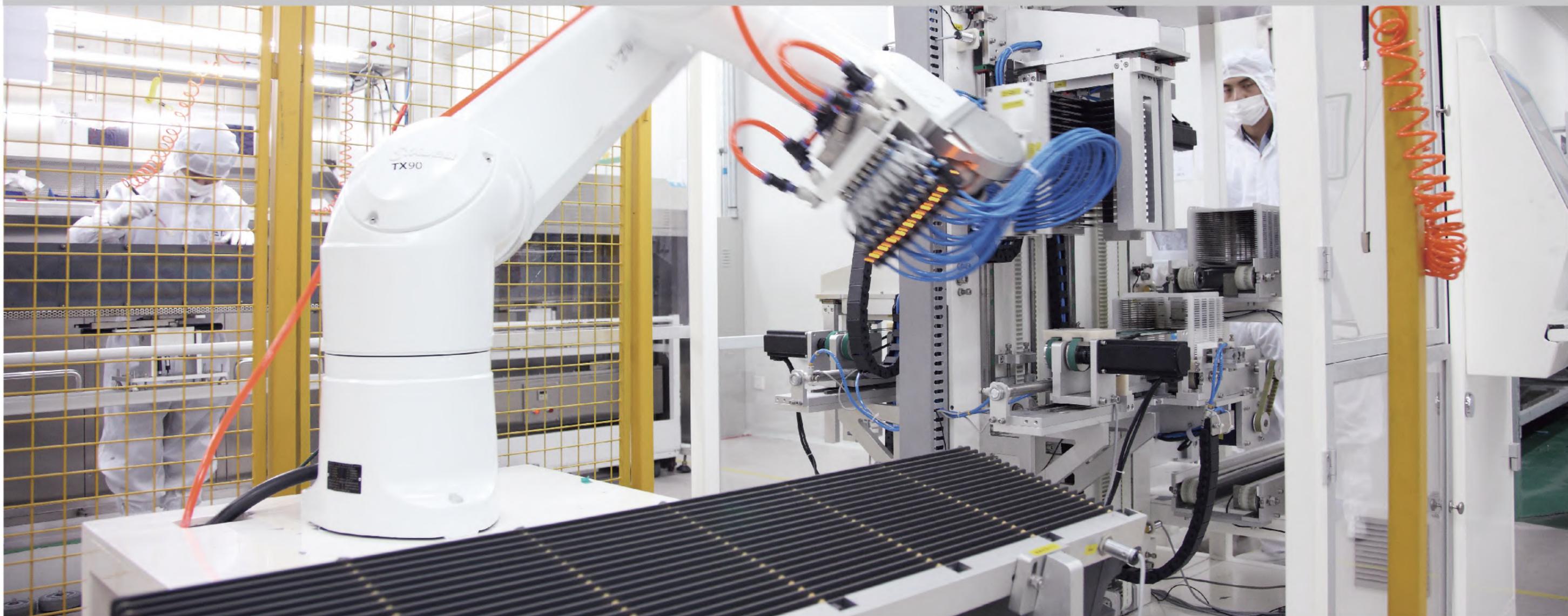
ET Solar smart energy solutions provide horizontally integrated one-stop solution services throughout entire lifecycle of a solar power plant, from project development, project financing and investment, project design and engineering, procurement and construction management, to project operation and maintenance services. Backed by a decade of knowledge and experience in solar module production, expertise and skills in EPC, ET Solar smart energy solutions propose services enabling worldwide solar projects to be realized, and innovations throughout the entire project lifecycle optimizing each project's LCOE.

Affiliated Solar **MODULE PRODUCTION**



ET Solar applies world-class technology and high-reliability procedures in production operations. We consistently improve employee skills and quality control to ensure the highest-quality workmanship.

We utilize fully automatic equipment from leading suppliers to maximize reliability and control the entire manufacturing process via an advanced management and control process to ensure product stability and sustainability. ET Solar's vertically integrated production process is proven to systematically optimize costs and provide maximized value for customers.



UNPRECEDENTED

Quality Standards and Assurance



Every ET Solar product is produced and supplied under the most stringent quality standards. We meticulously control and execute every step of the manufacturing process to enable the cost-effective performance of ET Solar products.



Vertical integration enables cost-saving and reliability

ET Solar applies strict quality control measures in all stages of the manufacturing process. Vertical integration helps eliminate redundancies and reduce carbon emissions as well. It enables us to realize continuous process and cost optimization along the PV value chains.



Affiliated top quality manufacturing

Our strict quality control ensures compliance with ISO and internationally recognized quality standards such as IEC, TÜV, and UL etc.



Constant innovations

ET Solar strives to implement continuous innovation in technology, products, and service based on customer needs. These innovative practices have provided customers with better products and energy solutions that enable better returns on investment.



Highly automated

We employ a highly automated manufacturing process supported by the most technologically advanced equipment that mitigates environmental effects and ensures the highest-quality products.



Failure Modes and Effects Analysis (FMEA)

We use the FMEA process to make improvements and improve reaction speed. Every process in product manufacturing is well monitored and recorded, and every potential risk is technically mitigated by preventive analysis and measures implemented. We strive to provide a perfect product to customers with a zero failure rate.



A Rich Product Portfolio to **MEET THE DIVERSIFIED NEEDS OF CUSTOMERS**

ET Solar produces a wide variety of PV modules ideally suited for all types of installations: residential, commercial, industrial, and utility. All ET Solar products are fully approved and certified by recognized global standards and laboratories, including IEC, TÜV, VDE, and UL etc.



Leading Yield Recommendation

High Efficiency Module

- More power output in the same space
- Optimized cost-efficient BoS yielding increased system returns
- More advanced and durable technology
- Expanded installation size, greater investment potential



Smart Operation Recommendation

AC Module | Smart Module

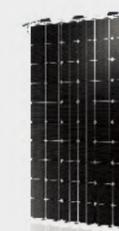
- Up to 25% more output
- Minimize shade and misconnection loss
- Inherently safer
- 50% faster smart installation
- Web-based, real-time monitoring
- Easier, cheaper installation



Aesthetics Recommendation

Full Black Module

- Aesthetically satisfying
- High-efficiency cell technology
- More power yields with outstanding durability



BIPV Recommendation

Double Glass Module

- Building integration
- Light accessible
- Replaceable construction materials
- Customizable size and dimensions



Environment-Adapting Recommendation

Anti-Glare Module | Anti Salt-Mist Module

- Reduced light reflection
- Avoids light pollution
- Resistant to such harsh environments as desert or seaside
- Outstanding durability with good performance
- More power output, environmentally friendly
- Good cost-performance ratio, controllable system costs

Towards Excellence

One of The World **MOST RELIABLE AND BEST CHOICES**

ET Solar in-house R&D facilities and constant technological innovation guarantee every ET Solar product's remarkable advantages and ensure that ET Solar products always stand out from the rest of the competition. With more than 3.5GW of shipments, ET Solar products are proven to belong to one of the world most reliable brands and are best choices in terms of high quality, excellent performance, and entire lifecycle guarantee.



Leading high quality

An integrated value chain, fully automated production facility, strict quality control system, and experienced management team has resulted in ET Solar products approved and listed by all international mainstream quality standard organizations. Product reliability and credibility have been constantly verified by thousands of worldwide customers and financial institutions.



Excellent yield performance

With more investment in R&D and consistent technological innovation, ET Solar products' electrical yield performance always ranks above industry peers. From 2011 through 2013, ET Solar modules have been consistently ranked in the top five by globally recognized industry-leading laboratory among hundreds of peers in actual performance in a real installation environment.



Entire lifecycle guarantee

ET Solar panels are guaranteed as to workmanship and power output for ten years and twenty-five years respectively. The advanced linear power output warranty promises users additional electricity yield. Third-party warranty insurance provides an independent guarantee on product performance and functionality during its entire lifecycle.

Proven Leading Global **SMART ENERGY SOLUTIONS PROVIDER**



ET Solar is dedicated to providing smart energy solutions to customers worldwide. With its approach to maximizing energy output and reducing the levelized cost of electricity (LCOE) by integrating all of our technology roadmaps and activities throughout whole lifecycle of the power plant, ET Solar has been delivering leading reliable, dependable, and cost-effective solar power plants to partners around the world.

For project developers, commercial and industrial users, utilities, independent power producers, worldwide energy offtakers and investors, we confidently believe that ET Solar smart energy solutions are your smart choice.



Project Development

Project Development

Our development and planning process ensures the success of the project according to plan, from location analysis and approval processes through technical planning of implementation. Our know-how and wealth of experience ensure economic efficiency and success of each project from the very beginning.



Project Finance & Investment

Project Finance and Investment

Our strong financial relationships and deep knowledge of local tax incentives enable us to ensure that each customer receives maximum return from solar energy. No matter whether your solar project is just beginning or is ready to be built, ET Solar's tailor-made financial solutions are ready to lead your project to success.



Project Design & Engineering

Project Design and Engineering

ET Solar has developed world-class construction management capabilities and achieved a high level of construction performance with our experience and direct access to sophisticated technology from within the company.



Project Procurement

Project Procurement

Our best-practice procurement teams use a globally centralized approach to leverage buying power and optimize project cost. Our global supply chain network and specific procurement procedures command strong purchasing power and ensure the timely delivery of ET Solar's high quality modules and balance of system components to construction sites.



Project Construction

Project Construction

ET Solar continuously makes improvements to construction processes in order to increase installation speed, reduce labor costs and environmental impact, and maximize solar energy output through the entire lifecycle of solar projects.



Operation & Maintenance

Operation and Maintenance

Our goal is to optimize our customers' power plants to produce the maximum amount of energy, and therefore revenue under their power purchase agreement (PPA), throughout its operational life. We have made significant investments in O&M technologies in order to develop and create a scalable and sustainable O&M platform. ET Solar O&M services ensure a smooth and functional investment that continuously generates solid earnings and comfortably meets or surpasses profit expectations.

Towards Excellence



Leading Smart Solar Energy Solutions With **PROVEN SUCCESS AROUND THE WORLD**

ET Solar delivers leading smart solar energy solutions with proven success references from installations around the world. By applying our know-how, experience, and technical advantages to every aspect of the PV power plant, we have been developing solar power plants in reliable, dependable, and cost-effective ways to make sure the electricity generated is clean and affordable. We strive to achieve the highest level of system optimization and reliability around the globe.

- 💡 Proven track record in project development with a 4.5GW project pipeline reserved and 1,000MW close to start
- 💡 Globally recognized and sophisticated energy solutions based on a proven track record of 300MW+ installed
- 💡 High quality power plant solutions backed by a globally recognized insurance company ensure safe return on your investment
- 💡 Seamless access to major financial institutions around the globe enables ET Solar to navigate through financing and incentives to maximize solar returns for customers and partners.
- 💡 Maximize value, mitigate risk, and optimize the levelized cost of electricity (LCOE).
- 💡 One-stop, benefits-rich services make power plant investment easy and convenient

We Are Always **LOOKING FOR YOUR SATISFACTION**

ET Solar cares about our customers and, as a result, we have established a dedicated team, clear procedures, and various contact points covering different regions. With more than 20 subsidiaries or local offices around the world, ET Solar provides convenient service to customers.

The ET Solar team is ready for your inquiry or request 24/7. We provide diversified services in multiple ways and are always looking for satisfying solutions for you.

Solar Module Services

From introducing and recommending products through cooperation proposals, preparation of transaction documents, logistics assistance, and on-site service response, ET Solar provides full service from pre-sales through after-sales needs. For more details, please contact ET Solar business development representative.

Strategic Partnership Services

Sustainable growth of our partners is an essential part of a win-win relationship. ET Solar provides extensive and unique support for worldwide strategic partners. Part of the services for partners include strategic cooperation agreement, exclusive rights authorization, exclusive service team assigned, special commercial support policy, business co-development & co-marketing activities, enterprise resource sharing and data exchange etc.

Solar Power Plant Services

The ET Solar Smart Solutions Team has established a local service capability in all major project markets around the world, including the UK, Germany, Japan, the Americas, China, Australia, Chile, Thailand, Mexico, and Israel etc. Combining our global service network with strong in-house capabilities located in regional Solutions Service Centers in Munich (Europe), Pleasanton (U.S.), Shanghai (Asia Pacific) and Nanjing (China), the ET Solar Smart Solutions Team provides services covering every phase of the project lifecycle, from solar business consultant to project acquisition, co-development, preliminary design, financial projections & analysis, EPC quotation, O&M proposal etc. For more details, please contact ET Solar business development representative.

Towards Excellence

LIGHTING THE FUTURE

The Way We Go About
Our Business Affects The World



ET Solar well recognizes its social responsibility and well understands it must implement a social responsibility to achieve a more sustainable development. Our approach to corporate citizenship is driven by a common understanding of the role we can play in helping to solve the world's energy problems. We believe we can build a sustainable business by helping to protect and nurture the valuable resources on which we all depend and achieve our commercial objectives.

In 2013, ET Solar officially partnered with UNICEF (the United Nations International Children's Emergency Fund) and began contributing to UNICEF's Child Welfare Demonstration Project (CWDP).

GLOBAL NETWORK

