October 10th 2015

WA SOLAR SUMMIT
Canadian Solar Inc.

Founded in 2001 in Canada, Canadian Solar Inc., (NASDAQ:CSIQ) is one of the world's largest and foremost solar power companies. As a leading manufacturer of solar modules and PV project developer with over 10 GW of premium quality modules deployed around the world in the past 14 years, Canadian Solar is one of the most bankable solar companies in Europe, USA, Japan and China.
Canadian Solar USA Inc.

Based in San Ramon CA employing 60 + People in the US (not including Recurrent)  
Active in Utility, C&I, DoD and Residential markets  
Dedicated sales teams focused on Systems Sales and Key Accounts  
Active in the Solar States but also active in non solar states  
Come and talk to David Reasenberg or myself to discuss what we can do for you.
Incentives – Manufacturing perspective

• Without incentives we would not have the global cell and module production capacity we see today and indeed the global solar industry we see today.

• After 10 years of incentivized markets we understand that incentives are ALWAYS cut or abandoned. Spain, Italy, Germany, Australia, UK, Japan, USA etc. etc.

• This means no market is safe, no market is assured, no market can be thought of as long term.

• Manufacturers, especially those with global reach are always looking for the next solar market.

• In existing markets we are always looking to be more efficient, manufacture better products, go downstream, reduce costs to maintain a market share of whatever market is left.

• Some manufacturers just quit markets.
Incentives – Washington

• You have to decide what you want your solar market to look like.

• Slow and steady is always better that the big bang - Netherlands

• Make sure the bureaucracy is in place and has the systems to cope with the demand.

• Ensure technical standards

• Make the political commitment and give the scheme at least 5 years.
THANK YOU

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