

# Global business and local needs

With impressive demand and installations of photovoltaic systems, Italy is one of the world's top alternative energy markets and a key growth market for Canadian Solar, one of the world's largest solar module producers. From its office in Rome, the Canadian manufacturer is supporting its existing Italian customer base and is developing new business opportunities to provide premium quality, cost-effective and environmentally-friendly solar solutions to support global, sustainable development.

**F**ounded in Ontario, Canada, in 2001, Canadian Solar began with the vision of helping to creating a clean, sustainable energy future with solar power. With advanced technology and superior manufacturing capabilities, the company wanted to bring higher quality and better value to the marketplace. Today, Canadian Solar boasts a module manufacturing capacity of 1.3 GW, with more than

1 GW of solar power systems already installed around the globe. Publicly traded on the NASDAQ since 2006, Canadian Solar employs more than 8,000 people in eight countries, and operates seven wholly-owned manufacturing subsidiaries. In August of this year, the company announced plans to establish one of North America's largest solar module manufacturing plants in Guelph, Ontario, Canada. The facility is expected to commence production in early 2011.

Canadian Solar is delivering products with some of the highest PVUSA (PTC) ratings and tightest plus only power tolerances on the market today. PTC ratings are becoming a universally recognized indicator of the accuracy of a solar system's performance and power output. The Canadian company is also leading the solar industry in international manufacturing standards, among the list of certifications is ISO 9001. With a 6 year product and 25 year performance warranty, Canadian Solar guarantees long-term performance and value.

With customers located in over 30 countries around the world, Canadian Solar modules are used

in a variety of climate zones and in a wide range of configurations, from ground-mounted to roof-top systems, grid-connected or off-grid, from 25 kW systems

to over 15 MW. Despite differences in cultural and business priorities, the company recognizes the similarities in what customers are searching for: a business partner with executive leaders they can trust, a corporation upon whose long-term strength they can rely, and technology experts who deliver the solutions they need. And while Canadian Solar brings a strong understanding of global business markets to the table, it prioritizes local needs and concerns. Its customer service network is configured to enable quick responses to requests for information, technical application expertise, system specifications, installation, and service response.

Recently, Canadian Solar announced the completion of a solar farm in Umbria, Italy. The 1 MW SOLARTA installation consists of more than 4,000 high-performance Canadian Solar modules capable of producing clean energy with an annual output of 1.18 MWh, and 16,000 tons of reduction in CO<sub>2</sub> emissions. The installation was completed by Canadian Solar's partner GE Progetti & 3i on a two-hectare rural area without the use of reinforced cement in an effort to be environmentally-friendly and to maintain the aesthetics of the landscape. This solar plant demonstrates how photovoltaic energy systems can be installed with full respects to the environment, but also as highly profitable investment energy production.

**"Italy is a key growth market for Canadian Solar. We continue to build momentum in this important geographic market as we leverage the powerful Canadian Solar brand name and proven results in helping customers save money on their energy bills, while at the same time contributing to a sustainable energy future with solar power."**

**Marco Di Pietro, Country Manager Italy of Canadian Solar.**

Canadian Solar is headquartered in Ontario, Canada.  
Background picture: the 1 MW solar farm SOLARTA in Umbria.

Photos: Canadian Solar

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