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Company Description

A Canadian company with global reach
- Founded in Ontario, 2001
- Listed on NASDAQ (CSIQ) in 2006
- Over 10,000 employees globally
- Present in 19 countries/territories

One of the world’s largest solar module suppliers
- Module shipments of 1.54 GW in 2012
- 2.4GW annual module manufacturing capacity in Q4-2012
- Expected module shipments of 1.6-1.8GW in 2013

Vertically integrated manufacturer of ingots, wafers, cells, modules and solar system and solutions
EPC Services, Project Development and Total Solutions are targeted to represent ~50% revenue in 2013
### Industry Rank (Shipments)

<table>
<thead>
<tr>
<th>Year</th>
<th>1st</th>
<th>2nd</th>
<th>3rd</th>
<th>4th</th>
<th>5th</th>
<th>6th</th>
<th>7th</th>
<th>8th</th>
<th>9th</th>
<th>10th</th>
<th>GW*</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>First Solar</td>
<td>Suntech</td>
<td>Suntech</td>
<td>First Solar</td>
<td>Sharp</td>
<td>Yingli</td>
<td>SunPower</td>
<td>Trina Solar</td>
<td>Canadian Solar</td>
<td>Kyocera</td>
<td>2.30</td>
</tr>
<tr>
<td>2010</td>
<td>Suntech</td>
<td>First Solar</td>
<td>First Solar</td>
<td>Sharp</td>
<td>Yingli</td>
<td>Trina Solar</td>
<td>Sharp</td>
<td>JA Solar</td>
<td>Canadian Solar</td>
<td>SunPower</td>
<td>1.80</td>
</tr>
<tr>
<td>2011</td>
<td>First Solar</td>
<td>Suntech</td>
<td>Suntech</td>
<td>First Solar</td>
<td>Sharp</td>
<td>Yingli</td>
<td>Trina Solar</td>
<td>Sharp</td>
<td>JA Solar</td>
<td>Canadian Solar</td>
<td>SunPower</td>
</tr>
<tr>
<td>2012</td>
<td>Yingli</td>
<td>Suntech</td>
<td>Trina Solar</td>
<td>Canadian Solar</td>
<td>First Solar</td>
<td>1.54</td>
<td>First Solar</td>
<td>1.53</td>
<td>1.10</td>
<td>0.94</td>
<td>0.91</td>
</tr>
</tbody>
</table>

Source: Company issued press releases, analyst reports, Canadian Solar analysis

* Estimates based on shipments recognized into revenue indicate Canadian Solar is tied and among top three suppliers in 2012
Investment Highlights

Differentiated Business Model
- Canadian Solar's utility-scale solar power project pipeline in Canada (400MW), U.S. (255MW) and Japan (125MW) currently totals 780 MW (dc)
  - Approximately 220MW (dc) in Canada and the U.S. are expected to be completed in 2013.
  - Currently assessing 400MW of additional project opportunities in Japan

Industry Leading Cost Structure
- All-in module manufacturing cost at $0.57 per watt in the first quarter of 2013
- Virtually-integrated ~2GW wafer-to-module platform drives manufacturing efficiencies while minimizing capital expenditure
- Strategic wafer partnership guarantees reliable supply at industry leading cost structure

Global Footprint and Bankable Brand
- Track record of growing shipments and increasing market share
- Over 5.0 GW of modules installed in more than 50 countries
- Industry leading, tier-1 customer base
- 10-yr workmanship and 25-yr linear power output performance warranty backed by investment grade insurance policy

Large and Growing Market
- Market is expected to grow as solar energy adoption accelerates in 2014 and beyond
- Growth drivers include: retail grid-parity, concern for the environment, energy security, move away from nuclear, demand for distributed energy in emerging markets, among other factors.
Differentiated Business Model

Deepening Customer Relationships to Capture Additional Margin - % of Revenue

System and Solution business represented ~13% of revenue in 2012

Expect to complete the sale of 9 solar power plants in 2013 in Canada, valued at approximately C$500 million with gross margin in the range of 20-25%

Joint-Venture with SkyPower to develop projects in select international markets

Expanded utility-scale pipeline in the US market to 255MW (dc)

Expanded utility-scale pipeline in Japanese market to 125MW (dc)

Total size of global utility-scale solar power project pipeline exceeds 780MW (dc)
Canadian Solar expects to monetize 29 solar power plants in Ontario in 2013-15 with an expected revenue value exceeding C$1.5 Billion.

- Of these projects: 2 have been completed and are now in testing phase, 7 are expected to be completed in 2013, 18 in 2014 and 2 in 2015.
- The 18 projects expected to be completed in 2014, 15 will start construction and contribute to revenue in 2013.
Business Differentiators: Canadian Presence

Project Development Hub

- Track record as EPC provider on over 40MW of utility-scale and commercial rooftop projects
- Contracted EPC on 29MW utility-scale projects in Ontario
- Developer on 29 utility-scale projects scheduled to be built through 2015 and valued at >$1.5 billion
- 50:50 Joint Venture with SkyPower to develop utility scale projects in the Middle East, Africa and Latin America

Module Capacity: 330 MW
Ontario Pipeline: >400 MW

Only Tier 1 Supplier to Establish (Fully Automated) Module Plant in Ontario
Business Differentiators: U.S. Pipeline

Active Projects

- **California** – 123MW
- **North Carolina** – 106MW
- **Massachusetts** – 17MW
- **Rhode Island** – 2.5MW

Canadian Solar late-stage solar power project pipeline in the U.S. totals 255MW$_{dc}$, with 100MW$_{dc}$ expected to be completed in 2013.
Business Differentiators: Japanese Utility Scale Market

Late Stage Development Pipeline:

125MW

Preliminary Assessment Opportunities:

400MW

Sample Project

- Land to be leased
- Project size 12.5 MWp
- Expected yield 1,130 kWh/kWp
- Connection voltage 110 kV
- Substation on site
- FiT 40 JPY/kWh
- METI and utility permits obtained
Business Differentiators: Japanese Residential Market

System Kits

Market Entry: 2009
2012 Revenue: $120m
All-in Manufacturing Cost Roadmap

**Polysilicon/Wafer**
- **Q2 2011**: $0.76/W
- **Q1 2013**: $0.21/W
- **Q4 2013**: $0.20/W

**Cell**
- **Q2 2011**: $0.22/W
- **Q1 2013**: $0.17/W
- **Q4 2013**: $0.13/W

**Module**
- **Q2 2011**: $0.33/W
- **Q1 2013**: $0.19/W
- **Q4 2013**: $0.18/W

**Total**
- **Q2 2011**: $1.31/W
- **Q1 2013**: $0.57/W
- **Q4 2013**: $0.51/W

*Includes purchased silicon, wafers and cells.

- Secure LT wafer supply agreement at $0.25/W or less for up to 1GW
- Benefit from lower cost/usage of silicon
- Explore supply diversification opportunities
- Reduce raw material purchase cost
- Reduce raw material usage
- Increase throughput
- Reduce cell to module power loss
- Reduce raw material purchase cost
- Redesign Modules
Capacity Expansion Plan

Desired Capacity = Differentiated Products with Industry Leading Cost Structure

Ingot/wafer capacity of ~2,000 MW* for 2014 and beyond include: (a) ~300MW internal (b) 600MW GCL joint-venture and (c) 1GW LT supply agreement (d) other external suppliers

Cell capacity expansion include 600MW through external supply partners

In-house cell capacity targeted at 75% of module shipments
Cell Efficiency Roadmap

Existing Cell lines can be converted to ELPS technology

- Enhanced selective emitter structure currently in production
- ELPS break-through technology to be introduced in June-September 2011

17.5% to 20.0%
- Second generation ELPS
- ELPS + SE=ELPS2.0
- ELPS2.0 : 21.1% (lab)
- HIT: 20.1%

18.5% to 21%
- N-type
- ELPS + HIT
- IBC structure

>21.0%
- Hetero-junction (Lab-stage)
- Mono-crystalline
- Multi-crystalline
Technology Differentiators

Efficient Long-term Photovoltaic Solution (ELPS)

Enhanced Selective Emitter (ESE)

*Mono*

*Multi*

Our Enhanced Selective Emitter applies light doping under active area to eliminate the surface “dead layer”, and high doping under the fingers and busbars to ensure perfect ohmic contact resulting in a higher current and increased cell efficiency.

ELPS is a Metal Wrap Through (MWT) technology, whereby holes are drilled into the cell and the screen printing paste is used to fill it, moving the electrical connection from the front side to the backside, increasing the cell’s active surface area resulting in higher cell conversion efficiency.
Global Footprint and Growing Market Share

Canadian Solar Module Shipments - MW

CAGR = 79.4%

Well positioned as one of the world’s largest PV module suppliers with over 5GW delivered to customers in over 50 countries.

First Quarter 2013*

- Asia and Others: 57.4%
- Americas: 17.9%
- Europe: 24.7%

2008*

- Americas: Asia and Others: Europe

* Based on revenue
World Class Product Portfolio

Commercial & Utility
- CS6P-P
- MaxPower CS6X-P
- CS6P-M
- MaxPower CS6X-M
- ELPS CS6P-MM

Residential
- CS5A-M
- CS6A-P
- All-black CS5A-M
Quality and Performance Certification

International Environmental & Quality Management Standards

- ISO 9001:2008 Quality Management System
- QC080000:2005 HSPM Hazardous Substance Process Management
- ISO 14001 Environment Management System
- ISO TS16949:2009 First PV manufacturer to adopt ISO TS16949 for PV quality control
- OHSAS 18001 Occupational Health and Safety

International Testing Standards

- IEC 61215 & IEC 61730, UL 1703 & UL 790 & CEC
- CE conformity, MCS (EN45011)
- REACH Compliance

✓ IEC 61215
✓ IEC 61730
✓ IEC 61701: Salt Mist Corrosion
✓ Ammonia Resistance
✓ PID free
✓ REACH Compliant
Industry Leading Warranty

Product Workmanship and Power Output Performance Warranty…

- 10-year product workmanship warranty
- 25-year linear power output performance guarantee
  - Guarantee 97% of the labeled power output in the first year
  - Decline of no more than 0.7% annually
  - By year 25 the actual power output will be no less than 80% of the module's labeled power output

….Backed by an Investment Grade Insurance Policy

- Insurance policy matches Canadian Solar's standard warranty terms
- Coverage starts immediately and lasts for 25 years
- Covers worldwide modules sales from all CSI subsidiaries to most countries
- The policy is non cancelable and allows third party bankruptcy rights (satisfying investors/ lenders requirements)
- Insurance purchased underwritten by:
  - RSUI Indemnity Company AM Best Rating: A XII. www.rsui.com
Global Module Demand Forecast

Global PV Module Demand - GW

Last 10 Years: 54% CAGR
Forecast: 16% CAGR

Key Drivers

Past:
- Government incentives
- Lower system prices

Future:
- Grid parity
- Rural electrification
- Energy security
- Fuel substitution
- Energy diversity
- Environment preservation
- Distributed energy
- Move away from nuclear

Source: Solarbuzz, IMS
Retail Grid-parity in Selected Markets

Levelized Cost of Solar Energy

ROUGH ESTIMATES

Energy Market Size

Annual Solar Energy Yield kWh/kWp

Retail Electricity Price $/kWh

System Cost $/Wp

Source: PHOTON Consulting analysis based on data from EIA and Eurostat
### Selected Growth Themes

<table>
<thead>
<tr>
<th>Segment</th>
<th>Description</th>
<th>Examples</th>
</tr>
</thead>
</table>
| Utility Scale and DG          | • FIT or PPA markets  
• Micro-grid                                                                 | ![Utility Scale Solar Farm](image1) |
| Restricted Space              | • Commercial and Residential rooftops                                        | ![Restricted Space Rooftop](image2) |
| Rural Electrification         | • 1.5 billion people do not have access to electricity (Kerosene substitution) | ![Rural Electrification Solar Panels](image3) |
| Special Applications          | • Diesel hybrids  
• Water pumps  
• Telecom base stations  
• Eco houses                                                 | ![Special Applications Solar System](image4) |
## Management Team and Board

### International Background + Extensive Industry Experience

<table>
<thead>
<tr>
<th>Name / Title</th>
<th>Working Experience</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Dr. Shawn Qu (Xiaohua)</strong></td>
<td>Director &amp; VP, Photowatt International S.A.</td>
</tr>
<tr>
<td>Chairman, President &amp; CEO (Director)</td>
<td>Research scientist, Ontario Power Generation Corp.</td>
</tr>
<tr>
<td>Michael G. Potter</td>
<td>Corporate Vice President and CFO of Lattice Semiconductor Corp.</td>
</tr>
<tr>
<td>SVP and Chief Financial Officer (Director)</td>
<td>Senior Vice President and CFO of NeoPhotonics Corp.</td>
</tr>
<tr>
<td>Yan Zhuang</td>
<td>Head of Asia of Hands-on Mobile, Inc.</td>
</tr>
<tr>
<td>SVP and Chief Commercial Officer</td>
<td>Asia Pacific regional director of marketing planning and consumer insight, Motorola Inc.</td>
</tr>
<tr>
<td>Guangchun Zhang</td>
<td>Vice President for R&amp;D and Industrialization of Manufacturing Technology, Suntech Power Holdings</td>
</tr>
<tr>
<td>Chief Operating Officer</td>
<td>Centre for Photovoltaic Engineering at the University of New South Wales and Pacific Solar Pty. Limited.</td>
</tr>
<tr>
<td><strong>Robert McDermott</strong></td>
<td></td>
</tr>
<tr>
<td>Chairperson of the Corporate Governance, Nominating and Compensation Committees</td>
<td>Partner with McMillan LLP, a business and commercial law firm</td>
</tr>
<tr>
<td></td>
<td>Director and senior officer of Boliden Ltd.</td>
</tr>
<tr>
<td><strong>Lärs-Eric Johansson</strong></td>
<td></td>
</tr>
<tr>
<td>Chairperson of the Audit Committee</td>
<td>CEO of Ivanhoe Nickel &amp; Platinum Ltd.</td>
</tr>
<tr>
<td></td>
<td>Chairperson of the audit committee of Harry Winston Diamond Corp.</td>
</tr>
<tr>
<td><strong>Dr. Harry E. Ruda</strong></td>
<td></td>
</tr>
<tr>
<td>Member of the Audit Committee and Compensation Committee</td>
<td>Director of the Centre for Advanced Nanotechnology, the Stanley Meek Chair in Nanotechnology and Prof. of Applied Science and Engineering at the University of Toronto, Canada</td>
</tr>
</tbody>
</table>

**Experienced Independent Directors**

- **Dr. Harry E. Ruda**
  - Member of the Audit Committee and Compensation Committee
  - Director of the Centre for Advanced Nanotechnology, the Stanley Meek Chair in Nanotechnology and Prof. of Applied Science and Engineering at the University of Toronto, Canada
The Key Levers of our Strategy

<table>
<thead>
<tr>
<th>Differentiate Business Model</th>
<th>Leverage CSI’s existing expertise to expand and monetize utility scale project opportunity (e.g. Canada, U.S., Japan, China)</th>
<th>Expand residential system kits</th>
</tr>
</thead>
<tbody>
<tr>
<td>Maintain Lowest Manufacturing Cost</td>
<td>Reduce manufacturing costs to remain competitive</td>
<td></td>
</tr>
<tr>
<td>Leverage Manufacturing Scale</td>
<td>Increase market share to remain among the Top-4 manufacturers and on the short list of key accounts</td>
<td></td>
</tr>
<tr>
<td>Introduce New Technologies</td>
<td>ELPS, Smart Module, QUADTECH</td>
<td></td>
</tr>
</tbody>
</table>

Goal is to be profitable and among the top-4 global module manufacturers, with over 10% share of the global PV module market
Financial Highlights
Key Performance Indicators

Revenue - US$ million

<table>
<thead>
<tr>
<th>Year</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>1Q12</th>
<th>1Q13</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>1,496</td>
<td>1,899</td>
<td>1,295</td>
<td>326</td>
<td>264</td>
</tr>
</tbody>
</table>

Gross Profit - US$ million

<table>
<thead>
<tr>
<th>Year</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>1Q12</th>
<th>1Q13</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>228.8</td>
<td>182.3</td>
<td>90.4</td>
<td>25.1</td>
<td>25.6</td>
</tr>
</tbody>
</table>

Operating Income (Loss) - US$ million

<table>
<thead>
<tr>
<th>Year</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>1Q12</th>
<th>1Q13</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>8.0%</td>
<td>0.4%</td>
<td>-11.0%</td>
<td>-4.1%</td>
<td>6.8%</td>
</tr>
</tbody>
</table>

Net Income (Loss) - US$ million

<table>
<thead>
<tr>
<th>Year</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>1Q12</th>
<th>1Q13</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>3.4%</td>
<td>-4.8%</td>
<td>-15.1%</td>
<td>-6.5%</td>
<td>-1.7%</td>
</tr>
</tbody>
</table>

Margin

- Non-GAAP measure excludes non-cash charges for A/R and Arbitration Award.
- Reconciliation of GAAP to Non-GAAP is found at the end of this presentation.
### Key Performance Indicators

**Operating Leverage**

<table>
<thead>
<tr>
<th></th>
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<th></th>
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<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Selling</td>
<td>3.7%</td>
<td>7.0%</td>
<td>2.8%</td>
<td>3.5%</td>
<td>3.7%</td>
<td>4.4%</td>
<td>6.2%</td>
<td>7.0%</td>
<td>6.6%</td>
<td>8.5%</td>
<td>7.1%</td>
</tr>
<tr>
<td>G&amp;A</td>
<td>4.5%</td>
<td>5.0%*</td>
<td>3.8%</td>
<td>3.5%</td>
<td>3.2%</td>
<td>7.8%</td>
<td>4.7%</td>
<td>5.3%</td>
<td>5.2%</td>
<td>5.8%*</td>
<td>6.2%**</td>
</tr>
<tr>
<td>R&amp;D</td>
<td>1.0%</td>
<td>1.0%</td>
<td>0.5%</td>
<td>1.0%</td>
<td>1.6%</td>
<td>1.1%</td>
<td>0.9%</td>
<td>1.0%</td>
<td>1.0%</td>
<td>1.1%</td>
<td>0.9%</td>
</tr>
<tr>
<td>Operating Expense</td>
<td>9.2%</td>
<td>13.0%*</td>
<td>7.1%</td>
<td>8.0%</td>
<td>8.5%</td>
<td>13.3%</td>
<td>11.8%</td>
<td>13.3%</td>
<td>12.8%</td>
<td>15.4%*</td>
<td>14.2%</td>
</tr>
</tbody>
</table>

*Fourth quarter of 2012 excludes $61.3 million non-cash provision for bad debt and arbitration award. Including these provisions, fourth quarter 2012 G&A and operating expenses represented 26.5% and 36.1% respectively. Fiscal year 2012 excludes $64.2 million non-cash provision for bad debt and arbitration award. Including these provisions, G&A and operating expenses for fiscal 2012 represented 10.0% and 18.0% respectively; **Excludes arbitration award reversal totaling $30 million.
## Summary Balance Sheet

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and Restricted Cash</td>
<td>606.1</td>
<td>564.3</td>
<td>522.3</td>
</tr>
<tr>
<td>Accounts Receivable</td>
<td>225.7</td>
<td>254.9</td>
<td>292.2</td>
</tr>
<tr>
<td>Inventories</td>
<td>291.3</td>
<td>274.5</td>
<td>296.6</td>
</tr>
<tr>
<td>Other Current Assets</td>
<td>339.3</td>
<td>348.5</td>
<td>184.5</td>
</tr>
<tr>
<td>Total Current Assets</td>
<td>1,462.4</td>
<td>1,442.2</td>
<td>1,295.6</td>
</tr>
<tr>
<td>Property, Plant and Equipment</td>
<td>456.5</td>
<td>469.6</td>
<td>510.1</td>
</tr>
<tr>
<td>Other Non-current Assets</td>
<td>397.4</td>
<td>347.5</td>
<td>74.1</td>
</tr>
<tr>
<td>Total Assets</td>
<td>2,316.3</td>
<td>2,259.3</td>
<td>1,879.8</td>
</tr>
<tr>
<td>Short Term Borrowings</td>
<td>966.3</td>
<td>858.9</td>
<td>743.7</td>
</tr>
<tr>
<td>Accounts Payable</td>
<td>483.7</td>
<td>461.6</td>
<td>306.0</td>
</tr>
<tr>
<td>Other Current Liabilities</td>
<td>169.9</td>
<td>219.8</td>
<td>186.8</td>
</tr>
<tr>
<td>Total Current Liabilities</td>
<td>1,619.9</td>
<td>1,540.3</td>
<td>1,236.5</td>
</tr>
<tr>
<td>Non-current Liabilities</td>
<td>362.8</td>
<td>372.3</td>
<td>176.3</td>
</tr>
<tr>
<td>Redeemable non-controlling interest</td>
<td>37.2</td>
<td>45.1</td>
<td>-</td>
</tr>
<tr>
<td>Total Equity</td>
<td>296.4</td>
<td>301.6</td>
<td>467.0</td>
</tr>
<tr>
<td>Total Liabilities and Equity</td>
<td>2,316.3</td>
<td>2,259.3</td>
<td>1,879.8</td>
</tr>
</tbody>
</table>
Outlook and Guidance

Second Quarter and Full Year 2013 Guidance

<table>
<thead>
<tr>
<th></th>
<th>Q2 2013*</th>
<th>FY 2013*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Shipments</td>
<td>380 MW – 420 MW</td>
<td>1,600–1,800 MW</td>
</tr>
<tr>
<td>Gross Margin</td>
<td>9.0% to 11.0%</td>
<td>NA</td>
</tr>
</tbody>
</table>

Summary

- 10 Year Operating History with Strong Bankable Brand
- Expanding Higher Margin Total Solutions Business
- Commitment to Building Shareholder Value
- Large Scale and Global Footprint
- Track Record of Prudent Financial Management
- Strong R&D Driving Breakthrough Product Releases
Selected Projects: Canada

Thunder Bay, Ontario Canada
CSI Role: 8.5 MW DC EPC Solution and O&M Provider
Owner: SkyPower LTD (TBA)
Construction Finance: Minsheng Bank
Project Debt: Deutsche Bank
Status: Completed December 2011

Napanee, Ontario Canada
CSI Role: 10.5 MW DC EPC Solution and O&M Provider
Owner: SkyPower LTD (FLII)
Construction Finance: Minsheng Bank
Project Debt: Deutsche Bank
Status: Completed January 2012
Selected Projects: Germany

Utility Scale

Brandenburg
Installation Size: 166 MW
Construction Financing: DKB Deutsche
Owner: saferay, GP Joule
Activated: September 2011

Note: Canadian Solar supplied 148 MW of the system’s total 166 MW.

Roof-top

Hamburg-Wittenburg
Installation Size: 3.6 MW
Installed by: Dr. Metje Consulting
Owner: Dutch Van der Valk Group
Activated: July 2012
Selected Projects: U.S.

Setton Pistachio, Terra Bella, California, USA
Installation Size: 1.7 MW
Installed by: Cenergy Power

Owner: Setton Farms
Activated: July 2011
Thank You!