


# TURNKEY EPC SERVICES

Your Path to a Prosperous Project







**Canadian Solar** is more than just a manufacturer of superior-quality solar PV modules. We also offer full-service, one-stop solar products and services, and have developed more than 5.6 GW of our own utility-scale ground-mount, commercial rooftops and carport projects all over the world.

### What Is Turnkey EPC Services?

Canadian Solar's Turnkey EPC Services Division helps customers deliver the best solar projects possible. Whether as a financial backstop, a little help on the engineering side or a full-scale engineering, procurement and construction (EPC) partner, Canadian Solar has the knowledge base and the institutional strength to give customers what they need.

### Why Use Canadian Solar?

Canadian Solar is one of the most respected solar brands in the world. Don't take our word for it—in its most recent rankings, respected research firm IHS Markit ranked Canadian Solar as the No. 1 solar module supplier. Thousands of solar professionals in over 100 countries trust Canadian Solar not only for modules, but for inverters, balance of system components and services.

### MORE BANK(ABILITY) FOR YOUR INVESTMENT

When banks need proof that a project will succeed, having Canadian Solar involved as a financial backstop can be the difference between getting funding or not. When banks see that Canadian Solar's name is involved as a financial guarantor, they know it's a rock solid project they can trust and in which they should invest. In short, Canadian Solar mitigates any risk perceived by the financier.

### HAVE THE WORLD AT YOUR FINGERTIPS

Our international footprint gives us purchasing power few other companies have. We have worked with every major supplier and have special relationships with most of them, which can bring equipment costs down substantially.

### YOUR PARTNER FOR THE LONG HAUL

Our experienced team knows the solution for your project, seamlessly integrating the system to optimize its performance. Our engineers will find you the lowest levelized cost of energy (LCOE) and will help ensure your project is delivered on time, on budget and with the highest performance level after your project is complete.





## A Level of Involvement for Every Need

Canadian Solar can tailor its Turnkey EPC Services offering to meet any need its project partners may have, from complete oversight of the project to engineering services. Here's how each of our service levels work.



### EPC WRAP

Canadian Solar provides a single contract to the independent power producer (IPP), including all engineering, procurement and construction. The bankability and track record of Canadian Solar allows IPPs/sub-EPCs to qualify for and receive the financing necessary to make the project happen.



### ENGINEERED HARDWARE PACKAGE

With this option, Canadian Solar supplies the modules, balance of systems equipment and systems optimization services to the IPP or EPC. The EPC maintains responsibility for oversight of the entire contract and completes the detailed engineering and construction scopes for the project.



### EPC MANAGEMENT

Under this agreement, Canadian Solar can act as the owner's representative under a service agreement—coordinating and evaluating RFPs, negotiating contracts, reviewing designs and overseeing construction. Other EPCs hold the lead contract and complete the engineering and construction scopes.



### JOINT VENTURES

In this scenario, Canadian Solar takes on joint responsibility with an EPC partner to complete the project. We work closely with the partner to procure the major equipment, while the partner handles all the detailed engineering, minor equipment procurement and construction.

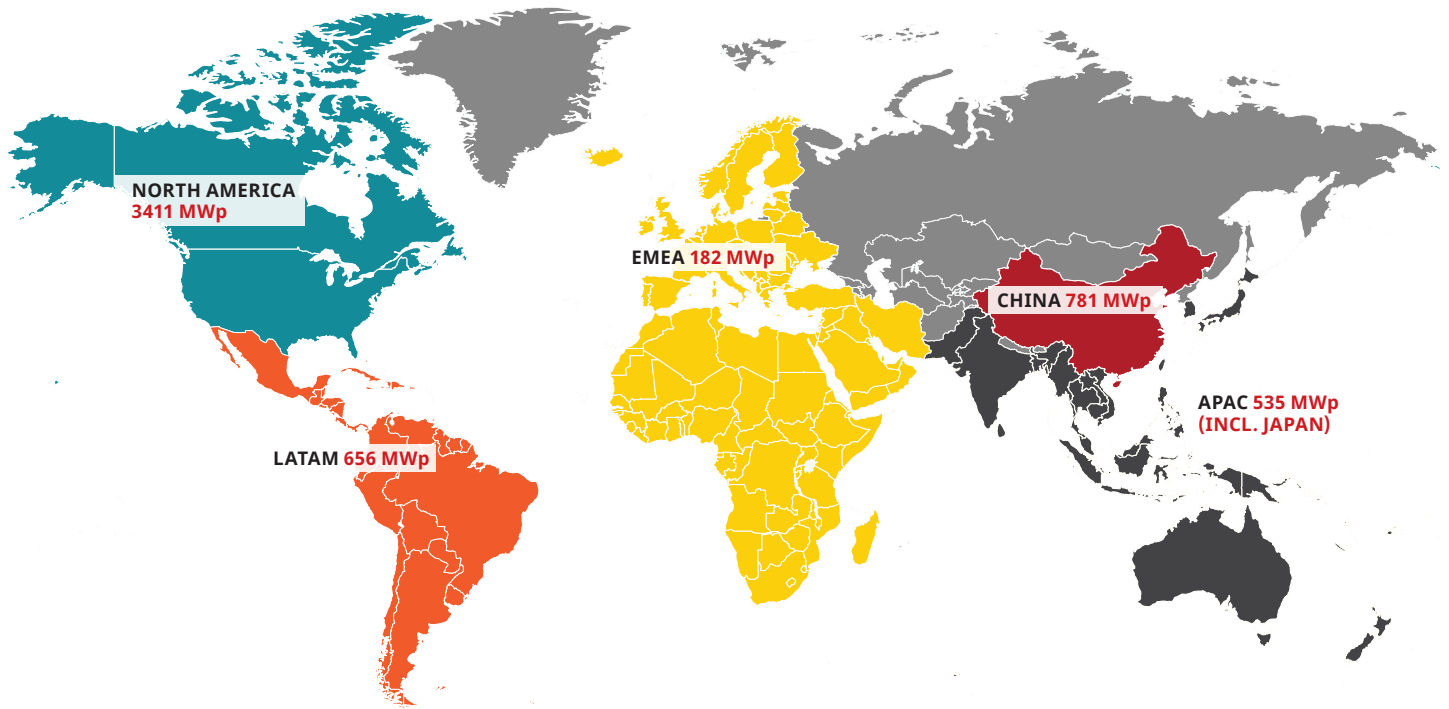


### TECHNICAL SERVICES

Finally, you can hire Canadian Solar's talented team of engineers to design the optimal system for your project. Canadian Solar knows how to design and optimize a solar system to maximize its production—and your profits.



## Global Solar Project Experience



**5565** Total MW<sub>p</sub>  
Completed

**5.6 GW<sub>p</sub>** of solar power plants built and connected

**13.0 GW<sub>p</sub>** total project development pipeline

**4.0 GW<sub>p</sub>** late stage project pipeline

### Talk To Us Today

Canadian Solar is much more than just modules. With our Turnkey EPC Services Division, we can support you and your team in whatever way you need. When you partner with us, you get our reputation, track record, bankability and purchasing power at your fingertips, making you the best company to complete the project.

Talk to us today about how having the power of Canadian Solar behind you can make your project a reality today. Together we can make the difference.

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