

# SALES GUIDE



## WHY CHOOSE YINGLI SOLAR PANELS?

### 1 A GLOBAL MARKET LEADER



- Listed on NYSE since 2007
- Largest solar manufacturer in the world
- Tier 1 manufacturer with over 30 offices worldwide

### 2 PROVEN TRACK RECORD



- Almost **1 in 10 panels** installed around the world are made by Yingli
- Over 10GW or **40 million panels** globally (equivalent to 10,000 football pitches)

### 3 HIGHLY RATED BY INDEPENDENT EXPERTS



- **Top 5 panel** in the world according to PHOTON Laboratories and TUV Rheinland
- Marathon tested by industry leader, TUV Rheinland, to **surpass IEC standards by up to 6 times**, demonstrating reliability and robustness
- Ranked overall #1 solar panel brand 2013 by industry analyst's (IHS) global survey of solar professionals

### 4 BETTER QUALITY MANUFACTURING



- 1st **vertically integrated** manufacturer (i.e. Centralised best practice manufacturing from polysilicon to finished panels ensuring ultimate quality control)
- Confidence your panels will last for **25 years +**
- Constant focus on improving **energy yields**

### 5 CUTTING EDGE TECHNOLOGY



- Major focus on innovation with **3 global R&D centres** collaborating for continuous improvement
- **PANDA n-type** silicon panels were the first innovative architecture for crystalline silicon solar cells in mass production in 10 years
- Alliance with some of the **world's leading research facilities** (State Key Laboratories for Photovoltaic Materials and Technology)

### 6 HIGH QUALITY AT A FAIR PRICE



- Leading **product quality** combined with **leading low cost** (thanks to economies of scale) = **excellent value for money**

### 7 OUTSTANDING CUSTOMER SUPPORT



- Dedicated local sales and technical support from our **100% owned Australian office**
- **25 year performance warranty** and **10 year product warranty** supported by local office

### 8 A TRULY SUSTAINABLE APPROACH



- Joined WWF Climate Savers Initiative in 2013 - **only solar PV manufacturer and only Chinese company to sign up**
- Many certifications and independent awards for labour, social and enviro standards - eg. **SA8000, ISO 1800, ISO 14001**
- Rated **no. 2 globally** by Silicon Valley Toxics Coalition 2013.
- The first company in the global PV sector to obtain the **Product Carbon Footprint Assessment** from TUV Rheinland

