# Key Sales Points

v2023-08-23

# DAH Solar
# Production Capacity Scale

2009 - SINCE -

| PV Module Capacity | Solar Cell Capacity | Silicon Wafer Capacity | SolarUnit Capacity |
|---|---|---|---|
| 5GW | 3.5GW | 2GW | 200,000 Sets |

*The above is Projected capacity in 2023*

| | |
|---|---|
| Number of Employees | 2,000 |
| Number of R&D Employees | 15% |

TIER 1
BloombergNEF

DAH 大恒能源

# Global Markets


*With the headquarter in China as the operation center and the German, Japanese, Brazilian, and the US branch offices as the regional sales centers, the company radiates to the surrounding areas.*

| Exporting Countries | Ranking on E-commerce | Brand Influence in Brazil | Compound Growth of Export in Years |
|---|---|---|---|
| 100 + | TOP 3 | TOP 4 | 90% |

# Key Brand Points

- Founded in 2009
  - Over a decade experience in solar with steady growth over this time
  - BloombergNEF Tier 1 Manufacturer
    - Bloomberg rates solar module manufacturers financial stability, with less than 50 manufactures worldwide being ranked Tier 1* the highest level of bankability
- Large scale production, 5GW module capacity
  - Global Top 25 (Ranked #22) module manufacturer in 2023 for total module shipments, making them amongst the largest module manufacturers in the world
- Already established world-wide, with particular success in Brazilian solar market
  - Offices in Germany, Japan, US and Brazil – Not just exported overseas, have proven success in major markets
  - Top 3 ranking in Brazil as an influential solar panel brand, as voted by local installers. – Trusted by real installers, not just nameless big projects
  - Looking to establish office in Australia
- Strong focus on Research and Development, 2,000 employees with 15% dedicated to R&D
- Dedicated to quality assurance and accuracy in manufacturing, certifying their modules meet strict internal standards above any international requirements.
  - Modules are created with high precision and tested to ensure modules are built to last

*As of Q3 2023

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「Full Screen PV MODULE」

# Global Patented Product
# High Eff. PV Module

What is

## Full-Screen PV Module


***Appearance:***

*1.PV Module has no frame on the front*
*2.The frame on the side of PV Module adopts a 128° R curved surface angle*

***Advantages:***

*1.The bottom of the PV Module will not accumulate water or dust*
*2.Reduced the cost of cleaning, operation and maintenance of photovoltaic power stations by 50%+*
*3.Increases photovoltaic power generation by about 6-15%*

# Product Positioning

## FULL SCREEN TECHNOLOGY

- Exclusive: The design is patented, being invented by and exclusive to DAH Solar
  - Systems from other retailers can't be directly compared, because they lack Full Screen technology.
- Premium panel priced competitively in the market, making it cheaper than other premium brands at comparable quality
  - Ability to position DAH Solar system offerings (and by extension the retailer's services as a whole) in a premium space without pricing the system out of the market
  - Additional value-added by Full-Screen can lift DAH Full-Screen panels above similarly or slightly lower priced systems with standard frame modules.
    - Able to offer good value for end-users, pricing would still be less than other premium positioned panel brands.
- Higher level of power generation = more money saved by end user
  - Proven increase in power generation of 6%-15% over standard panels in independent tests by global leading solar & technology inspection company TÜV Nord

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# Product Positioning

## All The Benefits of TOPCon N-Type

- DAH Solar's N-Type modules combine the exclusive features of their Full Screen design with the latest in solar cell technology, creating a panel that
- Benefits of N-Type TOPCon include:
  - Higher level of module efficiency
  - Lower degradation rates, with little to no risk of LID/LeTID and PID resistance
    - Improved performance for a longer amount of time, built to last
    - Degradation ≤1% in first year, ≤0.40% per year years 2-30 guaranteed with 30 year power output warranty
  - Lower temperature coefficient
    - Temp. coefficient of -0.30%, which means power generation stays higher as the temperature rises, with P-Type modules seeing a larger drop in efficiency.

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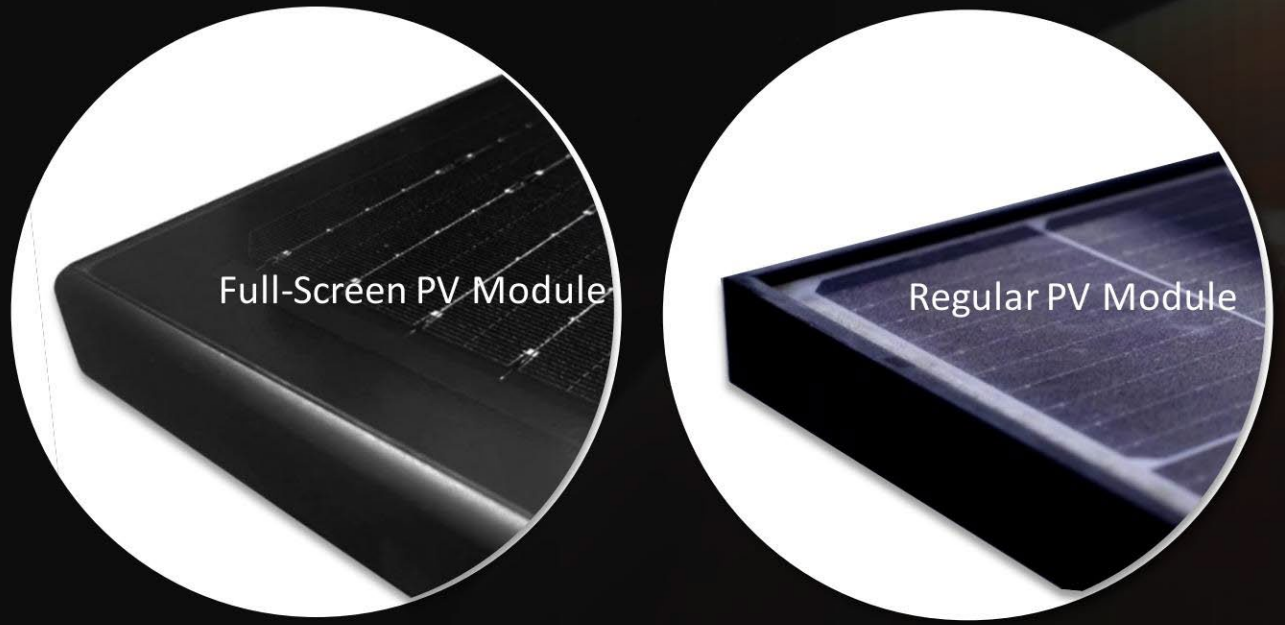
# Appearance Differences

- Full-Screen PV Module without front frame
- Regular PV Module have a 5mm frame on the front




*For 20 years*
*the most successful innovation in PV Modules*

***Cases Comparison:***

*Regular PV Module (left)* *Full-Screen PV Module (right)*

「Full Screen PV MODULE」

# Full-Screen PV Module
# Power Generation Increases 6-15%

# Positioning: Key messages for end-users

## FULL SCREEN TECHNOLOGY vs STANDARD FRAME

- A simple idea: The panel surface is flat so dirt/dust doesn't get caught in it. Make the end-user think "Why isn't this a feature on all panels?"
  - Message: Other panels are missing a basic feature by not having a Full Screen design
- Other panels have issues with dust-belt build-up along the edges, causes power generation loss and potential of damaging hot-spots.
  - Message: There are more problems with standard frame panels, and getting them is more of a risk than Full Screen
- Self-cleaning ability is exclusive to Full Screen technology
  - Message: Other panels don't self-clean, it is something that you have to worry about and be mindful of. Full Screen panels you don't need to worry about this.
- A true, easily identifiable point of difference. A feature others won't offer elsewhere
  - Message: Other retailers aren't talking about this issue or even mentioning how panels need to be cleaned, they're either not aware or not telling you about issues with standard frame panels that could arise.

By selling Full Screen retailers can have a selling point no others have or even talk about. By positioning the standard frame as inferior with points mentioned end-users will be more likely to go with them.

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Example images of buildup of dust, sand and dirt.

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# Positioning: Strengths of Full Screen Design

## FULL SCREEN TECHNOLOGY – KEY USE CASES

- If panel is on flatter roof or ground mounted on a flatter surface
  - Particularly notable in rainy areas where water will sit on panel more, causing even larger amounts of build up
- Dusty or sandy areas where fine grains build up on panels, where panels obviously get dirty.
- Power Stations or other large scale projects where panels are cleaned regularly and maximum power generation of every panel is high priority
  - Can lead to a reduction in power station operation and maintenance costs of up to 50%