



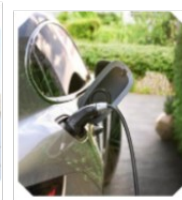
Commercial PV & Storage



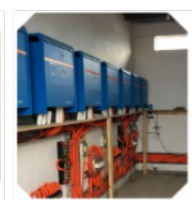
New Build



Domestic PV & Storage



EV Charging



Off-Grid for PV Installers

Question and answer transcript – Commercial PV and storage

All comments by the Midsummer team are given in square brackets - [example].

Neal - Van Der Valk:

Can we purchase direct? **Van Der Valk Solar Systems focuses entirely on the development and production of solar mounting systems with solutions for all applications, our systems can be purchased through our network of distributors and wholesalers including Midsummer Energy.**

Is there an option to create a design in simple mode and then import it direct into one of the more complex modes to include edge case ballast calculations? **Once a design is done in any one mode of our PV Planner the mode cannot be changed at a later stage so we recommend that the correct mode be chosen, however If a project is done in simple mode with only limited information, it is usually done quickly.**

what is the warranty for marine locations? **Our standard full warranty is 10 years. Our systems are tested based on the toughest corrosion test (1440 hours) 1440 hours stands for industrial / offshore areas with a high salinity and humidity. To maintain the warranty; In open areas keep at least 500m away from the salt water and in protected areas (sheltered by buildings or vegetation) keep at least 250m between the system and the salt water. Our components have a protective oxide layer made of zinc with aluminum and magnesium and offer very good protection in salty environments.**

I may have missed it but can you design in parapets in the complex mode? **We do not include parapets in our design software, this is so that the maximum wind loading is taken into consideration.**

can the flat roof mount be used alongside point anchors instead of ballast in order to reduce roof loading? **Yes, we offer fixations/consols suitable for a variety of roof surfaces which are wind tunnel tested with our mounting systems, these are usually required for roof heights exceeding 50m however they can be used at lower levels upon request.**

Winfried Wahl - Longi:

how much are you spending on R&D? **5-6% of our total revenue**

Your product warranty is 10 years, most competitors are now a minimum of 12 years. Do you foresee yours being increased? **Yes, we have extended the warranty to 12 years for products**

produced after April 1st and/or production orders as from March 16th, 2020. So yes, our warranty is already extended to 12 years.

Does your company sell direct to the end user or do you mainly use wholesalers ? We focus on three channels: large scale EPCs, OEM customers, and distribution partners. There is no plans to sell to installers direct on pallet or per piece basis as some others do.

George - no they don't sell direct, very competitive pricing so we are still winning business against module manufacturers who do sell direct? Agree on that! A good strategy should win against opportunistic approach as done by some Korean competitors.

[Just on that - In the UK, the scenario is that supply is handled through distribution. There is a channel for EPC etc but certainly below 2.5MW is sourced through distribution]

whats the cost difference between monofacial and bifacial panels? Monofacial glas-foil modules trap sunlight via front side partially reflected from back side. Bifacial modules can trap sunlight from both sides and use e.g. ground reflections, this allows e.g. on ground mount installations 8-12 extra yield. See slides for more details.

[Darren, that's a good question on the warranty, and I'll let Winfired tackle it. Worth noting as an aside, though, that Longi as a manufacturer is the only AAA rated manufacturer for bankability currently] Yes, that's true and the result of hard work.

Christelle Barnes - Solar Edge

Is monitoring free for lifetime or free for 25 years (you said both on different slides)? The monitoring is free for the system lifetime, and the system lifetime is defined as 25 years so both are true!

What is the largest PV Module power, a SolarEdge inverter can manage? 500W for Residential, 475W for Commercial but we recommend to check compatibility in Designer, as compatibility is based on actual achieved DC Power, not STC.