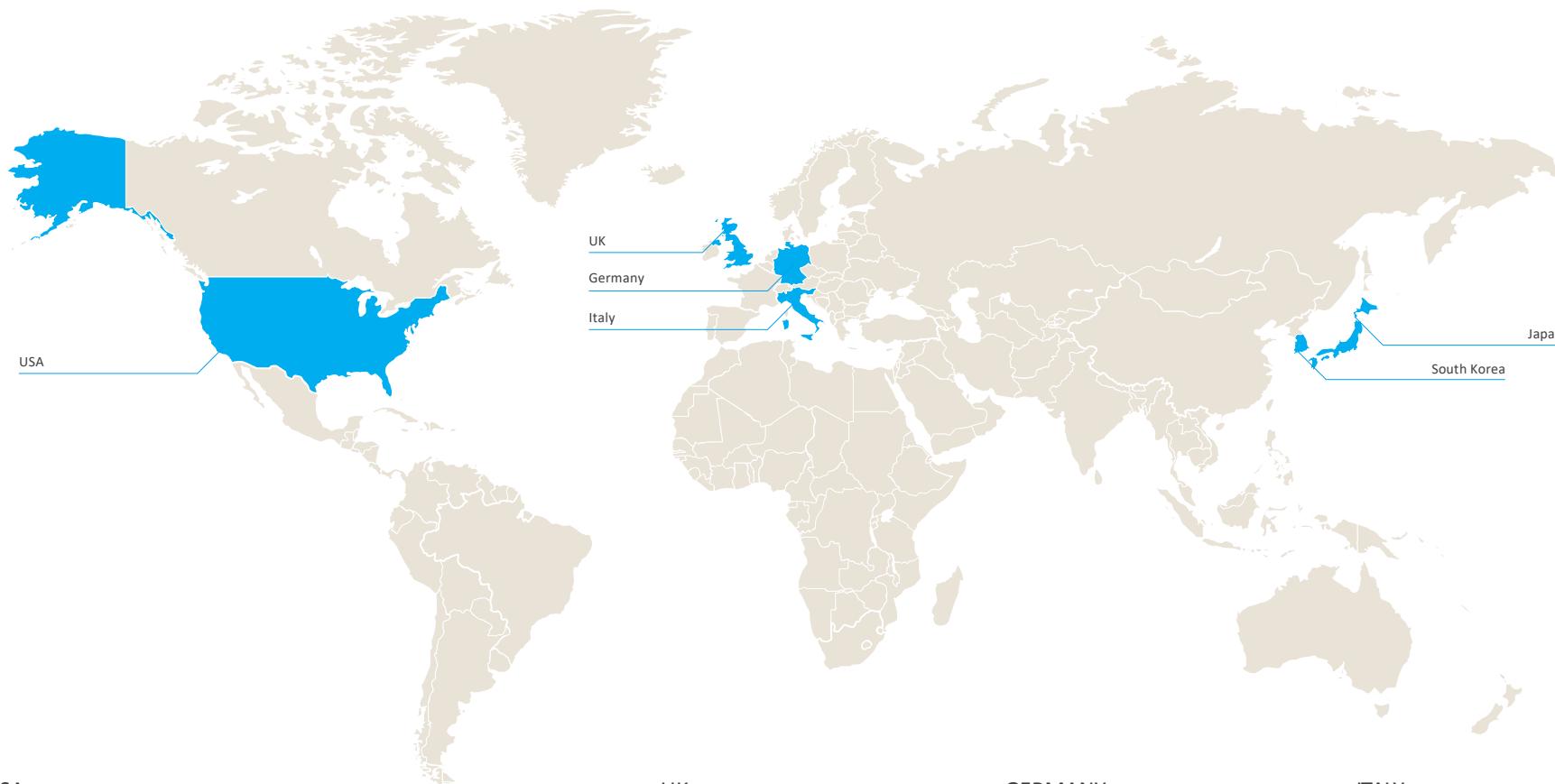


# GLOBAL MARKET #1



## USA

### Residential

**1. Q CELLS (25.2 %)**

2. LG Electronics (13.3 %)

3. SunPower (12.4 %)

### Commercial

**1. Q CELLS (13.3 %)**

2. SunPower (12.1 %)

3. LG Electronics (10.3 %)

## UK

**1. Q CELLS (13.6 %)**

2. JA Solar (13.1 %)

3. Sharp (10.1 %)

## GERMANY

**1. Q CELLS (11.5 %)**

2. Heckert Solar (8.2 %)

3. IBC Solar (7.0 %)

## ITALY

**1. Q CELLS (16.5 %)**

2. SunPower (12.7 %)

3. SolarWorld (7.0 %)

## JAPAN

**1. Q CELLS (11.5 %)**

2. JinkoSolar (10.2 %)

3. Canadian Solar (10.1 %)

### \*Sources

- U.S. PV Leaderboard (2020-1Q), Wood Mackenzie
- PV InstallerMonitor 2018/19, EuPD Research
- Fuji Keizai Kansai 2019

## SOUTH KOREA

**1. Q CELLS (60 %)**

2 Chines Manufacturers (21%)

3. Other Korean Manufacturers incl LG, Hyundai and 19 other companies (20%)

# GREAT LOCAL SERVICE SINCE 2009

Q CELLS has served the Australian community since 2009 – longer than any other manufacturer currently in the market. With a team based in Sydney and warehouses strategically around the country, we are well positioned to provide in-depth resources to our customers.

- HEAD OFFICE  
SYDNEY
- WAREHOUSE  
6 LOCATIONS



## NATIONAL DELIVERY

We have six 3 PLs located throughout Australia, providing convenient and flexible delivery direct to customers' warehouse or project sites.



## LOCAL TECHNICAL SUPPORT

Each customer has a dedicated account manager. In addition, our in-house engineers and support staff members can answer any questions about products and assist with commercial project support.



## MARKETING SUPPORT

We provide general and customised marketing support to help our customers make their sales faster and easier.



## TRAINING PROGRAM FOR PROFESSIONALS

We give customers and the industry confidence with customised CPD-points-eligible trainings for Q CELLS module technology and Q.HOME products and installation.

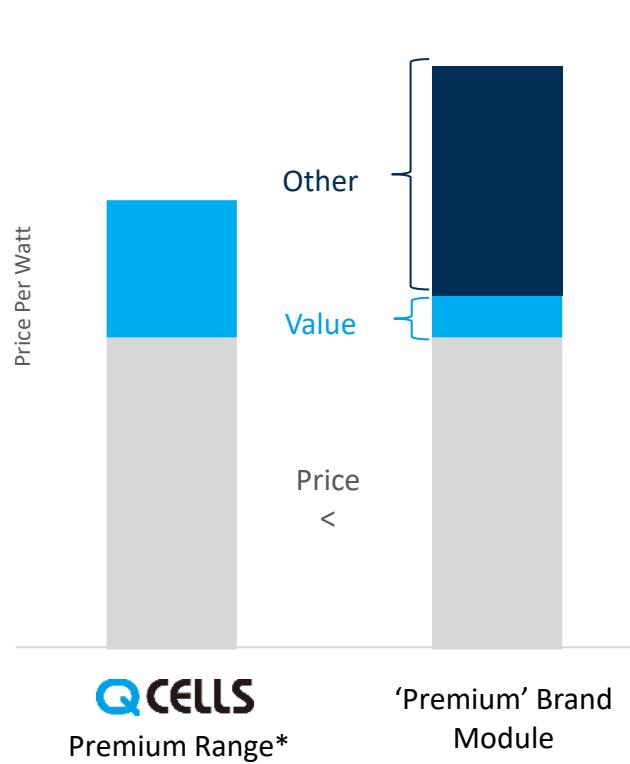


# QUALITY + GOOD SERVICE = LASTING VALUE

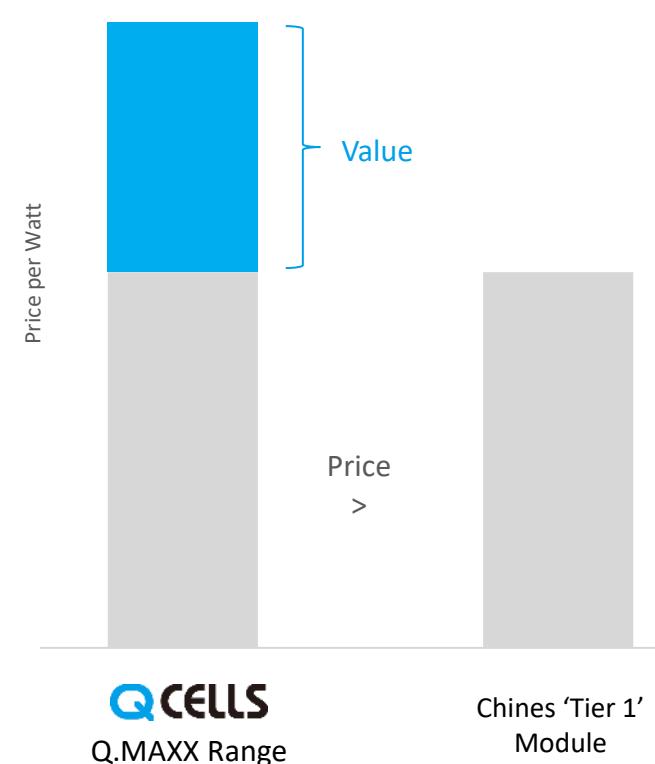
We believe that everybody deserves a quality solution, and that level of quality and security should be affordable. That means not compromising on quality and being able to support our products long-term, while also driving costs down through our massive scale and smart manufacturing processes. At Q CELLS, we focus on value, not price.

## WHAT ARE YOU PAYING FOR? PRICE VS. VALUE

Q CELLS vs. Premium Brand



Q CELLS vs. Chinese Tier 1



### Key

- Better quality materials
- Warranty Length (25 Years for Premium Range)
- Manufacturing location (non-Chinese for Premium Range)
- R&D
- Product Testing
- Local Support
- Long-Term Reliability & Bankability
- Higher cost of production due to smaller batches, niche production
- The highest power classes, whether you need it or not.
- Brand

# TESTED IN AUSTRALIA FOR AUSTRALIAN CONDITIONS



Our products are specifically designed and tested for Australian conditions to ensure optimal performance. Our modules work reliably, regardless of environment. Further, we undergo the testing to prove it.

## DESERT KNOWLEDGE SOLAR CENTRE ALICE SPRINGS

Since 2012, Q CELLS modules have been installed at The Desert Knowledge Australia Solar Centre (DKASC). Q CELLS has been a consistent top performer year after year where it sits in a field with other PV brands. Daily, weekly, and yearly generation information is publicly available to anyone in the world.



## JAMES COOK UNIVERSITY CYCLONE TESTING STATION

At James Cook University's Cyclone Testing Station, our panels survived the phenomenal pressures of a 1 in 500-year cyclone, ensuring that a solar system using Q CELLS' modules and installed on a conventional roof-top mounting structures will survive category C cyclones, the most severe category for all major cities in Australia.

# REFRESHINGLY SIMPLE SERVICE

## PV MODULE SUPPORT

- 5 days a week support line (9am-5pm AEDT)
- Engineers based in North Sydney
- Warranty, Technical Support, Operations, Sales & Marketing
- Commercial Project Support

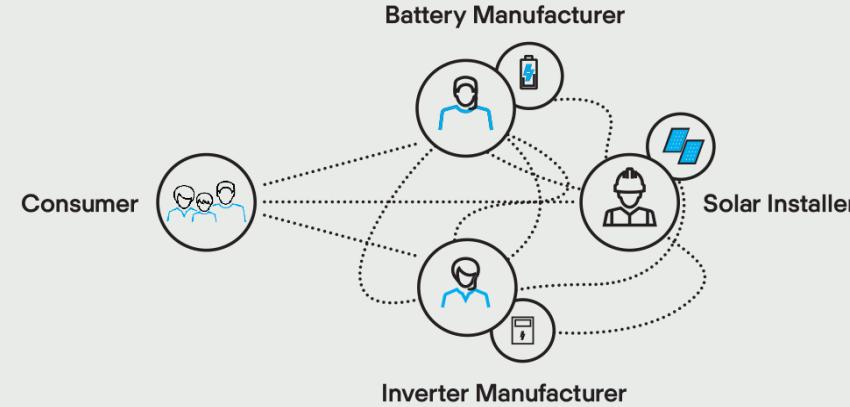
## 1-800-Q CELLS

## Q.HOME SUPPORT CENTRE

- 7 days a week support line
- 48 hours response time
- Active fault alert monitoring (24/7)\*
- National network of support technicians

## 1-800-Q HOME 0

## BEFORE

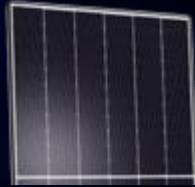


## NOW WITH Q CELLS

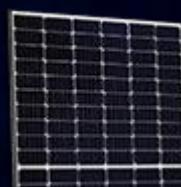


# AUSTRALIA RANGE

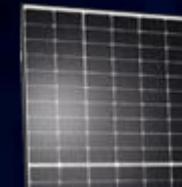
## PV MODULES



Q.PEAK DUO ML-G9+  
390 Wp



Q.PEAK DUO-G6+  
360 Wp



Q.MAXX-G2  
350 Wp

INTRODUCING THE ALL-NEW  
Q.PEAK DUO ML-G9+

## Q.HOME



Q.HOME+ESS HYB-G2

## TOTAL SOLUTIONS



PV + Inverter + Battery + Monitoring



THE ZENITH OF QUALITY  
WITH ZERO-GAP TECHNOLOGY

powered by  
**Q.ANTUM DUO Z**