



CORPORATE PRESENTATION

AUGUST 2020

# An international solar power solutions provider

**Wide ranging expertise** covering the entire lifecycle of solar power systems:

- Solutions for Europe
  - Turnkey system procurement with wholesale discounts based on 150MW annual order volume
  - Inhouse design, engineering and construction services from the largest Chinese EPCs in the world
  - Technology solutions (Chinese technology and new product launch are typically 6 months ahead of the EU)
- Solutions for China
  - Asset management
  - Project finance & insurance
  - Energy production on site
  - O&M
  - Investment protection

■ Active in **10 countries** across **2 continents**

■ **600MWp+** of PV solar power plants  
commissioned in **7 countries**

■ O&M services provided for **140+ MWp**

■ Founded in China in **2015**, headquartered in the  
**Shanghai** & **21 professionals** in **3 offices** worldwide

■ Technology supplied for **several hundred MWp** of projects

# Global presence

## **Offices:**

Shanghai, China (HQ)

Leuven, Belgium (Regional Office)

Warsaw, Poland (Regional Office)

## **Local presence in:**

France

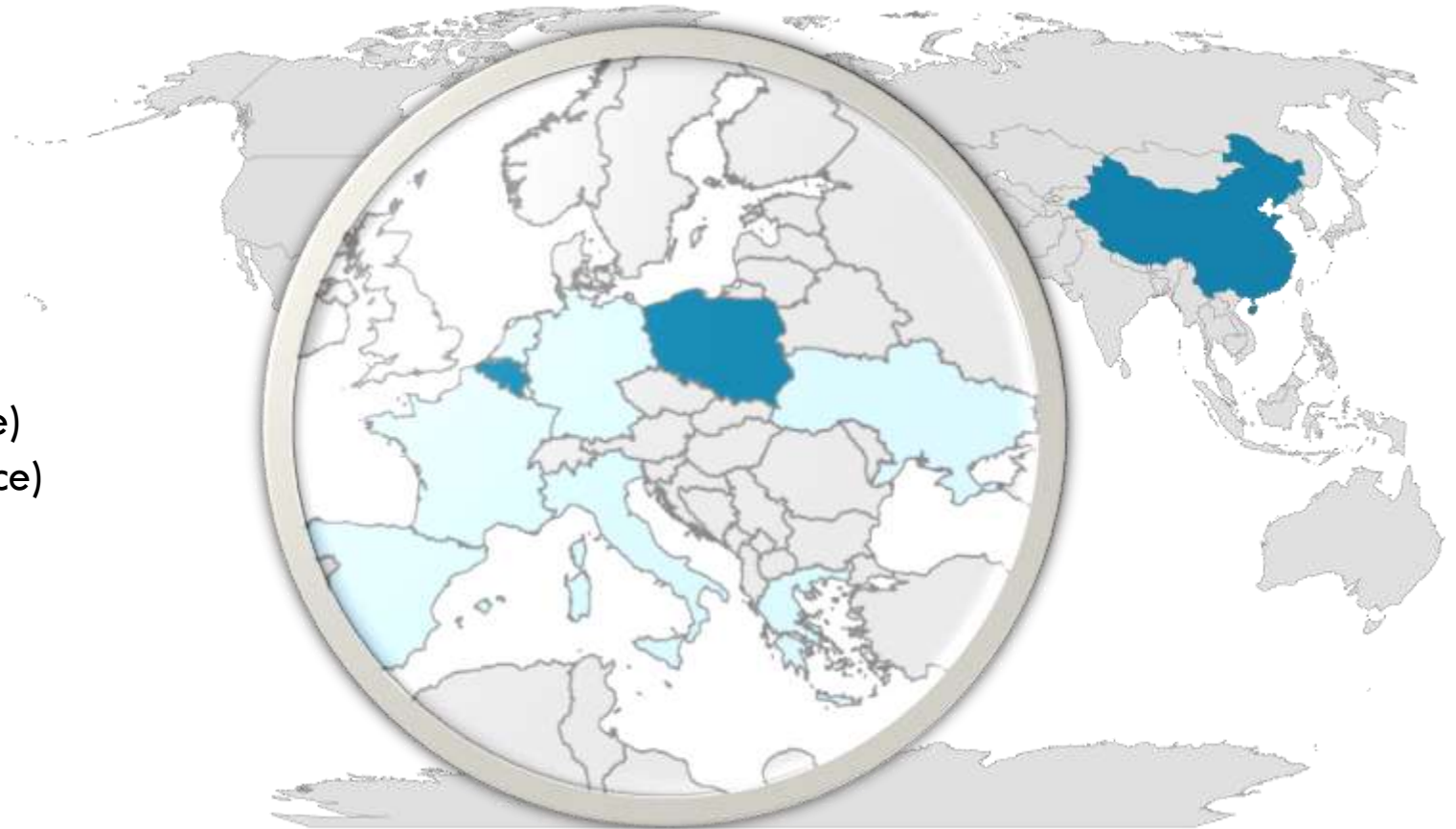
Germany

Spain

Italy

Ukraine

Greece





# Life-cycle expertise

## **SOLAR PROCUREMENT.**

Strong buying power based on 150MW+  
in 2019 and 800GW since 2015.  
European quality assurance and control

## **SOLAR SOLUTIONS.**

Energy solutions and project  
development from concept to  
completion.

## **SOLAR STORAGE.**

PV battery systems for a level of  
performance, power quality and  
reliability beyond the grid.

## **INVESTMENT PROTECTION.**

Effective solutions for asset protection.

## **TECHNOLOGY.**

Solar power system packages  
and top quality components.

## **SOLAR O&M.**

Fully integrated power plant  
monitoring and O&M services.

# Procurement Services

[www.generatesolar.eu](http://www.generatesolar.eu)

[www.generatesolar.pl](http://www.generatesolar.pl)

[www.generatesolar.nl](http://www.generatesolar.nl)



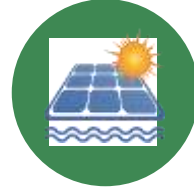
MODULES



INVERTERS



ENERGY  
STORAGE



FLOATING  
SOLAR



SOLAR AIRCON



FLEXIBLE SOLAR  
FILM

- 150MW+ framework agreement with the suppliers for wholesale discounts
- Annual fixed framework price to avoid market price increase; and the price goes down as the market price drop
- Turnkey system distribution (modules, invertors, mounting systems, cables etc) directly from the Chinese manufacturers; DDP delivery in 7-8 weeks.
- 3MW safety stock in Europe with bi-weekly incoming shipment to manage your inventory
- European quality assurance & control standards– during production monitoring and pre-shipment inspection
- Local key account managers and service support team

# Key Portfolio Brands

## BLOOMBERG TIER ONE MODULES



[www.ht-saae.eu](http://www.ht-saae.eu)

**belinus<sup>®</sup>**

Designed and Engineered in Flanders

[www.belinus.be](http://www.belinus.be)

## INVERTORS

**Presola<sup>®</sup>**

[www.presola.be](http://www.presola.be)

## ENERGY STORAGE BATTERIES



[www.pylon-tech.eu](http://www.pylon-tech.eu)

## FLOATING SOLUTIONS

**SUNGROW**

[www.generatefloating.solar](http://www.generatefloating.solar)

## FLEXIBLE SOLAR FILMS

**SUNMAN**

[www.sunman.energy](http://www.sunman.energy)



# Bloomberg tier 1 module manufacturer



[www.ht-saae.eu](http://www.ht-saae.eu)

- Founded in 1960 by China National Aerospace Group
- Global Fortune 500 company
- Panels are used on spaceships and satellites
- warranties underwritten by Lloyd's in London
- We are their exclusive distributor

LLOYD'S

Underwriters



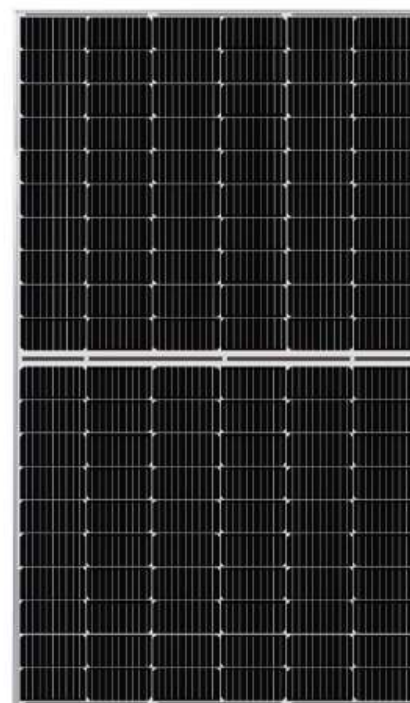
# Designed in Belgium and Made by Tier 1

- Designed and engineered by engineers from KU Leuven (World's No.7 university ranked by Reuters)
- BE.WAFER™ cell technology for 25 years product and performance warranty
- BE.WAFER166 for high-efficiency (20.4%) and high power output (370Wp for M6 small panels and 445Wp for M6.5 large panels)
- BE.WAFER183 and BE.WAFER210 available for testing (550Wp and 600Wp)
- Full-black option for superior appearance and Dual Glass option for strength and safety guarantee
- Produced by Bloomberg tier 1 module manufacturers
- Rigid on production and pre-shipment quality inspection and control

**belinus**

Designed and Engineered in Flanders

[www.belinus.be](http://www.belinus.be)





# Portfolio Brands

## ENERGY STORAGE BATTERIES



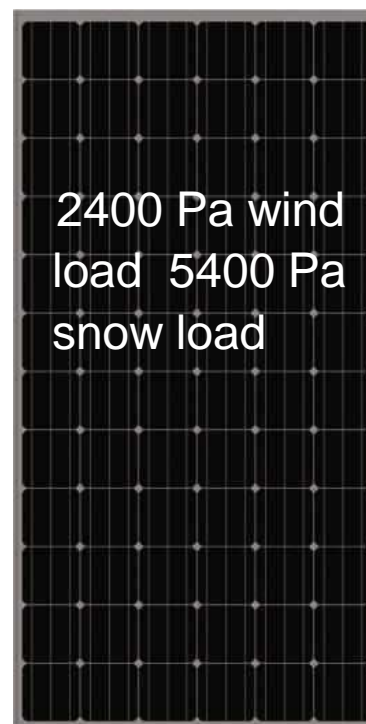
A ZTE listed State Own Enterprise  
Annual turnover 100 million euros  
World's nr 3; after Tesla and LG Chem

## FLEXIBLE SOLAR FILMS

Conventional Panel

Ultra-light

eArche



22.0-27.0 kg



7.4 kg

The most bankable Tier 1 flexible module brand

# Generate Floating



main floater



aisle floater



combiner box floater



inverter & booster platform

## 15 performance tests

- ✓ wind tunnel test
- ✓ folding fatigue test
- ✓ hardness test
- ✓ waterproof test
- ✓ side and diagonal tensile test
- ✓ high-low temperature test
- ✓ freezing test
- ✓ buoyancy test
- ✓ concentrated load test
- ✓ .....



Management Service



**BS6920:2000**  
**Food-Grade Material**  
**Anti-UV aging,ESCR**

Life Time

25  
years

Upgrade and after services  
within product life cycle



# Project Experience Europe





# Rooftop Project Experience China





# Project Reference - Floating PV Projects



Japan extremely cold region  
0.16MW



Huainan Xinji 102MW



Taiwan typhoon region 3.1MW



Henan PV Poverty Alleviation  
200kW



Thailand amusement park 300kW



Taiwan pond 1.2MW



# Ongoing Projects and Pipelines

	Name	Country	Capacity	Date of Commission	Generate Role
1	POR	Belgium	54 MW	planning	Module and Invertor supplier
2	BR	Belgium	2 MW	planning	
3	LESSER	Poland	14 MW	planning	
4	LAKE	Poland	2 MW	planning	
5	PARC	The Netherlands	10 MW	planning	EPC
6	PANPAN	Shandong	35 MW	planning	
7	NUDDLE	Shandong	20 MW	planning	
8	HJT	Anhui	17 MW	in construction	
9	MEON	Shanghai	7 MW	in construction	

Update: 3<sup>rd</sup> August 2020

# Leadership

Owner-managed

Highly developed know-how in financing and technology



## Liang Sun, CEO & VP Projects (co-founder)

- 2015: Co-founded Generate Solar Group
- Entrepreneur of the Year, American Chamber of Commerce in Shanghai
- Board Member: Benelux Chamber of Commerce in Shanghai
- 2013: Founded Generate Sales and had a successful exit in 2018
- Antwerp Management School, MSc
- Extensive knowledge of the solar energy industry and international finance



## Tony Bian, Supply Chain Director (co-founder)

- 2015: Co-founded Generate Solar Group
- Former Director North America, Versolsolar
- Former Director Europe & Asia, Sustsolar
- Former Project Engineer, KONE Elevator
- BSc in Supply Chain Management
- Extensive knowledge of the solar supply chain and quality control fields



## Grant Ji, VP Sales (co-founder)

- Responsible for the sales team management and key account management
- 2019: joined Generate Solar Group
- 2017 – 2019: Sales Director and shareholder at Dehui Solar
- EMBA from Fudan University



# European Team



**Andrzej Zalewski**



**Paulina Tabor**



**Michiel Degruytere**



**Wout Van Bavel**



**Natalia Mikos**



**Katarzyna Rasińska**

# Chinese EPC & Financing Partners



SHANGHAI  
CONSTRUCTION  
GROUP

[www.scg.com.cn](http://www.scg.com.cn)



CNBM



**JETION**  
SOLAR

*Visionary Green Energy*

[www.cnbm.com.cn](http://www.cnbm.com.cn)

[www.jetionsolar.com/en](http://www.jetionsolar.com/en)



[www.meonsolar.com](http://www.meonsolar.com)



FORTUNE  
Global 500

Tier 1  
Bloomberg  
New Energy Finance

**SUNGROW**

# Strategy pillars

## Expansion in grid-parity markets: Poland and Benelux are the main market for new projects, both on-grid and off-grid:

- Where solar energy is competitive with conventional energy on a larger scale.
- A very large untapped potential, with Poland having one of the highest electricity price of any country on average.
- Local partners are Polish, Belgians and Dutch and they have an intimate knowledge of the local market.

19

## Focus on procurement services in Europe:

- the market is driven by EPC companies which provided procurement services most of which by from distributors
- **Reasons for EPCs buying from Generate: cheaper and higher quality and better payment terms**

## Focus on large scale project development in Europe and China

- Currently 450MW+ project developed in China and 130MW+ projects in the pipeline.
- Currently 133MW+ project developed in Europe and 70MW+ projects in the pipeline.



# Contact Us

## **GENERATE BV**

Kapeldreef 60  
Leuven 3001  
Belgium  
+32 16 91 03 14  
[info@generatesolar.be](mailto:info@generatesolar.be)  
[www.generatesolar.eu](http://www.generatesolar.eu)

## **GENERATESOLAR SP.Z.O.O**

Twarda 44  
00-831 Warsaw  
Poland  
+ 48 222 639 830  
[buiro@generatesolar.pl](mailto:buiro@generatesolar.pl)  
[www.generatesolar.pl](http://www.generatesolar.pl)

## **GENERATE LTD**

2203-04,1306 Jiangning Road  
200010 Shanghai  
China  
+86 21 6247-3461  
[info@generate.net.cn](mailto:info@generate.net.cn)  
[www.generate.net.cn](http://www.generate.net.cn)

