

**LINUO POWER**



TO MAKE EVERY HOUSEHOLD ENJOY SOLAR ENERGY ELECTRICITY

# Linuo Power

**Solar Power Expert**

A Member of Linuo Group  
[en.linuosp.com](http://en.linuosp.com)



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## Part 1 Linuo Group

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- 1.1 Overview
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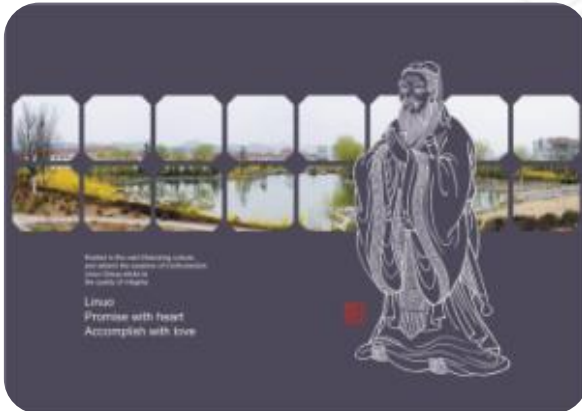
## Part 2 Linuo Power Group

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# 1.1 Overview



# 1.2 Culture and Vision



.... Confucius's Philosophy and Integrity

.... Sincerity

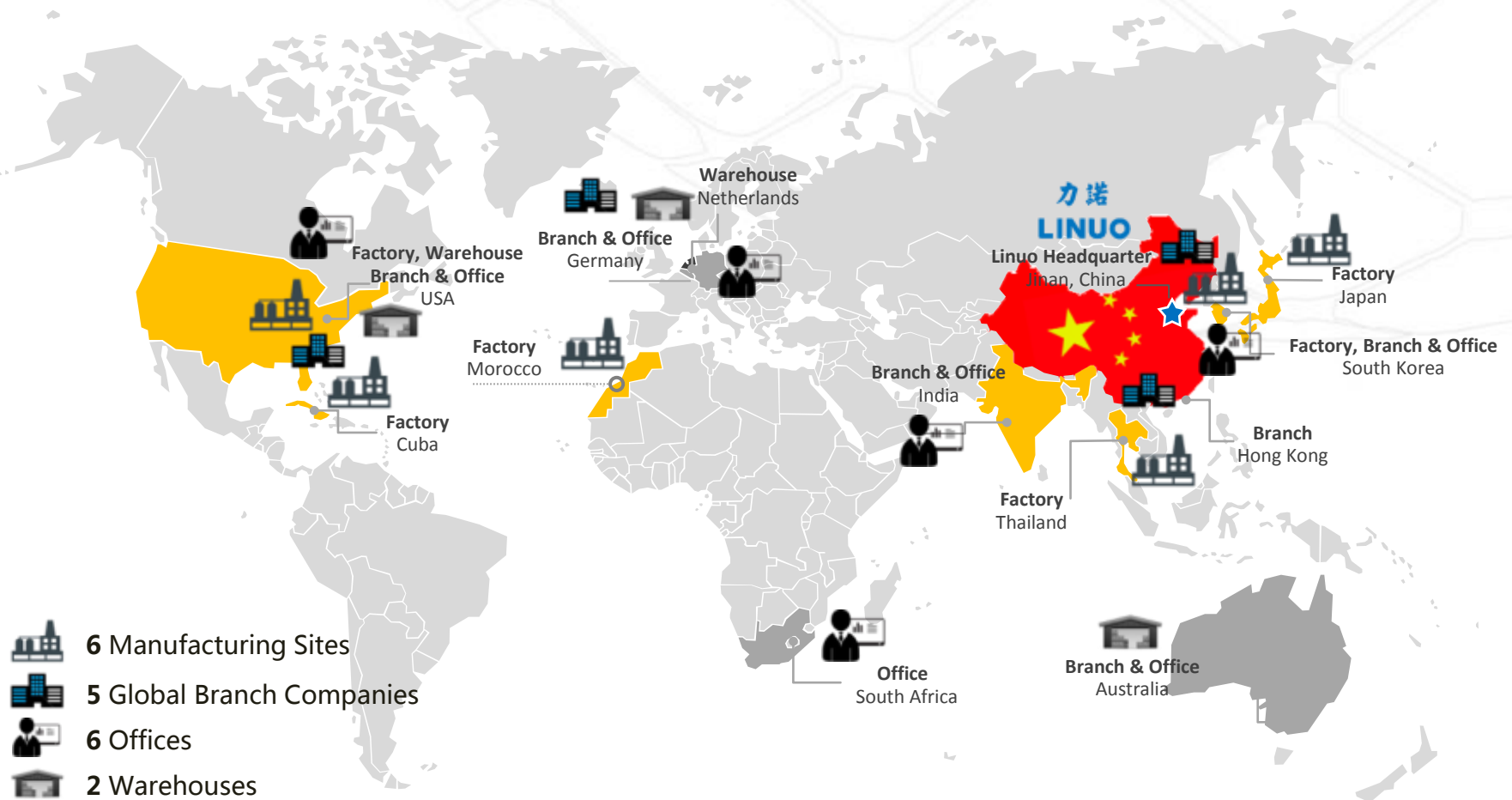


.... Responsibility to Employees, Clients and Shareholders



.... Environment, Nature and Industry Harmony

# 1.3 Global Strategic Layout



# 1.4 Our Global Partners

- ... 18 Catalogues of Products, Export to 67 Countries, Over 900 Overseas Customers



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## Part 1 Linuo Group

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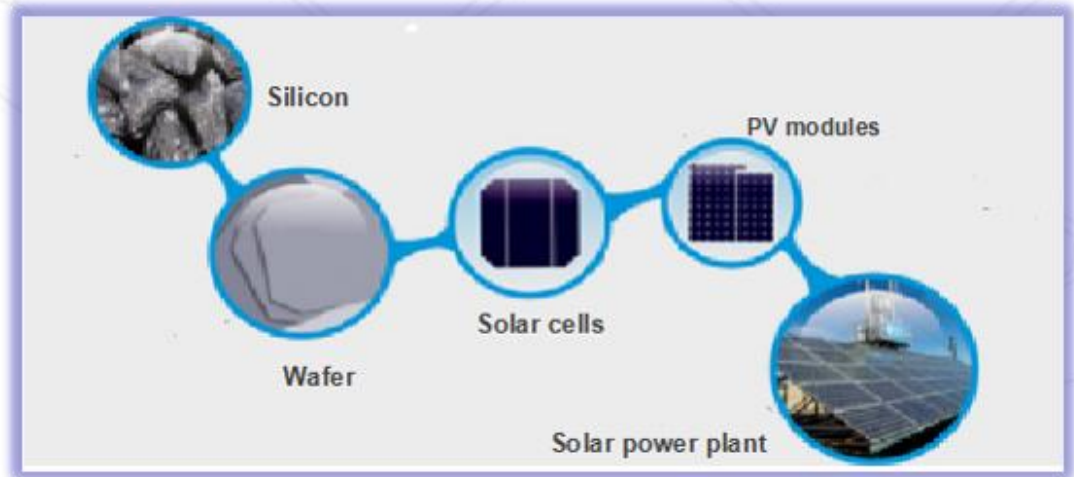
## Part 2 Linuo Power Group

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# 2.1 Linuo Power Overview

## Group Overview



- ❑ Established in 2002
- ❑ Direct Panels Supply by Linuo Photovoltaic High-Tech Co., Ltd
- ❑ Professional Service: EPC, O&M
- ❑ Over 400 Employees
- ❑ Reliable Financing Partners
- ❑ Total Installed Capacity - Over 1.3GW
- ❑ Cumulative CO2 Reduction - 1,670,000 tons



## 2.2 Panels Products

Perfect Authentication, Outstanding Performance

Specialize in mono/poly silicon solar panels mass production (annual production capacity: 1.2GW), featuring state-of-the-art manufacturing technologies including **Black Silicon**, **Diamond-wire Cutting** etc.



100% Positive Tolerance ( 0-+5W )



25-years Irrevocable Quality Warranty



Resistance to Ammonia & Salt Mist Corrosion



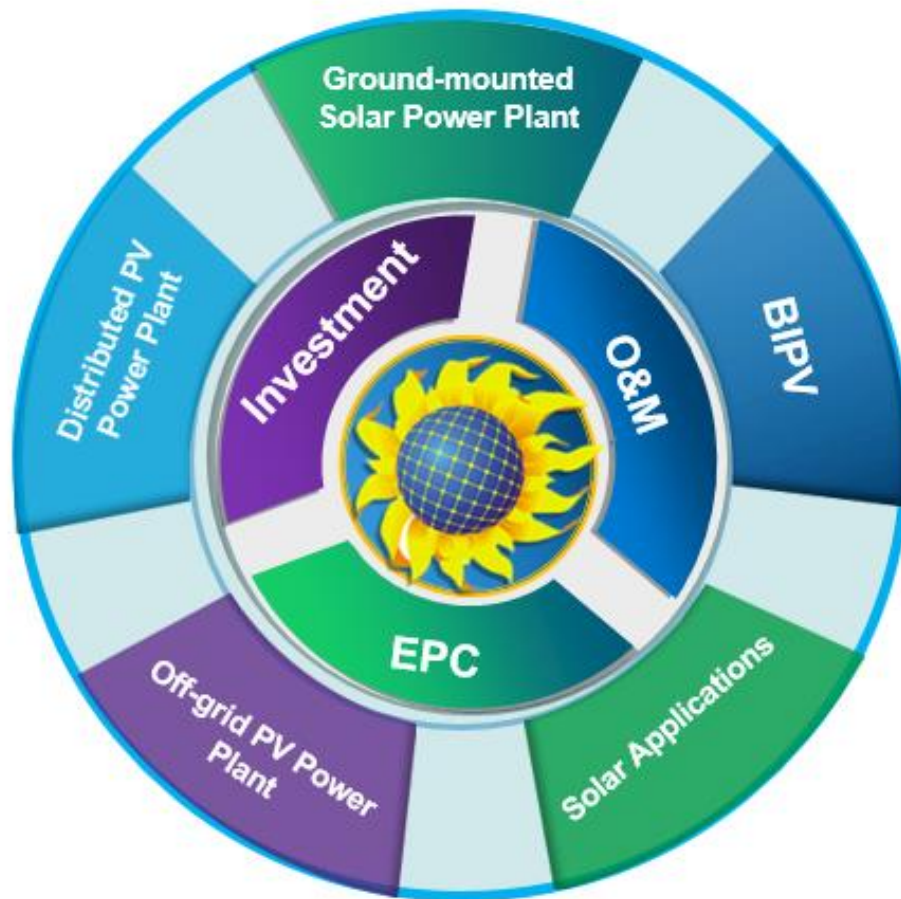
Covering All Major Products Certification  
High Reliability and Stable Power Output

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## 2.3 Business Scope – EPC, O&M



15 Years Experience in Solar Power Station Development

Package Service – Complete Supply Chain, EPC, O&M

Fully Accredited Design Institute



## 2.4 Customer Service



**AON-COFCO  
Insurance**

**Customer Feedback  
Tracking System**

Project Development Status  
Real-time Performance Analysis  
O&M Feedback

**Customers Complain  
Processing System**

**24/7 Hotline:** 0086-400-658-6199  
Prompt Response 24/7  
General Solutions within **48hrs**  
Detailed Solutions within **72hrs**

## 2.5 Project Cases – China, Ground



7.2MW On-Grid Solar Farm, Shandong



10MW On-Grid Solar Farm, Qinghai



1.6MW On-Grid Solar Farm, Shandong



10MW On-Grid Solar Farm, Shandong

## 2.5 Project Cases – China, Ground

10 MW On-Grid Solar Farm – Shigatse, Tibet  
Altitude: 3836meters, UV Level 5, Diurnal Temp. Diff.: 30 °C  
System Eff.: 81.5%



## 2.5 Project Cases – Oversea, Ground



1MW On-Grid Solar Farm, Italy



1MW On-Grid Solar Farm, Germany



1MW On-Grid Solar Farm, Japan



2.4MW On-Grid Solar Farm, Germany

## 2.5 Project Cases – Rooftop



10kW On-Grid System, Jinan



20MW On-Grid System, Jiyuan



600kW On-Grid Solar System, Nanning

## 2.5 Project Cases – Off-Grid Systems



54kW Off-Grid System, Hokkaido Japan



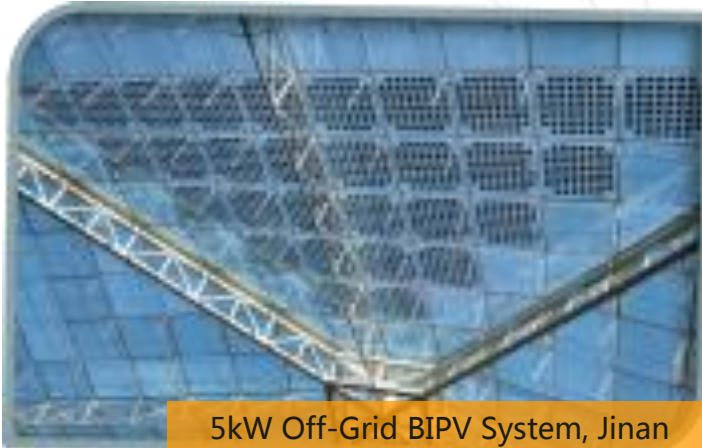
CMCC Off-Grid System, Shandong



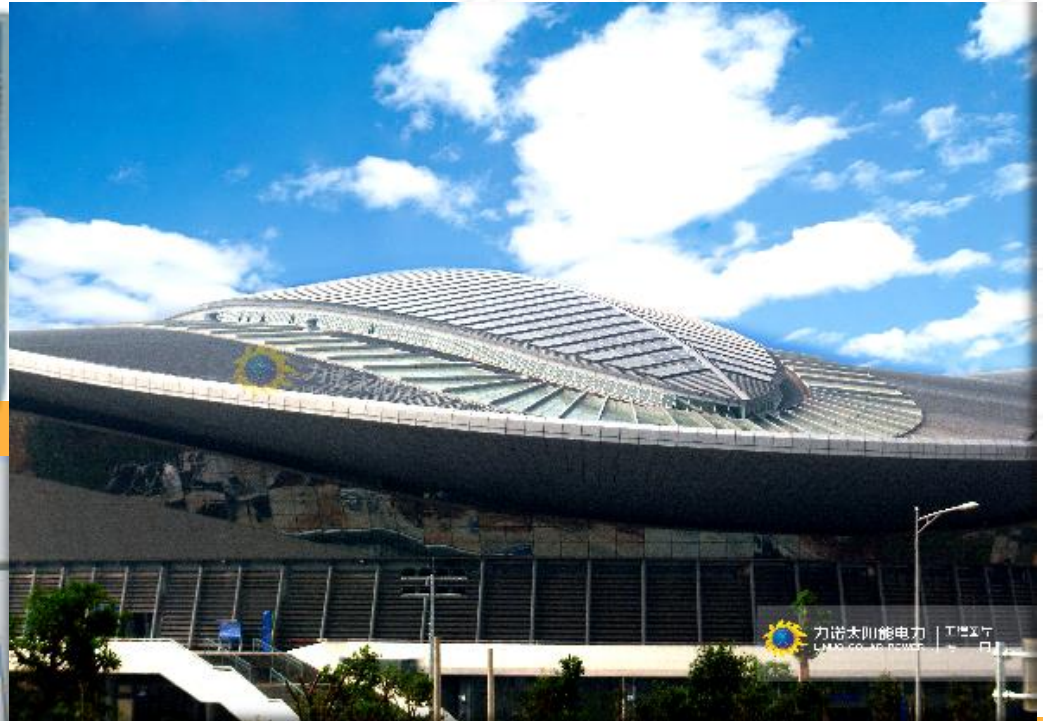
Communication Base in Cameroon

5kW Off-Grid System, Cameroon

## 2.5 Project Cases – BIPV



5kW Off-Grid BIPV System, Jinan



600kW On-Grid BIPV System, Nanning



10kW Off-Grid BIPV System, Linyi

# 2.6 Strategic Moves: Energy IOT

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## 1. Peak Shaving Solution

The company aims to build an Internet of Things (IOT) Energy platform, which will be the key to realize an integrated distributed systems. Linuo Power would like to gather millions of billions of solar PV systems, wind turbines, energy storage batteries systems, and power users' terminals and so on through the energy IOT platform to have them connected together, to reduce the system synergy costs. We are examining the feasibility of building a big renewable energy grid that does not need traditional energy, this will act as a standby power supply to adjust the power peak, to form a better energy supply network in the future world.

## 2. C2C Energy Sharing

Linuo Power, as one of the first electricity wholesales company in the state power system reforming, has been officially approved for selling electricity. Combined with the implementation of "West-to-East Electricity Transmission" policy, taken our company as an intermediate link, we will actively develop the market and to buy back cheap electricity, for example wind and solar energy and sell it to heavy electricity users in East China.

## 2.6 Strategic Moves: Emerging Markets in China

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### 1. Distributed System + Storage

The company will focus on the transformation of traditional business model, which is from the large ground station to distributed energy system, regional energy system, Intelligent Energy development. We will also vigorously develop and invest in storage technology, for example, to store the late-night 30 cents/ kWh electricity and then use it in the daytime peak hours.

### 2. Energy Management + Electricity Selling + Carbon Finance

Linuo Power, as one of the first electricity wholesales company in the state power system reforming, has been officially approved for selling electricity. Combined with the implementation of "West-to-East Electricity Transmission" policy, taken our company as an intermediate link, we will actively develop the market and to buy back cheap electricity, for example wind and solar energy and sell it to heavy electricity users in East China.

### 3. Intelligent Operation

Distributed energy system market, especially household distributed energy system market, will enter a fast-growing period. A large number of power stations need to be maintained and managed, Linuo Power will be the one of the first operators to undertake this business. For example, all the poverty- alleviation photovoltaic power systems in a county called Huachuan County has entrusted us to provide the O&M (Operation and Maintenance) service. This service (the value-added service of intelligent O&M) as a new business model, will be a new profit growth highlight for Linuo Power Group.

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**THANK YOU FOR YOUR ATTENTION!**

**Q&A**



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