



# THE ONLY CHOICE FOR RELIABLE PV PLANT SUCCESS

SIMPLIFYING SOLAR

**YASKAWA**  
SOLECTRIA SOLAR



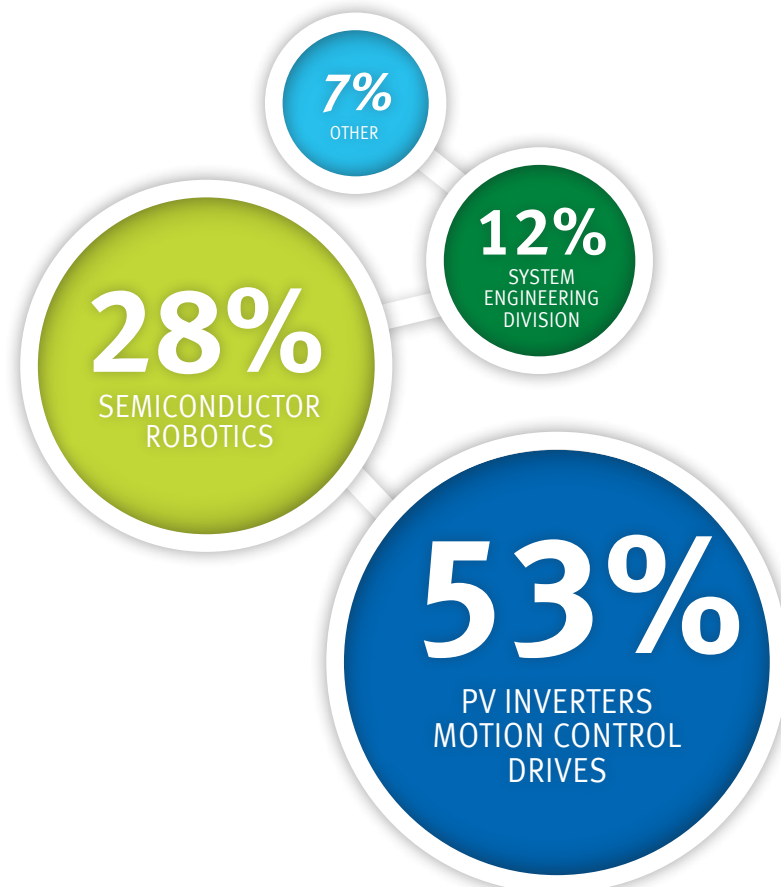
# COMPANY STRENGTH

Technology leadership. Solar industry expertise. World class performance. \$4B global company with over 100 years of experience. These are just a few of the reasons why Yaskawa - Solectria Solar is the right choice for large commercial and utility-scale projects.

We understand solar power is reaching cost parity with conventional energy sources in North America, which is driving aggressive demand for solar projects. Successful companies need the best technology from reliable partners.

## YASKAWA BUSINESS SEGMENTS

Breakdown by net sales



WE BRING  
EXPERIENCE  
TO **YOU.**

That's why you should choose Yaskawa - Solectria Solar. Founded in 2005 in Lawrence, Massachusetts, we are the largest commercial inverter supplier in the U.S. PV market. We offer a versatile line of high-efficiency, high-value inverter solutions supported by exceptional engineering and world-class service and support.

In September 2014, we became an even stronger company when we were acquired by Yaskawa America, Inc., the U.S. subsidiary of Yaskawa Electric Corporation (YEC). YEC is a \$4 billion global leader in factory automation solutions and motor drive inverters. It is also an established leader in the PV inverter market in Japan and known worldwide for its high value, reliability and high quality products.

Yaskawa brings scale, global sales and manufacturing, and diversification to the relationship. Solectria brings over 25 years of power electronics experience, 10 of those dedicated to the PV industry, and in-depth knowledge of medium and high voltage PV products.

Yaskawa is dedicated to increasing its presence in the renewable energy market in the U.S. and globally.

Yaskawa is dedicated to increasing its presence in the renewable energy market in the U.S. and globally. It acquired Solectria for its in-depth North American PV knowledge and for its market-leading inverter solutions.

Solectria retains its team – management, engineering, sales and customer service – as a wholly-owned subsidiary of Yaskawa America, Inc. Together, the companies are committed to growing the business by delivering superior customer experiences. The acquisition has enhanced the company's bankability and has provided additional resources to expand into new markets for the future.

Companies that will be successful in solar power need the best technology from reliable partners. Yaskawa - Solectria Solar is the right choice for large commercial and utility-scale projects.

## Diversified, global company

### YASKAWA ACQUISITION

- \$4 Billion Company
- 11,500 Employees
- Over 23 Million Inverters Installed
- 22 Manufacturing Locations Worldwide
- 100 Years of Manufacturing
- 2015 Thomson Reuters Top 100 Global Innovators



### Edwards R. Deming Medal for Quality

Yaskawa is the only industrial drives and motion control manufacturer to win the Deming Medal, the most prestigious quality award in manufacturing. Yaskawa constantly tracks and measures product failures in time (FIT). The actual FIT data demonstrates a high quality and reliability rate that is the envy of our Industry.



# WHY YASKAWA?

## Technology leadership

Yaskawa - Solectria Solar’s leadership in technology is proven through our product line, including 3.8kW to 1.5MW inverters, string combiners and web-based monitoring for all solar system sizes. In addition, all of our three-phase central inverters are made in the United States. PV System owners, developers and EPCs rely on our high product performance, reliability and bankability—and our more than 100 years of power electronics and inverter experience.



### RESIDENTIAL INVERTERS

The PVI 3800-7600TL transformerless single-phase inverters have high peak and CEC efficiencies, dual MPPT and the best performance specs in the industry. A rapid shutdown combiner option may be added to the PVI 3800-7600TL to comply with NEC 2014, Article 690.12.



### UTILITY-SCALE INVERTERS

The SGI XTM inverter series is a line of external transformer inverters designed for direct to medium voltage applications. These inverters have redundant power stages, which optimize reliability and energy harvest. They also include the latest evolution of central inverter technologies proven over the last decade. Advanced Smart Grid features are available for utility applications.



### COMMERCIAL INVERTERS

The PVI 14-60TL are compact, three-phase transformerless string inverters designed to maximize reliability and efficiency, while simplifying installation. The PVI 50-100KW, SGI 225-500PE, and SGI 500XT inverters are time tested, proven solutions for 600VDC applications in both new PV plants and for legacy inverter replacement.

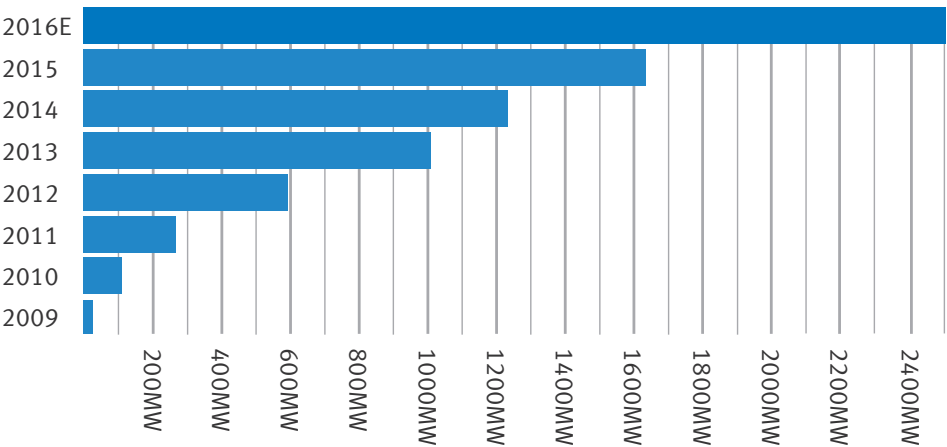


### MEGAWATT SOLUTIONS

Yaskawa - Solectria Solar offers a variety of fully-integrated MW solutions for both string and central inverters. The Decentralized MW Solution includes all major system components for connecting string inverters to medium voltage (inverters, panelboards, switchboards, and transformers). Megawatt Solar Stations (MSS) connect central inverters to a medium voltage transformer as a part of a prefabricated skid.

## Industry experience

Thousands of PV projects ranging from 1kW to 30MW rely on Yaskawa - Solectria Solar inverter solutions. We partner with PV project owners, investors, developers, EPCs and distributors throughout the world to build high-performing PV systems from residential rooftops to the world’s largest CPV plant.



### CUMULATIVE GW SHIPPED

From 2009 to 2015, Yaskawa has seen steady growth of total MW of inverters deployed. 2016 shipments are expected to exceed 2,500MW.

### INSTALLATION EXAMPLE

North Carolina Solar Farms  
Greenville, Biscoe, & Rocky Mount, NC  
Portfolio Size: 34.5MW AC  
Solectria Inverters: (69) SGI 500XTM





WHY YASKAWA?

World class performance

Yaskawa–Solectria Solar is renowned for its industry leading CEC efficiencies, reliability, quality and proven uptime performance of over 99.5%.

**LOCATIONS WORLDWIDE**

Yaskawa - Solectria Solar is headquartered in Lawrence, Massachusetts, U.S.A. with offices and support throughout North America and South America. Yaskawa Electric Corporation is headquartered in Japan and has offices worldwide.

**RESPONSIVE SERVICE**

We are committed to providing industry leading support for applications, installation, troubleshooting, maintenance and repair through our knowledgeable technical support and experienced field technicians.

- Additional Offices:**
- Huntington Beach, California
  - Berkeley, California
  - Jacksonville, Florida
  - Phoenix, Arizona
  - Philadelphia, Pennsylvania
  - São Paulo, Brazil

Reliability

BUILT ON OVER 100 YEARS OF POWER ELECTRONICS EXPERIENCE BY THE WORLD'S LARGEST INVERTER MANUFACTURER PRODUCING OVER 2M PRODUCTS ANNUALLY.

Serviceability

TECHNICIANS AND OFFICES STRATEGICALLY LOCATED THROUGHOUT THE U.S. AND INTERNATIONALLY. ALL INVERTERS DESIGNED FOR EASY SERVICE AND MINIMAL DOWNTIME.

Uptime

EACH PRODUCT LINE IN YASKAWA - SOLECTRIA SOLAR'S FLEET DEMONSTRATES OVER 99.5% UPTIME WITH OVER 10 YEARS OPERATING EXPERIENCE.



Contact us today - your PV system depends upon the best quality products. Our technical sales managers can answer your questions and help you choose the best Yaskawa - Solectria Solar inverter solution for your project.

