

DIVERSIFIED BUSINESS SECTORS

Phono<sup>®</sup> Solar  
**SINOMACH**  
**SUMEC**

# 10 reasons for choosing Phono Solar

## 1 Who are Phono Solar?

- i. Phono Solar is owned by the Sinomach/Sumec Group of companies, Sinomach is a Global Fortune 500 company (293). Phono Solar is the Renewable Energy arm of this diversified manufacturing conglomerate that has been manufacturing for the international market for over 40 years. Now that is experience!
- ii. Over 100,000 employees, with over 140 global offices and over \$40 billion in net assets, the business group is truly an international performer.

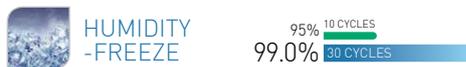
## 2 A truly diversified global manufacturer

- i. Sinomach/Sumec manufacture: agricultural machinery, ships, power tools and equipment, energy infrastructure, civil infrastructure engineering and development, renewable energy, they also have a very substantial finance division. Key business units in Australia are power tools and solar panels.

## 3 DNV-GL Top Performing Panel in independent 25 year reliability testing

- i. DNV-GL is an independent long term reliability test, comparing the major panels in the global market. Phono Solar was compared to over 70% of the solar panels sold in the Australian market and DNV-GL gave Phono Solar the rank of "Top Performer". SolarQuotes.com.au reviewed this independent test and stated that Phono Solar are the best panel for Australians to buy!

## 4 Third party qualified-exceeding the standard!



● IEC standard  
 ● DNV-GL standard

## 5 Phono built for Australia's harshest conditions

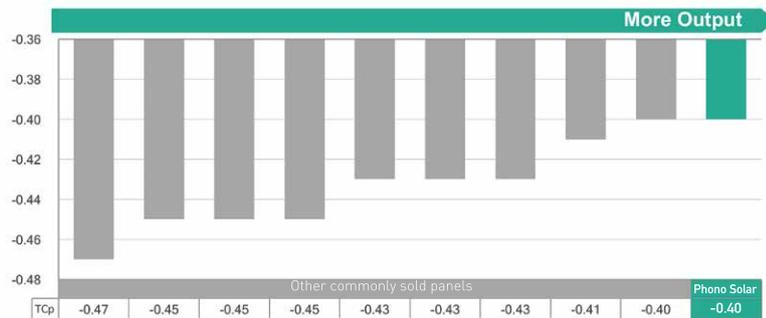
- i. Phono Solar is approved for installation in the Northern Territory and has been successfully installed in some of Australia's harshest conditions. Phono Solar is the top performer in DNV-GL "thermal cycle testing" where panels are cooled down to negative 40 degrees Celsius then heated up to positive 85 degrees Celsius. This is repeated 800 times to simulate 25 or more years use in the real world.

In locations like Alice Springs where there are very hot days followed up by very cold nights or in Melbourne where we can experience three seasons in one day, Phono Solar is a top performing panel for all Australian conditions!



## 6 Phono have Excellent Panel Yields

- i. Excellent Temperature Coefficient (the lower the Temperature Coefficient, the better) means high yield can be expected from your Phono Solar installation. This is also confirmed by third party testing internationally and domestically.
- ii. Use of genuine MC4 connectors, IP68 Junction Boxes and high quality solar cell selection process means your project's yield is assured in the long term.



Phono Solar has a Temperature Coefficient of -0.40 percent which is better than standard. Therefore Phono Solar panels yield higher in Australia's harsh weather conditions.

## 7 Phono is the Engineers Choice

- i. Due to the quality of build, the experience of the manufacturer and the value proposition, Phono is being specified in more and more large scale projects and has become the engineers choice right here in Australia.
- ii. Phono is the panel of choice for numerous multi MW solar farms across Europe, North America and Asia/Pacific.

## 8 Phono Solar is a Global Bankable Company

- i. Phono Solar is regularly listed in BNEF Tier 1 Report of bankable Manufacturers who have completed significant solar installs internationally. Furthermore, Phono Solar is one of very few panel manufactures approved for financing through Verdia (Westpac affiliate finance business for renewables). Phono Solar is reinsured through globally recognised insurers like Chubb and AIG.



## 9 12 Year Product and 25 year Performance Warranty

- i. Phono Solar has a 12 year product warranty when consumers log their warranty with the manufacturer at [www.phonosolar.com/care](http://www.phonosolar.com/care). This is responsible Manufacturer behaviour where Australian clients are encouraged to list every panel serial number installed and get an additional 2 years product warranty (12 years total).
- ii. With over 40 years of experience in managing and supporting after sales service, across hundreds of products distributed globally, this is truly an experienced manufacturing group who really is there for the long term.

## 10 Secure Products for your Investment

- i. Phono brings long term manufacturing experience, efficient technology through extensive research and development and rigorous product testing to ensure minimal issues in the field. Insured and registered warranty with reliable after sales service.
- ii. Phono Solar Third Party Certified Testing Centre completes testing of Solar Panels to a minimum of three times the IEC standard (Standard Certification required for panels).

