



POWERFUL LOGISTICS FOR THE SOLAR INDUSTRY

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UNDERSTANDING YOUR REQUIREMENTS

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The last decade in the solar industry brought unprecedented growth. And currently the demand for solar products is continuing to increase at a rate of 40% or more annually.

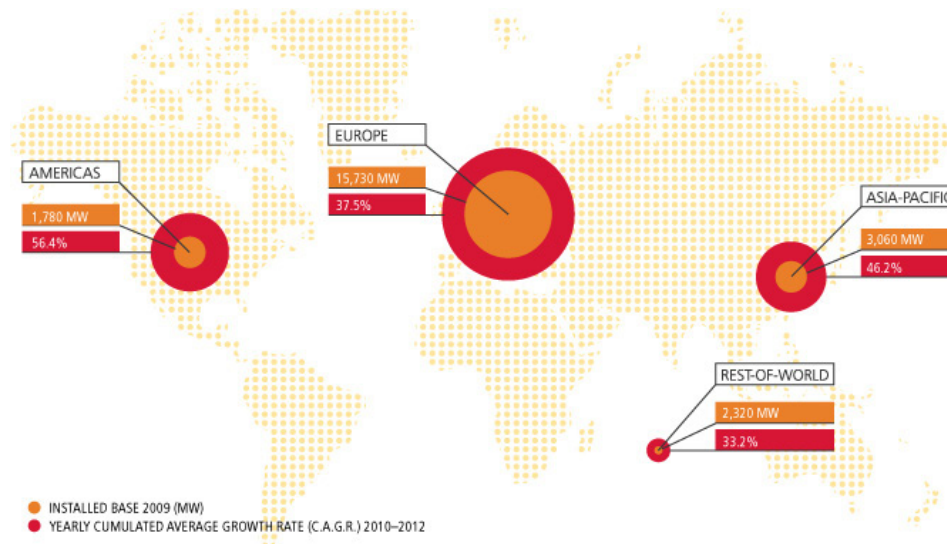
While this does provide many opportunities, there are current market forces and increasing pressures that may act as a barrier to your business making the most of them.

Growing competition, the reduction in Feed-In-Tariffs in some countries and the necessary drive for grid parity are all tightening profit margins.

This has resulted in logistics and its associated costs becoming a focal point for many solar energy enterprises that are looking for cost savings, greater efficiencies and new markets.

This is where DHL can help. With our end-to-end global logistics and proven solar industry expertise we can provide you with cost effective solutions, so you can make the most of the opportunities across the globe and grow your business.

Global installed base and expected growth 2010-2012



Worldwide accumulated installed base volumes equalled almost 22,900 MW in 2009. This is expected to reach nearly 60,000 MW by the end of 2012, representing a global average C.A.G.R. of approximately 40% per annum)

Source: EPIA, 2010

REDUCING YOUR COSTS

With solar product prices down some 50% over the last two years and with no end in sight for further cuts as the industry races to grid parity, cost efficiencies must be obtained throughout your entire supply-chain.

Logistics forecast, planning, packaging design and container optimization are just some of the ways we can help you in reducing your costs and make you more efficient.

One of the main benefits of working with DHL is that our buying power means we can secure competitive pricing for you at every stage and have an advantage in securing capacity at peak times worldwide.

What's more, our experience and size means we can advise you on the most efficient routing options. We've reduced costs for some of our clients simply through a change of route in their supply chain.

It's worth noting that we can offer a cost-effective solution whether you urgently need to air freight a small shipment, a full truck load in Europe or move a large number of container loads from port, to warehouse, to a major solar farm.

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ACCESSING NEW MARKETS

Reaching grid-parity is not only the driver for lower costs but will also result in an increased market and prove to be the true catalyst for this industry.

Wherever the opportunity arises, you need to act quickly to secure a firm stronghold in the market.

DHL's extensive distribution network in Europe, USA and Asia and our presence in over 150 countries means we can help you access virtually any new market rapidly.

As one of the world's largest customs brokers, you'll have access to our vast knowledge of tariff classifications, duty management and compliance regulations, and with our fiscal representation we can offer you simplified market expansion.

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KEEPING YOUR CARGO SAFE

We understand the specific requirements involved with delivering delicate, high-tech products. Our processes have been tried-and-tested over decades of working with leading companies in the semi-conductor industry.

We've been applying this experience to the solar energy industry for many years, ensuring safe delivery of solar components and products around the world.

This is supported by an array of advanced technology that allows you to keep a constant check on temperature, humidity, shock alerts and of course location.

Our end-to-end service also offers you a single point of contact, so not only can you enjoy the peace of mind of reduced handling during the transportation of your product, from raw material to final customer, but also increased visibility.

SERVICES ON A GLOBAL SCALE

Wherever your logistics needs start and finish, we have the expertise to provide the ideal solution at every stage of your solar supply chain.

From the road and air transportation of high value solar components, to the shipping of solar modules by ocean freight, we can tailor the most secure and cost-efficient

service to your needs. Our expertise doesn't stop once your goods have reached the port. We can set up warehousing, deliver to final consignee, support in large-scale farms and handle recycling in any of the solar markets around the world. Meaning you can concentrate on adding value for your customers.

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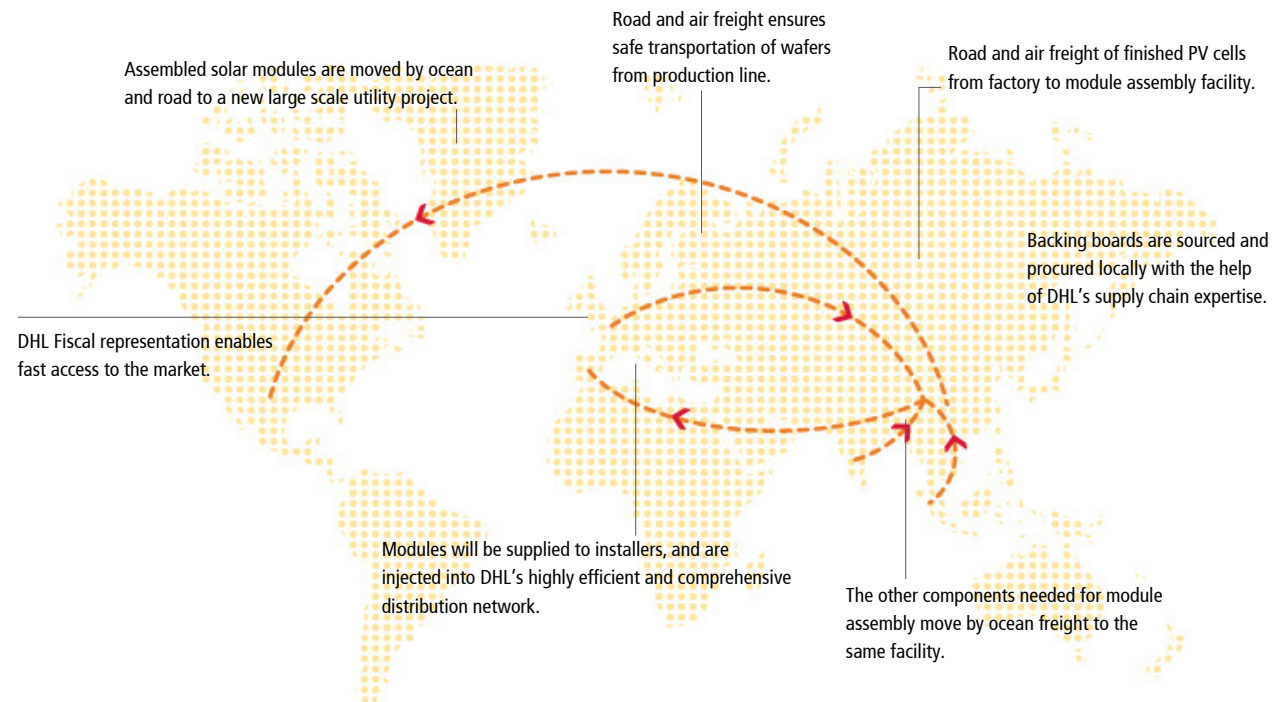
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Example of a Solar Supply-Chain Model



DHL assists all kind of solar businesses globally.
This example demonstrates how we help run a PV logistics chain.

SPECIALISTS IN FREIGHT FORWARDING AND THE SOLAR INDUSTRY

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We are specialists in the needs of the solar industry.

With a dedicated global sector approach, DHL has the insight, understands the requirements across the solar industry and is able to demonstrate best practices.

From shipping raw material and components, to delivering solar modules and from clearing goods through customs to warehousing and distribution, we can assist you in accessing markets with speed and precision.

This means we can help you reduce costs, reach grid parity and make the most of opportunities worldwide, whatever the size of your business.

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GLOBAL RESPONSIBILITY

We are the first major company in the logistics industry to set a quantifiable climate projection target. DHL aims to reduce its carbon footprint by 30% for every package sent, every container shipped and every square metre of warehouse space used by 2020.

This will be achieved by gradually renewing our own air and ground fleet, promoting a partial shift from air to ocean and road and by offering customers the GoGreen option to send shipments in a carbon-neutral way. In addition we will also demand transparency from subcontractors on CO2 emissions.

CHOOSE THE RIGHT LOGISTICS FOR YOUR SOLAR BUSINESS

Our commitment to offering your solar business the best service possible is reflected in the outstanding contribution award we recently won.

'2010 was a miracle and fantastic year for Trina Solar, our revenue reached CNY 10 billion, the highest revenue recorded since the company was established, it would not have been possible without the input from all of our suppliers'.

Vice President of Supply Chain - TRINA SOLAR.

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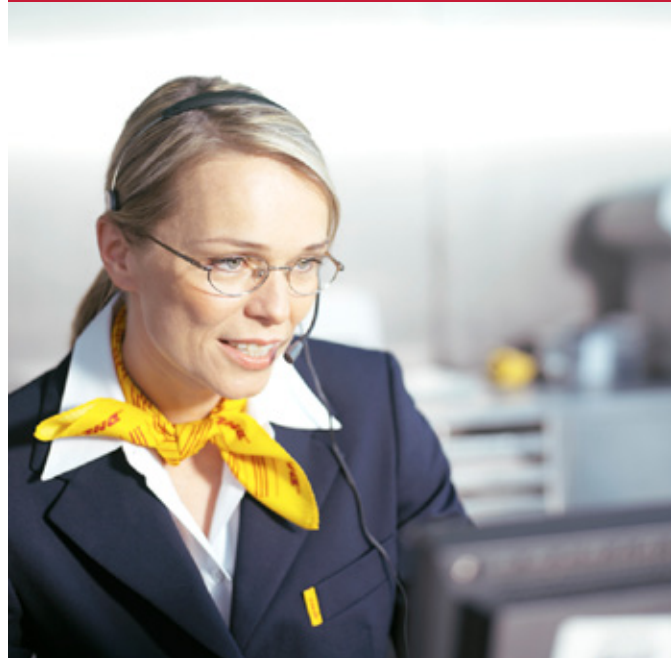
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Contact us today

For more details on how DHL can help your business make the most of global solar energy opportunities, please contact our dedicated team:
renewable.energy@dhl.com

To find out more contact us at
renewable.energy@dhl.com
or visit www.dhl.com

