

Company Profile

English edition



XSOL CO., LTD.

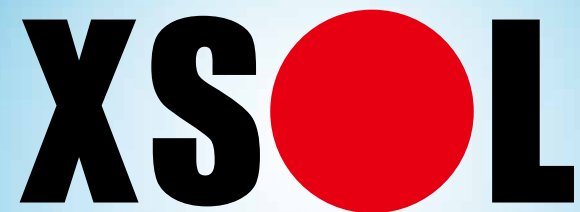
Kyoto Headquarters

Karasuma Chuo Bldg.659, Tearaimizu-cho, Nishikikoji-agaru,
Karasuma-dori, Nakagyo-ku,Kyoto 604-8152, Japan

Tokyo Headquarters

JDB Bldg. 2-4-8,Shibadaimon, Minato-ku,
Tokyo 105-0012, Japan

<http://www.xsol.co.jp/en/>



Management Philosophy

XSOL will contribute to the society by dedicating ourselves entirely to offer every service utilizing solar power generation to protect the global environments.

XSOL have developed our business as the integrated solar power company since the establishment in January 2001, believing that our mission is to preserve the global environment by spreading the renewable energy. Pursuing this mission further and continuing to present cutting-edge technologies to lead the time and new solutions, we will advance toward the realization of progressive, easy-to-live future society.

Company Policy

"Symbiosis and Gratitude"

If all living things help, share and complement each other,

The gratitude is born there

Then everything can be accomplished

Action Guideline

Live fairly

Have a pride and confidence toward work

Look on the bright side of things all the time

Have a dream

GREETING

XSOL's mission

We are destroying our earth by ourselves.

Today most of energy comes from fossil fuels such as oil and coal. The global warming due to CO2 emission increase has been discussed as the serious problem along with various environment pollutions. It is fossil fuels that we have been consumed and depended heavily on as a lifeline. The issue of these energy resources involving the security of the nation has been the one of the causes of the international dispute.

Considering the future of the earth, it is a big role for Japan which has no resources to show the solution to energy problem to the world in improvement of the energy self-sufficiency ratio as well as the solution to the environment pollutions. We believe that it is urgent business among other things.

Against the reality that everyone had been forced to choose fossil fuels, We XSOL believes that it is our mission to create the electric power using infinite solar energy and to make the photovoltaic power which is clean, domestically produced and self-sufficient energy widely available.

To realize that mission, we are attempting to reduce the total cost by offering the one-stop solution covering from engineering, procurement, construction to maintenance and challenging to introduce the photovoltaic power generation as many users as possible.

In order to spread solar power generation as "energy of the nation", we think that security and reliability with cost reduction is the most important thing. Therefore XSOL has been focused on the quality of everything including the construction as well as apparatus. We are planning to improve and maintain the quality for the long-term stable operation by O&M and fulfill the various guarantors aiming to provide the integrated solutions in all fields reaching from the large-scale power stations to residences including ZEH.

We human being living on the earth should be more modest for the nature and being kept alive. Today unexpected abnormal weather and unprecedented natural disaster are taking place all over the world. Toward the realization of the PV100 year design which the country is proposed while promoting the widespread of limitless and renewable solar power, XSOL will do our best to contribute to the people's living and society with cherishing gratitude for the nature and for being needed.



Chief Executive Officer

鈴木伸一

Shinichi Suzuki joined MITSUBISHI Electric Corporation in 1982 and began working in photovoltaic power system business in 1995. In June 2013, he was appointed as a Chairman of Japan Photovoltaic Energy Association for a two-year term. He joined XSOL in July 2015 and took up his present post in last August.

Making the solar power generation to be sustainable core energy in the nation, hand down it to over generations

< XSOL's mission >

Implementation of long-term stable operation

Improvement of energy cost reduction

As a unique innovation company leading the solar power industry, XSOL implements the improvement of the quality of apparatuses and systems suitable for the long-term stable operation. In order to create and provide the value demanded by the user, we continue pursuing for the improvement of the criteria for engineering, construction, inspection and promotion of the appropriate maintenance system and the cost reduction of the whole system,.

< XSOL's value creation and uniqueness >

High quality

Value

Have options among carefully screened products

Uniqueness

Product purchasing power

Value

High quality in engineering and construction

Uniqueness

Construction procedure specification/
Construction criteria document

Low cost

Value

Reduction of system price

Uniqueness

One stop solution

Value

Short-term construction period in simplifying work

Uniqueness

Exclusive product and construction technology

Reliable support system

Value

Enhanced back-up system

Uniqueness

Nation-wide sales branches and logistics

Value

Completion of maintenance

Uniqueness

Wide variety maintenances

Innovation

Value

No damage to building
Extension of construction site
Increase in the total amount of power generation

Uniqueness

XSOL Brand

Solve problem with four functions

Supplier

Supplier

Handle with high quality products of strictly selected suppliers to back up our business partner's business promotion.

Engineering, Procurement, Construction

Offer high quality one-stop solution including engineering, procurement and construction based on our own strict criteria,

EPC

In order to offer the value requested by the user, XSOL thinks that there should be four indispensable functions (core businesses): Supplier, EPC, O&M and System Maker. XSOL has the overall capability to solve any problems in all directions toward the widespread of the solar power generation.

O&M

Operation & Maintenance

Provide broad support for the various power stations to run the long-term stable operations with the appropriate guidance and maintenance.

System Maker

System maker

Develop our own products and construction technologies making the cost reduction and new value creation possible

Supplier

Pick up excellent products of strictly selected manufacturers
Strongly back-up business-promotion of business partner

With an accumulated records and reliability as the integrated solar power company, XSOL provides the solar power generating system to meet the user's needs through our business partners including the dealers. We have our sales branches and logistic network on a nationwide basis making it possible fast and timely response. We also offer a choice of support options to back up the business of our business partners.

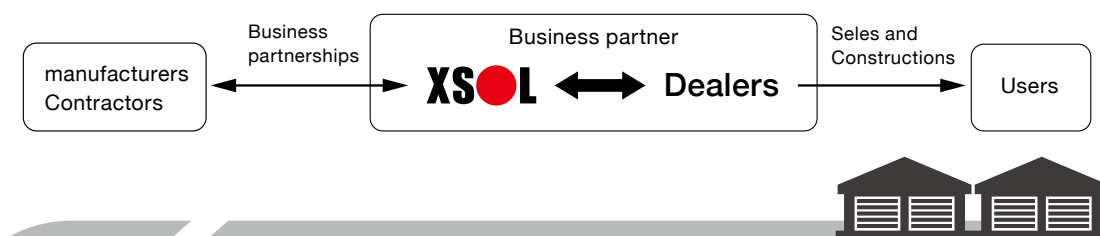


The best-selling solar power generating system to bring you comfort and reliability

Since the foundation of the company, XSOL has accumulated the records and reliabilities through the tie-up with solar power system manufacturers and contractors home and abroad and cooperation with the dealers.

*Best-selling solar power system in 2014 & 2015 (according to Fuji Keizai Group)

*Best-selling solar power system in 2015 (according to Smart House magazine)



Main manufacturers

XSOL

MITSUBISHI ELECTRIC
Changes for the Better

TOSHIBA
Leading Innovation >>>

CanadianSolar

First Solar

SMA

4R ENERGY



Nation-wide network

help to promote partner's business

Our sales branches and logistics centers are located in the main cities around the country, from Hokkaido to Kyusyu, which makes it possible to building the network to correspond our customer's need speedy and politely. We have the extensive support system to back up our partner's business promotion with our own know-how.

Six Support systems for sales branch

System engineering

We give an instruction on registration, setup and operation of the system engineering support tool of each manufacturers and advice on subsidy application and system warranty application.

Sales tool

Sales branches are provided various sales promotion tools including a brochure, handout, and any other business documents.

Inventory control

Inventory control is done by XSOL collectively which makes easier the operation from order to delivery.

Workshop

We hold workshops to learn system construction skills and sales promotion.

Business matching

Select potential partners meeting the needs of our business partners: "We want to receive an order", "We want to find a new client", and support their business development

Industry information

We provide you with specialized documents, industry latest information and our PR magazine,"XPRESS" on our homepage.



Logistic center

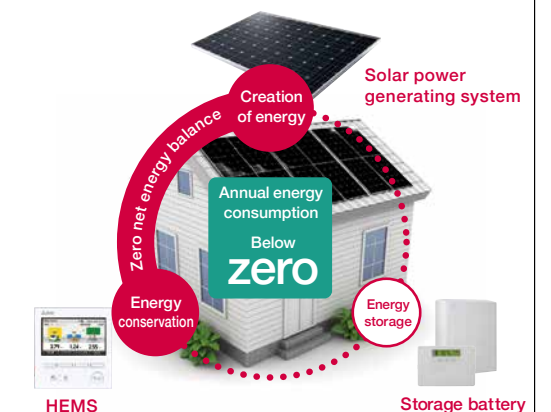
Supply optimal product and system timely

To correspond various user's needs, we tie-up with manufacturers home and abroad that are carefully selected and establish the system to supply optimal solar power systems. Thanks to the proper inventory control, the main product is supplied just-in-time from the logistic base around the country.

PICK UP

Present plan to meet the needs of the times such as ZEH/ZEB

The government has been promoting "ZEH/ZEB", known as zero-energy-house/building, which aims to achieving a zero-balance in an annual primary energy consumption by combining energy saving and energy creation. XSOL has been proposed that the self-consumption solar power system which consumes electric power produced instead of selling ever since the power selling system was main stream. We are ready to present the overall proposal for, such as "energy storage" that captures the energy produced at one time for later use, and not to mention "energy creation" using solar cell module and power conditioner and "energy conservation".

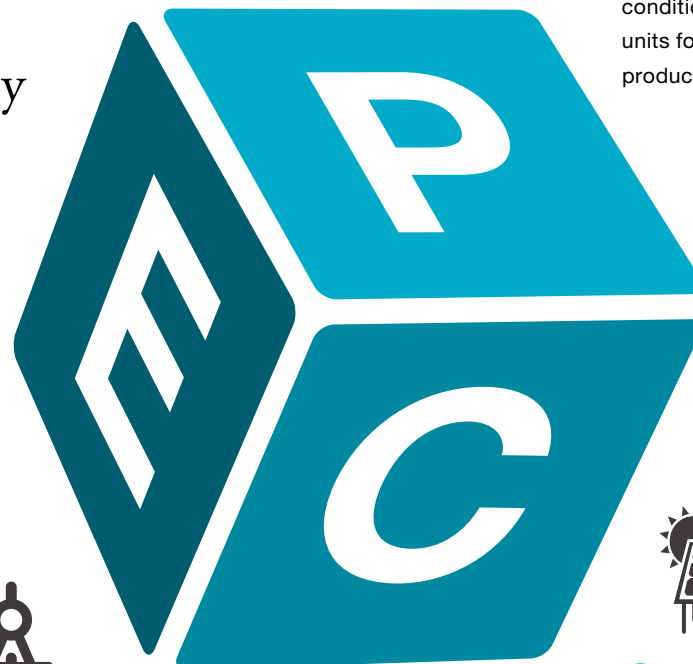




Engineering/ Procurement/ Construction

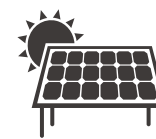
Based on XSOL's own strict criteria
Enable us to provide one-stop-supply
of high quality EPC

Since the company's establishment in 2001, we have been deal with various solar power generating systems ranging from housing to mega solar. We promote one-stop-supply covering engineering, procurement and construction to reduce the total cost of the product. Since we are particular about the high-quality solar power system enabling long-term stable operation, we create our own strict criteria.



Procurement

Based on the design, we carefully screen and purchase various components such as solar cell modules, power conditioners, electricity related materials, transforming units focusing on its durability as well as in-house product.



Construction

XSOL promise high-quality construction skill in accordance with our independent working instruction and construction criteria document we had established earlier than other companies in the industry.



Independent construction criteria document a basis for **long-term stable operation**



XSOL makes efforts to maintain the high standard of quality by preparing the strict "working instruction", and "construction criteria document" quickly from our accumulated know-how. Those documents are reviewed periodically in order that we can cope with environmental changes and market needs flexibly not only doing in uniformity manner.

XSOL's working instruction / construction criteria document

Installation site	Type	Listed items	
		Working instruction	Construction criteria document
Roof	Detached house (Individual house)	Construction plan	Design
	Housing complex	Construction management	Selection of components
	Low pressure (below 50kW)	Trestle construction on roof	Construction management
	High pressure (above 50kW)	Masking	Test/adjustment/inspection
Ground	Low pressure (below 50kW)	Carrying-in construction materials	Explanation of handling method
	High pressure (above 50kW)	Electric works	Delivery of finished product
		etc...	etc...

*Construction criteria document mentions a compliance with the law concerning the construction of the system both for residential and industrial (high/low pressure), and referenced JIS standards. It also mentions criteria of design, apparatus screening, construction management and inspection to pursue for better quality.

*Construction criteria document is a written document describing the items for a contractor to follow on the construction.

*At the time of completion of system, we provide a completion drawing which makes easier for the quality control after the operation.



Engineering



XSOL plans a business schedule, design a system, conduct a previous environment research in the installation site and discuss on the details with relevant institutes to start up the business. We can meet the various design rules of each manufacturer.

Installation records

Meet various installation conditions ranging from residence to industry

High-quality solar power system based on our severe criterial realizes long-term operation possible. We have many installation track records around the country based on reliability and cost-merits by providing one-stop solution from design to construction.



Flat roof house Chita city, Aichi / 4.33kW



Inclined roof house Utsunomiya city, Tochigi / 10.32kW



Flat roof house (low pressure) Minamishigara city, Kanagawa / 10.4kW



Snow area Ichinoseki city, Iwate / 45.9kW



Folded plate roof Nagahama city, Shiga / 49.92kW



Mega solar Ito District, Wakayama/ 1.25MW



Operation and Maintenance

Broad support for long-term operation in various power plants With proper operation and maintenance

XSOL has been focusing on importance of O&M ahead among other companies. We maintain a certain level of quality after start of operation through fulfillment O&M menu, assuming any risks, natural disasters and unexpected troubles may happen during the operation. Our total quality support service is capable of helping long-term operation of your plant.



Operation		Maintenance	
Remote monitoring	Maintenance/Inspection	Examination/Test	Repair/Improvement Measure
Checkup operation status through monitoring the system from remote place	Investigate abnormality through collecting power generation data	Examine the system visually to check the conditions	Replacement of the damaged parts with reinforcement and early recovery of the system failure

Provide O&M support to other company- constructed system Wide variety of maintenance menu allows optimizing the system promptly

We have a wide variety of customers from small-scale industries to mega solar power plants, not to mention residential solar system. To cope with those customers' needs and troubles such as improvement of vulnerable facilities...etc., we prepare the detailed support plan. Even a system constructed by other company, we undertake examination, repair and maintenance of the system if necessary.



Features of XSOL maintenance

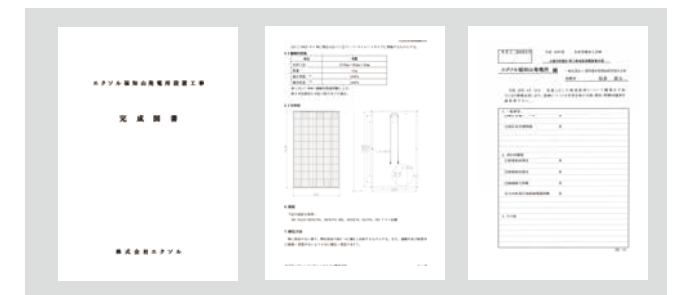
- ✓ Various maintenance plans, covering from residence to industry, tailored to on-site.
- ✓ Capable of handling with other company- constructed system
- ✓ Nation-wide dedicated staffs



Our dedicated maintenance staffs are assigned nationwide to offer speedy and uniformed quality around the country.

Improvement of property value of system

We issue completion drawing documents on the past industrial projects we contracted directly, in which includes system specifications, details of construction work, photographs and each guaranty... etc. Maintenance records will be added to this document that is helpful to check the system conditions continuously and enhance its property value as well as maintaining its quality.



+

Add the maintenance history

PICK UP

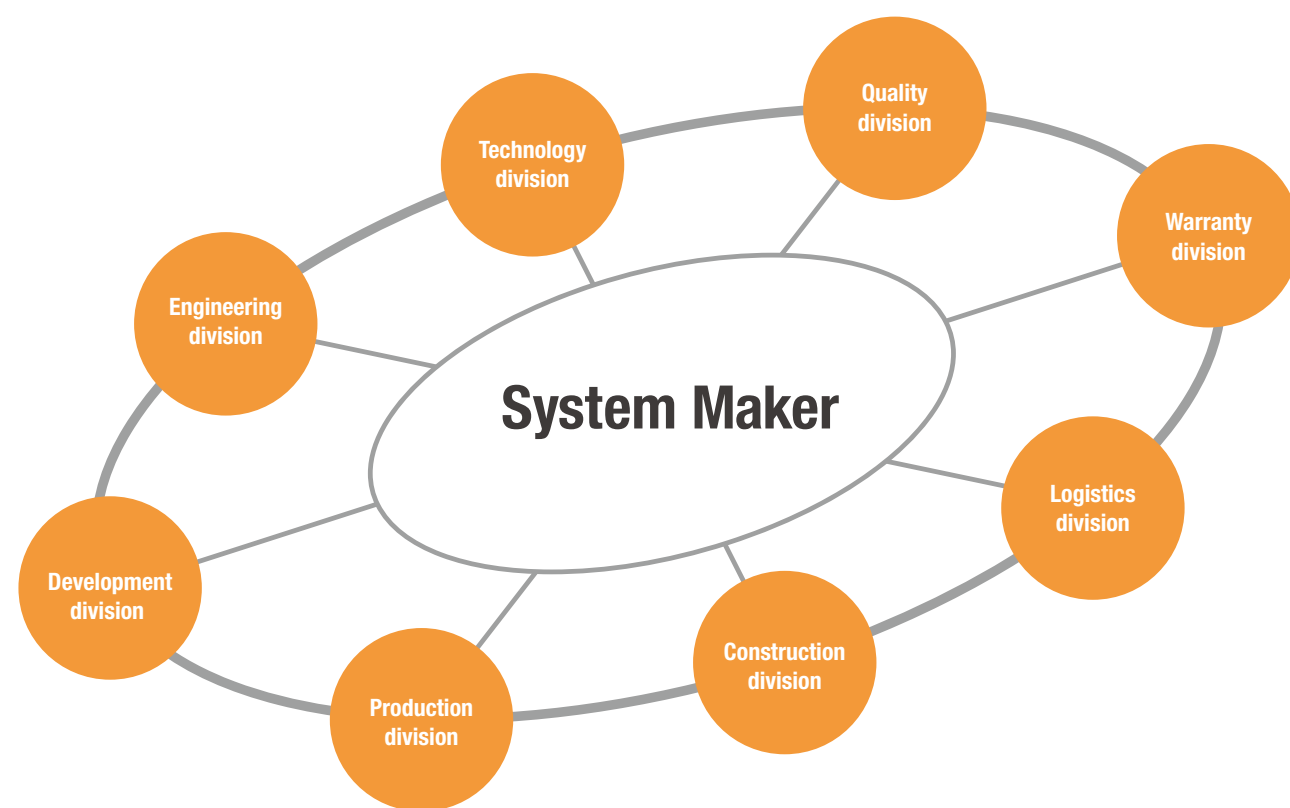
Reliable support with a wide range of guarantee system

XSOL's excellent guarantee system ranges from compensation for output power control to the product warrant, delivering reliability from various angle.

 10 YEARS BASIC XSOL guarantee	 15 YEARS PREMIUM XSOL premium warranty	 出力制御補償 XSOL Compensation for output power control
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Development of independent product and construction technology to embody system cost reduction

XSOL has been keeping ahead of the industrial trend as an innovator of the solar business circles. We are expanding the line-up of products and services through identifying potential customers' needs. Considering all process including manufacturing apparatuses/materials, distribution and construction together, we propose a system minimizing the cost and time. This effort leads to realization of system cost reduction and new value creation. XSOL has been developing cutting-edge products and technology with full of idea.



Bring innovation as System manufacturer

XSOL has been developing the products and technologies to realize new value creation and system cost reduction by getting force of each dedicated division together. We focus on the innovating a field of system establishment that is regarded as a problem of solar power generation. XSOL continues to lead the industry.

XSOL brand: Keep creating new value

The products and technologies developed by XSOL are presented as XSOL brand on the market. We also issue the construction ID standard and foster qualified staff to keep quality of our products and technologies. XSOL aims at system's long-term stable operation, cost reduction and creation of new value correspondent to changing- circumstances in the energy industry and diversifying market needs.



X-5®

Patent pending

Easy installation and Protect the roof

"X-5" is a rack of notched foundation dedicated for flat roof designed with low angle and low stature. This rack can be installed without damaging appearance of building, so it is suitable for used for residential houses as well as office buildings and public facilities.

Point



Its low angle/low stature design hardly produces shadow which is badly affect contiguous solar module cell. X-5 simplify the construction process: non-slip sheets, rails and setting metals are placed side by side, and once module is equipped after placing the notched foundation, the construction is completed. Such simple work process prevents from damaging a roof.



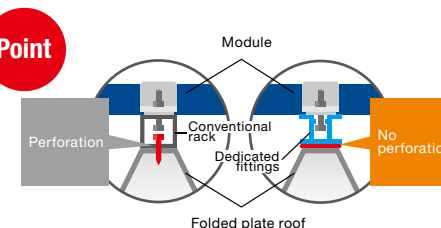
ダブル接着工法 NAI-X®

Patent No. 5758748

No perforation makes no leak

Double adhesion method NAI-X is XSOL's original method for layered folded-plate roof, using long-lasting adhesive bond jointly developed with CEMEDINE Co., Ltd. and high-functioned double-sided tape.

Point



As dedicated metal fitting is fixed with adhesive and double-sided tape, there is no need for perforating roof and no need to worry about leak and water-proof treatment.



XSOL RACK®

Patent No. 5746957

One-touch installation shorten construction term

"XSOL RACK" is a solar energy system that works by combining with one-touch module (solar cell module with fitted in the back) and a rack with a side rails assembled a connector.

Point



XSOL RACK's side rail is designed so that an extension code can passed through its middle, so the bands and saddles are used for conventional cable banding is not necessary, which is free from anxiety of damaging the cable and capable of cable protection after installation as well.

PICK UP

XSOL construction ID system

Contractors who undertake the construction of XSOL's solar power system needs to acquire Construction ID issued by XSOL. We provide them with proper lectures designated in Construction ID system so that we can provide high-quality construction service based on our criteria and the safe "system warranty" with our customers.



Construction ID card

Lecture scene



IPP

**Produce new technology, product and service
by using know-how cultivated in in-house power plant**



Fukuchiyama city, Kyoto
Installation capacity: 1.8MW

Yachimata city, Chiba
Installation capacity: 1.79MW

XSOL, as an independent power producer (IPP), established a 1.8MW self-owned solar power plant in Fukuchiyama, Kyoto in July, 2014 and a 1,79MW plant in Yachimata, Chiba, in June 2015. We manage the entire process to run these plants including planning, EPC and O&M such as periodic system maintenance, internet surveillance and rainwater treatment. The data of the amount of power generation and know-how are accumulated every day, which it can be used for production of on-going technology and development of new products and services.

for the World

Bring accumulating “XSOL quality” to the world



XSOL has been endeavored to widespread of solar power generation as well as strengthened the power of brand through the development of products using proprietary technology in pursuing for “high quality/low cost”. Currently the demands of solar power generating system for residence and small-medium sized scale industries are increasing in the country. With increasing the power of its technology, XSOL thinks it is the time to expand our “XSOL quality” to the world, making use of its product competence and fine quality. We have established the office in Shanghai, which serves as the base of Asian market. In order to lead Japanese solar power industry to world-class level, XSOL is aiming at being an innovation company in the world.

CSR

CSR promotion

We XSOL regard CSR as the management itself, which is to embody our management philosophy. In order that the company has the responsibility for the impact of its activity on society and contribute to sustainable development of society, we are focusing on the following three priority areas to promote our activity:

Three priority areas

1. Environmental efforts

As a company who hold up its management philosophy as preservation of global environment, we strive to become a successful social role. All employees are united in our commitment and making the best efforts to preserve global environment throughout all corporate activities. Specifically, we work for contribution to CO₂ reduction through spread of solar power generating system contribution of local community using our proprietary management resources and the company's strong point.

2. Corporate governance

XSOL comply with all applicable laws, regulations and other rules, value the corporate ethic and conduct our business activities in a fair and honest manner. We regard the establishment of corporate governance as the most important issue to be addressed so that we strive to improve transparency of management and to strengthen management audit function and risk management system by dedicated committee, to expand internal control system and to optimize operation.

3. Relationship with Stakeholder

In order to enhance corporate value and promote CSR in the right direction, we emphasize communication with stakeholders.

We aim at creating an amicable relationship with suppliers that can execute each responsibility and glow together in order for customers to use our service safely.

We strive to create a reliable relationship with customers by providing stable, safe, high-quality services.

We continue to build a good relationship with local community as a decent corporate citizen in contributing the community development and other local activities.



We endeavor to improve corporate value, and ensure adequate disclosure and management of corporate information.

We strive to educate and train employees who are able to be proud of his or her corporate activity.