

2018 Projects Report

COSUPER (SUZHOU) ENERGY TECHNOLOGY

COSUPER
2018-12-24

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Impressive Projects



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What the clients get from COSUPER



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Keep innovation and value providing





Project Review

01

COSUPER did really well in 2018 both in vehicle industry and off grid power system industry.

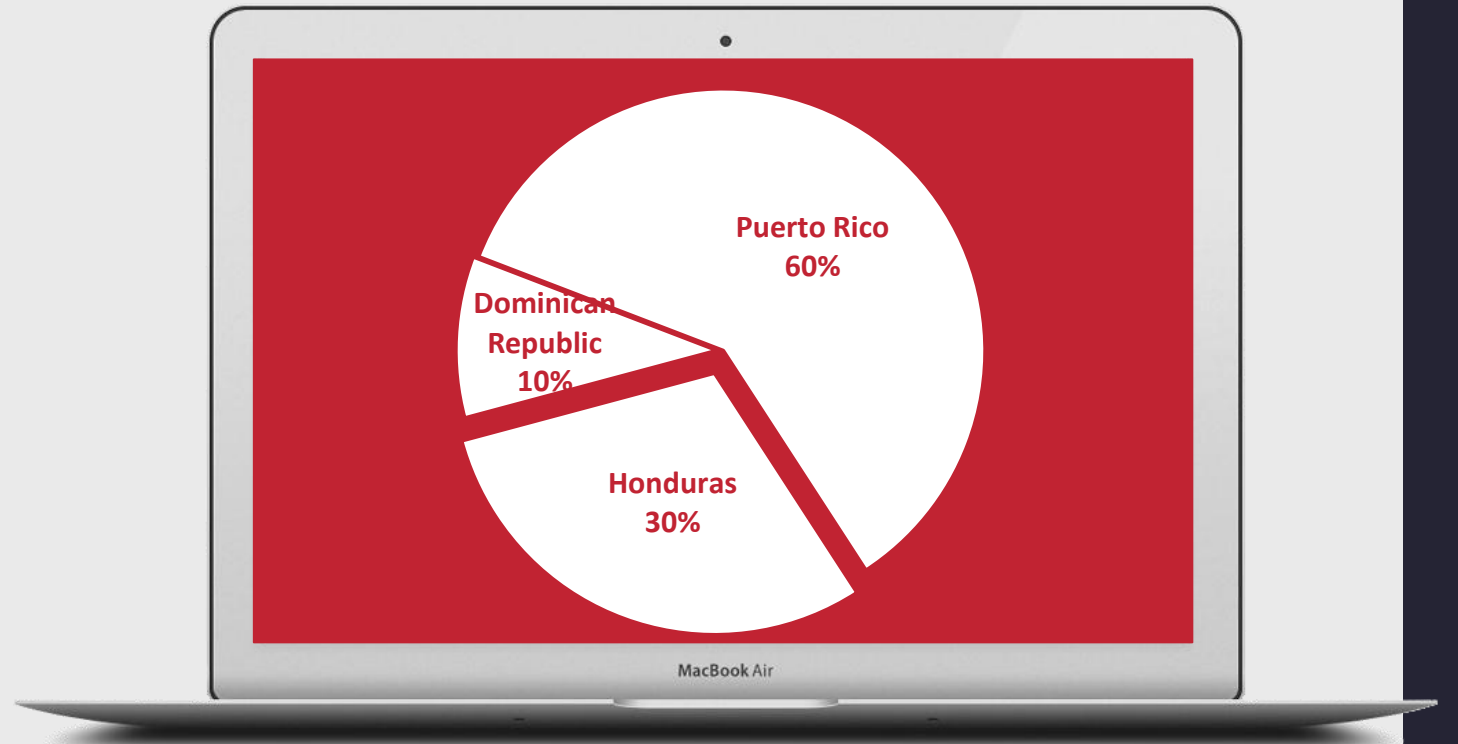
2018 Projects Review

What COSUPER did in 2018

5000W Inverter Charger

In North America and Latin America, there comes a huge requirement for the power unit with self-fulfillment when it in winter or in Hurricane Season.

1. ETL certificate - UL1741
2. 5KW continuous output
3. 48VDC
4. Both AGM and Lithium battery charging availability
5. External remote controller





2018 Projects Review

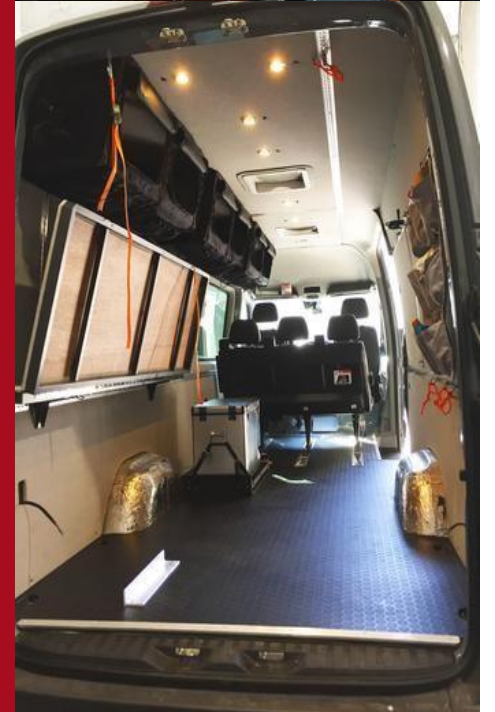
What COSUPER did in 2018

2KW & 3KW RV Inverter Charger

In North America, RV is always a perfect way for leisure. The durable and stable power supply become very important for outdoor life.

1. ETL certificate with UL458 and CSA 22.2 standards
2. 2KW & 3KW continuous output power
3. 12VDC 120VAC pure sine wave
4. Built-in AGM/Lithium battery charger
5. Auto switch between Utility/DC
6. <0.5% defect rate

More than 4,000 NEW COSUPER inverters are in service in 2018!





2KW, 4KW, 8KW and 12KW

In Puerto Rico, there comes a lot of power requires because of the hurricane. Therefore the inverter charger with excellent durability becomes an important part of the off grid solar system.

1. ETL certificate with UL1741
2. Split phase, 120V/240V dual output
3. 48VDC for both AGM and Lithium
4. Auto switch between Utility/DC
5. Battery priority or Utility priority selectable



DC Priority & Utility Priority

It provide the option for customers with the main power source selection.

DC Priority: Always use battery as the main power source. Utility works as the emergency.

AC Priority: Always use utility power as main power source and charge the battery. Battery works in emergency.

2018 Projects Review

What COSUPER did in 2018

Total 878 COSUPER off grid solar system sets are in service in Puerto Rico to provide the stable power supply!



The Value

02

What the clients get from COSUPER?

Excellent products? Competitive price? Or...something really matters to clients' sales and marketing.



Consultation

The idea of the Project is "Solution". All the product are focused on the problem solving.

“End users need a HOLE on the wall, that is the reason they need a DRILL. ”

1. Find out the real needs of the end user.
2. How COSUPER can meet with the needs
3. The risk of clients solution
4. COSUPER's integrated solution
5. Quotation based on the functional solution
6. Keep innovation for user for continuous competition in market
7. Help client lead the market
8. Win-Win

Financial Benefits

Margin Rising

$$\begin{aligned}\text{Profit Margin} &= \text{Net Profits (or Income)} / \text{Net Sales (or Revenue)} \\ &= (\text{Net Sales} - \text{Expenses}) / \text{Net Sales} \\ &= 1 - (\text{Expenses} / \text{Net Sales})\end{aligned}$$

- >>Save Expense
- >>Raise Net Sales

COSUPER prepare the products(or material) in advance which is able to improve client's stock turnover.
——Find out the most “NEEDS” of the market

Not only “Cost down”



Innovation

Innovate with the market

Keep following the market.
Figure out the REAL NEEDS of market.

WANT≠NEED

Innovation targets:

1. Meet the real needs of target user group
2. Solve the competitor's problem
3. Lead the market to the correct direction
4. Help partner win more competition

There are too many ideas of making the products to be flaring.

Consumers only pay for the worthy innovation.



Emotional Benefits

Willingness & Trust = Safe

Willingness: COSUPER is willing to do the customization

Trust: Correct result for Evaluation-Sampling-Certificating-Mass Producing

Trust comes from the timely report of correct result.
Everyone like the safe business.

Values:

1. Encourage client's team for the project
2. Help client get the unique product to over competitors
3. Help client make more positive plans of sales: Win-Win
4. Help client to make a calm decision of each step
5. Help client to build trust with his clients

COSUPER cares the trust. Therefore willingness is the key to start great cooperation.





2019 Plans

03

What COSUPER will do in 2019?

COSUPER's Main Projects

Main Projects And Products



Pure sine wave inverter:

Project: 300W, 600W and 1500W for VIP vehicles

Industry: Automotive

Features:

1. Smart auto working/Stop
2. Ultra low noise
3. E-mark standard
4. Wide low/high working temp range
5. Specific automotive connectors

Project Area: Germany & French

Project Valuation: US 1,000,000





Main Projects And Products



5000W RV solar inverter charger:

Project: MPPT solar inverter for RV

Industry: RV industry

Features:

1. 80A MPPT solar charge
2. 48VDC to 240VAC, 5000W heavy duty
3. Pure sine wave output
4. 60A AC charger
5. Auto transfer between AC/DC

Project area: Australia

Project Valuation: US 2,735,000

Main Projects And Products



RV control center

Project: CanBUS control panel for RV

Industry: RV

Features:

1. Battery monitor
2. AC & Solar charge info
3. Loads control and monitor
4. Water tank monitor
5. Air conditioner control

Project Area: China, U.S.A

Project Valuation: US 76,000,000



Main Projects And Products



Integrated Pre-Wired Energy System:

Project: 12KW, 30KWh Integrated Power System

Industry: Off grid

Features:

1. 120A MPPT solar charge
2. 12KW heavy duty
3. 30KWh LiFePO4 battery
4. AC priority or DC priority
5. Blue tooth communication
6. All pre-wired

NO MORE ENERGY CHARGE!!

Project area: Latin America

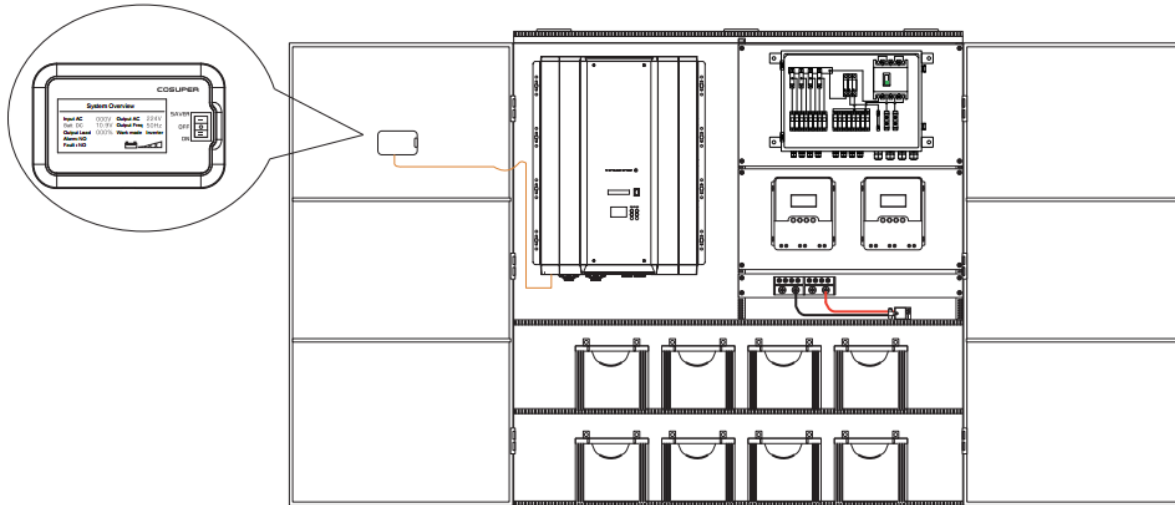
Project Valuation: US 500,000

COSUPER

Integrated Power System

Batteries, Inverter charger, Junction box, MPPT solar charger controller and breakers all

Pre-wired!



TARGET

“Turn-key solution” Mind.

Not only care the products. The SOLUTION is the most important for the whole project procurement.

1. Match to upstream and downstream products.
2. Help customer find the best way of cost control.
3. Build the irreplaceability for client in his market.





■ **THANK YOU!**