

**BEFORE THE
UNITED STATES INTERNATIONAL TRADE COMMISSION**

**Crystalline Silicon Photovoltaic Cells, Whether Or Not Partially
or Fully Assembled Into Other Products, Investigation No. TA-201-75**

**TESTIMONY OF VINCENT AMBROSE
GENERAL MANAGER FOR NORTH AMERICA
CANADIAN SOLAR INC.**

Good afternoon, Commissioners. My name is Vincent Ambrose, and I am the General Manager for North America of Canadian Solar Inc.

Canadian Solar is a global company that is listed on the NASDAQ and is headquartered in Ontario, Canada. We are committed to and invested in the U.S. solar energy market where we have over 200 employees. In 2015, we acquired Recurrent Energy, a developer of more than 1.9 GW of utility-scale projects in the U.S. for \$265 million.

Canadian Solar opposes the imposition of a safeguard remedy on solar modules from Canada. Our imports into the United States from Canada are small and support the growing U.S. solar energy market. They have not contributed to serious injury to the U.S. industry.

In 2010, we opened our sole Canadian manufacturing facility, Canadian Solar Solutions, in Guelph, Ontario, to serve the large-scale utility market in Canada. We do not produce CSPV cells at the Guelph facility. Rather, we

principally assemble imported CSPV cells into low-to-medium-efficiency 72-cell modules for utility-scale customers.

Ontario's Feed-in-Tariff (or FIT) inspired Dr. Shawn Qu—our founder and CEO—to invest in the Guelph facility. The FIT sought to replace coal-powered electricity in Canada and spur investment in Ontario's renewable energy sector. Dr. Qu, a Canadian citizen, opened the Guelph facility to return jobs to Canada, notwithstanding that our production costs in Canada were higher than in our Asian facilities. We focused operations during 2010-13 mostly on the Canadian market, which grew substantially due in part to the FIT.

However, like the broader Canadian solar industry, production and production capacity at the Guelph facility declined significantly since 2013. This is principally due to Canada's curtailment of the FIT.

From 2014 through the middle of 2016, Canadian Solar Solutions reoriented towards supporting our investments in other markets. This included the United States where we focused our limited U.S. imports from Canada on meeting unsatisfied U.S. demand for utility-scale solar. For this reason we have not historically competed in the U.S. market with Petitioners.

Over the past year, we have substantially scaled back our Guelph operations due to high Canadian production costs. We don't foresee this changing. Indeed, in

September 2016, the Guelph plant terminated 130 production-related employees, and the facility is shifting towards research and development.

Thank you for the opportunity to speak with you. I would be pleased to answer any questions.