

Vertical Integration to Reach Grid Parity

Mar, 2014

www.jinkosolar.com



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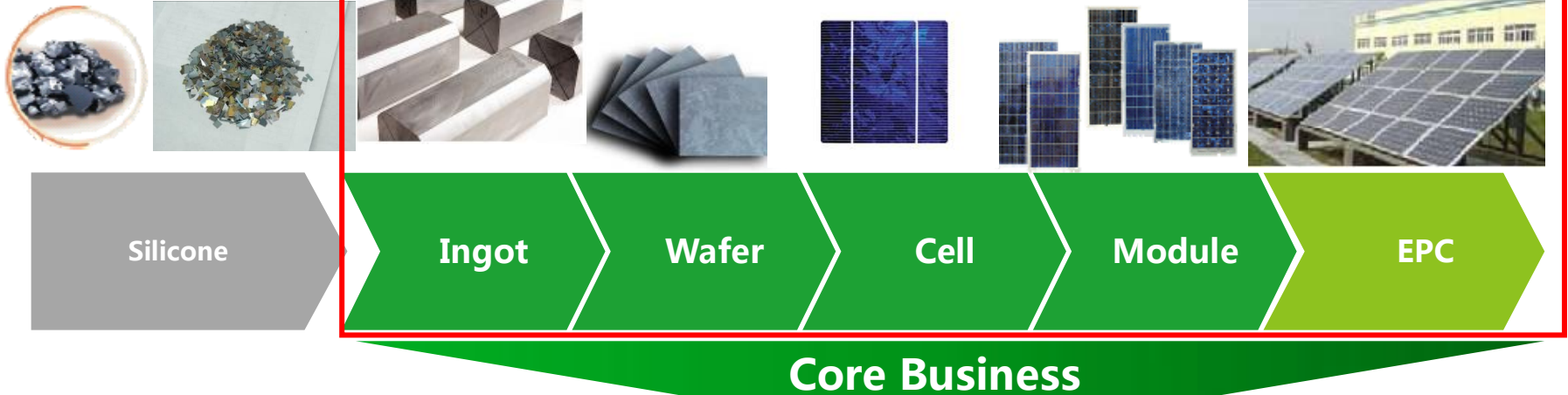
➤ Sustainable Development

Company Overview

- Introduction
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Introduction



Company Overview

Market Value

Industry Leader

- Listed in NYSE: May.2010 (NYSE: JKS)
- Company Scale: integrate the whole industrial chain vertically, reach **2.0GW** capacity in 2013
- **14** sales offices, **10,000** employees worldwide
- **1 Billion dollars** exports, one of the top 500 Chinese Companies
- The 5th largest crystalline module manufacturer globally
- **2nd** in the Photon Module Test
- **4th** in the PWC's PV Sustainable Growth Index
- **Tier 1** Global PV Company rated by Bloomberg Finance, **65** Banks worldwide provide project loan

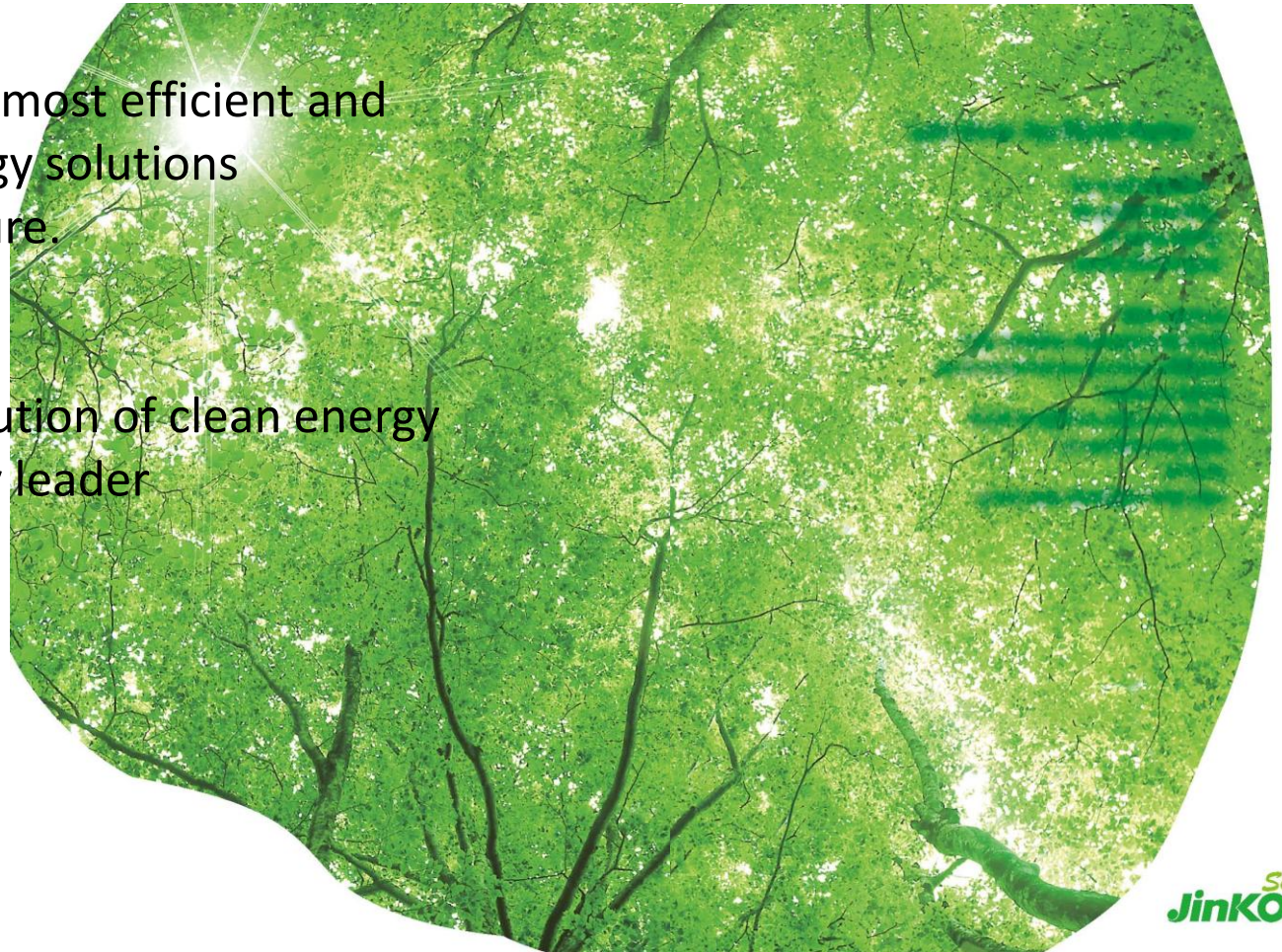
Vision & Mission

Vision :

Deliver the cleanest, most efficient and economic solar energy solutions for a sustainable future.

Mission :

Provide one-stop solution of clean energy and become industry leader



Milestones



- Jinko Solar Co., Ltd. established



- Successful IPO and listed in NYSE
- German Office & USA Office Launched



- Sponsorship of Valencia C. F., San Francisco 49ers, Germany DFB stadium

2006

2007

- Launching ingot manufacturing

2008

2009

- Acquiring Sun Valley (cell & module manufacturer)
- Operating the 1st fully automated PV module NPC production line in China

2010

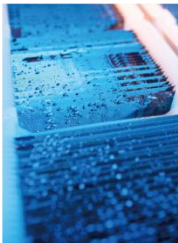
2011

- Reaching 1 GW Capacity
- Swiss & French & Italy Office launched
- Beijing Office launched

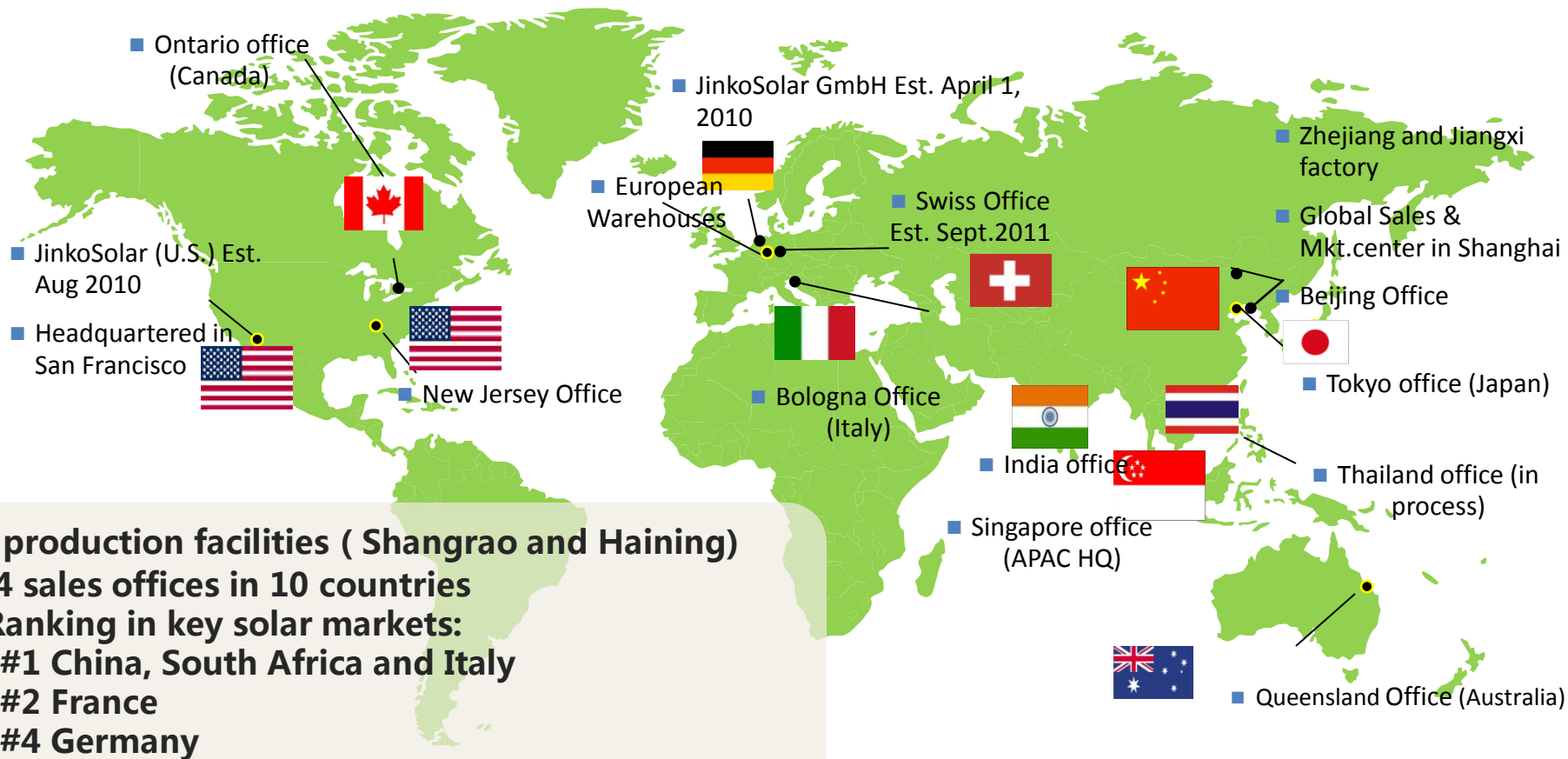
2012

2013

Japan Office Launched

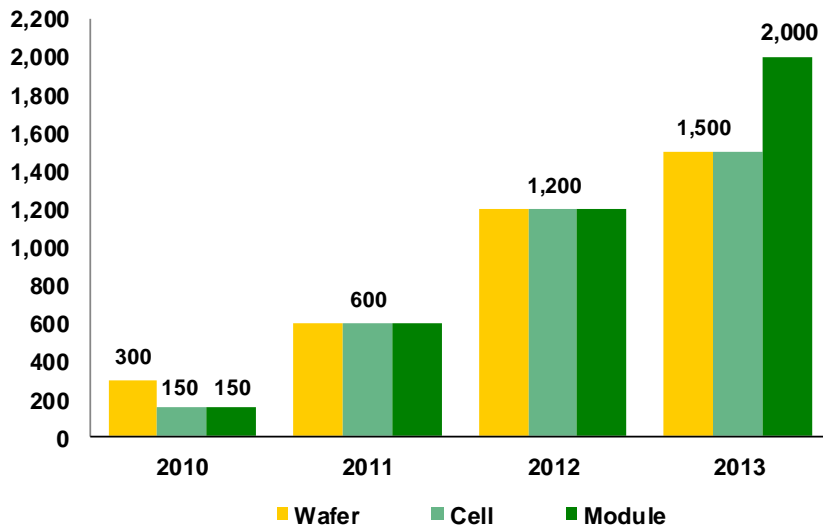


Worldwide Marketing Network



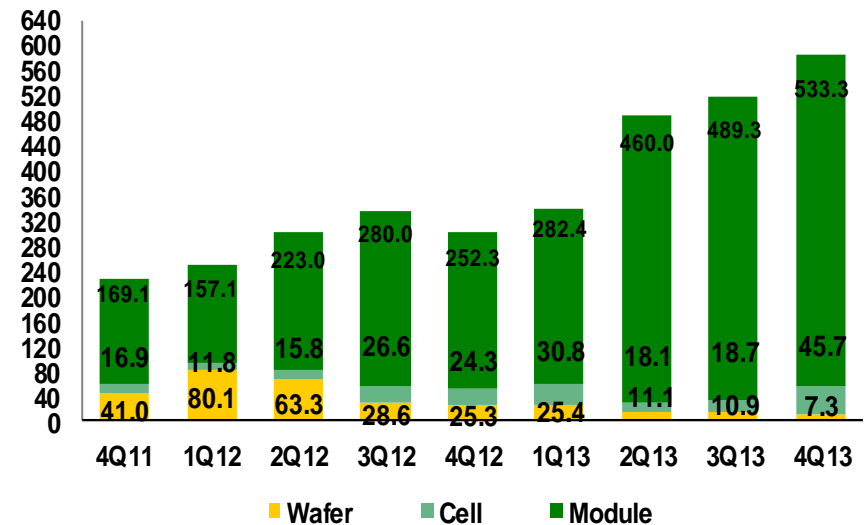
Capacity and Shipment

Capacity (MW)



- As of Dec 31, 2013, the Company's in-house annual silicon wafer, solar cell and solar module production capacity was approximately 1,500MW, 1,500MW and 2,000 MW separately.

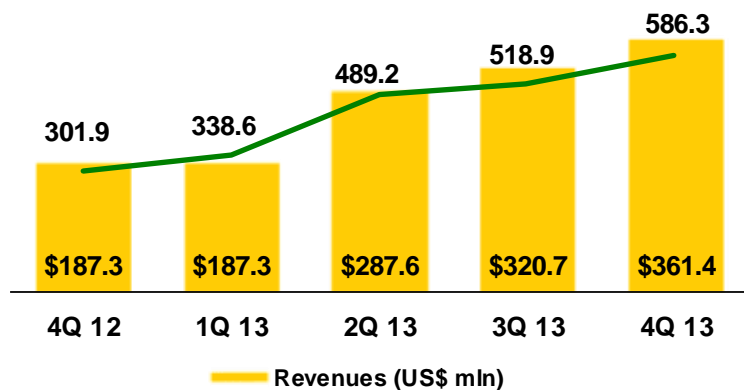
Module Shipment (MW)



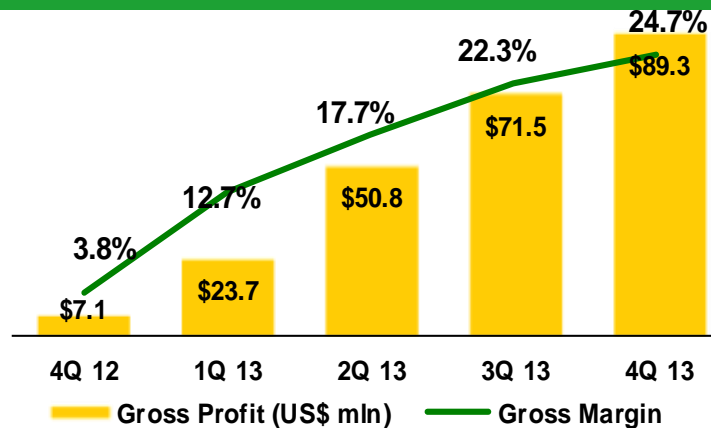
- Total solar product shipments in the fourth quarter of 2013 were 586.3 MW, up 13% QoQ.
- Q4 solar module shipments were 533.3 MW, up 8.99% QoQ.

Quarterly Financial Highlights

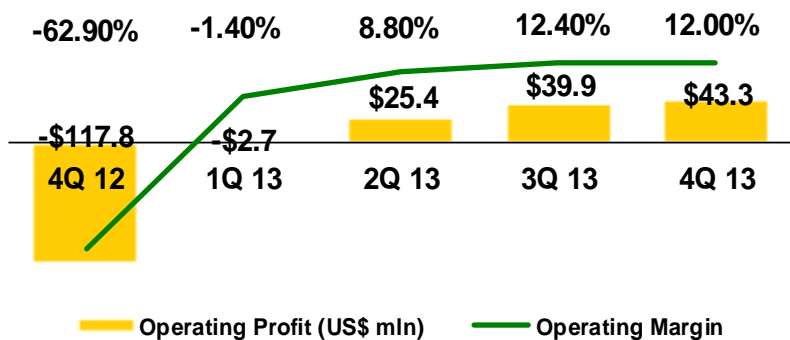
Quarterly Total Revenue and Shipments



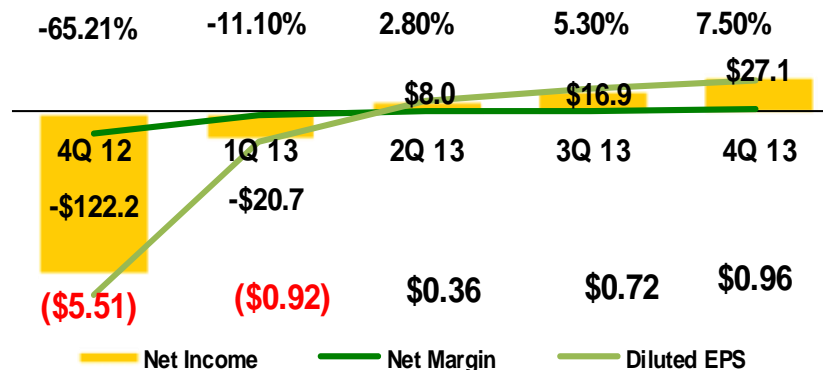
Gross Profit and Gross Margin



Operating Profit and Operating Margin

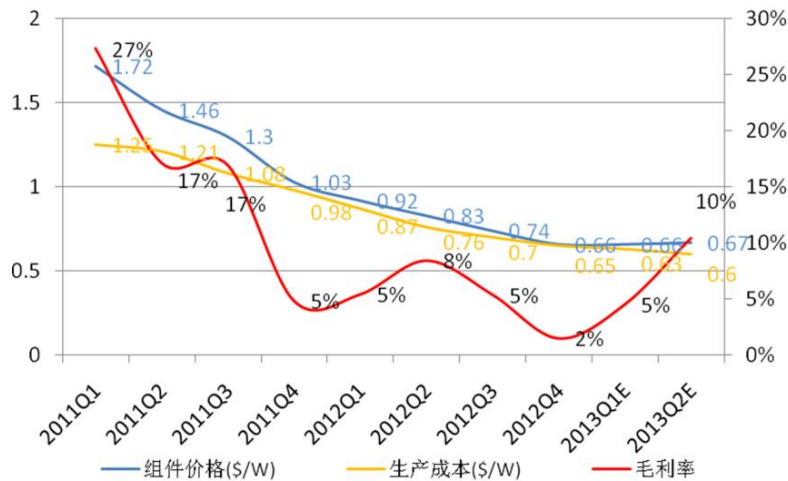


Net Income/Loss, Net Margin and Diluted EPS



Best Practice and Sustainable Growth

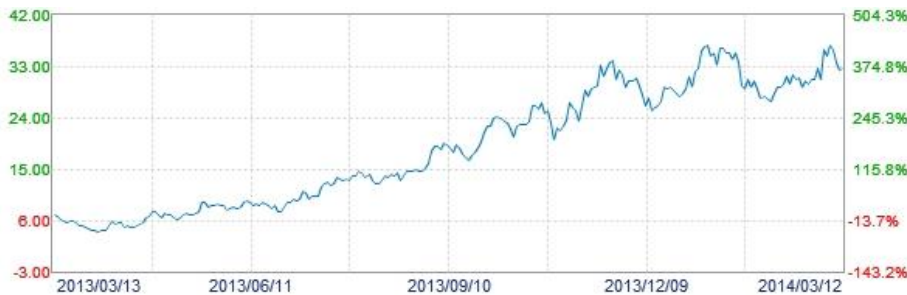
Industry Average Gross Margin(Q1/11- Q2/13)



Gross margin Comparison of Tier 1 Players

	2013 Q4	2013 Q3	2013 Q2	2013 Q1
Jinko	24.7%	22.3%	17.7%	12.7%
Canadian Solar	19.5%	20.4%	12.8%	9.7%
Yingli		13.7%	11.8%	4.1%
Hanwha		5.1%	5.5%	2.6%
Trina	15.1%	15.2%	11.6%	1.7%

JKS Performance in Stock Market (Mar 2013- Mar 2014)



Highlights

- The ONLY company among the 11 listed PV Companies with NET PROFITS in 2011.
- Leading in gross margin each quarter in 2012
- The first company back to net profit after downturn in Q2 2013, with gross margin up to 20.3% in 2013
- Top 4 in Sustainability- according to PWC 2012 PV Sustainable growth Index

Awards



- Advanced Employment-The only one PV Company Awarded by China State Council
- The Most Promising Company-China Energy Newspaper
- The Most Sustainable Development of PV Company-PWC
- 2012 China Public Service Award
- 2012 China New Energy Leading Brand-China Low-carbon Association
- Top 100 Asia Developing Brand-Asia brand Association
- Awarded "Carbon-Value Social Citizen "
- Awarded "2013 Green Fortune Top 100 Chinese Enterprises
- Awarded "2013 the Asian Well-known Brand"



Products & Services

- Technologies & Products
- Research & Development
- Quality & Certification
- Logistics Security
- Projects
- Partners



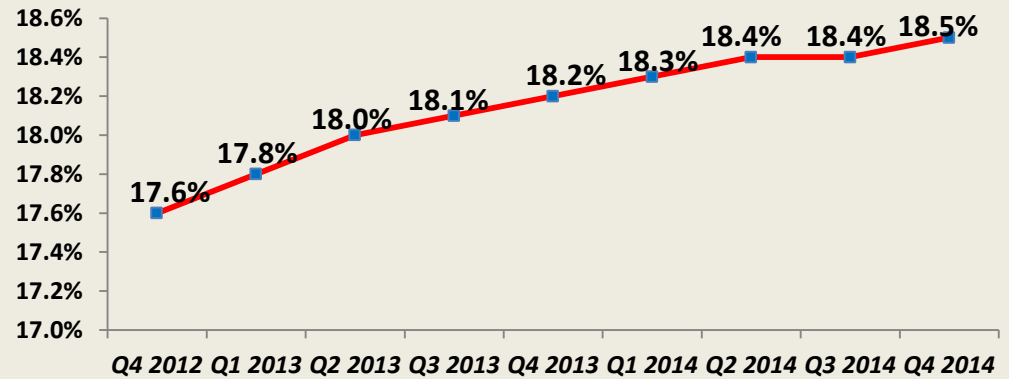


Technologies & Products

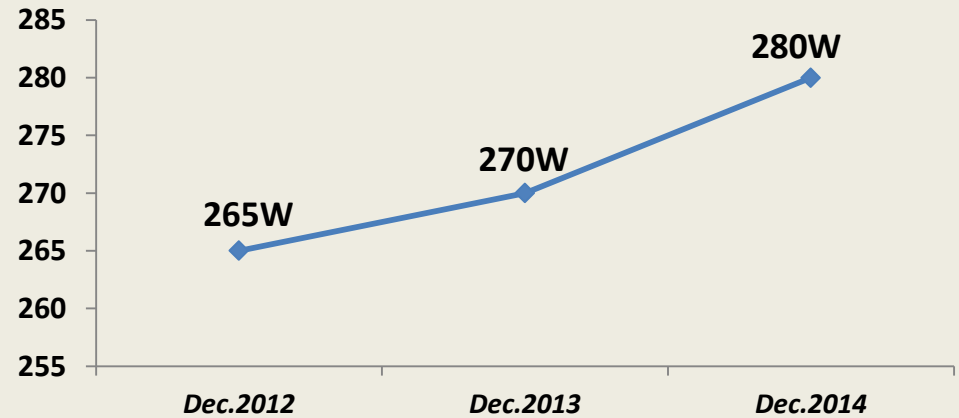
Polysilicon Technology Roadmap



PV Cell Conversion Efficiency



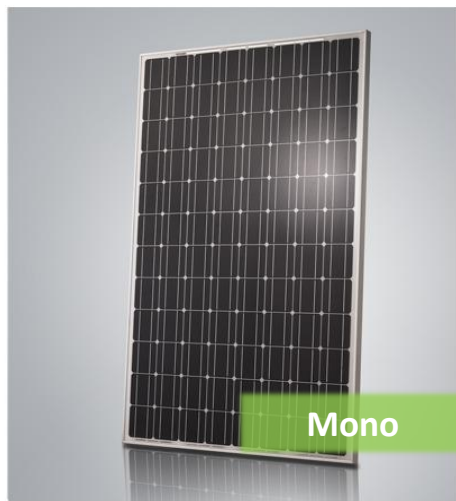
Polycrystalline Module Output Power



Source: Company estimates.

(1) Indicates efficiency of best performing cell in production.

Product Lines



Monocrystalline Module

Power	195W	200W	205W	210W	255W	260W	305W	310W
Efficiency	15.3%	15.7%	16.1%	16.5%	15.6%	15.9%	15.7%	16.0%
No. of cells	72 cell				60 cell		72 cell	
Cell Dimensions	125mm x 125mm				156mm x 156mm			



Polycrystalline Module (Eagle Series)

Power	250W	255W	260W	270W (Eagle II)	300W	305W	310W
Efficiency	15.3%	15.6%	16.0%	16.45%	15.5%	15.7%	16.0%
No. of cells	60 cell				72 cell		
Cell Dimensions	156mm x 156mm				156mm x 156mm		

Key Features



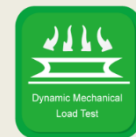
Polycrystalline 60-cell module achieves a maximum power of 270 Watt, the highest power among market's homogeneous modules



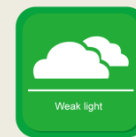
Launched world's first double 85 (under 85°C / 85% RH) certified PID Free module



Passing anti ammonia, anti salt mist, anti dust tests, withstanding high loads (5400Pa)



The 1st Chinese module manufacturer passing dynamic mechanical load test



Excellent low light performance

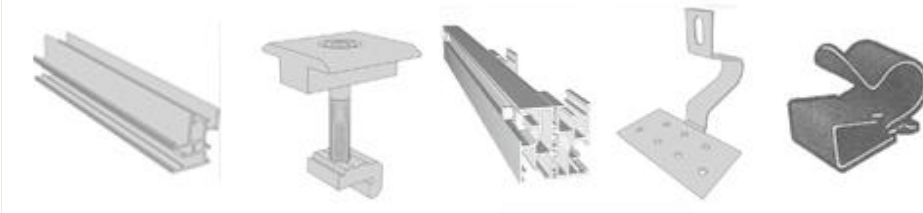
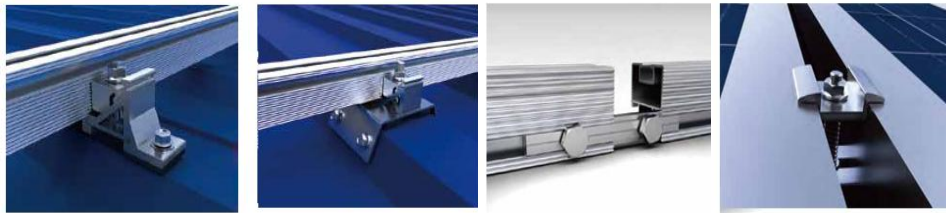


Installation System



Roof-mounted Installation System

Ground-mounted Installation System





Research & Development

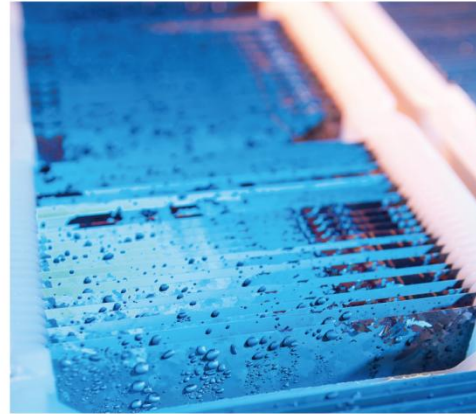
- Prominent R & D Team with around **200 R & D** personnel holding Doctor/Master degrees driving significant product improvements
- Using Dupont's advanced materials and Jinko's QUANTUM, SEAPHON technology to produce high-efficiency and low-cost solar cells
- **Pseudo-mono technology** and optimized poly wafer processing technology producing higher efficiency modules
- Cooperating with global universities and research institutions, developing the latest technology
- Own several core technology patents on
- Own several core technology patents on ingot, slice, cell and modules
- Continuous R&D investment, put focus on **human resource and encourage innovation**



Wafer Production

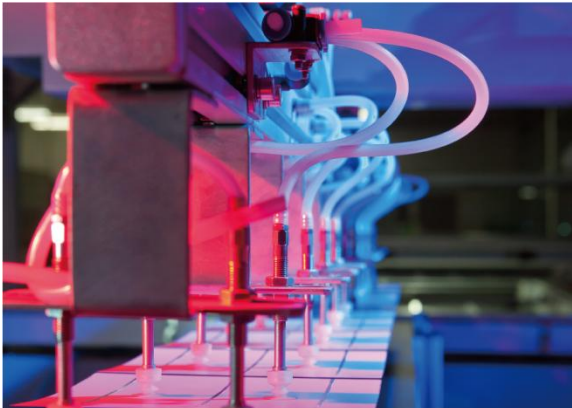


- Launched wafer manufacturing in 2006
- **1.5 GW** wafer production capacity in 2013
- Imported the world's leading silicon processing facilities covering:
 - *Ingot Casting (**GT Solar**)
 - *Cutting & Slicing (**NTC Komatsu**)



- **1.5 GW cell production capacity in 2013**
- **The most advanced and state-of-the-art fully automation facilities, production line upgrade**
 - * Automatic wafer loading/uploading system (**Jonas Redmann, Fortix**)
 - * Silicone ink processing machines (**Dupont Innovalight**)
 - * Texturing & Acid Etching(**Rena**)
 - * Diffusion (**Tempress**)
 - * PECVD (**Roth& Rau, Centrotherm**)
 - * Screen Printing(**Baccini**)
 - * Sintering (**TPS**)
 - * Testing & Sorting(**Baccini Berg, h.a.l.m.**)

Module Production



- **2.0 GW** module production capacity in 2013
- The most advanced and state-of-the-art production line, consisting of,
 - * Fully automated module assembling(**NPC Japan**)
 - * Robotics (**ABB**)
 - * The world's advanced flash testing (**Berger**)
 - * 100% EL test before and after lamination

Quality Control System



■ EMS- Electronic Management System

- 16 in-line **quality control** points in module workshop
- **Precise** data-recording & supervision for all the manufacturing **QC** points

■ Product Traceability Control

- Tracking card with **unique barcodes** tracing from module back to ingot
- **Long term** data accessibility

A close-up photograph of a shower head spraying water. The water is captured in mid-air, creating a dense mist of droplets. The background is dark, and a green banner is overlaid across the middle of the image. The text 'Quality & Certification' is written in white on the banner. The shower head is visible at the top left, and a shower curtain is partially visible at the bottom right.

Quality & Certification

UL Witness Test Data Program Certified Lab

Cut Susceptibility Test



Pressure Test



- *Power Determination Test*
- *Cut Susceptibility Test*
- *Pull Test*
- *Humidity-Freeze Test*
- *Hot Spot Test*
- *Impact Test*
- *Wet Leakage Current Test*
- *Insulation Test*
- *Reverse Current Overload Test*
- *UL Preconditioning Test*
- *Thermal Cycling Test*
- *Mechanical Load Test*
- *Ground Continuity Test*
- *Water Spray Test*
- *Initial Degradation Test*
- *Push Test*
- *Junction Box Robustness Test*

Performance Test

Salt Spray Test



PCT Aging Test



Thermal Cycling Test



Power Determination Test



UV Preconditioning Test



Reliability Test

Wet Leakage Current Test



Mechanical Load Test



Hot Spot Test



Impact Test



Light Degradation Test

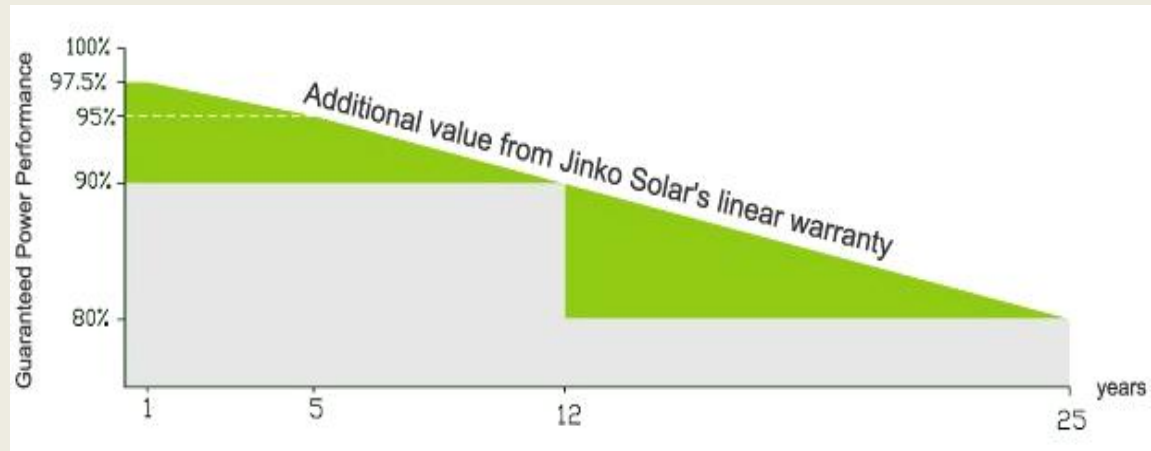


Premium Warranty



PowerGuard provides quality assurance

- 25-year 80% power output warranty
- 12-year 90% power output warranty
- 10-year material & workmanship warranty
- Positive Tolerance Service



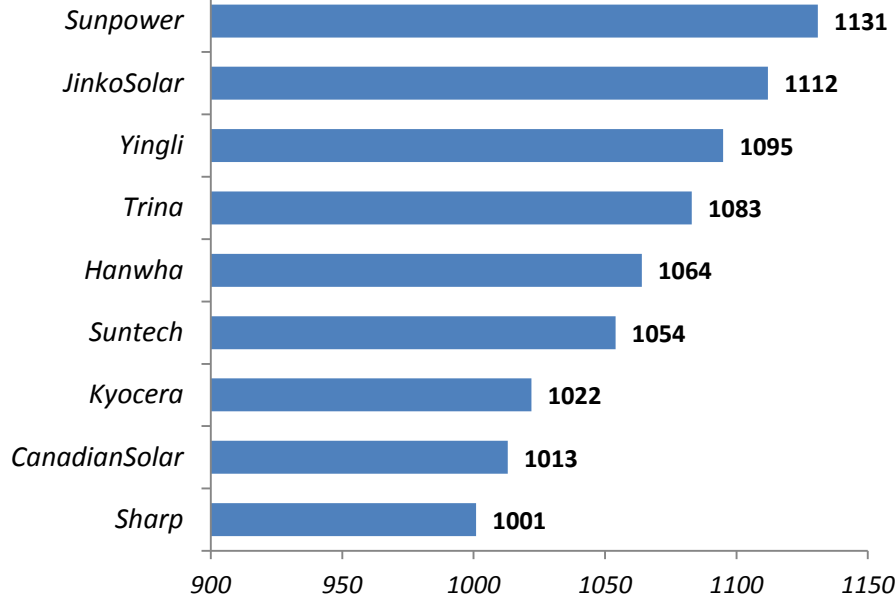
Photon Laboratory Global Ranking of Components



Rank 2

According to 2012 Photon Laboratory outdoor test

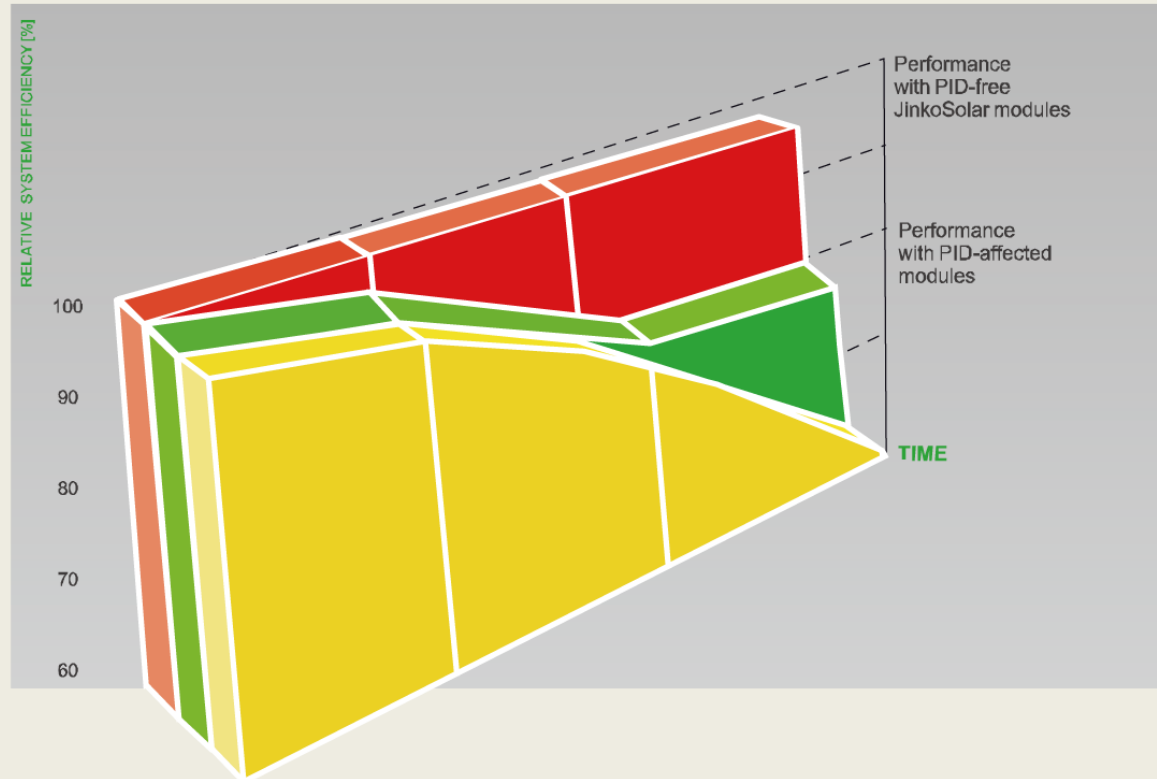
The Average of Annual Energy Efficiency KWh/KW



PHOTON Lab's outdoor module test: Results of 2012 yield measurements

Manufacturer	Model	Performance ratio	Yield in kWh/kW
SunPower	SPR-327NE-WHT-D	95.2%	1,144.1
	SPR-320NE-WHT-D	94.9%	1,140.1
	SPR-245NE-WHT-D	94.8%	1,139.4
Jinko Solar	JKM190M-72	92.5%	1,112.2
	JKM235P-60	92.5%	1,111.4
Yingli Green Solar	YL240p-29b	93.1%	1,116.7
	YL210p-29b	89.3%	1,072.8
Trina Solar	TSM-180DC01	90.1%	1,083.2
	TSM-225PC05	90.1%	1,083.1
Hanwha SolarOne*9	SF160-24-1M175(scac)	89.5%	1,075.6
	SF160-24-1M180	88.7%	1,066.4
	SF160M5-24(175W)*2	87.4%	1,050.0
Suntech Power	STP205-18/Ud	89.3%	1,073.1
	STP190-18/Ub*2	86.1%	1,034.8
Sharp	NU-185E1	87.5%	1,052.1
	NT-R5E3E*2	79.0%	949.2
Kyocera	KD210GH-2PU	87.2%	1,048.5
	KD170GT-2*2	83.0%	997.1
Canadian Solar	CS4A-170P	84.3%	1,013.4

PID Free (Potential Induced Degradation)



World first company pass PID Free test under 85°C/85% RH.

Our Certification



TÜV IEC 61730



TÜV IEC 61215



UL-CANADA



UL-USA



CSA



MCS



VDE



CE



ISO 14001: 2004



ISO 9001:2008



Anti-PID



Anti-Ammonia

Regional Logistic Center

Logistic Centers is located all over five continents , as well as the freight partner to construct smooth logistic network.



Projects



Projects



18 MW Dunhuang, China



10 kW New York, USA



62 MW Ravenna, Italy



300 kW Colorado, USA



2.4 MW Italy



High speed rail, Belgium



800 kW , Germany



10 kW Newcastle, Australia



2.84 MW, Photon technology center
Germany



660 kW, Switzerland



100 kW, Israel



1 MW, Czech Republic

Projects-Europe



62 MW Ravenna, Italy



2.84 MW, Photon Technology center,
German



900kW Roof of Desalination plant,
Spain



20 MW Ukraine



484kW Luxembourg



5 MW Bulgaria



1 MW Czech



660kW, Switzerland

Projects-America



6.4 MW North Carolina, America



300kW Colorado America



900kW Maryland, America



150 kW Minnesota, America



3.25kW , Mexico



3 kW Monterey, Mexico



30 kW Salvador



3.5kW,Guadalajara, Mexico

Projects-Asia



1 MW Miyazaki, Japan



10.5kW Fukuoka, Japan



24kW Fukuoka, Japan



4kW Fukuoka, Japan



48kW Fukuoka, Japan



42kW 広島県, Japan



13.8kW Fukuoka, Japan



28.5kW Fukuoka, Japan

Projects-Oceania, Africa



60kW Holt, Australia



24kW Victoria, Australia



90kW Victoria, Australia



10kW Newcastle, Australia



90kW , Australia



1 MW Limpopo, South Africa



115 MW, South Africa



50 MW Kenya, South Africa

Partners- Clients



Partners- Distributors



Sustainable Growth & Brand Building

- Marketing & Branding
- CSR
- Corporate Culture



Solar
JinkO
Building Your Trust in Solar

Sports Marketing

KICK OFF THE FUTURE WITH A BANG

Main Sponsor of Valencia Club de Fútbol

Adopting our philosophy: 3T (Total quality control, Top competitive cost structure, Trustworthy service) +3S (Strong financial platform, Steady capacity growth, Stable delivery) +3P (care People, Planet & Profit), Jinko Solar pioneers a vertical-integrated value chain to build great solar products.
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OFFICIAL SOLAR COMPANY

Jinko Solar

www.jinkosolar.com

Proud Sponsor of San Francisco 49ers

Adopting our philosophy: 3T (Total quality control, Top competitive cost structure, Trustworthy service) +3S (Strong financial platform, Steady capacity growth, Stable delivery) +3P (care People, Planet & Profit), Jinko Solar pioneers a vertical-integrated value chain to build great solar products.
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Jinko Solar

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Marketing Activities

Tradeshow



Outdoor Billboard



Advertising



Journals



Yushu, Qinghai



Sichuan



Kashi, Xinjiang



Ya'an Earthquake



Italy



Tanzania



America Poor Area



Children with cerebral palsy



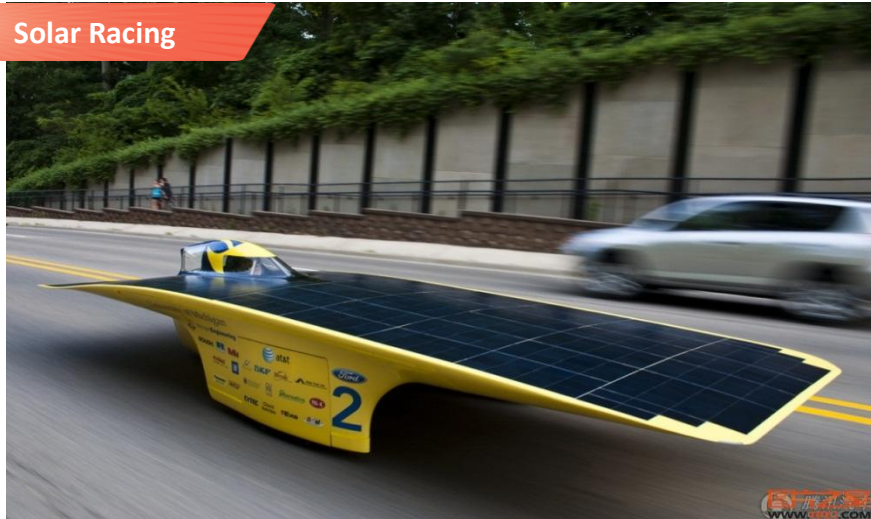
Uganda



Solar Decathlon-Tongji University



Solar Racing



Solar Decathlon-SJTU



Jinko Culture



Thank you !

Solar
Jinko

Building Your Trust in Solar