

Vertical Integration to Reach Grid Parity

Mar, 2014

www.jinkosolar.com



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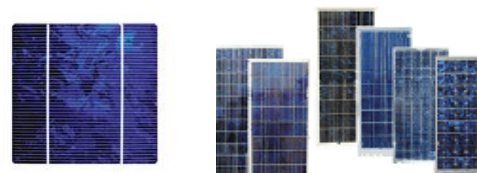
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Company Overview

- Introduction
- Vision & Mission
- Milestones
- Worldwide Marketing Network
- Financial Performance
- Awards



Introduction



Silicone

Ingot

Wafer

Cell

Module

EPC

Core Business

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

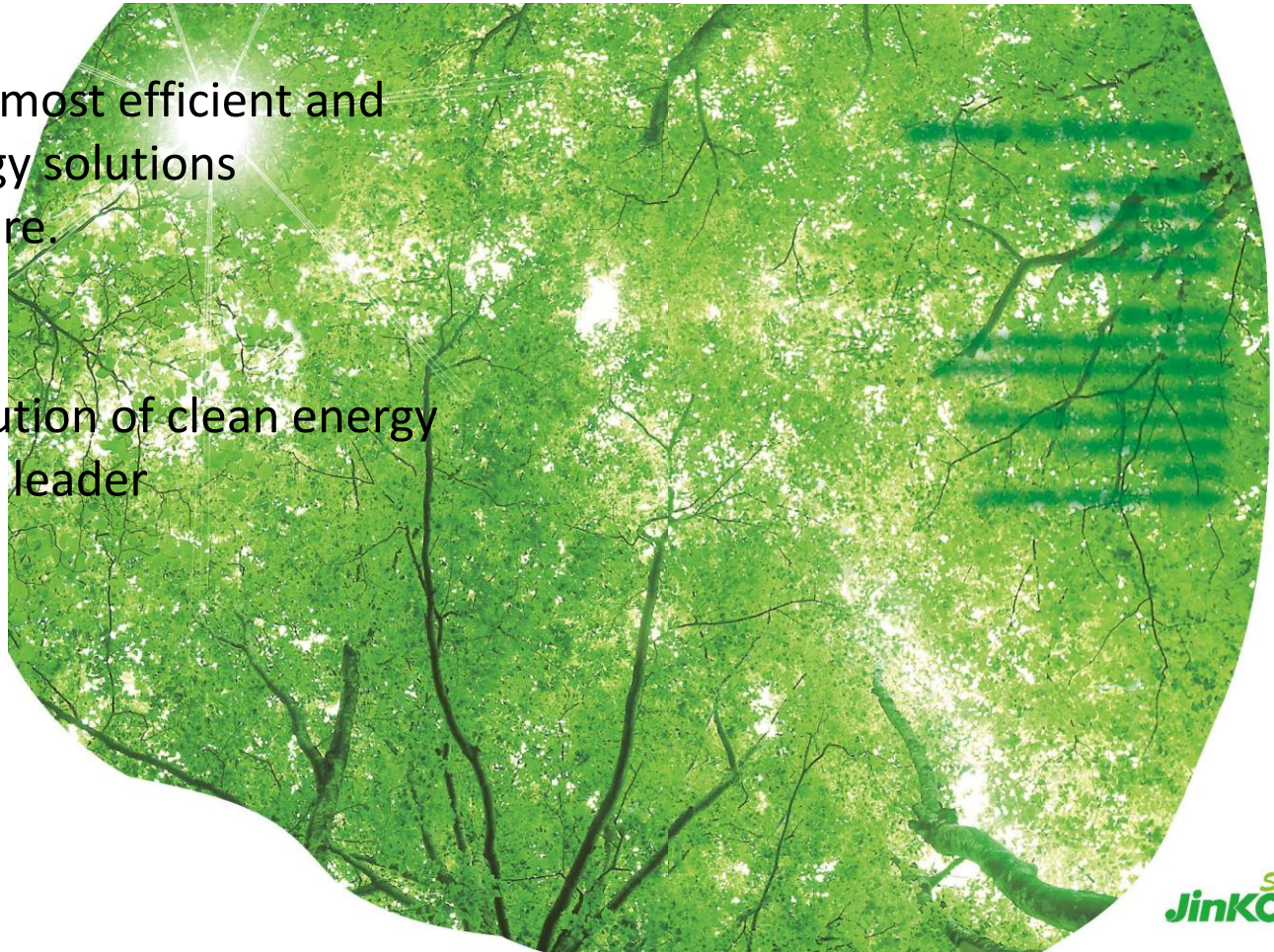
Vision & Mission

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

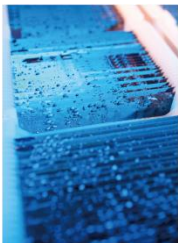
2011

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

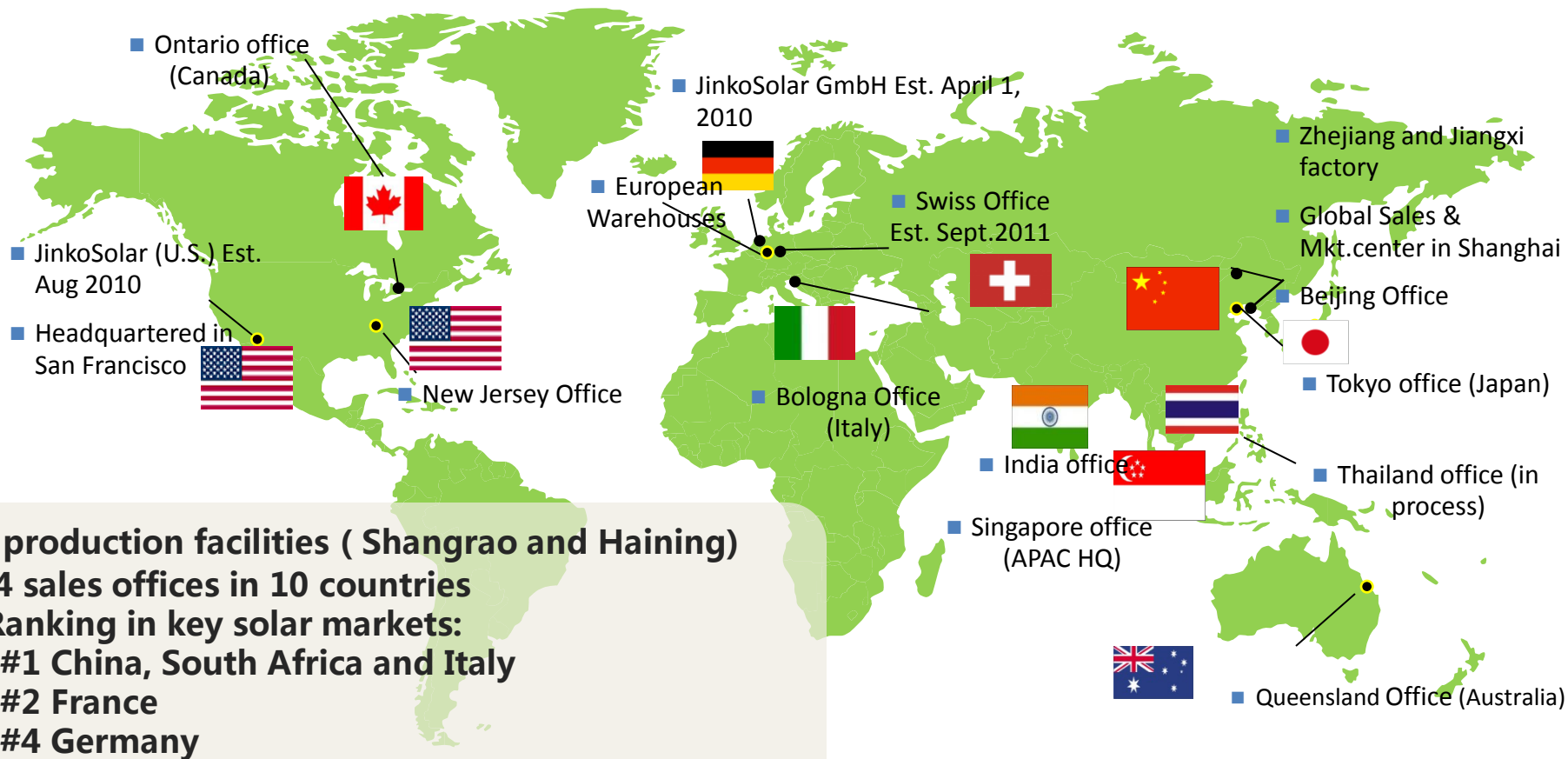
2012

2013

- Japan Office Launched



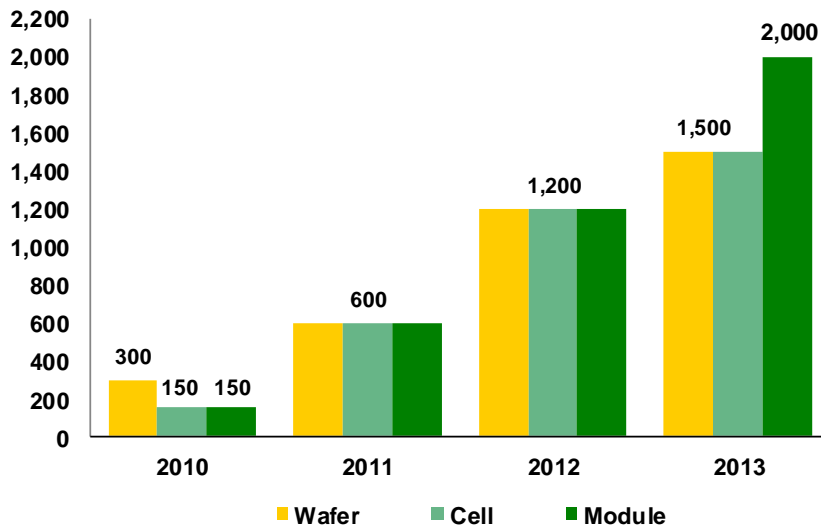
Worldwide Marketing Network



- 2 production facilities (Shangrao and Haining)
- 14 sales offices in 10 countries
- Ranking in key solar markets:
 - #1 China, South Africa and Italy
 - #2 France
 - #4 Germany

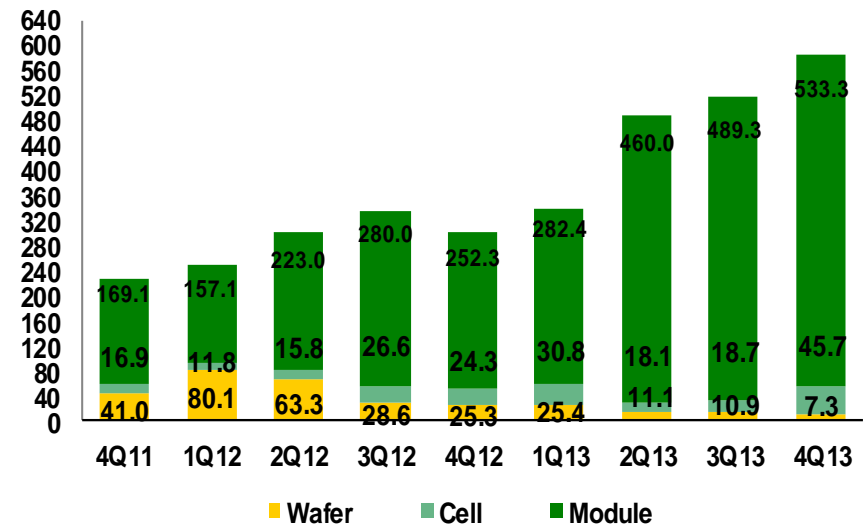
Capacity and Shipment

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.

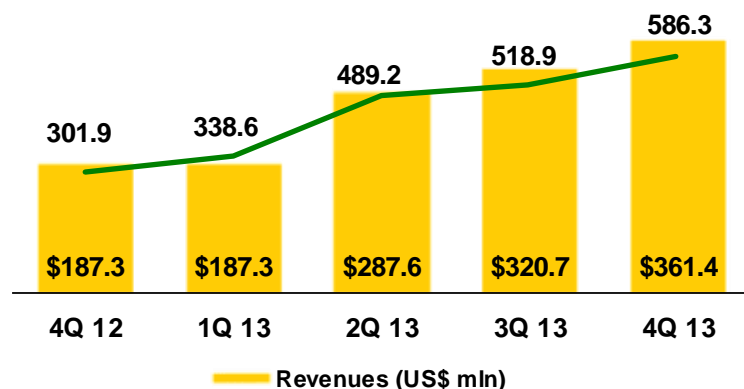
Module Shipment (MW)



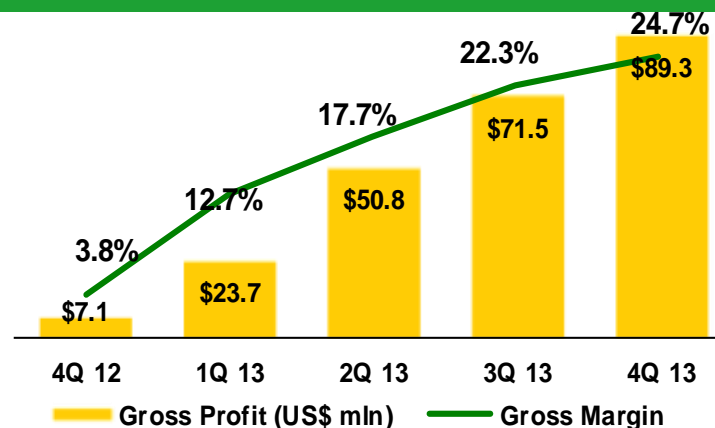
- Total solar product shipments in the fourth quarter of 2013 were 586.3 MW, up 13% QoQ.
- Q4 solar module shipments were 533.3 MW, up 8.99% QoQ.

Quarterly Financial Highlights

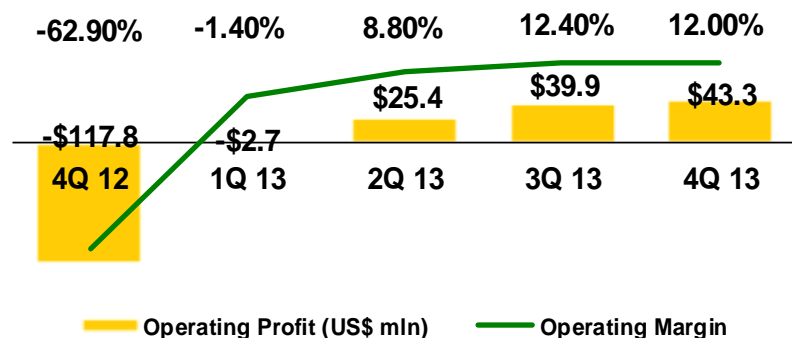
Quarterly Total Revenue and Shipments



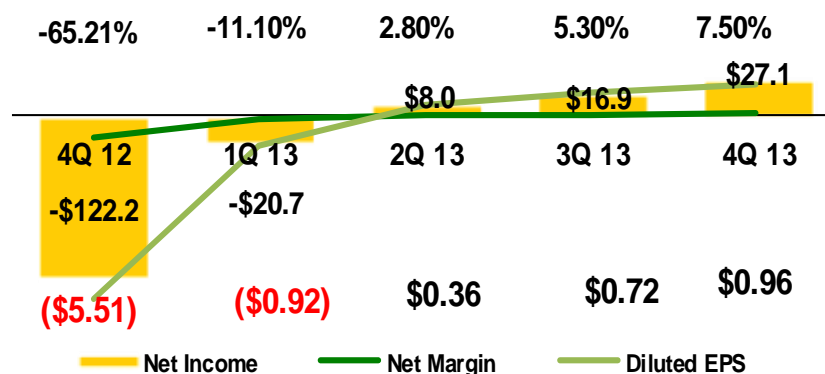
Gross Profit and Gross Margin



Operating Profit and Operating Margin

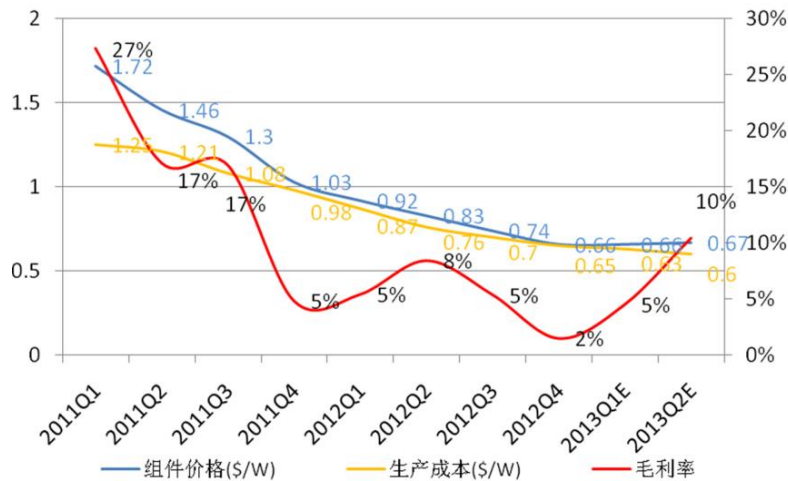


Net Income/Loss, Net Margin and Diluted EPS



Best Practice and Sustainable Growth

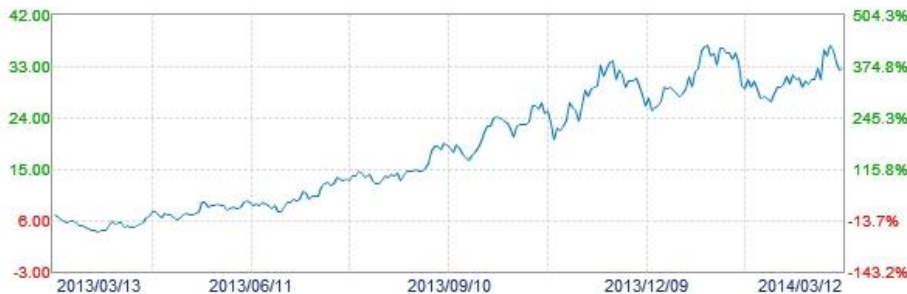
Industry Average Gross Margin(Q1/11- Q2/13)



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



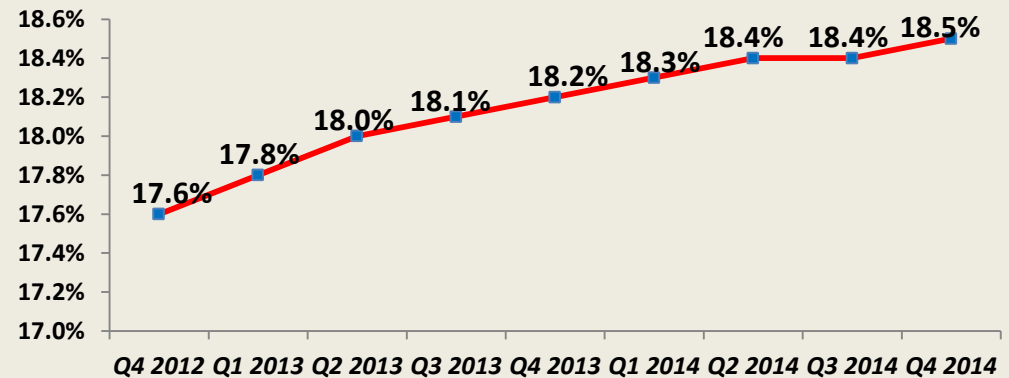
The background of the slide is an abstract composition. A solid, vibrant green horizontal band spans the width of the image, positioned in the upper-middle section. Below this band, the background features a complex, textured pattern in shades of deep blue and purple. This texture resembles a microscopic view of a material or a close-up of water with many small, clear bubbles. The lighting is dramatic, with highlights and shadows that emphasize the three-dimensional quality of the textures.

Technologies & Products

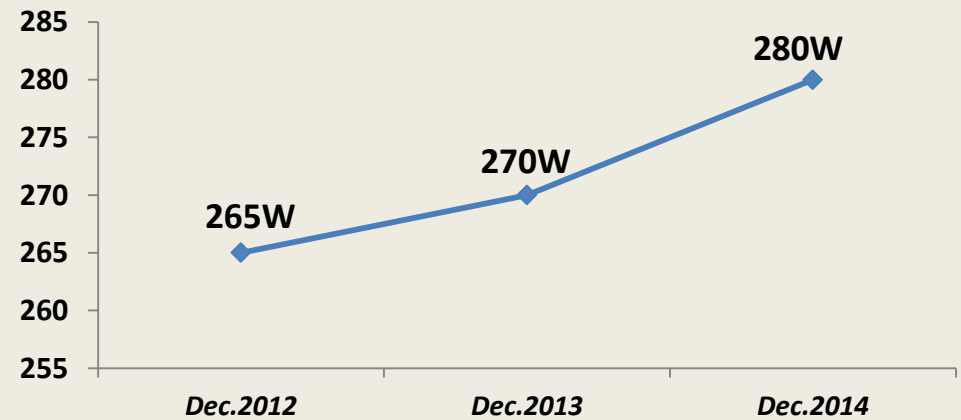
Polysilicon Technology Roadmap



PV Cell Conversion Efficiency



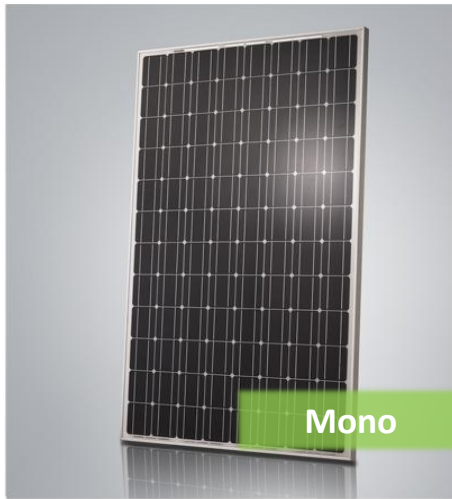
Polycrystalline Module Output Power



Source: Company estimates.

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

Product Lines



Monocrystalline Module

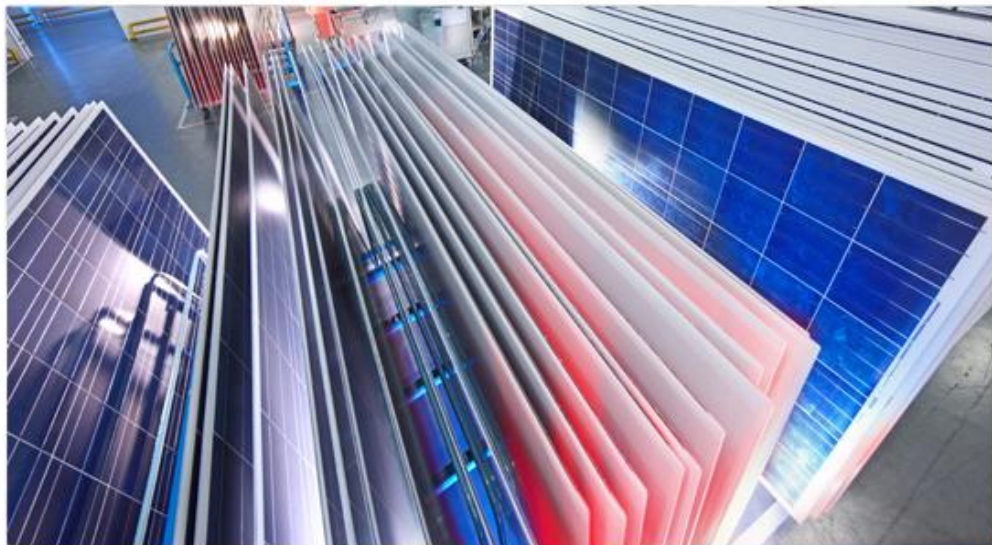
| Power | 195W | 200W | 205W | 210W | 255W | 260W | 305W | 310W |
|-----------------|---------------|-------|-------|-------|---------------|-------|---------|-------|
| Efficiency | 15.3% | 15.7% | 16.1% | 16.5% | 15.6% | 15.9% | 15.7% | 16.0% |
| No. of cells | 72 cell | | | | 60 cell | | 72 cell | |
| 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



270_w

High Efficiency

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



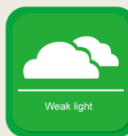
Launched world's first double 85 (under 85 °C / 85% RH) certified PID Free module



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

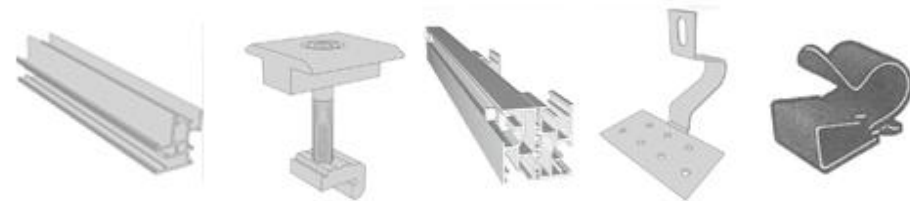
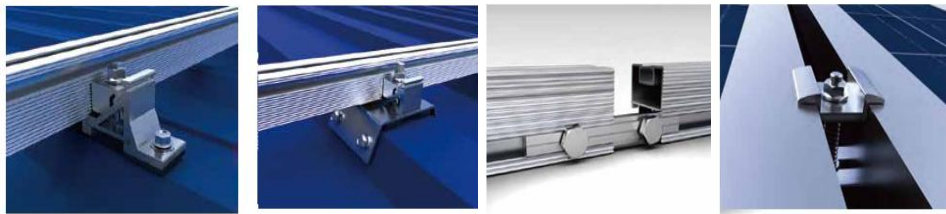
Installation System



Roof-mounted Installation System



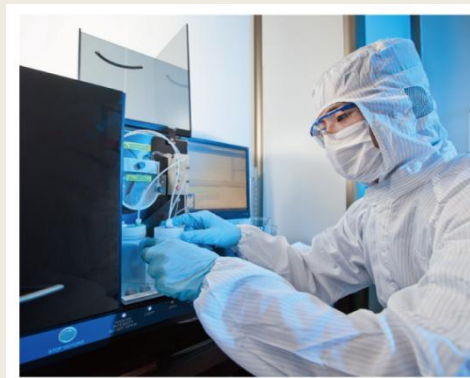
Ground-mounted Installation System





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

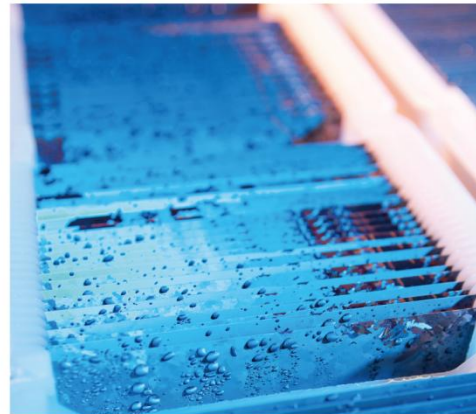


Wafer Production



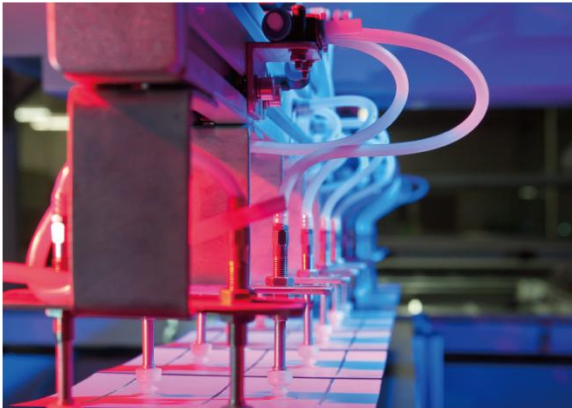
- Launched wafer manufacturing in 2006
- **1.5 GW** wafer production capacity in 2013
- Imported the world's leading silicon processing facilities covering:
 - *Ingot Casting (**GT Solar**)
 - *Cutting & Slicing (**NTC Komatsu**)

Cell Production



- **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 photograph of an industrial spray test. A high-pressure nozzle at the top left sprays a fine mist of water or liquid onto a dark, rectangular solar panel located at the bottom right. The spray is captured in mid-air, creating a dense cloud of droplets. A green horizontal band is superimposed over the middle of the image, containing the text 'Quality & Certification' in white. The background is dark and industrial, with some mechanical parts visible on the left.

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

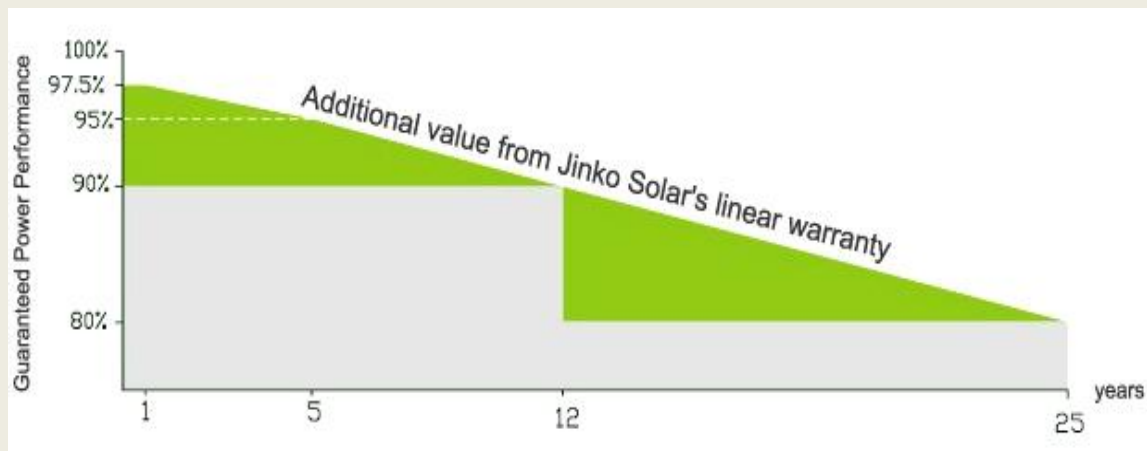


Premium Warranty



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

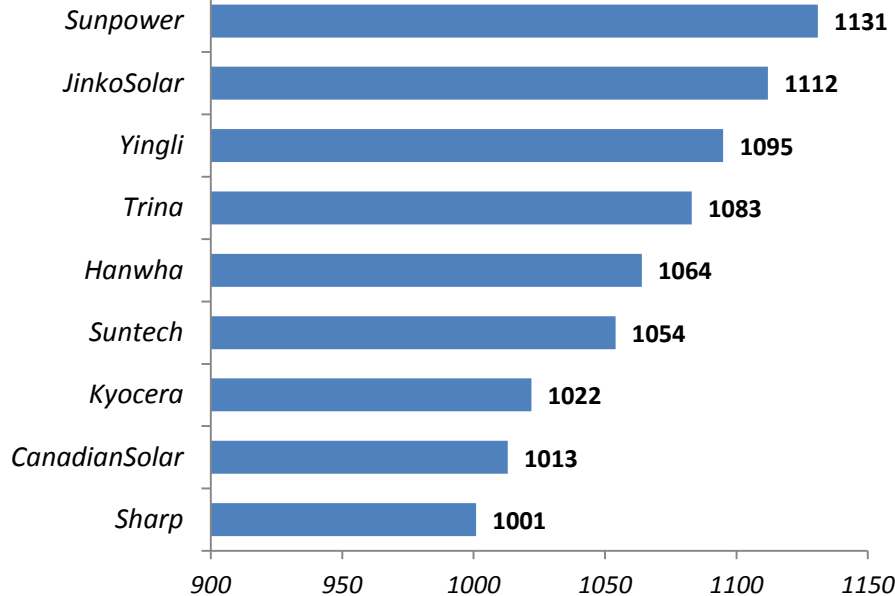
Photon

Ranked one of the Best Performers in 2012

Rank 2

According to 2012 Photon Laboratory outdoor test

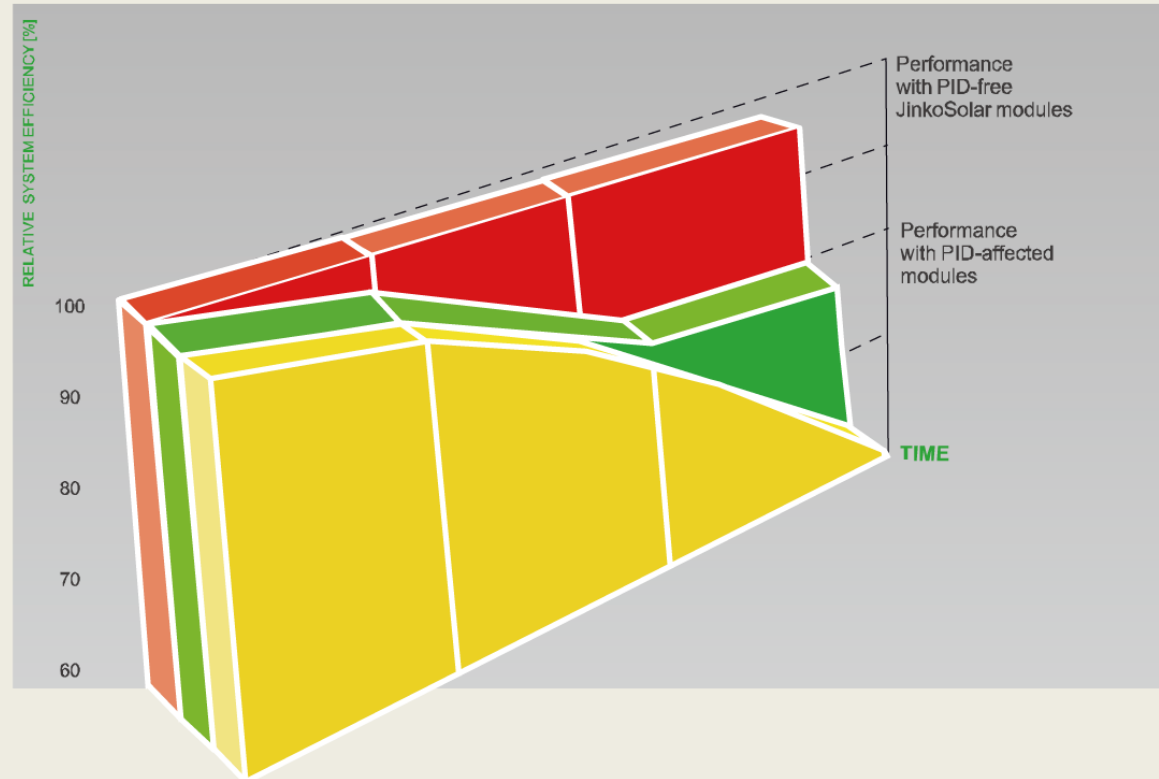
The Average of Annual Energy Efficiency KWh/KW



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



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 Luzzembourg



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



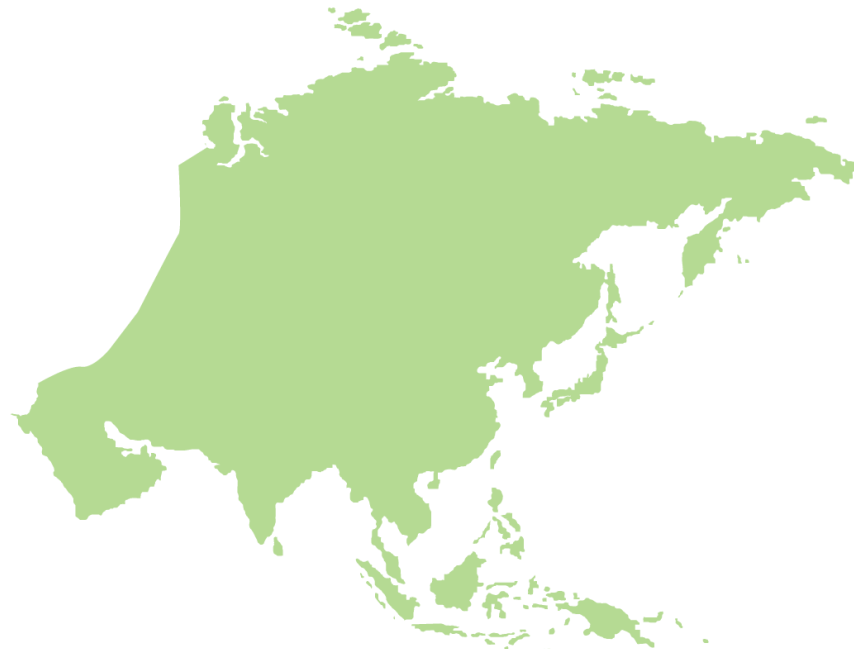
4kW Fukuoka, Japan



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

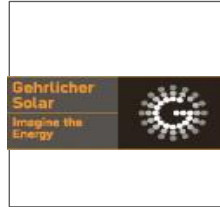


115 MW, South Africa



50 MW Kenya, South Africa

Partners- Clients



Partners- Distributors

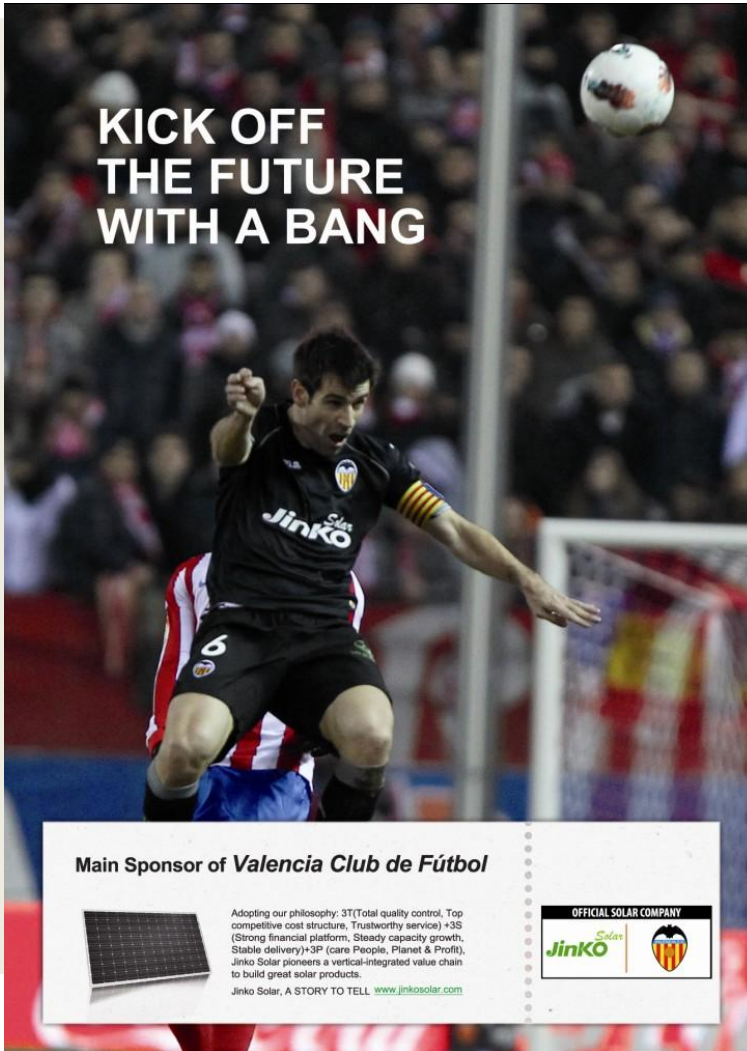


Sustainable Growth & Brand Building

- Marketing & Branding
- CSR
- Corporate Culture



Sports Marketing



**KICK OFF
THE FUTURE
WITH A BANG**

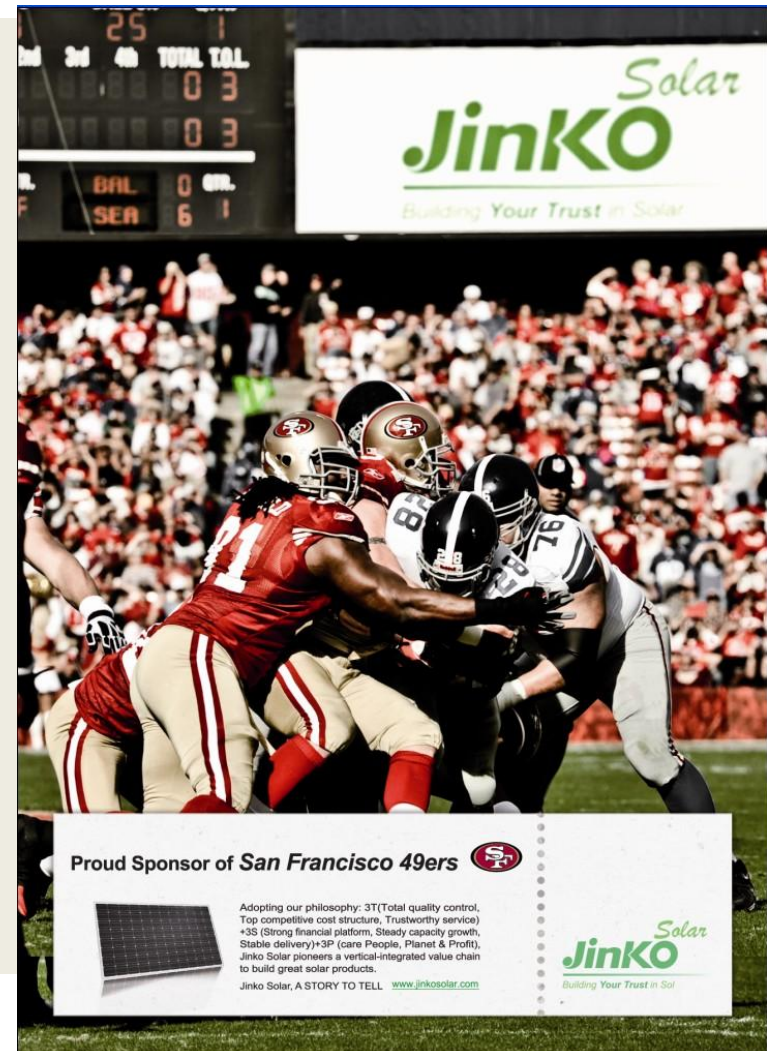
Main Sponsor of Valencia Club de Fútbol

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.

Jinko Solar, A STORY TO TELL www.jinkosolar.com

OFFICIAL SOLAR COMPANY

Solar
JinKO



Solar
JinKO
Building Your Trust in Solar

Proud Sponsor of San Francisco 49ers

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Solar
JinKO
Building Your Trust in Solar

Marketing Activities

Tradeshow



Outdoor Billboard



Advertising



Journals



Yushu, Qinghai



Sichuan



Kashi, Xinjiang



Ya'an Earthquake



Italy



Tanzania



America Poor Area



Children with cerebral palsy



CSR

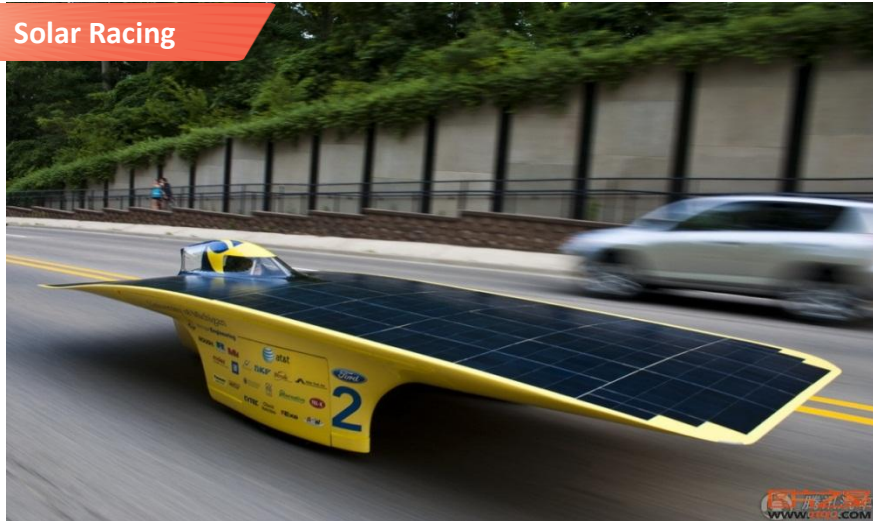
Uganda



Solar Decathlon-Tongji University



Solar Racing



Solar Decathlon-SJTU



Jinko Culture





Thank you !

Solar
Jinko

Building Your Trust in Solar