

# JinkoSolar Holding Co., Ltd.

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Fax: +81 (0)3 6262 3339

JinkoSolar Osaka Office

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Por JinkoSolar Portugal Unipessoal LDA.

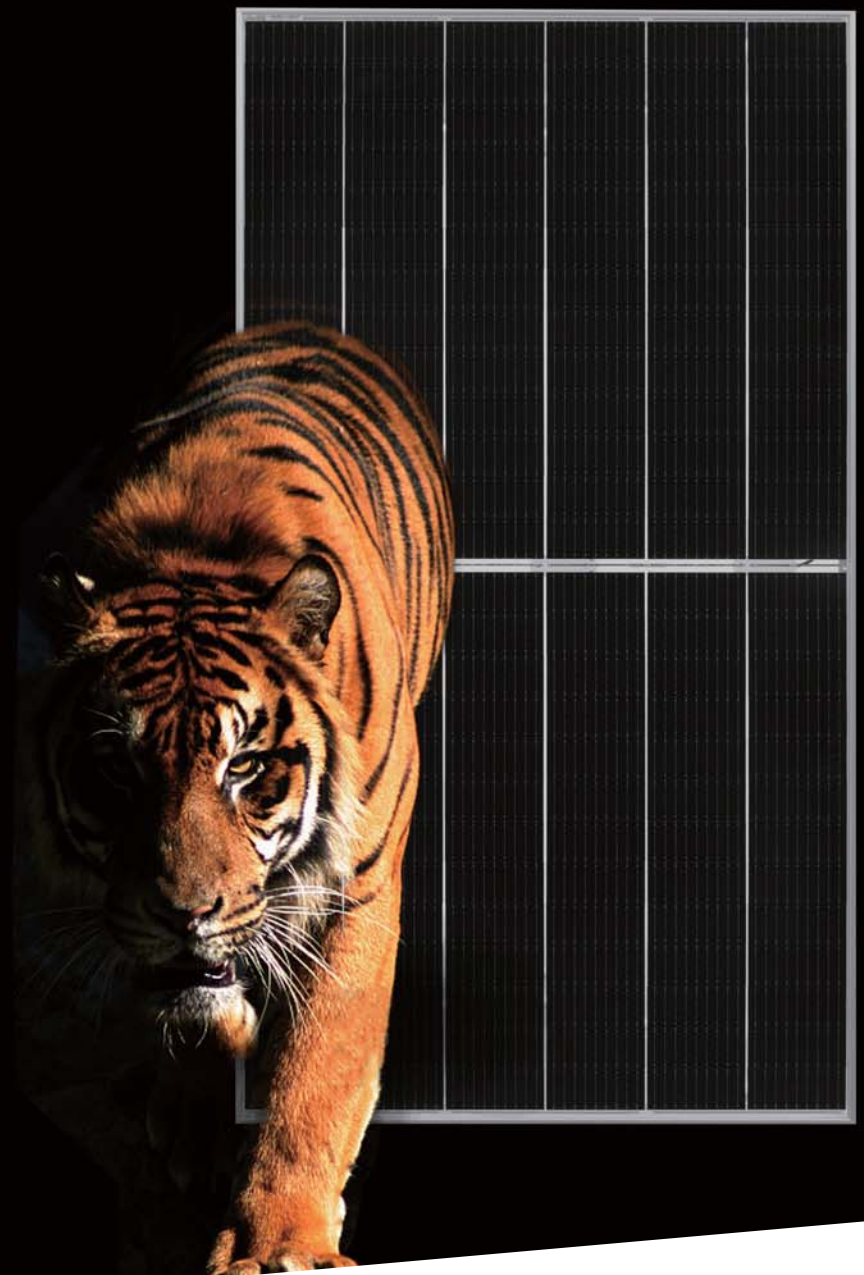
Tel: +351 285 200 070

www.jinkosolar.com | sales@jinkosolar.com

The company reserves the final right for explanation on any of the information presented hereby.



*Building Your Trust in Solar*



## Amazing Decade

**2006**

JinkoSolar Co.,Ltd. was Established

**2007**

Launches Ingot Manufacturing

**2008**

Launches Wafer Manufacturing

**2009**

Operates the 1st fully automated PV module NPC production line in China

**2010**

Successful IPO and listed on the NYSE. Shortest PV manufacturer from production to IPO

**2011**

The Only Profitable PV Manufacturer Worldwide

**2012**

World's 1<sup>st</sup> Company to Pass PID Free Test Under 85°C/85% RH

**2013**

1<sup>st</sup> PV Company to Restore Profitability in Q2

**2014**

World's 1<sup>st</sup> 1000-hour PID Free Test Under 85°C/85% RH

**2015**

Opens Factory in Malaysia

**2016**

Becomes World's Largest Solar Module Manufacturer

**2017**

2017 Top Solar Brand Used in Debt-Financed Projects and Most "Bankable" PV Manufacturer by Bloomberg New Energy Finance

**2018**

1<sup>st</sup> "All Quality Matters" Energy Yield Simulation Winner – Mono Group

**2019**

#1 in Global Module Shipment Fourth Year in a Row



## Vision:

Revolutionize Our Energy Mix & Take Responsibility to Ensure A Sustainable Future.

## Mission:

Provide a Comprehensive, One Stop Clean Energy Solution & Become an Industry Benchmark.

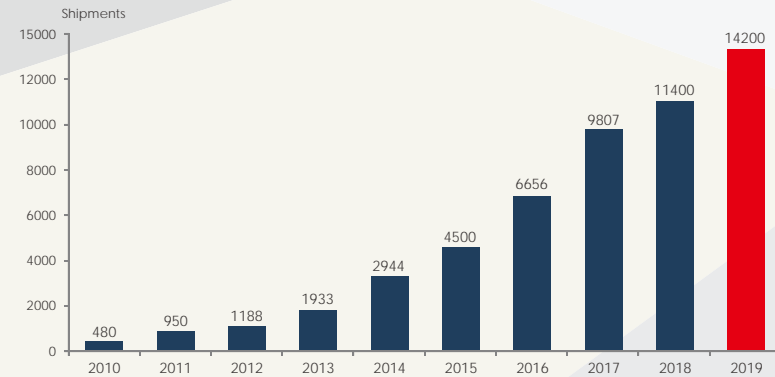


## Brand Image & Customer Mix

A strong brand and positive corporate image are critical success factors for a premium solar company. It's also vitally important to have a customer mix that reflects the company's brand. As such, we continue to strive to strengthen our corporate image and customer mix. At the same time, we're committed to ensuring product quality and innovative research and development so that we may provide our customers with the most comprehensive and high efficiency product mix.

## Continuous Growth

With a total of 14.3 GW of modules delivered in 2019, JinkoSolar's shipment grew by 25.4%. By consistently pursuing our product initiatives and gaining market share in various sales regions, we have delivered over 52 GW of modules since 2006.



## Leader In Innovation

Our ambition is to lead the way in PV innovations and provide technologies that match the needs of our customer. JinkoSolar's collection of patents and awards reflects the company's success as an industry innovator.

## Financial Resiliency

JinkoSolar's stable long-term profitability reflects the financial strength of the company. Our growth reflects the premium standing of the JinkoSolar brand. According to our responsible and value-orientated management approach, qualitative growth is a priority strategic goal. We strive to achieve the goal through effective structures, efficient processes, systematic management of investments, and continuous optimization of costs. As such, JinkoSolar is one of the industry's most profitable manufacturers.

## About US

JinkoSolar (NYSE: JKS) is one of the largest and most innovative solar module manufacturers in the world. JinkoSolar distributes its solar products and sells its solutions and services to a diversified international utility, commercial and residential customer base in China, the United States, Japan, Germany, the United Kingdom, Chile, South Africa, India, Mexico, Brazil, the United Arab Emirates, Italy, Spain, France, Belgium, and other countries and regions. JinkoSolar has built a vertically integrated solar product value chain, with an integrated annual capacity of 11.5 GW for mono wafers, 10.6 GW for solar cells, and 16 GW for solar modules, as of December 31, 2019.

JinkoSolar has over 15,000 employees across its 7 production facilities globally, 14 overseas subsidiaries in Japan, South Korea, Vietnam, India, Turkey, Germany, Italy, Switzerland, United States, Mexico, Brazil, Chile and Australia, and global sales teams in China, United Kingdom, France, Spain, Bulgaria, Greece, Ukraine, Jordan, Saudi Arabia, Tunisia, Morocco, Kenya, South Africa, Costa Rica, Colombia, Panama, Kazakhstan, Malaysia, Myanmar, Sri Lanka, Thailand, Vietnam, Poland and Argentina.

# GLOBAL IMPACT AT A GLANCE



📍 Manufacturing Sites  
● Sales & Service Offices

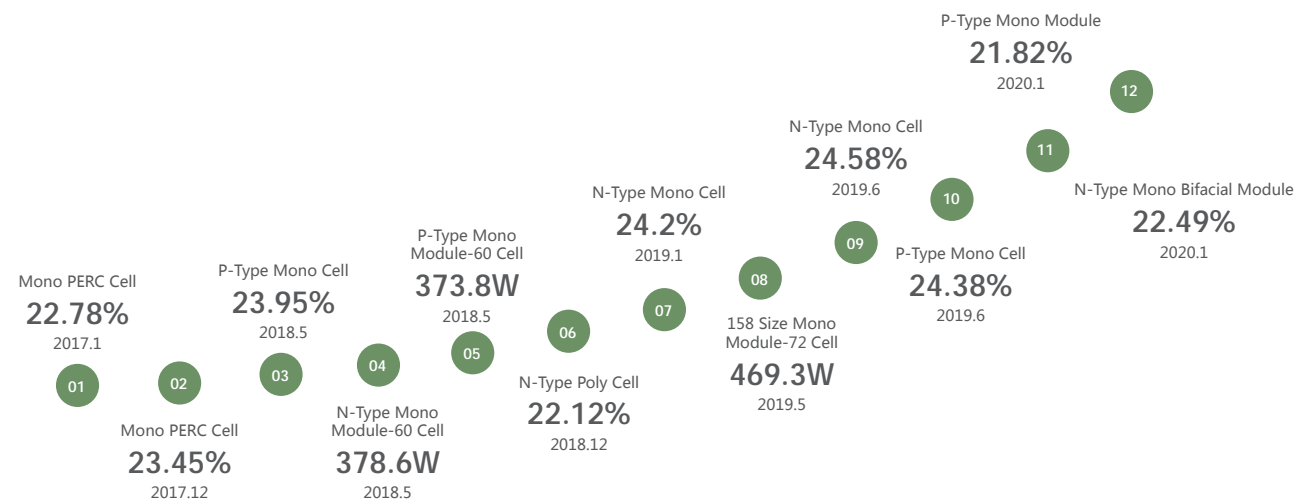
# AN OVERVIEW OF JINKOSOLAR

<p><b>OUR PRODUCTION/LOGISTIC NETWORK</b></p> <p>7 PRODUCTION PLANTS IN 3 COUNTRIES 20+ WAREHOUSES</p>	<p><b>OUR SALES &amp; SERVICE NETWORK</b></p> <p>30+ SALES &amp; SERVICE OFFICES AND APPROXIMATELY 2,000 CUSTOMERS IN MORE THAN 100+ COUNTRIES</p>	<p><b>WE DELIVERED</b></p> <p>ACCUMULATED APPROXIMATELY 52GW AS OF 31.12.2019</p>									
<p><b>GLOBAL RANK IN SHIPMENT 2019</b></p> <p style="font-size: 48px; text-align: center;">1</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1 2017</td> <td>1 2018</td> <td>—</td> </tr> </table>	1 2017	1 2018	—	<p><b>PRODUCTS DELIVERED IN 2019</b></p> <p style="font-size: 48px; text-align: center;">14.3GW</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>9.81GW 2017</td> <td>11.4GW 2018</td> <td>↗</td> </tr> </table>	9.81GW 2017	11.4GW 2018	↗	<p><b>NUMBER OF EMPLOYEES IN 2019</b></p> <p style="font-size: 48px; text-align: center;">15,000</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1,200 2017</td> <td>1,200 2018</td> <td>↗</td> </tr> </table>	1,200 2017	1,200 2018	↗
1 2017	1 2018	—									
9.81GW 2017	11.4GW 2018	↗									
1,200 2017	1,200 2018	↗									
<p><b>2019 TOP SOLAR BRAND</b></p> <p>2019 TOP SOLAR BRAND USED IN DEBT-FINANCED PROJECTS AND ONE OF THE MOST "BANKABLE" PV MANUFACTURERS</p>	<p><b>GLOBAL MARKET SHARE 2019</b></p> <p style="font-size: 48px; text-align: center;">12.6%</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>10.4% 2017</td> <td>10.6% 2018</td> <td>↗</td> </tr> </table> <p>RESOURCE: BNEF</p>	10.4% 2017	10.6% 2018	↗	<p><b>INCOME FROM OPERATIONS 2019</b></p> <p style="font-size: 48px; text-align: center;">123%</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>RMB435.8 million 2018</td> <td>RMB969.5 million 2019</td> <td>↗</td> </tr> </table>	RMB435.8 million 2018	RMB969.5 million 2019	↗			
10.4% 2017	10.6% 2018	↗									
RMB435.8 million 2018	RMB969.5 million 2019	↗									



# Technology

JinkoSolar operates one of the industry's largest R&D centers and UL certified module testing facilities with over 400+ scientists and solar experts. JinkoSolar integrates advanced crystalline silicon solar PV technologies to optimize our modules, resulting in more efficient, reliable, durable and cost effective PV energy solutions.



## Bringing Upstream Innovation to Commercialization

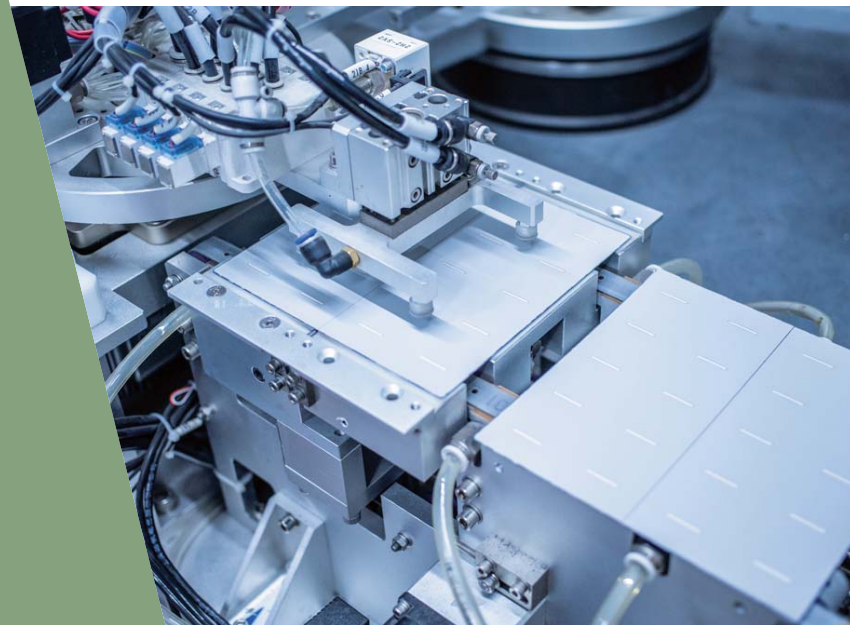
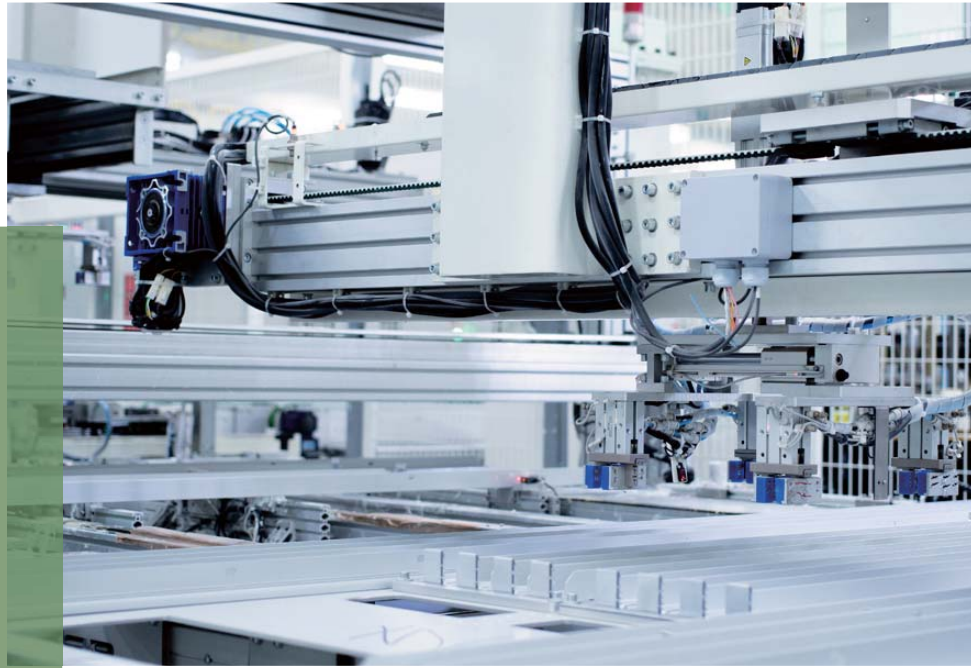
Having started our business from the upper stream of the solar value chain, JinkoSolar has accumulated unparalleled know-how in the development and production of wafer and cells. We understand the underlying "engine" that drive high performing photovoltaic systems. JinkoSolar is committed to expanding the boundaries of our photovoltaic knowledge through R&D and actively catalyzing the commercialization of cutting-edge solar technology. Our introduction of various solar technologies in the past financial year is evidence of our dedication to innovation.

## Quality Control Starting at Research & Development

JinkoSolar has an optimized total quality control system that begins at R&D. Before any new technology are utilized in mass production, the technology must go through a vigorous evaluation process. Advanced failure analysis and new materials qualification procedures are further effectively integrated in our new technology and product development processes.



JinkoSolar is an industry leader in module efficiency, yield, performance and reliability.



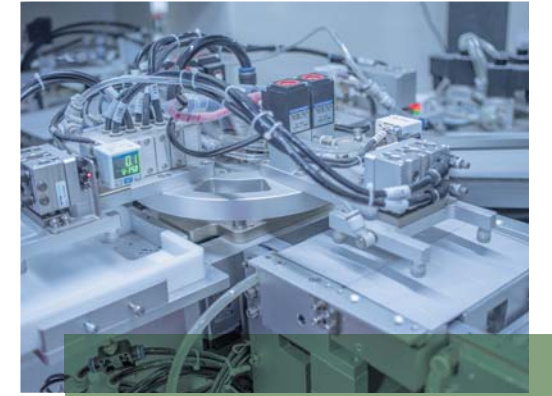
## Manufacturing

JinkoSolar operates 7 manufacturing facilities worldwide with cutting edge cell and module technology. JinkoSolar's integrated manufacturing management system not only ensures a high level of product quality and reliability, but also enables greater flexibility to meet demand fluctuations, accelerated growth on the experience curve, and shortened lead time in new technology commercialization. It is with such advanced manufacturing capability that JinkoSolar can rapidly build capacity when needed to fulfill customer needs.

### Precision Manufacturing

JinkoSolar manufacturing systems are tailored to the company's comprehensive and complex product mix. JinkoSolar manufacturing systems are equipped with sophisticated scheduling and dispatching capabilities, automated material handling functionality, automated manufacturing systems, and smart devices utilization. Through continued

improvement and simplification of manufacturing processes, JinkoSolar is able to shorten lead times and optimize production planning. With real time system monitoring, analysis, and diagnosis of manufacturing equipment, JinkoSolar can limited the amount of production interference, enabling lower costs.



### Manufacturing Excellence

JinkoSolar combines statistics-based controls, advanced equipment monitoring system, and comprehensive process controls to develop a manufacturing big data system.

The collection of large amounts of manufacturing data and utilization of big data analysis enhances JinkoSolar's equipment, process, and

quality optimization abilities. The data-driven intelligent manufacturing system assures equipment efficiency and stability. The system also evaluates other production-related parameters to identify critical variables that influence product quality and yield.

Accurate modeling and control mechanisms at each stage of

production further drives JinkoSolar module loop control system. Using computer integrated manufacturing and dispatching systems, JinkoSolar enables optimization from equipment to production, achieving precision and lean manufacturing.

# 2020

## BUILDING YOUR TRUST IN SOLAR

### High Level of Automation

Utilization of digital and automated production process eliminates need for manual labor and processes.

### Optimized Processes

Effective production processes with ongoing optimization.

05

### Intelligent Production

Intelligent systems can analyze data, identify previously undetected errors, and reveal areas for further improvement.

02

### State-of-the-Art Equipment

Integration of latest upstream technology and state-of-the-art manufacturing equipment.

03

### Qualified Staff

Well-trained and experienced production staff ensuring product quality at every stage.

» Automated Production



# Quality

JinkoSolar's philosophy is that "Quality is the Most Important Competitive Advantage". As such, JinkoSolar has realized a total quality management system throughout its R&D, production, and customer service processes to make product reliability and quality customer service our key advantage.

## Total Quality Information Technology Management System

Manufacturing excellence requires a data-driven and robust quality control system to realize comprehensive statistical and predictive analysis. JinkoSolar has developed a sophisticated IT-based manufacturing execution system (MES) with statistical process control (SPC) functionalities. Combining the data from our MES with our quality improvement system (QIS), JinkoSolar can eliminate information silos and create a virtual panoramic view of our production capabilities. Utilizing our SPC functionalities with real time management and alert capabilities, we can eliminate disruptions in production.

## Advanced UL-Certified Laboratories

To enhance JinkoSolar's incident resolution and production quality capabilities, JinkoSolar's quality control spans across materials handling, cell production, and module manufacturing. Thus, once an issue is detected, it can be immediately resolved. Analysis of product defects, material, conductivity, and material chemistry deviations are critical to JinkoSolar's quality control infrastructure. As such, JinkoSolar has invested in a world class UL certified testing lab with the latest testing and analysis equipment.

## Supply Chain Quality Control

JinkoSolar conducts periodic deep dive due diligence on our materials and materials suppliers to ensure that JinkoSolar is receiving the latest and highest quality products. JinkoSolar, utilizing innovative statistical modeling techniques, was further enlarge the manufacturing window while improving product quality. The scope of the techniques used includes raw material, facility management, equipment monitoring, visual inspections, conductivity analysis, and reliability tests.

## Product Traceability Management

The data of all materials used and products delivered are stored at JinkoSolar and are archived for a period of 10 years. The utilization of product barcodes ensure traceability should product issues arise.

## Quality Certification

The goal of JinkoSolar's quality control infrastructure is to achieve the zero-product defects. As such, JinkoSolar strives to not just met industry certification standards, but go far above that. Our quality controls efforts are reflected in the high customer satisfaction rate.



# 2020

## BUILDING YOUR TRUST IN SOLAR

02

### Intensive Quality Tests

All cells and modules must pass through a list of 48 different tests to ensure that the visual, optical, electrical, physical, and mechanical properties of the products meet JinkoSolar's high standards before reaching customers

04

### Intelligent Quality Monitoring

Computer-based quality control closely monitor all equipment and processes for deviation from programmed parameters.

05

### Digitalization of Quality Control

All quality control related data are collected, connected, and stored in JinkoSolar intranet to enable analysis and traceability.

01

### Comprehensive Quality Control

JinkoSolar's quality infrastructure spreads across the entire value chain. All sub-steps subjected to constant monitoring.

03

### Certified Quality Processes

Certified quality processes combining cutting edge quality control equipment, quality control certification process, diagnostic standards, and professional staff.

» Testing



## Customer Service

JinkoSolar believes that quality service is essential to raising customer satisfaction and loyalty, helping us retain existing partners and gain new customers. With dedicated and professional customer service teams in pre-sales, post-sales, technical services, and warranty claims, JinkoSolar is committed to providing top-notch service to our customers.

### Global Network, Local Support

As the world's largest solar module manufacturer, we remain committed to expanding our global worldwide production, logistics, sales, and service network as to serve customers in every corner of the world. Throughout our 31 global locations, JinkoSolar has built expert teams with solar industry veterans to provide knowledgeable and responsive customer service in the local language and time zone.

### Customer Satisfaction Survey and Claim Management

JinkoSolar greatly values the opinions and feedback from our customers. As such, JinkoSolar conducts random and periodic customer satisfaction to ensure that the needs of our customers are understood, address, and even anticipated. Customers can participate in the survey through an online portal or one-on-one interviews. Furthermore, JinkoSolar's Customer Claim Management (CCM) system provides timely resolution of all customer claims and product issues.

The world's largest PV plant, Abu Dhabi, UAE  
1177 MW April 2019  
Ground-mounted





Jining Shandong, China  
100 MW May 2018  
Floating PV Plant



Aura Solar III, La Paz BCS, Mexico  
32 MW August 2018  
Ground-mounted

# EPOWER THE FUTURE

BUILDING YOUR TRUST IN SOLAR

BUILDING YOUR TRUST IN SOLAR EPOWER THE FUTURE

# EPOWER THE FUTURE

BUILDING YOUR TRUST IN SOLAR



Lancaster, CA, U.S.A.  
106 MW August 2017  
Ground-mounted

Osaka, Japan  
1 MW December 2015  
Floating PV Plant

