

# JinkoSolar Holding Co., Ltd.

Q2 2010 Earnings Call Presentation

August 2010



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# **Recent Results**



#### **Capacity and Production Expansion**

- In Q2, we significantly increased the vertical integration of our production process
- In Q2, our cell and module capacities have expanded to 300 MW each, supported by state-ofthe-art equipment from international suppliers
- Shangrao Jinko's ingot, wafer and module facilities enjoy sufficient land reserves for future production expansion

#### **Capacity Growth (MW)**

Products	Capacity as of <u>Dec 31, 2009</u>	Capacity as of <u>June 30, 2010</u>	<u>FY10E</u>
Ingots	300	400	500
Wafers	300	400	500
Cells	150	300	500
Modules	150	300	500

	Q2 2010	Q3 2010 Guidance	FY 2010 Guidance
Shipment (MW)	99.9	100~110	395~415
Gross Margin (%)	26.9%	-	-
Operating Margin (%)	16.7%	-	-
Revenue (US\$ mm)	132.8	145~155	500~525
Net Income (US\$ mm)	26.6	-	-

# Significant Cost Reduction Per Watt



In-house Cost	Q3 2009	Q4 2009	Q1 2010	Q2 2010
Mono & Multi Non-Silicon Cost (\$/Watt) (Including Depreciation)	\$0.86	\$0.89	\$0.88	\$0.83
Mono & Multi Silicon Cost (\$/Watt)	\$0.40	\$0.37	\$0.29	\$0.31
<b>Total Cost (\$/Watt)</b> (Including Depreciation)	\$1.26	\$1.26	\$1.18	\$1.14

#### Non-silicon cost continues to decrease as a result of:

- ØGreater economics of scale from the vertical integration of our production process
- OProduction efficiency improvements
- Strong R&D capabilities, and state-of-the-art equipment
- Six Sigma manufacturing and business strategy

# **Quarterly Financial Performance**





#### **Gross Profit and Margin Expansion**



# 1.87 1.87 1.71 1.70 Q3 09 Q4 09 Q1 10 Q2 10

## ØRecord solar product shipments of 99.9MW in 2Q10

**Q2 Highlights** 

ØModule shipments of 54.3 MW, a 432.4% increase from 10.2 MW of Q1

ØQ3 and FY Guidance:

- Ø Total shipment for Q3: 100 MW~110 MW
- Ø Total shipment for FY2010: 395 MW~415 MW

#### **Module ASP**

# TOZZI Renewable Energy (TRE) Project



#### Background

- Ø Subsidiary of large industrial group TOZZI Holding
- Ø Its portfolio includes 400MW installed capacity. This 80MW of new solar PV installations in 2010.

#### **Terms of Agreement**

- Ø 35 MW volume
- Ø Delivery: July 2010 to November 2010
- Ø Module mounting commenced in July

#### **Additional Information**

- Ø Project area: 90 nectares
- Ø €100mln in Financing:
  - Ø Unicredit Mediocredito Centrale
  - Ø Monte Dei Paschi Di Siena
  - Ø Additional banks
- Ø Connection: Will be connected to Terna high-voltage grid
- Ø Will be commissioned in December 2010



# Expanding Market Coverage and Customer Base





Currently closing partnerships in more than <u>15 countries</u>: China, USA, Germany, Italy, Spain, Holland, Czech Rep., India, Belgium, Australia...

Key Q2 Customers





International Quality Certifications : TÜV IEC 61730, TÜV IEC 61215, VDE, UL-CANADA, UL-USA, CE, ISO14001: 2004, ISO9001: 2008



### Selected Financials (US\$mm)

	Q3 2009	Q4 2009*	Q1 2010*	Q2 2010*
Revenues	58.8	101.4	80.9	132.8
Gross Profit	9.3	16.4	19.1	35.7
Gross Margin	15.8%	16.2%	23.7%	26.9%
Operating Expenses	5.7	5.9	4.8	13.5
EBIT Margin	6.1%	10.4%	17.7%	16.7%
Interest Income (Expense)	(1.5)	(1.5)	(1.7)	(2.1)
Taxes Benefit (Expense)	-	0.2	(1.8)	(4.4)
Net Income (Loss)	2.1	12.3	10.8	26.6
Net Margin	3.5%	12.2%	13.4%	20.1%
			-	

\*(Unaudited)



#### Selected Financials (US\$mm)

/		Q3 2009	Q4 2009	Q1 2010*	Q2 2010*
	Cash and Cash Equivalents (non-inc. restricted cash)	13.3	22.5	23.5	54.4
	Accounts Receivable (third parties)	22.9	34.9	35.2	39.4
	Inventories	51.3	36.2	58.7	69.4
	Advances to Suppliers (third parties)	24.2	13.8	23.6	32.4
	Net PP&E	86.8	109.3	120.2	154.6
	Total Assets	303.2	330.7	381.6	502.6
	Net Debt - Short-term Borrowings (including current	122.6	136.4	152.6	163.0
	portion of long-term borrowings)	85.9	84.9	104.1	111.5
	- Long-term Borrowings	36.7	51.4	48.5	51.5
	Total Liabilities	176.5	191.7	231.7	269.2
	Total Shareholders' Equity	126.7	139.0	149.9	233.3

# Thank you!



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