



# JinkoSolar Holding Co., Ltd.

Q4 2014 Earnings Call Presentation

Mar 2, 2015



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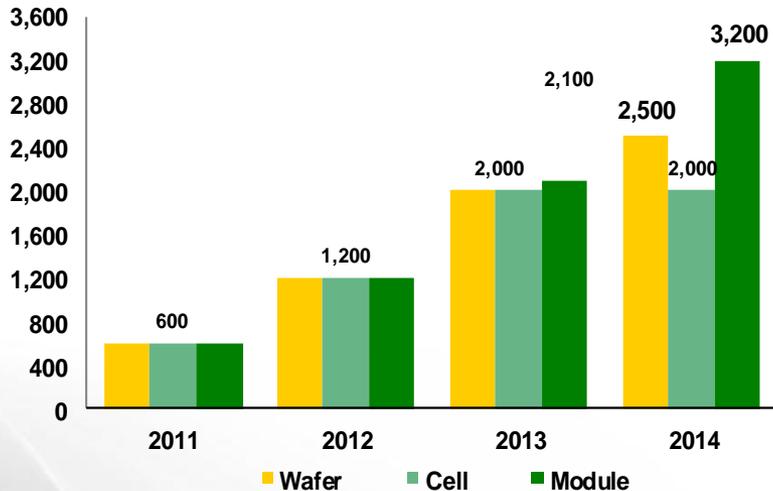
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# Financial Highlights and Outlook

	Q3 2014	Q4 2014	Q1 2015E	FY 2015E
<b>Capacity (MW)</b>	2,300 – wafer 1,800 – cell 2,800 – module	2,500 – wafer 2,000 – cell 3,200 – module	2,500 – wafer 2,000 – cell 3,200 – module	2,500 – wafer 2,500 – cell 4,000 – module
<b>Module Shipments (MW)</b>	<b>758.1MW</b> Including 658.1MW to 3 <sup>rd</sup> party and 100MW for its own downstream projects	<b>1078.3MW</b> Including 739.2MW to 3 <sup>rd</sup> party and 339.1MW for its own downstream projects	<b>710MW – 780MW</b> Including 550MW-600MW to 3 <sup>rd</sup> party and 160 MW-180 MW for its own downstream projects	<b>3.3GW – 3.8GW</b> Including 2.7GW-3GW to 3 <sup>rd</sup> party
<b>Revenues (US\$ in millions)<sub>1</sub></b>	<b>\$417.3</b> (5.3% QoQ)	<b>\$478.9</b> (16.0% QoQ)	-	-
<b>In-house Gross Margin (%)</b>	<b>23.3%</b>	<b>24.3%</b>	-	-
<b>Gross Margin (%)</b>	<b>20.6%</b>	<b>22.8%</b>	-	-
<b>Non-GAAP Diluted Earnings per ADS (US\$)</b>	<b>1.36</b>	<b>1.00</b>	-	-

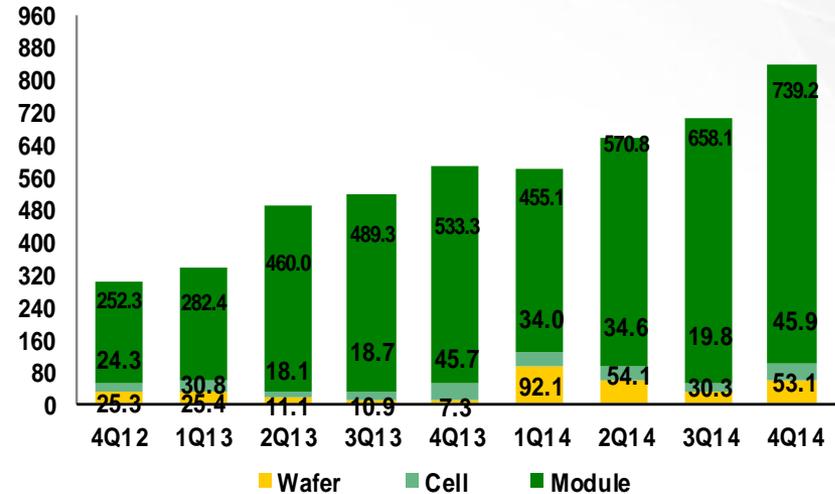
1. JinkoSolar defines “in-house gross margin” as the gross margin of PV modules produced using the Company’s in-house produced silicon wafers and solar cells.

## Capacity (MW)



- As of December 31, 2014, the Company's in-house annual silicon wafer, solar cell and solar module production capacity was approximately 2,500MW, 2,000MW and 3,200 MW separately.

## Product Shipments (MW)



- Total solar product shipments to the 3<sup>rd</sup> party in the 4<sup>th</sup> quarter of 2014 were 838.2MW, up 18.4% QoQ.
- Q4 solar module shipments to the 3<sup>rd</sup> party were 739.2 MW, up 12.3% QoQ.

## Significant Cost per Watt Reduction

In-house Cost	Q1 2014	Q2 2014	Q3 2014	Q4 2014
<b>Mono &amp; Multi Non-Silicon Cost (\$/Watt)</b> (Including Depreciation)	\$0.37	\$0.365	\$0.36	\$0.35
<b>Mono &amp; Multi Silicon Cost (\$/Watt)</b>	\$0.10	\$0.105	\$0.10	\$0.10
<b>Total Cost (\$/Watt)</b> (Including Depreciation)	\$0.47	\$0.47	\$0.46	\$0.45



### **Non-silicon cost continues to decrease, mainly due to:**

- In-house production of certain auxiliary materials and more efficient use of other consumable materials in the production process.
- Continuous improvements in operating efficiency and technological advancements.

**Silicon cost remain stable.**

# Connected Downstream Project List

**503 MW**  
connected

Region	Name	Capacity (MW)	Commercial operation date
Qinghai	Delingha Ruiqida	27 <sup>(1)</sup>	Q1 2013
Gansu	Gansu Longchang PV	20	Q1 2013
Gansu	Gansu Jintai Electric	28 <sup>(2)</sup>	Q3 2013
Qinghai	Hainan South Zhongzhou PV	10	Q3 2013
Xinjiang	Shaya Jingxin	20	Oct-13
Xinjiang	Wusu City Zhongjing PV	20	Q4 2013
Xinjiang	Alaer JinkoSolar	20	Q4 2013
Gansu	Gansu Jintai Electric II	28 <sup>(2)</sup>	Q4 2013
Xinjiang	Bohu Jingjia Sunshine	20	Q4 2013
Xinjiang	Shaya Jingxin II	20	Q4 2013
Jiangsu	Xinyi	24	Q2 2014
Jiangsu	Lianyungang	15	Q2 2014
Jiangsu	Xiangshui	100	Q3 2014
Ineer Mongolia	Azuoqi	34.7 <sup>(3)</sup>	Q4 2014
Ineer Mongolia	Tuyouqi	52 <sup>(3)</sup>	Q4 2014
Ineer Mongolia	Dengkou	43.4 <sup>(3)</sup>	Q4 2014
Zhejiang	jiaxing	20.9	Q4 2014
<b>Total</b>		<b>503</b>	

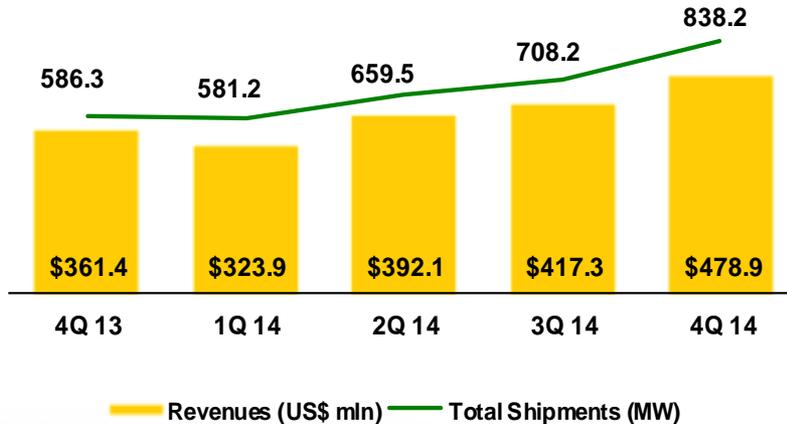
(1) Jinko owns 88.7% of the 30 MW project.

(2) Jinko owns 28% of the 100 MW project.

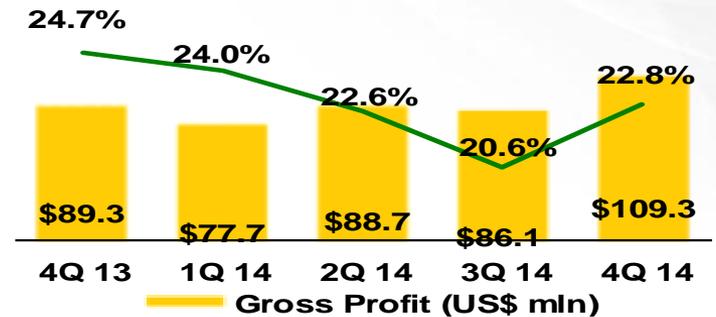
(3) Jinko owns 86.75% of the project.

# Quarterly Financial Highlights

## Total Revenues and Total Shipments



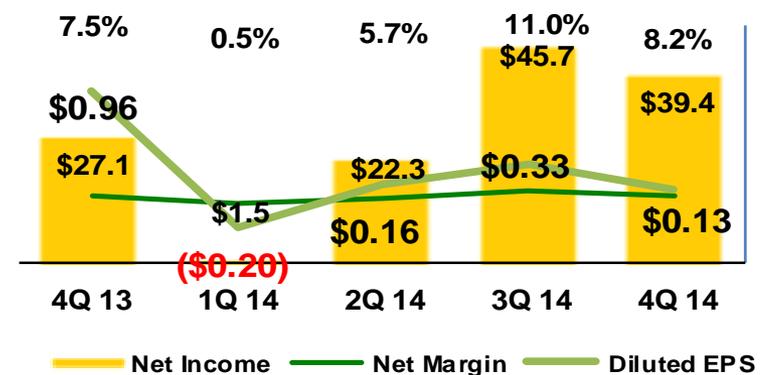
## Gross Profit and Gross Margin



## Operating Profit and Operating Margin

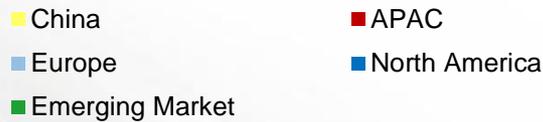
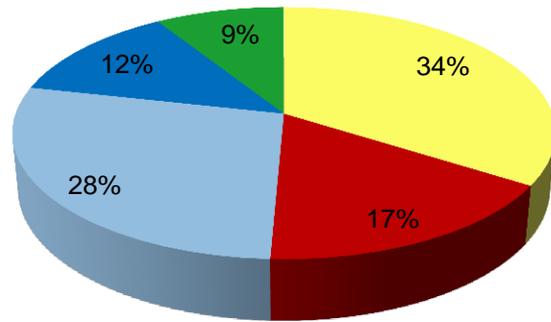


## Net Income, Net Margin and Diluted EPS

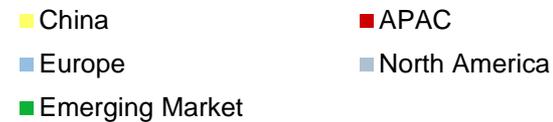
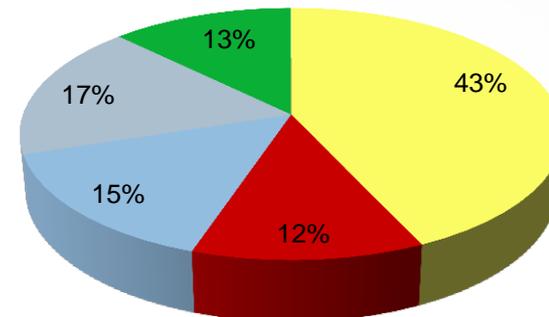


# Module Sales Geographical Distribution

**Q4 2014 Module sale by Region**



**FY 2014 Module sale by Region**



(MW)	China	APAC	Europe	Emerging Market	North America
<b>Q4 2014</b>	<b>251.6</b>	<b>123.1</b>	<b>205.6</b>	<b>66.0</b>	<b>92.9</b>
<b>FY 2014</b>	<b>1044.9</b>	<b>290.6</b>	<b>360.5</b>	<b>305.5</b>	<b>421.5</b>

# P&L Summary

US\$ in millions	Q4 2013*	Q1 2014*	Q2 2014*	Q3 2014*	Q4 2014*
<b>Revenues</b>	361.4	323.9	392.1	417.3	<b>478.9</b>
<b>Gross Profit</b>	89.3	77.7	88.7	86.1	<b>109.3</b>
<b>Gross Margin</b>	24.7%	24.0%	22.6%	20.6%	<b>22.8%</b>
<b>Operating Expenses</b>	46.0	45.0	48.1	47.0	<b>71.2</b>
<b>Operating Margin</b>	12.7%	10.1%	10.3%	9.4%	<b>8.0%</b>
<b>Interest Expense</b>	8.8	9.8	11.5	11.9	<b>13.2</b>
<b>Taxes Expense/(Benefit)</b>	0.057	1.3	3.4	(25.1)	<b>(1.5)</b>
<b>Net Income</b>	27.1	1.5	22.3	45.7	<b>39.4</b>
<b>Net Margin</b>	7.5%	0.5%	5.7%	11.0%	<b>8.2%</b>
<b>Non-GAAP Net Income <sup>2</sup></b>	36.1	6.0	27.9	52.5	<b>38.2</b>
<b>Non-GAAP Net Margin</b>	10.0%	1.9%	7.12%	12.6%	<b>8.0%</b>

\*(Unaudited)

2. For a discussion of the non-GAAP financial measures used in this release and the reconciliations of the GAAP financial measures to non-GAAP financial measures, please refer to the section below entitled "Use of Non-GAAP Financial Measures" and "Non-GAAP Reconciliation". JinkoSolar adjusts net income to exclude 1) Gain on changes in fair value of convertible senior notes and capped call options, 2) Interest expenses on the convertible senior notes, and 3) The exchange gain on the convertible senior notes and capped call options.

# Balance Sheet

US\$ in millions	Q4 2013*	Q1 2014*	Q2 2014*	Q3 2014*	Q4 2014*
<b>Cash and Restricted Cash</b>	141.2	271.0	252.7	340.7	<b>369.7</b>
<b>Accounts Receivable (third parties)</b>	272.4	303.3	438.9	443.2	<b>502.6</b>
<b>Inventories</b>	117.6	166.7	161.3	243.4	<b>304.8</b>
<b>Advances to Suppliers (third parties)</b>	11.6	15.2	25.5	19.1	<b>13.0</b>
<b>Net PP&amp;E</b>	526.5	506.3	515.7	516.8	<b>499.9</b>
<b>Project Assets</b>	224.5	220.5	333.0	412.4	<b>701.6</b>
<b>Total Assets</b>	1,752.8	1,886.5	2,160.3	2,547.8	<b>3076.4</b>
<b>Total Debt</b>	656.5	717.4	871.5	912.2	<b>962.3</b>
-Short-term Borrowings (incl. current portion of long-term borrowings, and bonds payable)	326.2	265.9	324.7	347.1	<b>420.2</b>
-Long-term Borrowings	59.8	56.7	144.0	152.9	<b>154.2</b>
-Convertible Senior Notes	127.3	264.1	268.9	273.9	<b>248.3</b>
-Bond payables	143.2	130.7	133.9	138.3	<b>139.7</b>
<b>Total Liabilities</b>	1,419.1	1,434.4	1,684.9	1,841.6	<b>2275.6</b>
<b>Total Shareholders' Equity</b>	332.0	450.1	473.5	526.7	<b>565.2</b>

\*(Unaudited)

## Key Information of Cash Flows

(US\$ in millions)	2014 Q3	2014 Q4
<b>Depreciation</b>	<b>\$18</b>	<b>\$20</b>
<b>Operating CF</b>	<b>\$38</b>	<b>\$58</b>
<b>EBITDA</b>	<b>\$57</b>	<b>\$65</b>
<b>CAPEX</b>		
<b>- Module</b>	<b>\$21</b>	<b>\$21</b>
<b>- Projects</b>	<b>\$102</b>	<b>\$112</b>

EBITDA: net income before interest, taxes, depreciation, amortization, change in fair value of convertible senior notes and capped call options and accretion to redemption value of redeemable non-controlling interests

# Thank you!