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

# JinkoSolar

*Building Your Trust in Solar*



## Amazing Decade

**2006**

Jinko Solar Co.,Ltd. is established

**2007**

Launches ingot manufacturing

**2008**

Launches wafer manufacturing

**2009**

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

**2010**

Launches 300MW cell and module manufacturing, 1<sup>st</sup> vertically integrated PV module manufacturer

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

**2011**

The only profitable PV manufacturer worldwide

**2012**

Ranked 1<sup>st</sup> in Photon Lab Test for 60-cell polycrystalline efficiency

World's 1<sup>st</sup> company to pass PID Free test under 85°C/85% RH

Jinko Power is established, 1st module manufacturer to develop downstream EPC projects

**2013**

1<sup>st</sup> PV company to restore profitability in Q2

**2014**

22.4% annual gross margin, highest in the industry

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

**2015**

Achieves average polycrystalline cell efficiency of 20.13%, highest in industry

**2016**

Becomes World's Largest Solar Module Manufacturer

Jinkosolar Ranked 16<sup>th</sup> among Fortune's 100 Fastest-Growing Companies

**2017**

World Record P-Type Monocrystalline PERC Cell Efficiency: 23.45%

World Record P-Type Polycrystalline PERC Cell Efficiency: 22.04%

World Record P-Type 60 Cell Monocrystalline Module Output: 356.5 W

World Record P-Type 60 Cell Polycrystalline Module Output: 347.6 W

#1 in Global Module Shipment Second Year in a Row

TÜV Rheinland All Quality Matters Winner in Yield Simulation (Polycrystalline-Group)

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





## 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.

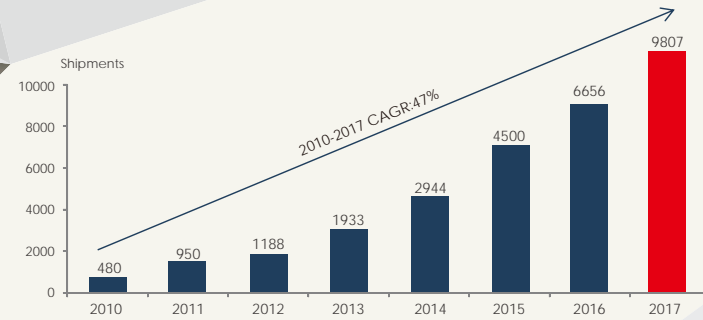


## Brand Image & Customer Mix

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 9.81 GW of modules delivered in 2017, JinkoSolar's shipment grew by 47% to a new record high. By consistently pursuing our product initiatives and gaining market share in various sales regions, we have delivered over 29 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 a global leader in the solar industry. 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 8.0 GW for silicon ingots and wafers, 5.0 GW for solar cells, and 8.0 GW for solar modules, as of December 31, 2017.

Jinko has more than 12,000 employees worldwide and 8 global production bases in China (5), Malaysia, the United States and Portugal. Marketing network all over the world more than 30 countries, 16 overseas subsidiaries in Japan (2), Singapore, India, Turkey, Germany, Italy, Switzerland, the United States, Canada, Mexico, Brazil, Chile, Australia, South Africa and the United Arab Emirates; Sales team is in 14 countries such as Britain, Bulgaria, Greece, Romania, Jordan, Saudi Arabia, Egypt, Morocco, Ghana, Kenya, Costa Rica, Colombia, Panama, Argentina.



# GLOBAL IMPACT AT A GLANCE



■ Manufacturing Sites  
● Office Location

# AN OVERVIEW OF JINKOSOLAR

## OUR PRODUCTION/LOGISTIC NETWORK

8 PRODUCTION PLANTS  
IN 4 COUNTRIES  
21 WAREHOUSES  
IN 9 COUNTRIES

## OUR SALES & SERVICE NETWORK

30 SALES OFFICES AND  
APPROXIMATELY 2,000  
CUSTOMERS IN MORE THAN  
90 COUNTRIES

## WE DELIVERED

ACCUMULATED  
APPROXIMATELY  
29GW AS OF 31.12.2017

## GLOBAL RANK IN SHIPMENT 2017

1

1	1	—
2016	2017	

## PRODUCTS DELIVERED IN 2017

9.81 GW

6.65GW	9.81GW	↗
2016	2017	

## NUMBER OF EMPLOYEES IN 2017

12,000

1,500	1,200	↘
2016	2017	

## Bloomberg New Energy Finance

2017 TOP SOLAR BRAND USED  
IN DEBT-FINANCED PROJECTS  
AND MOST "BANKABLE"  
PV MANUFACTURER

## GLOBAL MARKET SHARE 2017

10.4%

10.0%	10.4%	↗
2016	2017	

## ANNUAL GROWTH RATE 2017

47%

50%	47%	↘
2016	2017	



## Technology

JinkoSolar operates one of the industry's largest R&D centers and UL certified module testing facilities with over 250 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.

### Create New "...st" and "...est"

Over the past years, JinkoSolar has established product standards that set benchmarks for the industry to follow.

- 347.6W** World Record P-Type 60 Cell Polycrystalline Module Output
- 356.5W** World Record P-Type 60 Cell Monocrystalline Module Output
- 22.04%** World Record P-Type Polycrystalline PERC Cell Efficiency
- 23.45%** World Record P-Type Monocrystalline PERC Cell Efficiency
- 1<sup>st</sup>** TÜV Rheinland All Quality Matters Winner in Yield Simulation (Polycrystalline Group)
- 1<sup>st</sup>** The first company to pass PID Free test under 85 °C /85% RH
- 1<sup>st</sup>** The first company to develop three solutions of Smart Modules
- Best** One of the Best Performers in the Photon Lab Test for its record-holding performance

### 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.

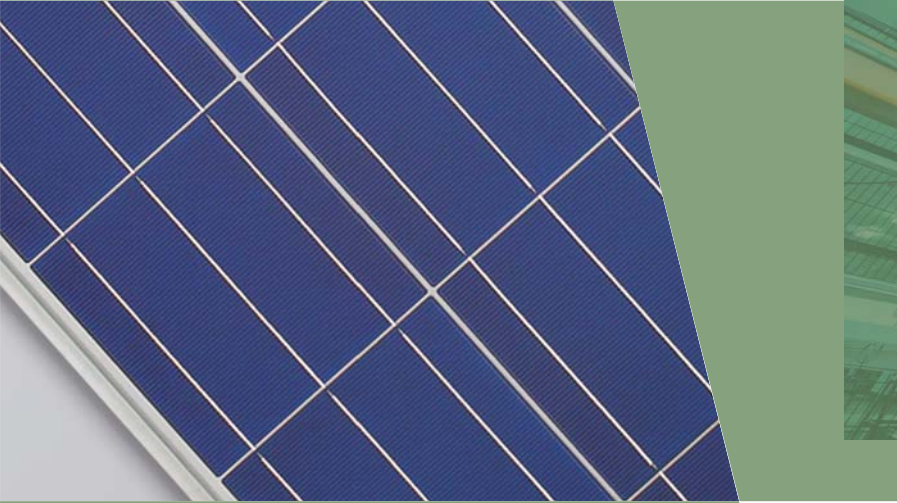
### Quality Control Starting at Research & Development

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 8 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.



# 2018

## 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.





# 2018

## 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 deviations 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.



Brisbane Markets, Australia  
1.06 MW September 2015  
Rooftop





Jiangxi Poyang, China  
120 MW May 2016  
Floating PV Plant







Lalackama, Chile  
60 MW April 2014  
Ground-mounted



**EPOWER THE FUTURE**

BUILDING YOUR TRUST IN SOLAR

**BUILDING YOUR TRUST IN SOLAR EPOWER THE FUTURE**

**EPOWER THE FUTURE**

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Utah Red Hills Renewable Park, U.S.A.  
105 MW August 2015  
Ground-mounted

\* Owned by Scatec Solar and Google



Osaka, Japan  
1 MW December 2015  
Floating PV Plant

