



# JINKOSOLAR HOLDING CO., LTD.

Q1 2021 EARNINGS CALL PRESENTATION

JUNE 25, 2021

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# Q1 2021 financial highlights

- ✓ Quarterly shipments were 5,354 MW (4,562 MW for module, 792 MW for cell and wafer), solar module shipments up 33.7% YoY
- ✓ Total revenues were US\$1.21 bn, down 6.4% YoY, or up 9.0% excluding the impact from the disposal of solar power plants in Mexico in the first quarter of 2020
- ✓ Gross profit was US\$207.3 mn, down 18.0% YoY
- ✓ Gross margin of 17.1%, compared with 16.0% in Q4 2020 and 19.5% in Q1 2020
- ✓ Quarterly EBITDA of US\$123 mn, up 12.7% YoY
- ✓ Non-GAAP net income <sup>(1)</sup> of US\$7.5 mn, down 78.3% YoY
- ✓ Net income of US\$33.7 mn, down 21.7% YoY
- ✓ Cash and short-term restricted cash of US\$1.07 bn as of Q1 2021 vs US\$1.24 bn as of Q4 2020
- ✓ 2021 Q2 guidance: total shipments to be in the range of 5.1 GW to 5.3 GW, solar module shipments of 4.0 GW to 4.2 GW, revenue of US\$1.2 bn to US\$1.25 bn and gross margin of 12% to 15%

Notes: YoY and QoQ changes calculated on the RMB basis.

(1) Attributable to ordinary shareholders.

# Business highlights

- 1** Sharp rise in the price of polysilicon has driven up the price of modules, which has affected the downstream demand in the short term
- 2** The lower demand has kept the materials' prices from rising further; as the prices of polysilicon stabilize, downstream demand is expected to resume in the second half of the year
- 3** Our proportion of distributed generation market is gradually increasing, and we enjoy the price premium in this market, especially in regions where we have high brand awareness and reputation
- 4** We are providing system integration and technical services for energy storage clients in connection with their residential, industrial and commercial projects; we also provide utility-scale PV energy storage systems to these clients
- 5** We are technologically advanced in the development of N-type cell and has become the industry benchmark in terms of lab efficiency, mass production efficiency and cost control
- 6** We have entered into a strategic investment agreement with Inner Mongolia Xinte Silicon Materials Co., Ltd. recently to secure our polysilicon material supply
- 7** We entered into a strategic cooperation agreement with China COSCO Shipping Corporation, which will help us provide customers with long-term, high-quality transportation solutions

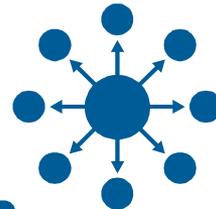
# Consolidate our strength to deal with challenges

Strategic cooperation enhances risk resistance, while R&D and in-house manufacturing capabilities lead the industry

1

## Optimized product structure

- ❑ **Optimized product structure** : Our proportion of distributed generation market is gradually increasing, and we are providing energy storage and BIPV products for our customers
- ❑ **Flexible shipments structure**: We adjust external sales of wafers, cells and modules
- ❑ **Global network and solid customer relationship**: Our products shipped to **160+** countries and regions, we get timely feedback of market information through a sound marketing system and maintain close communication with customers to work out feasible solutions.



## 2 Strategic cooperation with supply chain players

- ❑ **Cooperation with upstream specialized manufacturers**: We have strategically invested in Inner Mongolia Xinte High-purity Polysilicon Production Project to enhance the stability of polysilicon supply
- ❑ **Work together to build a stable and safe logistics system** : We aim to provide customers with long-term, high-quality transportation solutions.



3

## Long-term leading R&D advantage

- ❑ **N-type cell technology leads the industry** : We have built roughly 800MW TOPCon cell capacity in 2019, and has become the industry benchmark in terms of lab efficiency, mass production efficiency and cost control.
- ❑ **Close track to cutting-edge technologies**: We completed the construction of a highly-efficiency laminated perovskite cell technology platform, with a conversion efficiency target of **30%+** within the year.

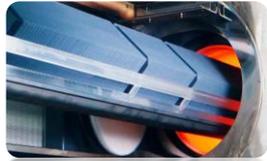


## 4 Improving in-house manufacturing capabilities

- ❑ Wafer thinning to save polysilicon consumption
- ❑ Technology improvements to further increase module output
- ❑ Ramp up of production automation to reduce costs and increase efficiency

# Integrated capacity increased steadily, while advantage of integrated capacity extends

## Extension of integrated capacity advantage



- Strategic investment in upstream polysilicon production project
- Enhance the stability of polysilicon supply



- In-house capability of wafer-cell-module

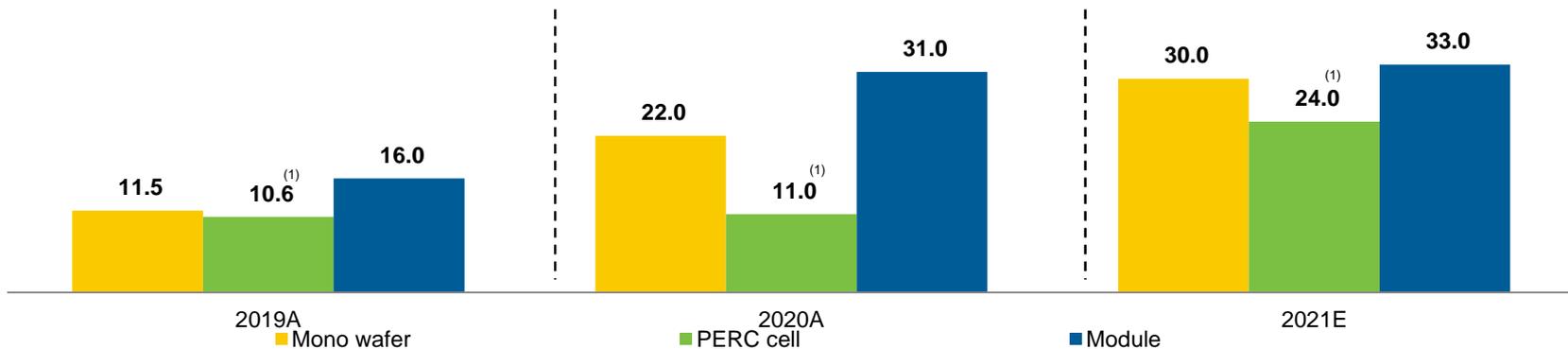


- Leveraging on the technical advantages and brand awareness
- Continue to expand solar+ business

## Steady growth in integrated production capacity (2)

(GW)

Integration level to reach 75%+



Notes:

- (1) Include 800 MW of N-type cell in 2019A / 2020A, and 940MW in 2021E
- (2) Multi wafer capacity of 3.5GW / 3.5 GW as of end 2019A / 2020A.

# Confident to capture a larger global market share year over year with sophisticated products and services

## DG market penetration is gradually increasing



**Tiger Pro**  
182 415W

*Flagship product*  
targeting the  
distribution market



**N-type**  
Monofacial

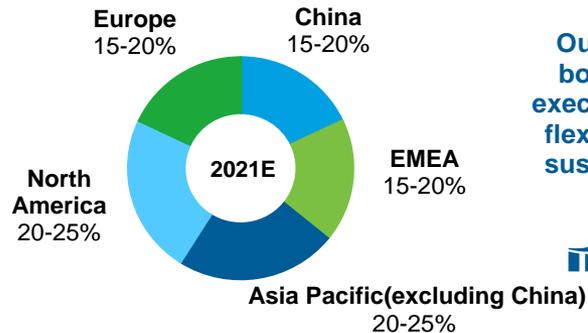
*Ultra high*  
efficiency  
product targeting  
the premium  
high-end market

Shipments for distributed generation continues to grow in regions like Europe, Australia, Japan and the U.S.



## Flexible and balanced graphic mix

### Annual module shipments breakdown by region



**Our order book and execution are flexible and sustainable**



## Brand advantage to enhance customer value

As of the end of **2020**, accumulated module shipments reached **70 GW**, making JinkoSolar the world's largest PV manufacturer.

Ranked as **Top Solar Brand** used in Debt Financed Projects and **Most "Bankable" PV Manufacturer** by Bloomberg New Energy Finance. 100% of the BNEF survey respondents considered the Company as highly bankable.

-BNEF

Wins **the 7th All Quality Matters Award** from TÜV Rheinland for its N-type Mono Modules

-TÜV Rheinland

Recognized as **"Overall High Achiever"** in RETC's 2021 PVMI Report for the second consecutive year

-RETC

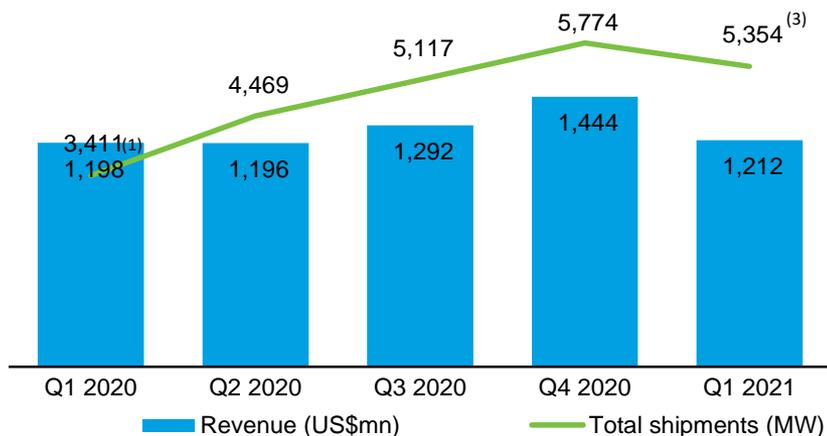
Recognized as **Top Performer** for PVEL's 2021 PV Module Reliability Scorecard for Seventh Consecutive Time

-PVEL & DNV GL

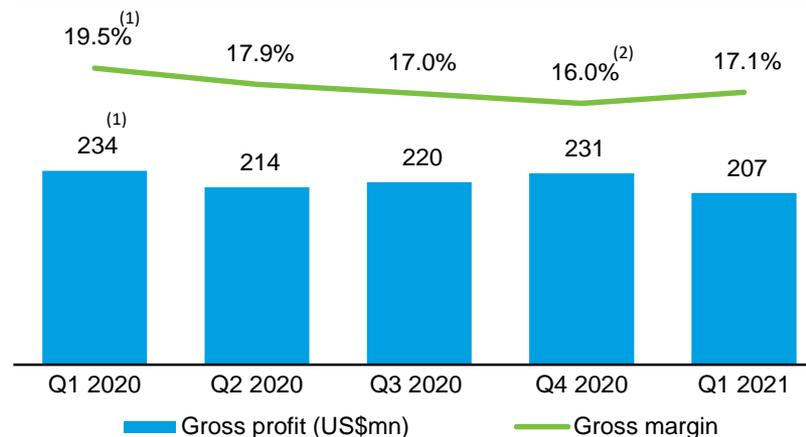
Source: Company information.

# Quarterly financial highlights

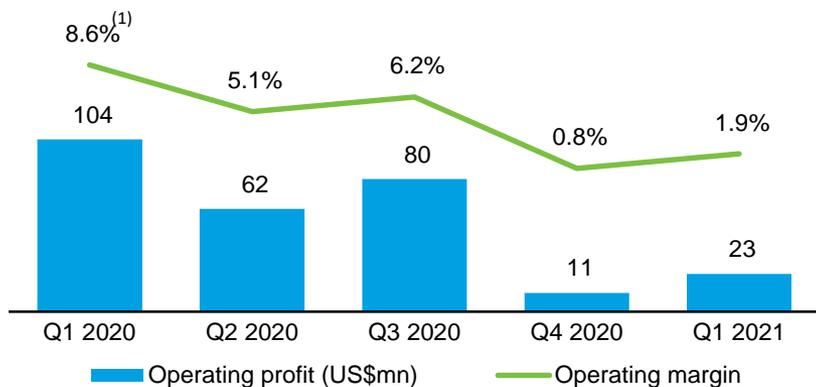
## Revenue and total shipments



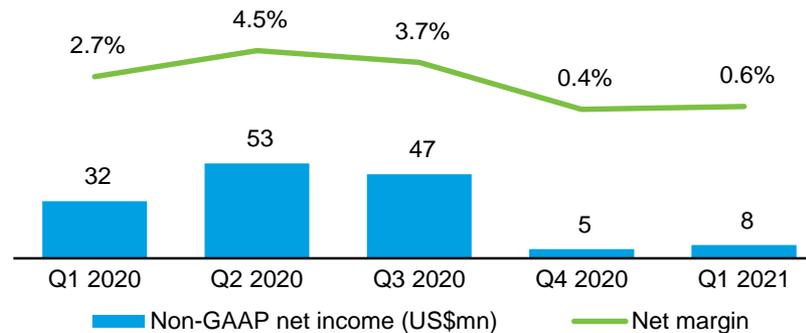
## Gross profit and gross margin



## Operating profit and operating margin



## Non-GAAP net income and net margin



Notes:

- (1) Excluding the disposition of overseas solar power plants, revenue were US\$1,030 million, gross profit was US\$203 million, gross margin was 19.7%, operating margin was 7.1%
- (2) Including the reversal benefit of AD/CVD
- (3) Including 4,562 MW for module, 792 MW for cell and wafer

# Income statement summary

	Quarterly (US\$m)			Change by RMB	
	Q1 2020	Q4 2020	Q1 2021	QoQ change	YoY change
<b>Total module shipments</b>	<b>3,411 MW</b>	<b>5,774 MW</b>	<b>4,562 MW</b>	(21.0)%	33.7%
<b>Revenue</b>	<b>1,198</b>	<b>1,444</b>	<b>1,212</b>	(15.7)%	(6.4)%
<b>Gross profit</b>	<b>234</b>	<b>231</b>	<b>207</b>	(9.9)%	(18.0)%
<i>Gross margin</i>	19.5%	16.0% <sup>(1)</sup>	17.1%	1.1pct	(2.4)pct
<b>EBITDA</b>	<b>101</b>	<b>100</b>	<b>123</b>	23.9%	12.7%
<i>EBITDA margin</i>	8.40%	6.9%	10.1%	3.2pct	1.7pct
<b>Operating income</b>	<b>104</b>	<b>11</b>	<b>23</b>	108.3%	(79.7)%
<i>Operating margin</i>	8.6%	0.8%	1.9%	1.1pct	(6.7)pct
<b>Non-GAAP net income <sup>(2)</sup></b>	<b>32.1</b>	<b>5.1</b>	<b>7.5</b>	47.3%	(78.3)%
<i>Non-GAAP net margin</i>	2.7%	0.4%	0.6%	0.2pct	(2.1)pct
<b>Net debt / LTM EBITDA <sup>(3)</sup></b>	<b>2.8x</b>	<b>3.9X</b>	<b>3.2X</b>		

Notes: Unaudited quarterly financials. YoY and QoQ changes calculated on the RMB basis.

(1) Including the reversal benefit of AD/CVD

(2) Attributable to the Company's ordinary shareholders.

(3) Please refer to the next slide for the calculation of net debt.

# Balance sheet summary

(US\$m)	Q1 2020	Q4 2020	Q1 2021
<b>Cash and restricted cash <sup>(1)</sup></b>	<b>670</b>	<b>1,240</b>	<b>1,075</b>
<b>Accounts and notes receivable</b>	<b>1,058</b>	<b>924</b>	<b>913</b>
<b>Inventories</b>	<b>1,009</b>	<b>1,284</b>	<b>1,390</b>
<b>Net PPE</b>	<b>1,505</b>	<b>1,909</b>	<b>2,076</b>
<b>Total assets</b>	<b>6,671</b>	<b>8,158</b>	<b>8,364</b>
<b>Total debt</b>	<b>1,806</b>	<b>2,802</b>	<b>2,668</b>
<b>Short-term debt <sup>(2)</sup></b>	<b>1,410</b>	<b>1,593</b>	<b>1,471</b>
<b>Long-term debt <sup>(3)</sup></b>	<b>396</b>	<b>1,209</b>	<b>1,197</b>
<b>Net debt <sup>(4)</sup></b>	<b>1,136</b>	<b>1,562</b>	<b>1,593</b>
<b>Total liabilities</b>	<b>4,864</b>	<b>6,167</b>	<b>6,269</b>
<b>Total shareholders' equity</b>	<b>1,362</b>	<b>1,531</b>	<b>1,629</b>

Notes: Unaudited quarterly financials.

(1) Including short-term restricted cash only.

(2) Short-term debt includes short-term borrowings, financing and operating lease liabilities and bond payable.

(3) Long-term debt includes long-term borrowings, convertible senior notes and financing and operating lease liabilities.

(4) Total debt minus cash and short-term restricted cash.

# Operating and financial guidance

	Q1 2021	Q2 2021E	FY2021E
<b>Total shipments</b>	5.35 GW	5.1GW – 5.3 GW	25.0 GW - 30.0 GW
<b>Revenue</b>	US\$1.21 bn	US\$1.2 bn-US\$1.25 bn	N/A
<b>Gross margin</b>	17.1%	12% - 15%	N/A

Notes: Unaudited quarterly financials.

*Solar*  
**Jinko**

*Building Your Trust in Solar*

