



# JinkoSolar Holding Co., Ltd.

Q4 2015 Earnings Call Presentation

Mar 01, 2016



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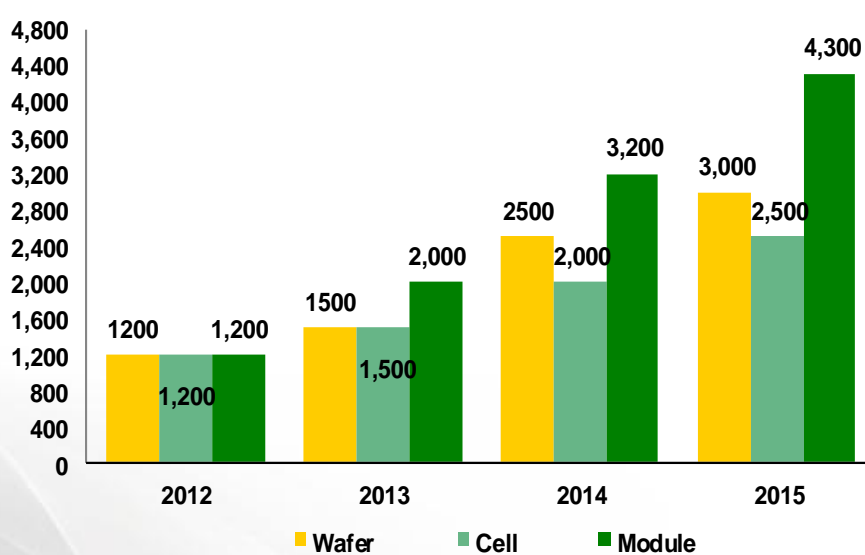
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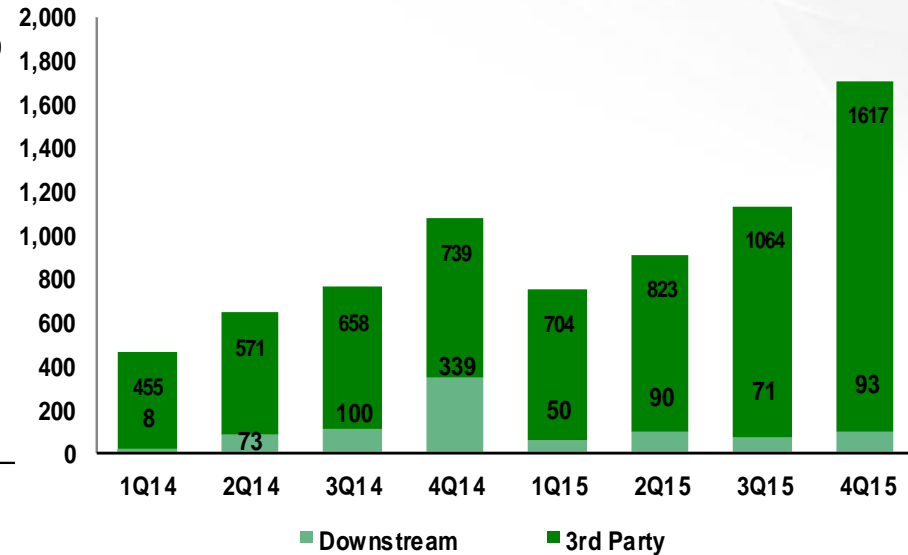
# Financial Highlights and Outlook

	Q3 2015	Q4 2015	Q1 2016E	FY 2016E
<b>Capacity (MW)</b>	3,000 – wafer 2,500 – cell 4,000 – module	3,000 – wafer 2,500 – cell 4,300 – module	3,300 – wafer 2,800 – cell 5,300 – module	3,500 – wafer 3,500 – cell 6,300 – module
<b>Module Shipments (MW)</b>	1,134.5MW Including 1,063.9MW to 3 <sup>rd</sup> party	1,709.9GW Including 1,617.2MW to 3 <sup>rd</sup> party	1.3GW – 1.4GW Including 1.2GW- 1.3GW to 3 <sup>rd</sup> party	6GW – 6.5GW Including 5.4GW- 5.7GW to 3 <sup>rd</sup> party
<b>Revenues (US\$ in millions)</b>	\$637.6 (26.6%)	\$937.7 (49.9%)	-	-
<b>Gross Margin (%)</b>	21.3%	19.5%	-	-
<b>Non-GAAP Diluted Earnings per ADS (US\$)</b>	1.04	\$2.44	-	-

## Capacity (MW)



## Module Shipments (MW)



- As of Dec 31, 2015, the Company's in-house annual silicon wafer, solar cell and solar module production capacity was approximately 3,000MW, 2,500MW and 4,300 MW separately.

- Total module shipments in the 4<sup>th</sup> quarter of 2015 were 1709.9MW, increased 50.7% QoQ.
- Q4 solar module shipments to the 3<sup>rd</sup> party were 1617.2 MW, increased 52.0% QoQ.

## Significant Cost per Watt Reduction

(\$/Watt)	Q1 2015	Q2 2015	Q3 2015	Q4 2015
<b>Mono &amp; Multi Non-Silicon Cost (Including Depreciation)</b>	\$0.35	\$0.34	\$0.33	\$0.32
<b>Mono &amp; Multi Silicon Cost</b>	\$0.09	\$0.08	\$0.08	\$0.07
<b>In-house Cost (Including Depreciation)</b>	\$0.44	\$0.42	\$0.41	\$0.39
<b>Blended Cost (Including tariff cost)</b>	\$0.47	\$0.47	\$0.45	\$0.45

### Non-silicon cost slightly decreased because:

- Improvements in operating efficiency and technological advancements.

### Silicon cost also slightly decreased because:

- Spot price of polysilicon declined .

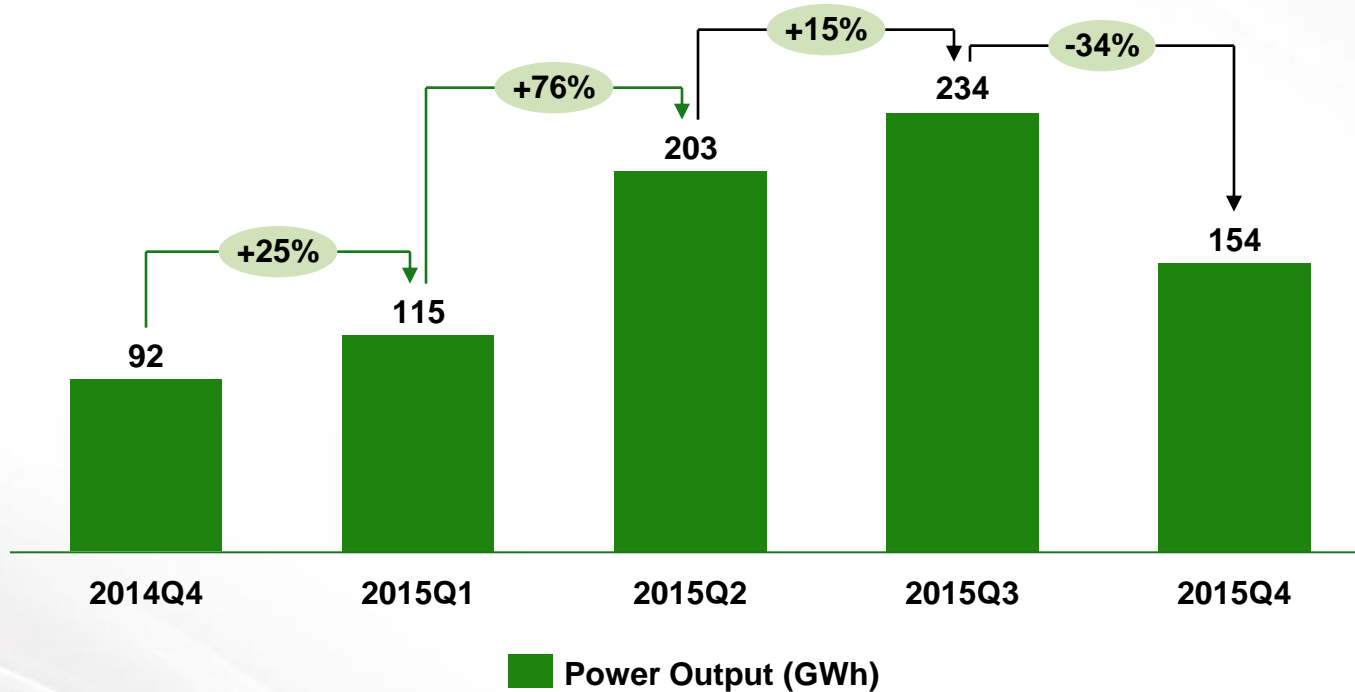
# Connected Downstream Projects

Province	Ownership Capacity(MW)	No. of projects
Qinghai	37	3
Xinjiang	170	8
Gansu	76	2
Inner Mongolia	130	3
Ningxia	60	2
Hebei	20	1
Henan	40	2
Jiangsu	139	3
Zhejiang	192	76
Jiangxi	90	3
Shandong	30	2
Guangdong	2.8	1
Anhui	20	1
<b>Total</b>	<b>1007</b>	<b>107</b>



■ Distributed Generation 235MW

■ Utility Scale 772MW

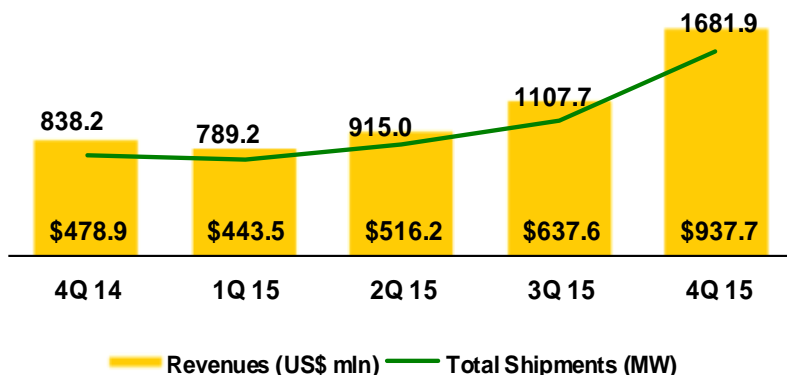


## Electricity revenue declined in Q4 mainly due to:

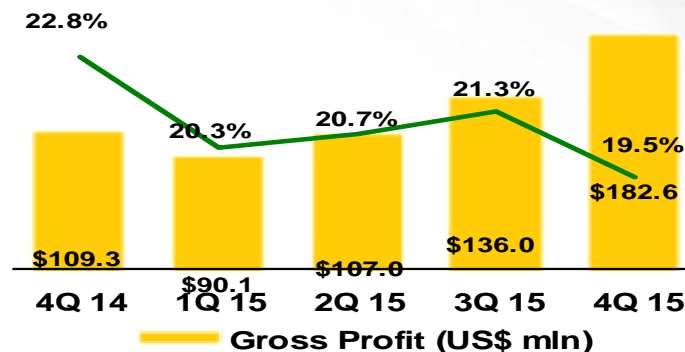
- Seasonal impacts.
- Curtailment in China's western regions.

# Quarterly Financial Highlights (Unaudited)

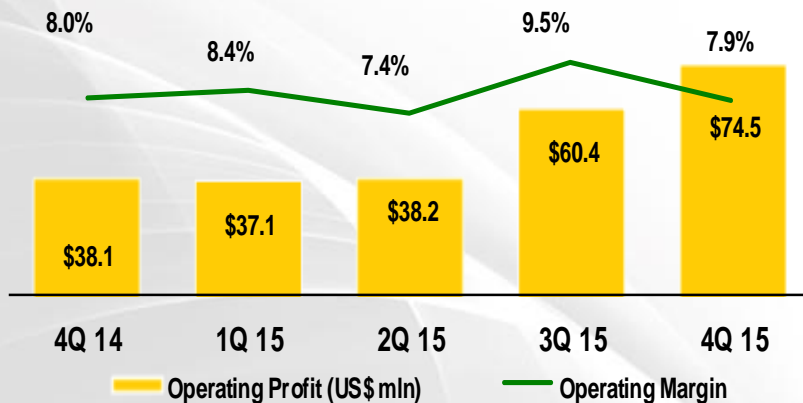
## Total Revenues and Total Shipments



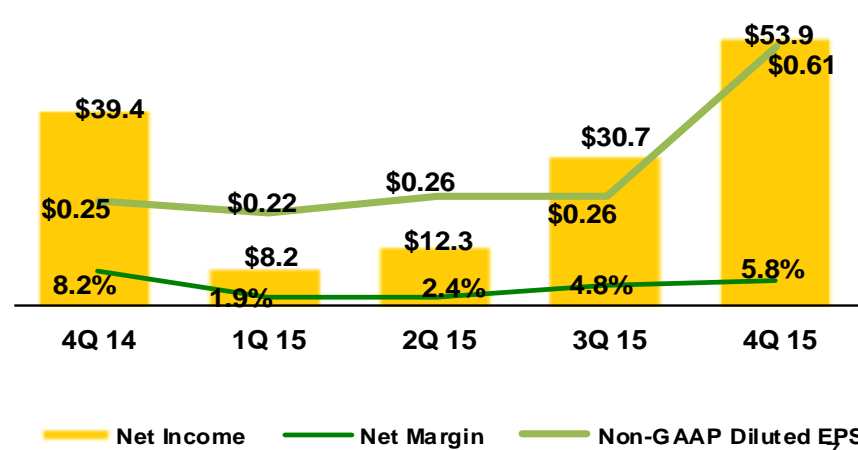
## Gross Profit and Gross Margin



## Operating Profit and Operating Margin



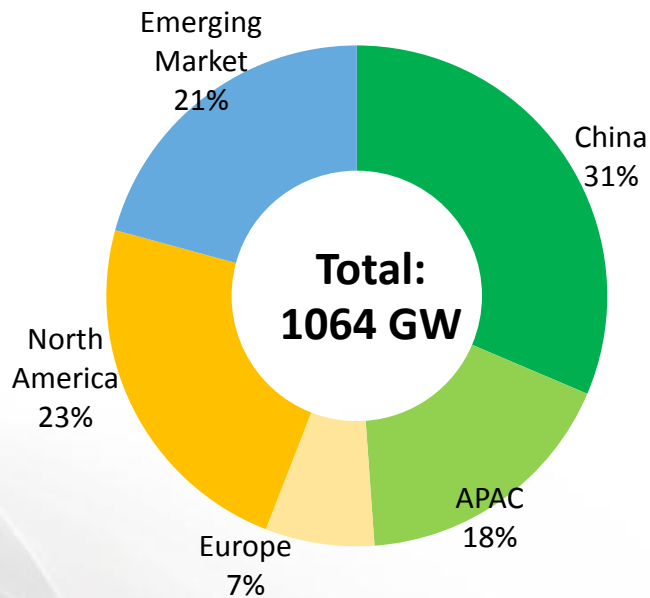
## Net Income, Net Margin and NonGAAP Diluted EPS



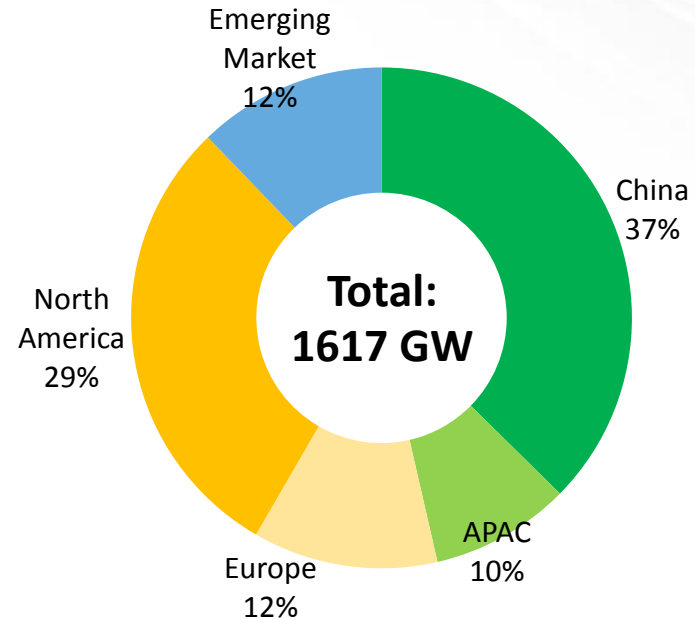


# Module Sales Geographical Distribution

**Q3 2015 Module sale by Region**



**Q4 2015 Module sale by Region**



(MW)	China	APAC	Europe	Emerging Market	North America
Q3 2015	334	186	75	221	248
Q4 2015	604	146	193	197	476
FY 2015	1,570	572	537	520	1,009

# P&L Summary (Unaudited)

US\$ in millions	Q4 2014*	Q1 2015*	Q2 2015*	Q3 2015*	Q4 2015*
<b>Revenues</b>	478.9	443.5	516.2	637.6	<b>937.7</b>
<b>Gross Profit</b>	109.3	90.1	107.0	136.0	<b>182.6</b>
<b>Gross Margin</b>	22.8%	20.3%	20.7%	21.3%	<b>19.5%</b>
<b>Operating Expenses</b>	71.2	53.0	68.8	75.6	<b>108.1</b>
<b>Operating Margin</b>	8.0%	8.4%	7.4%	9.5%	<b>7.9%</b>
<b>Interest Expense</b>	13.2	10.2	12.8	23.0	<b>15.0</b>
<b>Taxes( Expense)/Benefit</b>	(1.5)	(3.2)	0.3	(5.4)	<b>(9.2)</b>
<b>Net Income</b>	39.4	8.2	12.3	30.7	<b>53.9</b>
<b>Net Margin</b>	8.2%	1.9%	2.4%	4.8%	<b>5.8%</b>
<b>Non-GAAP Net Income</b> <sup>2</sup>	38.2	27.6	33.4	39.8	<b>77.7</b>
<b>Non-GAAP Net Margin</b>	8.0%	6.2%	6.5%	6.2%	<b>8.3%</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(Unaudited)

US\$ in millions	Q4 2014*	Q1 2015*	Q2 2015*	Q3 2015*	Q4 2015*
<b>Cash and Restricted Cash</b>	369.7	282.0	367.5	584.2	<b>654.4</b>
<b>Accounts Receivable (third parties)</b>	502.6	526.1	577.0	540.7	<b>518.2</b>
-Accounts Receivable for downstream	30.6	44.0	74.4	96.5	<b>102.8</b>
<b>Inventories</b>	304.8	314.8	475.8	623.5	<b>494.5</b>
<b>Advances to Suppliers (third parties)</b>	13.0	25.4	16.5	25.2	<b>40.5</b>
<b>Net PP&amp;E</b>	499.9	514.6	550.3	546.1	<b>582.2</b>
<b>Project Assets</b>	701.6	750.3	874.4	904.4	<b>1,087.5</b>
<b>Total Assets</b>	3,076.4	3,118.6	3,534.0	4,023.2	<b>4,190.4</b>
<b>Total Debt</b>	962.3	1,054.0	1,402.7	1,668.4	<b>1,588.8</b>
-Short-term Borrowings (incl. current portion of long-term borrowings)	420.2	483.0	657.7	744.0	<b>507.9</b>
-Long-term Borrowings	154.2	180.6	344.0	544.6	<b>714.4</b>
-Convertible Senior Notes	248.3	259.3	267.0	246.3	<b>232.6</b>
-Bond payables	139.7	131.1	134.0	133.5	<b>133.8</b>
<b>Total Liabilities</b>	2,275.6	2,296.9	2,686.4	3,151.0	<b>3,270.4</b>
<b>Redeemable non-controlling interests</b>	231.4	238.2	245.1	245.9	<b>248.2</b>
<b>Total Shareholders' Equity</b>	565.2	579.2	598.2	621.6	<b>667.2</b>

\*(Unaudited)

## Key Information of Cash Flows (Unaudited)

(US\$ in millions)	2015 Q1	2015Q2	2015Q3	2015Q4
<b>Depreciation</b>	<b>\$23</b>	<b>\$24</b>	<b>\$26</b>	<b>\$24</b>
- Module	<b>\$15</b>	<b>\$15</b>	<b>\$16</b>	<b>\$16</b>
- Projects	<b>\$8</b>	<b>\$9</b>	<b>\$10</b>	<b>\$8</b>
<b>Operating CF</b>	<b>(\$72)</b>	<b>(\$92)</b>	<b>\$1</b>	<b>\$370</b>
<b>EBITDA</b>	<b>\$56</b>	<b>\$65</b>	<b>\$74</b>	<b>\$105</b>
- Module	<b>\$44</b>	<b>\$43</b>	<b>\$51</b>	<b>\$100</b>
- Projects	<b>\$12</b>	<b>\$22</b>	<b>\$23</b>	<b>\$5</b>
<b>CAPEX</b>				
- Module	<b>\$44</b>	<b>\$20</b>	<b>\$25</b>	<b>\$53</b>
- Projects	<b>\$69</b>	<b>\$87</b>	<b>\$69</b>	<b>\$104</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!