

We Build Your Trust in Sun

## JinkoSolar Holding Co., Ltd.

Q4 and Full Year 2010 Earnings Call Presentation

Solar

Entrugry 28, 2011

**February 28, 2011** 

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### Fourth Quarter & Full Year 2010



#### Financial Highlights and Outlook

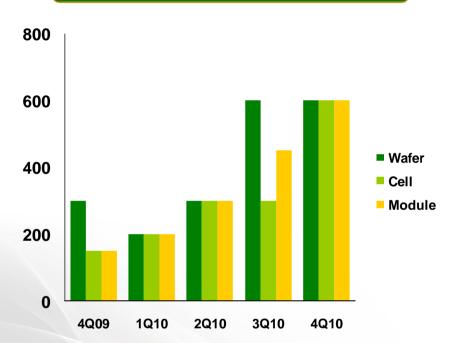
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	20	10	2011		
	Q4 2010	FY2010	Q1 2011	FY2011	
Capacity (MW)	600 - wafer 600 - cell 600 - module	600 - wafer 600 - cell 600 - module	900 - wafer 900 - cell 900 - module	1,500 - wafer 1,500 - cell 1,500 - module	
Shipments (MW)	162.6 (+20.6% QoQ)	480.3 (+116.3% YoY)	155 - 160 (module)	950 - 1,000 (module)	
Revenues (US\$ mln)	\$267.7 (+22.9% QoQ)	\$705.3 (+196.9% YoY)	\$280 -\$290	\$1,400 -\$1,500	
In-house Gross Margin (%)	34.7%	36.8%			
Gross Margin (%)	28.5%	29.2%			
Diluted Earnings per ADS (\$)	\$2.36	\$6.62			

- Capitalizing on strong demand, delivered record results with shipments and revenues exceeding guidance
- Further diversified our customer base, improved product quality and operating efficiencies, and continued to drive down costs

## Increasing Capacity and Shipment

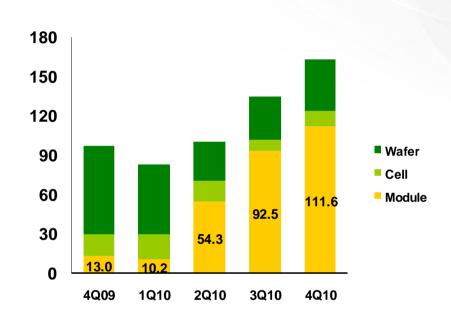


#### Capacity (MW)



- Increased vertical integration and production capacity expansion in Q4
- In Q4, we expanded our solar cell and solar module capacities to approximately 600 MW each
- Our silicon wafer and solar module manufacturing facilities enjoy sufficient land reserves for future manufacturing expansion

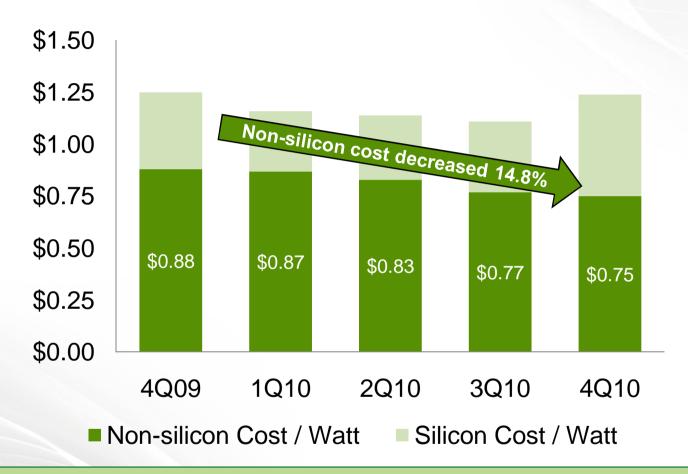
#### **Shipments (MW)**



- Ocontinued total shipment growth in Q4 with significant increases in solar module shipments
- Total Q4 shipments were a record 162.6 MW, up 20.6% QoQ, including 111.6 MW of solar modules
- Total full year shipments were a record 480.3 MW, up 116.3% from 2009, including 268.6 MW of solar modules

## Significant Cost per Watt Reduction





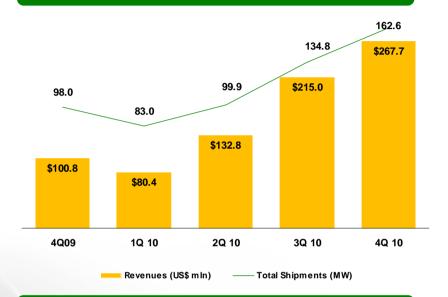
#### Non-silicon cost continues to decrease as a result of:

- Greater economies of scale from the vertical integration of our production process
- Continuous improvements in operating efficiency and technology advancements

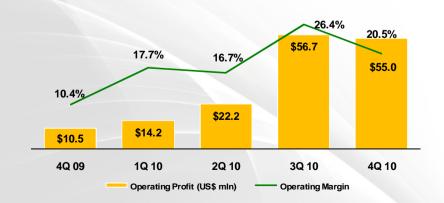
## **Quarterly Financial Highlights**



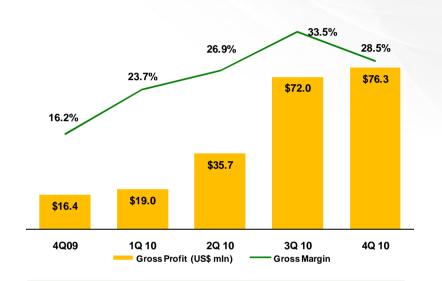
#### **Total Revenues and Total Shipments**



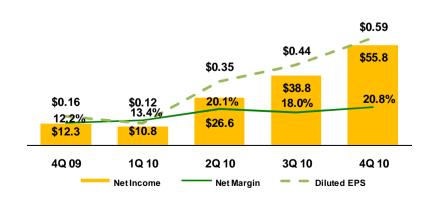
#### **Operating Profit and Operating Margin**



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



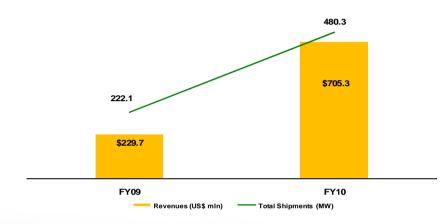
#### **Net Income, Net Margin and Diluted EPS**



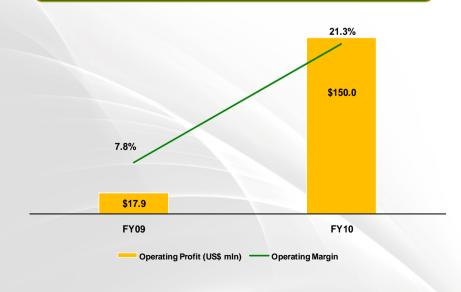
## Yearly Financial Highlights



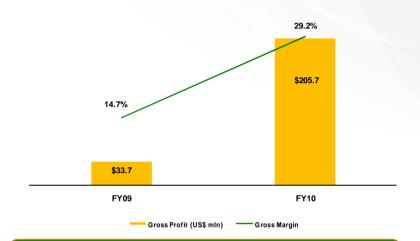
#### **Total Revenues and Total Shipments**



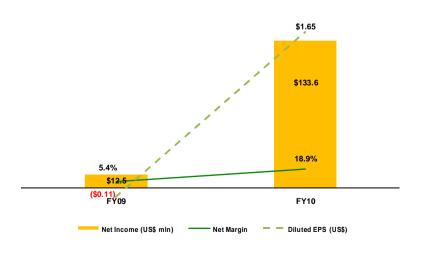
#### **Operating Profit and Operating Margin**



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



#### **Net Income, Net Margin and Diluted EPS**



## P&L Summary



	Q4 2009	Q1 2010*	Q2 2010*	Q3 2010*	Q4 2010*
Revenues	100.8	80.9	132.8	215.0	267.7
Gross Profit	16.4	19.1	35.7	72.0	76.3
Gross Margin	16.2%	23.7%	26.9%	33.5%	28.5%
Operating Expenses	5.9	4.8	13.5	15.3	21.3
EBIT Margin	13.5%	17.7%	24.9%	21.9%	25.8%
Interest Income (Expense)	(1.5)	(1.7)	(2.1)	(2.6)	(3.3)
Taxes Benefit (Expense)	0.2	(1.8)	(4.4)	(5.7)	(10.0)
Net Income (Loss)	12.3	10.8	26.6	38.8	55.8
Net Margin	12.2%	13.4%	20.1%	18.0%	20.8%

\*(Unaudited)

## **Balance Sheet Summary**



	Q4 2009	Q1 2010*	Q2 2010*	Q3 2010*	Q4 2010*
Cash and Restricted Cash	33.0	37.2	81.6	110.3	142.1
Accounts Receivable (third parties)	34.7	35.0	39.4	92.8	87.4
Inventories Advances to Suppliers (third parties)	35.9	58.3	69.4	81.0	124.2
	13.7	23.4	31.5	58.4	51.5
Net PP&E	108.6	119.4	154.6	232.9	293.8
Total Assets	328.6	379.1	502.6	727.9	890.1
Net Debt - Short-term Borrowings (incl. current portion of long-term borrowings)	135.5	151.6	163.0	242.1	218.3
	84.4	103.4	111.5	201.9	177.5
- Long-term Borrowings	51.0	48.2	51.5	40.2	40.8
Total Liabilities	190.4	230.2	269.2	452.0	486.2
Total Shareholders' Equity	138.1	148.9	233.3	275.9	403.8

<sup>\*(</sup>Unaudited)

# Thank you!

