



JINKOSOLAR HOLDING CO., LTD.

Q4 2022 EARNINGS CALL PRESENTATION

MAR 10, 2023

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Q4 2022 financial highlights


-  Quarterly shipments were 16,802 MW (16,020 MW for solar modules, and 782 MW for cells and wafers), total shipments up 54.8% QoQ, and up 73.3% YoY.


-  Total revenues were US\$4.41 bn, up 55.8% QoQ and up 85.5% YoY.


-  Gross profit was US\$620.0 mn, up 39.2% QoQ and up 61.7% YoY.

-  Gross margin was 14.1%, compared with 15.7% in Q3 2022 and 16.1% in Q4 2021.

-  Adjusted net income⁽¹⁾ attributable to JinkoSolar Holding Co., Ltd's ordinary shareholders was US\$ 45.3 mn, up 33.2% YoY.

-  Net income was US\$102.9 mn, compared with net income of US\$77.3 mn in Q3 2022 and net income of US\$37.6 mn in Q4 2021.

-  Cash and short-term restricted cash of US\$1.64 bn as of Q4 2022 vs US\$1.40 bn as of Q4 2021.

-  2023 Q1 guidance: module shipments to be in the range of 11.0 GW to 13.0 GW.

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

(1) Excluding the impact from (i) a change in fair value of the Notes; (ii) a change in fair value of long-term investment and (iii) the share based compensation expenses.




FY2022 financial highlights

 Annual shipments were 46,580 MW(including 44,520 MW for solar modules), total shipments up 84.5% YoY

 Total revenues were US\$12.11 bn, up 104.6% YoY

 Gross profit was US\$1.79 bn, up 85.4% YoY

 Gross margin of 14.8%, compared with 16.3% in 2021

 Adjusted net income⁽¹⁾ attributable to JinkoSolar Holding Co., Ltd's ordinary shareholders was US\$208.3 mn, up 1.7 times YoY

 Net income of US\$96.4 mn, down 7.7% YoY

 2023 full year guidance: module shipments to be in the range of 60.0 GW to 70.0 GW

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

(1) Excluding the impact from (i) a change in fair value of the Notes; (ii) a change in fair value of long-term investment and (iii) the share based compensation expenses.





Business highlights

- 1 Demand for module shipments is strong globally, we record significant year-over-year growth of module shipments for the fourth quarter and full year 2022.
- 2 At the end of 2022, we became the first module manufacturer in the world to have delivered a total of 130GW solar modules.
- 3 In December 2022, our high-efficiency N-Type monocrystalline silicon solar cell set a new record with maximum conversion efficiency of 26.4%, exceeding the record of 26.1% we set in October 2022.
- 4 At the end of 2022, the mass production efficiency of N-type TOPCon cells reached 25.1%, and the integrated cost of N-type modules was close to that of P-type modules.
- 5 N-type module shipments of approximately 7GW in the fourth quarter helped us achieve the 10GW target we set for the full year 2022.


JinkoSolar leads the industry with cutting-edge N-type technology

One of the most innovative solar module manufacturers

 **The first** in the industry to have delivered a total of **130 GW** solar modules.


 **Industry pioneer** embracing the **N-type TOPCon** technology, with continuous progress in efficiency, shipment volumes and profitability of N-type products.

 The world's **largest integrated N-type wafer-cell-module capacity**.

 Full year shipment of N-type modules **>10 GW**.


Long-term leading N-type technology advantage

 Lab efficiency of TOPCon cells up to **26.4%**

 Mass-production efficiency of TOPCon cells **25.1%**

integrated cost almost on par with P-type



 Continuous **R&D** and **iterations** for core technology

The world's largest integrated N-type capacity

- **16 GW TOPCon cell capacity**
(Full production at the end of Q2 2022)
- **8 GW TOPCon cell capacity in Hefei**
(Full production in Q4 2022)
- **11 GW of TOPCon cell capacity in Jianshan**
(Started production in November 2022)

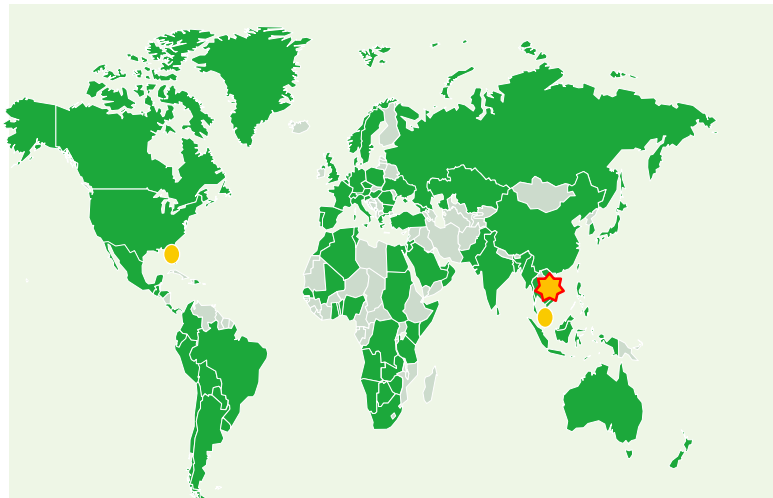
Cell

- **20 GW Monocrystalline Silicon Pull Rod Project in Xining**
(Full production in January 2023)

wafer

Integrated capacity increased steadily and global manufacturing capability further enhanced

Enhanced global manufacturing capability



- Overseas cell-module manufacturing facility in Malaysia and U.S.
- ★ Wafer manufacturing facility in Vietnam built in 2021

With overseas integrated mono wafer-cell-module manufacturing capacity of ~7GW, we are confident about delivering the most competitive products and services to customers.

Cooperation with industry leaders to extend integration

✓ Upstream: To ensure reliable and stable supply of raw materials

- Long-term supply agreements with U.S. and German polysilicon suppliers

- Strategic equity investments:

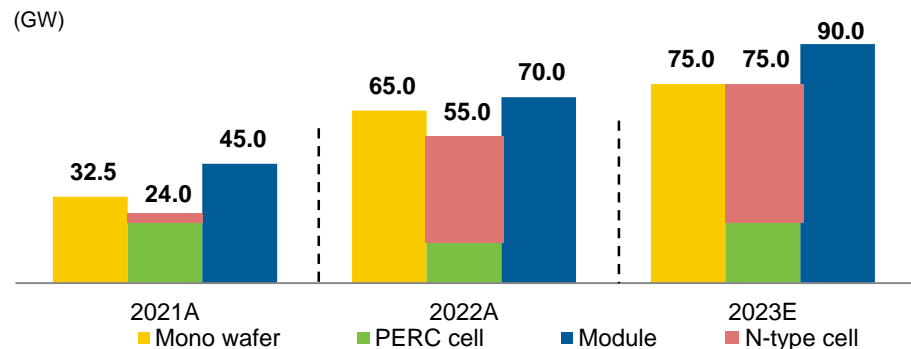


✓ Downstream: To explore global solar+storage business development

- Strategic cooperations:

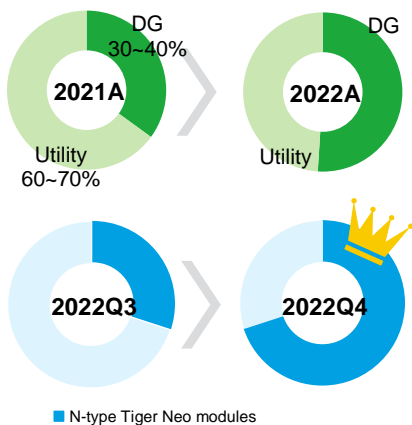


Improving integrated production capacity structure



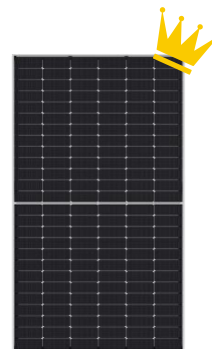
Extensive global sales network with improving product and business structure

Product and business structure improving



- DG business accounted for **>50%** overall, improved compared to 2021.
- Shipments of N-type Tiger Neo modules increased to **~7GW** in Q4, and by the end of 2022, we became the first module manufacturer in the world to ship **>10 GW** of N-type products.

Growing global demand for premium Tiger Neo



Ultra high efficiency Tiger Neo

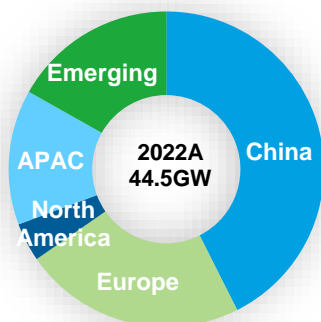
Adopting TOPCon cell technology 20~25Wp more than PERC

- ✓ Increasing acceptance from various client types.
- ✓ Continued to demonstrate premium over P-type modules.
- ✓ Proportion for Tiger Neo is expected to be about **60%** of total module shipments in 2023.



Penetration in leading markets improving

Module shipments breakdown by region



- China and Europe were the regions with the most shipments in 2022, accounting for **> 65%** overall.
- Annual module shipments to China grew **more than tripled** YoY, while annual module shipments to Europe **doubled** YoY and Emerging markets **nearly doubled**.

Brand advantage to enhance customer value

At the end of 2022, we became the first in the industry to reach the milestone of delivering a total of **130GW** solar modules.

We won the Harvard Business Review Global Chinese Edition **"ESG Innovator of 2022"**.

—Harvard Business Review

We were recognized for **"Overall High Achievement in Manufacturing"** in the 2022 edition of the RETC PV Module Index Report.

—RETC

Consolidating our strengths to lead the industry



Long-term R&D and product leadership

- Cutting-edge R&D.
- A highly collaborative and innovative system from wafer-cell-module to system solutions.
- The ability to quickly commercialize R&D results in mass production.



Effective and efficient Management Capability

- Optimizing in-house manufacturing to reduce integrated cost.
- Refined management processes to further optimize operational efficiency.
- Efficient execution ability.



Global manufacturing and sales network

- Extensive global marketing network with localized after-sales service.
- Global manufacturing layout and vertically-integrated supply chain.
- Long-term accumulated brand advantage with product reliability.

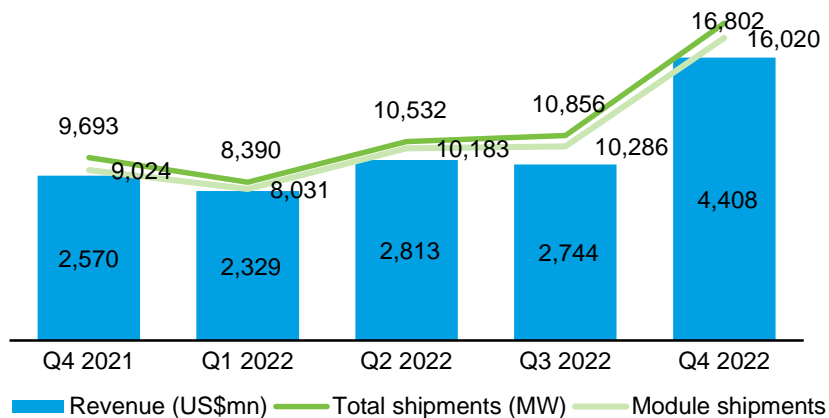
Business Plan



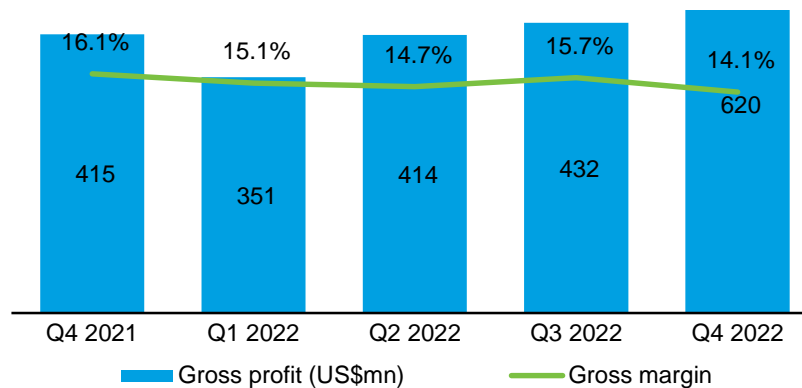
- ✓ Mass production efficiency of N-type cells to reach **25.8%**, by the end of 2023.
- ✓ Annual module shipments to reach **60~70GW** in 2023.
- ✓ Proportion of **N-type products** expected to be **60%** of total module shipments in 2023.
- ✓ Capacity for mono wafer, cell and module to reach **75GW, 75GW** and **90GW**, respectively, by the end of 2023.

Quarterly financial highlights

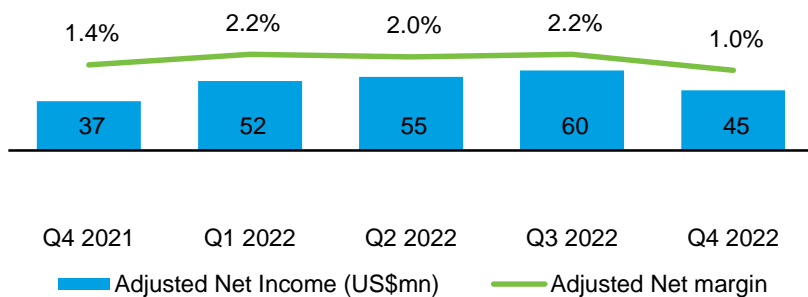
Revenue and total shipments



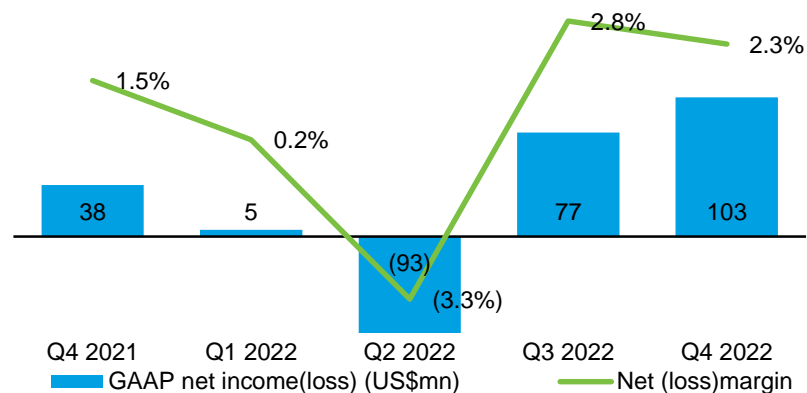
Gross profit and gross margin



Adjusted net income and adjusted net margin⁽¹⁾



GAAP net income and net margin



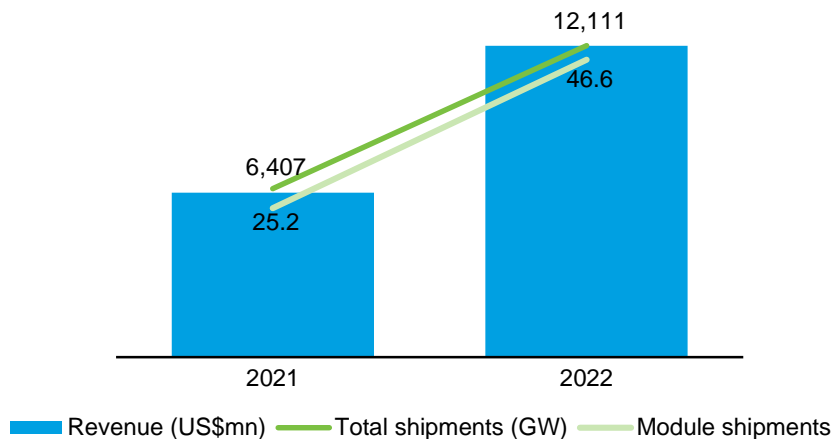
Note:

(1) Excluding the impact from (i) a change in fair value of the Notes; (ii) a change in fair value of long-term investment and (iii) the share based compensation expenses.

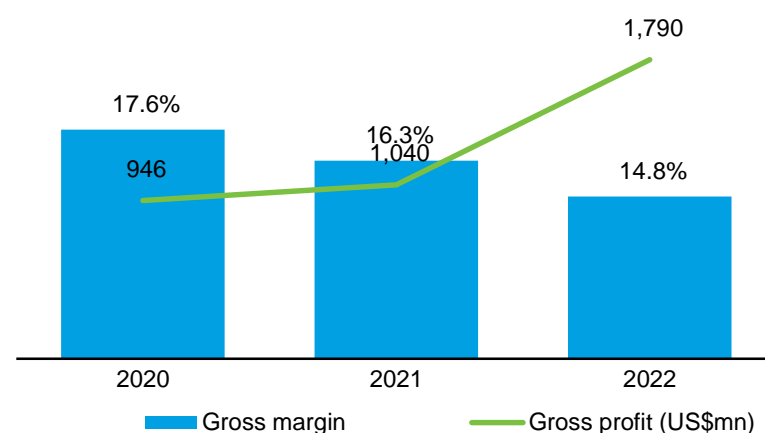


Annual financial highlights

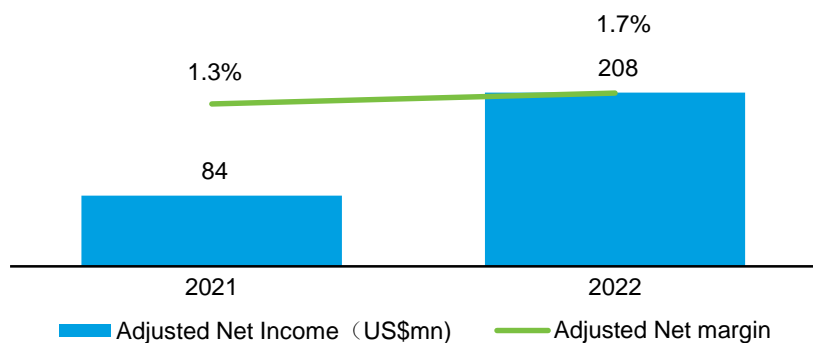
Revenue and module shipments



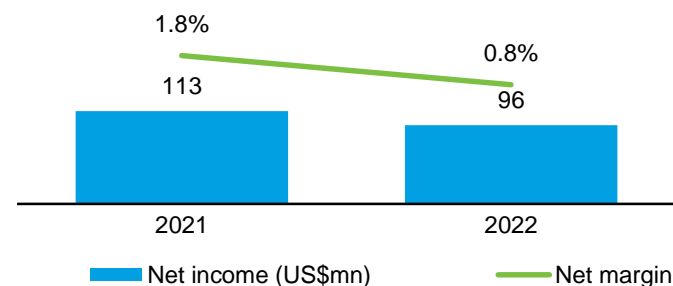
Gross profit and gross margin



Adjusted net income and adjusted net margin



Net income and net margin



Note:

(1) Excluding the impact from (i) a change in fair value of the Notes; (ii) a change in fair value of long-term investment and (iii) the share based compensation expenses.



Income statement summary

| | Quarterly (US\$mn) | | | Change by RMB | | Annually (US\$mn) | | Change by RMB |
|---|--------------------|-----------------|-----------------|---------------|------------|-------------------|---------------|---------------|
| | Q4 2021 | Q3 2022 | Q4 2022 | QoQ change | YoY change | FY2021A | FY2022A | YoY change |
| Total shipments | 9,693MW | 10,856MW | 16,802MW | 54.8% | 73.3% | 25.2GW | 46.6GW | 84.5% |
| Total module shipments | 9,024MW | 10,286MW | 16,020MW | 55.7% | 77.5% | 22.2GW | 44.5GW | 100.5% |
| Revenue | 2,572 | 2,744 | 4,408 | 55.8% | 85.5% | 6,407 | 12,111 | 104.60% |
| Gross profit | 415 | 432 | 620 | 39.2% | 61.7% | 1,045 | 1,790 | 85.4% |
| <i>Gross margin</i> | 16.1% | 15.7% | 14.1% | (1.6)pct | (2.0)pct | 16.3% | 14.8% | (1.5)pct |
| Adjusted Net Income ⁽¹⁾ | 36.8 | 60 | 45 | (24.6%) | 33.2% | 84 | 208 | 171.0% |
| <i>Adjusted Net (loss) margin</i> | 1.4% | 2.2% | 1.0% | (1.2)pct | (0.4)pct | 1.3% | 1.7% | (0.4)pct |
| GAAP net income(loss) | 38 | 77 | 103 | 29.1% | 196.4% | 113 | 96 | (7.7%) |
| <i>GAAP net (loss)margin</i> | 1.5% | 2.8% | 2.3% | (0.5)pct | 0.8pct | 1.8% | 0.8% | (1.0)pct |

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

(1) Excluding the impact from (i) a change in fair value of the Notes; (ii) a change in fair value of long-term investment and (iii) the share based compensation expenses.

Balance sheet summary

| (US\$m) | Q4 2021 | Q3 2022 | Q4 2022 |
|--|---------------|---------------|---------------|
| Cash and restricted cash ⁽¹⁾ | 1,400 | 2,101 | 1,641 |
| Accounts and notes receivable | 1,442 | 2,050 | 3,510 |
| Inventories | 2,080 | 3,013 | 2,477 |
| Net PPE | 3,134 | 4,246 | 4,682 |
| Total assets | 11,453 | 15,612 | 15,759 |
| Total debt | 3,957 | 4,162 | 3,937 |
| Short-term debt ⁽²⁾ | 2,134 | 1,835 | 1,716 |
| Long-term debt ⁽³⁾ | 1,823 | 2,326 | 2,221 |
| Net debt ⁽⁴⁾ | 2,557 | 2,061 | 2,296 |
| Total liabilities | 9,211 | 11,978 | 11,836 |
| Total shareholders' equity | 1,734 | 3,634 | 3,924 |

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 guidance

Q4 2022A

Q1 2023E

FY2023E

Total module shipments

16.0 GW

11.0 GW to 13.0 GW

60.0 GW to 70.0 GW

Appendix—Adjusted net income reconciliation



| (RMB in thousands) | 2022Q4 | 2022 |
|--|----------|-----------|
| Net income attributable to JinkoSolar Holding Co., Ltd.'s ordinary shareholders | 709,670 | 665,157 |
| Change in fair value of convertible senior notes and call option | 396,794 | -12,083 |
| Change in fair value of Long-term Investment | 101,871 | 101,871 |
| Share-based compensation expenses | -101,438 | -861,301 |
| Adjusted net income attributable to JinkoSolar Holding Co., Ltd.'s ordinary shareholders | 312,443 | 1,436,670 |

Notes: Unaudited quarterly financials.

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