

this
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Jinko Solar

19 October 2023

1:00 pm – 2:00 pm | CEST, Berlin, Paris

2:00 pm – 3:00 pm | AST, Riyadh

3:00 pm – 4:00 pm | Dubai



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Securing successful solar project financing via sustainability standards



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Welcome!

Do you have any questions? ? 

Send them in via the Q&A tab.  We aim to answer as many as we can today!

You can also let us know of any tech problems there.

We are recording this webinar today. 

We'll let you know by email where to find it and the slide deck, so you can re-watch it at your convenience.  

**Securing successful solar projects
financing via sustainability standards**

A pair of hands is shown from the left, cupping a small amount of dark soil. A tiny green seedling with two leaves is growing out of the soil. The background is a soft-focus outdoor scene with sunlight filtering through, creating a bokeh effect of bright yellow and white circles. The overall tone is positive and hopeful, symbolizing growth and care.

“

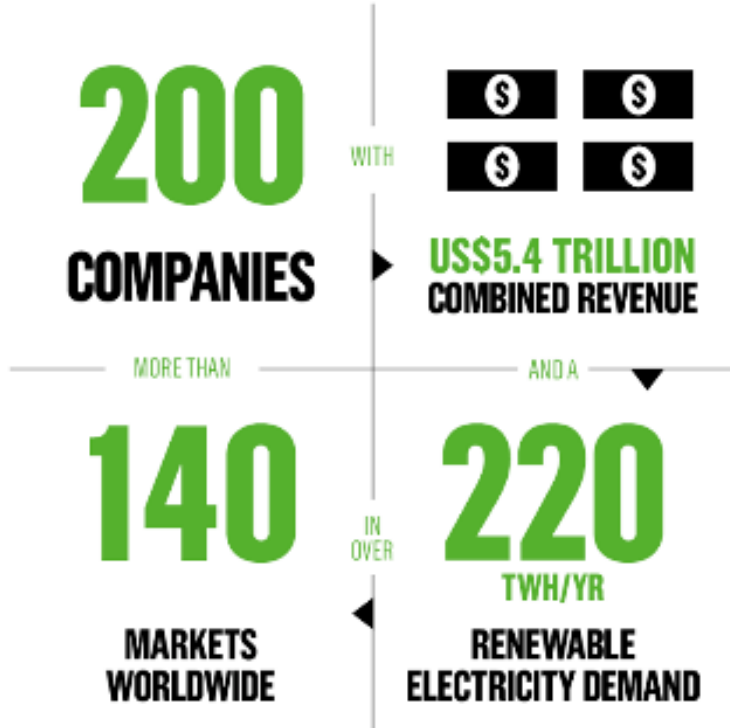
*To remain competitive at global scale, players shall always be prepared for macro dynamic landscape, keeping standards for information disclosure related to **financial and social** performance.*

”

JinkoSolar's Vision towards Sustainability



COMMITTED TO 100% RENEWABLE POWER

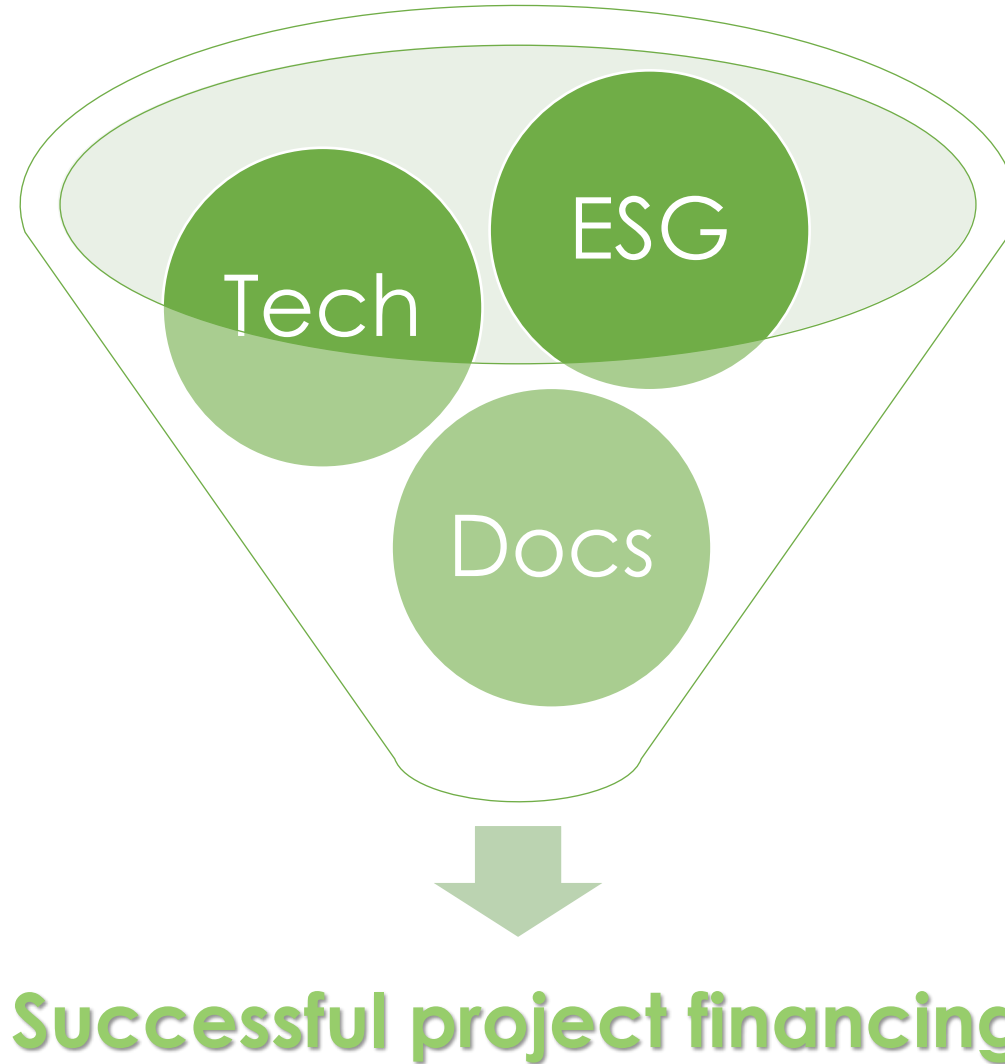


SCIENCE
BASED
TARGETS

DRIVING AMBITIOUS CORPORATE CLIMATE ACTION



When it comes to project financing...



Leading technology and Product Advantage **Jinko^{Solar}**



**Power
Gain**

- **Higher Power Generation** N-type compare to P-type **> 3%**

BOS

- **Lower BOS Cost** N-type compare to P-type **< 1%**

LCOE

- **Lower LCOE** N-type compare to P-type **< 4.06%**

JinkoSolar as UN Global Compact Member



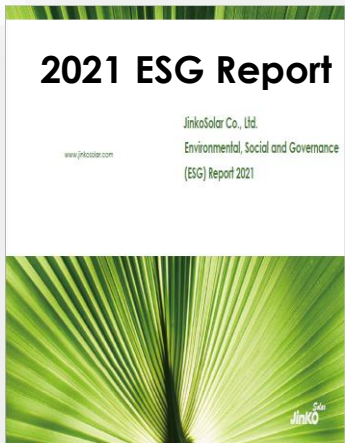
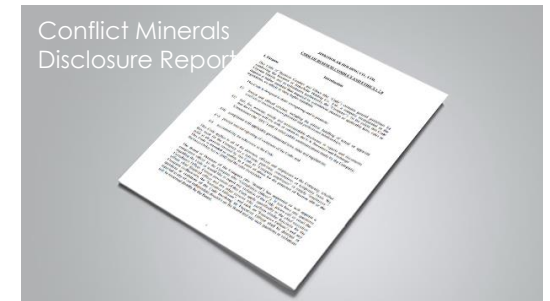
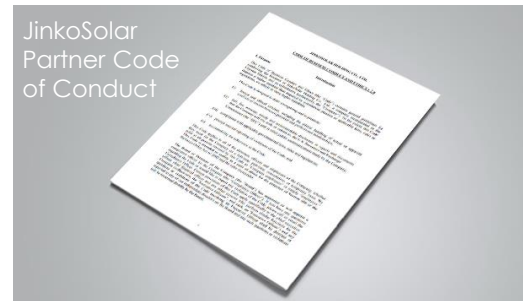
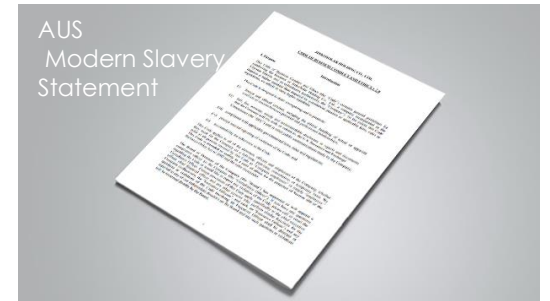
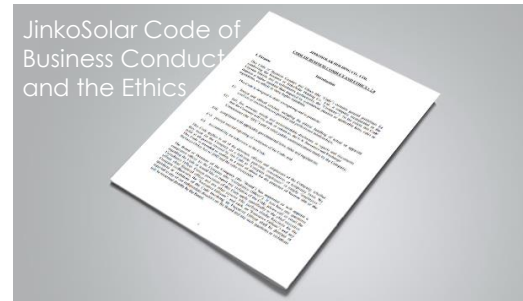
JinKO Solar joined the UN Global Compact Organization in April 2021

- Jinkos seek to align business operations with ten universally accepted principles in the areas of human rights, labor, environment, and anti-corruption



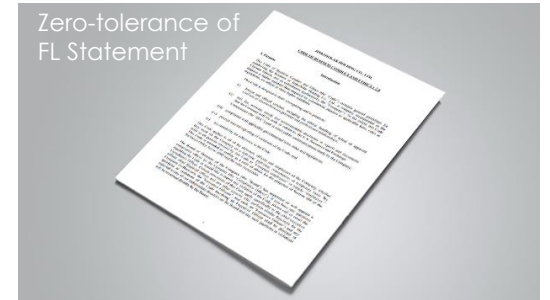
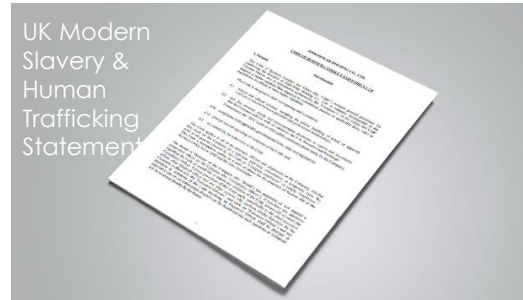
United Nations
Global Compact

Compliance and Support as ESG Package



2022 ESG Report has been launched this April. (English Version available in June)

★ First in the industry to match disclosure boundary of ESG Report to the Financial Statement



“

*JinKO Solar remains industry-leading position
of information **transparency** and **integrity**
in relation to ESG topics.*

”

THANK YOU!

JinkO *Solar*

JinKO Solar

Oct . 2023 Dubai

Solar
JinKO



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01

COMPANY INTRODUCTION

2023 Module Shipments

No.1

190GW

Delivered

No.1

2016-2019
Module Shipments

22

World Records

110GW

Module Capacity

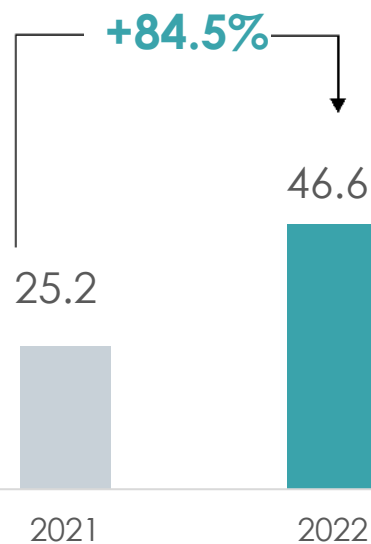
15%

Market Share

2022 : Sustainable Growth

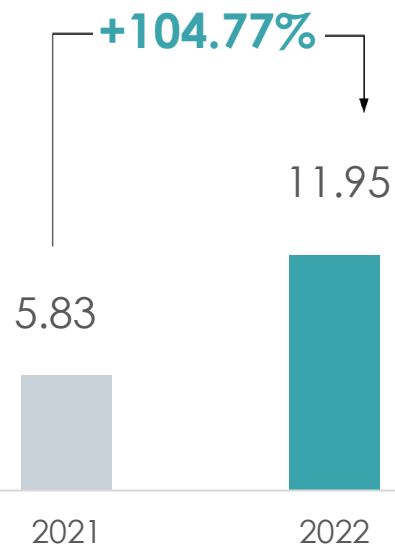
Total shipment

GW



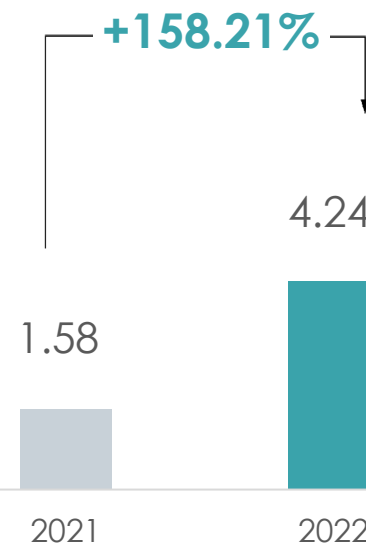
Revenue

USD Billion



Net Profit

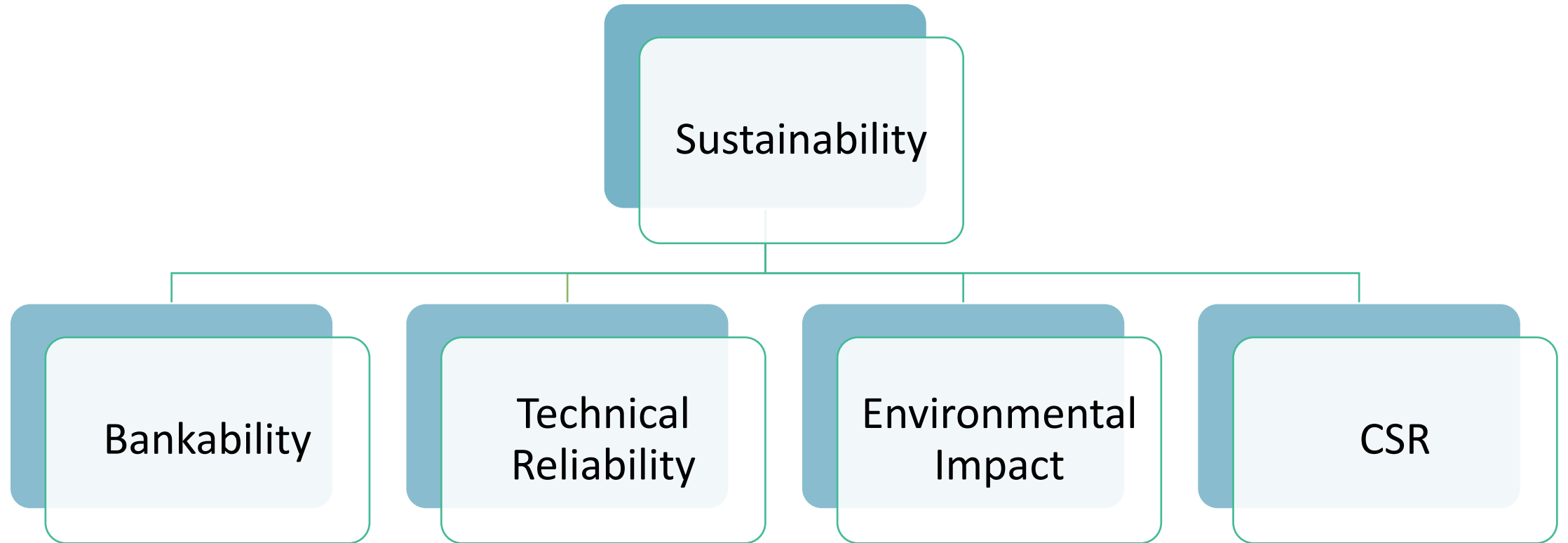
USD Billion



- Revenue increased by **104.77%** to USD **11.95 billion**,
- Net profit Increased **158.21%** to USD **4.24 billion**
- Total shipment reached a new high of **46.6GW**, representing **84.5%** growth
- H1 2022 total shipments: **18GW**
- H1 2023 total shipments: **30GW**

02

SUSTAINABILITY & BANKABILITY



Company Profile

- Size (SMSL, Revenue, Market capitalization); International footprint; Value chain (Upstream and Downstream); Legal, Management structure and age of company

Financial Strength

- Balance Sheet, Profitability, Shareholder structure, Production and product Technology

Production

- Equipment; BOM, Quality and environmental management, Vertical Integration, Certifications

Performance Record

- Project Portfolio, Track Record, Implementation Strength, Production ramp up and efficiency

Sales and service

- Delivery Reliability, Claims Rate and management process, Guarantees, Insurance

Perceived Bankability

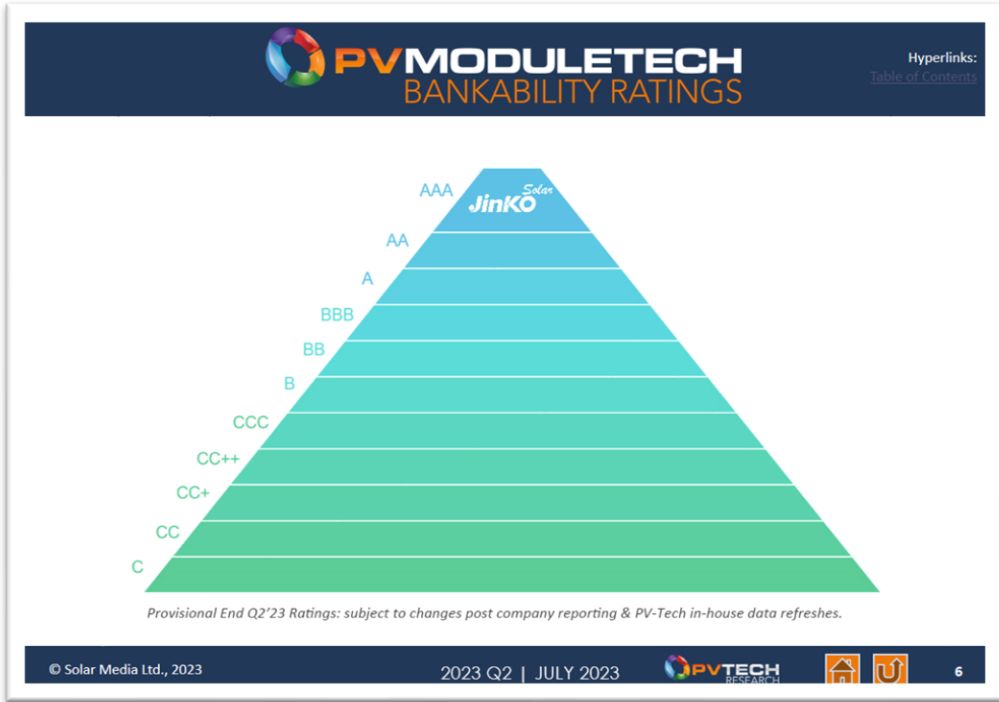
- Awareness; reputation; Strength of brand, know how, qualified staff, partnerships with banks and investors

Bloomberg NEF

PV MODULETECH

Table 1: Photovoltaic module manufacturers meeting BloombergNEF's Tier 1 criteria as of 1Q 2023

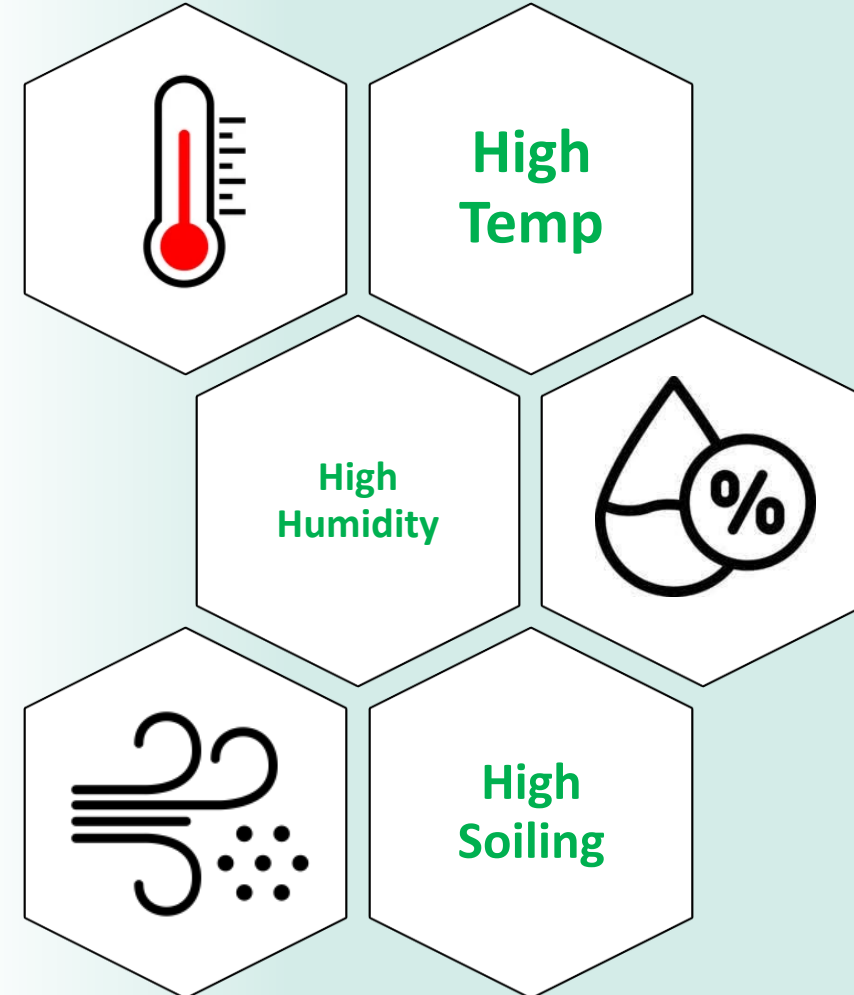
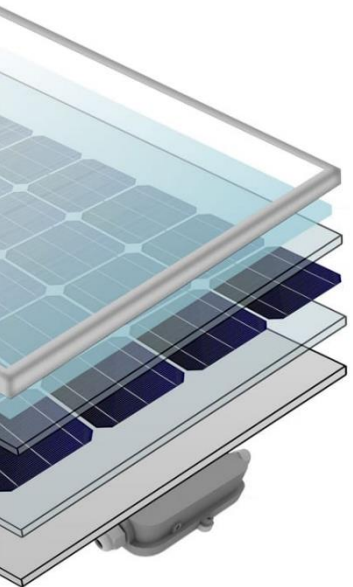
| Firm/ brand | Annual module capacity, MW/year | Firm/ brand | Annual module capacity, MW/year |
|-----------------------|---------------------------------|--------------------|---------------------------------|
| ABB Solar | 10,000 | Canadian Solar | 2,000 |
| Trigly™ | 11,000 | Jinko™† | 70,000 |
| Wacker | 6,000 | Sheng Energy | 6,000 |
| Virtu Solar | 3,000 | Jinco | 2,000 |
| Uvo Solar | 3,000 | JR Solar™ | 21,000 |
| Tongyi | 40,000 | Hanergy™ | 900 |
| Tongwei | 14,000 | Hanergy™ | 900 |
| Suntech | 10,000 | Hanergy™ | 900 |
| Sungor Power | 2,000 | Hanergy™ | 900 |
| Sungor Power Solar | 4,000 | Hanergy™ | 900 |
| Solar Panels | 50 | First Solar™ | 11,000 |
| Shui | 210 | Green Group | 700 |
| Singapore | 7,700 | ET Solar Inc. | 2,000 |
| Solar Energy | 20,000 | Spring | 10,000 |
| Solarwatt | 3,000 | SHC™ | 7,000 |
| Shenchi | 1,200 | Chin Solar Energy™ | 20,000 |
| Shen Solar Power (HK) | 1,000 | Canadian Solar | 21,000 |
| Shenchi | 10,100 | Solar Solar | 1,000 |
| Luoyi Solar | 2,200 | Archer Solar™ | 2,700 |
| Longyi | 40,000 | AE Solar | 1,000 |
| | | Total | 268,800 |



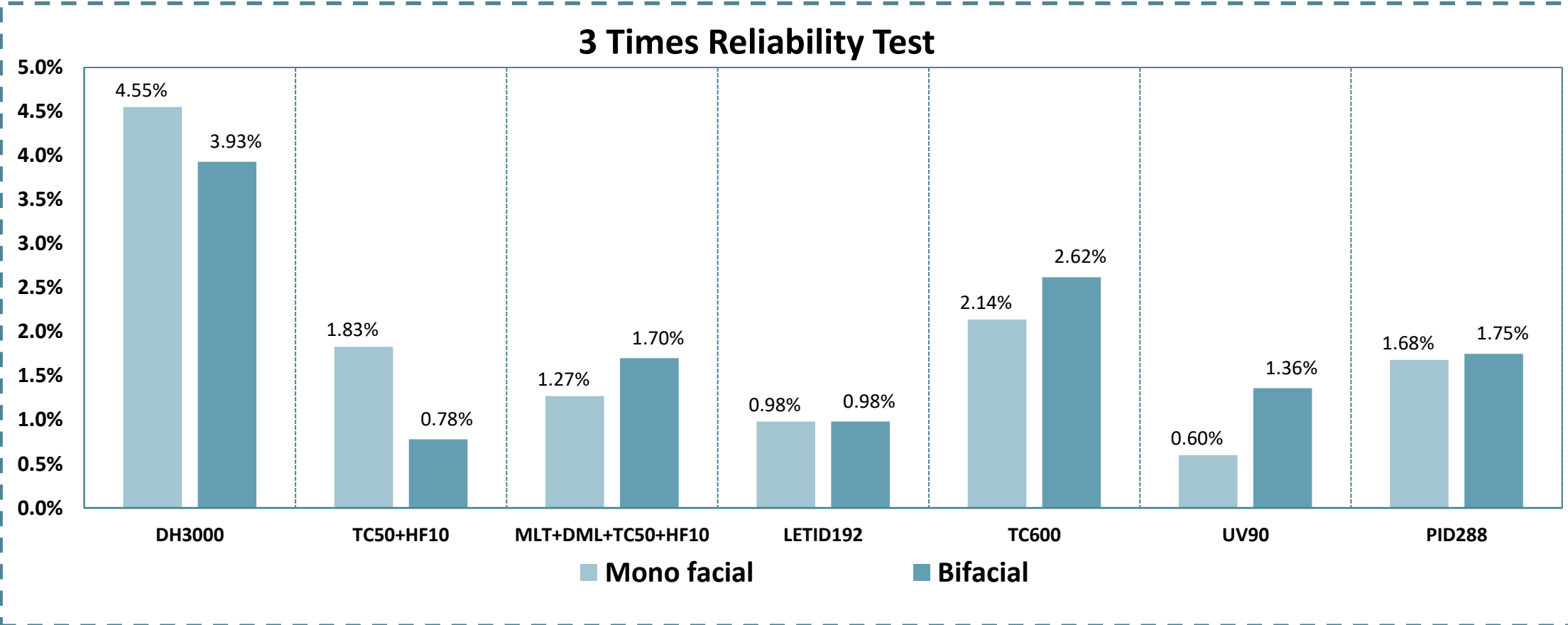
Reliability of PV Modules in MENA

- MENA region is considered one of the most promising solar markets globally due to its vast areas and high irradiance.
- MENA weather is very challenging, the PV modules in MENA are exposed to high temperature, humidity and soiling.
- PV module reliability is considered essential requirement in MENA, and many projects are including extended reliability testing in their requirements.

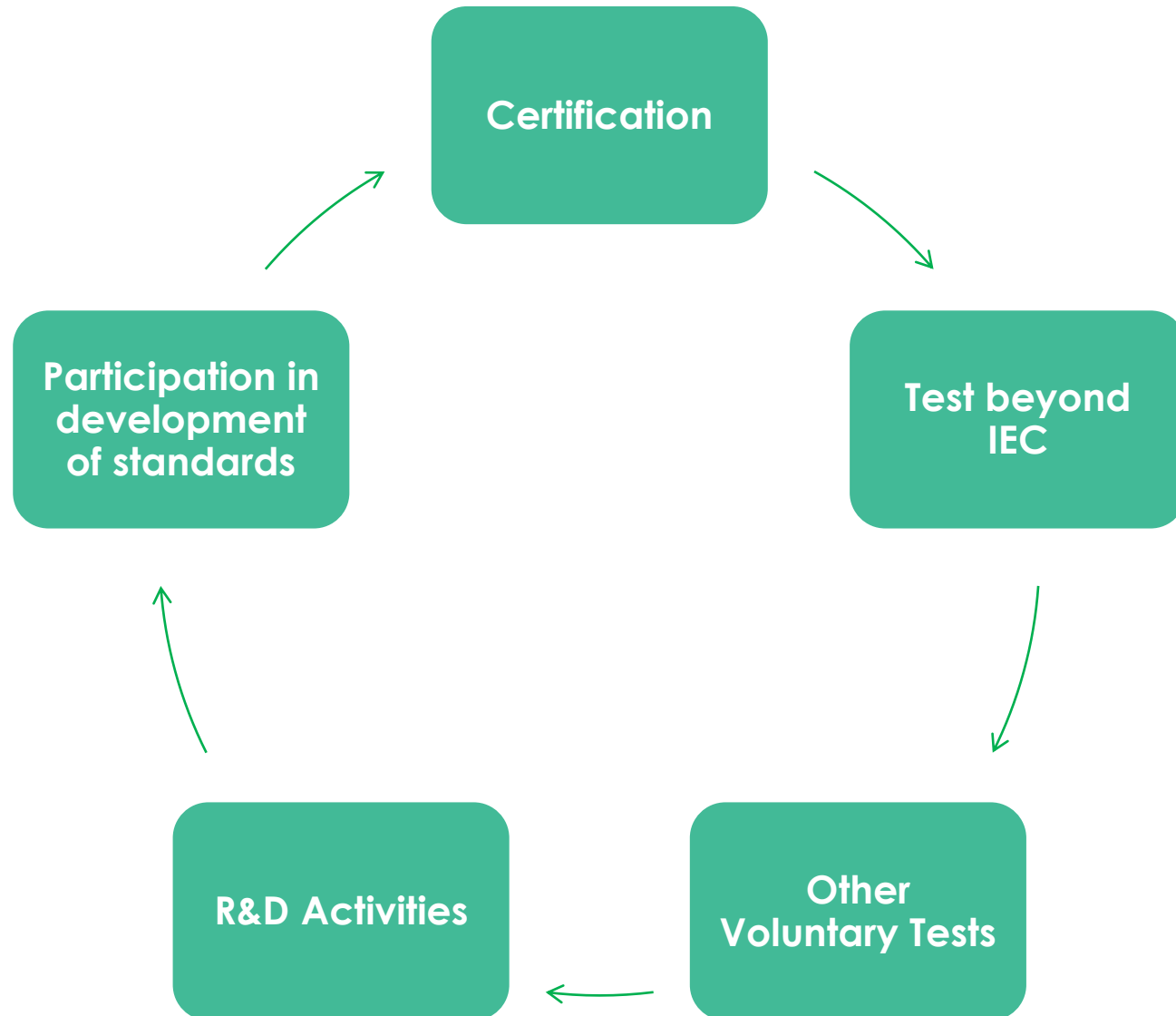
- Two major factors improve the reliability of PV modules:
 - **Premium BOM**
 - **Advanced PV technology**



Three Times Reliability Test from TUV Nord

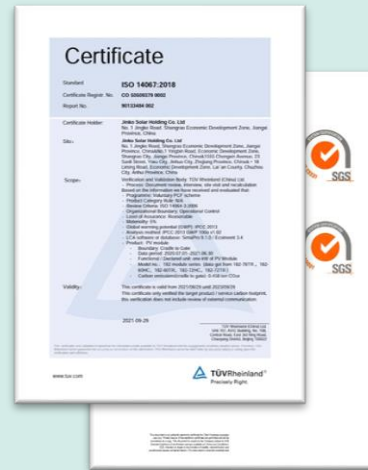


Technical Bankability



| | Jinko |
|------|-------|
| 2014 | ● |
| 2015 | ● |
| 2016 | ● |
| 2017 | ● |
| 2018 | ● |
| 2019 | ● |
| 2020 | ● |
| 2021 | ● |
| 2022 | ● |
| 2023 | ● |

ISO 50001 + ISO 14067



ISO 50001 The use of energy more efficiently through the development of an energy Management System.
ISO 14067 Carbon footprint verification.

REACH + RoHS Certificates



REACH stands for the Registration, Evaluation, Authorization, and Restriction of Chemicals.
RoHS stands for the Restriction of Hazardous Substances

Other Certificates

2023 SOREN France

2023 PV Cycle United Kingdom

2023 PV Cycle Germany

2023 European Recycling Platform Ireland

2023 ECOLEC Spain

2023 Cobat RAEE Italy

2021 PV Cycle China



03

CASE STUDIES

CASE STUDY \ Performance



- **Location**
Thuwal, Saudi Arabia
- **Climate type:**
Tropical desert climate
- **Climate features:**
High temperature, high irradiance
- **Longitude & latitude:**
22°18'N; 39°06'E
- **Monitoring period:**
2022/6/01~2022/9/30
- **Modules compared:**
JKM550N-72HL4-BDV
XXX-645DEG XXXX

| Module type | Power | Amount (pcs) | Installation | Ground type | Location | Tilt angle | 3 rd -party body |
|----------------------------|-------|--------------|-----------------|-------------|----------|------------|-----------------------------|
| Tiger Neo 72 Dual glass | 550W | 1 | Fixed structure | Soil (15%~) | Saudi | 25° | |
| XXX 210-66 Dual glass | 645W | 1 | | | | | |

CSR Audit Reports

Audit Reports Issued By Elevate For Domestic China And South East Asia Facilities

Audit Report Issued By TUV For Domestic China Facilities

More Factories Are To Be Audited Accordingly In 2023

Elevate



TUV SUD

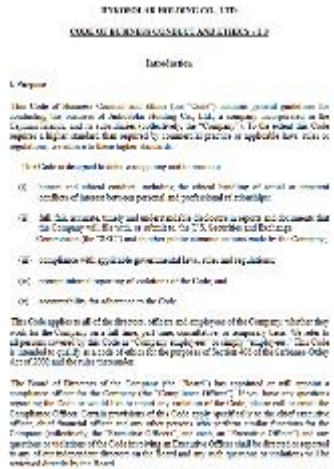


| Item No. | Findings | Severity | Responsible Person | Response |
|----------|---|--|--|--|
| 9.4 | The auditee carried out risk assessments for healthy, safety and hygienic working conditions. However, it was noted that the toxic cleaning zones were located in the packing workshop rather than in a separate safety area. | Minor | Ping Yang | |
| 9.14 | Manufacturer Name: Jinko Solar Holding Co., Ltd. | Manufacturer Address: No. 118, An Zhang Road, Huailin Town, Heilongjiang Province, China | Manufacturer Contact Person: Ping Yang | Manufacturer Contact Number: 21700910 / 21700941 |
| 9.30 | Manufacturer Name: Jinko Solar Holding Co., Ltd. | Manufacturer Address: No. 118, An Zhang Road, Huailin Town, Heilongjiang Province, China | Manufacturer Contact Person: Ping Yang | Manufacturer Contact Number: 21700910 / 21700941 |
| 9.40 | The factory had implemented CSR management system, and conducted self-assessment, and conducted internal audit, however, factory did not provide the CSR self-assessment or internal audit records to on-site service provider during this audit, recorded as facility service provider collecting management system, CSR management system, and internal audit records. | Minor | Ping Yang | |
| 9.43 | As per Measures on Management of Labor Disputes (Shanghai Provisional Regulations, Article 16, when a labor contract is terminated, the employer shall be required to provide the employee with the wages that he or she is due to receive, and the date of termination or expiration of the labor contract. The factory paid the wages on normal day date (January 15th of 2022) after consulted with workers. Factory management said that workers did not have any labor dispute. They did not the required wage within 3 days, but most workers agreed paid assigned wage in normal day date. | Minor | Ping Yang | |
| 9.4 | The auditee carried out risk assessments for healthy, safety and hygienic working conditions. However, it was noted that the toxic cleaning zones were located in the packing workshop rather than in a separate safety area. | Minor | Ping Yang | |

CSR \ Comprehensive Business Compliance



Code of Conduct



Outlines the rules to be followed by all employees as they go about their work

Partner Code of Conduct



Sets out requirements for partners in the fields of corporate social responsibility, the environment and business integrity.

Respecting & Supporting Human Rights



JinkoSolar respects and promotes the Universal Declaration of Human Rights and adheres to the principles of the United Nations Global Compact, as well as to the UN Guiding Principles on Business and Human Rights.

Ethics & Compliance Governance

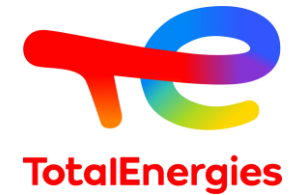


A dedicated governance structure, communication, and regular employee training & education

04

KEY PARTNERS & REFERENCE PROJECTS

Key Partners



Key Reference Projects





Eng. Mohammed Alzaidi

Sustainability & Business Development - MENA

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pV magazine
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Securing successful solar project financing via sustainability standards | Q&A



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Panasonic introduces heat-pump hot water system

by Bella Peacock



Most-read online!

Combination of half-cut, bifacial solar cell designs may contribute to hotspot formation

by Mark Hutchins



Coming up next...

Wednesday, 1 November 2023

4:00 pm – 5:00 pm CET, Berlin, Paris, Madrid
11:00 am – 12:00 pm EDT, New York City

Tuesday, 14 November 2023

9:00 am – 10:00 am EST, New York City
3:00 pm – 4:00 pm CET, Berlin, Paris, Madrid

Many more to come!

**Optimizing
fast-growing
solar energy
portfolios**

**Backsheet
cracking – a
global
phenomenon**

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Tristan Rayner
Editor
pV magazine

**Thank you for
joining today!**