



Webinar ATA Insights Jinko Solar

April, 2018

JinkoSolar Co., Ltd.

Jinko^{Solar}
Building Your Trust in Solar

AGENDA

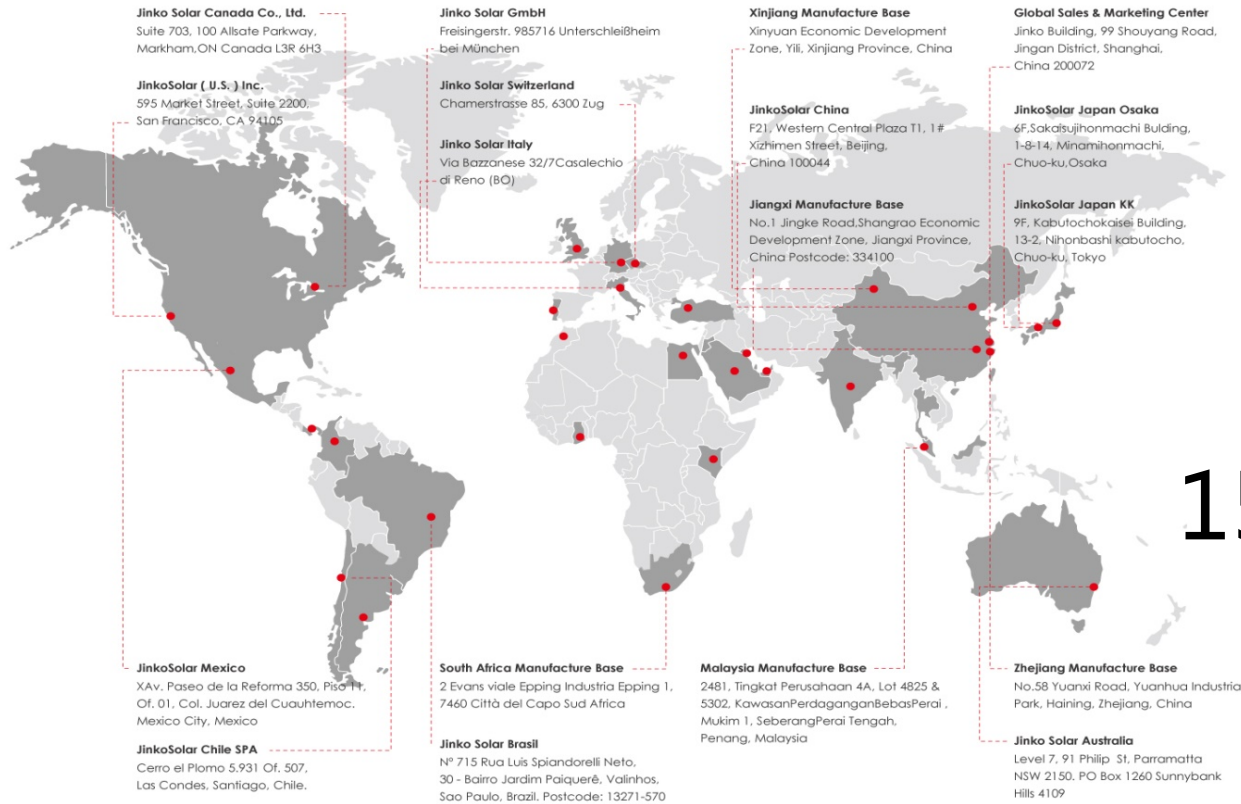
1 Company & Global Market Insights

2 Products & Technology

3 Colombian Market



Global Presence



8 Global factories

31 Subsidiaries/offices

80+ Countries with customers

15000 Employees

9.64 GW
Capacity

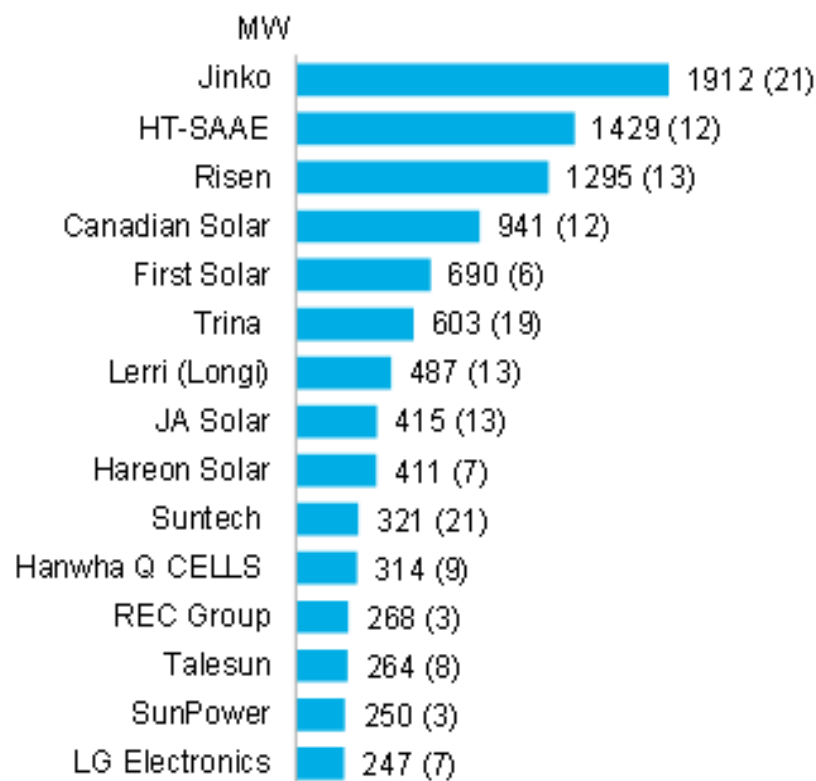
27 GW
Delivered

Jinko Solar Presence in Latam Region



PV module brands used in most debt-financed projects, by MW

After 1 July, 2015



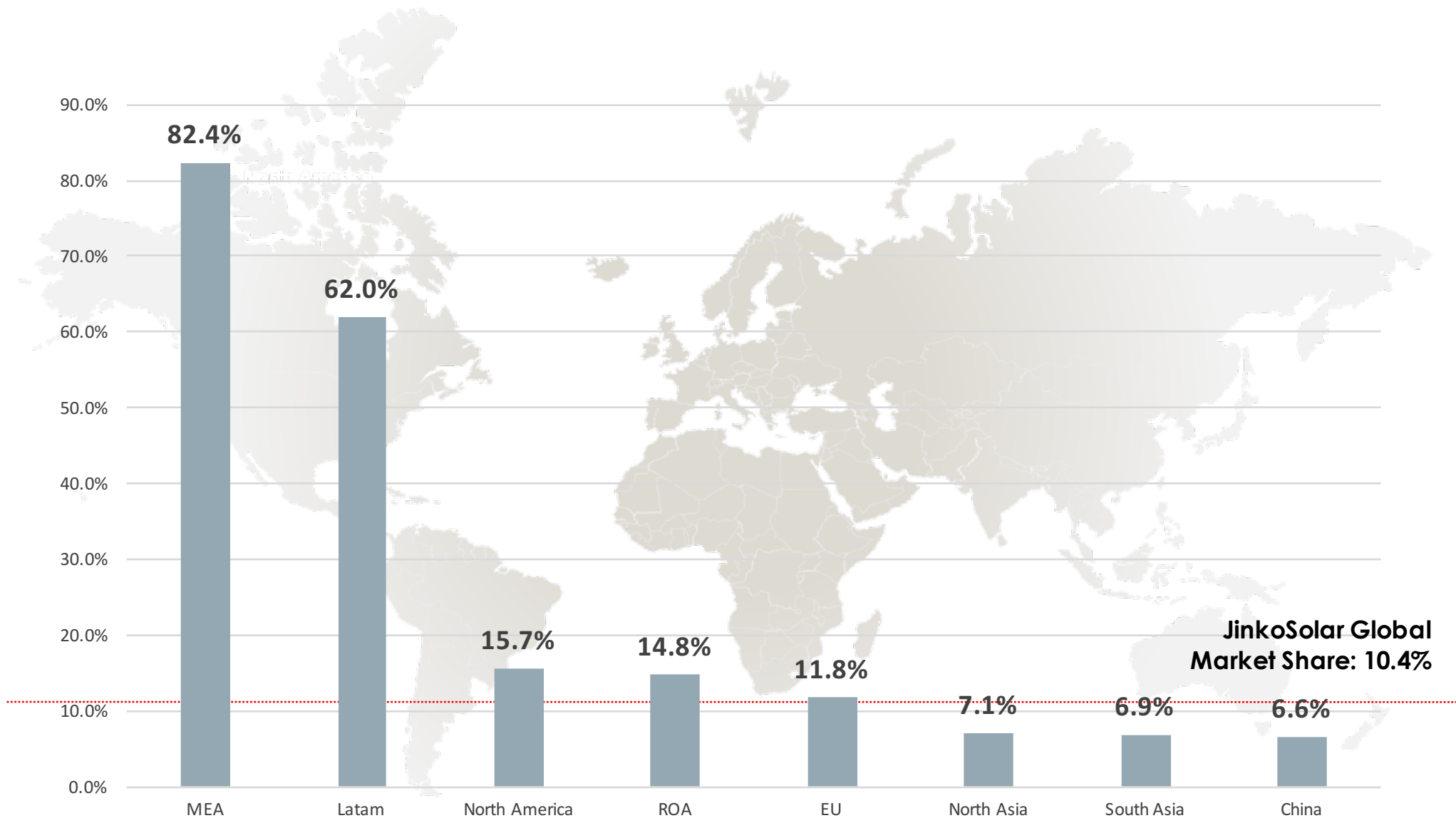
Source: Bloomberg New Energy Finance

Fast Growth (Global Industry vs JinkoSolar)

Year	Industry CAGR	JKS CAGR	JKS market share
2017	+37%	+47.3% ↑	10.4% ↑
2016	+25%	+49% ↑	9.6%
2015	+36.7%	+53% ↑	7.9%
2014	+12%	+52% ↑	6.8%
2013	+20%	+63% ↑	5.0%
2012	+6%	+25%	3.7%
2011	+72%	+98%	3.1%

Note: According to China Photovoltaic Industry Association, the 2017 global PV installation capacity stands at 102 GW

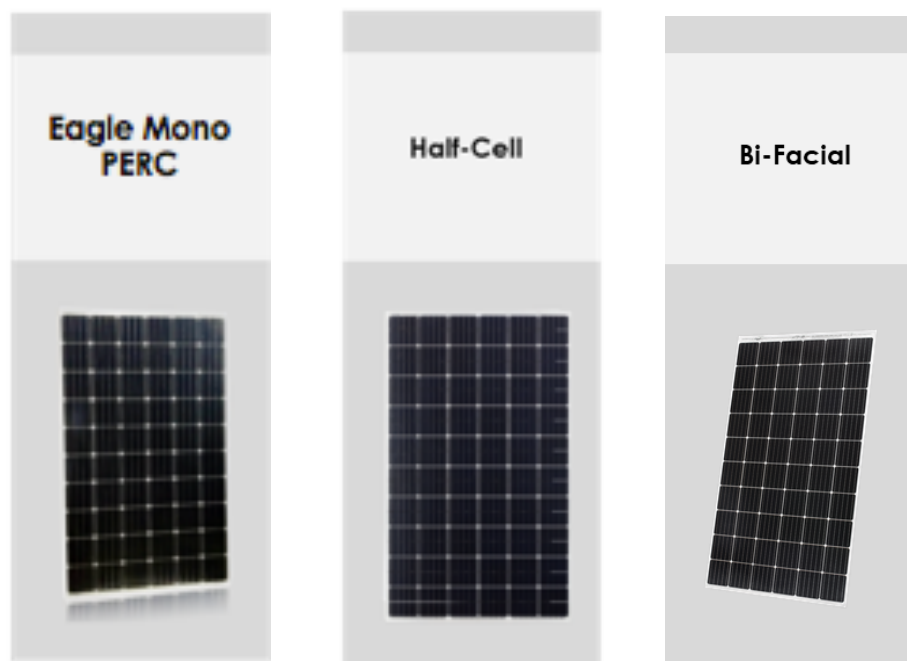
2017 Market Share in Key Regions





Technology

New Products certified in Colombia with RETIE



Customers



References



MEXICO | 49 MW



BRAZIL | 292 MW



CHILE | 160 MW



PUERTO RICO | 58 MW



Colombian PV Market

Ley 1715: Defines the incentives for renewable energy projects.

- Accelerated Depreciation
- 50% income tax – 5 years
- IVA
- Duty Tax (Aranceles)
- More than 3755MW in process.

Resolución 030 CREG: Regulates DG and Auto Consumption projects.

- Projects < 100kW: Commercialization cost is charged. (Aprox 10%)
- Projects > 100kW: Commercialization and transmission cost.

Decreto 570: With this decree, government is looking forward to define and implement a mechanism to promote long term energy contracts.

- **Government Intention of promoting Renewables:** both Minister and Vice-Minister of Energy and Mines have expressed their intention of having the a defined mechanism for long term energy contracts before the end of this government.
- **Most important utilities interested developing renewables:** important generation companies such as Celsia, EPM, GEB, AES Chivor, among others, are actively moving to renewables.
- **Upcoming Tender:** although there is still uncertainty, the possibility of having a tender in which renewables can be competitive generates important opportunities.
- Opportunity for local engineering, design, sub EPC, other components
- **Incentives:** having a clear set of incentives will improve financial feasibility of projects.

- **Net Metering Regulation:** residential and commercial sector will definitely have more opportunities after having a clear regulation.
- **Incentives:** DG Market is probably the sector that benefits the most from incentives, specially from the tax related.
- **PV Module Manufacturers new products (Half Cell, Bifacial, Mono Perc):** market is growing at the same time manufacturers are bringing products that adapt better to any DG project.
- **Growing interest of companies on acquiring Solar Energy:** Companies are more interested in getting to know solar and reduce their energy bills.
- **New financing options:** financial institutions such as Bancolombia, Davivienda and Conix are bringing interesting financing options to the market.

Main Challenges

PPAs: very few of the projects in UPME and ANLA process have a bankable PPA.

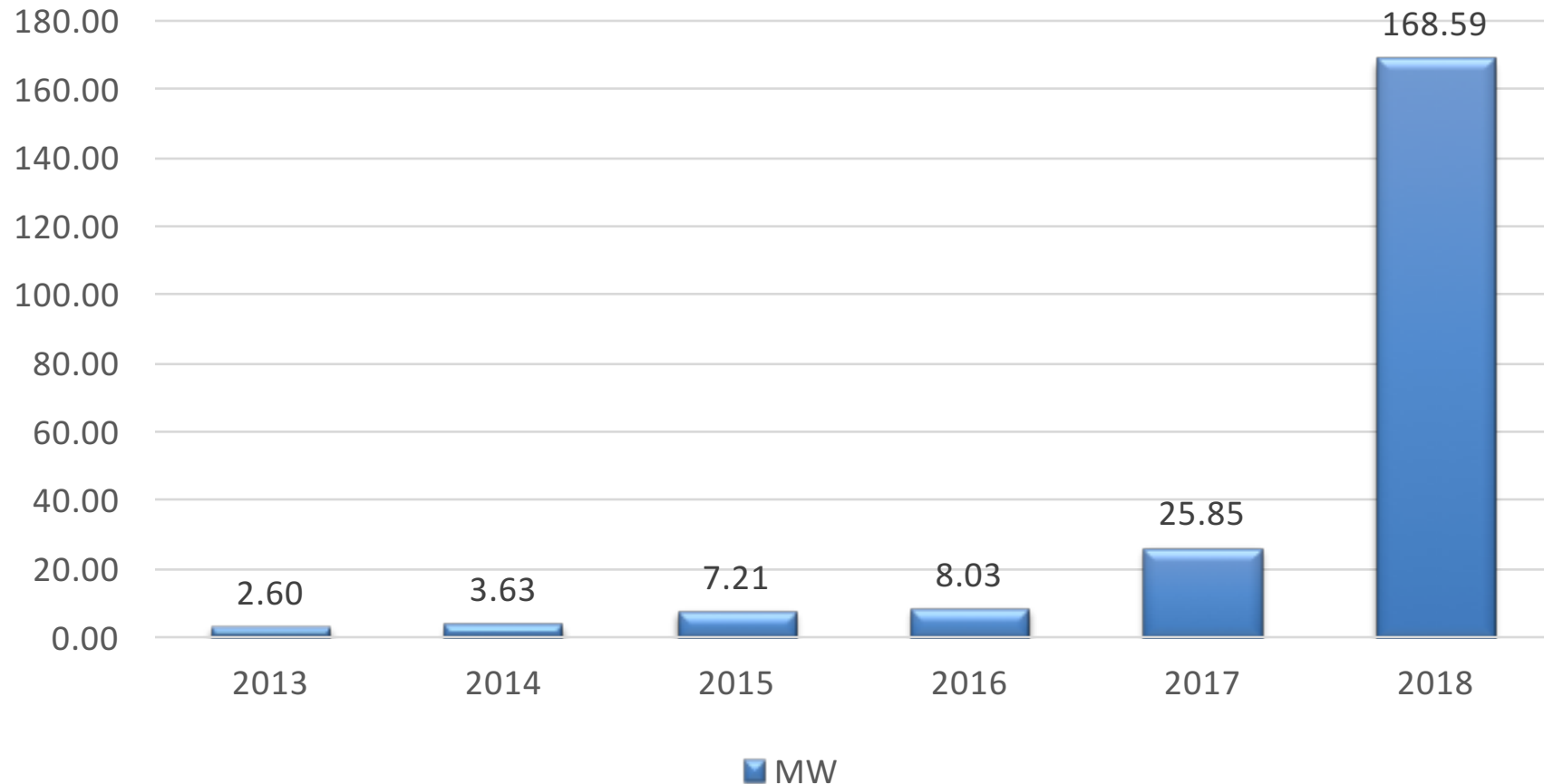
Reliability Charge (Cargo por Confiabilidad): although it is important to have reliability, this is a charge that doesn't match with renewables and a low emission strategy for COP21.

Political changes: Government is about to change in August. It will definitely be a challenge to have continuity on the work that has been done.

Bureaucracy: Specially in terms of the incentives. Bureaucracy of government institutions is a challenge.

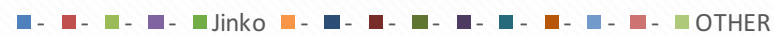
Financing: the market is showing some interesting financing opportunities, nevertheless, the exchange rate and doing business in COP is a challenge for foreign investment funds and multilateral banks.

Colombia – PV Market Size 2018



2018: Including Celsia + El Paso project

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Thank You!