

2018 Webinar: Análisis del Mercado de las Energías Renovables

Abril 11, 2018 MEXICO

Global Presence



8 Global factories

31 Subsidiaries/offices

80+ Countries with customers

15000 Employees

8 GW
Capacity

26 GW
Delivered

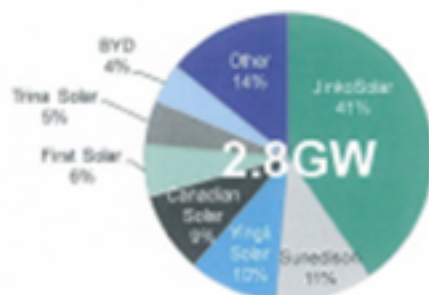
Jinko Solar Presence in Latam Region



LATIN AMERICA PV AND WIND MARKET SHARE, 2006-2016

Bloomberg
NEW ENERGY FINANCE

Latin America PV module market share, contracts
signed 2006-2016 (GW)



JinkoSolar Market Share
Latam
2006-2016

41%

Note: PV module and wind turbine market shares include commissioned and under-construction projects. Other PV module market share includes JA Solar, SunPower, Hanwha Q Cells, Suntech, 3Sun, GE and others. Other wind turbine market share includes Suzlon, IMPSA, WEG, Goldwind and others.

Source: Bloomberg New Energy Finance

New Products

**Eagle Mono
PERC**



Eagle MCT



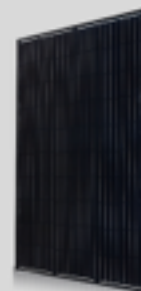
Smart Module



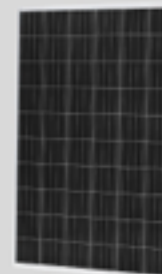
Eagle Dual



Eagle All Black



Eagle Black



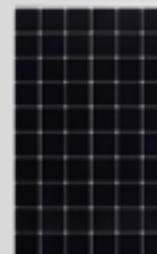
Half-Cell



Bi-Facial



Eagle 12 BB

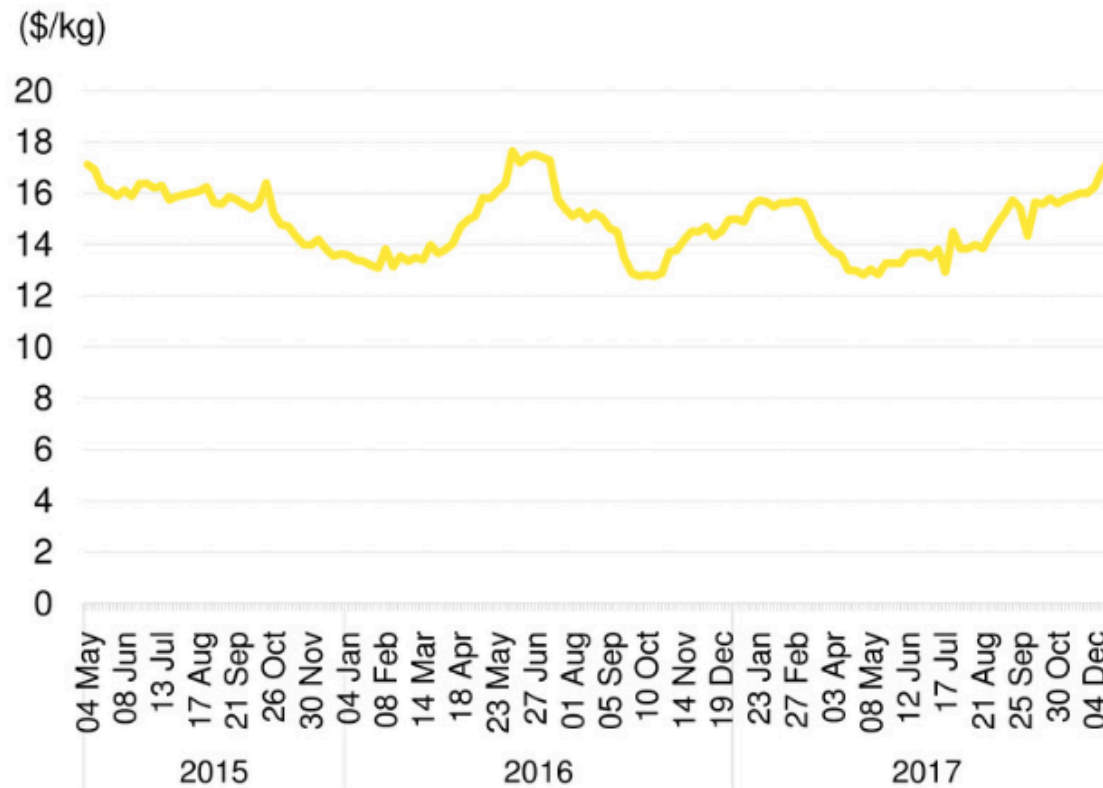


Mexican Past Tenders - Results & Experiences

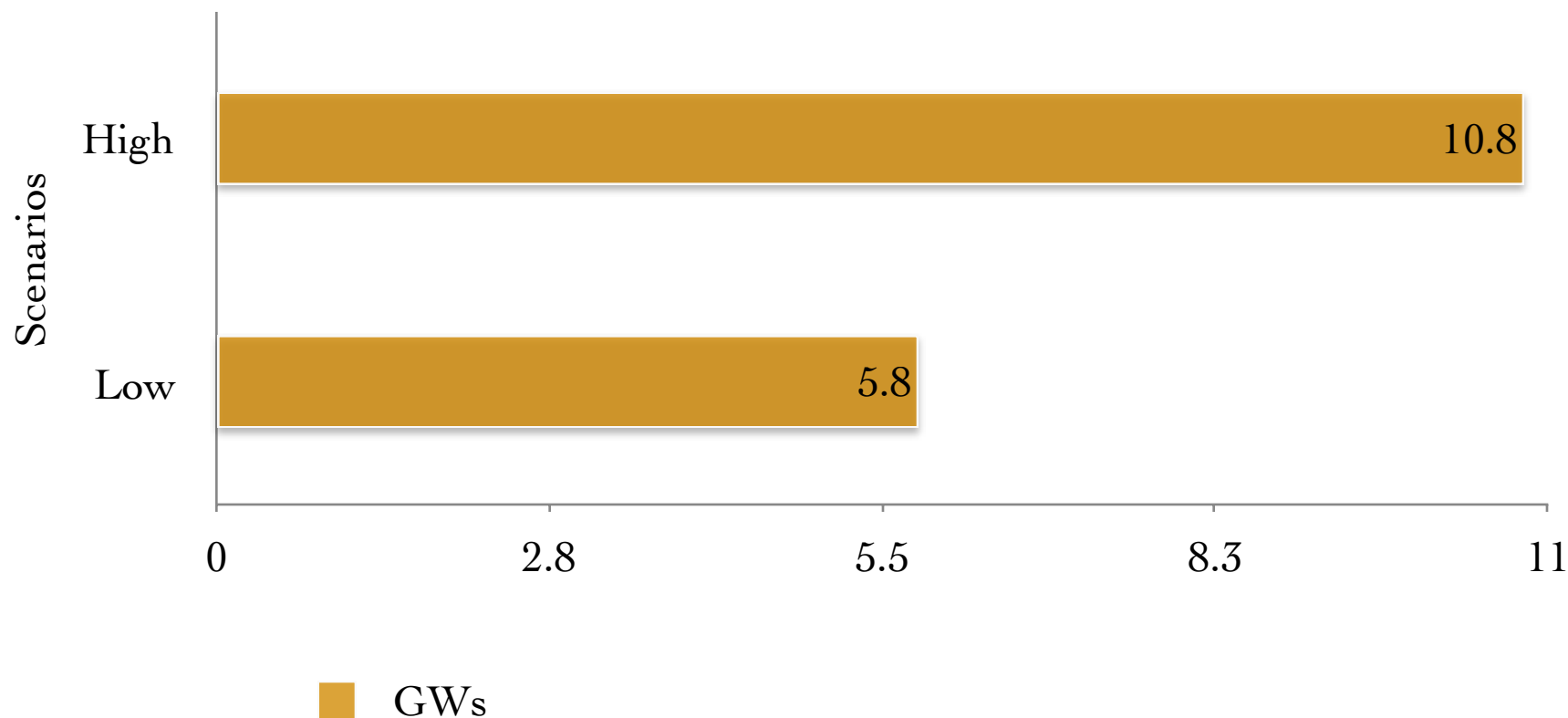
Capacity Awarded	1st. Tender	2nd. Tender	3rd. Tender
SOLAR	1691 MWs	1853 MWs	1323 MWs
Average \$MW/h	USD41.8	USD33.47	USD20.57

- Fourth Tender in Process - 2018 / CRE.
- Different technologies dominance among the Tenders.
- Work closely with manufactures (prices, power outputs, etc..)

Spot price of solar-grade polysilicon, May 4, 2015 – December 25, 2017

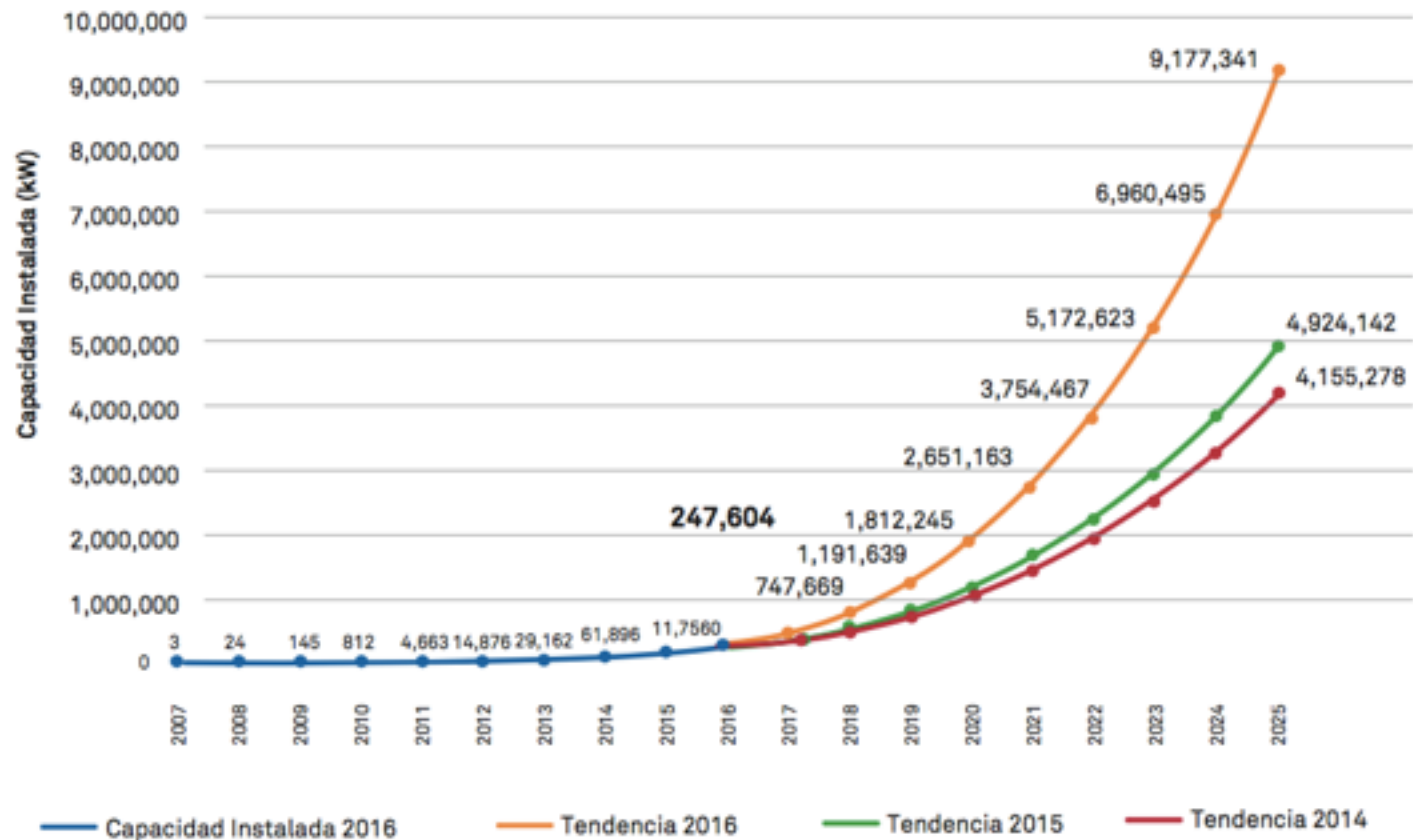


Forecast 2017-2021 / MEXICO Solar Market (Total)



Sources: BNEF, CRE, PwC, SENER & Market

Distributed Generation Market - MEXICO



Distributed Generation Market - MEXICO

Market Penetration Milestone (review & establish changes)	Growth rate & Estimated Capacity (MWs)	Growth rate & Estimated Users	Key Government Incentives	Estimated Year to reach such Milestone
5%	+/- 16x / 4,000	+/- 5x / 155,000	Net Metering, Net Billing, Wholesale, Storage, Low Voltaje ≤50KWs, Mid Voltaje ≤500KWs.	2022 - 2024

- Early financing led by Developments Banks & Multi-laterals.
 - a) They can take more risk than commercial banks.
 - b) They are building an industry with track record.
- Also in Mexico some Private Equity players are taking an active role even in Utility Scale & DG Market.
- Risks: Merchant, Bankable Projects (Utility) & Underwriting (DG Market)
- Jinko Bankability
 - a) Most Bankable PV Manufacturer
 - b) Top Solar Brand Used in Debt-Financed Projects
 - c) Banks, EPCs, IPPs, Technical Consultants
 - d) Product Quality, Long Term Reliability, Field Deployment Performance & Financial Strength

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Thank You!

