



Webinar ATA Insights Jinko Solar

Juan Gattoni
Sales Manager
Argentina, Uruguay & Paraguay

Solar
Jinko
Building Your Trust in Solar

1 **Company & Global Market Insights**

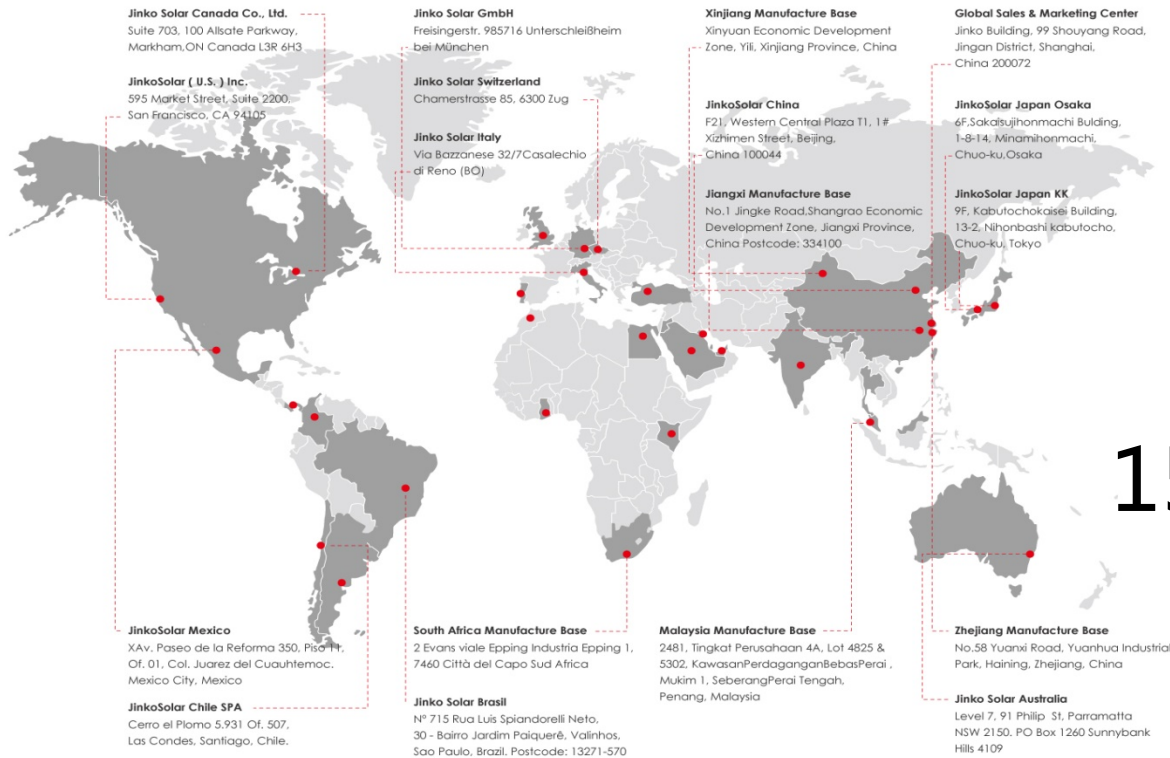
2 **Products & Technology**

3 **Argentinian Market**

A modern exhibition booth for Jinko Solar. The booth features a long, white, angular reception desk in the foreground. Behind the desk, there are three main display areas. On the left, a solar panel is mounted on a stand next to a stylized blue flower sculpture. In the center, a large black circular graphic contains a solar panel and a diamond, with the Jinko Solar logo and tagline 'Building Your Trust in Solar' above it. On the right, another solar panel is mounted on a stand next to a stylized white flower sculpture. The background wall is white with the Jinko Solar logo and tagline repeated. The ceiling is dark with recessed lighting. The floor is a mix of dark and light tiles.

Company & Market

Global Presence



8 Global factories

31 Subsidiaries/offices

80⁺ Countries with customers

15000 Employees

9.64 GW
Capacity

29 GW
Delivered

Strong Business Development

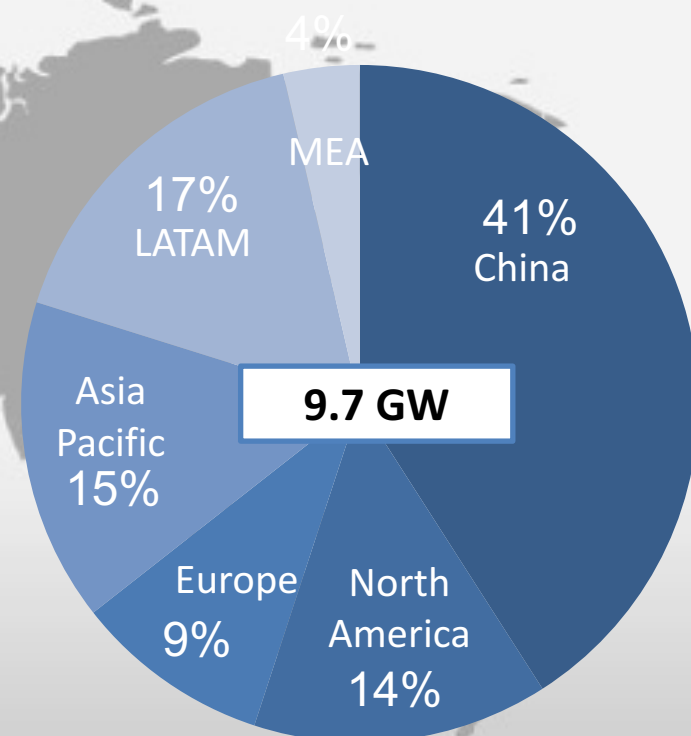
No.1 in shipments

No.1 in growth rate

No.1 in bankability

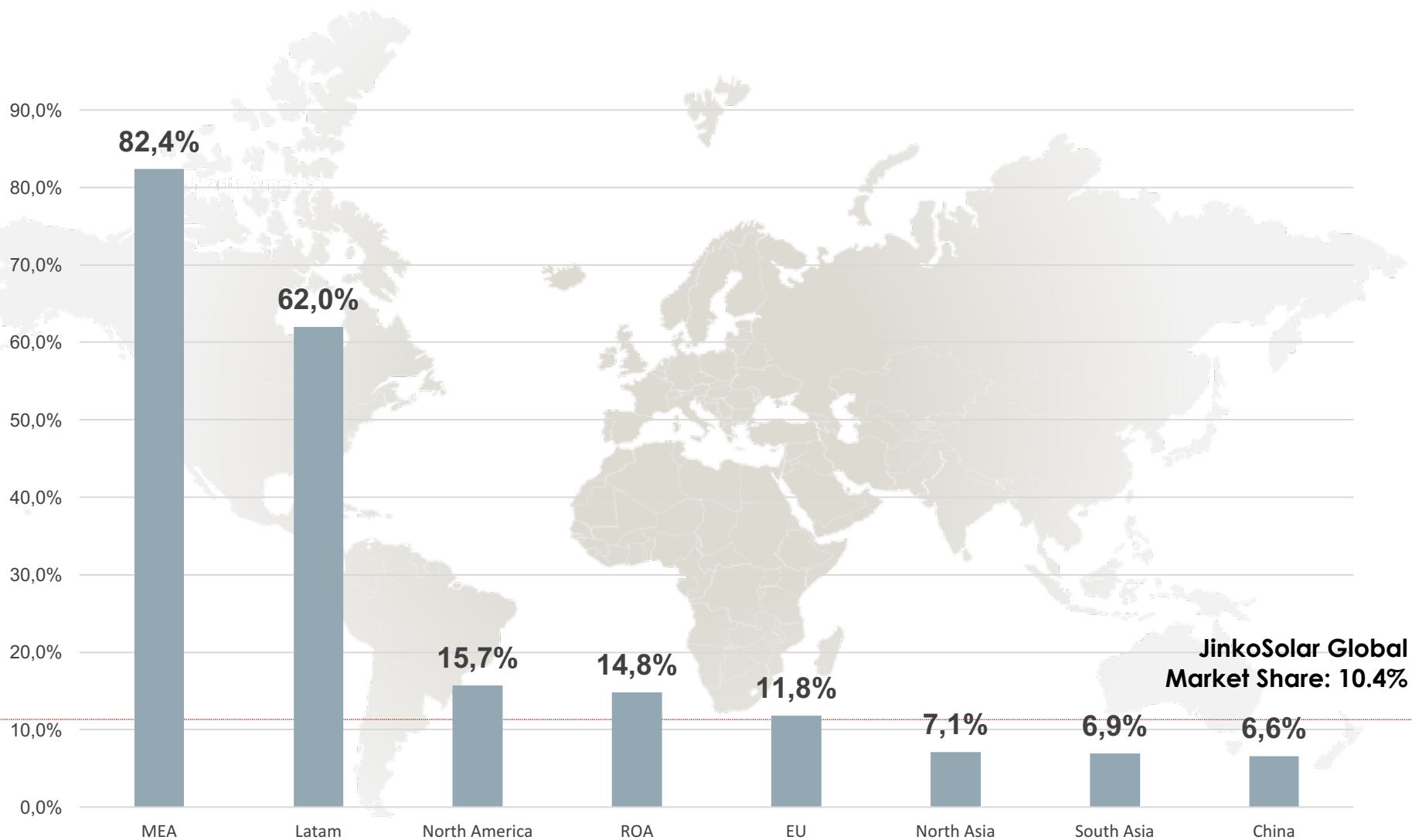
Balanced sales and diversified customers

World record poly and mono efficiency



2018

2017 Market Share in Key Regions



Technology

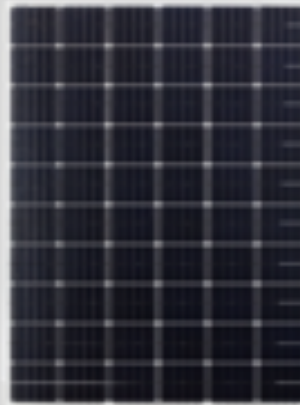


New Products

**Eagle Mono
PERC**



Half-Cell



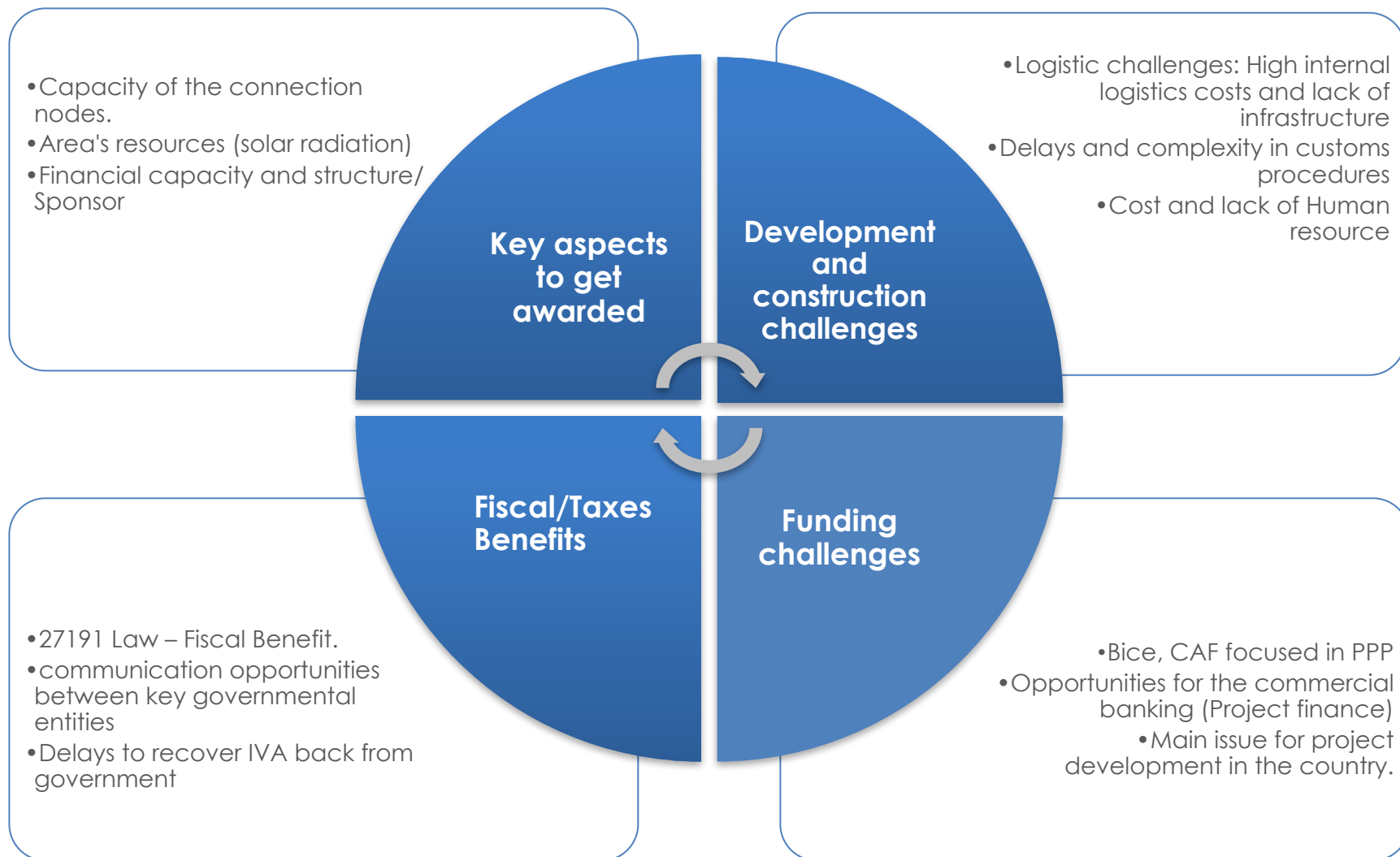
Bi-Facial



Argentinian PV Market



The key learnings from RenovAR 1, 1.5 and 2 biddings:



Opportunities for private contracts

Type of Agent	Number of agents GUH	Demand GUH 2016 [GWh]
Gran Usuario Mayor (GUMA) y AG	407	19 145
GRANDEMANDA EN DISTRIBUIDOR	1 077	8 008
Gran Usuario Menor (GUME y GUPA)	586	3 346
Total	2 070	30 500

For Large Authorized Users (GUH): Greater than 300 KW annual average

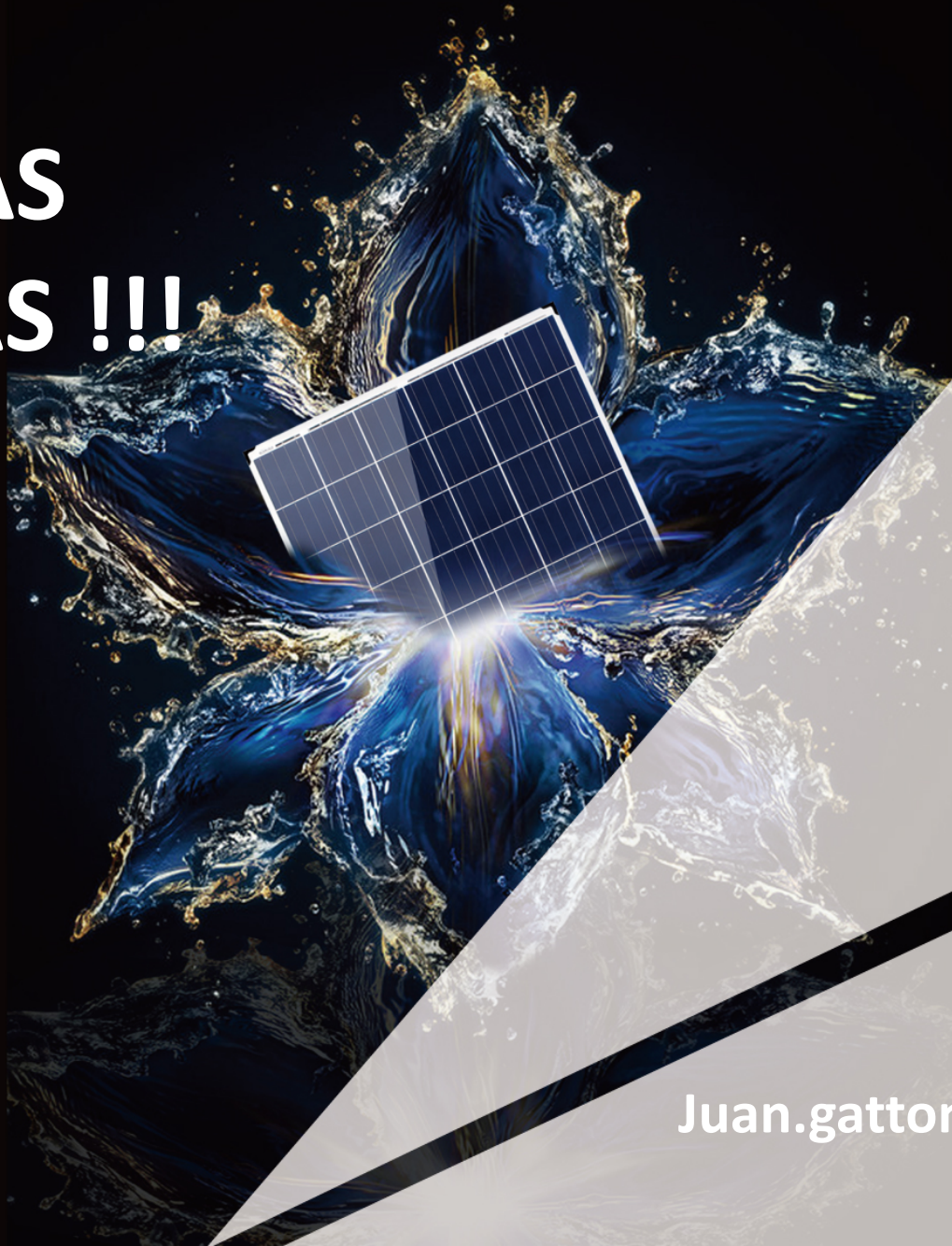


GUH can choose:

Types	Private PPA	Auto Generation ("Autogenerador")	Compra Cammesa
Advantage	<ul style="list-style-type: none"> Energy price might be more competitive than buying directly to CAMMESA 	<ul style="list-style-type: none"> Energy price might be more competitive than buying directly to CAMMESA 	<ul style="list-style-type: none"> No penalty is paid if the renewable energy target is not met No need to carry out special procedures to comply with renewable energy target or obligation.
Disadvantage	<ul style="list-style-type: none"> Penalty could be paid if the renewable energy target is not met Subject to control 	<ul style="list-style-type: none"> Penalty could be paid if the renewable energy target is not met Subject to control It requires the development of a project by its own. 	<ul style="list-style-type: none"> Energy price might be more expensive

Source: Prepared with Cammesa website information

**MUCHAS
GRACIAS !!!**



Juan.gattoni@jinkosolar.com