



JinkoPower International IPP Business

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Business Development

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Results Highlights

No. 1

Ranked No.1 in China's Topper Runner Renewable Energy Program and Distributed-Generation solar PV projects

Largest

Won the world's largest solar PV project – Sweihan 1,177 MW, which is awarded the Middle East & Africa Power Deal of the Year by PFI Thomson Reuters

3.4 GWp

3.4 GWp grid-connected solar PV projects in China as of June 30, 2018

343

Own and operate 343 PV power plants (84 Utility-Scale and 259 Distributed-Generation) as of June 30, 2018

1.7 GWp

Awarded 1.7GWp of international solar PV projects and in various stages, of development, construction and operations as of October 12, 2018

10 GWp

Over 10 GWp pipelines to be implemented globally

International IPP Management Team's Credential



Capital Market (in USD)

Transacted in excess of USD 4.5 billion

IPO & Follow on 708 m

DCM 1,238 m

ECM 2,636 m



Infrastructure/Project Related (in USD)

Transacted in excess of USD 37 billion

618 m Project M&A

1,095 m Partnership Flip Tax Equity

1,733 m Construction Loan

2,408 m Equity Investment

31,373 m Project Financing/EBL

- Core team transacted over USD 40 billion through project finance, IPO, follow-on offering, bond issuing, M&A, equity investment, M&A globally, etc
- A sophisticated, seasoned, and transaction oriented team that focus on development, liquidity, risk management, and exits. Please refer to Core Team Transaction Credentials in Appendix for detail.

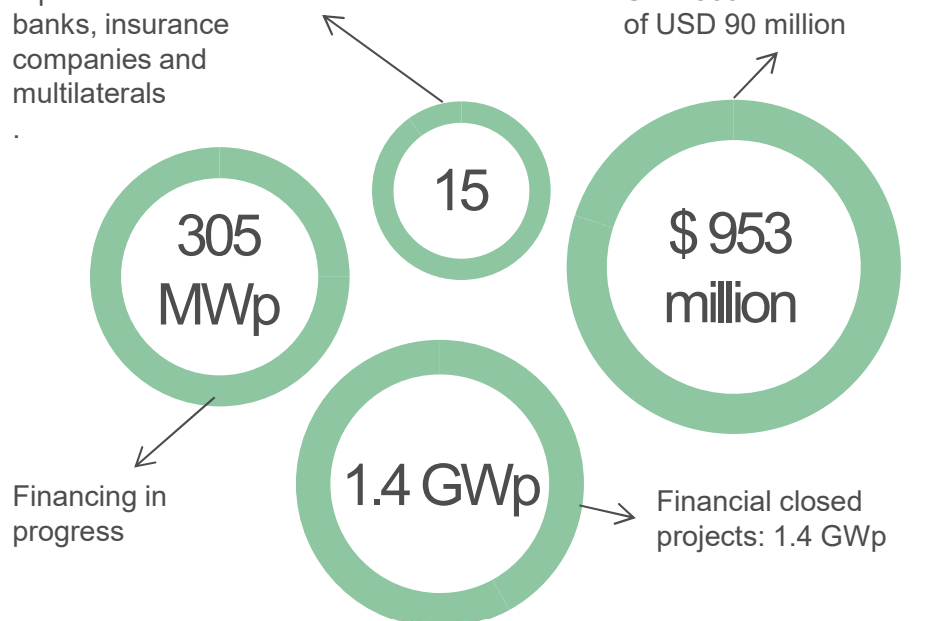
Financing Achievements

Internatinal IPP Project Financing

As of June 30th, 2018

Partnering with over 15 reputable international banks, insurance companies and multilaterals

Raised senior debt of USD 863 million and EBL of USD 90 million

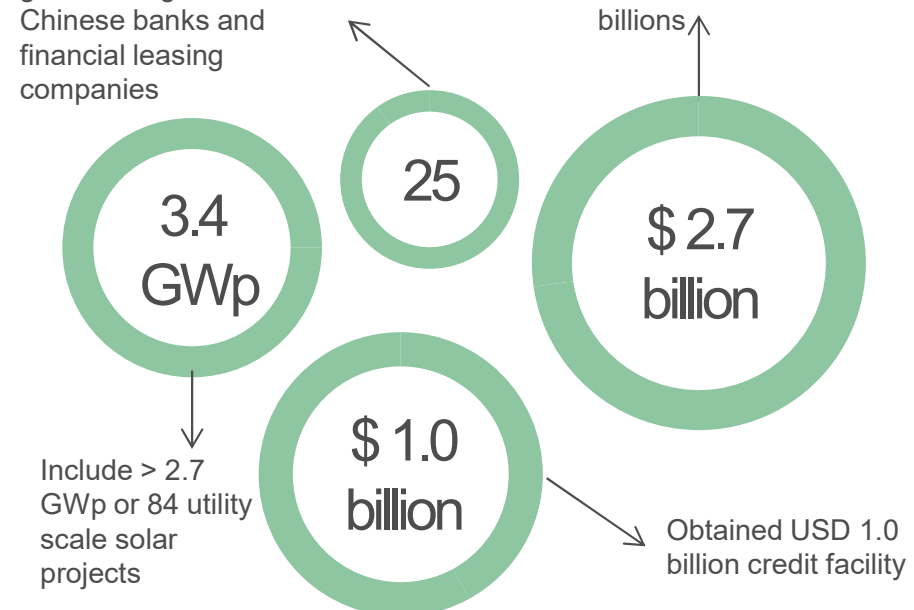


China IPP Financing

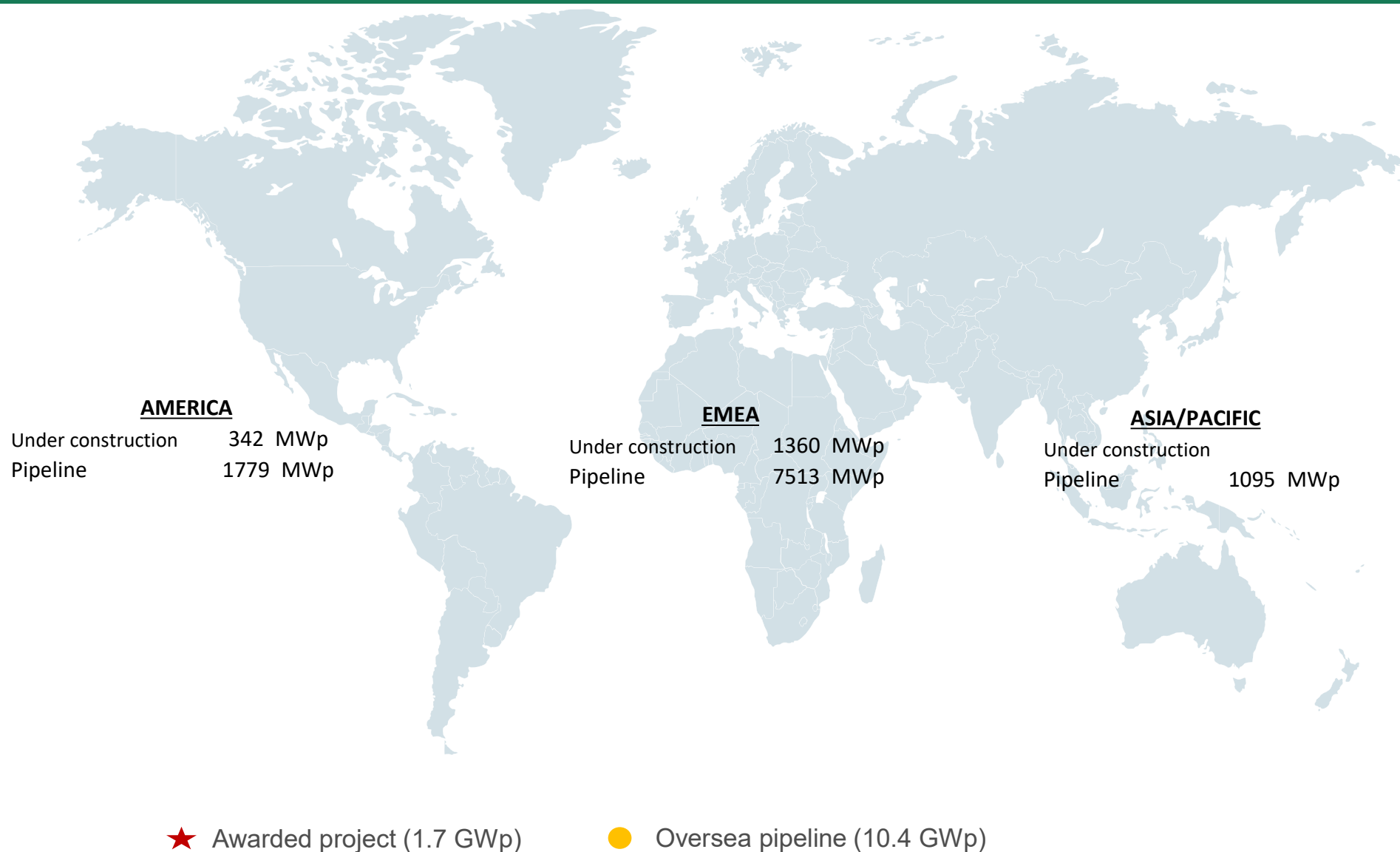
As of June 30th, 2018

Partnering with over 25 global recognized Chinese banks and financial leasing companies

Obtained loan amount of accumulative USD 27 billions



Footprints across Frontier Markets



Business Lines



Development

- Strong origination skill on both greenfield and brown field
- Professional knowledge of host country and international network
- Experienced in feasibility study and project execution



O&M

- Intelligent power station platform for timely defection and repairment
- Real-time database to improve operating efficiency
- Advanced system and cloud architecture to achieve remote monitoring



EPC

- Long-term cooperation with leading designing institutes to optimize project design
- Independent supervision and quality control team to improve security system
- Solid expertise on EPC request with proven track record on both China and international markets



Financing

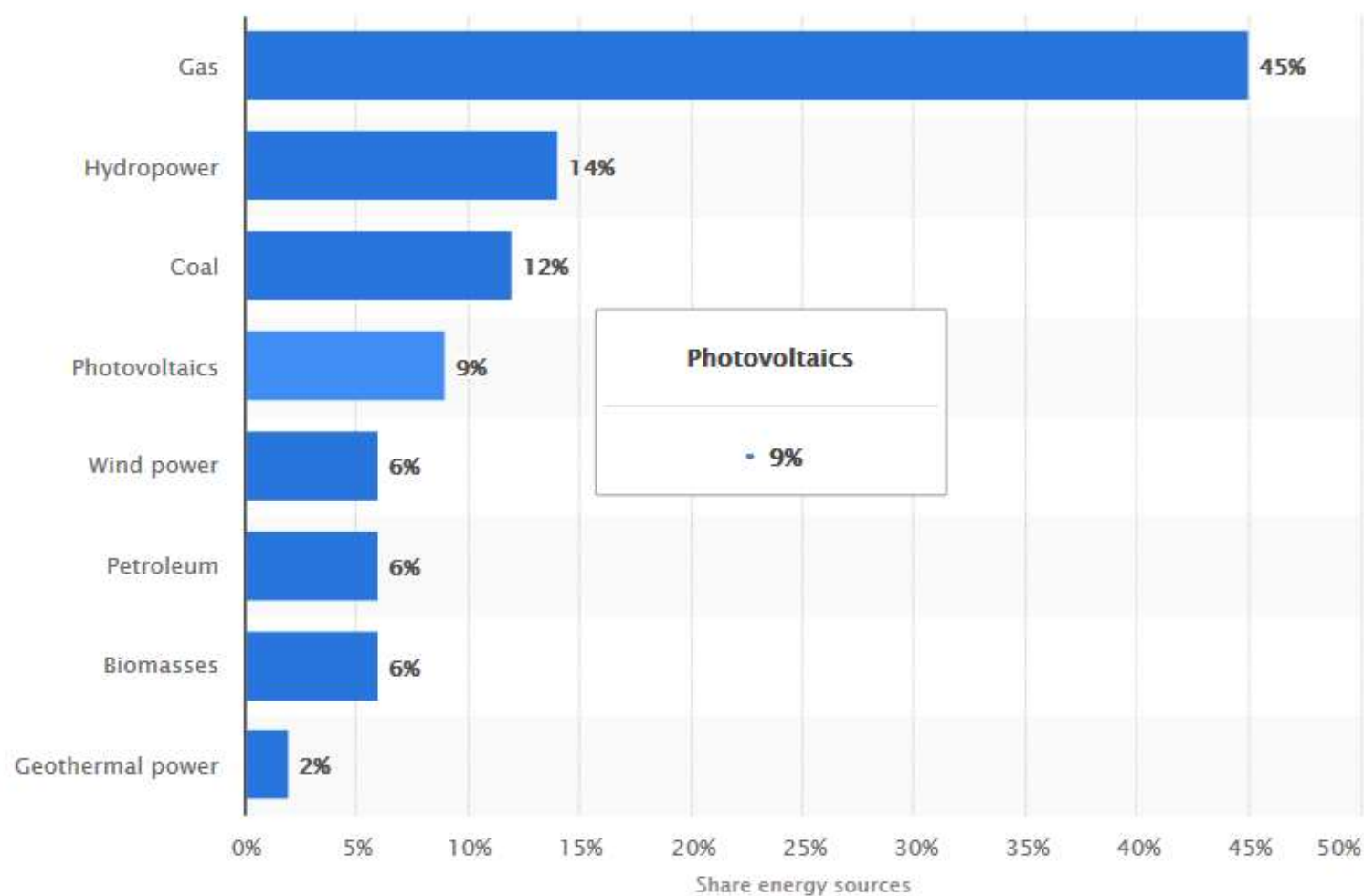
- In-house financing team with strong experience on project and structured finance
- Diverse financing channels though state-owned banks and reputable international banks
- Strategic financing cooperation agreement with CDB (RMB 3 billion), ICBC (RMB10 billion) and BOC (RMB 5 billion) etc





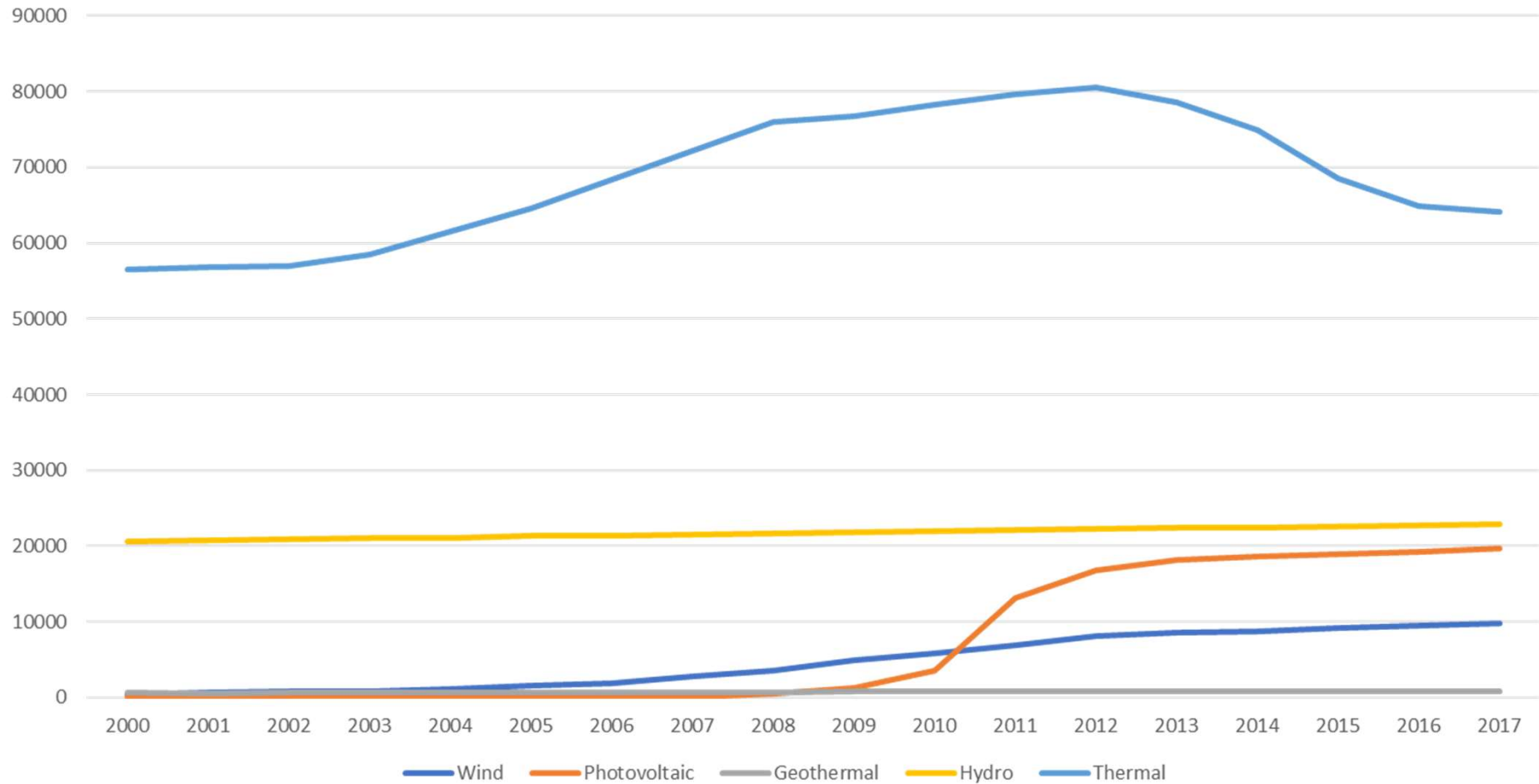
Thank you!

Energy mix in Italy in 2017

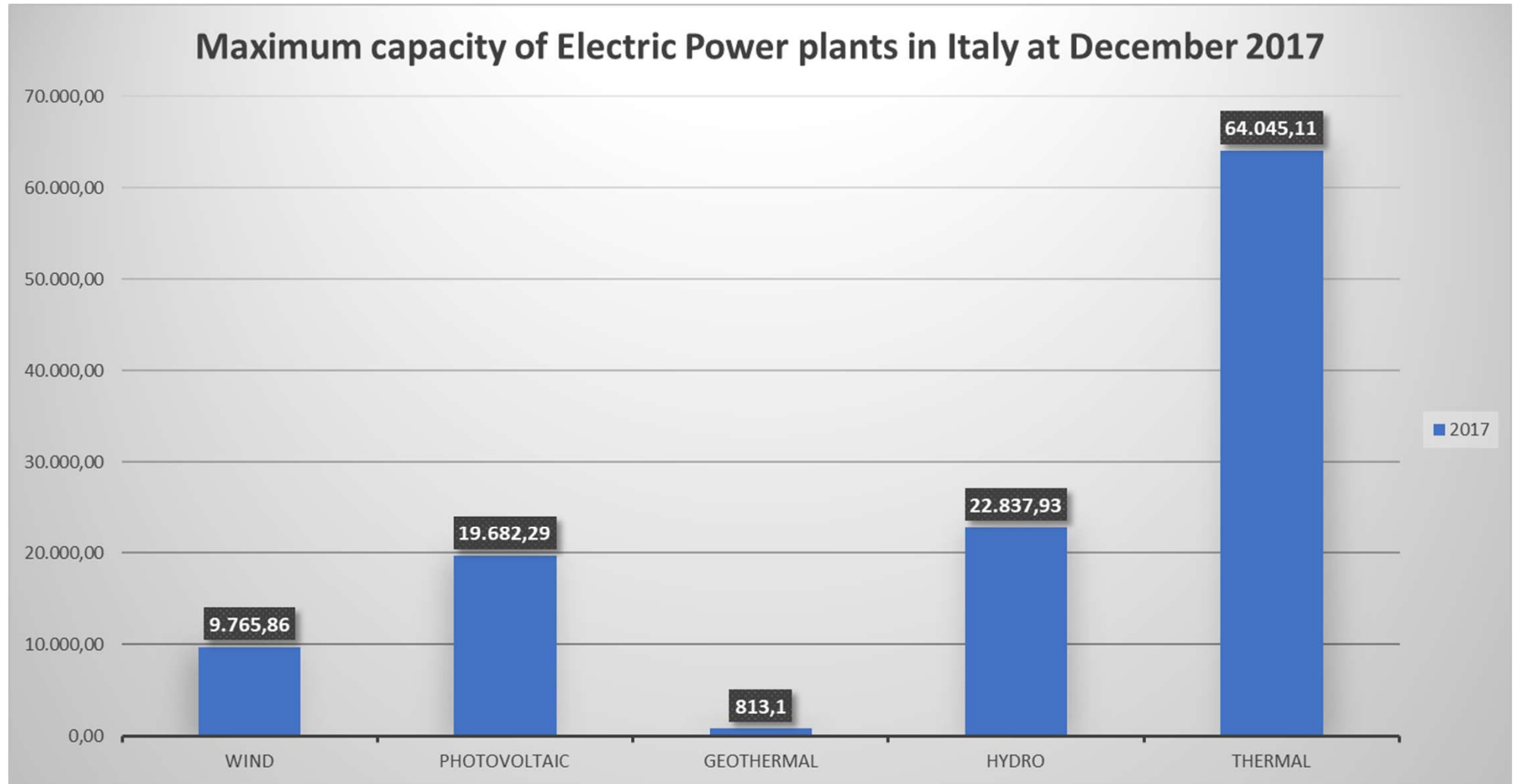


Installed Capacity Evolution in Italy

Italy installed Capacity Evolution. Source Terna.



Installed Capacity Italy 2017. Source Terna



Global numbers in corporate PPAs

- In 2008 Global cumulative corporate PPA were 0.1GW
- Q4 2018 Global cumulative corporate PPA are 10.6 GW
- Europe is also growing. From 0.2GW in 2013 to 2GW Q4 2018.
- Expectations are to multiply these figures more than double in the medium term.
- To date more active countries are US, MEXICO, NORWAY, SWEDEN

Most common PPA structure

- Virtual PPA (eg Financial PPA)
- Physical PPA
- Green Tariffs Programs (sleeved PPA)

3 main risk still remain unaddressed

- Shape & production risk
- Term risk
- Credit risk
- Operational risk