



Nextracker & Trina

Paired for Performance, Nextracker and Trina Offer Resilience, Availability, and Lifetime Value to Customers in the Middle East

Hemanshu Sugandhi
Director Business Development, Emerging Markets

6 October 2020

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We are tremendously honored to partner with Trina to help deliver the best performance for our global customers.

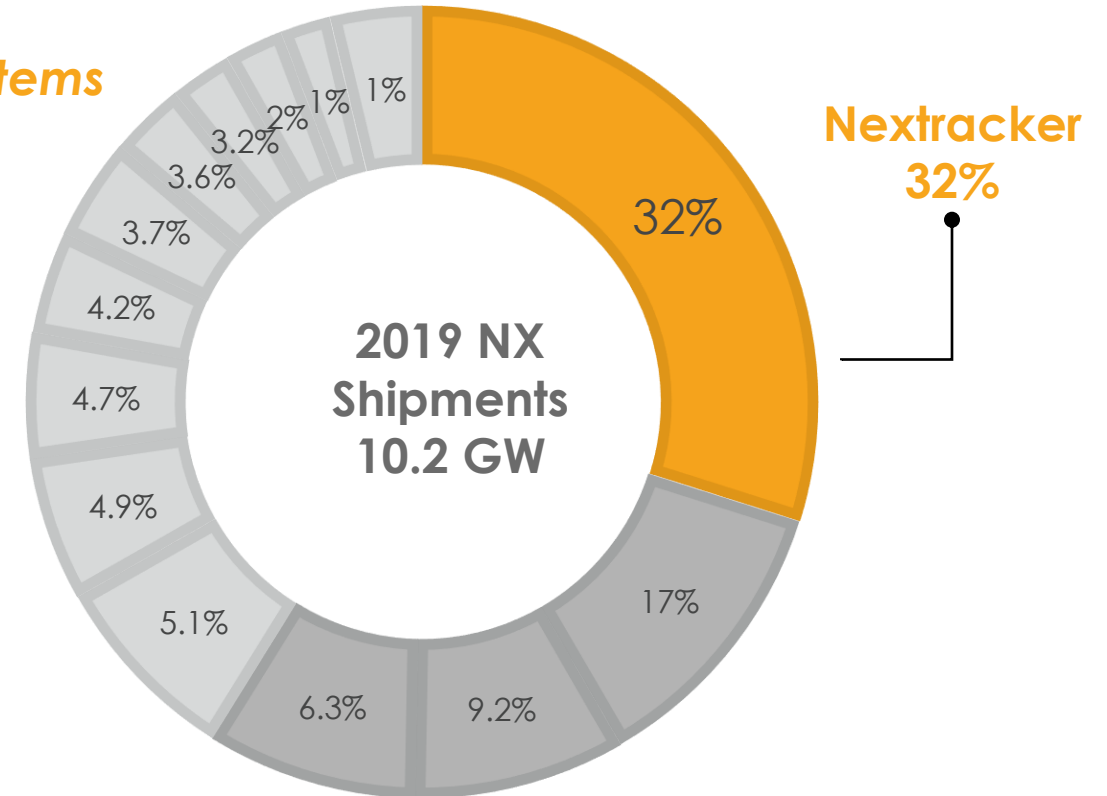
Trina is one of the leading Tier 1 PV module companies with proven superior performance worldwide. With several gigawatts of paired performance, we are proud of our continued collaboration from bifacial testing to reducing LCOE without compromising quality. Together, we partner to deliver the best.”

Dan Shugar, CEO of Nextracker

Company Overview

#1 Global Market Share Leader in Solar Tracker Systems

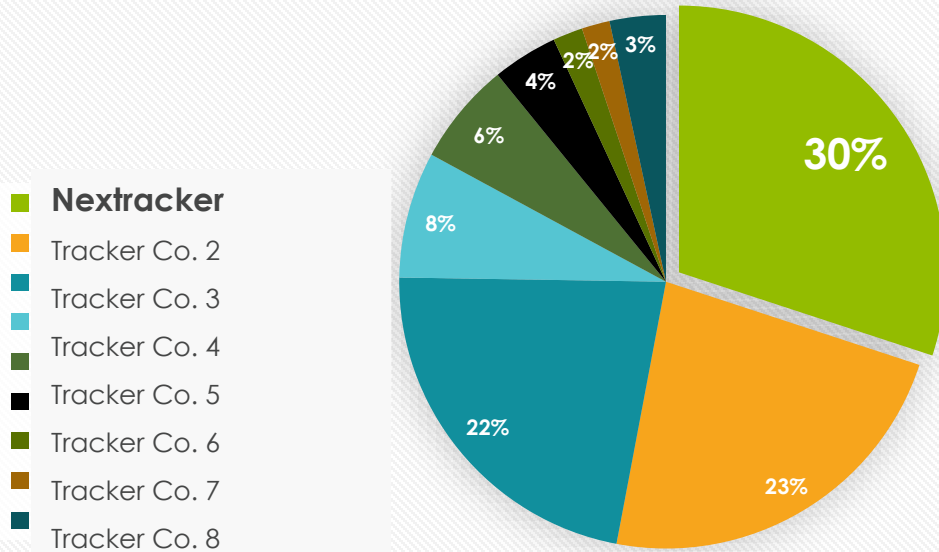
- **40 GW** of solar tracker systems in operation or under construction in 6 years
- **A Flex company**
 - \$25Bn annual revenue, \$14Bn balance sheet
- **Global presence**
 - 375 staff worldwide, 8 global offices
- **Robust product lines**
 - Solar trackers, software and controls, digital O&M
- **Deep PV expertise and experience**
 - executive team has 400+ years of collective experience as EPCs, developers, and in global manufacturing



**#1 market share leader five consecutive years:
2015-19**

Source: IHS Markit, July 2020

Solar Tracker Market Shares MENA, 2019



• The Saudi Arabia, United Arab Emirates, Jordan, Egypt and Oman were major tracker markets in 2019.

• Nextracker's Middle East market share grew YOY, skyrocketing from 10% in 2018 to 30% in 2019.

Source: Wood Mackenzie Power & Renewables, March 2020



Middle East Solar Industry Association (MESIA)

22,617 followers

1w •

Shanghai Electric has picked Nextracker to supply the solar tracker system for the 1GW fifth phase of Dubai's Mohammed Bin Rashid Solar Park, the largest in the Middle East.

The 1GW fifth phase is due for completion in 2023.

The PV farm, located 50 km south of Dubai, is owned by the Dubai Electricity & Water Authority (DEWA). Other shareholders include Saudi Arabia's ACWA Power.

Shanghai Electric is the project's EPC contractor.

Shanghai Electric president XiaoRong Yi said: "We're delighted to work with the number one solar tracker systems provider and leading technology for bifacial yield gains worldwide."

https://lnkd.in/da_7ewr

#mesia #mesiasolar #solarpanel #solar #solarpower #solarenergy
#renewableenergy #SolarPanels #battery #PV #CSP #Renewable #Energy
#Sustainable

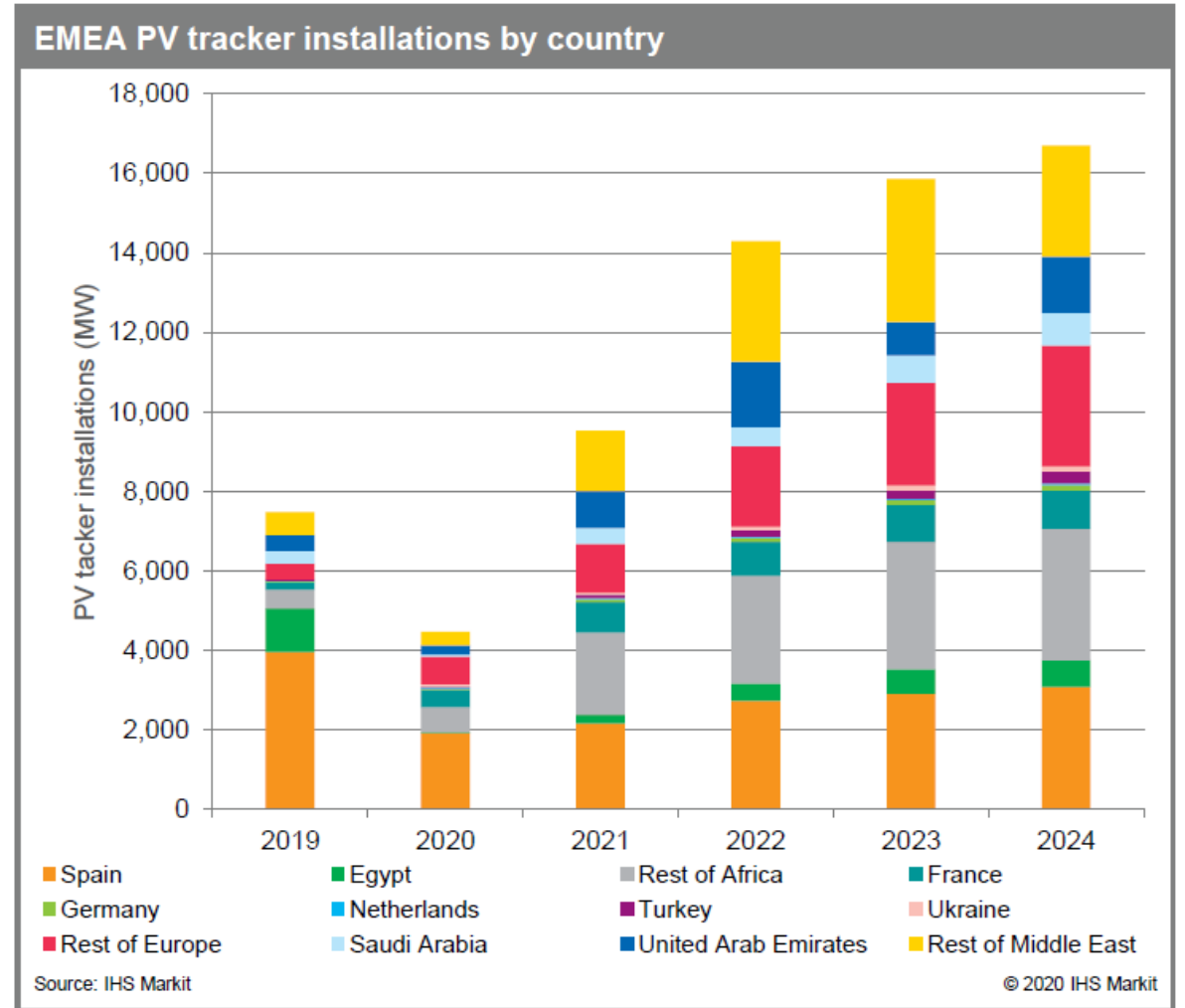


Nextracker to supply 1GW Dubai PV giant

renews.biz • 2 min read

PV Tracker Installations to Reach Almost 60 GW in EMEA by 2024

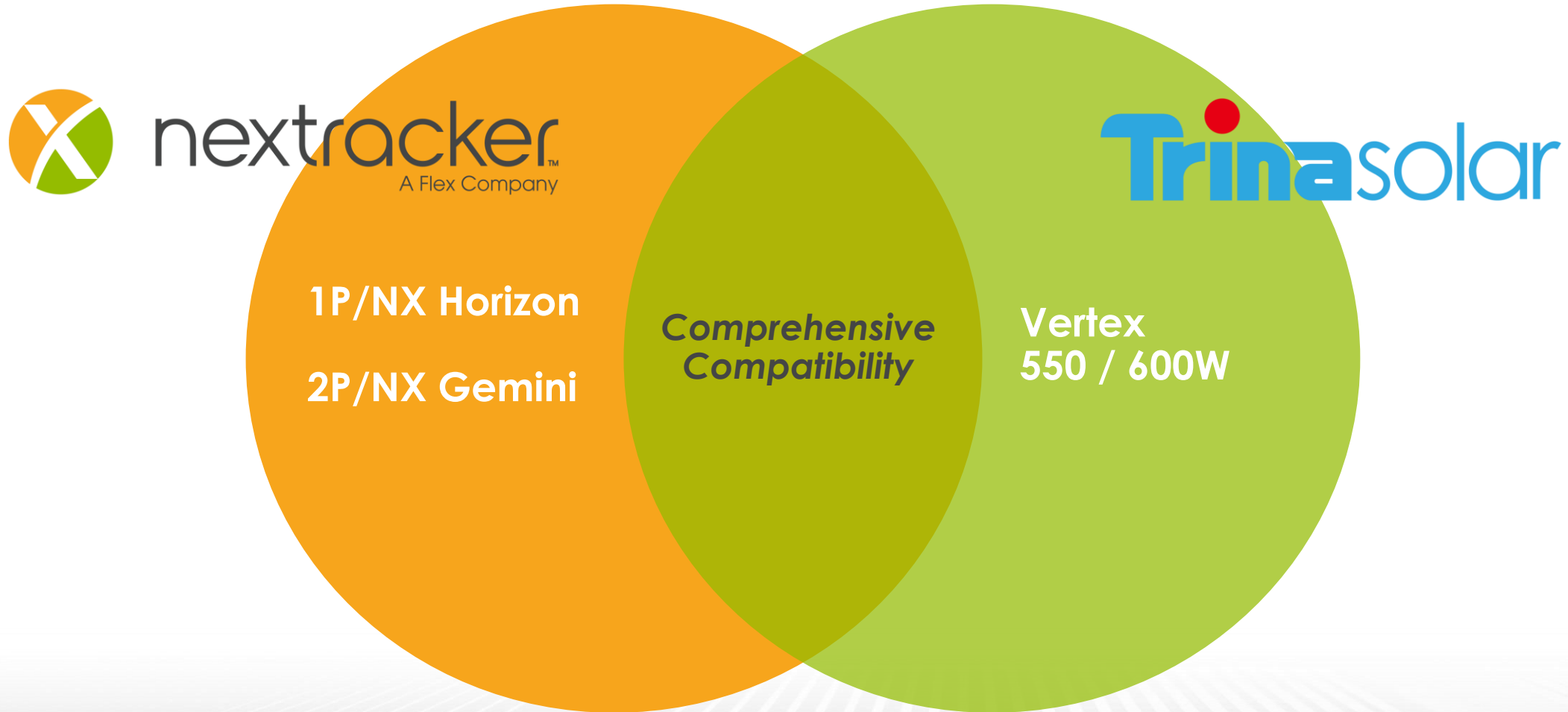
- Solar tracker installations are forecasted to reach 59 GW through 2024 making it the 2nd largest region for solar trackers after the Americas
- United Arab Emirates (UAE) is forecast to be the second largest individual market with 5GW of cumulative tracker installations forecast to be installed in the forecast period.



Leading Customers in the Region: Middle East India Africa Turkey (MEIAT)



Nexttracker + Trina: Gigawatts of Paired Proven Performance



NX Product Portfolio

SOLAR TRACKER PORTFOLIO



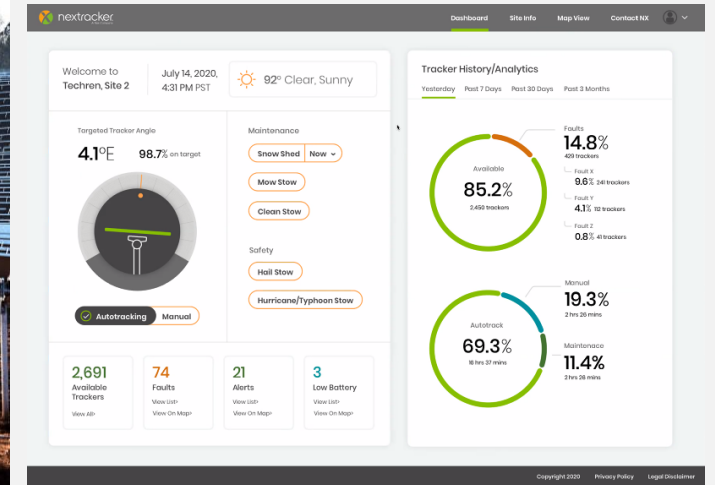
NX Horizon™ & NX Gemini™

- ✓ Industry's most advanced smart solar trackers
- ✓ Optimized for range of tier one modules
- ✓ Monofacial, bifacial, FSLR S6.

NX Data & Monitoring Control Services

Suite of advanced data and software-driven digital services that dramatically improve asset management efficiency and lower operating costs.

SOFTWARE & CONTROLS



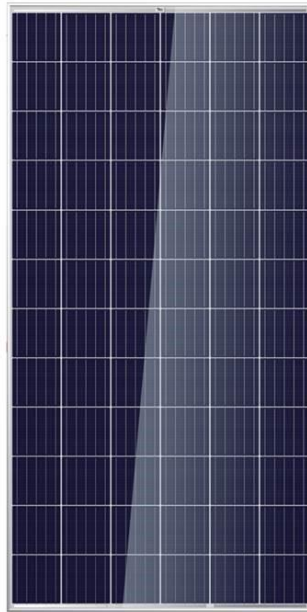
TrueCapture™ & NX Navigator™

- ✓ Smart software and control platforms
 - ✓ Improve monitoring precision
 - ✓ Increase energy yield up to 6%

Understanding the Forces on Large Formats

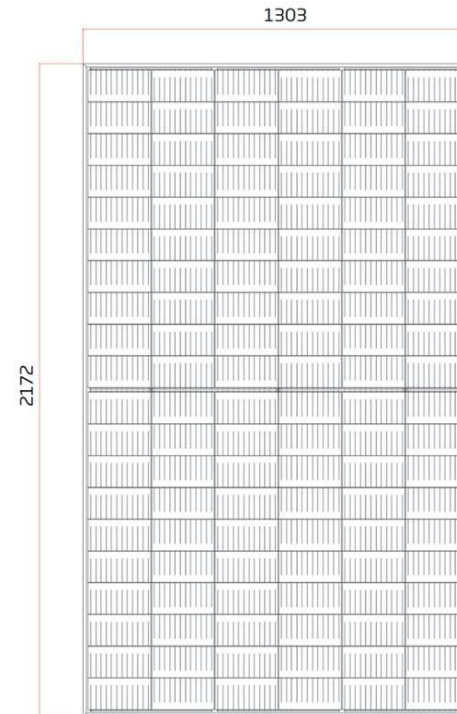
Trina's Vertex 600 W: +45% increase in surface area

TALLMAX



TallMax – 325 - 345W
Mid 2015

Vertex



Vertex 605W
2020



Nextracker: Safely and Efficiently Addressing Large-Format Modules



NX Horizon



NX Gemini

- **Active Wind Stowing:** Reduces panel pressures & prevents back-winding and panels are much safer
- **Engineered to Prevent Wind Dynamics** (peer-reviewed): No galloping or flutter and panels have greater protection
- **Hail Stowing protects panels in harsh conditions/ NX Navigator** Texas, US slated for biggest growth/ hail prone region
- **Detailed Wind Pressure Mapping:** Optimized mounting solutions and stronger where needed, lightweight where not
- **Rapid panel installation** at easy working heights: Better for larger & heavier panels

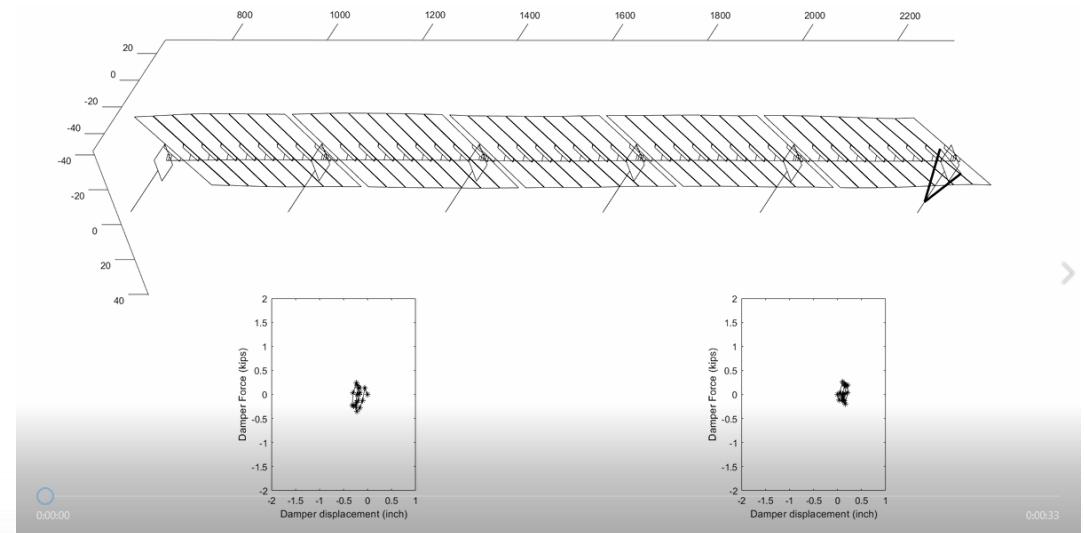
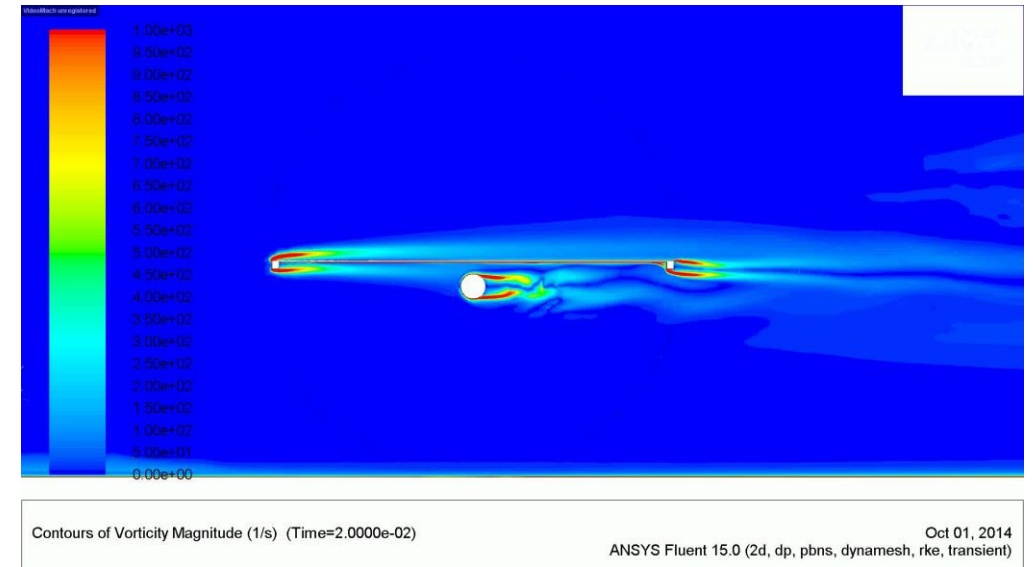
Large Module Preparedness

New Wind Tunnel Testing

CPP has completed new wind tunnel testing on large format modules. This ensures stability of even the biggest module form factors.

Advanced Dynamic Analysis

Nextracker has pioneered dynamic analysis in the industry and has now taken it to a new level. The most state-of-the-art methods predict and analyze multiple dynamic modes associated with large modules



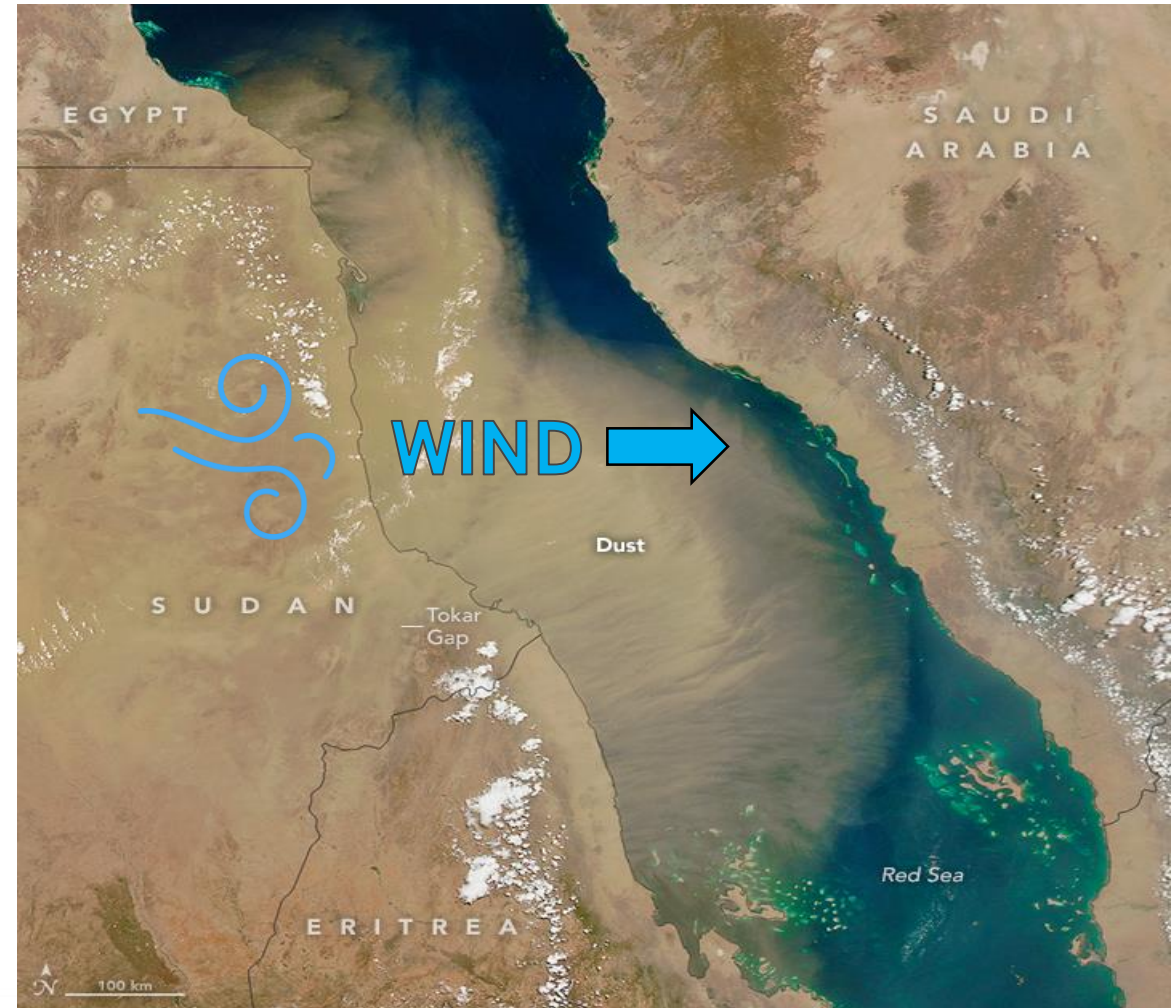
Active Stowing & Controls

Smart Active Controls

The most advanced controls in the industry predicts both speed, direction, and storm duration to ensure greatest reliability

Directionality Matters

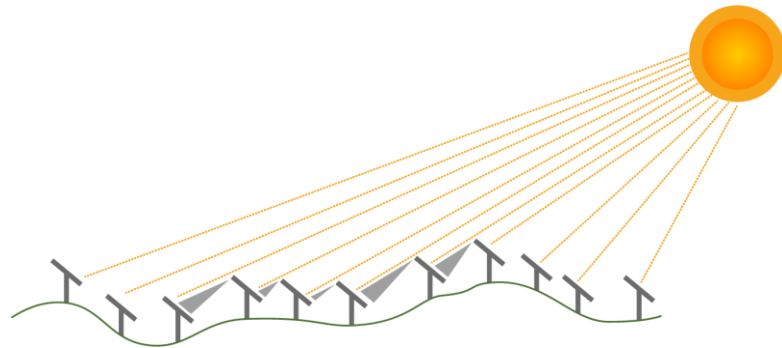
Stowing into the prevailing wind direction creates increased stability and prevent micro-cracking



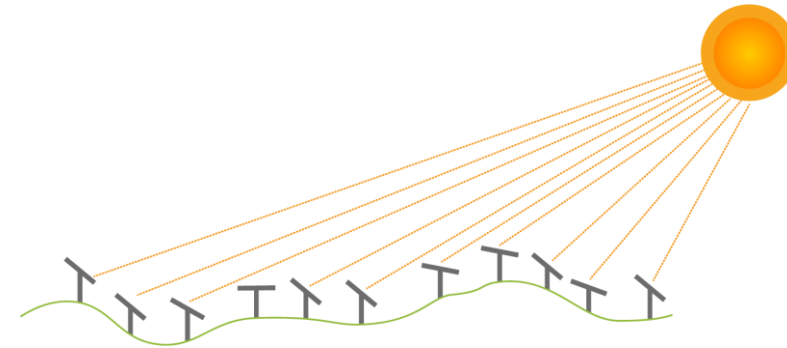
TrueCapture Smart Control System

Solving for Row-to-Row and Diffuse Light Real-World Site Challenges

Row-to-Row Tracking:



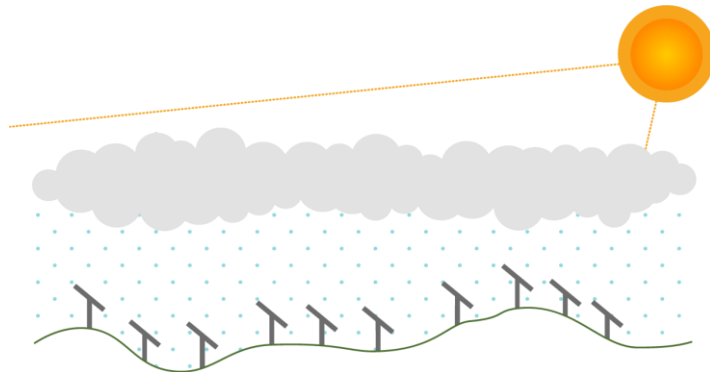
Industry Standard
Backtracking Methodology



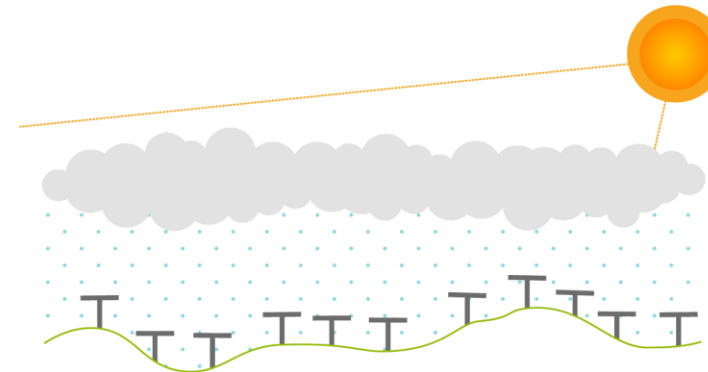
TrueCapture Eliminates
Shading Losses

E ← ————— → W

Diffuse Light Tracking

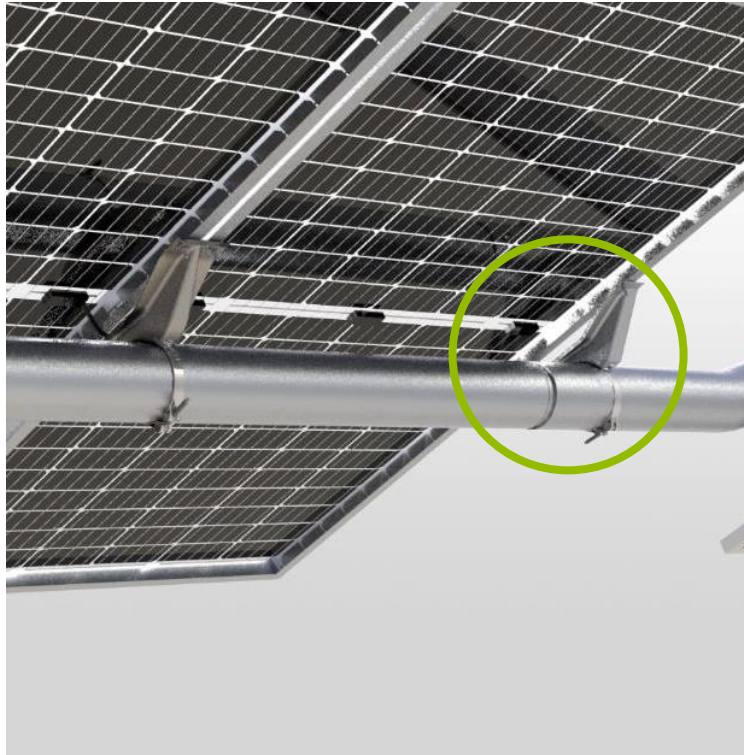


Conventional Tracking



TrueCapture Diffuse Tracking

NX Horizon Bifacial Enhancing Features



*"High-rise" Rails
90mm tube to cell*



*Gaps above Piers
and Bearings*



Drive System Gap

Additional Resources



White Paper:
Quantifying Your Bifacial Gains—Using Calibrated PVsyst Model Input Parameters to Accurately Predict In-field Performance



Nexttracker Feature:
Middle East Solar Association's Solar Snapshot 2020 Soiling Losses on Utility-Scale Plants in the Middle East



White Paper: Designing for the Wind



Solarplaza AI White Paper: Making Solar Smarter



White Paper: Optimizing Your Energy Yield



White Paper: Tracking Your Solar Investment



Solar Plaza's SAMNA20 Live: Chat On Extreme Weather



A Tale of Two Solar Racking System Fasteners: Threaded vs. Lockbolt

Thank you

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Emerging Markets

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