



“Oportunidades y Desafíos para la generación distribuida en México”

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LONGi

About LONGi



The world's leading solar technology company

LONGi is leading the PV industry with product innovations, optimized performance-cost ratio and breakthroughs in monocrystalline technology. LONGi is recognized as the world's most valuable solar technology company, with the highest market value. Innovation and sustainable development are two of LONGi's core values.



Y2000
Established



40000+
Employees



\$4.76 Billion
Revenue
(Y2019)



\$763.4 Million
Net Profit
(Y2019)



42 GW

Total capacity of monocrystalline silicon wafers, ranked No. 1 worldwide in 2019



9.08 GW

Total shipment of monocrystalline cells and modules in 2019



BloombergNEF

Altman-Z Score 3.60, highest of all manufacturers
(Bloomberg NEF 2Q-2020 PV Outlook)



PV MODULETECH
BANKABILITY RATINGS

The only AAA Rating in the new PV
ModuleTech Bankability Rankings

LONGi is One of Most Bankable Brand



Source: PV-Tech.org

PV ModuleTech Bankability Rating:

- **AAA: LONGi**

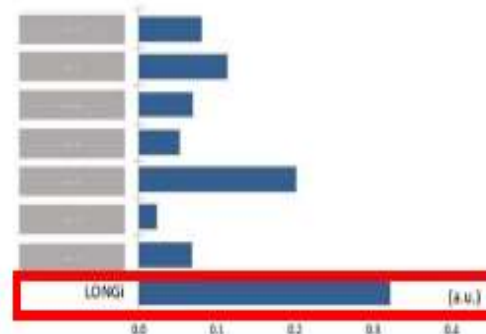
- AA: 5

- A: 2

- BBB/BB/B: 10

Total module suppliers: > 100

Profitability Benchmarking A&B Suppliers Q1'20 Report Release



Source: PV-Tech, PV ModuleTech Bankability Ratings report, Q1'20 release Feb. 2020, © Solar Media Ltd. 2020

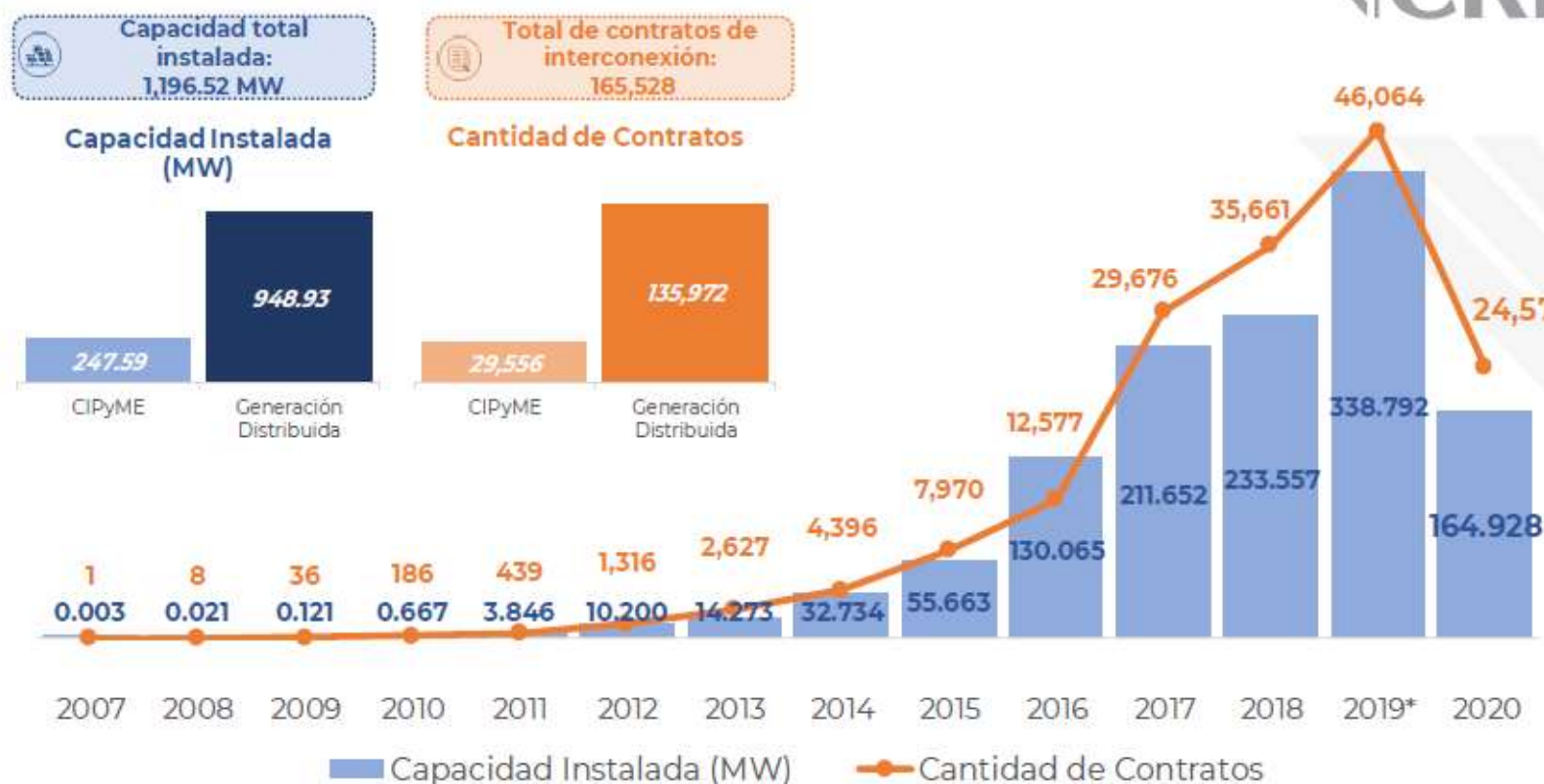


Market Overview

- 2019 current market closed with more than 338 installed MW for DG for an accumulated 948 Mw market including more than 46k contracts for an accumulated of 165k contracts according to the Energy Commission (CRE). Despite the pandemic situation we have surpassed 1 GW in accumulated installed capacity in Mexico.
- For 2023 DG market expects an installed Capacity as of 2.5 GW and 400k interconnection contracts. Being Jalisco, Nuevo León and Mexico City the highest in capacity and contracts
- Secretaria de Energia will support DG installation in coordination with FIDE, which means, Financial tools (Ciudad Solar)

Market Overview

Solicitudes de interconexión de Centrales Eléctricas con capacidad menor a 0.5 MW¹
Evolución anual – CIPyME² / Generación Distribuida³



1. Información Proporcionada por la Empresa Productiva Subsidiaria de la Comisión Federal de Electricidad, CFE Distribución, con cifras al 30 de junio de 2020.
2. CIPyME, Contratos de Interconexión de Pequeña y Mediana Escala. Solicitudes de interconexión atendidas de 2007 a 2016.
3. Solicitudes de interconexión atendidas conforme a lo dispuesto en la Resolución RES/142/2017 publicada en el DOF el 7 de marzo de 2017.

* Contiene información de Contratos de Interconexión y capacidad instalada, correspondiente a 2019, reportada por CFE Distribución en las estadísticas del primer semestre de 2020.

Public Policies and Perspectives

- **Mexico's Economic Budget for Private and Public will be 14 MDD** and will include Energy within its projects
- **The Paris Agreement Agenda considers a 500,000 MDD budget** and will be joined by a new normativity, and fiscal credits to reduce polluting emissions, create jobs and economical growth.
- **This plan also proposes to create a Regional Power Grid, including the T-MEC Region, Central America & Colombia**
- **Producing Solar energy**, its 50% cheaper than any Fossile Sources. It Contributes to Cheaper Energy, and Regional Economics

Hi-MO4 Series

Main products for various applications

High power

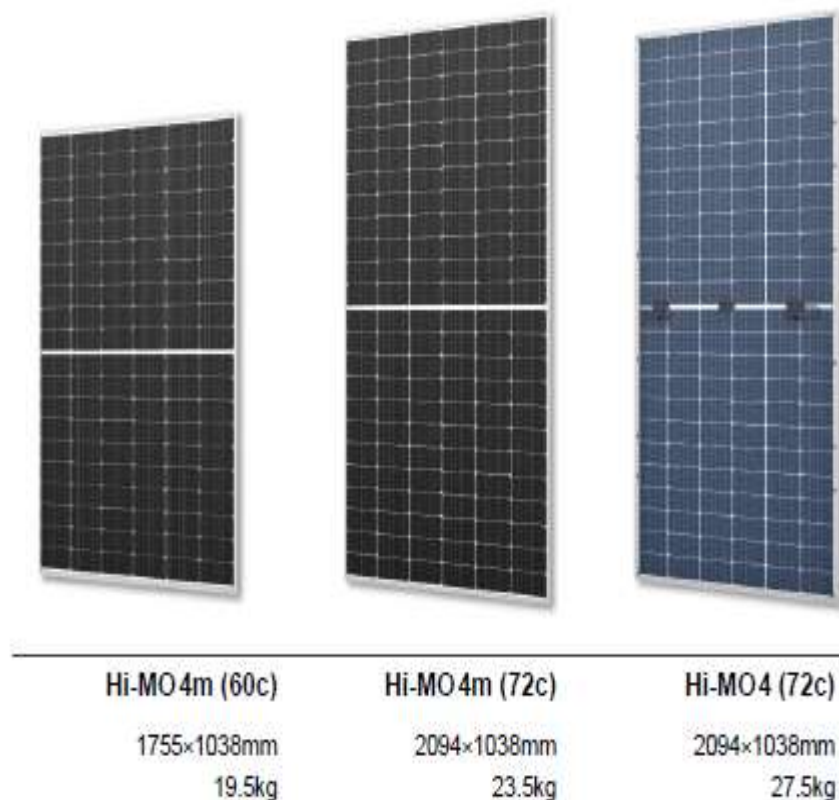
Front side power up to 450W (20.7% efficiency) by using M6 wafer, offering lower BOS cost and LCOE for PV projects.

Wide range of applications

Suitable for residential and C&I projects, as well as large power plants. Cumulative shipments have reached 6GW. Supply capacity exceeds 20GW in 2020.

Reliable bifacial gain

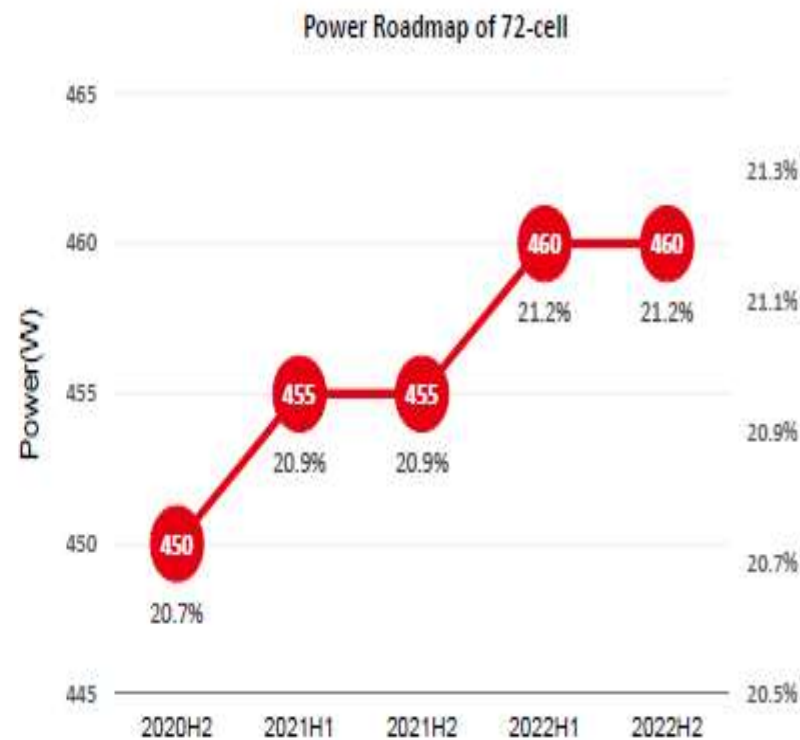
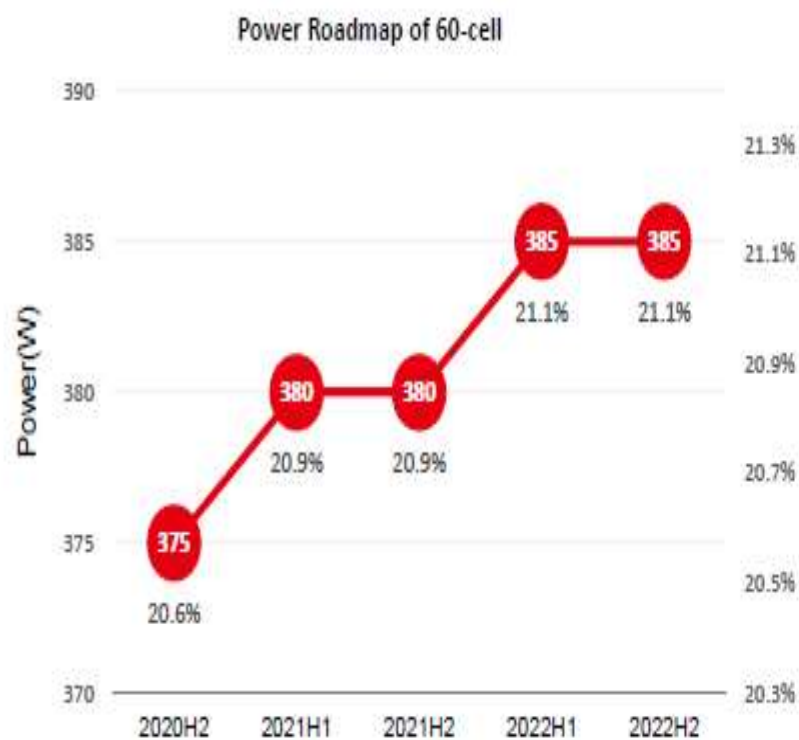
LONGi's global bifacial module shipments are now over 6GW (ranked No. 1 worldwide). Energy yield and reliability have been verified by customers.



Hi-MO4 Series

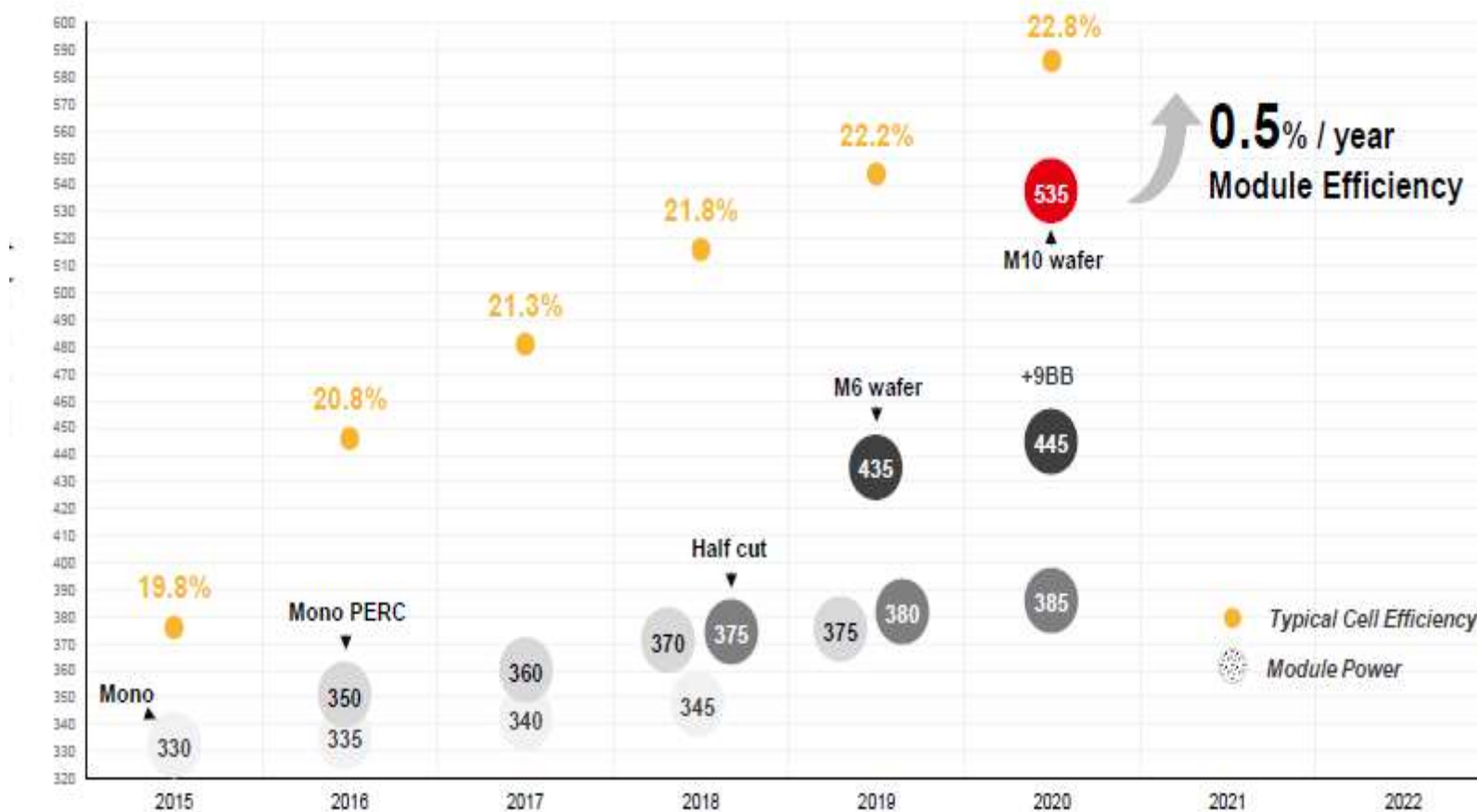
Power roadmap

Propelling the transformation



Efficiency and Power Evolution

Propelling the transformation



High Quality and Reliability



LONGi Solar is 1 of 2 Overall High Achievers in RETC's inaugural PV Module Index;
LONGi Solar has been named Top Performer in 4 consecutive years in PVEL's PV Module Reliability Scorecard

THANK YOU



Propelling the transformation