



**2020**

# Corporate Presentation

# 01



**Our Positioning**



**Our Advantage**



**Our Business**



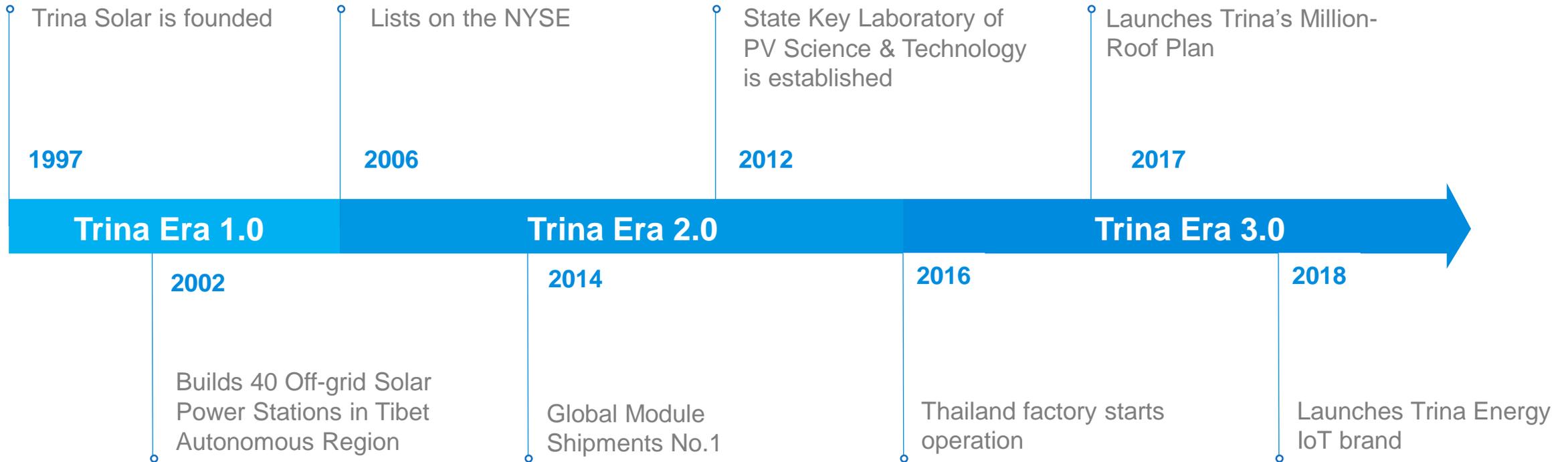
**Our Philosophy**

# Our positioning

The world's leading provider of PV and smart energy total solutions



# Milestones



# 02



Our Positioning



Our Advantage



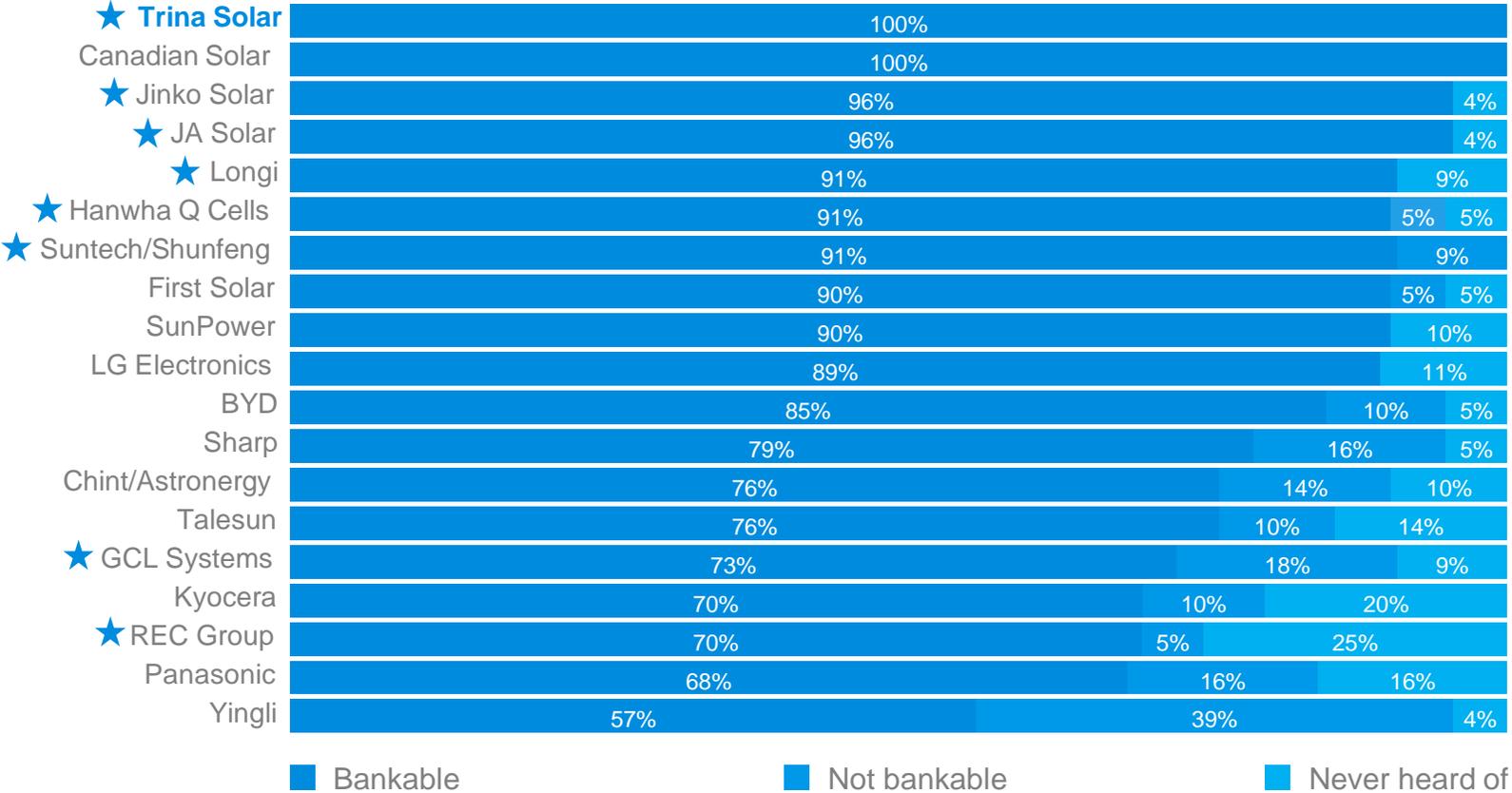
Our Business



Our Philosophy

# Reliable brand

## BloombergNEF's PV module bankability results



**“Top Bankable  
Module Supplier”  
2016 -- 2019**

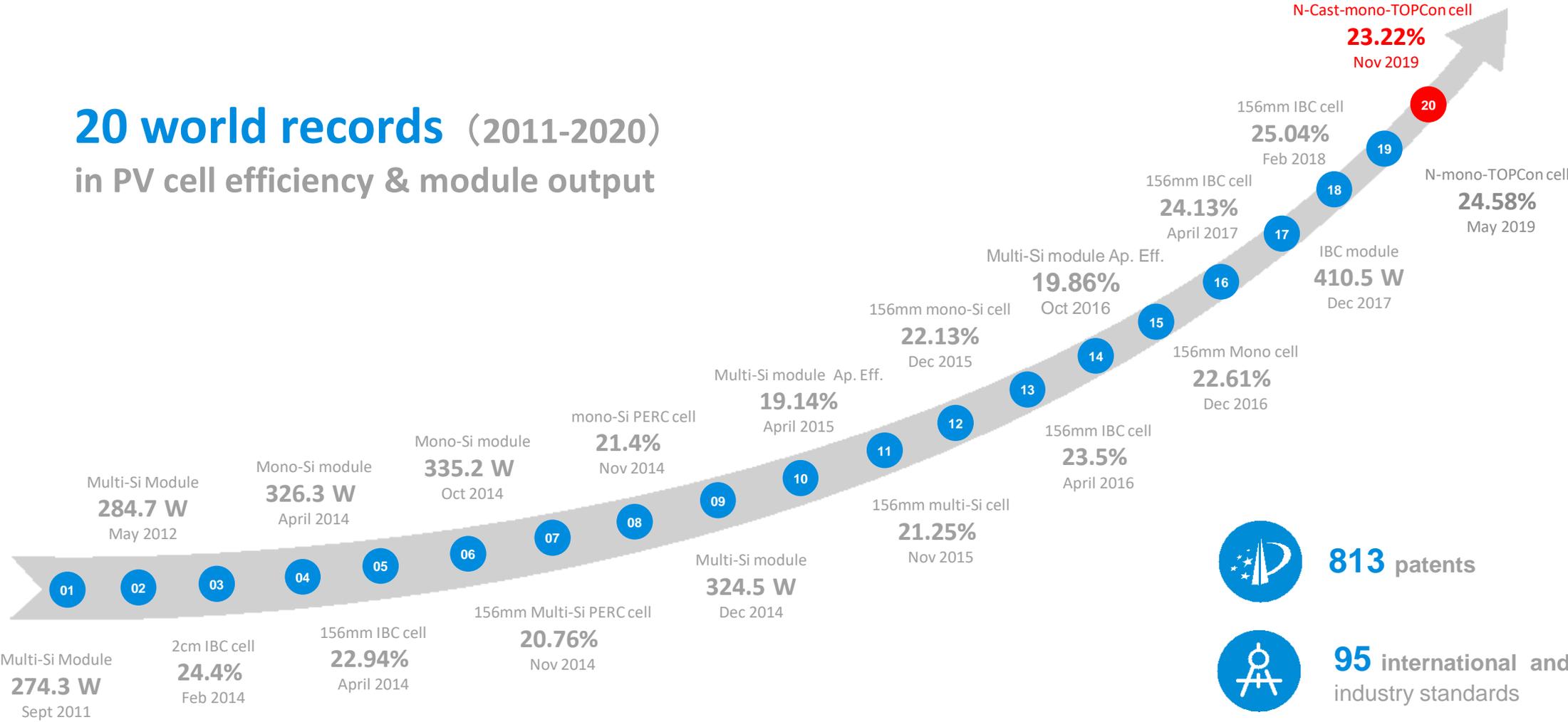
**Four times  
in a row**

Source: BloombergNEF

★ Note: Stars indicate the top performers in PVEL’s [2019 PV Module Reliability Scorecard](#). PVEL did not test all of the manufacturers listed above, so a missing star is not indicative of poor quality.

# Innovation for growth

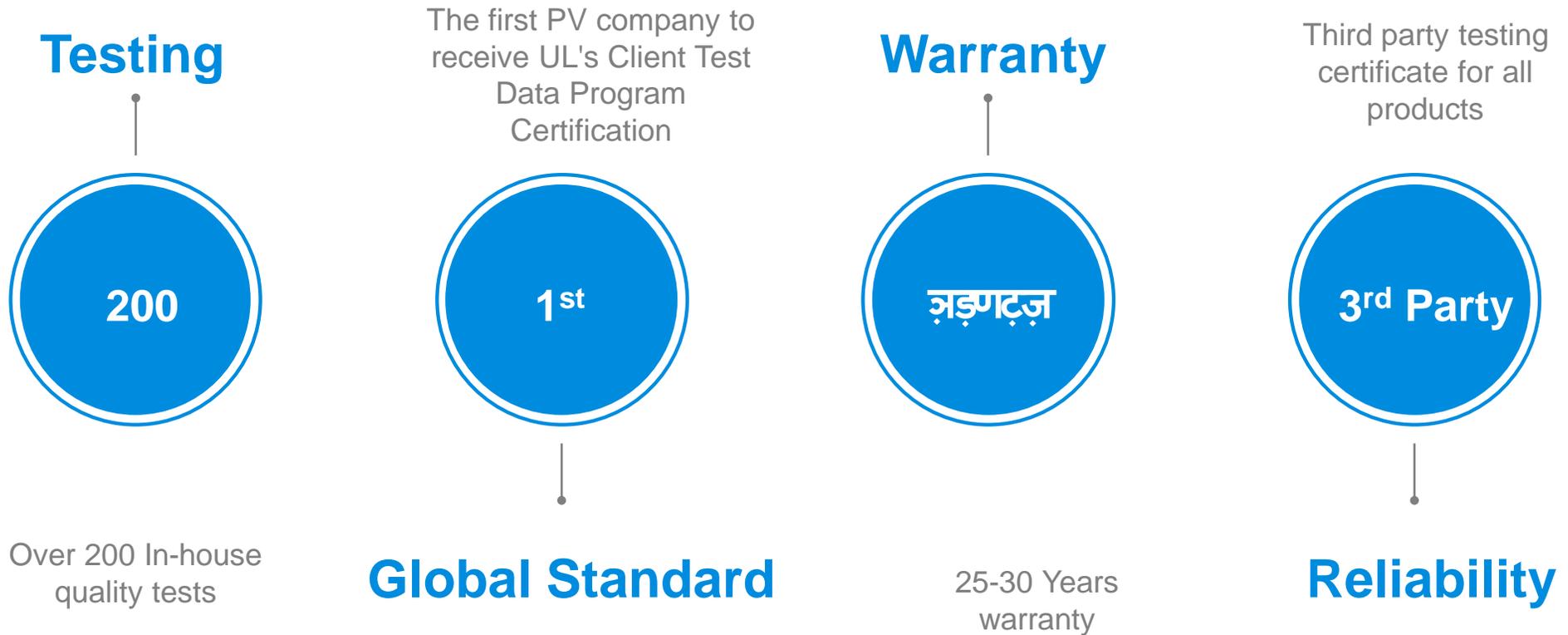
**20 world records** (2011-2020)  
in PV cell efficiency & module output



**813** patents



**95** international and Chinese industry standards



# Global leader of PV industry

Gao Jifan as  
Co-Chairman of GSC



Founding Member of the  
Private Sector Advisory  
Board for UNDP in China

Chairman of China  
Photovoltaic Industry  
Association



Industry Partner

Gao Jifan was elected as  
the vice-chairman of B20  
China Business Council



Gao Jifan joins the CEO  
Council for Sustainable  
Urbanization.



# Globalization



**45GW+**  
Module



**3GW+**  
Grid-connected



**100+Countries**  
Customers



**13000+**  
Employees

03



Our Positioning



Our Advantage

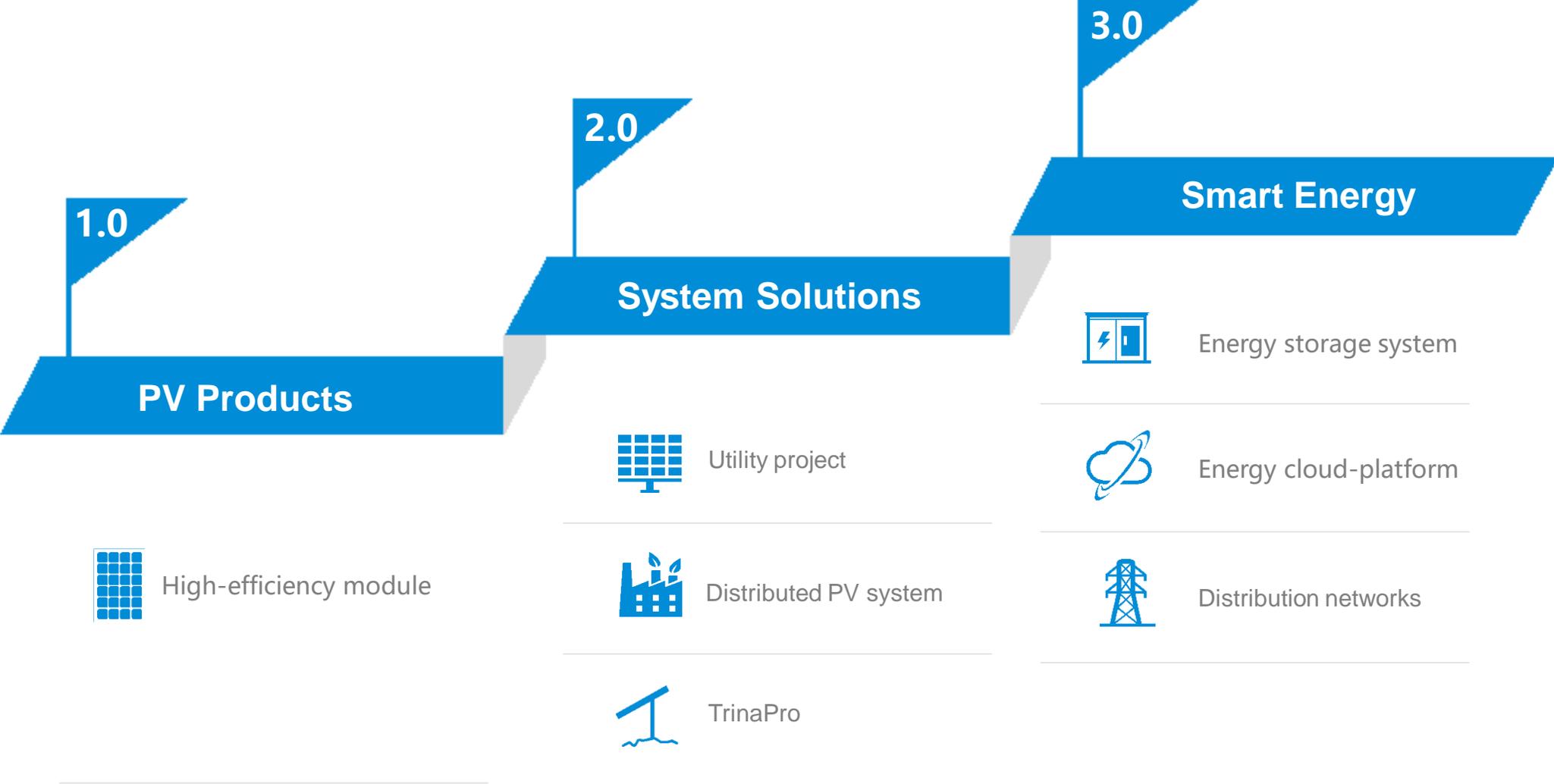


Our Business



Our Philosophy

# Our business



# Module products

## Tallmax, Tallmax M

High-efficiency module

- Designed for utility and commercial market
- Mono half-cut module
- Specific BOM is adopted in different climate zones to ensure power generation in the whole life cycle

## Duomax, Duomax M

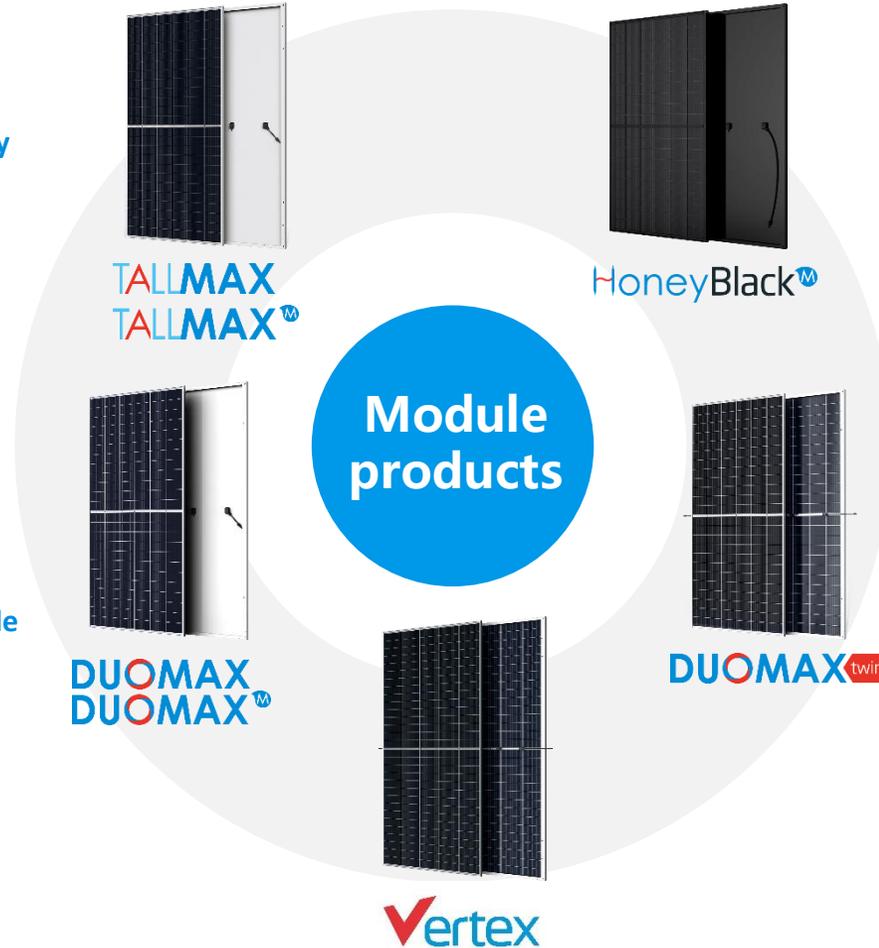
Highly reliable double glass module

- Variable PV application scenarios:
- Ground mount
- Floating system
- Fisheries and agriculture
- Carport
- Rooftop

## Duomax V , Tallmax V

- 21% high efficiency
- 210mm large-size silicon wafer and 1/3-cut design
- MBB and high-density encapsulation technologies
- Lower LCOE and BOS cost

500W+ ultra-high power module



## Honey Black M

Full black aesthetic Module

- Designed for high-end residential market
- Half-cut and MBB technology

## Duomax Twin

High power bifacial module

- High-efficiency PERC mono bifacial power generation
- Double glass technology
- Effectively improves system power generation
- Backside power generation Increases by up to 30%

# System solutions



Development



Financing



Design



EPC



O&M

# System solutions - Global presence



**3GW+**  
Connected projects worldwide



**7GW+**  
Global pipeline



# System solutions - Utility projects



**Japan Miyagi Ishinomaki** 14MW | CoD: Sep. 2017 | ground-mounted



**Vietnam Phong Phu** 42MW | CoD: May 2019 | Coastal Area



**Mexico Aguascalientes** 133MW | under construction | ground-mounted



**China Yunnan Jianshui** 300MW | CoD: 2015 | complicated topography

# Distributed PV system



**10 Thousand**  
C&I PV rooftop



**1 Million**  
Residential PV rooftop

**Shipment**

**1GW** **No.1**

Accumulated over 2 Years

**Channel coverage**

**1700+**

County-level distributors

**Service network**

**15000+**

Villages and towns

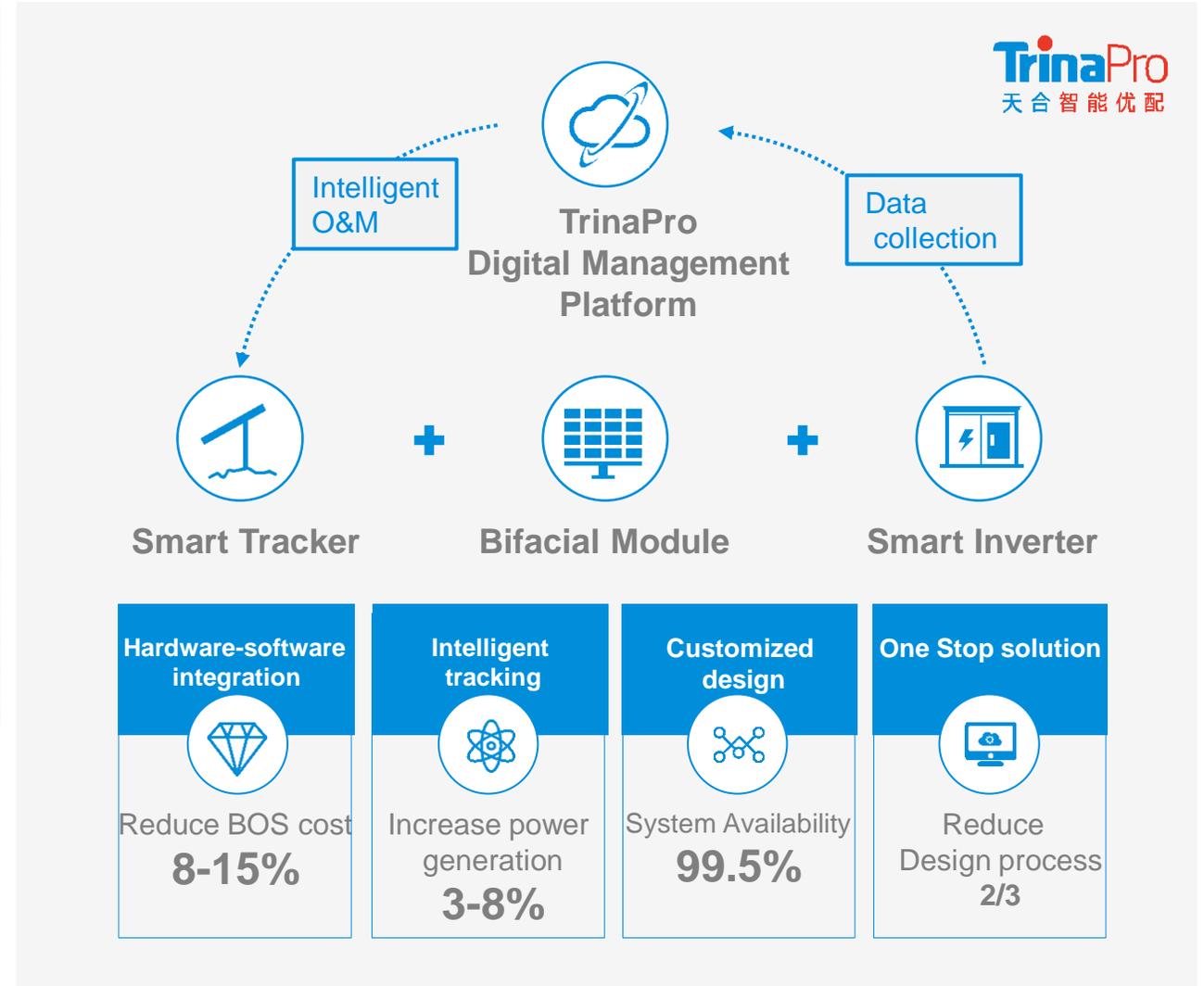
\* Data in this page is on Chinese market only

# System solutions - TrinaPro



## Cobra Solar Park Project, Spain

- ◆ 189.76 MW
- ◆ Half-cut modules + Nclave flat single axis tracker
- ◆ 2.8 billion tons GHG emission saved per year



# Smart energy



**Provides clean, safe and affordable smart energy solution**

# Smart energy- Energy storage system



Residential

Trinahome

0.4 kWh – 18 kWh



Commercial

TrinaCommercial

30 kWh – 1 MWh



Industrial

TrinaMega

500 kWh – 4 MWh



Micro-grid

TrinaMicrogrid

kWh – MWh

# Energy storage system project



## Maldives Hybrid Micro grids Project



4.6 MW  
Solar PV



6 MW  
Diesel



4.97 MWh  
storage

### Introduction:

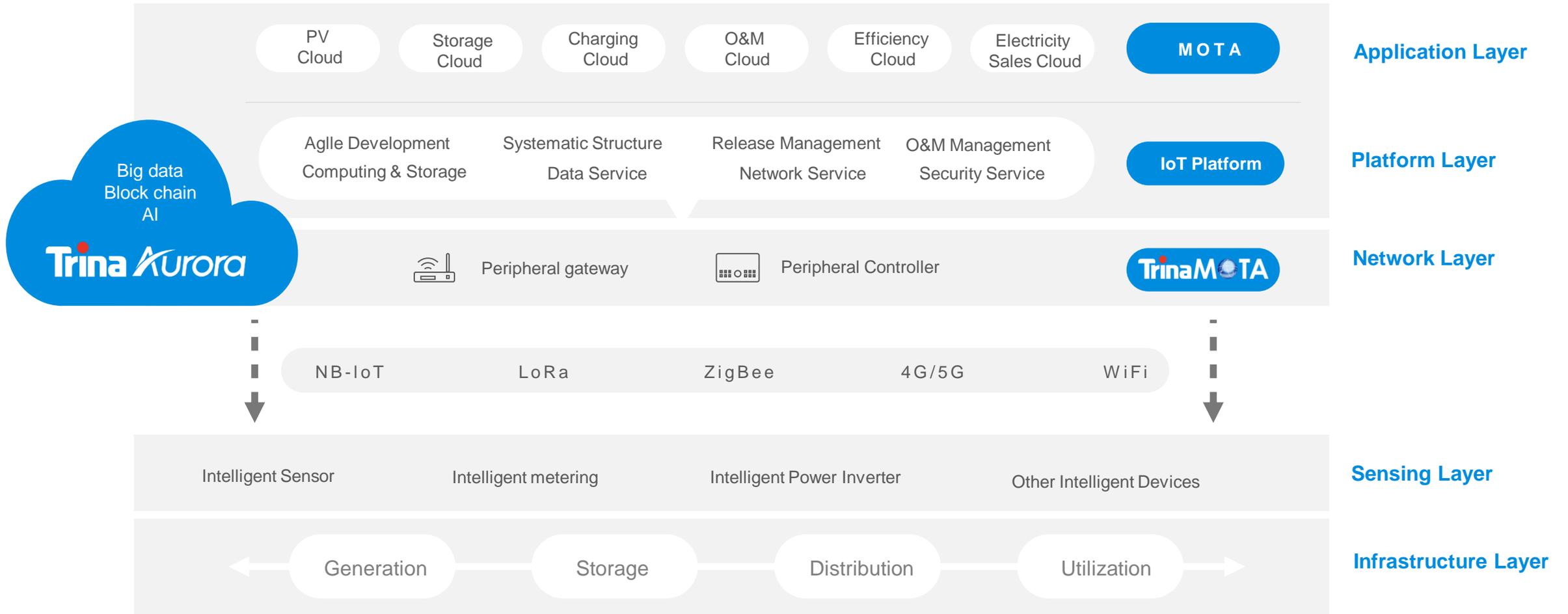
- Customized micro grid solutions are provided for 27 islands of Maldives
- Optimized performance of the island micro grids through the digital control of SCADA

### Benefit:

- Solved the problem of living electricity consumption of about 11000 residents and reduced the impact of diesel power generation instability on residents.
- The annual reduction of CO<sub>2</sub> emissions is about 8000 tons , which helps Maldives become a "carbon neutral" country in 2020

# ENERGY CLOUD - PLATFORM

## Structure of Trina IoT



04



**Our Positioning**



**Our Advantage**



**Our Business**



**Our Philosophy**

# Benefit mankind with solar energy



Donated solar modules to Msafiri Primary School in Tanzania



Initiated Siyuan Sunshine Fund for Entrepreneurship with a donation of 10 million Yuan



Donated modules to earthquake-hit areas in Nepal

Built 40 off-grid solar energy plants in Tibet, providing illumination for those without access of electricity.



Donated 10 ambulances to Fengning, a state-level key development county for poverty alleviation



Donated 200,000 RMB to Fuzhuang, a town in Hanyuan County affected by the earthquake in Sichuan





## Customer-Centric

Customer success is our own success

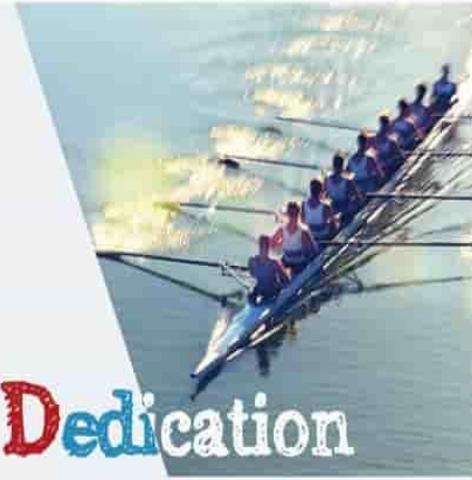
- Proactively seek to understand customer needs
- Quickly respond to customer requests
- Provide superior products and services to our customers
- Create exceptional customer experience



## Open-Mindedness

Embrace change with an open mindset, create success together

- Value honesty, integrity & candor; accept different view
- Focus on teamwork & synergy, create and share team successes
- Practice self-reflection and self-criticism
- Face the future and embrace change



## Dedication

Dedicated to create customer value & contribute to Trina's growth

- Be proactive and take quick actions
- Dedicated to work and strive hard to achieve goals
- Be fearless in the face of challenges and difficulties
- Persevere and committed to achieve the mission



## Excellence

Pursue challenging goals under the guidance of our mission and vision

- Seek transformational change and continuous improvement
- Courage to innovate and adopt rapid iteration
- Be a fast learner and develop and surpass ourselves
- Strive to be the best with determination and no hesitation

# Power beyond Solar

[www.trinasolar.com](http://www.trinasolar.com)