

JA SOLAR

JA Solar Part 1- Company Presentation

2016/3/7



JA Solar overview

JA SOLAR



Founded / IPO

May 2005 / February 2007 JASO (NASDAQ)

Headquarters

Beijing, China (with EU, US & Japan Offices)

Capacity 2016

- 5 GW solar modules by the end of Q2
- 5 GW solar cells by the end of Q2
- 1.5 GW silicon wafer

Shipments

- 2014 : 3.1 GW – World top 5
- 2015: guidance 3.6GW-4GW
- 2016 guidance: will be published together with the 2015 Yearly Report

Employees

12,032 at the end of 2015

Business highlights

- Industry leader
- Strong finance
- Manufacturing excellence
- Global market coverage and diversified customer base
- Advanced innovation

Products advantages

- High conversion efficiency
- High reliability
- High yield efficiency

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World leading manufacturer

Tier 1 supplier
focus on advanced R&D

High performance
solar cells and modules

Widest product
range of the industry

Wafer

Vertically integrated production chain



- High quality automatic wafer manufacturing process.
- Industry leading high efficiency wafer research.

Cell



- The world's largest manufacturer of poly and mono crystalline cells.
- High level cell research center: 65% specialized engineers split among 3 R&D centers, headed by the CTO.

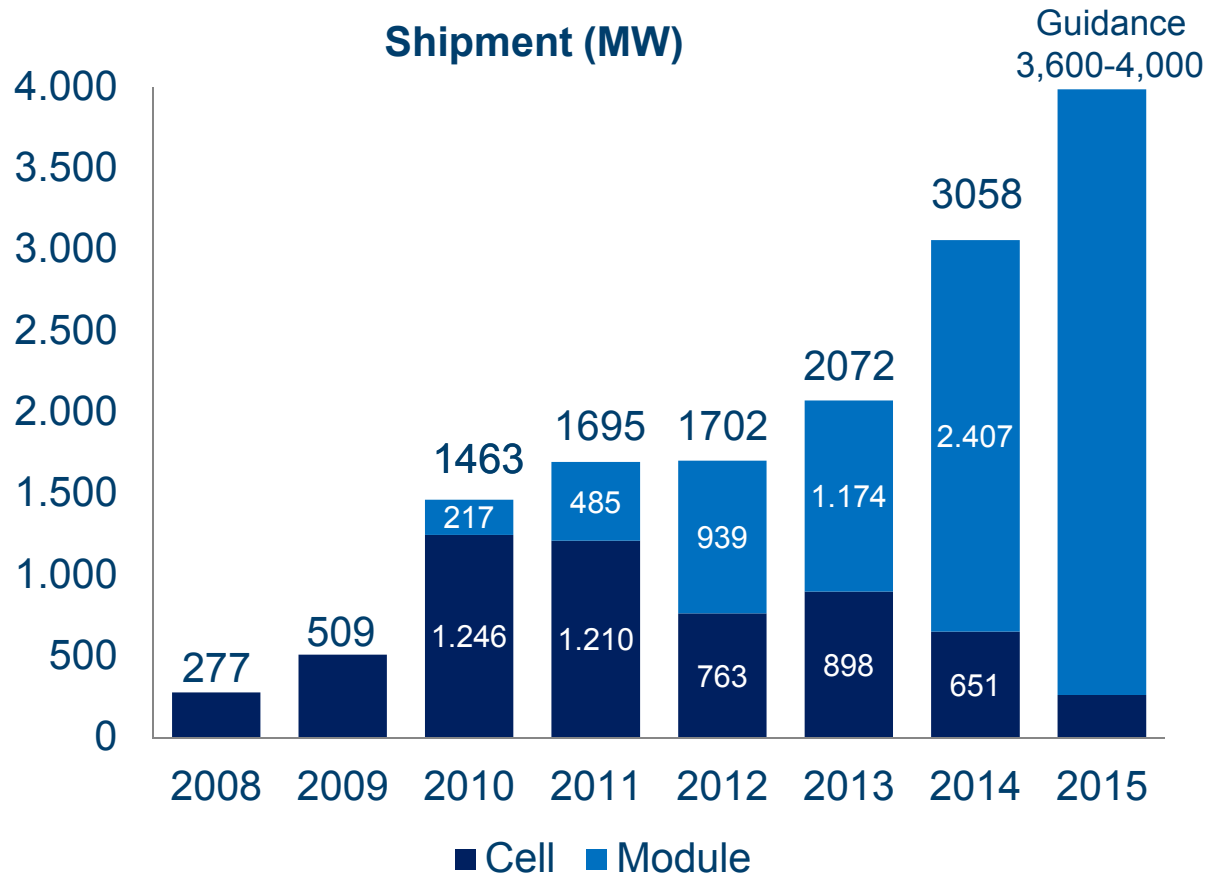
Module



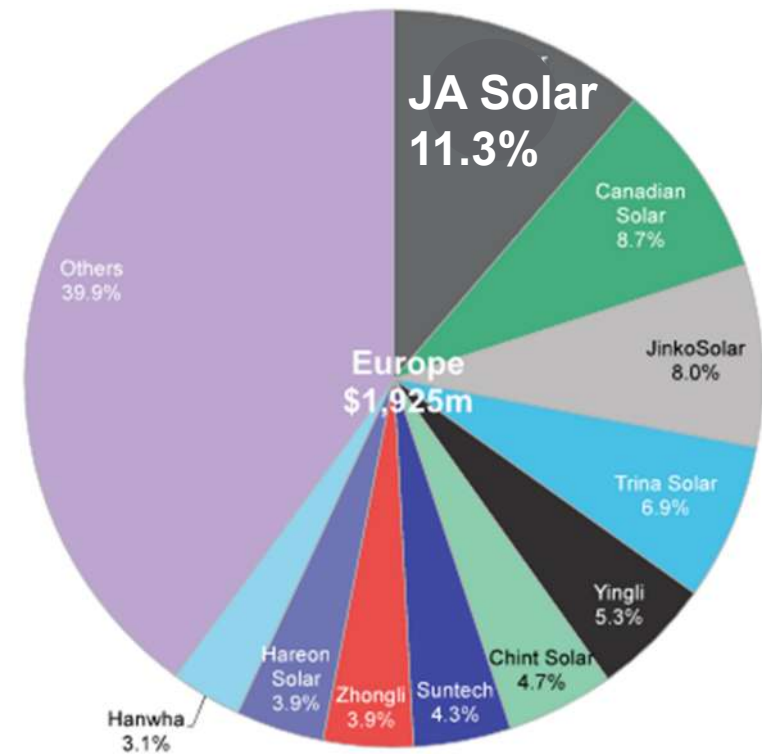
- High-quality product and well selected BOM.
- JA Solar is a world-leading brand with high bankability.
- Global Top 4 module manufacturer in 2015.

JA Solar overview

- Conversion from wafer & cell manufacturer to integrated module manufacturer
- 14GW cumulative shipments by the end of 2015.



Chinese PV modules shipped to Europe from January to October 2015



Source: Bloomberg New Energy Finance

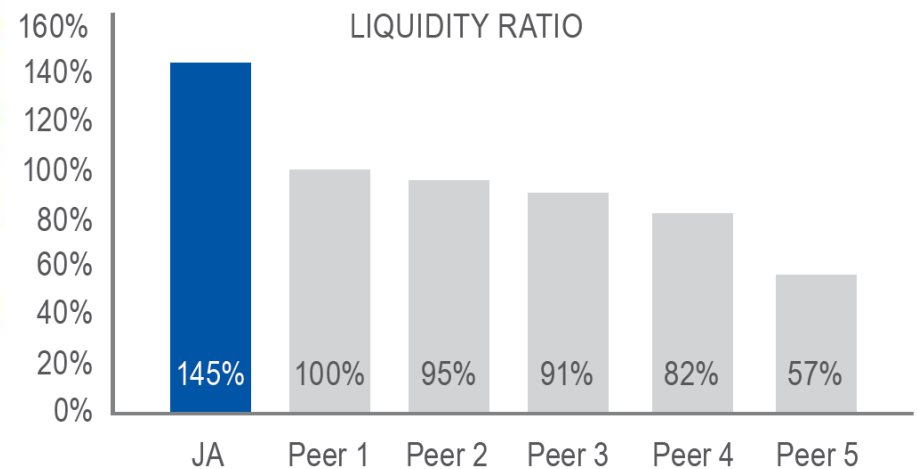
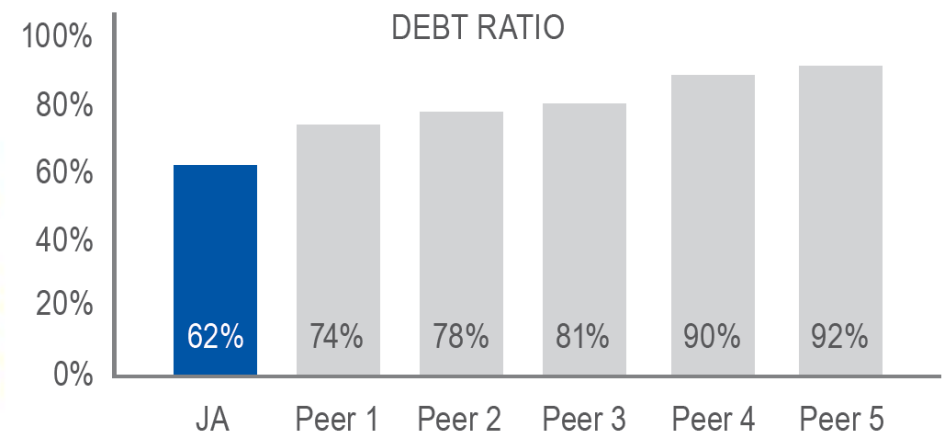
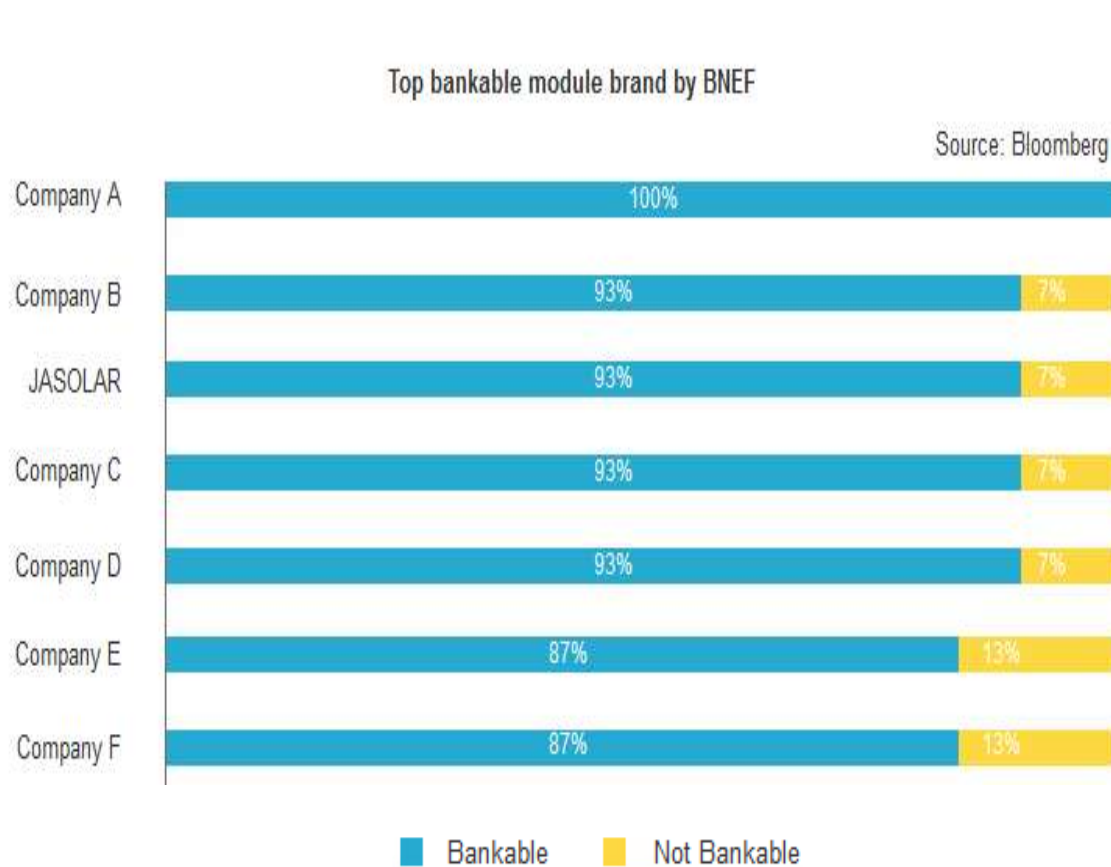
JA Solar plants



Competitive advantages

HIGH SECURITY

- ➔ Most secure financial position of any silicon module manufacturers.
- ➔ Truly bankable major tier 1 company to partner with.



Source: 4/28/2014 PV Module Bankability 2014: who to trust Bloomberg New Energy Finance

Source: Q3 2015 financial report

Competitive advantages

HIGH RELIABILITY

- 100% in-house automatic manufacturing
- Only JA cells used
- 100% double EL inspection
- Insurance companies and leading technology institutes



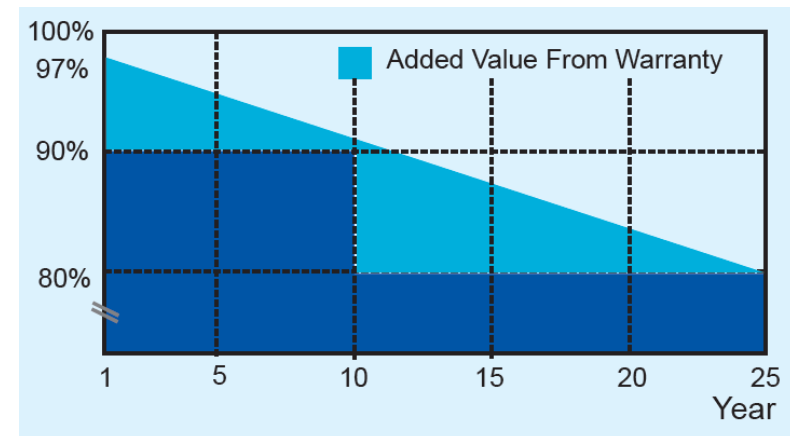
- Product traceability control

- Certifications



HIGH EFFICIENCY

- 100% positive tolerance from 0~5W
- Modules sorted by current (H, M, L)
- Superior power performance
 - ➔ Higher power output
 - ➔ Maximizes the use of space
 - ➔ Decreases BOS and installation cost
- 10-year product warranty and a 25-year linear power output warranty



Standard warranty terms for mono crystalline modules

Competitive advantages

CUSTOMER SERVICE

- Large sales network, strong commercial and technical support.
- Training programs for distributors, installers, JA Solar's partners.
- Pre sales customized services: planning, process, quality checking, logistics for clients' peace of mind.
- After sales service network: attentive customer service, excellent claim management process thanks to a strict in-house product traceability.

OTHER: CORPORATE ACTIVITIES

- Germany: sponsor of the German Cycling Federation from 2012 to 2015
- USA: donation of modules to Stanford University
- China: sponsor of university
- Haiti: donation of PV modules to the local farmers after the Haiti's earthquake



JA SOLAR

Thank you

JA SOLAR

HARVEST THE SUNSHINE
Premium Cells Premium Modules