



# YINGLI GREEN ENERGY AT A GLANCE

December 2011



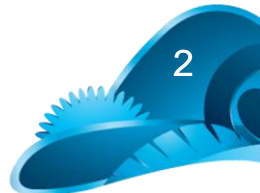
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# Who is Yingli?



# Yingli Solar is a Leader in the Solar Industry

- We are proud of our quality products, which are sold under the “Yingli Solar” brand
- We have more than 11000 employees and more than 10 branch offices worldwide
- We attribute our success to the completeness of our supply chain from polysilicon to modules
- We respect our society and our environment, which is proven with our SA 8000 and ISO certifications
- 2011 shipment guidance of 1.7 to 1.75 GW
- We celebrate our four year anniversary of our IPO (“YGE”) on June 8th, 2011
- We became the first Chinese and the first renewable energy company to sponsor the FIFA World Cup™ in 2010 and will be once again sponsor the 2014 FIFA World Cup Brazil™
- We became an “Official Premium Partner” to FC Bayern Munich in early 2011



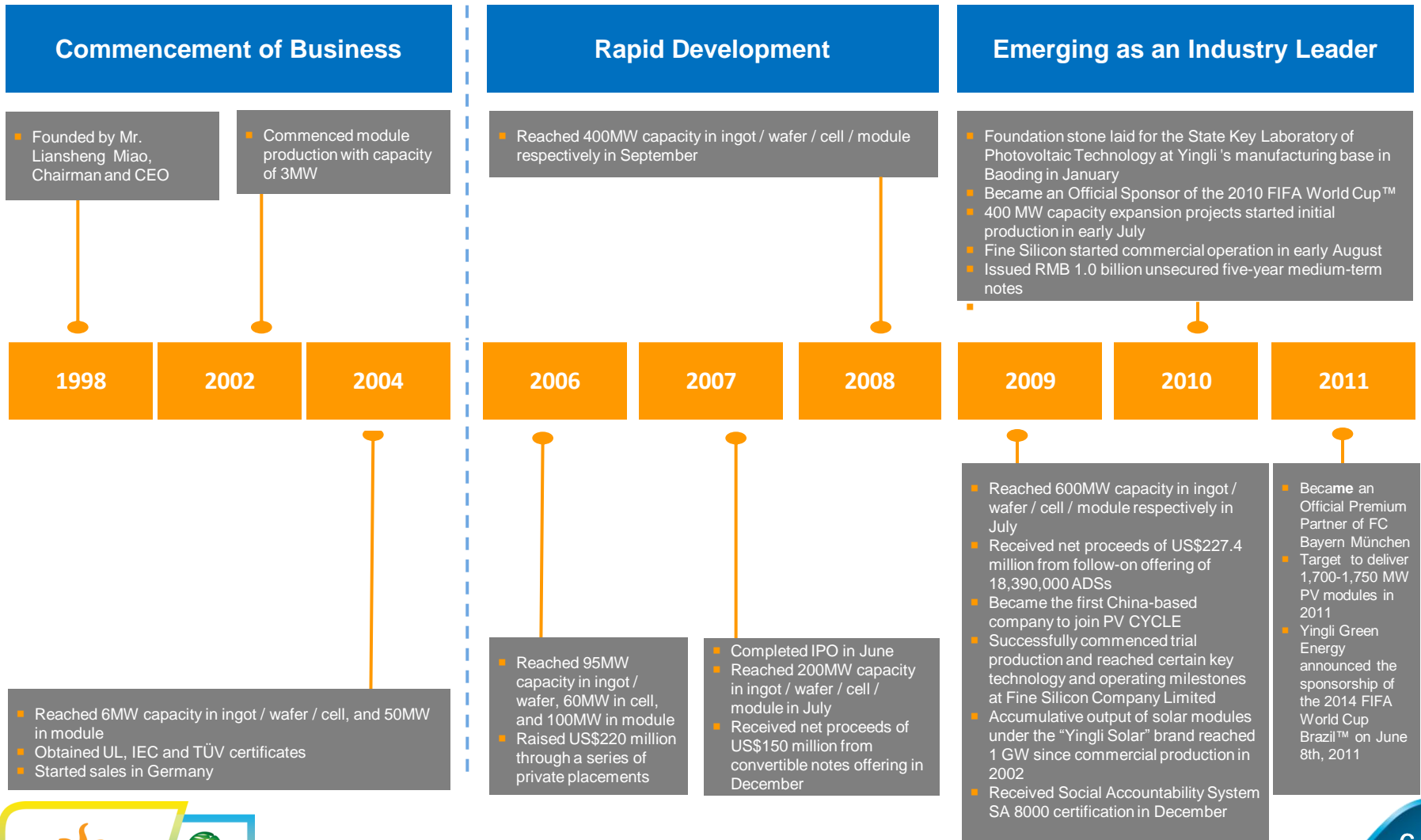
Our mission is ...



*To provide affordable green energy for all*



# Milestones

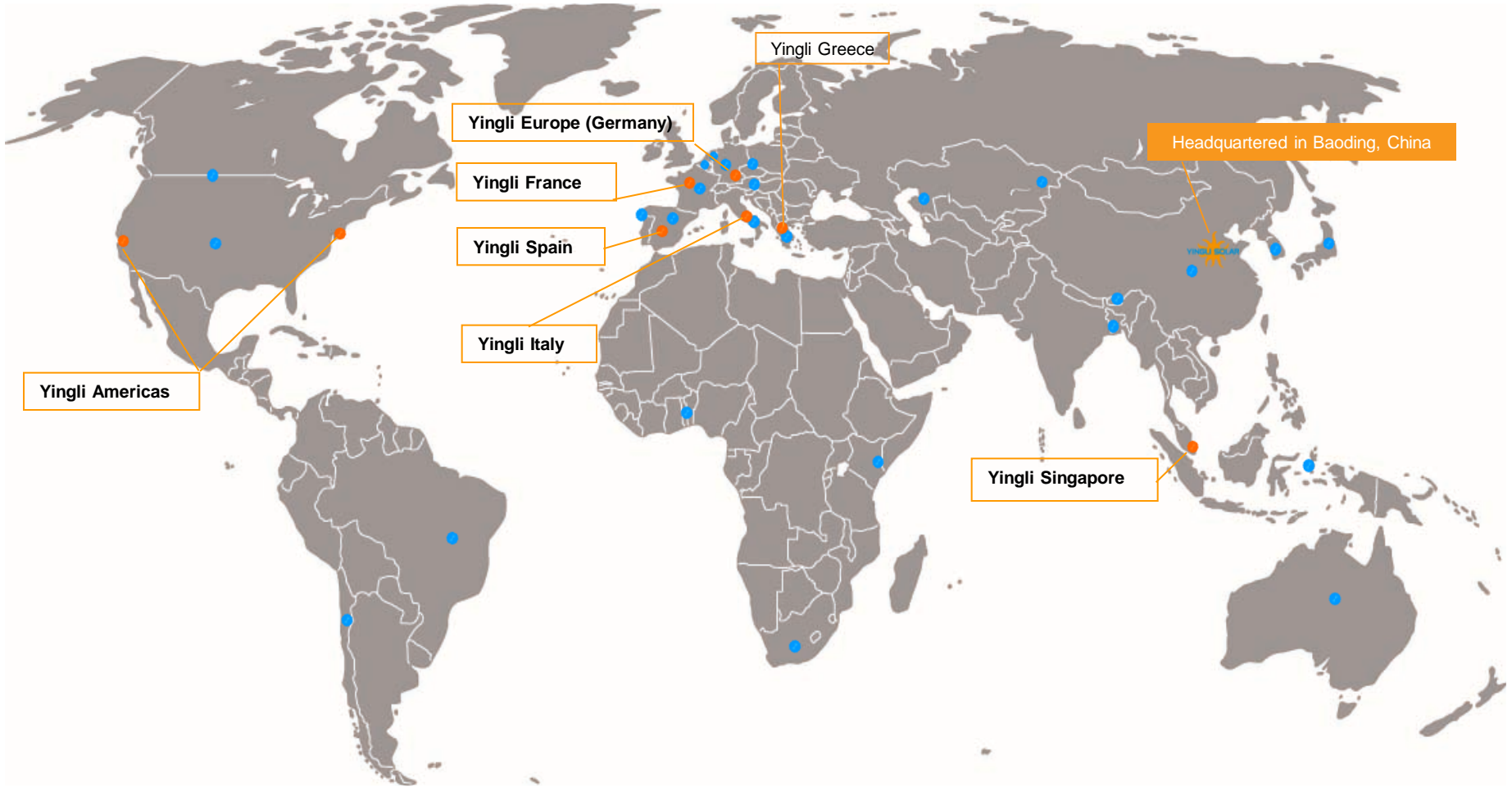




**What do we do?**



# Worldwide Presence



- Represents our branches and subsidiaries worldwide
- Represents countries to which we have sold



# More than 2 GW of Yingli Modules installed world-wide

## Moura PV Plant

**Nameplate:** 46 MW  
**COD:** December 2008  
**Location:** Moura, Portugal  
**Developer:** Acciona Energia  
**Owner:** Acciona Energia



## Badajoz PV Plant

**Nameplate:** 11.5 MW  
**COD:** June 2008  
**Location:** Badajoz, Spain  
**EPC:** Fotowatio



## Rutgers University

**Nameplate:** 1.4 MW  
**COD:** June 2009  
**Location:** Livingston, NJ  
**EPC:** Sundurance  
**Owner:** Rutgers University



## Poggiorsini Power Plant

**Nameplate:** 3.0 MW  
**COD:** December 2009  
**Location:** Poggiorsini (Bari), Italy  
**Owner:** ACEA RSE S.P.A.



## Onnuri PV Plant

**Nameplate:** 1.8 MW  
**COD:** May 2008  
**Location:** South Jeolla, South Korea  
**Installer:** Kepid



## Kohl's

**Nameplate:** 600 kW  
**COD:** 2008  
**Location:** California, USA  
**EPC:** SunEdison  
**Owner:** SunEdison



## Hongqiao Train Station

**Nameplate:** 3.2 MW  
**COD:** 2010  
**Location:** Shanghai, China  
**Installer:** Yingli Solar



## Hockenheimring

**Nameplate:** 848.88 kW  
**COD:** 2010  
**Location:** Hockenheim, Germany



# European Markets

## Achievements

- Signed a three-year sales contract to supply 220 MW of PV modules to S.A.G. Solarstrom AG
- Signed a 200 MW+ three-year framework agreement with Gehrlicher Solar AG
- Signed a 130 MW sales agreement with IBC SOLAR AG for 2010 shipment
- Signed a 51 MW sales agreement with Payom Solar AG for 2010 shipment
- Expanded Italian distribution channels by supplying modules to Tecno Spot
- Became the first China-based company to join PV CYCLE

## European Customer Highlights



## Sales in Europe



- Our branches and subsidiaries
- Countries to which we have sold

## Overview

- Well-recognized as: Long & successful operating history, proven track record, constructive marketing strategy and strong commitment to CSR
- Our high-efficiency Yingli Solar Panda Modules perfectly suit the European market transition from ground mounted toward roof-top segment
- Expansion of recognition of Yingli brand through 2010 FIFA World Cup and Bayern Munich sponsorships

# American Markets

## Project Highlights



Signed a 15MW supply agreement with Recurrent Energy and Swinerton Builders for multiple Kaiser Permanente sites in California

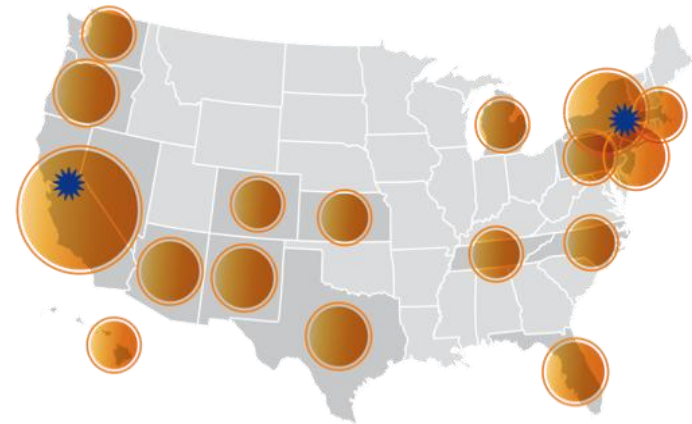


Completed 10MW distributed generation programs with a leading East Coast U.S. utility



Signed an agreement to become the official energy partner for the New York Jets Football Team, with a 700kW system installed on the Jets facility

## Sales in the US, Canada and Caribbean



## U.S. Customer Highlights



## Overview

- Yingli is one of the fastest growing module suppliers in North America, 10%+ market share in 2010
- Diverse team of commercial and technical experts with nationwide support for partners and customers from East and West Coast offices
- Diversified across all segments: 40% utility, 40% commercial, 20% distribution
- Sold in 20+ states
- Yingli has become an increasingly trusted supplier to major developers and distributors in the US.



# Strong Footprint in China

## Project Highlights



10MW on-grid solar plant in Dunhuang, Gansu



10 MW on-grid project located at Wuzhong City, Ningxia Hui Autonomous Region



1.3MW grid-connected roof-top project, Yiwu, Zhejiang Province

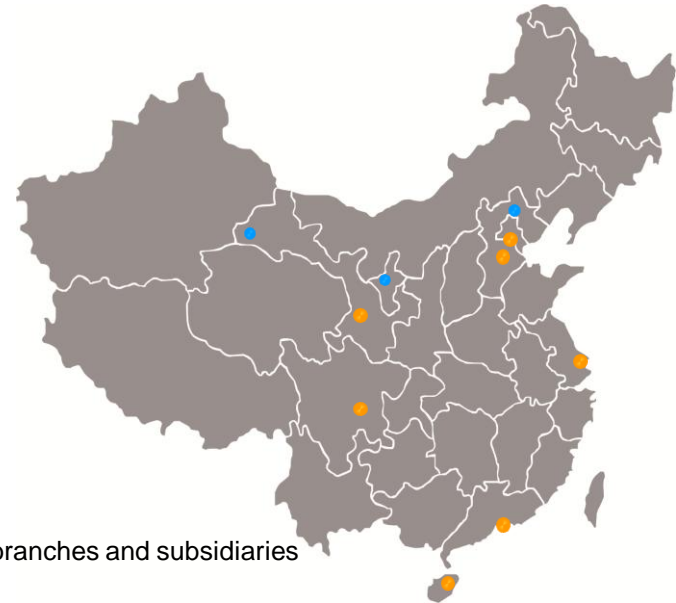


Projects in Aba County, Sichuan Province in 2002



Solar products for home use in Tibet

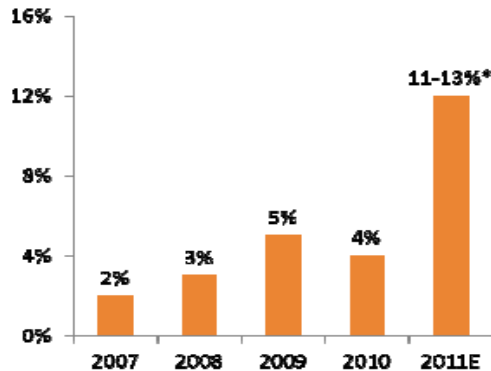
## Sales in China



- Our branches and subsidiaries
- Countries to which we have sold

## Increasing Sales in China

\*Most of 2011 shipments to China are scheduled to be delivered in 2H



## Overview

- Golden Sun Program Announced By Ministry of Finance:
  - 272 MW projects expected to be executed in 2011
  - Incentives for ~300 MW BIPV projects launched in February 2011
  - At least 1GW of installations per year after 2012
- Government is considering 10 GW and 50 GW of accumulated installation targets by 2015 and 2020, respectively



**How do we stand out?**



# Technological and Quality Excellence

## Certificates obtained



## Strategic cooperation with TÜV

- “Yingli Solar” modules have attained the “Power Controlled” certification from TÜV Rheinland Group
- Formed a strategic partnership covering a range of quality control initiatives at Yingli

## The first State Key Laboratory of PV Technology



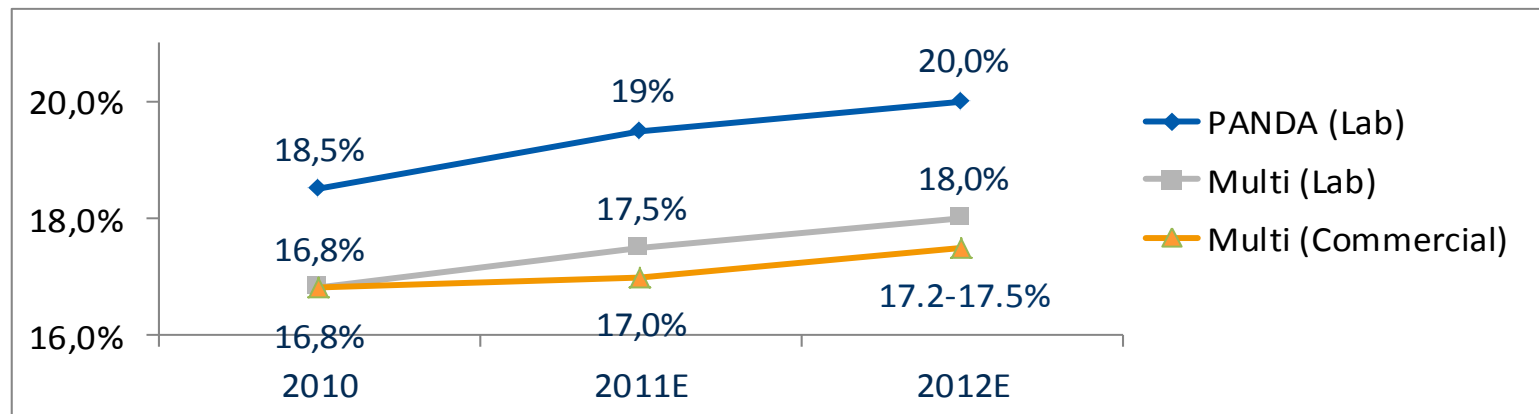
- Recognition as the technology leader among all Chinese PV players
- Driving the development of world-class PV technology in China
- Priority rights to commercialize technologies developed in the Laboratory at Yingli's production lines
- Essential to Yingli's position as a global leader in the solar industry and key to the quality and cost structure of our products



# Focus on R&D throughout the value chain

By the end of	2006	2007	2008	2009	2010
Ingot Weight (kg)	260	270	400	400	420
Wafer Thickness (micron)	220	200	180	180	180
Wire Diameter (micron)	150	140	120	120	120

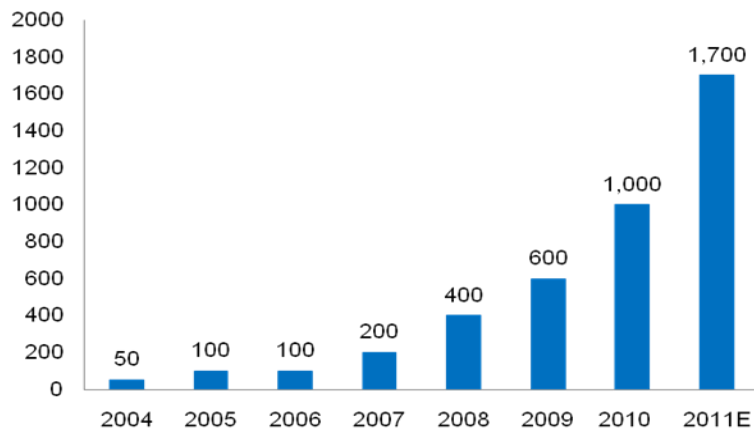
## PANDA (Mono/N-Type) & Multicrystalline Efficiency Roadmap (2010-2012E)



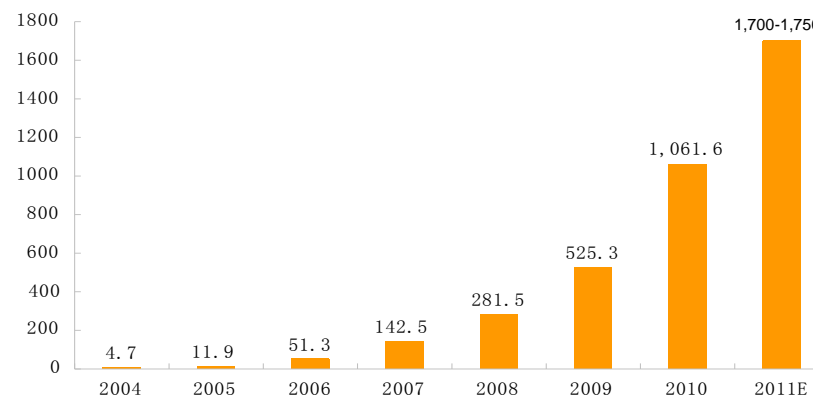
# Company Data Highlights

	2009 results	2010 results	Y/Y
Shipments (MW)	525.3	1,061.6	102.1%
Revenue (\$ million)	1,062.8	1,893.9	72.3%
Gross Margin (%)	23.6%	33.2%	—
Non-GAAP EPS (\$)	0.3	1.61	423.2%

Designed Capacity Growth Momentum (MW)



Annual Shipment Growth Momentum (MW)



# We are Committed to our Communities

We have received certifications and joined organizations to ensure and demonstrate our corporate social responsibility



- “Sustainability and Social Responsibility of the Photovoltaic (“PV”) Industry Report 2011”: Yingli Green Energy Scores Top Marks
- SA 8000 Social Accountability: Based on the UN Universal Declaration of Human Rights, Convention on the Rights of the Child and various International Labor Organization conventions
- ISO14001 Environment Management System Certified
- ISO18001 Occupational Health and Safety system Certified
- Conferred a “National Environmentally Friendly Enterprise” by The Ministry of Environmental Protection. Yingli is the only company in the solar industry to carry this title
- First Chinese member of PV CYCLE



# Official Premium Partner of FC Bayern Munich



- FC Bayern Munich is not only one of the most successful clubs in the world, but it is also one of the most popular clubs in China
- A historical moment in FC Bayern München: Yingli will be the first solar company to have ever become an „Official Premium Partner“ of the club
- As Germany is one of Yingli's key markets, the partnership will get Yingli closer to the hearts of long-term partners and friends in Germany
- With the sponsorship, Yingli also wishes to be even closer to its end customers and be closer to fulfilling its mission of “providing affordable green energy for everyone”
- Yingli will work with FC Bayern by providing expertise in the renewable energy towards the common goal of creating a more sustainable future

# 2010 FIFA World Cup™ Sponsorship

Yingli Solar was the first Chinese and the first renewable energy company to ever sponsor the FIFA World Cup™



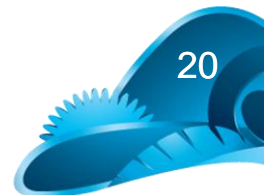
FIFA and Yingli Green Energy had joined forces for the first time at the 2010 FIFA World Cup™ in South Africa. Both companies have striven to share ideas on how to combine the love for football and the environment to create a better and more sustainable future.



# Football for Hope – Contribution with Solar Expertise and Products



- Yingli Green Energy is not only a sponsor to the FIFA World Cup™, but also a provider of its solar expertise and products to power “20 Centres for 2010”, the official campaign of the 2010 FIFA World Cup™
- This campaign is part of the “Football for Hope” movement, which is using the power of the game for positive social change
- By coupling the campaign with our solar products and expertise in the renewable energy space, we believe that we are truly joining forces with FIFA in offering a platform for better social development
- We call this “Football for Hope. Energy for Hope.”



# Yingli Announces Sponsorship of the 2014 FIFA World Cup Brazil™

- Yingli Green Energy announced the sponsorship of the 2014 FIFA World Cup Brazil™ on June 8th, 2011
- During a joint press conference, Mr. Liansheng Miao, Chairman and Chief Executive Officer of Yingli Green Energy, and Mr. Thierry Weil, Marketing Director of FIFA, welcomed journalists from around the globe



**FIFA WORLD CUP**  
**Brasil**



# Our success is well-recognized

## The Best Low-carbon Companies in China 2010

Yingli Green Energy has been named one of the best low-carbon companies China in 2010 by The Economic Observer, one of the leading economic and management newspapers in China, which aims to select the best companies in shaping the “low-carbon” era and setting up models for others.

## The Best Sports Marketing Award for 2010 FIFA World Cup™

Yingli Green Energy has received the Best Sports Marketing Award for 2010 FIFA World Cup™ by Netease. During the world Cup, Yingli integrated the enterprise and sportsmanship with a high degree, which is widely appreciated.

## 2010 Top 10 global green economy companies

Yingli Green Energy has been ranked among “2010 Top 10 global green economy companies” by IGEA, which purpose is to promote the green economy conception, and it is highly appraised as the Environmentally-friendly development in the world.

## Euromoney and Ernst & Young Global Renewable Energy Award

Yingli Green Energy has received a Euromoney and Ernst & Young Global Renewable Energy Award, “Equity Deal of the Year – Technology” award in recognition of the Company’s successful June 2009 equity follow-on offering of 18,390,000 ADSs which helped to raise investors’ confidence in the renewable energy sector.

## 2009 Top 10 Most Competitive Overseas Listed Companies of China

Yingli Green Energy has been ranked among “2009 Top 10 Most Competitive Overseas Listed Companies of China” by the Institute of Industrial Economics, a branch of The Chinese Academy of Social Sciences and China Business, one of the leading economic and management newspapers in China.





# Thank you!

For photos and more information, please go to [www.yinglisolar.com](http://www.yinglisolar.com) or visit our local language websites.

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