



Q1 2012 Earnings Supplementary Presentation May 30, 2012



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# **Agenda**

**Business and Development Highlights** 

Mr. Liansheng Miao, Chairman & Chief Executive Officer

Financial Review and Update

Mr. Bryan Li, Executive Director & Chief Financial Officer

**Q&A Session** 

Mr. Yiyu Wang, Chief Strategy Officer

Mr. Darren Thompson, MD of YGE Europe

Mr. Robert Petrina, MD of YGE Americas

Ms. Qing Miao, Director of Investor Relations

Mr. Arthur Chen, Director of Legal Affairs

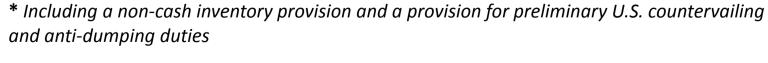




# **Q1 2012 Financial Summary and Outlook**

- PV module shipments increased 44.4% QoQ, reaching a new historical high
- Gross margin of PV modules would be 11.5% excluding provisions \*

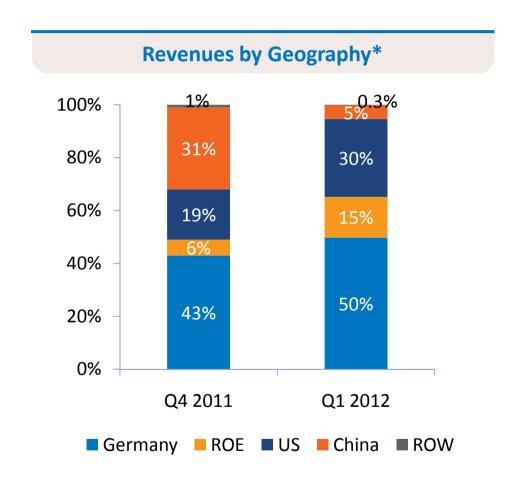
	O1 2012 Bosults	FY 2012 Guidance		
	Q1 2012 Results	Q2 2012E	FY 2012E	
Shipments (MW)	44.4% increase QoQ	Increase approximately 15% QoQ	2,400-2,500	
Revenues (US\$ mm)	500.0	-	-	
Overall gross margin*	7.8%	Middle to high single digit %	-	
Non-GAAP gross margin of PV modules	11.5%	-	-	
Non-GAAP diluted EPS (US\$)	(0.24)	-	-	

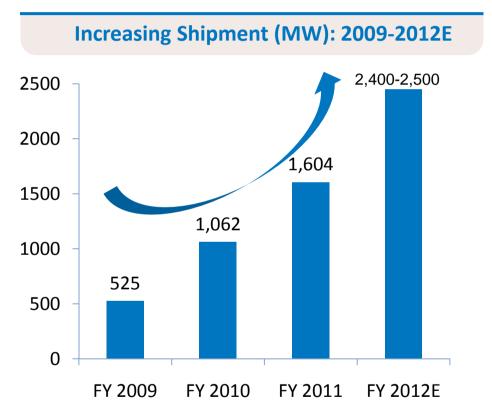


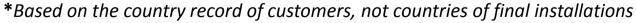


#### **Remarkable Global Sales Performance**

- Sales to Germany and U.S. represented **Approximately 80%** of our total revenues in Q1 2012
- Ranked No. 1 in terms of shipments among Chinese peers in Q1 2012









# **Solid Performance in Europe**

#### **Achievements in Europe**

- Strong Q1 demand driven by compelling value proposition combined with pull forward in Germany
- Further leveraging of FC Bayern sponsorship rights
- Became the module supplier to Perleberg Project near Berlin: 35 MW in Q2
- More convenient and comprehensive service from our R&D and after-sales service center in Madrid,
   Spain provided for European customers
- Deepening and broadening of the talent base particularly in business development and operations

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#### **Market Overview/Continuous Demand Momentum**



- Pull forward due to EEG uncertainty
- Potential EEG upside as a result of mediation process



• 5<sup>th</sup> Conto Energia uncertainty remains



Project success contributed to RoE



 New program with visibility to 2015 will help stabilise market

## **Growth in North and South Americas despite challenging market conditions**

#### **Achievements in the Americas**

- The Americas contributed approx. 30% of Yingli's Q1 revenues, despite challenges from 1603 grant expiry and AD/CVD investigations
- Renewed partnership with GRID Alternatives to provide solar energy to 800 low-income families in California & Colorado in 2012
- 12,000 square foot R&D facility in San Francisco for comprehensive product testing and evaluation
- Partnership with Light ESCO, EDF Consultoria, and the State of Rio de Janeiro to bring solar power to Brazil's highest-profile football stadium, Estadio do Maracana, to complement sponsorship of 2014 FIFA World Cup

# Sales by Segment in the Americas 100% 80% 60% 40% 20% 2010 2011 Q1 2012 In Q1 2012:

- 65% sold to customers whose primary sector is utility
- 20% sold to customers whose primary sector is institutional (including large commercial, government, schools, etc.)
- 15% sold to customers who are distributors (small commercial & residential)

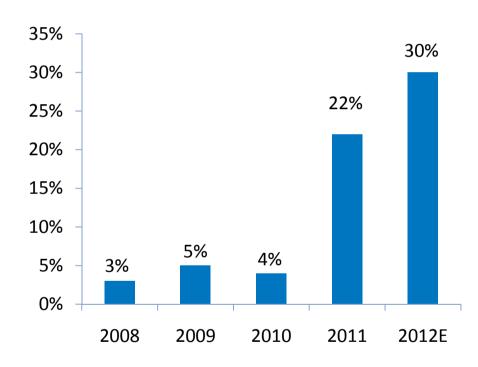


# **Strong Momentum in China Market**

#### **Overview in China Market**

- A total of 1,709 MW projects passed under Golden Sun Program for 2012 with a subsidy standard of RMB 5.5/watt
- We expect approx. 30% of our revenues to come from Chinese customers in 2012
- The public facilities and family-use sector, especially independent off-grid systems in remote area may be also encouraged by the Chinese government in near future
- Demand from large-scale ground mounted projects in western China will surge in Q2 and Q3 2012.

#### **Continuously Expanding Footprint in China**



■ Sales to China as % of YGE total revenues





# **Manufacturing Capacity**

Manufacturing Base* (MW)	Q1 2012	Q2 2012E	Q3 2012E	Q4 2012E
Baoding	1,500	1,500	1,600	1,600
Haikou	200	200	400	400
Tianjin	75	75	300	300
Hengshui	75	75	150	150
Total	1,850	1,850	2,450	2,450





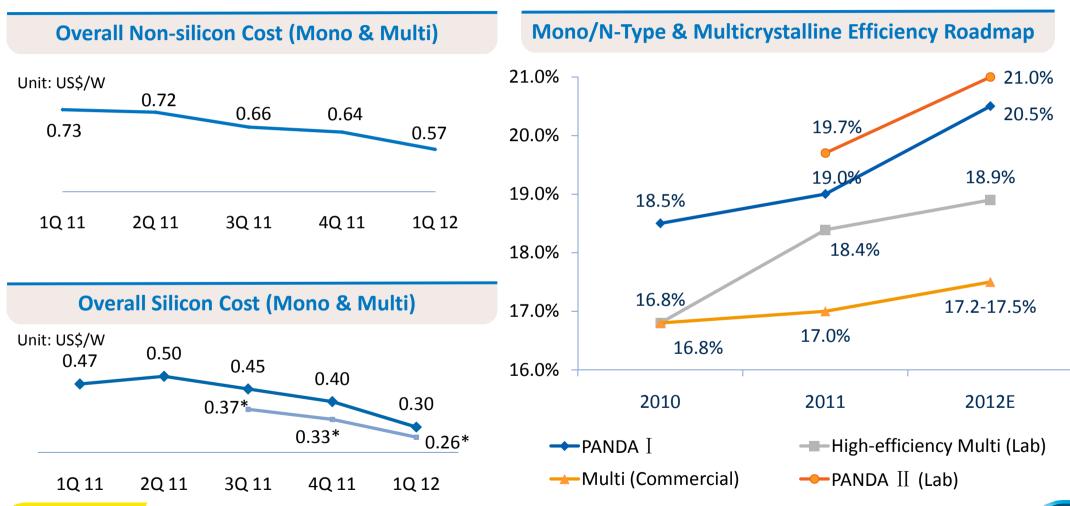
<sup>\*</sup> All manufacturing bases cover the whole photovoltaic value chain from ingot casting to module assembly.

# **Commitment to Cost & Technology Leadership**

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# P & L Summary

US\$ mm	Q1 2011	Q4 2011	Q1 2012	QoQ*	YoY*
Revenues	527.3	407.9	500.0	个22.6%	↓8.8%
Gross Profit	144.1	12.3	38.9	个217.2%	<b>↓74.0%</b>
Gross Margin	27.3%	3.0%	7.8%	-	-
OPEX Excluding Non-cash Charges	57.3	73.3	60.3	<b>↓</b> 17.7%	个1.2%
Income (Loss) from Operations	86.8	(601.2)	(21.4)	-	-
Interest Expenses	19.9	28.9	32.1	<b>↑11.2%</b>	个55.1%
Net Income (Loss)	56.2	(599.4)	(45.0)	-	-
Diluted EPS	0.35	(3.87)	(0.29)	-	-
Non-GAAP Net Income (Loss)	61.6	(20.0)	(38.0)	-	-

<sup>\*</sup>The QoQ/YoY % changes are calculated based on RMB numbers.



# **Balance Sheet Summary**

US\$ mm	As of September 30, 2011	As of December 31, 2011	As of March 31, 2012
Cash and Restricted Cash	929.2	891.9	674.7
Accounts Receivable	524.1	383.2	531.7
Inventories	414.2	424.4	516.0
Advances to Suppliers	63.5	61.5	71.6
Net PP&E	2,179.8	1,968.4	2,055.1
Total Assets	4,743.7	4,366.7	4,540.1
Short-term Borrowings	1,336.6	1,306.8	1,264.9
Long-term Borrowings	431.7	548.5	671.6
Total Liabilities	3,024.4	3,246.0	3,440.8
Total Shareholders' Equity	1,719.2	1,120.7	1,099.2



## **Recent Business Updates**

#### ☐ Issuance of RMB 1.5 billion medium-term notes

- Yingli China acted as the issuer, and China Development Bank acted as the lead underwriter
- Consisted of RMB 300 million five-year medium-term notes and RMB 1.2 billion three-year medium-term notes
- The five-year notes and the three-year notes bear a fixed annual interest rate of 6.01% and 5.78%, respectively

#### ☐ Establishment of regional headquarters in Japan

Established in Tokyo to strengthen business practices and further business development in Japan

#### ☐ Became the module supplier to Brazil's football stadium

- Partnership with Light ESCO, EDF Consultoria, and the State of Rio de Janeiro
- The stadium will be the host facility for the 2014 FIFA World Cup<sup>™</sup> final game





# Thank you!

Please contact our IR team at <u>ir@yinglisolar.com</u> or visit <u>www.yinglisolar.com</u> for more information.

