

YGE Global Investor Day 2012



3:00 pm – 5:00 pm EDT

September 11, 2012

Room W105, Orange County Convention Center

Orlando, FL



Agenda

	Keynote Speaker	Title
3:00-3:30	Mr. Bryan Li	Executive Director & Chief Financial Officer
3:30-3:45	Dr. Dengyuan Song	Chief Technology Officer
3:45-4:00	Mr. Robert Petrina	Managing Director of Yingli Americas
4:00-4:30	Q&A	



Safe Harbor Statement

This presentation contains forward-looking statements. These statements constitute “forward-looking” statements within the meaning of Section 21E of the Securities Exchange Act of 1934, as amended, and as defined in the U.S. Private Securities Litigation Reform Act of 1995. These forward-looking statements can be identified by terminology such as “will,” “expects,” “anticipates,” “future,” “intends,” “plans,” “believes,” “estimates,” “target” and similar statements. Such statements are based upon management's current expectations and current market and operating conditions, and relate to events that involve known or unknown risks, uncertainties and other factors, all of which are difficult to predict and many of which are beyond Yingli Green Energy’s control, which may cause Yingli Green Energy’s actual results, performance or achievements to differ materially from those in the forward- looking statements. Further information regarding these and other risks, uncertainties or factors is included in Yingli Green Energy’s filings with the U.S. Securities and Exchange Commission. Yingli Green Energy does not undertake any obligation to update any forward-looking statement as a result of new information, future events or otherwise, except as required under applicable law.



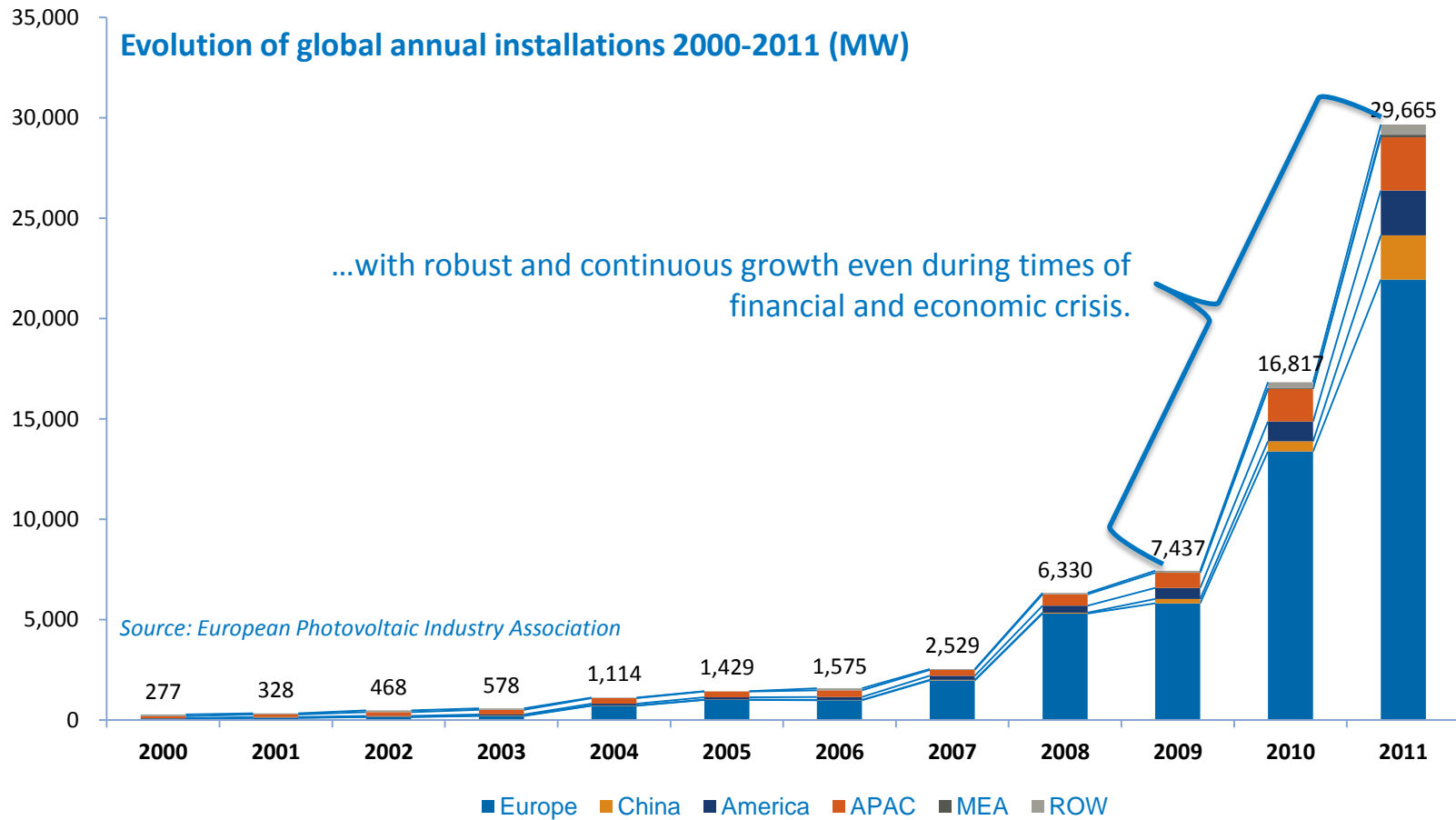
An Industry at the Crossroads



Bryan Li
Executive Director & Chief Financial Officer



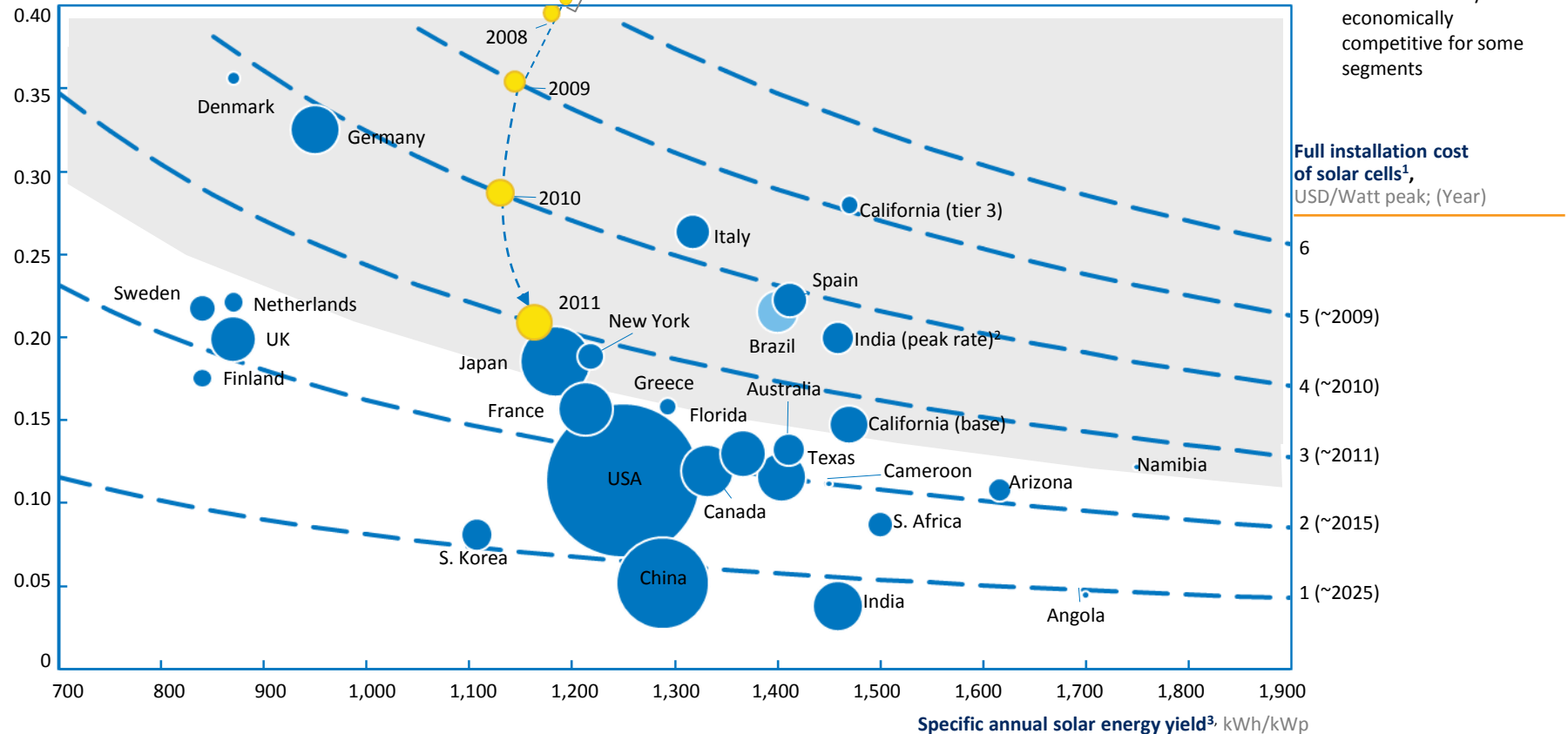
Over the last decade, PV technology has shown the potential to become a major source of power generation for the world.



PV is on track to become a mainstream energy source as (1) PV approaches competitiveness in electricity sector...

Residential segment example

Average power price for households (2010), USD/kWh



1. Cost to generate power with solar cells corresponding to solar intensity, using the following assumptions: 5% cost of finance, 30 yr lifetime, 0.3% annual degradation, fixed O&M 1% of full installation cost

2. Only 2008 data available. Peak rate refers to rate without artificial cap imposed to close the peak power deficit filled by diesel generated power

3. Amount generated by a south-facing 1 kWp module in 1 year (a function of solar intensity)

SOURCE: Enerdata; EIA; PV Watts; SERC; India Central Electricity Authority; Utility publications; IEA; McKinsey Global Solar Initiative

...and (2) more countries and regions outside Europe begin to promote solar.

As a whole, the global PV market will grow more sustainably, driven by the competitiveness of PV solutions rather than mainly by financial support schemes.

Non-European Existing Markets

Many existing markets have addressed only a very small part of their enormous potential for PV development.



Cumulative installation : 3,093 MW
2015 Target: 40 GW



Cumulative installation: 4,383 MW
2015 (EPIA Estimates): 27 GW



Cumulative installation: 4,914 MW
2020 Target: 28 GW



Cumulative installation: 520 MW
2022 Target: 22 GW

Source: European Photovoltaic Industry Association

Emerging Regions

Several countries from large sunbelt regions are on the brink of promoting solar PV, pushed by an increasing awareness of solar PV potential.

● Middle East

- ✓ Israel: target to produce 10% of electricity from RES by 2020.
- ✓ UAE: innovative BIPV in large buildings & off-grid installations for urban lighting and remote desert outposts

● Africa - South Africa:

- ✓ Renewable Energy Independent Power Producer Procurement program: large-scale utility-size installations;
- ✓ Small Projects IPP Procurement program (expected): projects of less than 5 MW.

● South East Asia

- ✓ Malaysia: launched FiT scheme in 2011 with a target of 1,250 MW of PV systems until 2020.
- ✓ Thailand: target to produce up to 25% of its energy consumption with RES by 2021.

● South America - Brazil

- ✓ a net-metering system for micro systems up to 100 kW and for mini systems up to 1 MW ;
- ✓ expect to provide an 80% tax break to utilities that purchase electricity generated by large-scale solar parks up to 30 MW.

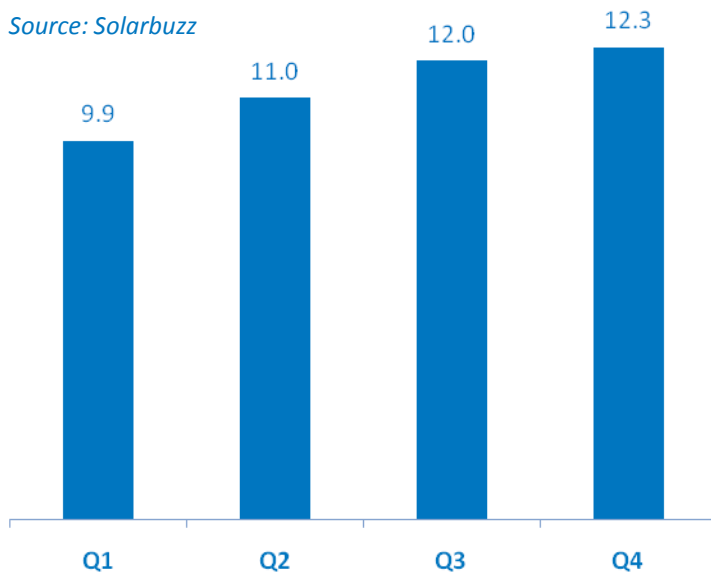
However, the PV industry is enduring a period of consolidation.

Supply/Demand Imbalance

The imbalanced supply & demand situation is primarily caused by the irrational capacity expansion driven by the robust demand in 2009 and 2010.

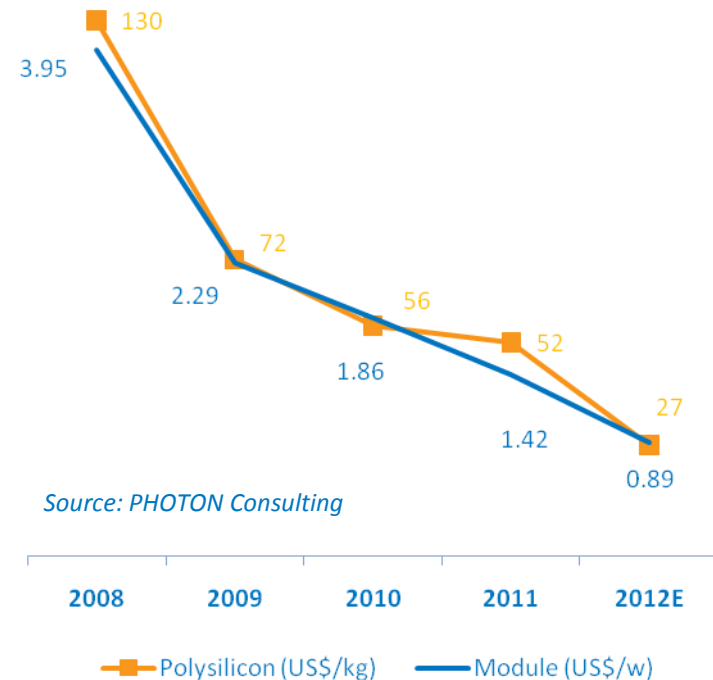
Global PV Module Capacity 2011 (GW)

Source: Solarbuzz



Industry-wide Profitability Shrink

Global Weighted Average Pricing



Industry consolidation is a double-edge sword.



- Rapid decline of Levelized Cost of PV
- Accelerated arrival of grid-parity
- Broader promotion and adoption of solar
- Robust trend in roof-top and off-grid segments
- Enhanced capabilities of cost control throughout the value chain
- Market share gain for competitive companies

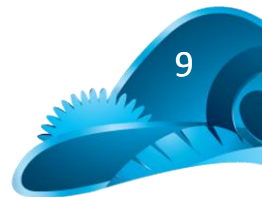


- Industry-wide profitability shrink
- Low utilization rate of existing capacities
- Bankruptcies of uncompetitive companies (Solyndra, August 11; Q-cells, March 12, Abound Solar, June 12)
- Finger pointing and trade disputes (US: AD/CVD; EU: AD)

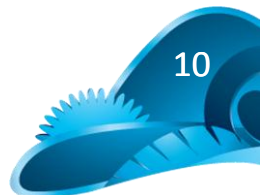
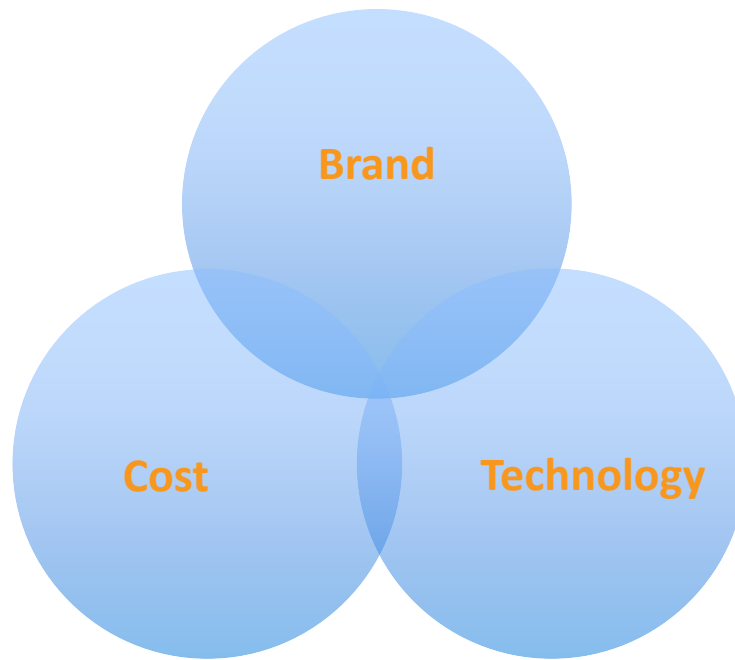


Expected outcomes

Balanced supply & demand
Top 10 suppliers dominate approx. 70% market share
More focus on R&D and services
...



Who will be the winner?

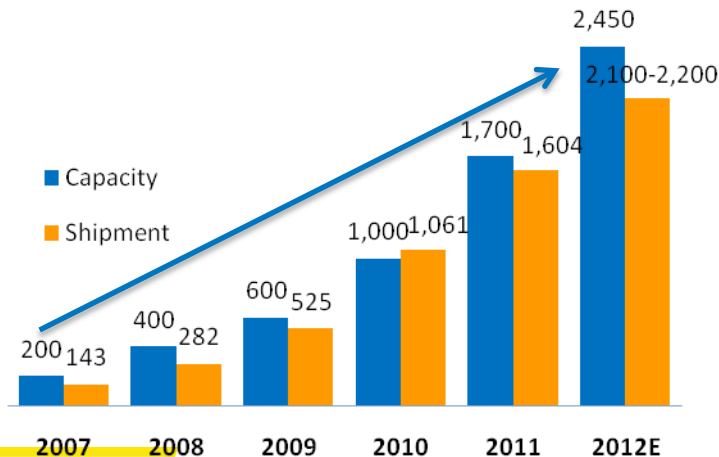


Yingli is well positioned to seize the opportunities and weather the challenges by leveraging its (1) proven track-record & well-known brand, ...

Proven Track-record

- Entered the PV industry in 1998
- Listed on NYSE on June 8, 2007 (Ticker: YGE)
- 2nd largest C-SI PV module manufacturer worldwide in 2011 (source: PHOTON Consulting)
- 2,450 MW of vertically integrated manufacturing capacity by August, 2012.
- Over 4.5 GW of PV modules in operation in 5 continents

Year-end Capacity & Annual Shipment (MW)



Well-known Brand

Through a series of initiative marketing activities, such as sponsoring the 2010 and 2014 FIFA World Cup and partnering with FC Bayern Munich and US Soccer, Yingli's brand awareness has been significantly raised throughout the world.

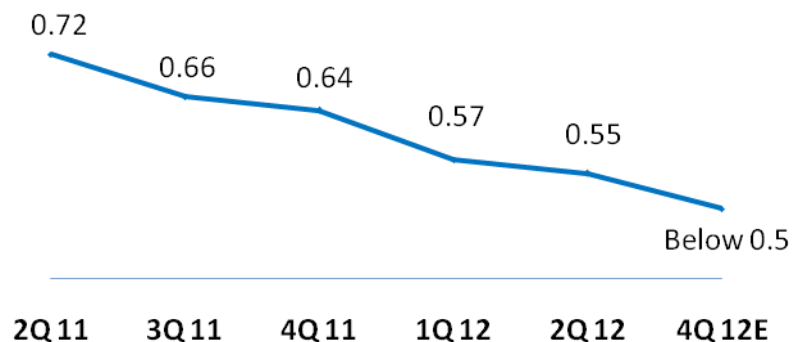


...supported by superior product quality

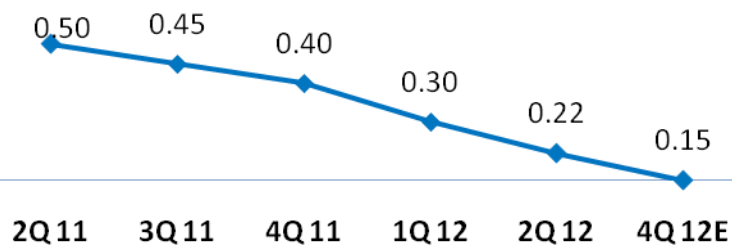
- Vertically integrated business model allows stringent quality control throughout the entire PV value chain
- Comprehensive quality management system with 40 process quality control procedures
- Strategic partnership with TÜV Rheinland covering a range of quality control initiatives at Yingli

..., (2) competitive cost structure & state-of-the-art technology, ...

Overall Non-silicon Cost (US\$/w)

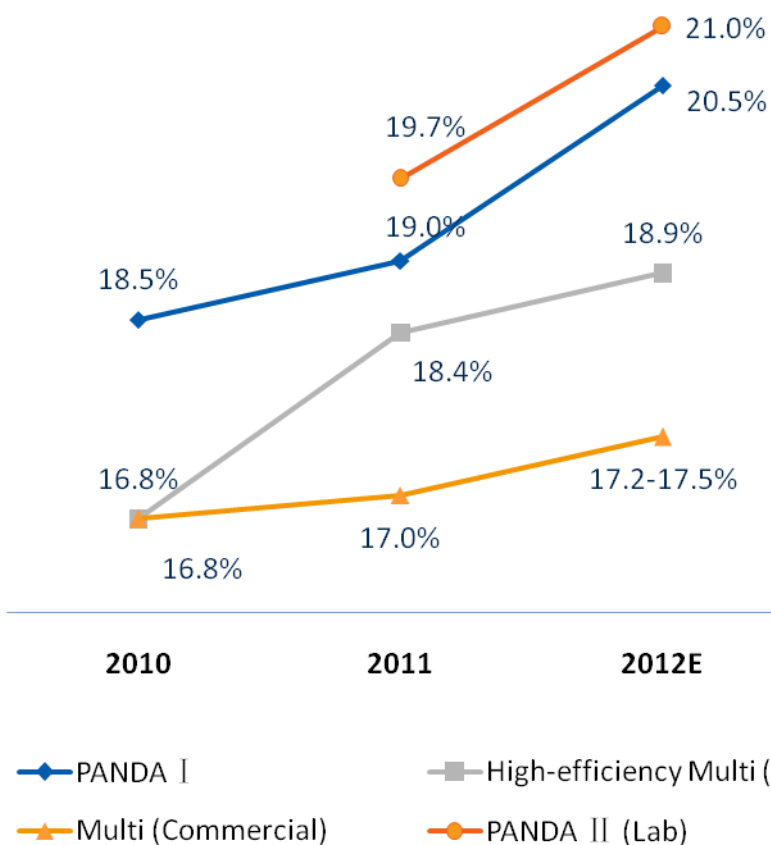


Overall Silicon Cost (US\$/w)



* the Company expects to achieve a net margin of 4-5% in long-term

Cell Efficiency Roadmap

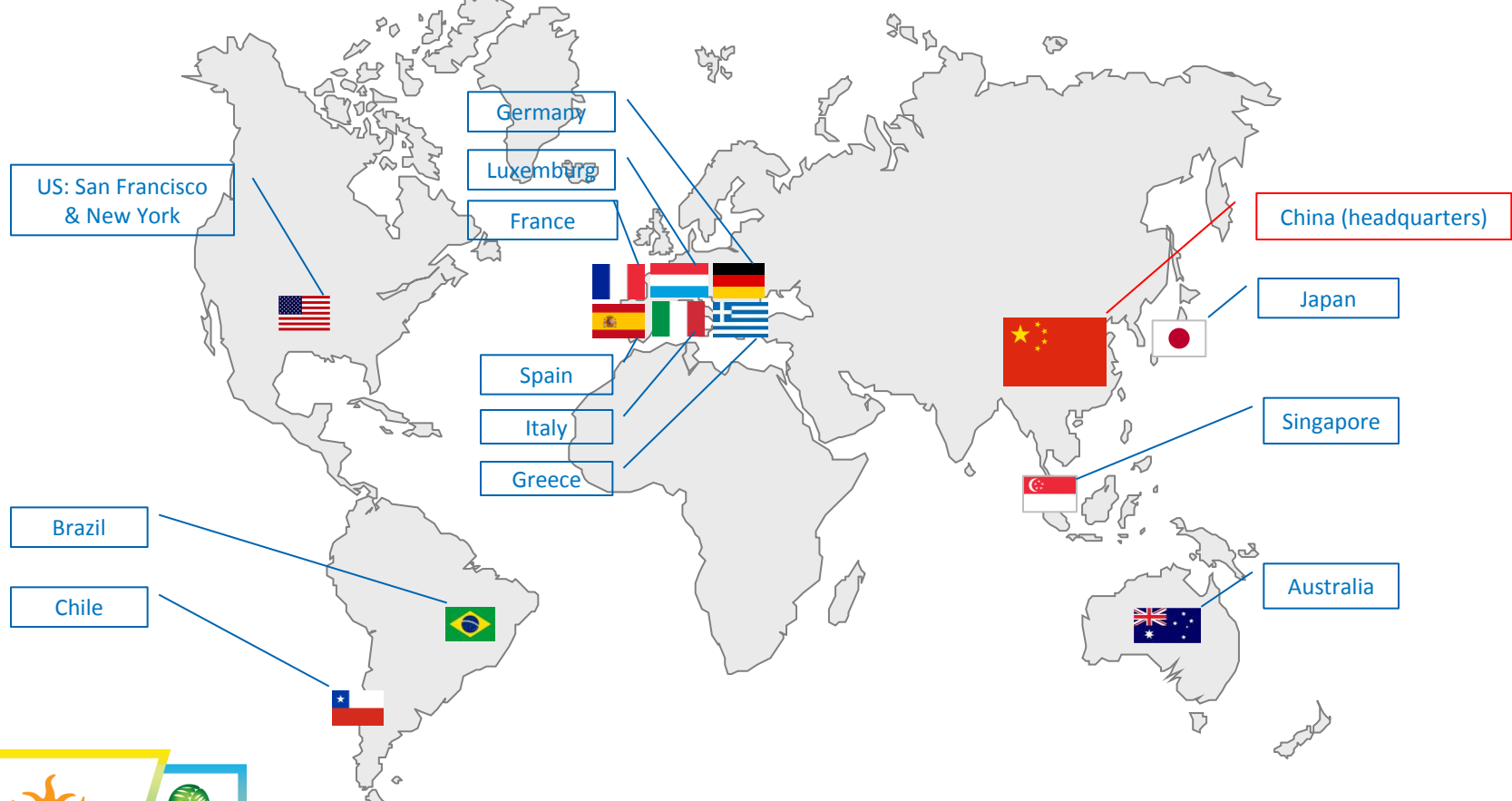


...and (3) strong sales & service networks.

4 manufacturing campuses in China: Baoding (headquarter), Haikou, Tianjin and Hengshui

3 R&D and after-sales service centers: China, Spain, U.S.

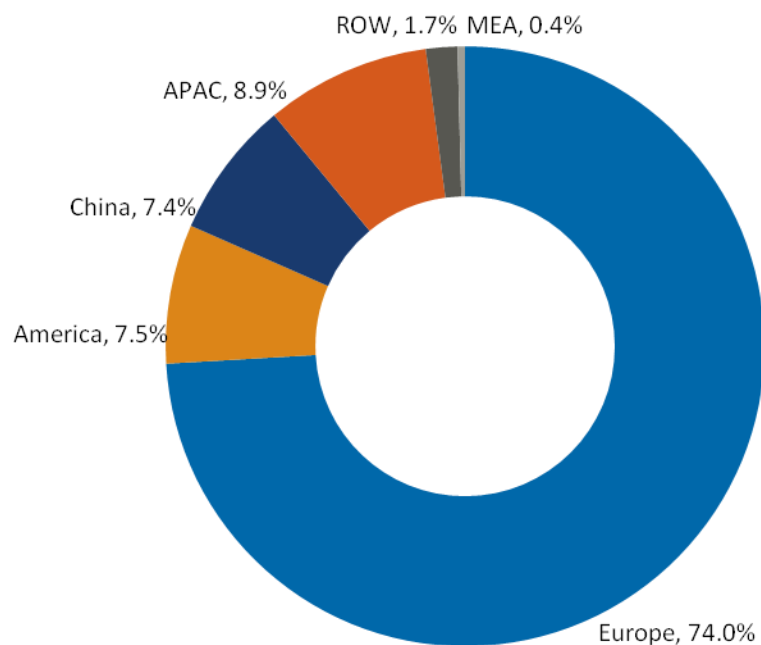
22 subsidiaries: 12 overseas & 10 in China



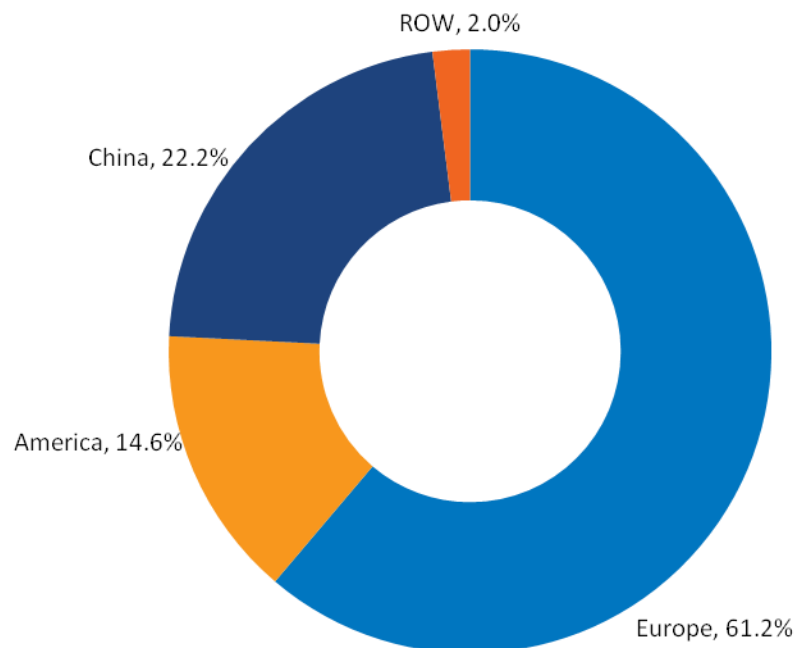
Regionally, Europe is followed by the Asia-Pacific region and North America.

We are enhancing our solid position in Europe while focusing more on new & emerging markets, especially China and the U.S.

Global Market Split 2011



YGE Revenue Split by Geography 2011

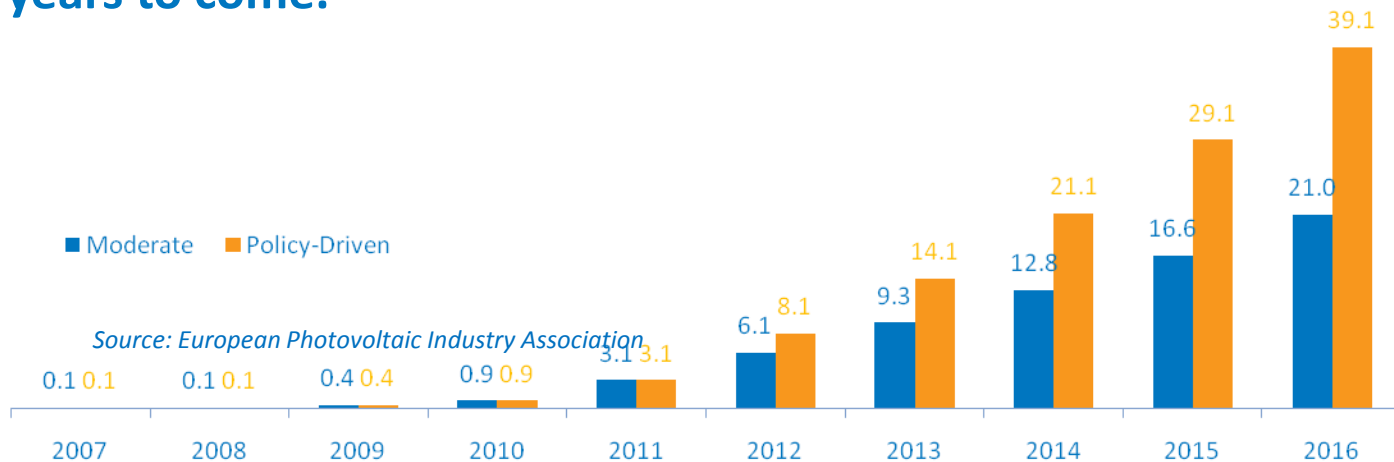


Source: European Photovoltaic Industry Association



Among the new markets, China has demonstrated an incredible potential for the years to come.

Cumulative
Installation
Capacity
(GW)



Incentive
Schemes

Golden Sun

- Started in 2009;
- Based on system capacity rather than electricity production;
- 1,709 MW approved for 2012

Feed-in Tariff

- Released in July 2011;
- Triggered market development;
- RMB 1/kWh for 2012

PV Building

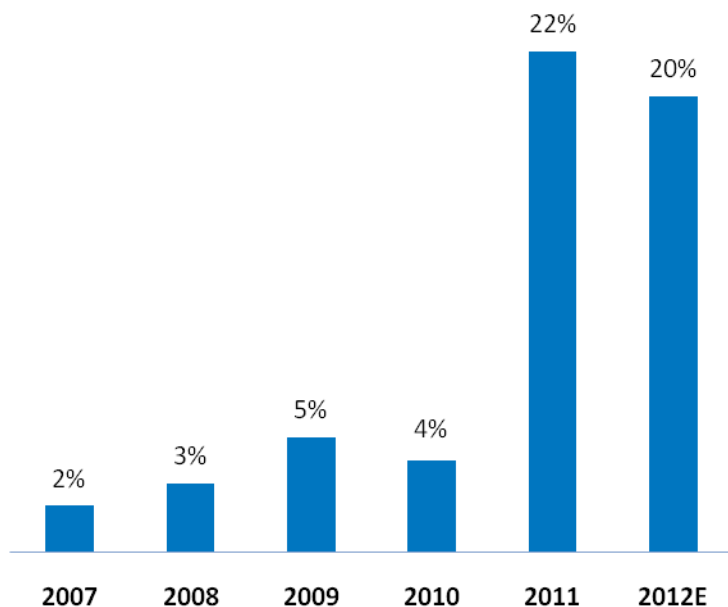
- Focused on BAPV & BIPV;
- Based on the installed capacity



Our firm commitment to China market has rewarded us a leading position.

We are confident to continue our strong momentum in China by leveraging our strong sales and service networks.

Revenue from China as % of total revenue



Sales & Service Networks in China

Dedicated local sales forces to address demand from both ground mounted and Golden Sun projects.





Financial Statements



P & L Summary

US\$ mm	Q2 2011	Q1 2012	Q2 2012	QoQ*	YoY*
Revenues	680.6	500.0	488.5	↓1.4%	↓29.4%
Gross Profit	150.1	38.9	22.3	↓42.3%	↓85.4%
Gross Margin	22.1%	7.8%	4.6%	-	-
OPEX Excluding Non-cash Charges	68.7	60.3	73.7	↑23.2%	↑5.5%
Income (Loss) from Operations	81.4	(21.4)	(51.4)	-	-
Interest Expenses	24.4	32.1	36.1	↑13.3%	↑45.3%
Net Income (Loss)	58.1	(45.0)	(90.2)	-	-
Diluted EPS	0.36	(0.29)	(0.58)	-	-
Non-GAAP Net Income (Loss)	54.8	(38.0)	(86.8)	-	-

*The QoQ/YoY % changes are calculated based on RMB numbers.



Balance Sheet Summary

US\$ mm	As of June 30, 2011	As of March 31, 2012	As of June 30, 2012
Cash and Restricted Cash	1,092.8	674.7	882.5
Accounts Receivable	464.0	531.7	505.7
Inventories	395.5	516.0	601.5
Advances to Suppliers	86.8	71.6	55.8
Net PP&E	1,872.5	2,055.1	2,110.2
Total Assets	4,384.9	4,540.1	4,867.2
Short-term Borrowings	1,148.3	1,264.9	1,302.5
Accounts Payable	487.8	629.3	686.7
Long-term Borrowings	340.9	671.6	771.6
Medium-term Notes	371.9	382.3	615.3
Total Liabilities	2,658.1	3,440.8	3,863.7
Total Shareholders' Equity	1,726.7	1,099.2	1,003.5



Technology Innovations ----Key to Open the Future



Dr. Dengyuan Song
Chief Technology Officer



Technology innovations are crucial for a company to stand out as customers focus more on...

1 Higher Investment Returns



2 Easy-to-installation Designs



3 Guaranteed module power output in real solar conditions

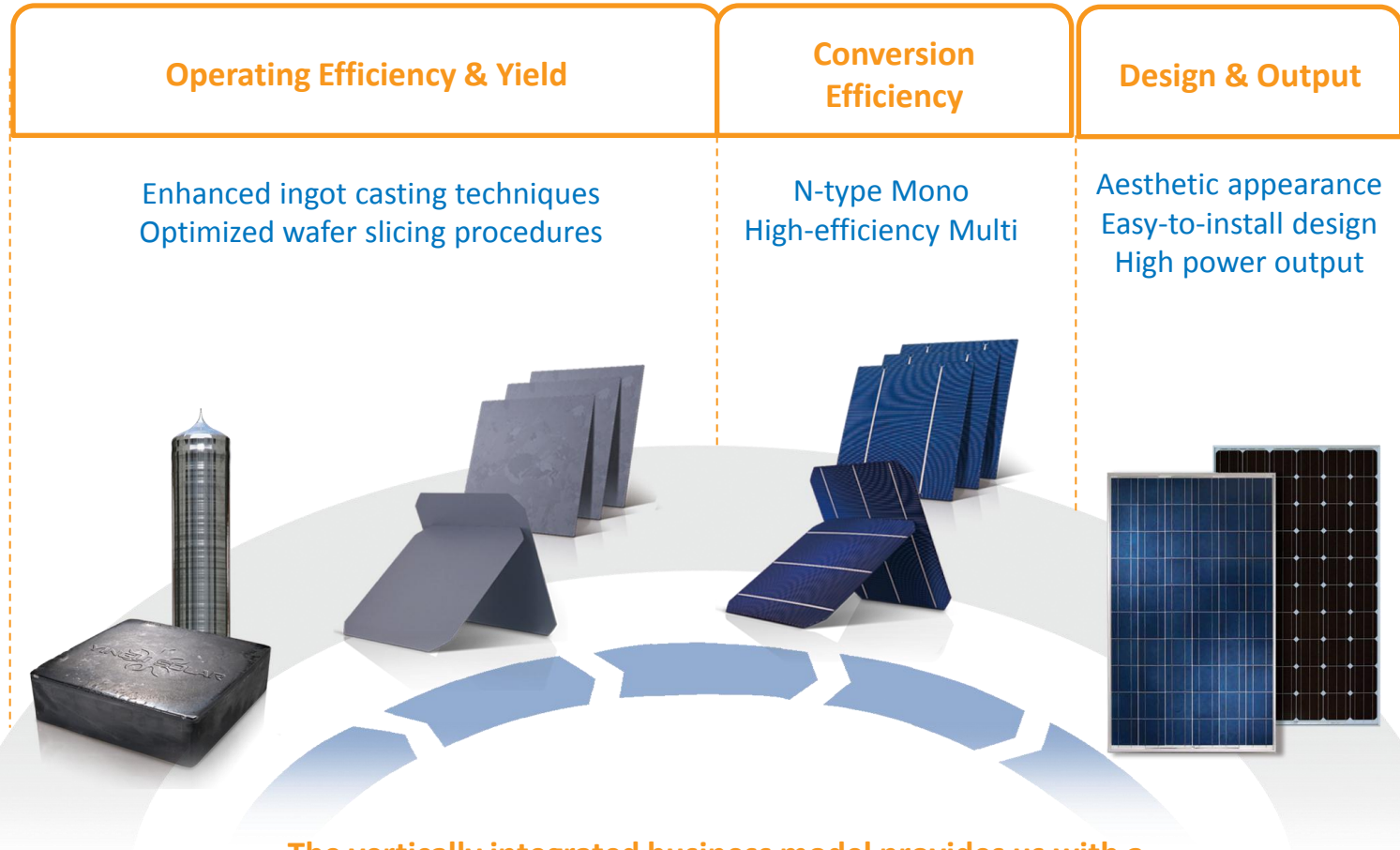


4 Convenient after-sales services



Yingli will do all the best in these areas by technology innovations.

As a result, we have been firmly committed to R&D throughout the entire value chain



Major R&D efforts include optimization of the entire value chain and innovative cell technologies

Leading ingot casting technology

- From 280kg to 800kg
- Lower energy consumption per unit
- Higher yield rate

Cutting-edge diamond wire saw slicing

- Mono wafer slicing
- Pilot line of multi wafer slicing

Environmentally friendly slurry recycling

- Environmentally friendly
- Cost-effective (on-site)

Creative water recycling system

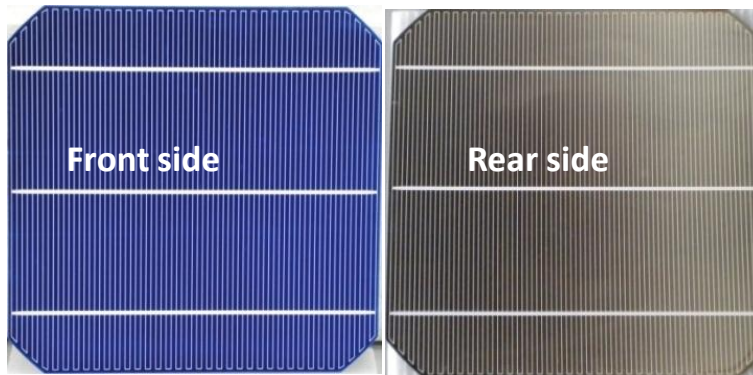
- Used in pre-wash step
- Save RMB 1.8 million per annum in water bill

Innovative improvements on the use of silver paste

- Optimization in the cell printing process
- Saved RMB 200 million in 1H 2012

Build on the success of our commercial production of PANDA cells in 2010, we have constantly improved the efficiency through new technologies

Structure of PANDA cell



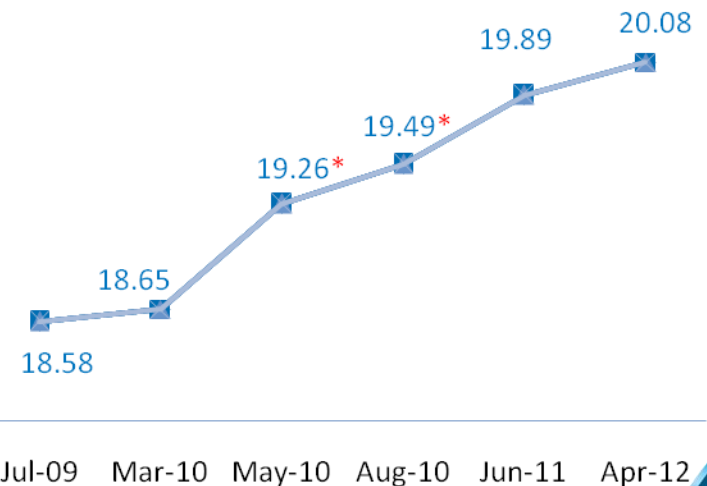
Continuous innovations of PANDA Cells

- Conversion efficiency of 156mm x156 mm N-Si PANDA cells was improved from 18.58 % to 20.08% in the lab
- Efficiencies with * were measured by Fraunhofer ISE, under STC 1000W/m², AM1.5 global spectrum at 25°C

PANDA Cell Overview

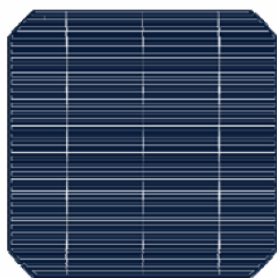
- Both sides of the cell can receive sunlight to generate more electricity
- Achieved an average efficiency of 19.2% in commercial production and 20.08% in Lab
- Simple processing steps and compatible with existing p-type Si cell production lines

Record Lab Efficiency of PANDA Cell (%)



In order to produce superior-performance modules, we developed “High-efficiency Multi” cells in 2010 and initiated R&D on “N-MWT ” cells in 2011

N-MWT Cell



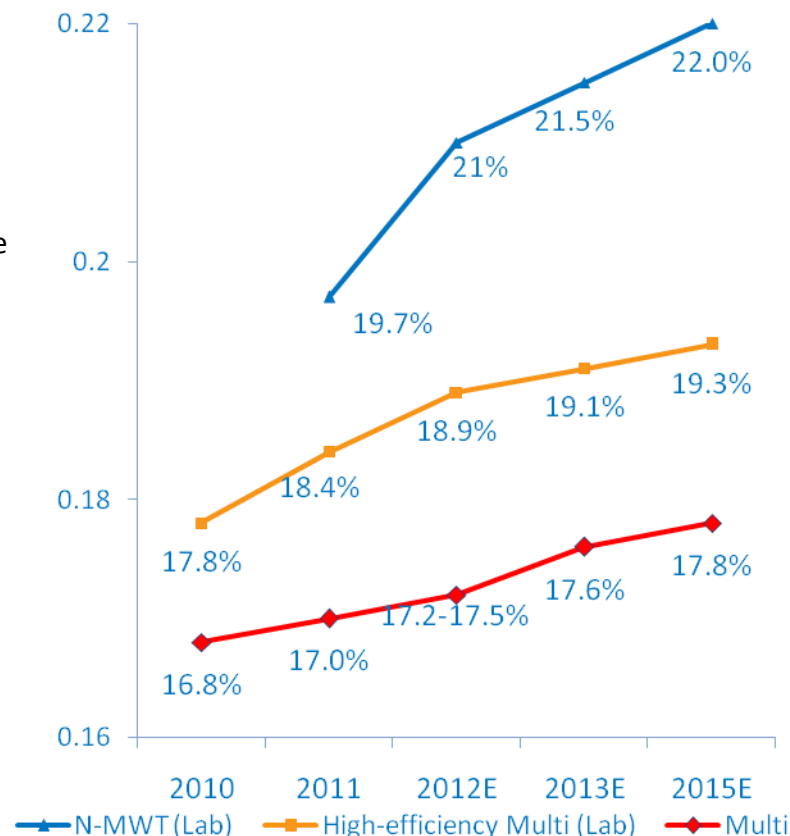
- **N-MWT technology is used N-type Si cell and module.**
- Achieved a cell efficiency of 19.7% and a module efficiency of 17.6%
- Target a cell efficiency of 22% and module efficiency of 20% in 2015

High-efficiency Multi Cell



- **High-efficiency multi cell is based on traditional multi-crystalline ingot casting technique.**
- Improved casting technology to produce high performance wafer & cell
- The cell efficiency could reach 18%+

Cell Efficiency Conversion Roadmap



MWT: Metal Wrap Through

Furthermore, we have developed various product series to address specific market demand

1

Easy-to-install Module – “Zep” mounting compatible module

- Fast installation with a saving of ~25% labor cost
- Ideal for installation in one easy step

2

More power output

- 273W “N-MWT” module with 60 cells made and measured by ECN

3

Aesthetic appearance – “double black” module

- Black frame and black back sheet

4

Light weighted– “double glasses” module

- Light-weighted
- Both sides of the module can absorb sunlight



We will continue to stay committed to producing high performance products by leveraging on strong R&D platform & our innovative people

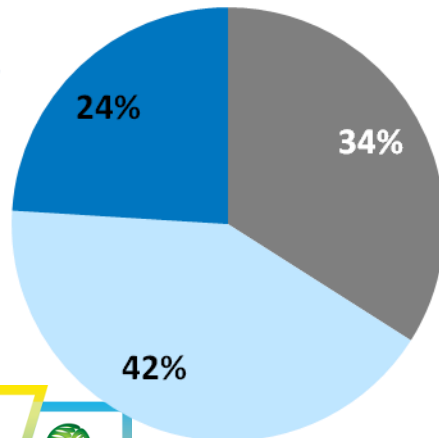
The State Key Lab of PV materials and technology



- One of the only two state key lab of PV technologies in China
- Brings us with cutting-edge technology & top mind academic people
- Enhanced the international collaboration with world-class PV research institutes and universities
- Quickly transform technology development into commercialization

Composition of Yingli Core R&D Team

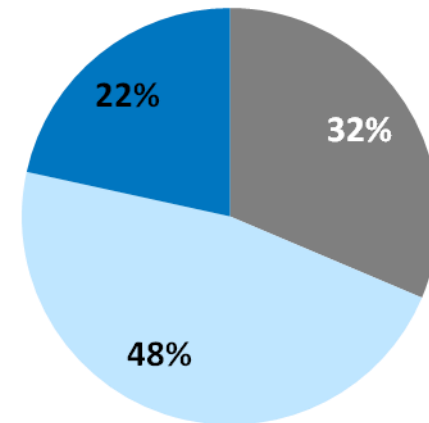
2011



Team members in our lab with master and Ph.D degrees increased from 66% in 2011 to 70% in 2012.



2012



■ Bachelor ■ Master ■ Doctor



We will continue to collaborate with 3rd parties, such as well-known institutions and suppliers.

Institutions



N-Si solar cells based screen printing



Development of commercially Si hetero-junction solar cells via advanced plasma technologies



MWT high efficiency N-type silicon solar cells with efficiency over 20%



Improvement crystalline quality for mono and multi crystal Si growth



Suppliers

Equipment suppliers

- Jointly design advanced, cost-effective, high reliable equipment
- Continually dedicate to equipment improvement and innovation

Raw material suppliers

- Jointly develop high quality, cost-effective raw material
- Continue to enhance product competitiveness

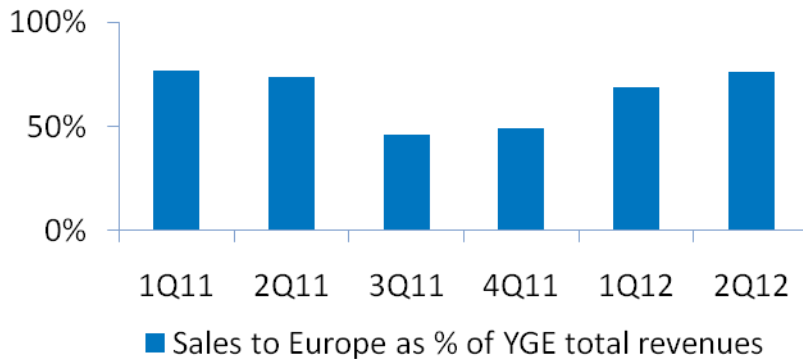
Market Update: Europe & the Americas



Mr. Robert Petrina
Managing Director of Yingli Green Energy Americas



Europe (1/2): Yingli has demonstrated resilience under tough market and competitor pressures during H1 2012.



- Supporting leading European customers in their business development initiatives in emerging markets outside Europe through our global network of local subsidiaries
- Continued investment in our brand through integrated marketing communications, combined with leveraging of sponsorship properties

- Leading supplier in Europe during 1H 2012 as a result of

- High brand reputation
- Reliable quality
- Proven product performance
- Excellence in operational fulfilment
- Consistent after-sales service
- Talented employees



Europe (2/2): Challenges ahead, but opportunities remain



Challenge

- Opening of the anti-dumping investigation in Europe
- Continued ASP pressure
- Deploying solar systems with economic profiles that make financial sense without government incentives
- Leveraging the additional benefits of solar energy: reduction of country energy dependence, pollution reduction, independence for consumers/businesses



Opportunity

- Yingli is well prepared to aggressively defend our position with respect to AD
- Lower system prices offers opportunities to motivate buyers even in declining incentive environments
- Adversity encourages innovations to further reduce kWh costs at the socket and/or substitute peak electricity
- Europe's 2020 climate targets

Growth in North and South Americas despite challenging market conditions

North America

- Sold over 550 MW cumulatively, including a record 180+MW in 1H 2012
- Achieved ~15% of US market share in 2011 and projecting similar market share in 2012
- Grand opening of 12,000 sq. ft. R&D facility in San Francisco, with the following equipment qualified and currently in use:
 - HALM AAA solar simulator w/ temp control
 - Relltron 16MB electroluminescence camera
 - Eurotech dynamic mechanical load tester
 - 4 HALT environmental chambers
- Renewed partnership with GRID Alternatives to provide solar energy to 800 low-income families in California & Colorado in 2012
- Launched Powering Advancement with Solar and Soccer (P.A.S.S.) program, a new CSR initiative for disadvantaged children that promotes the benefits of healthy decision-making in life and for the environment

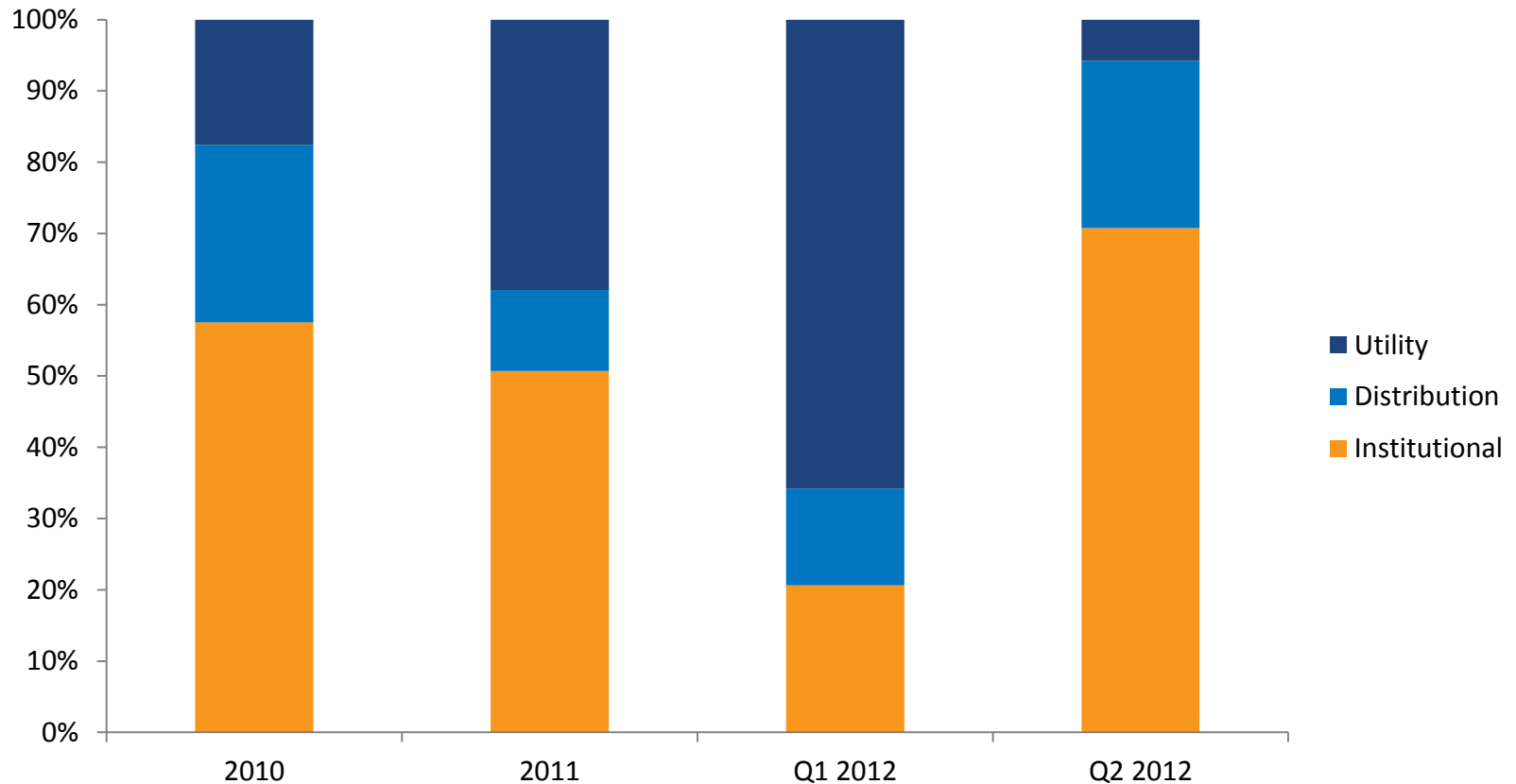
Latin America

- Yingli deployed full-time resources to the LatAm market beginning in 2011 and now has established subsidiaries in Mexico, Brazil, and Chile
- High electricity prices and good solar resources make many markets primed for un-incentivized market development
- Our early investment in this market is beginning to pay off with a quickly growing loyal customer base and substantial sales growth quarter over quarter
- Partnership to bring solar power to Brazil's highest-profile football stadium, Estadio do Maracana, to complement sponsorship of 2014 FIFA World Cup



Utility share in the Americas grew very quickly through Q1; institutional made a comeback in Q2

YGEA is roughly in-line with the market and will continue to make sure our focus is in-line in 2H 2012



Thank you!



Please contact us or visit www.yinglisolar.com for more information.

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