

# THE STORY BEHIND THE PANEL





At Trina Solar, we believe the true value of a panel lies in the electricity it generates. In independent tests around the world, our panels have proven their superior energy performance. So, choosing Trina isn't just a quality purchase; it's a sound investment. Trina gives you the best \$/kWh.

# THE STORY BEHIND THE PANEL

"We are committed to the ongoing advancement of the technology, efficiency and quality of our photovoltaic solar products"



#### 1

1997

Establishment of Trina Solar

#### **OUR FOOTPRINT**

Founded in 1997, the company has since established itself as a leader of the global solar community. Today, Trina Solar's growing global presence includes regional headquarters in Switzerland, US, Japan and China, as well as offices in Madrid, Munich, Milan, San Jose, Seoul, Osaka and Shanghai, to provide our customers with timely, reliable service.

The achievements of the last decade have laid a solid foundation for Trina Solar's ongoing business expansion, and the alternative energy industry's global potential ensures Trina Solar's bright future. The company will continue to be dedicated to innovation and quality as it helps push the solar PV industry towards grid parity.

### **OUR MISSION**

Our mission is to promote and develop solar energy as a source of clean, renewable energy for all.

#### **OUR VISION**

Our vision is to become a leading manufacturer of high-quality solar PV modules and to provide clean, reliable electric power to people all around the world.

# 2000

Developed first BIPV house in China

# 2004

Participated in developing China's first renewable energy law

# 2007

Named by Deloitte as the fastest growing company in China's Hi-Tech sector. Completed vertical integration by launching cell manufacturing

# 2009

Reached 600MW production capacity. Inaugurated Europe's largest photovoltaic rooftop

Installed 39 PV power stations in Tibet

2002

2005

Established first monocrystalline ingot facility

# 2006

Initial Public Offering -Listed on the New York Stock Exchange (NYSE: TSL)

# 2008

Signed cell supply partnership with Lisa airplanes. Reached 350MW production capacity

# 2010

Installed a rooftop solar system on the Belgium and EU pavilion at the Shanghai World Expo

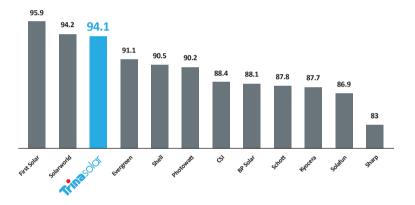
By year end, will have shipped over 1GW of modules since 2005

#### THE SUCCESS OF TRINA

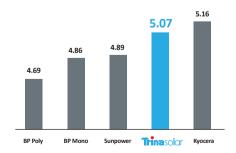
#### The best \$/kWh value

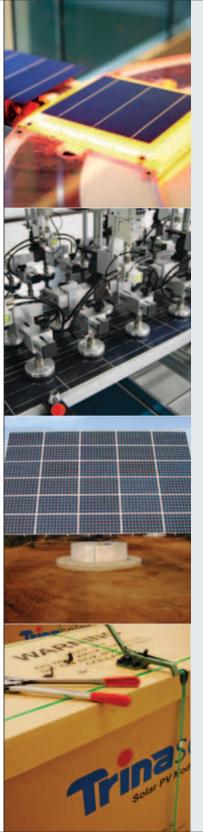
To us, the true value of a panel lies in the electricity it generates. In independent tests around the world, our panels have proven their superior energy performance. Choosing Trina isn't just a quality purchase; it's a sound investment. With Trina Solar panels, you get the **best \$/kWh**.

Result for the Photon Test, September 2009 (in kWh/kWp)



Average Daily output, January-December 2009 (in kWh/kWp)





Our promise to provide the best \$/kWh relies on four elements that make Trina Solar panels unique:

#### Quality

The quality of a panel rests on its ability adapt to any environment and to resist any kind of stress, both of which ultimately influence the amount of electricity a panel generates over its lifetime.

To guarantee that our products satisfy these requirements, in 2009 we launched the Trina Solar Center for Excellence. The Center contains a comprehensive range of tests, including product certification processes, material reliability tests, and material evaluation and research facilities.

Trina Solar also has its panels tested by internationally recognized laboratories. Recently, our panels were ranked 3rd-best in terms of power output by the Photon Solar Module Yield Measurment Test (Footnote: results published in September 2009, results based on kWh/kWp electricity generation) and 2nd-best panel by the Desert Knowledge Australia Center (Footnote 2: results based on data collected from Jan 1 to Dec 12,2009).

#### **Vertical Integration**

With the goal of accelerating the adoption of photovoltaics around the world, Trina Solar developed a vertically integrated business model. This vertical integration allows us continuously to improve our manufacturing processes and to ensure optimal power outputs from all of our panels. In return, we can offer our customers competitively priced products while continuing to expand our business.

#### **Efficient Technology**

In order to offer our customers the best solar PV value, Trina Solar invests heavily in research and development. The company currently is working to improve its cell manufacturing processes, which include new, state-of-the-art passivation and metallization techniques. The company expects to enhance the conversion efficiencies of our mono- and multicrystalline cells to 19.5% and 18.0%, respectively, by the end of 2010, up from 18.8% and 17.5%, in December 2009.

#### Financial Strength

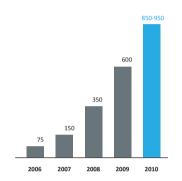
As it is our mission is to contribute to the global expansion of the solar industry , we consider financial stability essential to Trina's continued growth.



THE SUCCESS OF TRINA

#### Innovation

Module capacity chart



In our research and development, we focus on augmenting our ingot, wafer, cell and module manufacturing capabilities, while reducing manufacturing costs and improving the performance of our products. Our research and development team works closely with our manufacturing units and customers continually to improve our module and system designs. Up to now, we already have received over 150 patents for technical innovations.

Our vertically integrated business model helped us develop into a leader in the PV industry.

Producing our own ingots, wafers, cells and modules in-house allows us to ensure quality along the entire integrated value chain as well as to maintain one of the lowest cost structures in the industry.

#### Quality control













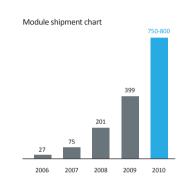
We recently opened the "Trina Solar Center for Excellence", which includes a broad range of quality-control tests and procedures including product certification processes, material reliability and evaluation tests and research facilities. The Center is equipped with advanced testing equipment similar to those in internationally-recognized, independent testing centers. All equipment and testing procedures are done in accordance with the following rigorous standards: UL1703, IEC61215 and IEC61730.

In the Center for Excellence, we put our modules through extreme environmental testing in order to ensure their reliability and performance This allows us confidently to provide our customers with a 25-year output warranty.

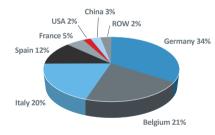
#### **WORLDWIDE PARTNERSHIP**

The road to leadership is paved with strong partnerships. It is in this spirit that Trina Solar built its sales and customer strategy. Trina Solar currently sells module in over 20 countries, and in each of them we have formed key long-term partnerships with local utilities, solar distributors, PV developers and system integrators.

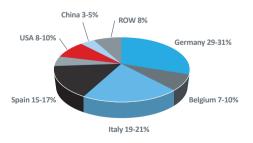
Trina Solar partnerships led to over 399 MW of shipments in 2009, a 98.5% increase over shipments in 2008 (201.0 MW). In 2010, the company expects to sell between 750 and 800MW.







750-800MW shipped - 2010





As a global community, our improving standard of living comes at a cost. As we consume more electricity every day, the question of how we generate that electricity becomes critical. If we continue to rely on fossil fuels and emit ever-greater amounts of greenhouse gases, the damage to our environment and ourselves may become irrevocable.

We have devoted significant efforts to reduce to acceptable levels the waste and pollution caused by our manufacturing processes. We have installed various types of anti-pollution equipment in our facilities to reduce, treat, and where feasible, recycle the wastes generated in our manufacturing process.

Climate change knows no boundaries. Together, we need electricity generation that is environmentally sustainable, economically feasible, and easily implemented on any scale, from our roofs to our power plants.

#### **SHOWCASE**



#### Germany -3MW

Saves 2,200 tons of CO2 a year

Location : Augsburg

Installation Date : December 2007 Application Type : PV Plant Installation Type : Ground Mounted



#### USA-2.4 MW

America's largest single rooftop installation, as of April 2009

Location : Atlantic City Installation Date : March 2009 Application Type : Commercial Installation Type : Roof Mounted



10th largest installations in the world, as of May 2009

Location : Fuente Alamo
Installation Date : August 2008
Application Type : PV Plant
Installation Type : Ground Mounted

Installed by : Gestamp



#### Lisa Airplane sponsorship

Provide cells for the first airplane to fly around the world using only renewable energy







Largest roof mounted project in Italy

Location : Serravalle Scrivia Installation Date : February 2009 Application Type : Commercial Installation Type : Roof Mounted



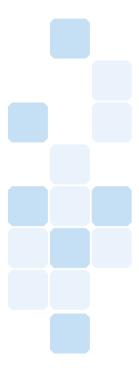
# EXPO Belgium pavilion official sponsor

America's largest single rooftop installation, as of April 2009

Location : Atlantic City Installation Date : March 2009 Application Type : Commercial Installation Type : Roof Mounted







#### **ASIA PACIFIC**

#### CHINA

2, Tian He Road, Electronics Park, New District, Changzhou, Jiangsu, 213031 China

T +86 519 8548 2008 F +86 519 8517 6021

E sales@trinasolar.com

#### CHINA

Rooms 4706-4707, Plaza 66 Tower 2, 1366 Nanjing Xi Road, Shanghai 200040 China

T +86 21 6288 9779 F +86 21 6288 9939 E sales@trinasolar.com

#### **KOREA**

B-912, Intellige 2, 24 Jeongja-dong, Bundang-gu, Seongnam-si, Gyeonggi-do, 463-84 Korea

T +82 31 782 1588-9 F +82 31 718 8820 E korea@trinasolar.com

#### JAPAN

Trina Solar Japan Ltd Tokyo Branch World Trade Center Building 33th Floor, 4-1 2-chome Hamamatsu-cho Minato-ku, Tokyo 105-6133 Japan

T +81 3 3437 7000 F +81 3 3437 7001 E japan@trinasolar.com

#### JAPAN

Osaka Sales Office 21 Century Building 5F 10-26, Toyotsu-Cho, Suita-Shi, Osaka, 564-0051 Japan

T +81 6 6338 8380 F +81 6 6338 8381 E japan@trinasolar.com

#### **EUROPE**

#### **GERMANY**

Elisabethstrasse 91, D-80797 Munich, Germany

T +49 89 5908 2332 F +49 89 5908 1200 E germany@trinasolar.com

#### ITALY

Via Santa Maria Valle 3 20123 Milan Italy

T +39 02 00681521 F +39 02 00681400 E italy@trinasolar.com

#### **SPAIN**

Paseo Castellana 141, 8th Floor, 28046 Madrid, Spain

T +34 91 572 6576 F +34 91 572 6621 E spain@trinasolar.com

#### **SWITZERLAND**

European HQ Trina Solar (Schweiz) AG Leutschenbachstr. 45, 8050 Zurich, Switzerland

T +41 43 299 68 00 F +41 43 299 68 10 E italy@trinasolar.com

#### **NORTH AMERICA**

U.S.A. 100 Century Center, Suite 340, San Jose CA 95112, USA

T +1 800 696 7114 F +1 800 696 0166 E usa@trinasolar.com