Integrating bifacial - New system design and bespoke products

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Company Background

#1 Global Market Leader in Solar Tracking Five Consecutive Years 2015-19

- 35 GW trackers under fulfillment/delivered in six years (established: 2013)
- Wholly-owned subsidiary of investment-grade company: Flex (NASDAQ “FLEX”)
  $26Bn annual revenue, $14Bn balance sheet
- 375 staff worldwide, 8 global offices
- Product lines: solar trackers, software and controls, energy storage, Digital O&M
- Deep bench of PV and solar tracker experience: collective 300 years with utility-scale and distributed generation or C&I application experience

NEXTracker

2019 NX Shipments
10.2 GW

NEXTracker earns leading position in global solar tracker market, more than the three closest competitors combined

Continued Global Diversification of Customer Base

Over 300 world-class developer and EPC partners representing present and growing solar market growth
Solar tracker installations will grow on average by 11% annually from 2019 to 2024.

2019 will see the largest uptick in tracker installations as the market experiences 62% YOY growth.

- The global PV tracker market is poised for growth and will account for 43% of global ground mount installations by 2024.
- Tracker installations will be driven by growth in Middle East, Africa and Europe.
- As a percentage of global ground-mount installations, fixed-tilt installations are expected to decline by 13% from 2019 through 2024.

Source: Wood Mackenzie, 2019
Why Trackers?

Trackers versus Fixed Tilt

**Yields lower LCOE**
20% to 30% more energy yield than fixed in sunny locations; and 5-10% more cost

**Yields more revenue/kWh**
Better match to utility load, TOU multipliers, customer peaks

Tracker cost decreased over 75% in last 20 years (1995 – 2015)
NEXTracker Product & Services Ecosystem

TRUECAPTURE & NX NAVIGATOR
Smart software and control systems increasing output of NX trackers by up to 6% via advanced machine learning technology; increasing performance, while mitigating risk from inclement weather events.

SOLAR TRACKER PORTFOLIO

NX HORIZON™ & NX GEMINI™
Industry’s Most Advanced Smart Solar Tracker Portfolio, optimized for range of tier one modules including monofacial, bifacial, and FSLR S6

ENERGY STORAGE

NX FLOW™
Integrated Vanadium Flow Battery DC-Coupled Storage Inverter String and Central Solution, UL 9540A

NX DATA AND MONITORING CONTROL SERVICES
Suite of advanced data and software-driven digital services available for both tracker and storage systems to dramatically improve asset management efficiency and lower operating costs.
NX Horizon: Award-Winning Self-Powered Tracker

NX smart solar trackers combine advanced mechanical design with digital communications & control to maximize project IRR.

**Zigbee wireless** mesh network connects controller on each tracker row to the NCU.

**Self Powered Controller (SPC)** precisely measures array angle and controls tracker position.

**Integrated Li-Ion backup battery** provides power reserve and overnight control.

**Dedicated smart PV panel** powers self-powered controller and motor.

**DC Motor** drives tracker row.
NX Horizon Bifacial Enhancing Features

“High-rise” module mounting rails

Bearing gaps

Motor, controller & drive gap
NX Horizon Bifacial Advantages vs. Traditional 1P Trackers

1.5 – 2.0% Increased Annual Energy

1. Torque Tube Shape
2. Module Elevation
3. Bearing Gaps
4. Drive System Gap

Annual Energy Production

- Round Tube
- Elevate Modules
- Bearing Gaps
- Drive Gaps

Traditional 1P Tracker vs. NX Horizon
NX Gemini™ two-in portrait smart solar tracker
Market Need: Target Applications for Gemini

- Hard soils
- Undulating terrain
- Irregular layouts
- High winds
- Robotic cleaning
- Module flexibility
NX Gemini Bifacial Optimizations

4 Symmetric Strings per Tracker
Strings do not cross East & West sides
More Power Gains from Jinko Bifacial Modules

- Fremont has a dry and warm summer then a wet and rainy winter.

- The project is located in the outdoor field test station of solar tracking firm Nextracker.

- The ground is light gray gravel and the measured albedo of the site is around 20%.

- Cumulative gains to date greater than 8%, which is in-line with PVSys modeled values.
Comprehensive Compatibility with Jinko Solar Modules

*Proactive & close partnership with Jinko Solar in joint product development*

- Jinko Solar is proved to be a reliable and strategic partner to NEXTracker for the benefits of mutual customers
- Tiger module does improve the tracker cost efficiency by increasing total watts/tracker, versus M2 wafer modules.

**Nextracker**
- 1P/Horizon
- 2P/Gemini

**Jinko Solar**
- Tiger
- Swan
- Cheetah
Thank you

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