

Customer-Driven Value Creation

# FOR FULL SCENARIO ENERGY TRANSFORMATION

The World's Leading Solar Technology Company



# About LONGi

Founded in 2000, LONGi is committed to being the world's leading solar technology company, focusing on customer-driven value creation for full scenario energy transformation.

Under its mission of “making the best of solar energy to build a green world” and brand positioning of “the most trusted, reliable solar company that blazes the trail for green technology”, LONGi has dedicated itself to technology innovation and established five business sectors, covering mono-crystalline silicon wafers, mono-crystalline silicon cells/ mono-crystalline silicon modules, distributed photovoltaic solutions, utility plant system solutions and hydrogen energy equipment solutions. The company has honed its capabilities to provide green energy and has also embraced green hydrogen products and solutions to support global zero carbon development.



**2000**  
Foundation



**60000+**  
Global Employees



**30+**  
Global Network

**\$18.85B**  
Y2022 Operating Income

**\$2.16B**  
Y2022 Net Profit  
Attributable to Shareholders

**\$1,044M**  
Y2022 R&D Investment

NOTE: The current exchange rate conversion method is not unified, this chart is based on the exchange rate at the end of the reporting period.

# Milestones of LONGi

Each milestone has become a key force to promote the development of the industry

## The beginning

The era of semiconductor technology accumulation



- **2000**  
LONGi was established
- **2005**  
Formation of annual production capacity of 30 tons silicon ingot

## Technological revolution

The era of technological evolution in the monocrystalline silicon wafers



- **2012**  
A-share market listing
- **2014**  
World's No.1 in production of monocrystalline silicon wafer  
RCz Ingot pulling  
Diamond Wire Slicing Technology  
M1/M2 Silicon standard

## Industrial upgrading

The era of promoting monocrystalline back to the mainstream



- **2015**  
Entered solar cell & module market  
World's No.1 in shipment of monocrystalline module
- **2018**  
The world's most valuable PV manufacturer  
PERC Trend  
LIR Technology  
Bifacial Technology

## Energy transformation

The era of utilizing solar technology to change the earth



- **2019**  
Certified the low carbon footprint by CERTISOLIS  
Set another standard for ultra high efficiency module  
M6 Silicon Wafer Standard
- **2020**  
Set a brand new industry standard  
M10 Silicon Wafer Standard



- **2021**  
LONGi established the Hydrogen BU  
  
LONGi Lifecycle Quality  
Product lifecycle quality management

## Solar for all

Everyone should be able to benefit from clean energy



- **2022**  
LONGi introduced the Hi-MO 6, its first module designed exclusively for the global distributed consumer market.  
LONGi's high-efficiency HPBC cell technology
- **2023**  
LONGi introduced the Hi-MO 7, its first module designed exclusively for the global segmented distributed market.  
LONGi's high-efficiency HPDC bifacial cell technology



# Sound Management, Healthy Finances

Adhering to the principles of steady operation and sustainable development, LONGi has maintained a relatively low asset-liability ratio over the years. It has also demonstrated excellence in asset returns, profitability and financing capabilities, earning unanimous recognition from authoritative industry institutions.



## Tier 1 PV Module Manufacturers

In the Bloomberg New Energy Finance (BNEF) standard PV module manufacturers listing, LONGi ranked in the first tier and is the absolute leader in the industry.



## 'AAA' PV Module Tech Bankability Rating

The quarterly report developed by Solar Media's PV Tech analysis team, based on comprehensive evaluation of module manufacturers' financial strength, product technology and production/supply capacity, has identified LONGi as AAA rated manufacturer.



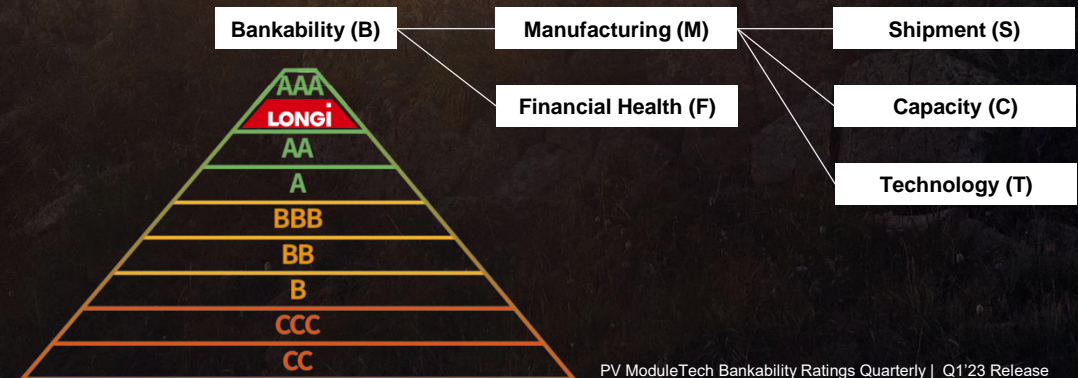
## Excellent Altman-Z Scores of Selected Pure-play Manufacturers

In BloombergNEF's Global PV Market Outlook report, LONGi scored excellently in financial health index due to its continuously increasing corporate strength and technological research and development level. LONGi has demonstrated highly effective risk control and long-term sustainable development ability.



## 100% Bankable PV Module Brand

LONGi has been rated '100% bankable' in BNEF's survey of PV Module & Inverter Bankability for 3 years, underlining its capability in assisting project developers to secure access to financing from banks in order to bring a consistent, steady return on investment for global clients.



PV ModuleTech Bankability Ratings Quarterly | Q1'23 Release



# A Global Leading Manufacturer of Monocrystalline PV Products

## Leading Production Capacity and Module Shipments

With breakthrough monocrystalline technology and vertical integration advantages in the industry chain, LONGi is leading the PV industry to continuously reach new heights in product transformation and leveled cost of electricity optimization.

# No.1

LONGi has held the top position in global monocrystalline silicon wafer shipments for 9 consecutive years.

# 85.06GW

Wafer Shipment  
(2022)

# 190GW

Wafer Planned Capacity  
(2023)

# No.1

In 2020, 2021, and 2022, LONGi ranked world No.1 in three consecutive years in terms of shipment volume and market share.

# 46.76GW

Module Shipment  
(2022)

# 130GW

Module Planned Capacity  
(2023)

The Rank of LONGi Module Shipment form 2018 to 2022

	2018	2019	2020	2021	2022
1	A	A	<b>LONGi</b>	<b>LONGi</b>	<b>LONGi</b>
2	B	B	A	D	A
3	C	D	B	B	D
4	D	<b>LONGi</b>	D	A	B
5	<b>LONGi</b>	E	E	E	E
6	E	C	C	C	F
7	F	F	F	F	J
8	G	H	J	M	M
9	H	J	M	H	C/N
10	J/K	K	H	J	



# LONGi Innovations

## Continuous Technology Innovations on Open Platforms

LONGi's innovations are not just limited to technology. The company hopes to integrate innovations and create an open, collaborative platform. This is essentially a new way to connect with industrial partners, universities, research institutes, PV start-ups, as well as customers and colleagues. In a ecosystem, all elements come together in active collaboration and interaction that enables us to design innovative solutions to drive the solar-led energy transformation.

In the past ten years, the cumulative R&D investment has exceeded \$2,631 million, ranking first in the PV industry. And LONGi had obtained 2,132 authorized patents. In 2022, LONGi invested \$1,044 million on research and development, accounting for 5.54% of operating income, a YoY increase of 62.51%.

**\$1,044** Million  
2022 R&D Investment

**5.54** %  
Proportion of Operating Income

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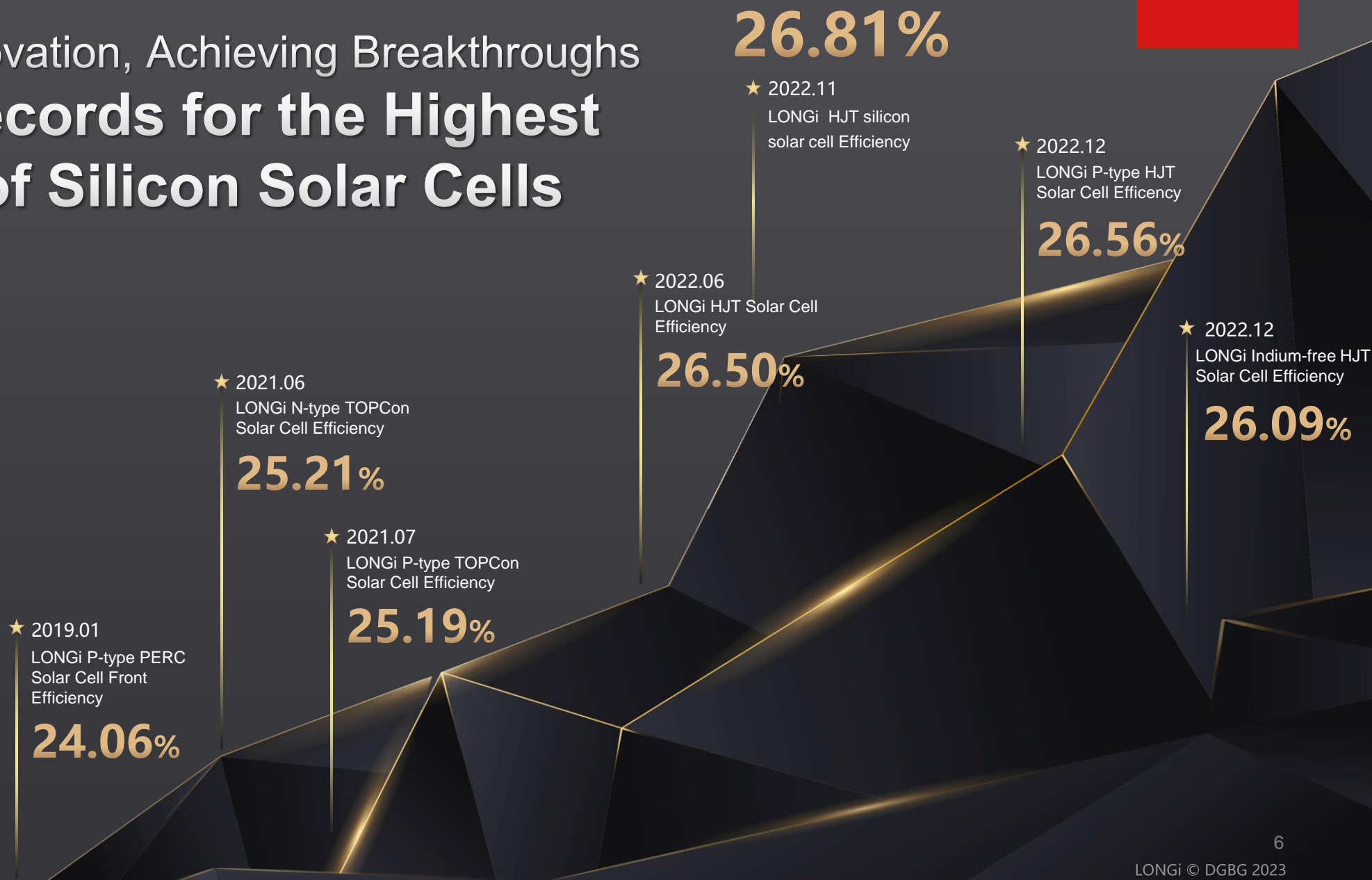
### Industrial Partner



### Research Institute



# Continuous Innovation, Achieving Breakthroughs Industry Records for the Highest Efficiency of Silicon Solar Cells



# Reliable Quality, Perfect Performance

## Continuously Acquiring Third-Party Honors and Evaluations

### TÜV Rheinland All Quality Matters



**2017, 2018, 2021, 2022**

Energy Yield Simulation Winner (Mono Group)

**2019, 2020, 2021**

"PV Module Outdoor Power Generation " Winner

### Top Performer in PVEL's PV Module Reliability Scorecard 6 Times



**600cycles + 2000hours + 192hours**  
 Thermal Cycling      Damp Heat      PID Test

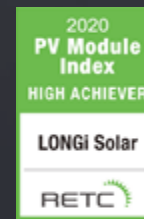
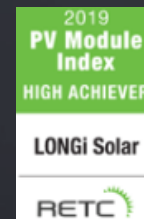
**1000times      50hours      30A**  
 DML Test      TC Test      HF Test



Excellent Performance in Energy Yield Test Conducted by pv magazine

Organized by the German-based pv magazine Group, in cooperation with CEA in the United States and GSolar in China, sampled by CEA.

### RETc 'High Achiever' for 4 Years



### The Only Module Manufacturer Achieving '2021 Intersolar Award'



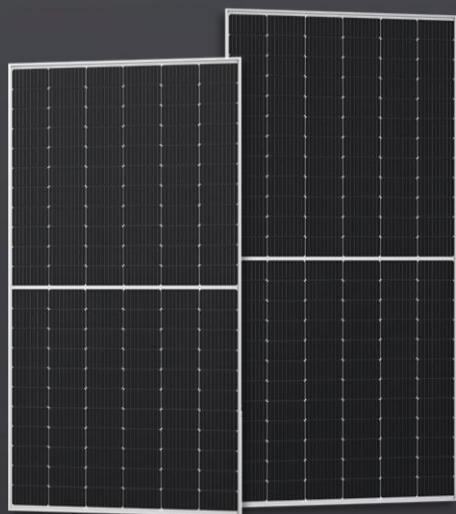
Proof of product value and technological innovation



LONGi Hi-MO Series

# Unlock More DG Application Scenarios

## Hi-MO 5<sub>m</sub> 5



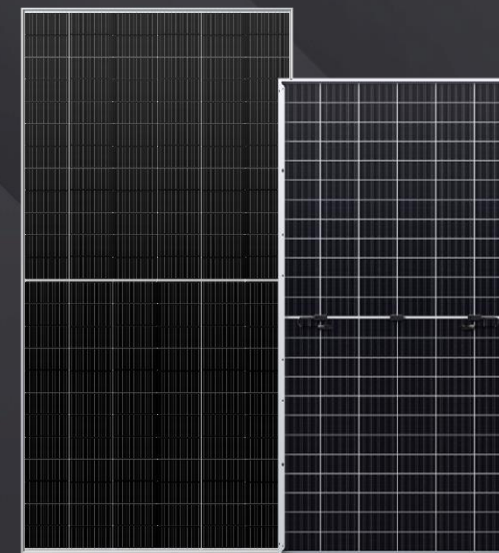
**M10 Ultimate Size**  
Design for utility application,  
Increasing Module Efficiency  
by Smart Soldering

## Hi-MO 6



**High-efficiency HPBC cell**  
promote new technological  
revolution

## Hi-MO 7



**High-efficiency HPDC cell**  
Better power generation  
performance  
and product reliability



# Installer Incentive Basic info

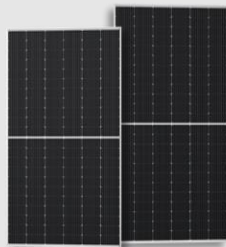


## How much for the Incentive?

### Subsidy/piece

max  
**2.00**  
USD/pc

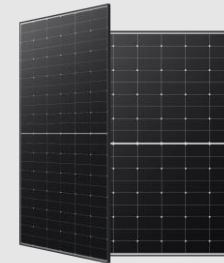
**Hi-MO 5**



Any type

max  
**5.00**  
USD/pc

**Hi-MO 6**



Explorer + Scientist

- Range: The Installation/Engineering companies who purchased and installed LONGi panels for residential and C&I users in [UAE/Lebanon/Jordan/South Africa/Uzbekistan](#)
- Incentive is provided on below types of LONGi panel basis, carried out on per piece



# Installer Incentive Basic info



**How to declare and what you can benefit?**

## Required declare info.



### ✓ **Installer information**

name/contact/company/location

### ✓ **Purchase information**

Date/which distributor/capacity/product type/**receipt**

### ✓ **Project information**

Code number (each piece)/case photo

## Benefit



### ✓ **Incentive**

### ✓ **Installer service kit**

LONGi Training lessons/installation Guide/Tool gift

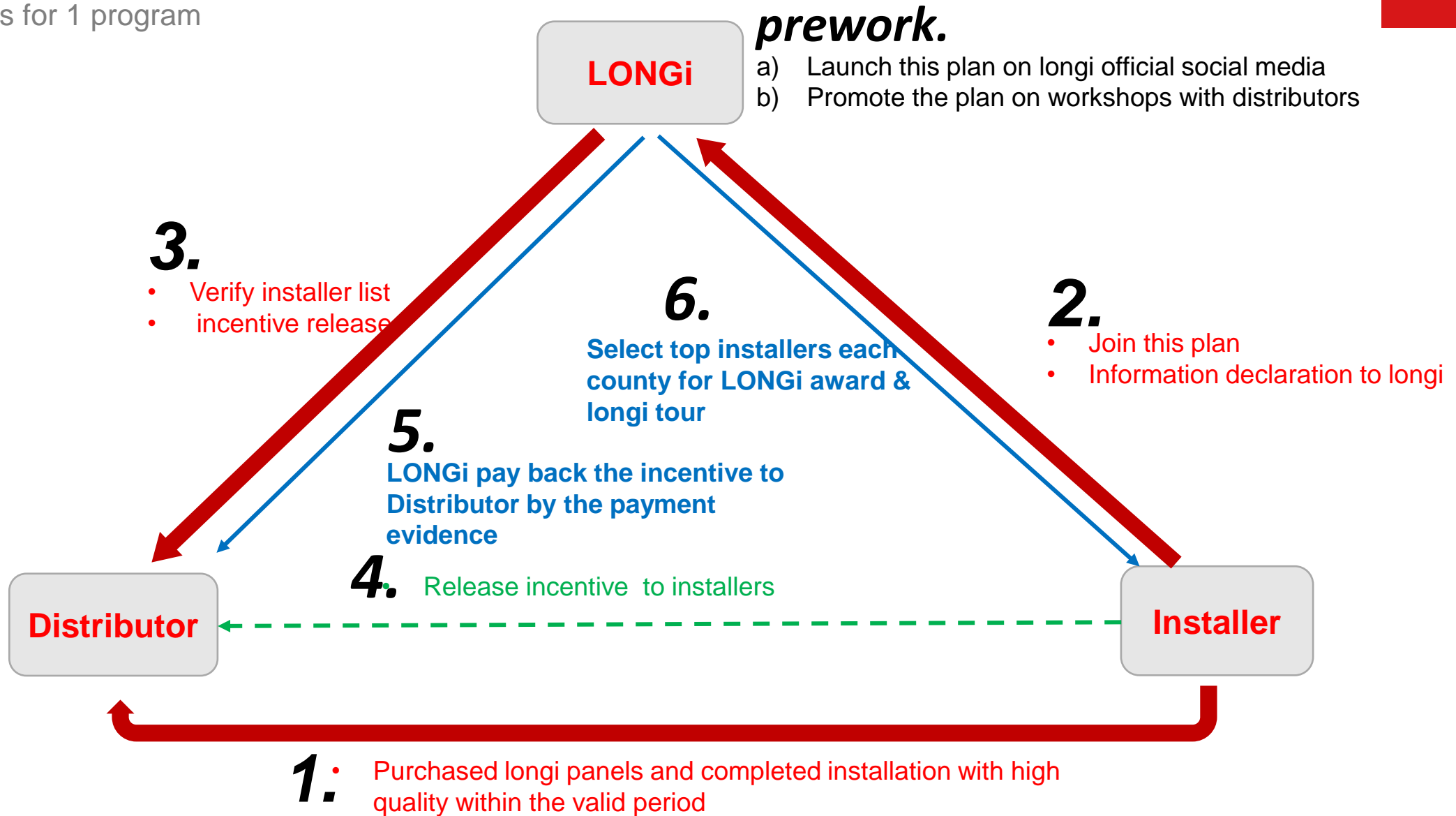
### ✓ **LONGi installer marketing**

LONGi Installer club/media showcase/workshop /event and award



# Incentive Dynamic

7 steps for 1 program



# LONGi

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