

## TSL: FACT SHEET 2008

### COMPANY PROFILE

Trina Solar Limited is an internationally recognized designer, manufacturer and supplier of mono and multicrystalline photovoltaic (PV) modules and has a long history as a solar PV pioneer since it was founded in 1997 as a system installation company. Our high-quality, cost effective and environmentally-friendly modules provide solar electric power to on-grid and off-grid residential, commercial, industrial and utility scale applications around the world, with sales and marketing offices and installation partners in Asia, Europe and North-America.

### MARKET OVERVIEW

**NYSE:** TSL

**52-Week Range:** \$25.33 - 68.26

**Share Price:** \$31.72

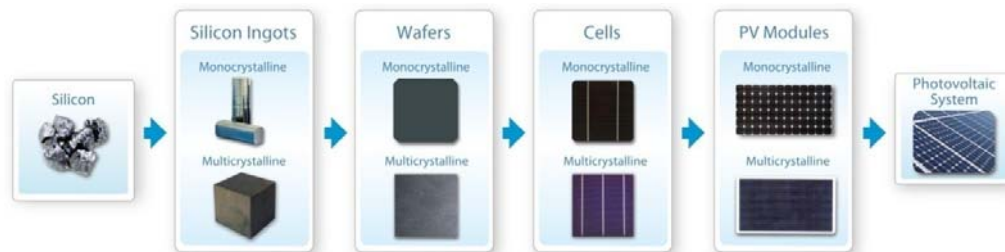
**Market Cap:** \$792.11M

**ADS Outstanding:** 25,194,109 (as of Q2 2008)

(As of August 28, 2008)

### VERTICLE INTEGRATION AND PRODUCTS

Trina Solar Limited is one of the few PV manufacturers that have developed a vertically integrated business model from the production of crystalline ingots, wafers and cells to the assembly of photovoltaic modules. Producing each step of the value chain in-house helps to ensure that we deliver high-quality and cost-effective products to our customers around the globe. Trina Solar's monocrystalline and multicrystalline photovoltaic modules provides power output ranging from 165W to 230W.



### STRENGTHS

- Vertically Integrated Model Advantages**  
 Improved product development and quality feedback, and shorter cycle times
- Qualified International Management Team**  
 Trina's management team has extensive experience in the solar research and commercialization of PV technologies.
- Strong Market Growth Outlook**  
 With sales in over 10 countries, Trina Solar continues to establish and maintain strong customer relationships.
- Diversified Sales Growth**  
 Continues to expand into new and emerging markets with its portfolio strategy.
- Solid Financials**  
 Trina consistently achieved profitability since its IPO in 2006 and has continued obtain higher than industry average margins.
- Low Cost Advantages**  
 With its vertically integrated model, Trina Solar continually reduces costs along it production chain.



## LEADERSHIP TEAM

Trina Solar leadership team is made up of employees from a number of nationalities, each with significant PV industry experience, who work together to bring the highest quality solar modules and the best service to customers around the world.

- **Jifan Gao**, Chairman & CEO
- **Terry Wang**, CFO
- **Sean Tzou**, COO
- **Arturo Herrero**, VP, Sales and Marketing
- **Gary Yu**, VP, Manufacturing
- **Anthony Chia**, VP, Quality

## 2008 2<sup>nd</sup> QUARTER HIGHLIGHTS

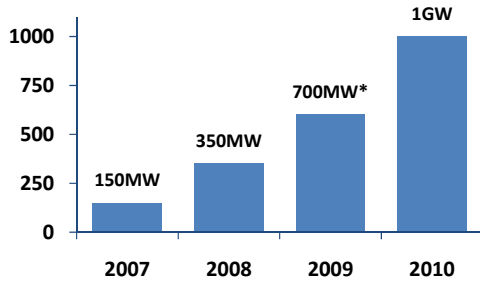
- Solar module shipments were 47.57 MW, up 134.0% from 20.33 MW in the second quarter of 2007 and 61.3% from 29.49 MW in the first quarter of 2008
- Total net revenues increased to \$204.2 million, up 171.1% year-over-year and 69.2% sequentially
- Earnings per fully-diluted ADS was \$0.68
- Gross margin was 23.2%, compared to 18.9% in the second quarter of 2007 and 25.8% in the first quarter of 2008
- Operating margin was 14.3%, compared to 10.7% in the second quarter of 2007 and 16.7% in the first quarter of 2008
- Net income was \$17.1 million, compared to \$7.4 million in the second quarter of 2007 and \$12.9 million in the first quarter of 2008
- Average selling price was \$4.03

## GROWTH STRATEGY

- **Two Pronged Market Strategy**  
Trina Solar sells to large customers, such as distributors and wholesalers of solar power products as well as medium-size customers such as PV system integrators. This strategy allows the company to enter new markets quickly and penetrate them aggressively while lowering risk.
- **Lower Costs**  
Trina will continue to lower production costs through its vertically integrated model.
- **Maintain a Portfolio Strategy**  
Trina maintains a portfolio strategy with its procurement and sales to lower risk and to diversify its relationships.
- **Continue to Increase Brand Recognition**  
Develop Trina Solar into an internationally leading brand.
- **Increase Capacity**  
Expand our manufacturing capacity to meet demand
- **Research and Development**  
Increase efficiencies and develop new ways to better our product qualities and performances

### CAPACITY EXPANSION

Trina Solar currently has an annual capacity of 200MW with plans to increase capacity to 350 MW and 600 MW by the end of 2008 and 2009, respectively.

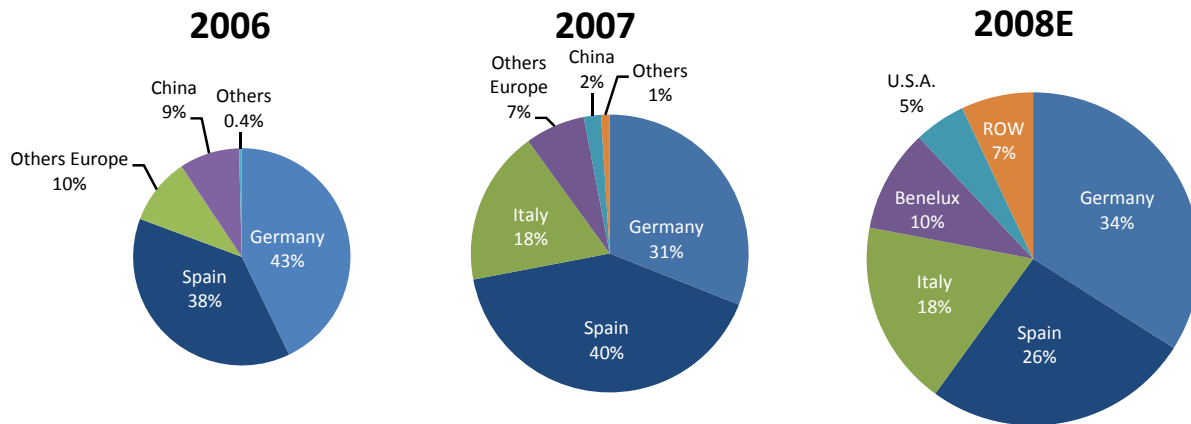


\*700MW cell & modules 500MW ingots & wafers



### GLOBAL SALES DIVERSIFICATION

Trina maintains a two pronged market sales strategy, which targets sales to wholesalers/distributors and integrators/installers that allows the company to enter new markets quickly, penetrate them aggressively, and establish long term relationships as done previously in Germany, Spain, and Italy.



### HIGH-PROFILE PROJECTS

**Belgium:** Commercial, 1.0 MW



**Korea:** PV Plant, 1.8 MW



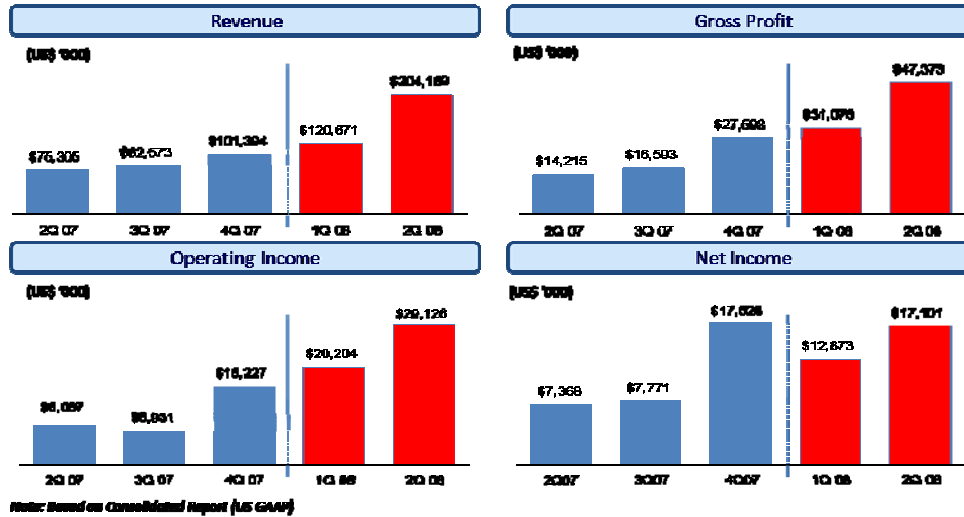
**Germany:** PV Plant, 3.18 MW





## KEY FINANCIAL PERFORMANCE

Trina Solar consistently achieved profitability since its IPO in 2006 and has continued obtain higher than industry average margins.



## ANALYST COVERAGE

- Ardour Capital Investment – Adam Krop
- CLSA Asia Pacific Markets – Charles Yonts
- Cowen and Company – Robert Stone
- Deutsche Bank – Michael Chou
- FBR Capital – Mehdi Hosseini
- Goldman Sachs – Gao Hua Securities – Cheryl Tang
- IIIR – Simi Panicker
- Jesup & Lamont – Brian Yerger
- Morgan Stanley – Shawn Kim
- Merrill Lynch – Lu Yeung
- Raymond James – Pavel Molchanov

## INVESTOR RELATIONS CONTACT

Thomas Young, TSL, Director of Investor Relations +86-519-8548-2008 <a href="mailto:IR@trinasolar.com">IR@trinasolar.com</a>	Terry Wang, TSL, Chief Financial Officer +86-519-8548-2008 <a href="mailto:IR@trinasolar.com">IR@trinasolar.com</a>	Crocker Coulson, President CCG Elite Investor Relations +1-646-213-1915 <a href="mailto:crocker.coulson@ccqir.com">crocker.coulson@ccqir.com</a>
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## GLOBAL OFFICES

CHINA (HQ/Manufacturing)	CHINA	GERMANY	SPAIN	U.S.A.
2 Tian He Road, Electronics park New District, Changzhou Jiangsu, China, 213031	Rooms 4706-4707, Plaza 66 Tower2, 1366 Nanjing Xi Road Shanghai, China 200040	Talstrasse, 10 79254, Oberried Bei Freiburg, Germany Barcelona, Spain	Av. Diagonal 640 Planta 6 A 08017	13505 Oregon Flat Trail Austin, Texas, USA, 78727

Also presence in France, Italy, Korea, and Greece

[www.trinasolar.com](http://www.trinasolar.com)

This document contains statements regarding the Company's projected financial and operating results, market opportunity and business prospects that are individually and collectively forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. These forward-looking statements are not guarantees of future performance and