

Experts' View



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This year Trina Solar Energy celebrates silver jubilee. Would you share the key highlights of this journey? What have been your company's major milestones in recent years?

Recently, we have reached the milestone of shipping 100GW of modules to more than 100 countries. In India, Trina Solar has shipped 8GW of modules in the past 10 years. This is testament to the strong relationships Trina Solar's local sales team has developed with customers.

Based on its excellent product performance, Trina Solar is the only PV company to score 100% in the Bloomberg New Energy Finance Bankability Survey for six consecutive years as a top bankable module supplier. The company has also achieved excellent test results in the PVEL Product Qualification Program for seven consecutive years.

To date, Trina Solar's State Key Laboratory of Photovoltaic Science and Technology has set 23 new world records in PV cell conversion efficiency and module output power.

In February, Trina Solar was included on Reuters' "Top 100 Innovators of Global Energy Transition" list, making it the only Chinese company and one of the few from the Asia-Pacific region to be included.

Can you share a brief background of the company and its operation? What are the key products / services provided by the company?

Founded in 1997, Trina Solar is mainly engaged in the research and development, production and sales of PV modules; power stations and system products; PV power generation, operation and maintenance services; development and sales of intelligent micro grids and multi-energy systems, as well as the operation of energy cloud platforms, etc.

We have regional headquarters in Singapore, Tokyo, Zurich, Dubai, Fremont and Miami, global sales and office centers in Spain, Mexico, Chile, Italy, Germany, Australia, United Arab Emirates, France, Columbia, Brazil, India and production bases in Vietnam and Thailand.

What are some of the key ESG initiatives taken by your company in recent years? How are you helping your customers in moving towards clean energy resources?

Trina Solar gives back to the society and one of the various initiatives include Trina Solar's donation of 5 mil. RMB to Henan Province for their disaster relief and reconstruction afterwards; constructed the "Green benefits – Mekong-Lancang Cooperation (MLC) PV Off-grid Power Generation Project" in Cambodia for providing clean power to local schools.

In terms of governance responsibility, our company always optimizes the governance structure and standardizes the management of the board. In addition, our company has established a complete internal audit process, implemented anti-corruption, anti-bribery and anti-unfair competition policies, and continuously paid attention to the needs of interested parties.

We are also committed to the construction of the green factories



which resulted in the drop of carbon emission intensity, reduction of sewage discharge and consumption of water as well as reduced waste.

We believe in bringing together the strengths of all the stakeholders with a cooperative and open attitude to lead the development of the industry, and make contributions to global energy conservation, emission reduction and sustainable development.

How do you see the renewable energy sector evolve in next few years in India? What steps do you think the corporates can take to move towards renewable energy sources and what impact will have on the society?

We have been seeing that India market is quick and fast in adopting to the new technologies. Our Vertex series has a great potential to increase developers' revenues. The switch to large-format modules is irresistible from the perspective of industrial chain support, cost reduction, production capacity and market share. There is a growing demand in the global PV market for 210mm modules, and this is expected to drive further increases in the capacity and shipments of the high-power modules.

We also expect the bifacial modules in combination with trackers would be new demand of the market for achieving better LCOEs. To constantly explore and innovate is key. As our founder and CEO, Gao Jifan said "The PV industry is an open, innovative and collaborative ecosphere. Only open technology innovation will enlarge the scope for growth and achieve sustainable development."