

天合富家能源股份有限公司简介

Trinapower Co., Ltd.



天合富家能源股份有限公司成立于 2016 年 10 月，是一家专注于分布式能源市场的系统解决方案提供商。天合富家围绕品牌、产品、服务三大核心战略建立了以产品研发、市场销售、安装售后、智能运维为一体的完整体系，构建了数字化、全渠道的生态网络。

Founded in October 2016, Trinapower Co., Ltd is a system solutions provider specializing in the distributed energy market. With its core strategies of brand, product, and service, Trinapower has established a complete system integrating product research & development, marketing, installation, after-sales service, and intelligent operation & maintenance. We boast a digital and omni-channel ecosystem.

2017 年，天合富家在行业内率先提出“原装光伏”理念与标准，涵盖了选材、生产、检测、仓储、运输、设计、安装、验收、并网、运维服务等十个环节，通过对 1347 项质量关键点的严格把控，实现了全过程的质量闭环管理，切实地保障用户和业主的合法权益，为行业健康发展树立了标杆，成为原装光伏开创者与引领者。天合富家作为全球数智能源引领者，为响应市场发展的高质量要求，在原装理念的基础上进行迭代升级，在第 17 届 SNEC 大会上重磅发布了 5A 级户用光伏解决方案，以优质的屋顶合作方、高品质的原装电站、完善的运维管理、强大的数智化支撑、持续的智慧能源服务五大核心内容，全面重新定义户用光伏的长期观、专业观、民生观的同时，守护户用光伏长期价值，也推动户用光伏正式迈向全新的高质量发展的时代里程碑。

In 2017, Trinapower took the lead in the industry by introducing the concept and standard of "ORIGINAL PV", which covers ten aspects, including material selection, production, testing, storage, transportation, design, installation, acceptance, grid connection, and operation & maintenance services. By strictly controlling 1,347 key



points of quality, Trinapower has achieved a closed-loop quality management of the entire process, effectively safeguarding the legitimate rights and interests of users and owners. We have set a benchmark for the healthy development of the industry and become a pioneer and leader in the ORIGINAL PV industry. As a global leader in digital and intelligent energy, Trinapower, in response to the high quality requirements of the market development, iterative upgrading on the basis of the ORIGINAL concept, Trinapower released the 5A-level Residential PV Solution at the 17th SNEC Conference. With the five core contents of Excellent Partners, High-quality Stations, Reliable O&M Service, Powerful Digital Intelligence and Continuous SES Updates. Trinapower comprehensively redefine the long-term view of household PV, professional view, people's livelihood view. At the same time, Trinapower guard the long-term value of Residential PV, but also to promote Residential PV formally towards a new era of high-quality development milestone.

成立 7 年来，天合富家荣获行业内 300 多项荣誉，包括“2017 年度行业推动大奖”、“2018CREC 年度标杆企业大奖”、“2019 亚洲光伏创新企业奖”、“2020 年度光伏分布式标杆大奖”、“2021 年优秀光伏企业”、“2022 绿色可持续发展贡献奖”、“2023SNEC 十大亮点—兆瓦级翡翠奖”等重磅奖项。同时被推选为中国光伏行业协会户用专委会联席主任委员单位、绿色能源产业发展促进会副会长单位、中国分布式光储品牌联盟理事长单位，推动了中国光伏行业协会户用光伏标准的出台。2023 年，凭借夯实的创新成果与品牌价值，天合富家荣膺中国“独角兽”企业，成为国家发展新质生产力的重要参与者与推动者。

Over the past 7 years since its establishment, Trinapower has received more than 300 prestigious honors in the industry, including the "2017 Industry Promotion Award", "2018 CREC Benchmarking Enterprise of the Year Award", "2019 Asian PV Innovation Enterprise Award", "2020 Annual PV Distributed Benchmarking Award", "2021 Outstanding PV Enterprise", "2022 Green Sustainable Development Contribution Award", and "2023 SNEC Top Ten Highlights Megawatt Emerald Award". Meanwhile, we have also been elected as the co-chairman unit of the China Photovoltaic Industry Association Residential Photovoltaic Committee, the vice-chairman of the Green Energy Industry

Development Association, the chairman unit of the China Distributed Photovoltaic and Energy Storage Brand Alliance and promoted the introduction of the Residential PV Standard of the CPIA. In 2023, Trinapower was awarded the "Unicorn" Enterprise in China, to become a key participant and facilitator in the development of new quality productivity in China by its excellent innovations and brand value.

同时，天合富家荣获权威第三方检测机构鉴衡认证颁发的“太阳能光伏产品金太阳认证证书”、“户用并网光伏发电系统认证证书”以及全球首张“光伏发电系统运行与维护能力认证证书”，其中运维管理与技术为目前行业最高水平，是行业唯一获得从组件、系统到运维体系全面认证的企业，为分布式光伏行业高质量发展树立良好标杆。

Furthermore, Trinapower has been awarded the "Golden Sun Certification for Solar Photovoltaic Products", the "Certificate for Grid-connected Residential Photovoltaic Power Generation System" and the world's first "Certificate for Operation and Maintenance Capability of Photovoltaic Power Generation System" by China General Certification Center, an authoritative third-party testing organization. Trinapower's operation & maintenance management and technology are at the highest level in the industry. We are the only enterprise in the industry to receive comprehensive certification covering a complete range from modules and systems to operation & maintenance systems, thus having set a good benchmark for the high-quality development of the distributed PV industry.

天合富家面向全球提供分布式光伏系统解决方案，包含户用原装系统与工商业原装系统。户用原装系统可提供五大业务模式（全款购、兴业光伏贷、租电赞、惠农宝、租吾顶）、六大应用场景（光储充、光伏配储、集中汇流、公共机构、新农村、集体产权小区）、八大安装场景（斜屋顶、平屋顶、斜屋顶双坡、平改坡、庭院/桁架、阳光棚、车棚、廊道），以覆盖全业务场景为目标，主动探索，持续创新。目前业务遍布全国各省市，拥有代理商 2000 余家，以镇为单位，全国构建了 15000 余家服务网点，实现全渠道立体覆盖网络。

Trinapower provides distributed PV system solutions worldwide, including residential original system and industrial and commercial original system. The residential original system offers Five Business Models, including "Full Amount Purchase", "PV Loan",

"PV System Rental", "Cooperative & Sharing" and "Roof Rental"; Six Application Scenarios, including "Optical Storage Charging", "Photovoltaic Storage", "Centralized Confluence", "Public Institution", "New Countryside", "Collective Property District"; Eight Installation Scenarios, including "Pitched Roof", "Flat Roof", "Double Pitched Roof", "Flat Modified Slope", "Courtyard-truss", "Sunshine Room", "Carport" and "Corridor" to cover the whole business scenario as the goal, active exploration, continuous innovation. At present, we operate in all provinces and cities across the country. We currently have more than 2,000 agents. Following a village-based approach, Trinapower has established more than 15,000 service outlets nationwide, achieving comprehensive coverage through an omni-channel network.

随着工商业市场的蓬勃发展，天合富家于 2019 年正式推出了面向工商业市场的子品牌“天合蓝天”，依托 3000+ 合伙人业务网络，依托专业的人员和资质支持、严谨的质量管理体系、灵活的商业模式和全面的售后管理，针对公共事业屋顶、智慧园区、各大工商业业主提供成套的原装系统解决方案，与 200 多个行业展开深度合作，以原装质量与服务成功打造了海尔产业园、汇川新能源、宜家、网易、日立、奔驰、德州金锣、日照机场等 2000+ 行业标杆项目案例，深受业主赞誉。

With the booming development of the industrial and commercial market, Trinapower officially launched its sub-brand "Trinablue" targeting the industrial and commercial market in 2019. Relying on a business network of over 3,000 partners, as well as the support of professional personnel and qualifications, a rigorous quality management system, flexible business models and comprehensive after-sales management, Trinapower provides complete sets of original system solutions for public utility roofs, smart parks, and various industrial and commercial property owners. We have engaged in deep cooperation with more than 200 industries and successfully built over 2000 industry benchmark projects including Haier Industrial Park, Huichuan New Energy, Ikea, NetEase, Hitachi, Mercedes-Benz, Dezhou Jinluo, and Rizhao Airport, which are highly praised by the property owners.

在此基础上，天合富家不断丰富应用场景，创造性推出天合蓝天·天能瓦光伏屋面围护系统、SPVC 天合智慧能源车库，让光伏技术、储能技术与建筑有效融合，解决光伏

余电存储、削峰填谷、降本增效，提高企业社会形象，助力企业能源变革，跑赢双碳目标。

On this basis, Trinapower continuously diversifies the application scenarios and has creatively launched the Trinablue Rooftop PV Envelope System and SPVC Trina Smart PV Carport. We effectively integrate PV technology, energy storage technology and buildings and address issues such as photovoltaic residual power storage, peak shaving and valley filling, cost reduction and efficiency enhancement, improvement of corporate social image, and support for corporate energy transformation, thereby outperforming the carbon peaking and carbon neutrality targets.

天合富家为每套原装电站提供全流程的质量管控，电站出现任何故障时，均会反馈至天元系统TSC智能云服务中心，客服人员将会30分钟内电话提醒故障，24小时安排就近服务人员现场服务，48小时解决问题，72小时电话回访闭环，真正确保用户获得稳定的发电收益。同时，天合富家遵循“效率优先”的首要策略，创造从现勘、录入、发货、报装到结算一体的全流程高效服务体验，为用户提供“开心、放心、安心、顺心、省心”五心服务，切实保障用户权益。截止2024年6月，天合富家已累计为超120万户用户提供原装电站和服务。

Trinapower provides full-process quality control for each set of original power station. When any failure occurs in the power station, it will be fed back to Tianyuan System - TSC Intelligent Cloud Service Center, and the customer service personnel will provide phone reminders for the failure within 30 minutes. Local service personnel will be dispatched to the site within 24 hours for on-site assistance, and the problem will be solved within 48 hours. A phone follow-up will also be conducted within 72 hours to close the loop, so as to effectively ensure that the users can obtain a stable income from power generation. Meanwhile, Trinapower follows the primary strategy of "efficiency first" and creates an efficient service experience throughout the entire process, from site survey, data entry, delivery, installation application to settlement, providing users with "happy, assured, relieved, satisfied, and worry-free" services, and effectively protecting the rights and interests of users. As of June 2024, Trinapower has provided original power stations and services for more than 1,200,000 users.

未来，天合富家将继续以原装为基本战略，持续创新，不断提升产品与服务体验，致力于成为数智能源引领者，为客户提供最佳的清洁能源体验。



In the future, Trinapower will continue to take "ORIGINAL" as its basic strategy, drive ongoing innovation, and constantly enhance the product and service experiences. We are committed to becoming a leader in digital smart energy and providing customers with the best clean energy experience.