Trina Solar LTD Form 20-F June 12, 2007 Table of Contents

UNITED STATES

SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549
FORM 20-F
(Mark One)
" REGISTRATION STATEMENT PURSUANT TO SECTION 12(B) OR 12(G) OF THE SECURITIES EXCHANGE ACT OF 1934 OR
x ANNUAL REPORT PURSUANT TO SECTION 13 OR 15(D) OF THE SECURITIES EXCHANGE ACT OF 1934 For the fiscal year ended December 31, 2006.
OR
" TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(D) OF THE SECURITIES EXCHANGE ACT OF 1934 OR
" SHELL COMPANY REPORT PURSUANT TO SECTION 13 OR 15(D) OF THE SECURITIES EXCHANGE ACT OF 1934 Date of event requiring this shell company report
For the transition period from to

TRINA SOLAR LIMITED

Commission file number: 001-33195

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(Evect name	of Registrant	as specified i	in its charter)
съхаст паше	OF KEVISTRAIII	as specified i	in us charter)

N/A

(Translation of Registrant s name into English)

Cayman Islands

(Jurisdiction of incorporation or organization)

No. 2 Xin Yuan Yi Road

Electronics Park, New District

Changzhou, Jiangsu 213031

People s Republic of China

(Address of principal executive offices)

Securities registered or to be registered pursuant to Section 12(b) of the Act:

Title of each class
American Depositary Shares, each representing

Name of exchange on which each class is to be registered New York Stock Exchange

100 ordinary shares, par value \$0.00001 per share

Securities registered or to be registered pursuant to Section 12(g) of the Act:

None

(Title of Class)

Securities for which there is a reporting obligation pursuant to Section 15(d) of the Act:

None

(Title of Class)

Indicate the number of outstanding shares of each of the Issuer s classes of capital or common stock as of the close of the period covered by the annual report.

2,121,534,728 ordinary shares, par value \$0.00001 per share, as of December 31, 2006.

Indicate by check mark if the registrant is a well-known seasoned issuer, as defined in Rule 405 of the Securities Act. Yes "No x

If this report is an annual or transition report, indicate by check mark if the registrant is not required to file reports pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934. Yes "No x

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Indicate by check mark whether the registrant: (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes x No "

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, or a non-accelerated filer. See definition of accelerated filer and large accelerated filer in Rule 12b-2 of the Exchange Act. (Check one):

Large accelerated filer " Accelerated filer " Non-accelerated filer x

Indicate by check mark which financial statement item the registrant has elected to follow. Item 17 " Item 18 x

If this is an annual report, indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes "No x

(APPLICABLE ONLY TO ISSUERS INVOLVED IN BANKRUPTCY PROCEEDINGS DURING THE PAST FIVE YEARS)

Indicate by check mark whether the registrant has filed all documents and reports required to be filed by Sections 12, 13 or 15(d) of the Securities Exchange Act of 1934 subsequent to the distribution of securities under a plan confirmed by a court. Yes "No "

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INTRODUCTION

Unless the context otherwise requires, in this annual report on Form 20-F,

we, us, our, and our company refer to Trina Solar Limited, its predecessor entities and its subsidiaries;

Trina refers to Trina Solar Limited;

shares or ordinary shares refers to our ordinary shares, par value \$0.00001 per share;

ADSs refers to our American depositary shares, each of which represents 100 ordinary shares;

China or PRC refers to the People s Republic of China, excluding Taiwan, Hong Kong and Macau; and

RMB or Renminbi refers to the legal currency of China, \$ or U.S. dollars refers to the legal currency of the United States, and Euro refers to the legal currency of the European Union.

Discrepancies in any table between the amounts identified as total amounts and the sum of the amounts listed therein are due to rounding.

This annual report on Form 20-F includes our audited consolidated financial statements for the years ended December 31, 2004, 2005 and 2006.

This annual report contains translations of certain Renminbi amounts into U.S. dollars at the rate of RMB7.8041 to \$1.00, the noon buying rate in effect on December 29, 2006 in New York City for cable transfers of Renminbi as certified for customs purposes by the Federal Reserve Bank of New York. We make no representation that the Renminbi or U.S. dollar amounts referred to in this annual report could have been or could be converted into U.S. dollars or Renminbi, as the case may be, at any particular rate or at all. See Item 3. Key Information D. Risk Factors Risks Related to Doing Business in China Fluctuation in the value of the Renminbi may have a material adverse effect on your investment. On June 8, 2007, the noon buying rate was RMB7.6666 to \$1.00.

We completed the initial public offering of 5,300,000 ADSs on December 22, 2006. On December 19, 2006, we listed our ADSs on the New York Stock Exchange under the symbol TSL. In January 2007, the underwriters exercised their over-allotment option for the purchase of an additional 510,300 ADSs. On June 6, 2007, we completed a follow-on public offering of 5,406,280 ADSs sold by us and certain selling shareholders.

PART I

Item 1. IDENTITY OF DIRECTORS, SENIOR MANAGEMENT AND ADVISERS Not Applicable.

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Item 2. OFFER STATISTICS AND EXPECTED TIMETABLE Not Applicable.

Item 3. Key Information

A. Selected Financial Data

The following selected consolidated statement of operations data for the years ended December 31, 2004, 2005 and 2006 and the selected consolidated balance sheet data as of December 31, 2004, 2005 and 2006 have been derived from our audited financial statements included elsewhere in this annual report. The selected consolidated financial data should be read in conjunction with those financial statements and the accompanying notes and Item 5. Operating and Financial Review and Prospects below. Our consolidated financial statements are prepared and presented in accordance with U.S. GAAP. Our historical results do not necessarily indicate our results expected for any future periods.

Our selected consolidated statement of operations data for the year ended December 31, 2003 and our consolidated balance sheet as of December 31, 2003 have been derived from our audited consolidated financial statements, which are not included in this annual report.

Our selected consolidated statement of operations data for the year ended December 31, 2002 and our consolidated balance sheet as of December 31, 2002 have been derived from our unaudited consolidated financial statements, which are not included in this annual report. Our unaudited consolidated financial statements have been prepared on the same basis as our audited consolidated financial statements.

	Year Ended December 31,								
		2002	2003		2004	2005		2006	
			(in thousands, except for operating data and percentages)						
Consolidated Statement of Operations									
Data									
Net revenues	\$	6,451	\$ 2,71	2	\$ 414	\$ 27,27	5 \$	114,500	
Cost of revenues		4,312	1,77	1	373	20,98	6	84,450	
Gross profit		2,139	94:	2	41	6,28	9	30,050	
Operating expenses:									
Selling expenses					66	52	1	2,571	
General and administrative Expenses		238	29.	5	40	1,37	5	8,656	
Research and development Expenses		59	5)	262	12	2	1,903	
Total operating expenses		297	34.	5	368	2,01	8	13,130	
Income (loss) from continuing operations		1,842	59	7	(327)	4,27	1	16,920	
Interest expenses		75		7	73	47	0	2,137	
Interest income				1	4	1	6	261	
Other income (expenses)			(3	5)	(35)	(2	7)	(82)	
_									
Income (loss) before income taxes		1,767	55	4	(431)	3,79	0	14.962	

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	2002	2003	Year Ended December 31, 2004 Accept for operating data an	2005	2006	
Income tax expenses		(iii tilousanus, ez	ccept for operating data at	iu percentages)		
(benefits)	133	35	(52)	570	1,788	
Minority interest	100	5	13	370	1,700	
Net income (loss) from						
continuing operations	1,634	524	(366)	3,220	13,174	
Net Income (loss) from discontinued operations	153	(396)	354	91	(753)	
Net income (loss)	\$ 1,787	\$ 128	\$ (12)	\$ 3,311	\$ 12,421	
Earnings per ordinary share from continuing operations						
Basic	0.002	0.001		0.003	0.010	
Diluted	0.002	0.001		0.003	0.010	
Earnings per ADS from						
continuing operations						
Basic	0.163	0.052	(0.037)	0.322	0.978	
Diluted	0.163	0.052	(0.037)	0.322	0.959	
Earnings per ordinary share						
Basic	0.002			0.003	0.009	
Diluted	0.002			0.003	0.009	
Earnings per ADS						
Basic	0.179	0.013	(0.001)	0.331	0.922	
Diluted	0.179	0.013	(0.001)	0.331	0.904	
Weighted average ordinary shares outstanding						
Basic	1,000,000,000	1,000,000,000	1,000,000,000	1,000,000,000	1,038,316,484	
Diluted	1,000,000,000	1,000,000,000	1,000,000,000	1,000,000,000	1,058,483,593	
Weighted average ADS outstanding						
Basic	10,000,000	10,000,000	10,000,000	10,000,000	10,383,165	
Diluted	10,000,000	10,000,000	10,000,000	10,000,000	10,584,836	
Consolidated Financial Data						
Gross margin	33.2%	34.7%	9.8%	23.1%	26.2%	
Net margin of continuing	33.2/0	JT.170	9.070	23.1 /0	20.270	
operations	25.3%	19.3%	(88.6)%	11.8%	11.5%	
Consolidated Operating Data						
Solar modules shipped (in MW)			0.12	6.79	27.39	
Average selling price (\$/W)			\$ 3.45	\$ 4.02	\$ 3.98	

		As of December 31,				
	2002	2003	2004	2005	2006	
Consolidated Balance Sheet Data						
Cash and cash equivalents	\$ 2,193	\$ 776	\$ 3,395	\$ 1,224	\$ 93,380	
Inventories	376		541	6,696	32,230	
Accounts receivable, net		807	81	4,924	29,353	
Other receivables	52	98	238	817	1,228	
Property, plant and equipment, net	74	63	758	9,630	51,419	
Total assets	6,835	5,035	11,192	32,298	251,745	
Short-term borrowings	336	63	3,656	6,628	71,409	
Accounts payable	2,028	711	1,390	3,845	9,147	
Total current liabilities	4,564	2,604	6,178	12,715	88,068	
Accrued warranty costs			4	272	1,400	
Long-term borrowings						