

# Q3 2010 Supplemental Earnings Call Presentation

November 30, 2010



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## Third Quarter Financial Highlights

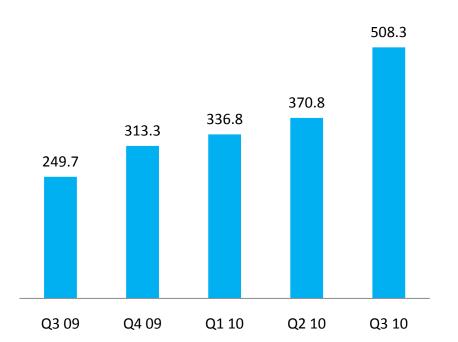
Categories	Third Quarter 2010
Shipment (MW)	290.5 (+30% QoQ)
Revenue (US\$ mm)	508.3 (+37% QoQ)
In-house gross margin (%)1	37.6%
Overall gross margin (%) <sup>2</sup>	31.4%
Operating margin (%)	22.2%
Earnings per Diluted ADS	\$1.08

- Leading in-house gross margin of 37.6%
- Revenue milestone of over \$500 million (+37% QoQ)
- Supplier of choice in established and emerging PV markets worldwide



## Strong Demand Trend in 2010

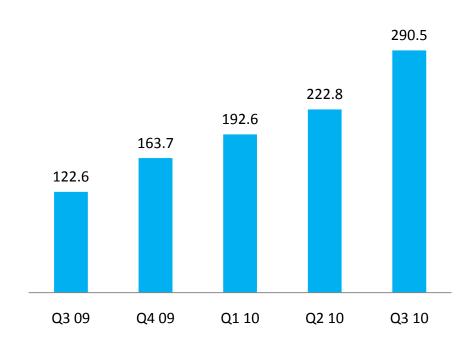
#### **Quarterly Revenue Growth**



#### ■ Revenue increase by 37% in Q3 2010

■ Positive ASP momentum into Q4 2010

#### **Quarterly Shipment Growth**



- Shipment increase by 30% in Q3 2010
- Expect to ship approximately 300 MW in Q4 2010



## Financial Highlights & Outlook

Q4 2010 Guidance FY 2010 Guidance (Revised)

**FY 2010 Guidance (Previous)** 

Shipment (MW)	Approx. 300 MW	Approx. 1 GW	900 – 930 MW
In-house gross margin (%)1	Mid 30s%	-	-
Overall gross margin (%) <sup>2</sup>	Approx. 30%	-	-

#### **Annualized Manufacturing Capacity**

Value Areas	Jun 30, 2010 (MW)³	Aug 31, 2010 (MW)³	Dec 31, 2010 (MW) <sup>4</sup>	YE2011 (MW)4
Modules	850	950	1,100	1,700
Cells	850	950	1,100	1,700
Wafers	700	700	750	1,200
Ingots	700	700	750	1,200

- Reach up to 1.1 GW of annualized cell and module capacity during 4Q 2010
- Increase in-house ingot and wafer production capacity to 1.2 GW in 2H 2011
- Increase in-house cell and module production capacity to 1.7 GW in 2H 2011

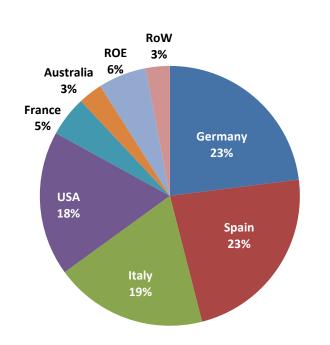


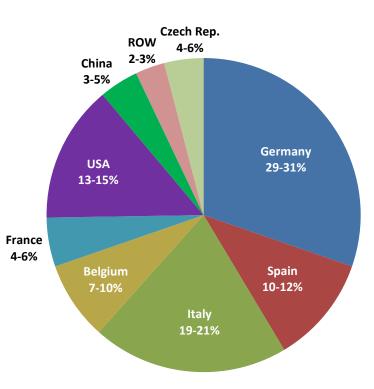
- In-house wafer production to module production, based on average FX rate from Oct 1 to Nov 30, 2010
- 2. Includes outsourced portion of wafers and cells, based on average FX rate from Oct 1 to Nov 30, 2010
- 3. Based on nameplate capacity
- 4. Based on actual manufacturing yield

# Geographical Diversification Strengths

Q3 2010: \$508.3 Million Revenue 1







- Greater regional diversification expected in 2011
- Expect decreasing trend in Euro's contribution to total revenue
- Significant market share expansion in US, Australia, India and Asia

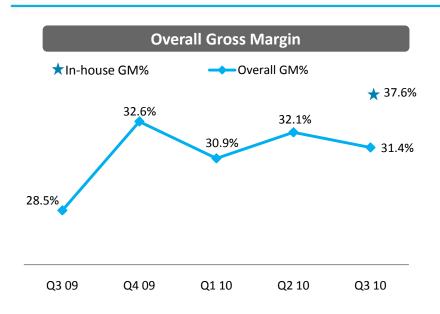


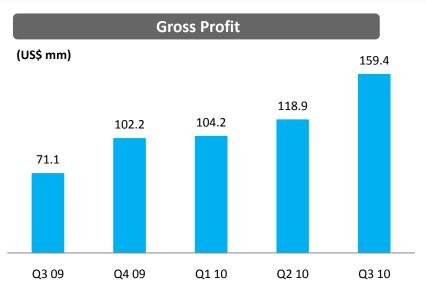
## Track Record & Roadmap - Cost Leadership

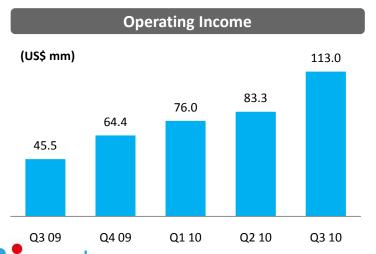




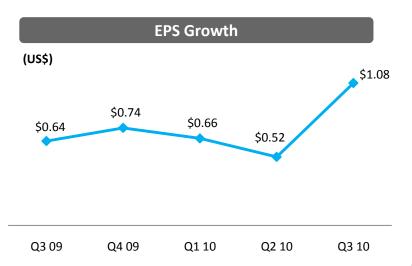
## **Income Statement Highlights**







The power behind the panel.



#### Solid Balance Sheet Position

#### **Selected Financials Highlights**

	1		
(\$ mm) Cash and Cash Equivalents, & Restricted	Sept. 30, 2010	<u>June 30, 2010</u>	Sept. 30, 2009
Cash	828	685	385
Accounts Receivable	379	313	289
Inventories	110	96	63
Advances to suppliers	66	43	39
Net PP&E	545	534	417
Total Assets	2,148	1,875	1,371
Total Debt	669	628	514
Short-term Debt	193	162	357
Long-term Debt (incl. CB)	476	466	157
Total Liabilities	1,117	937	743
Shareholders' Equity	1,031	938	628





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**GERMANY** 

**ITALY** 

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