

1Q08 Results and Business Updates May 15, 2008



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### **LDK Solar Presenters**





Mr. Xiaofeng Peng Chairman and CEO



Mr. Jack Lai

Executive VP and CFO



Mr. Sam Tong

President and COO



# **Company Overview**





### LDK at a Glance



#### **Company Description**

- Leading manufacturer of multicrystalline solar wafers
- Expanding annualized wafer production capacity from 420MW at the end of 2007 to 1.1GW by the end of 2008 and 2.0GW by end of 2009
- Constructing in-house polysilicon facilities, with expected annual installed capacity of 7,000MT and 16,000MT by the end of 2008 and 2009, respectively
- Customers include top global PV cell makers



#### **Key Figures**

(US\$'MM unless noted otherwise)	1Q07	2Q07	3Q07	4Q07	1Q08
Annual Capacity (MW)	215	300	360	420	580
Production(MW) <sup>(1)</sup>	29.6	42.2	67.3	84.7	100.1
ASP	\$2.25	\$2.25	\$2.27	\$2.29	\$2.22
Net Sales	\$73.4	\$99.1	\$158.7	\$192.8	\$233.4
Growth(%)	N.A	34.9%	60.2%	21.4%	21.1%
Gross Profit	28.4	34.9	48.9	58.0	64.6
Margin(%)	38.7%	35.2%	30.8%	30.1%	27.7%
Operating Profit	26.1	30.8	43.2	46.7	52.5
Margin(%)	35.6%	31.1%	27.2%	24.2%	22.5%
Net Income <sup>(2)</sup>	21.6	26.8	41.6	49.2	49.8
Margin(%)	29.4%	27.0%	26.2%	25.5%	21.3%
EPS (Diluted)	\$0.27	\$0.29	\$0.37	\$0.44	\$0.45
	1		** AFFERSON (V)		



**Silicon** 



**Ingot and Block** 

Wafer

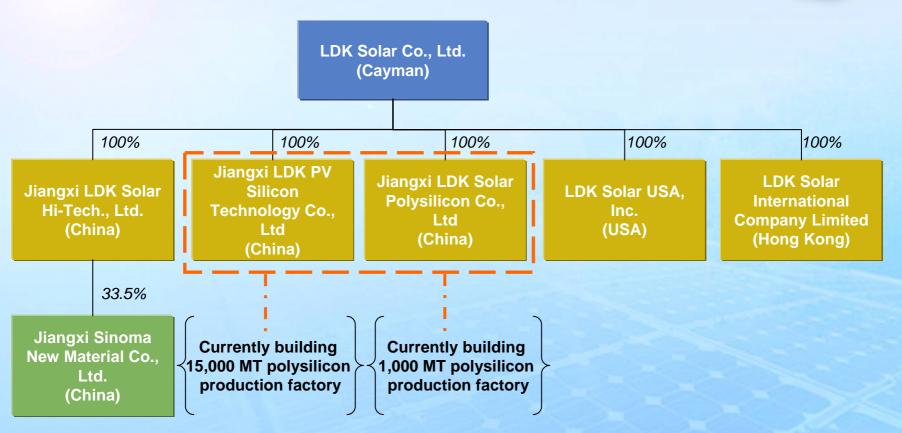
#### Note:

- 1 MW production excludes OEM
- 2 Net income is defined as the net income available to ordinary shareholders



### **Corporate Structure**







### **Key Investment Highlights**



- 1 Rapid Wafer Capacity Expansion
- 2 Secured Raw Material Supply
- 3 Diversified Global Customer Base

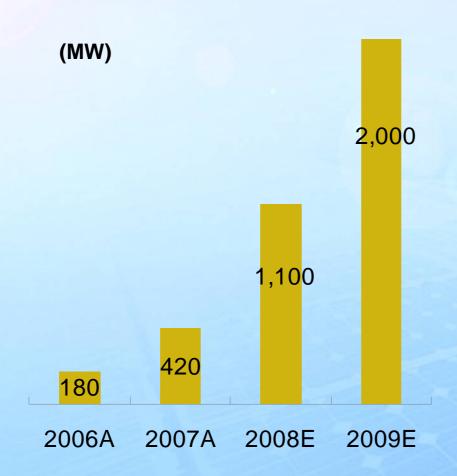
- 4 Focus on Cost Reduction
- 5 Potential for Upside with In-house Polysilicon Production





# Rapid Wafer Capacity Expansion<sup>(1)</sup>





Note

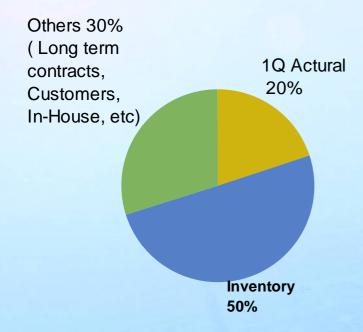


<sup>1</sup> Annualized Wafer Production Capacity at end of year

### **Secured Polysilicon Supply**



#### Over 90% of 2008's required silicon is secured



**Powder Silicon** 



Granular Polysilicon



Chunk Polysilicon

#### **Strategy to Bridge Polysilicon Gap**

- Framework contracts with fixed quantities, but at a discount to market prices:
  - Materials from customers
  - Recycled materials from trading houses
  - Local virgin polysilicon providers
- Other sources:
  - Spot market
  - Testing metallurgical silicon



Pot Scrap



**Tops and Tails** 



**Broken Wafers** 



# **Inventory Analysis**



	As of Q1'08		As of Q4'07			
	Amount (MT)	Value (US\$MM)	Average Price (\$/Kg)	Amount (MT)	Value (US\$MM)	Average Price (\$/Kg)
Raw Materials	1,321	272	206	856	162	189
In Transit	871	164	188	752	121	161
Others (1)(2)	-	84			67	
Non-Current		21			30	

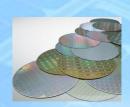












#### Note:

- 1 Others include work-in-progress, supplies and finished goods
- 2 Amount of work in progress, supplies and finished goods are not quantified in quantities but only dollar amount



# **Long Term Inventory – Rationale**



<b>Hypothetical Blending</b>
<u>Ratio</u>

**In Our Inventory** 

>100 ohm (1)

Virgin Polysilicon

<u>10-35%</u>

Virgin Polysilicon

<u>20%</u>

3 – 100 ohm

0.5 - 3 ohm

High & Medium

<u>50-75%</u>

High & Medium

<u>50%</u>

<0.5 ohm

Low and n-type

<u>5-20%</u>

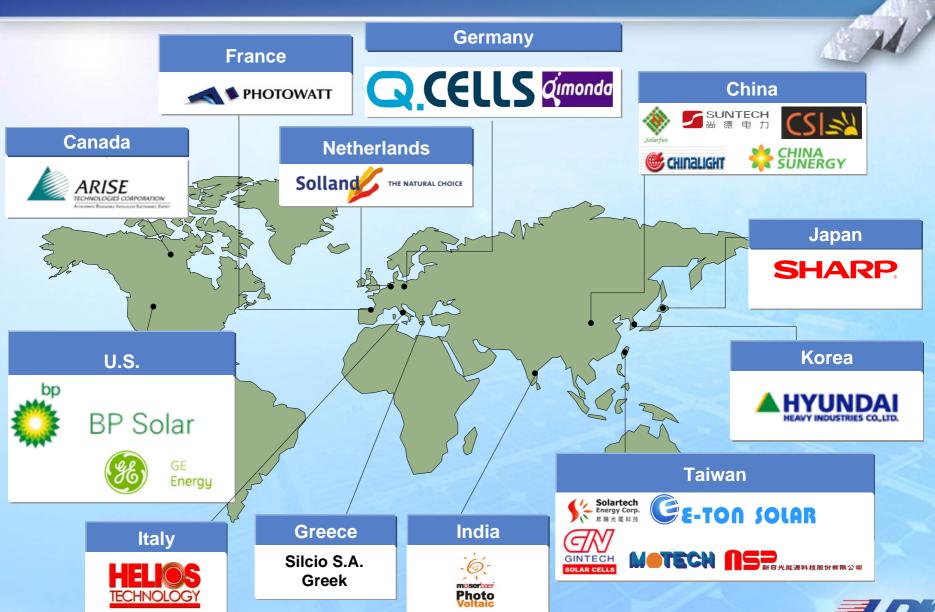
Low and n-type

30%

Note:

1 Majority greater than 1,000 ohm

### **Diversified Global Customer Base**







### **Recently Announced Customer Contracts**

May. 5, 2008



540 MW of wafers to Qimonda over a five-year period commencing in 2009 through 2013

Apr. 3, 2008



 A 4 and a 6 year contract for aggregate of less than 100MW, both commencing in 2008

Apr. 2, 2008



10 year supply contract for more than 640MW, commencing in mid 2008

Feb. 22, 2008



- 8 year supply contract for more than 450MW, commencing in late 2008
- Prepayment representing a portion of the contract value

Jan. 17, 2008



- 10 year supply contract for more than 500MW, commencing in 2009
- Fixed pricing

Dec. 10, 2007



10 year supply contract for more than 6GW, commencing in 2009

Oct. 22, 2007



3 year supply contract with 50MW in 2008, valued at RMB 4Bn



### **Efficient Cost Structure**



#### **Economies of Scale**

Cost reduction due to increase of production/capacity

# Wafer Thickness Reduction

• 180 micron wafers & 200 micron wafers in mass production

# In-House Polysilicon Production

Currently under construction

• Installed annual manufacturing capacity of 7,000MT by the end of 2008

#### **Kerf Loss**

• 120 micron wire thickness in trial production

#### Recycling

- In-house slurry recycling system in place
- Continued gains in silicon recycling

#### **Yield Improvement**

• Reduce wafer losses, such as breakage

#### Geographical Advantage

China-based operation

Close proximity to Jiangxi Sinoma & polysilicon plant (currently under construction)





### Strong R&D Efforts

#### Dedicated R&D efforts to secure cost competitive leadership



Production process enhancement

Cooperation with Jiaotong University

Locally produced quality consumables and supplemental equipment



Cooperation with Nanchang University

Producing lower-cost consumables



### Improvement of manufacturing process

- Solidification purification process
- Ingot size
- Wafer size / thickness
- Polysilicon kerf loss
- Use of domestic material



### **Growth Strategy**



Secure supplies of polysilicon feedstock from third party vendors

Expand our wafer production capacity to meet customer demand

Broaden our geographic presence and strengthen our customer relationships



Develop in-house polysilicon manufacturing capabilities

Improve research and development to reduce manufacturing costs, improve production yield and pursue technological innovation

Consider selective alliances and acquisitions



### **Establishing a Polysilicon Production Factory**

#### 15,000 MT Factory

- July 20, 2007
  - Announced expansion into polysilicon and purchasing of equipment from GT Solar
- February 8, 2008
  - Received basic engineering phase package from CDI
- Q2'08
  - Expect initial shipments of GT Solar CVD reactors and equipments
- Q4'08
  - Mechanical completion of factory; 6,000MT installed capacity

#### 1,000 MT Factory

- September 24, 2007
  - Announced wafer sales and equipment purchase agreements with Sunways AG
- Q4'07
  - Received 2 Siemens-technology-based reactors and equipment from Sunways
- January 16, 2008
  - Signed long-term TCS supply framework contract with Ganzhong
- Q2'08
  - Mechanical completion of factory
- Q4'08
  - 1,000MT installed capacity

# Annual Installed Polysilicon Production Capacity (1)

(MT)



Note

1 Planned annualized capacity at end of year



### **Current Status of Polysilicon Facilities**

#### **Announced Partnerships**

**EPCM** 

 $FLUOR_{\circ}$ 

Equipment



**TCS** 



Gas Recovery



#### **Management and Engineers**

- Hired a senior team of 6 polysilicon experts from China, Europe and USA
- Built a team of over 200 engineers, and researchers







### **Financial Overview**





### **Balance Sheet**



LDK Solar Co., Ltd. Unaudited Condensed Consolidated Balance Sheet Information (In US\$'000)

	3/31/2008	12/31/2007	9/30/2007
Assets			
Cash and cash equivalents	93,705	83,470	125,858
Pledged bank deposits (1)	172,106	135,950	106,840
Inventories, net <sup>(1)</sup>	540,995	379,978	224,527
Prepayments to suppliers <sup>(1)</sup>	226,864	157,187	194,093
Property, plant and equipment, net	501,078	336,763	224,477
Deposit for property, plant and equipments	200,725	151,233	136,870
Total assets	1,853,106	1,309,986	1,061,899
Total debt <sup>(2)</sup>	351,728	289,226	216,526
Leverage Ratio <sup>(3)</sup>	31.1%	29.4%	25.8%
Advance payments from customers <sup>(1)</sup>	532,402	208,777	154,931
Total shareholders' equity	779,779	693,071	622,840
Total liabilities and shareholders' equity	1,853,106	1,309,986	1,061,899

#### Note:

- 1 Include both current and non-current portions
- 2 Total debt includes short-term and long-term bank borrowings
- 3 Total debt / (total debt + total shareholders' equity)

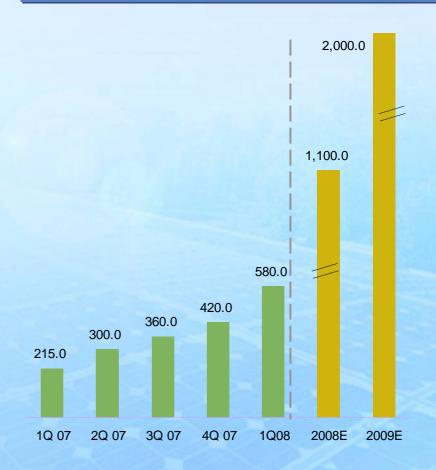


### Wafer Capacity Expansion and Shipment

### Wafer Sales Volume (MW)



### Wafer Capacity Expansion Plan (MW) (1)



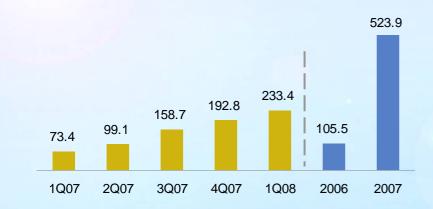
#### Note:

1 Expected capacity as of period end



### **Financial Performance**





#### **Operating Profit (US\$ MM)**



Note (1): Net income is defined as the net income available to ordinary shareholders

#### **Gross Profit (US\$ MM)**



#### Net Income (1) (US\$ MM)



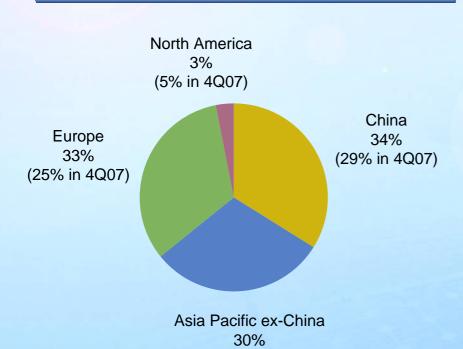


# **Top Customers by Revenue for 1Q 2008**

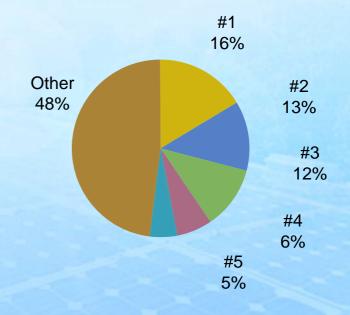


### By Geography

### **By Customer**



(41% in 4Q07)





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- 4 Focus on Cost Reduction
- 5 Potential for Upside with In-house Polysilicon Production

