



# Suntech: A Solar Energy Leader

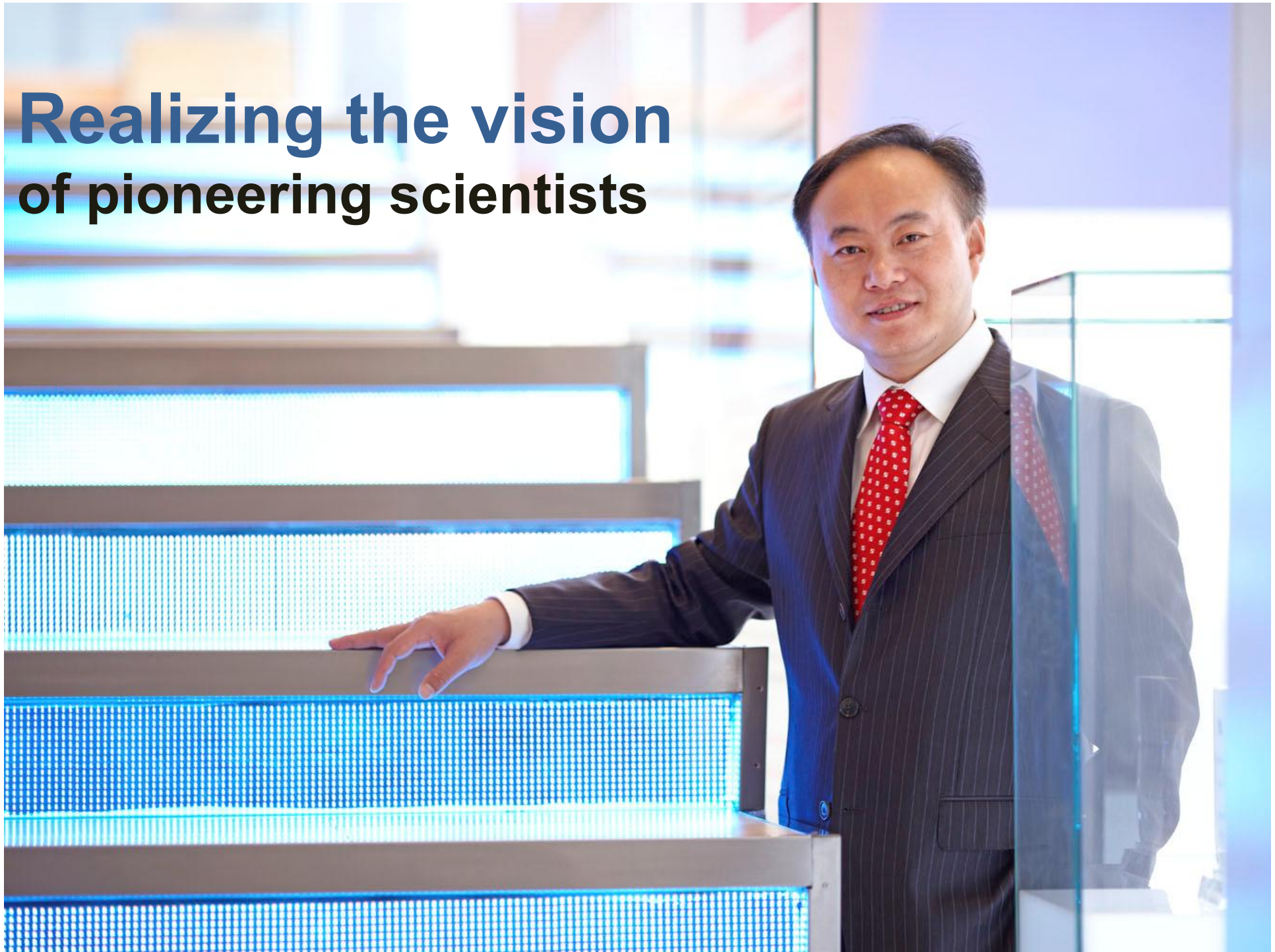
From early-stage to global player

**Jerry Stokes**

President Suntech Europe

St Gallen May 2012

# Realizing the vision of pioneering scientists



# 10<sub>years</sub> from inception to solar leadership



2001

Founded by Dr. ZhengRong Shi with technology from U.N.S.W.



2005

Listing on the NYSE (STP)



2011

Over **5GW** of installed base

2001

2011

2002

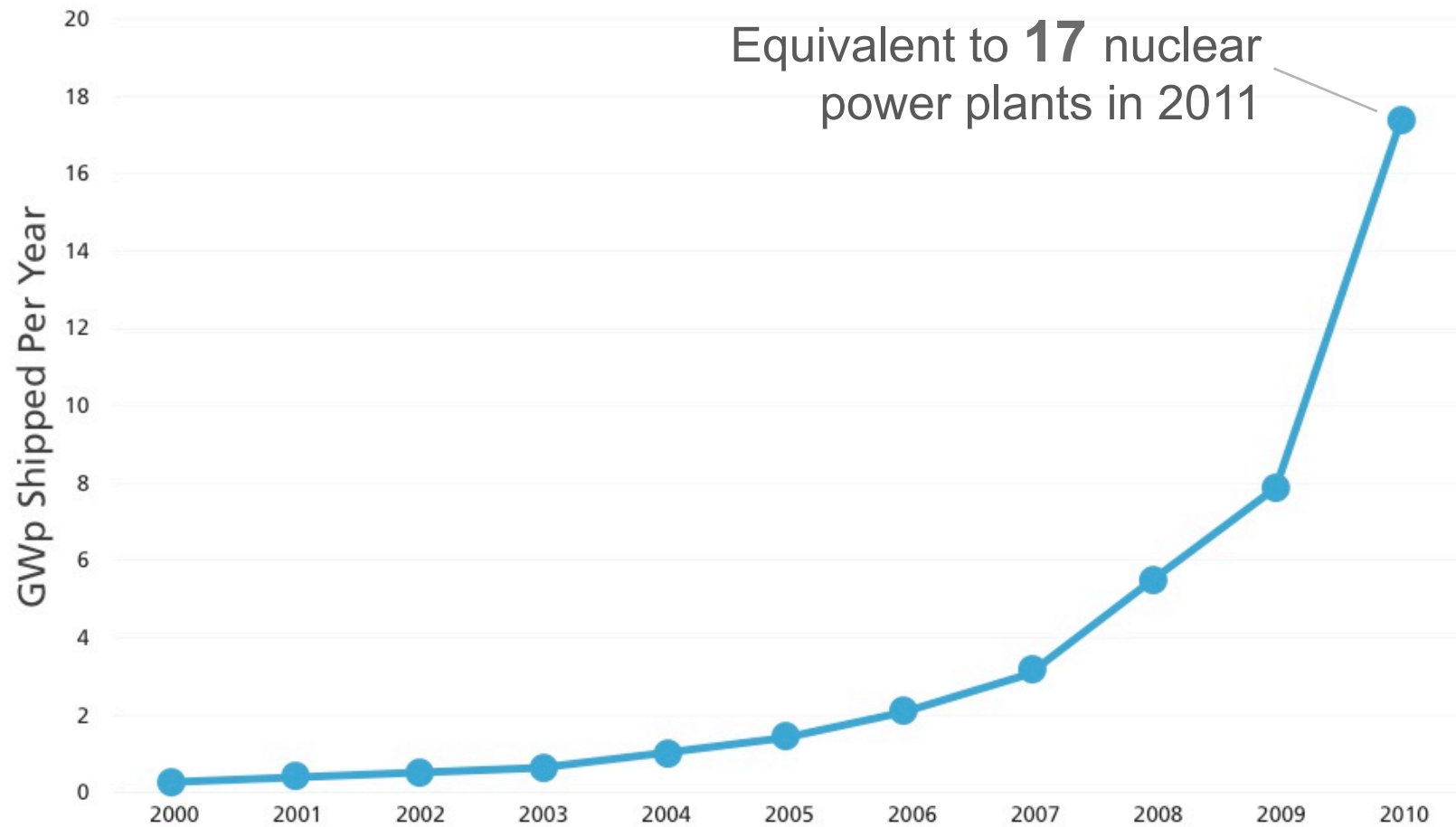
10MW capacity production started in Wuxi, China.

2008

Production capacity reached 1GW




















































# 65% CAGR

## worldwide solar industry for past 5 years



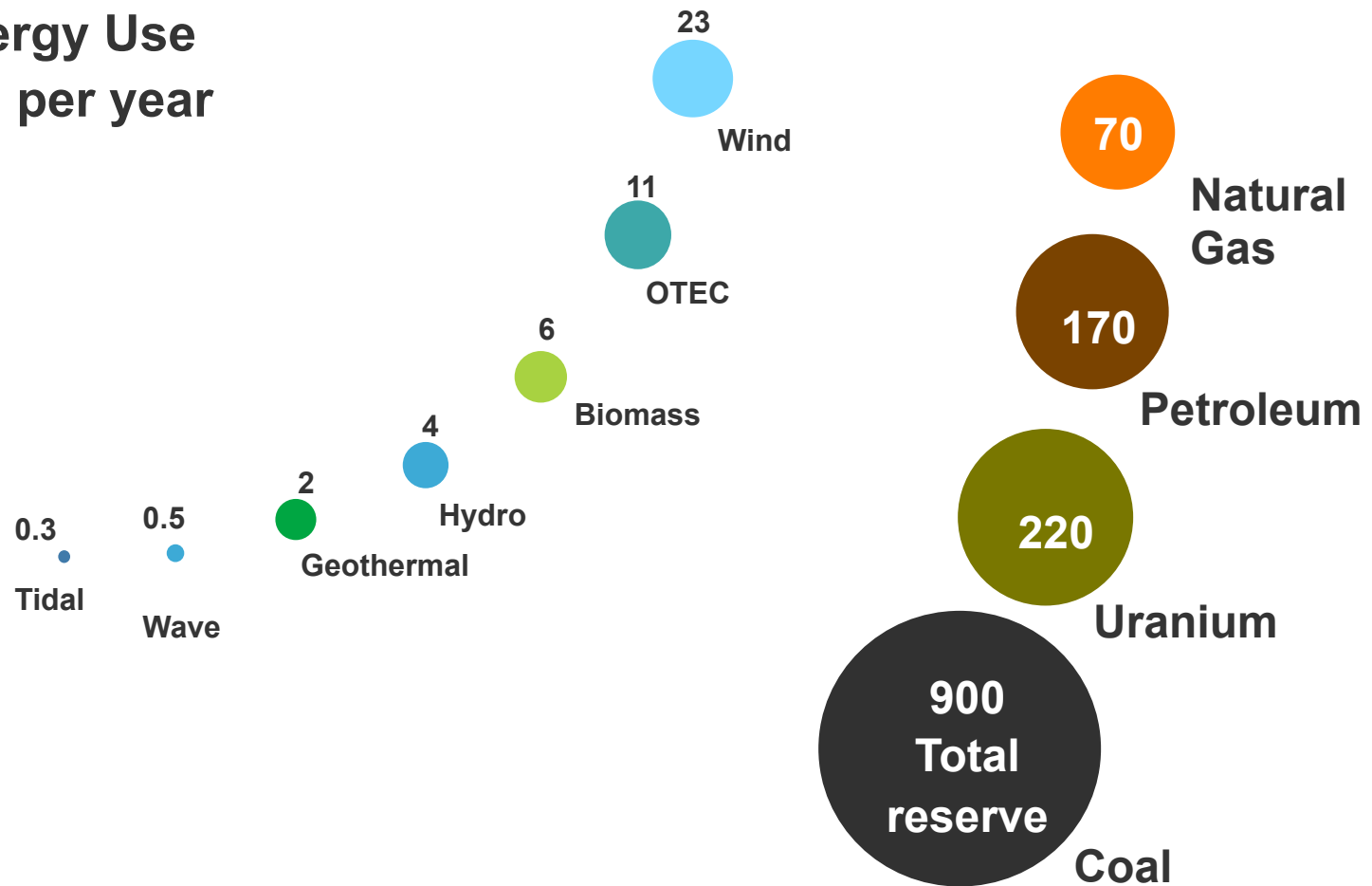
Source: PV Industry Growth Data from Paula Mints, Principal Analyst, Solar Services Program, Navigant

# Pure play PV companies rise to the top

2006	MW	2007	MW	2008	MW	2009	MW	2010	MW
	435		389		582		1100		1573
	253		363		504		704		1400
	180		336		494		595		1300
	160		207		473		586		1100
	155		200		300		525		1000
	111		176		290		520		
	102		170		282		400		
	96		165		272		399		
	90		145		237		397		
	86		132		215		368		
									

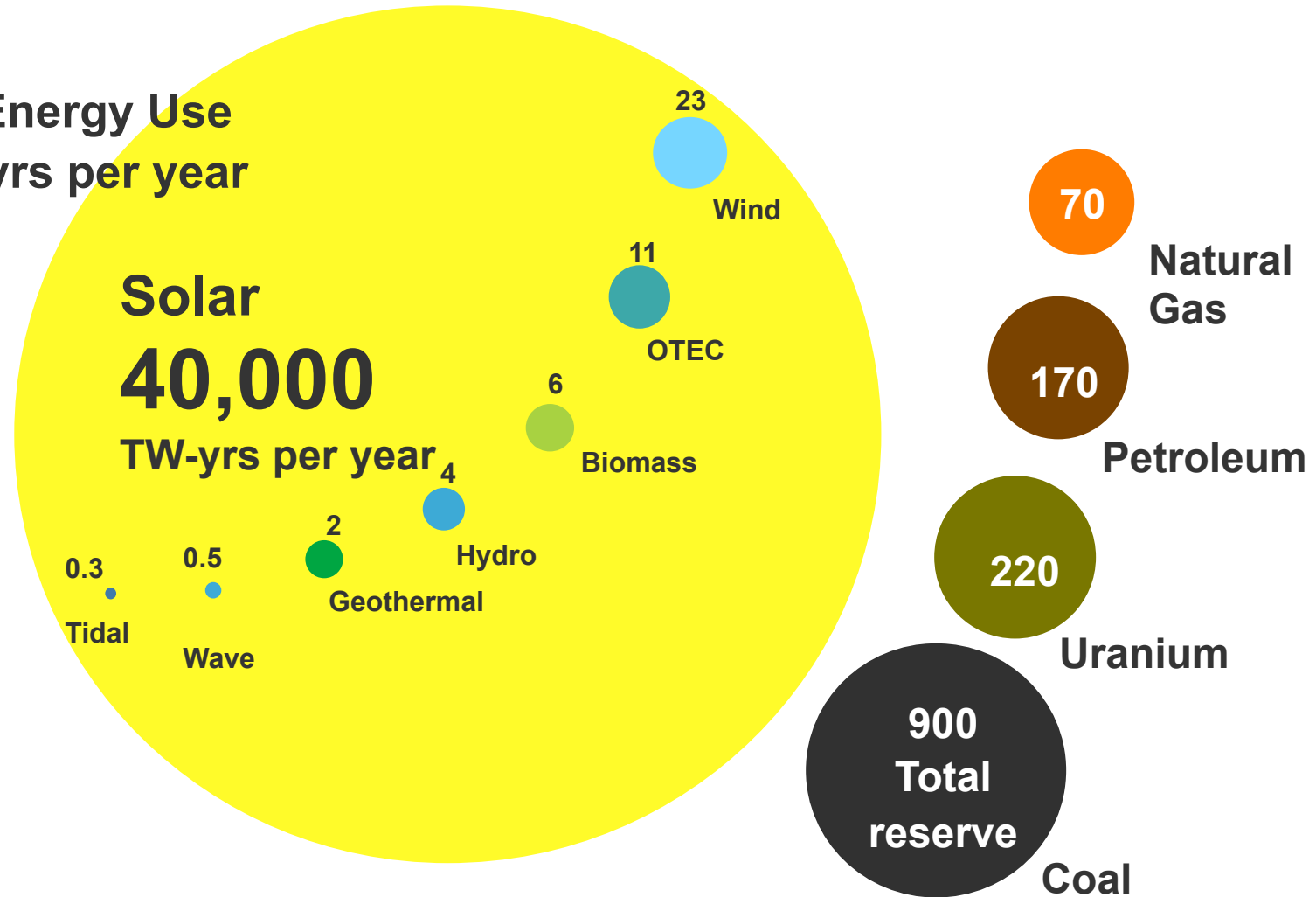
# Among global energy sources...

**15** World Energy Use  
15 TW-yrs per year



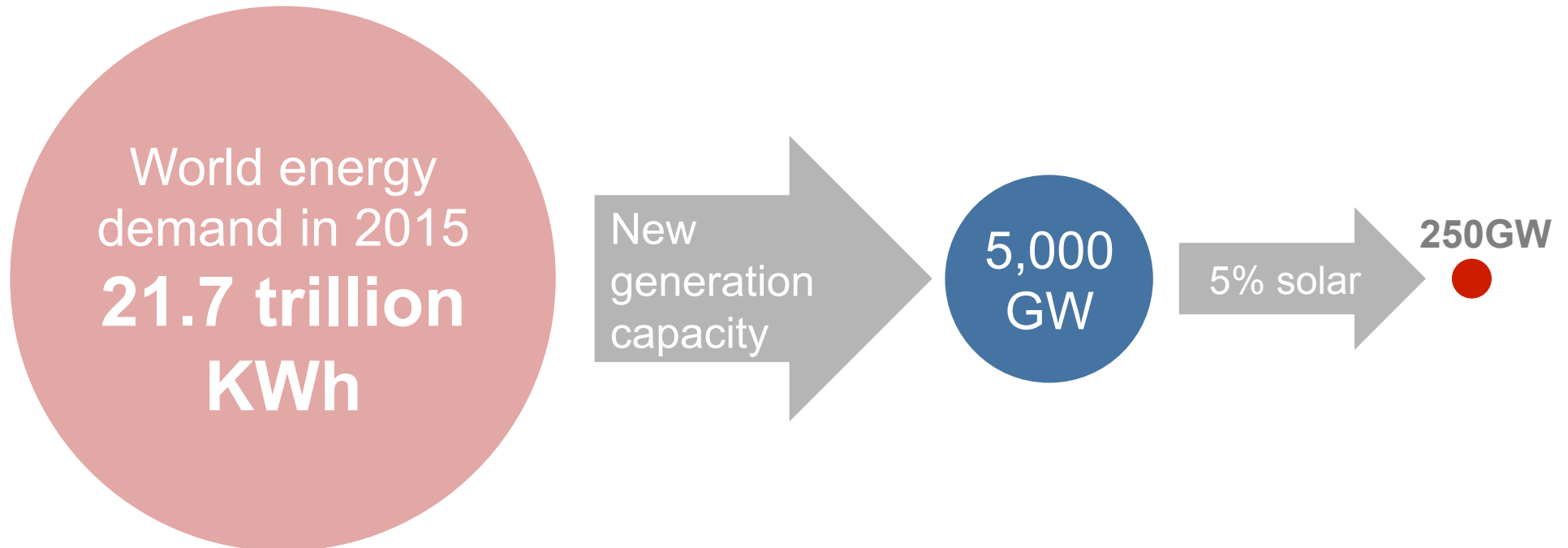
# Solar is by far the most abundant

15 World Energy Use  
15 TW-yrs per year



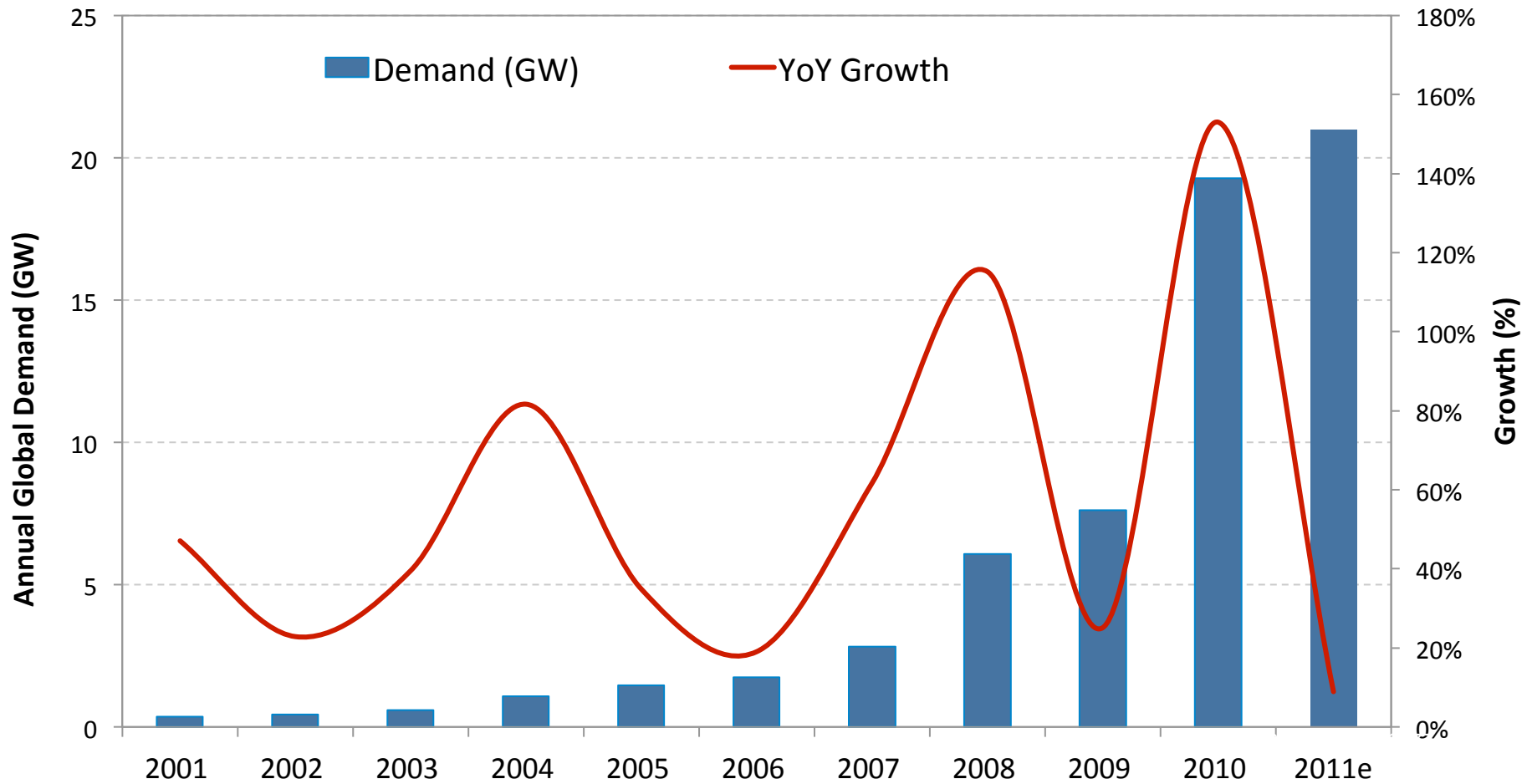
 **SUNTECH**

# 250GW of solar capacity required to meet 5% of total energy requirement in 2015



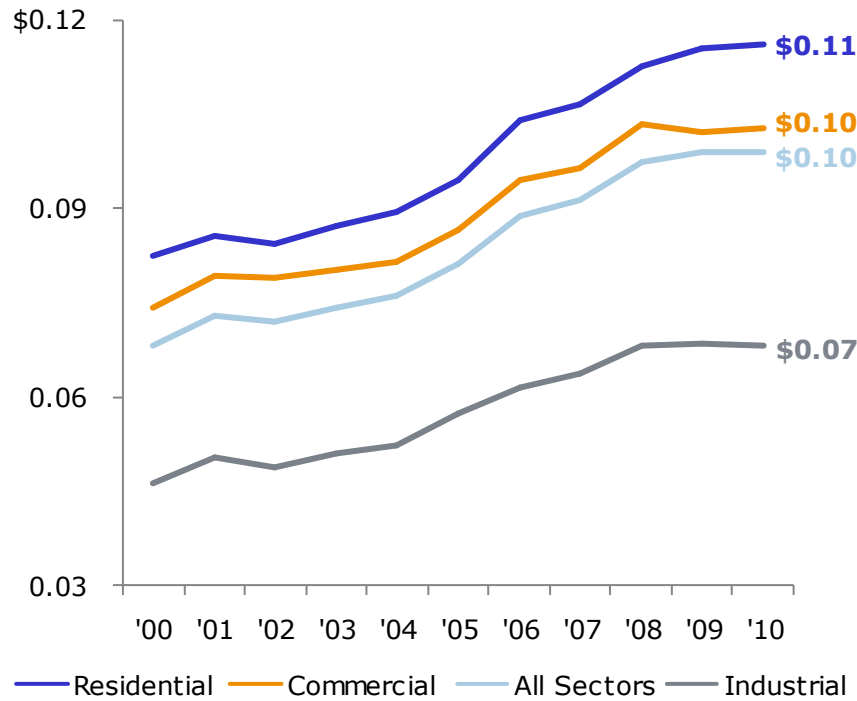


# The Solar Rollercoaster



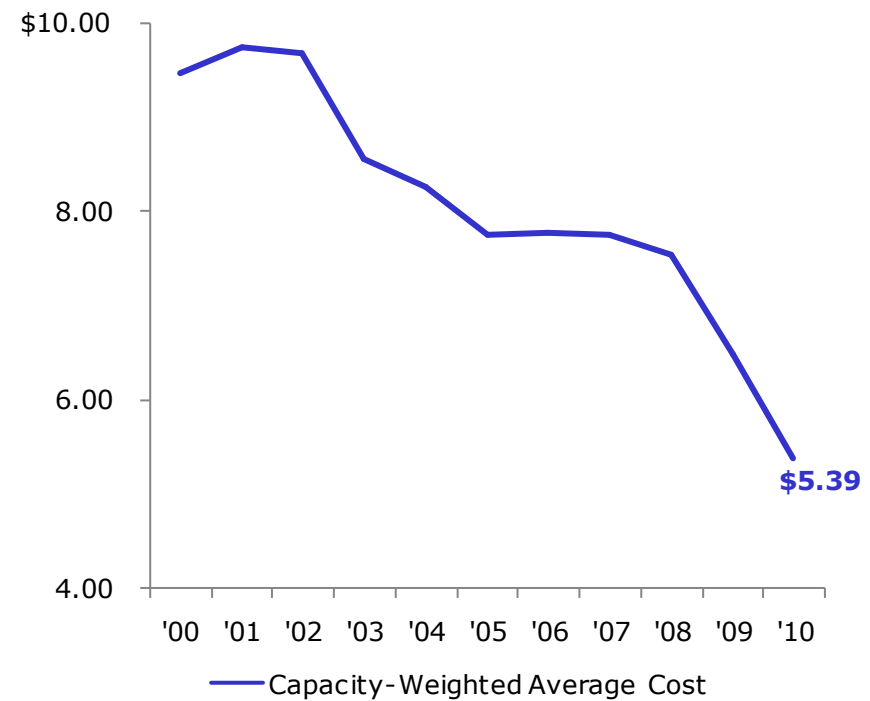
# Retail Electricity Rates Are Rising While PV System Installation Costs Are Declining

**U.S. Average Annual Electricity Rates**  
(units in \$ / kWh)



Since 2000, U.S. electricity rates have steadily increased by approximately 3.5% to 4.0% per year across all markets

**Average PV System Installation Cost**  
(units in \$ / W)

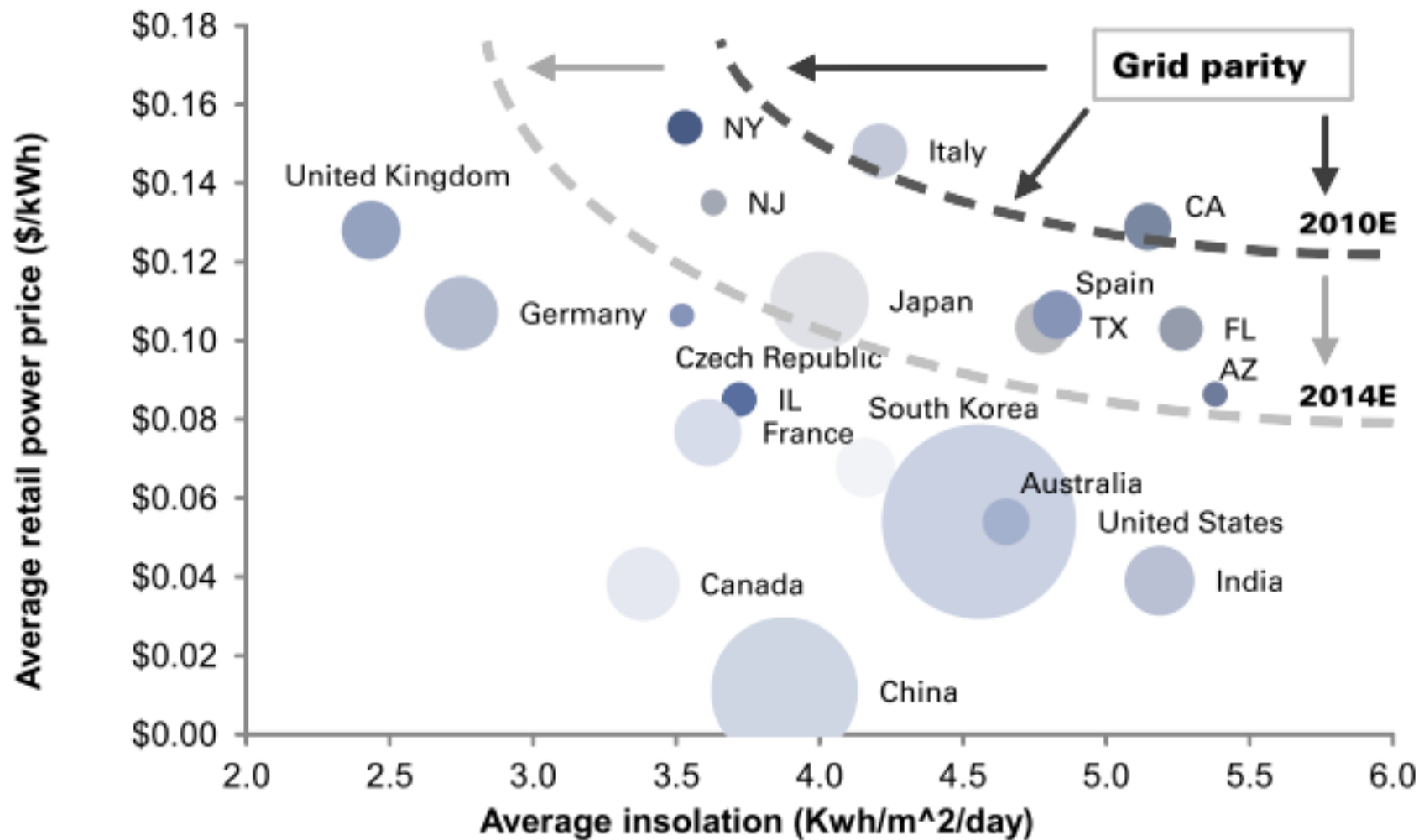


Since 2000, the capacity-weighted average cost of installing a PV solar system in the U.S. declined by 5.5% per year



# Grid Parity has arrived

# 50% of countries will reach grid parity by 2015





**Powering families**



# Powering businesses

# Powering cities

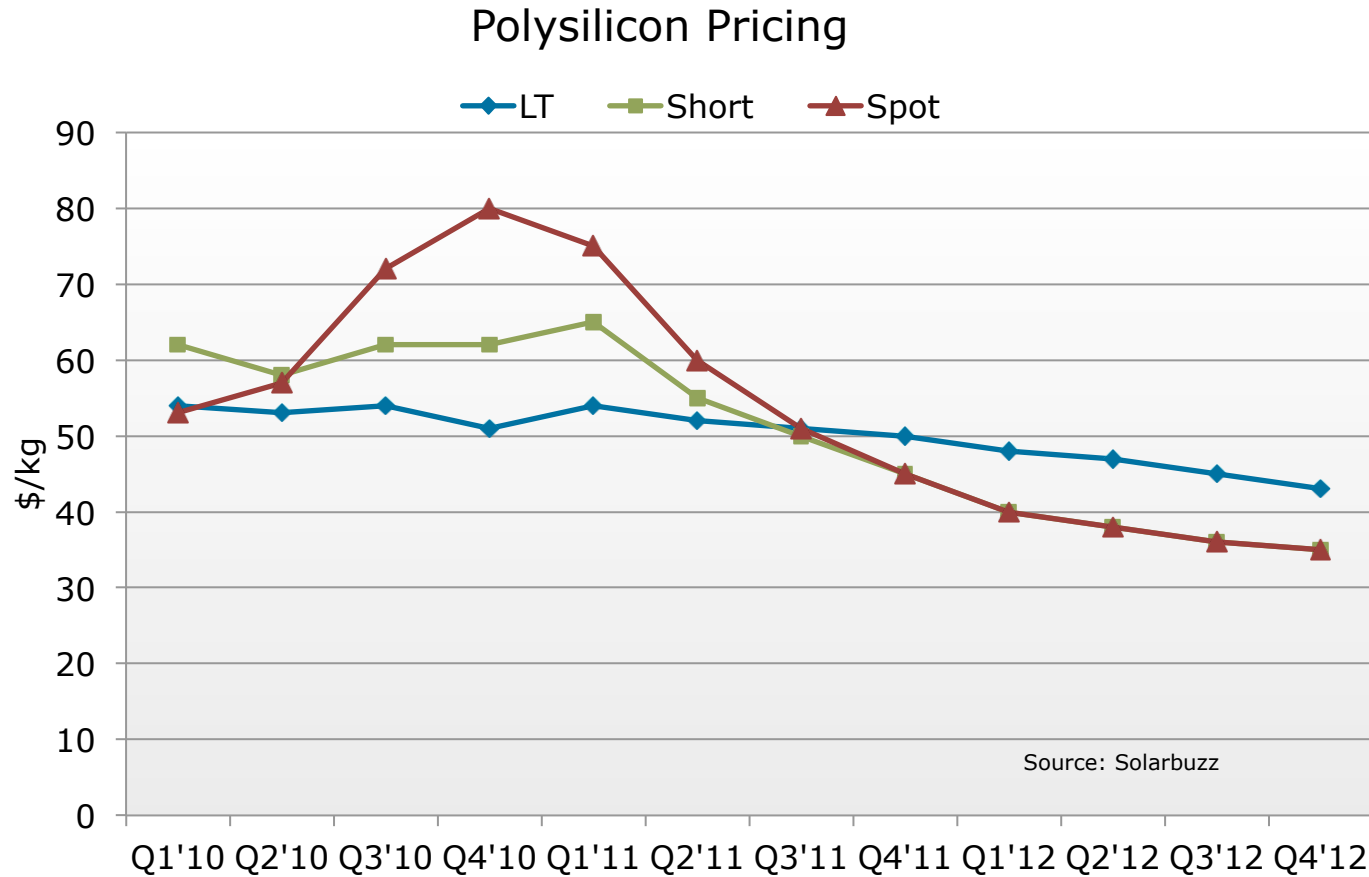


A group of approximately ten children of African descent are gathered around a table covered with a red cloth. They are all looking upwards with expressions of interest and joy. A single light bulb hangs from the ceiling, casting a soft glow. The background is a patterned orange curtain. In the upper left corner, there are some educational posters or charts on the wall.

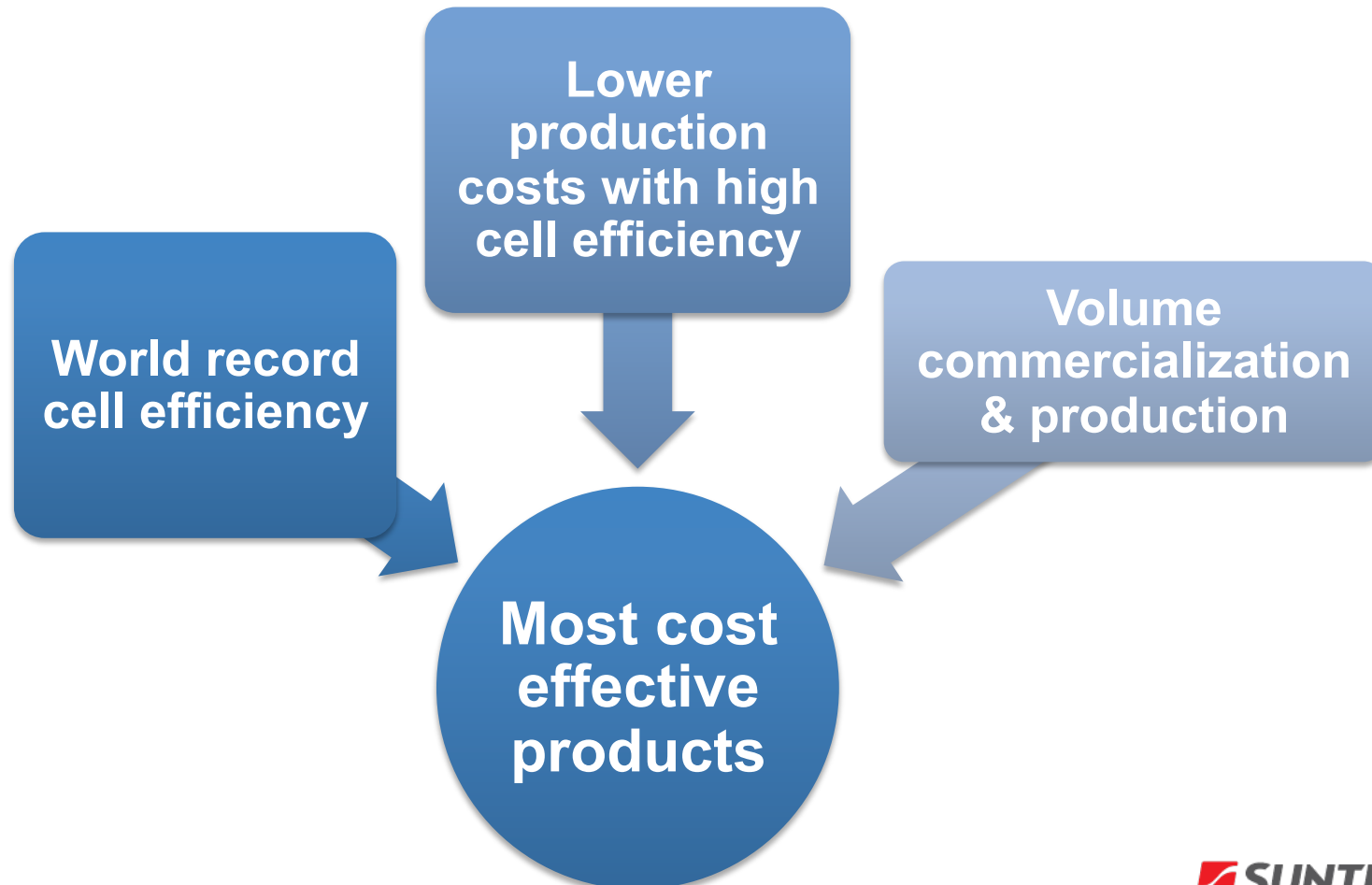
# Powering remote communities



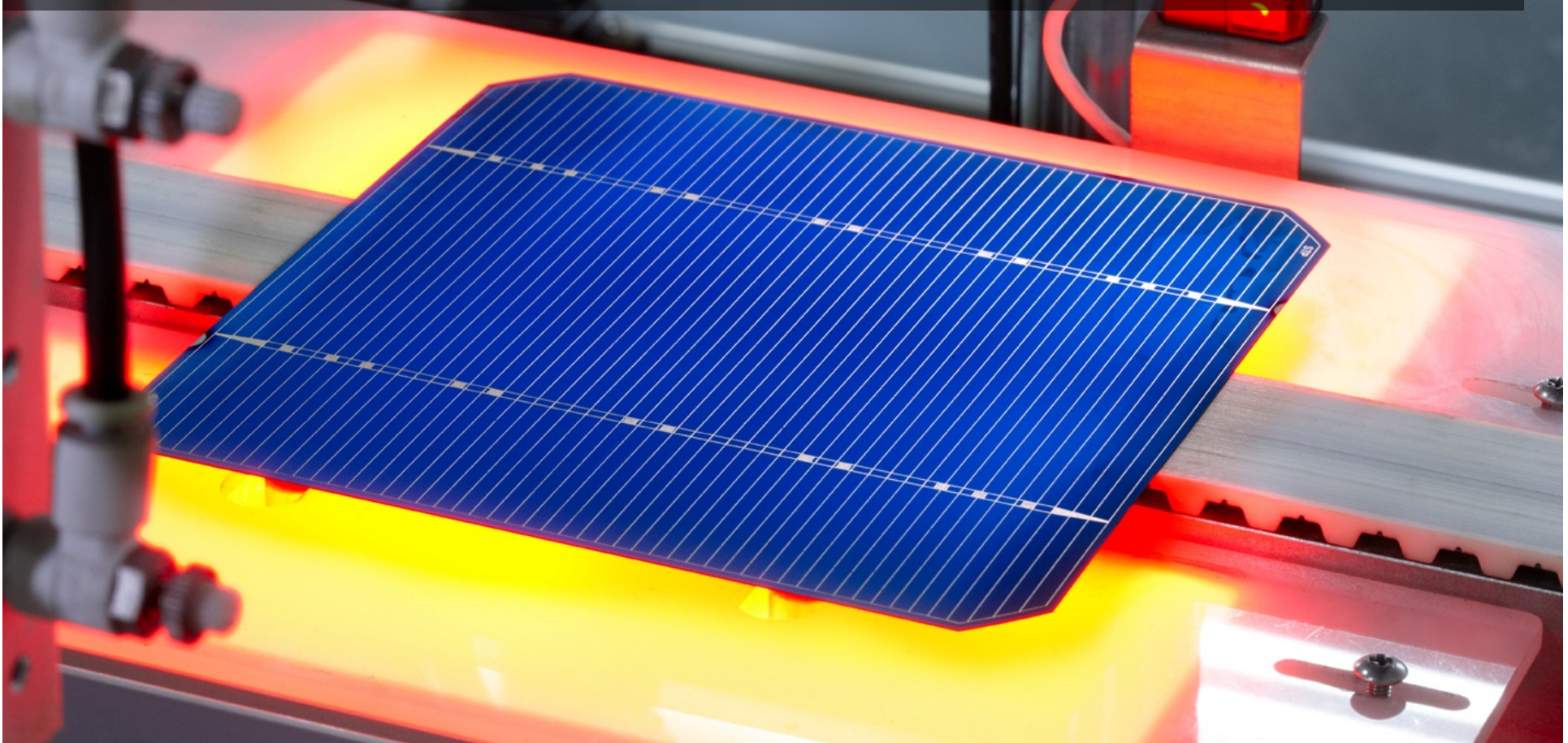
# Declining silicon costs have made solar affordable



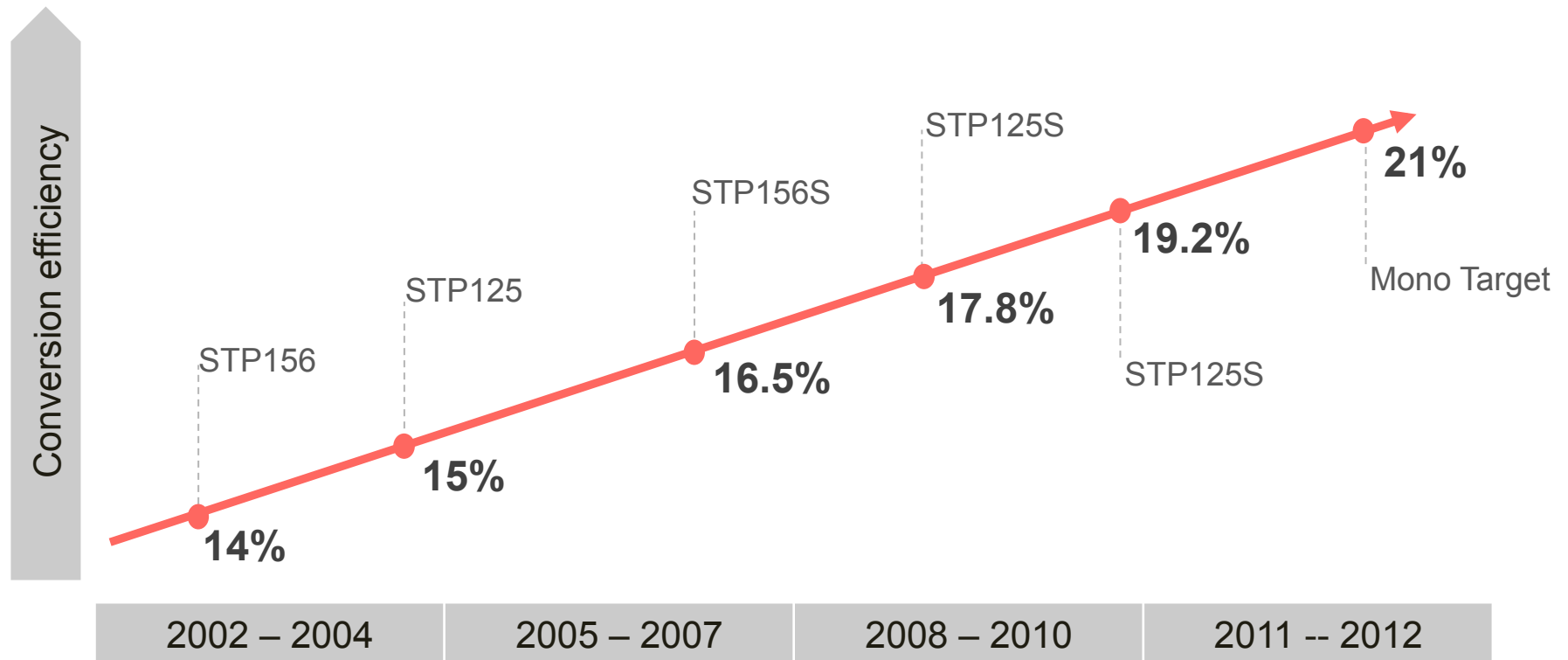
# R&D investments yield innovations that meet customer needs for LCOE



**25%** world record laboratory efficiency  
with **Pluto** cell technology

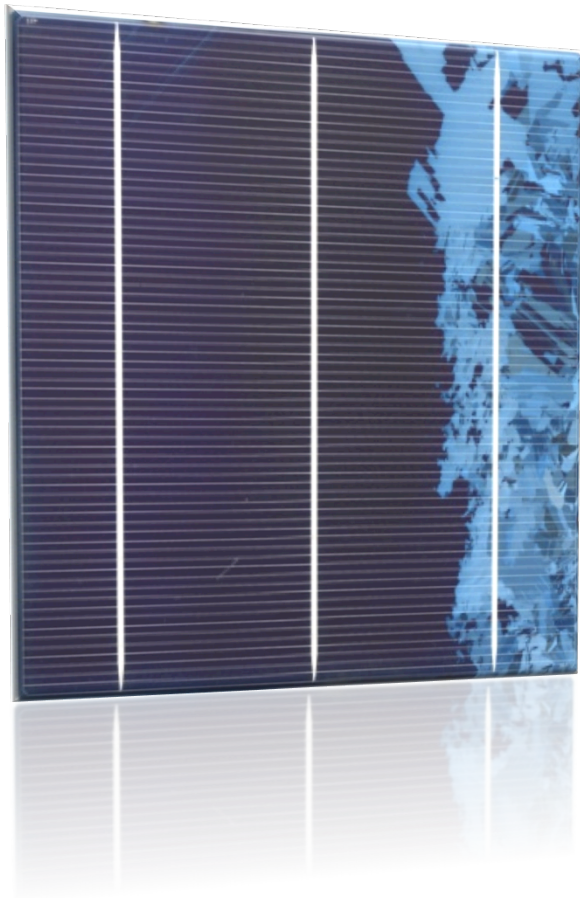


# Striving for higher cell efficiencies through consistent R&D investments



# SuperPoly cell technology

Lower production cost of poly  
at mono efficiency & benefits



# Cost reductions are achieved beyond raw material savings



# A flexible & efficient supply chain

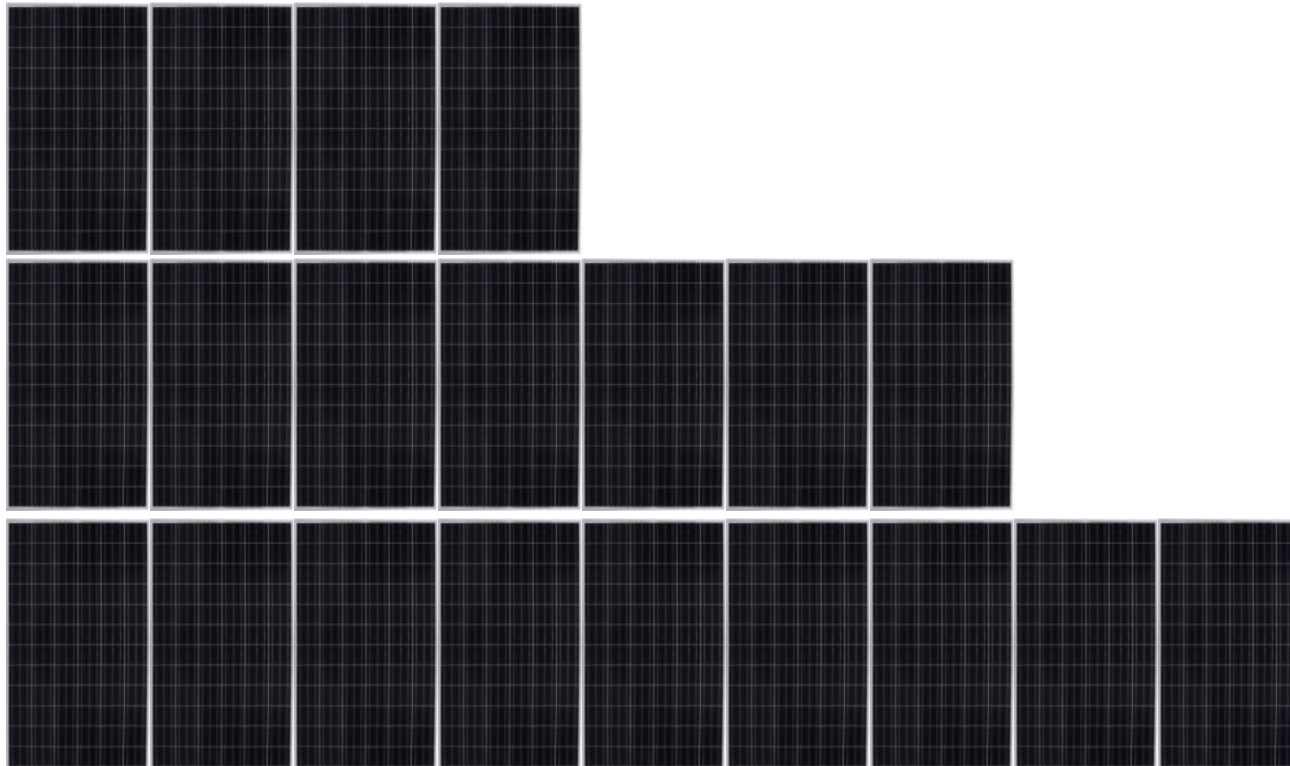
to capture price opportunities & shorten time to market



**Partnerships  
for Growth  
for Success**

<http://www.youtube.com/watch?v=cj3anjrl0ew>

# Achieve scale in production through mass commercialization





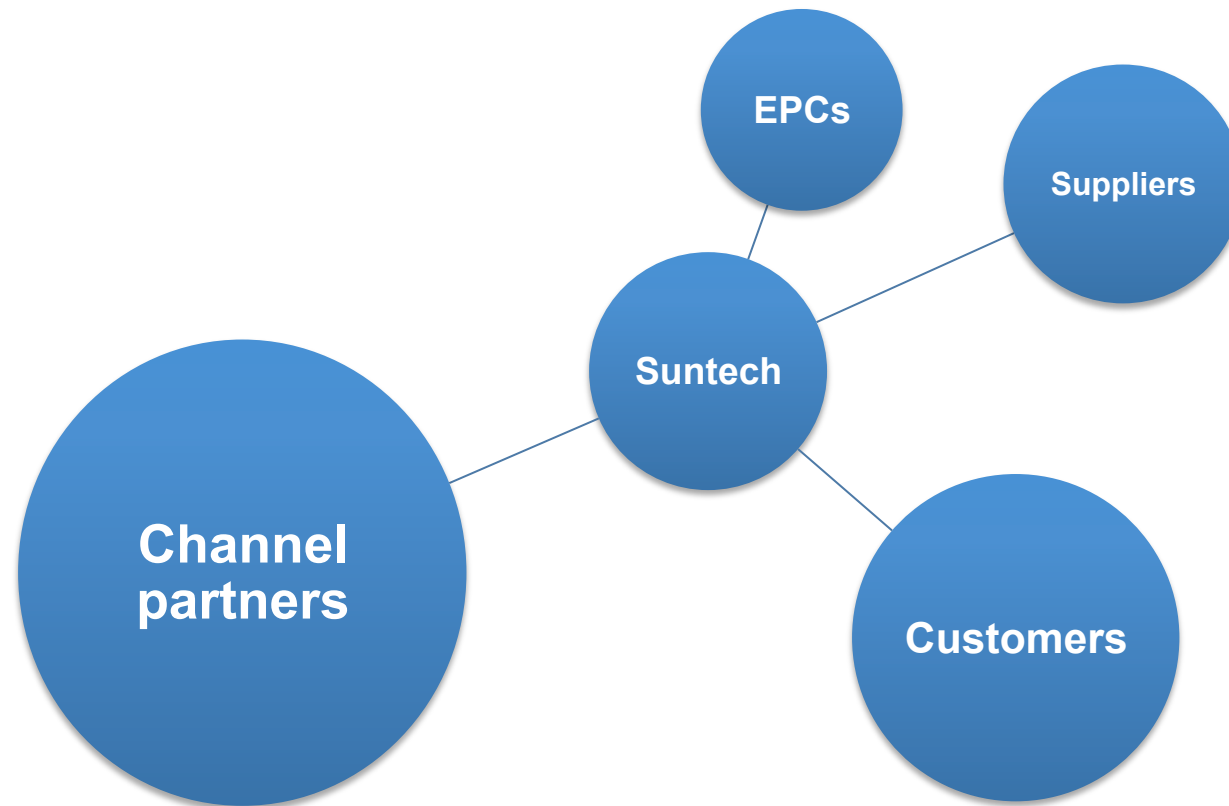
# Incremental innovations

To achieve sustainable and commercial results

- Longevity & reliability
- Maximizing yield
- Module & System



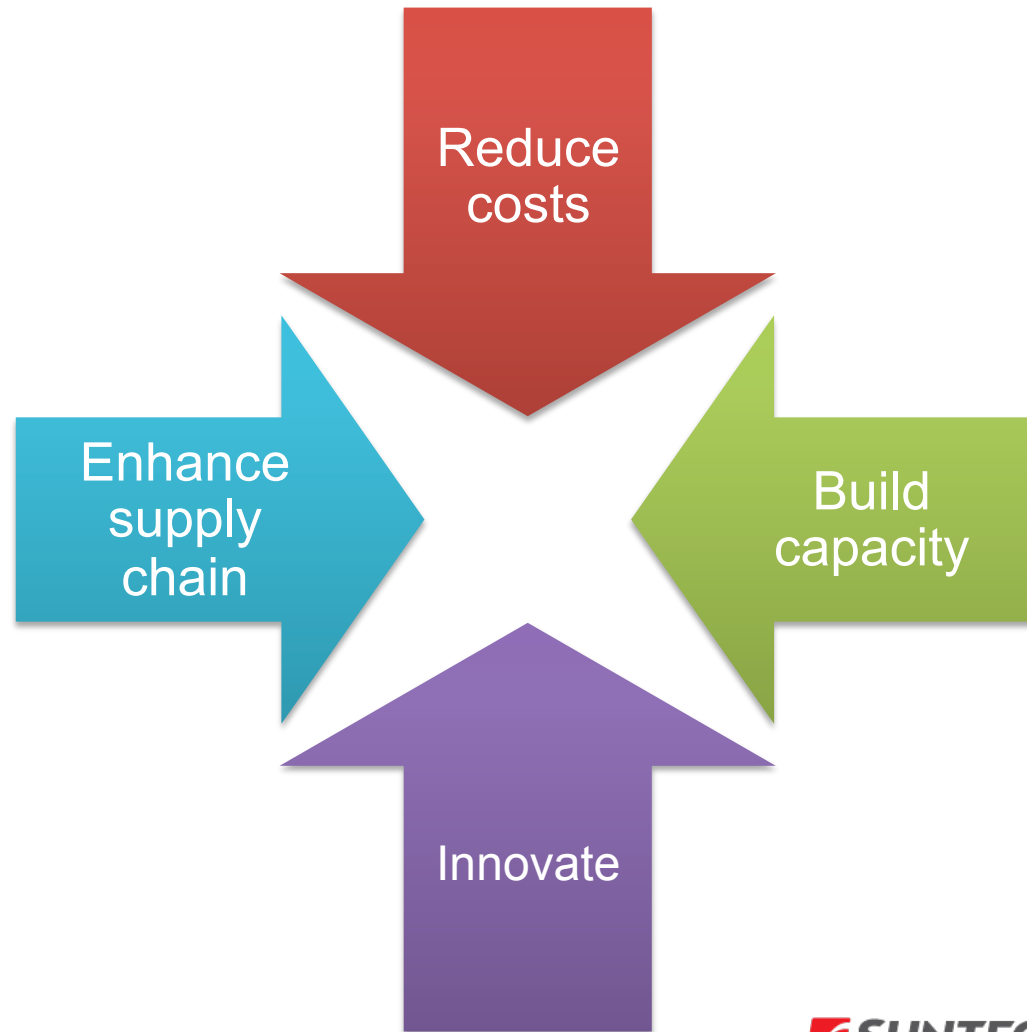
# Strategic partnership network delivering value & low LCOE





**Quality** focus  
ensuring long term reliability

# Meeting multiple **challenges** to stay ahead



# Suntech solar panels.....

