



U.S. Solar Market Insight 1st Quarter 2011

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Q1 Q2 Q3 Q4 Q4 Q3 Q2 Q1 Q1 Q2 Q3 Q4 Q3 Q
Q4 Q3 Q2 Q1 Q1 Q2 Q3 Q4 Q4 Q3 Q2 Q1 Q2 Q

U.S. Solar Market Insight™

June 23, 2011

About SEIA

- Founded in 1974
- U.S. National Trade Association for Solar Energy
 - 1,000 member companies from around the world
 - Members from across 50 states
 - Largest companies in the world as well as small installers
- Our Mission: Build a strong solar industry to power America
- Our Goal: 10 gigawatts (GW) of annual installed solar capacity in the U.S. by 2015

Solar Market Insight: 1st Quarter 2011

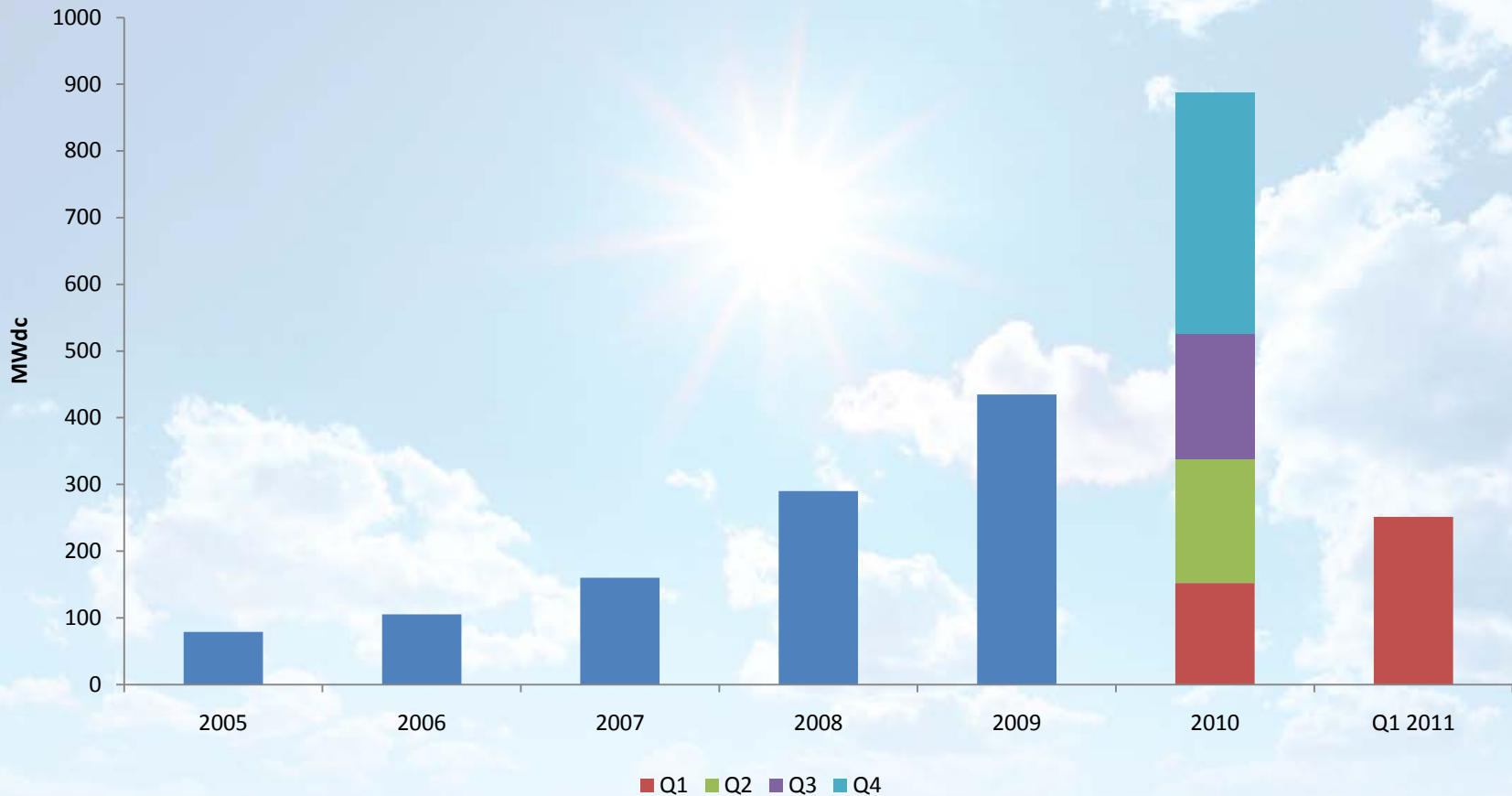
- Detailed data on markets in top 21 states available in full report.
- Free executive summary provides national aggregate data on installations, pricing, manufacturing and demand forecasts.
- Full report for sale (50% discount to SEIA members) includes detailed market segment and state data.
- Report with data through Q2 2011 will be released in September.



U.S. Solar Industry Continues Strong Growth

- PV demand in Q1 2011 grew 66% over Q1 2010

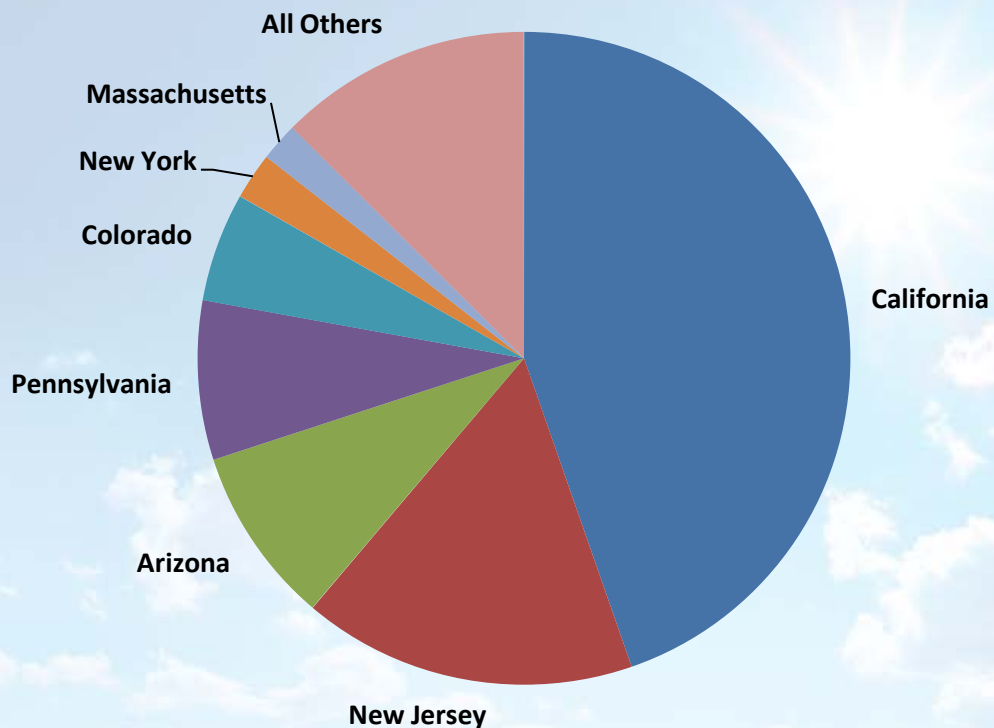
U.S. PV Installations, 2005-Q1 2011



Top States Grew in Share

- Top 7 states accounted for 88% of Q1 PV demand, up from 81% in Q1 2010

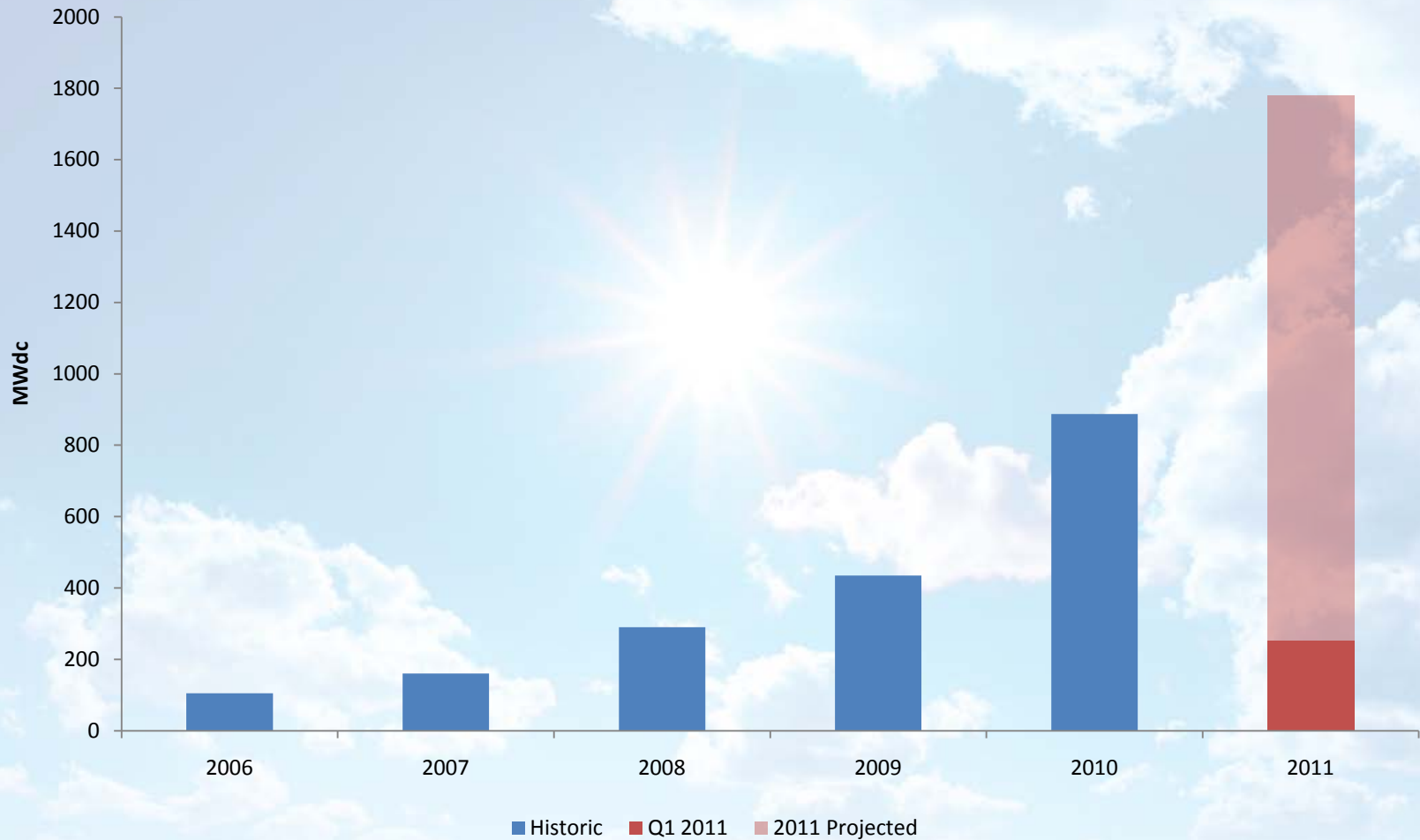
Q1 2011 U.S. Installed PV Capacity



	Q1 2011 Rank	Q4 2010 Rank	Change in Rank
California	1	1	-
New Jersey	2	2	-
Arizona	3	3	-
Pennsylvania	4	8	↑ 4
Colorado	5	5	-
New York	6	7	↑ 1
Massachusetts	7	9	↑ 2
Maryland	8	16	↑ 8
Oregon	9	13	↑ 4
Texas	10	15	↑ 5

U.S. PV Demand to Double Again in 2011

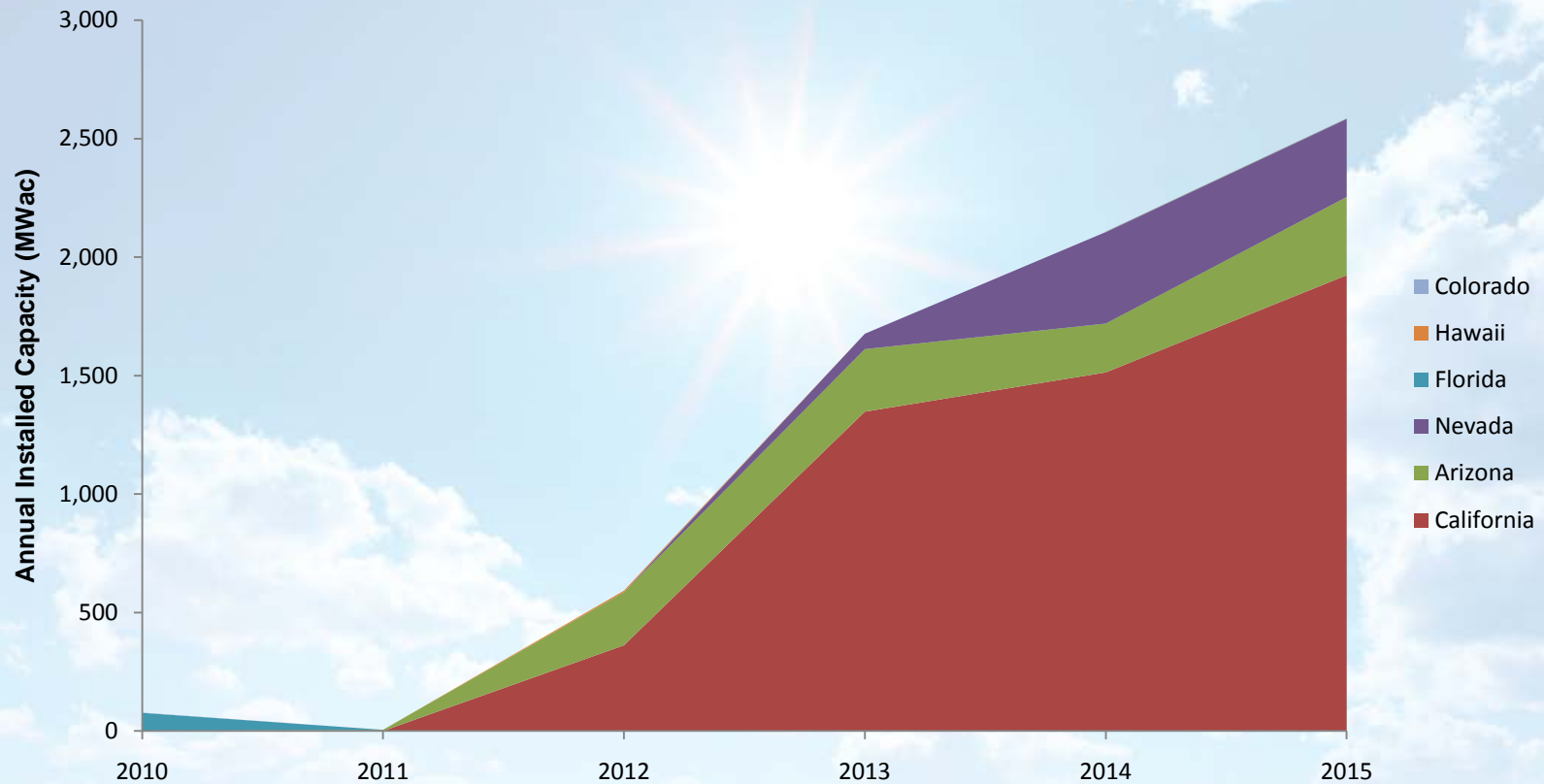
Historic and Projected U.S. PV Demand, 2006-2011



U.S. to Lead in CSP

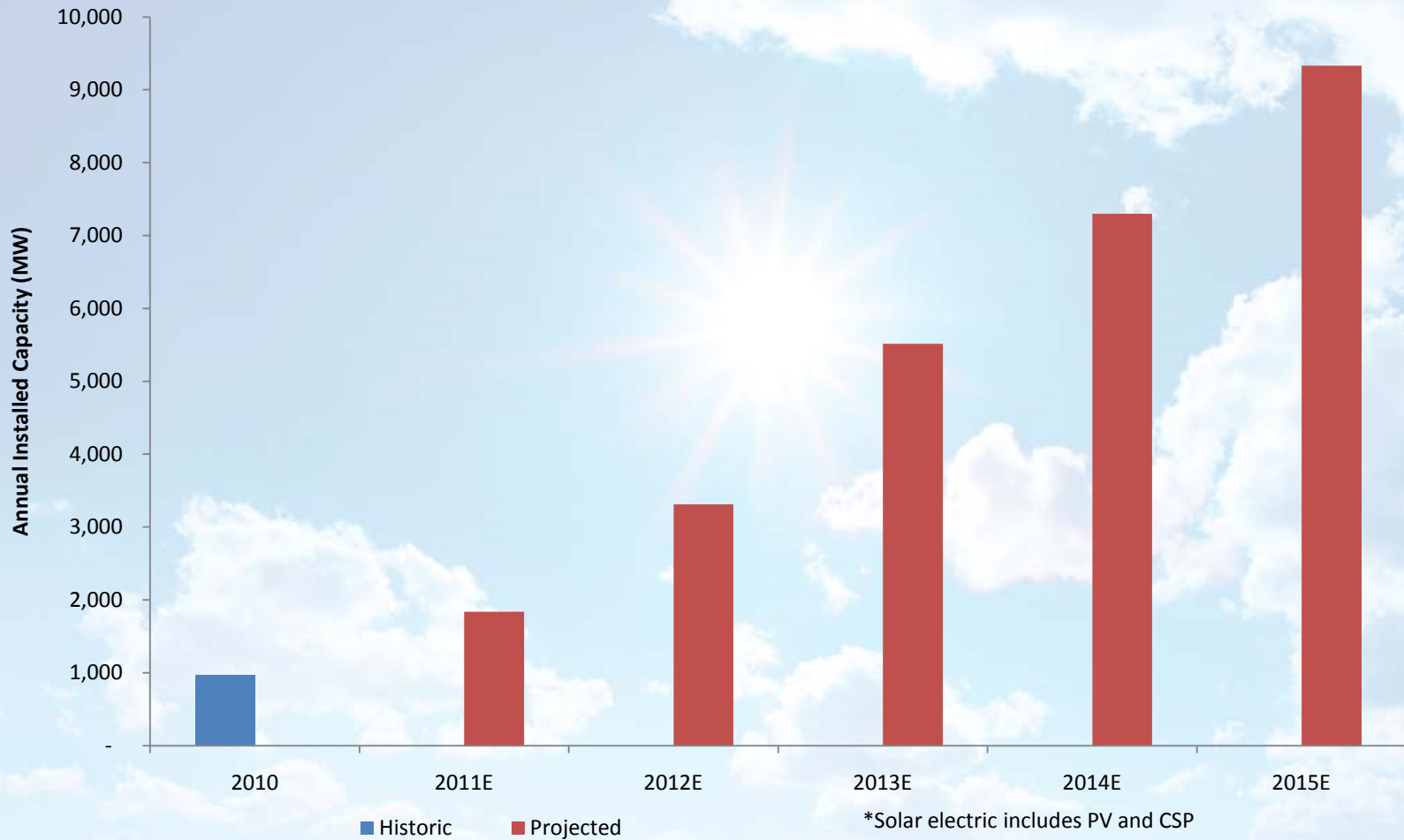
- California, Arizona and Nevada are leading states

CSP Demand, 2010-2015



U.S. Solar Electric Market Growth through 2015

U.S. Solar Electric Demand Forecast through 2015

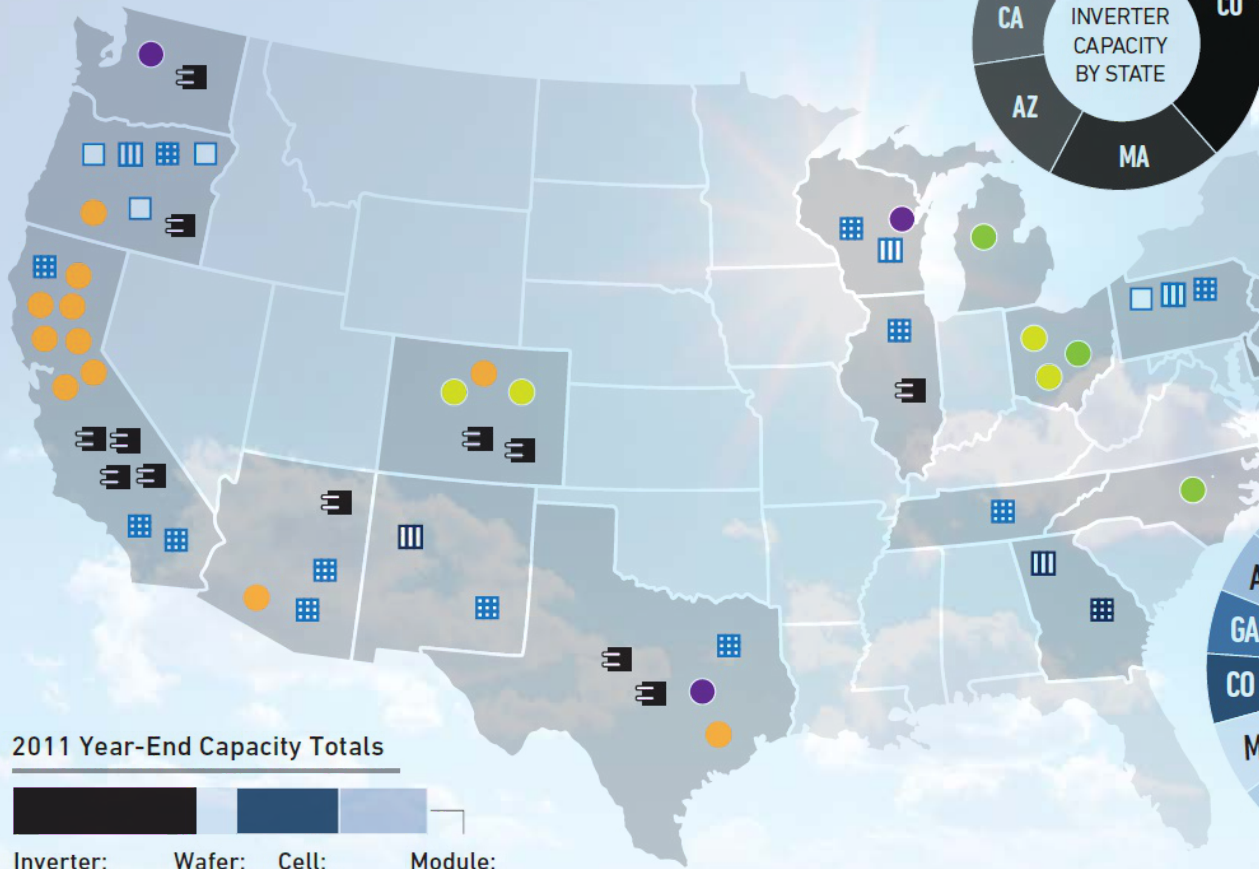


SEIA's 10 GW Goal Within Reach

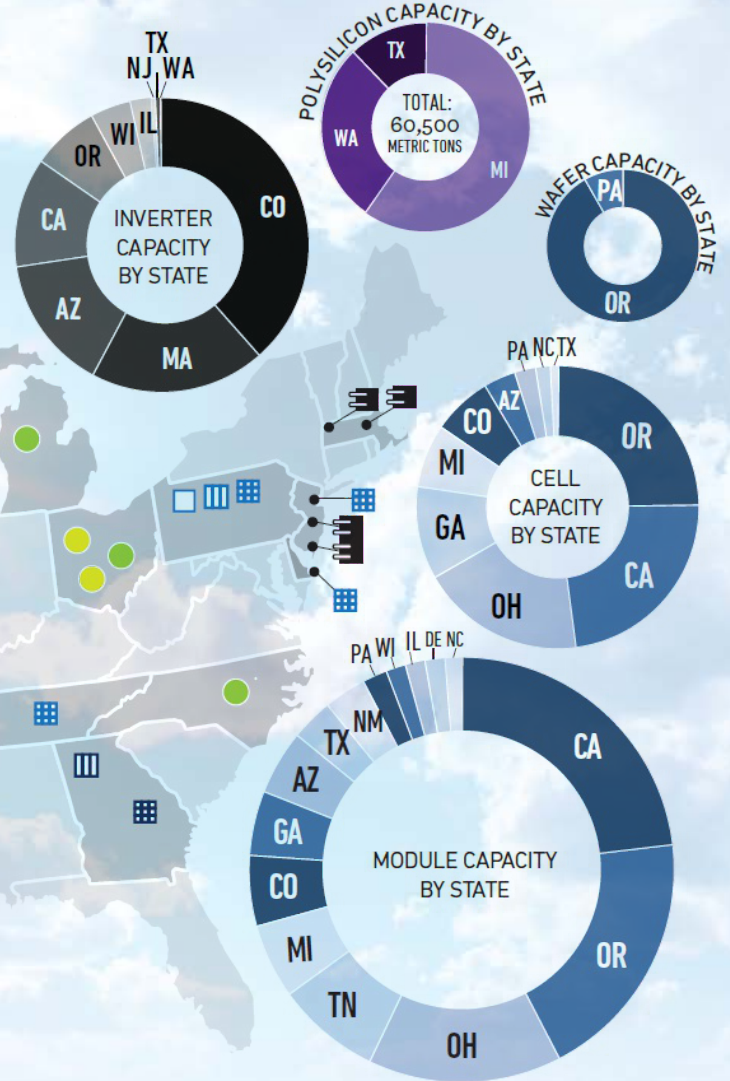
- SEIA's goal of 10 GW annually by 2015 is achievable, but additional policies are needed, including:
 - Policies to support financing of solar projects, such as the Section 1603 Treasury Program
 - Incentives to attract domestic manufacturers, like MITC
 - The DOE Loan Guarantee Program, which brings innovative projects to market
 - Long-term power purchase authority for federal agencies
 - Development of alternative financing mechanisms
 - Removal of local barriers to solar deployment

PV Manufacturing Across the U.S.

FACILITY BY TECHNOLOGY



2011 Year-End Capacity Totals



SEIA Membership

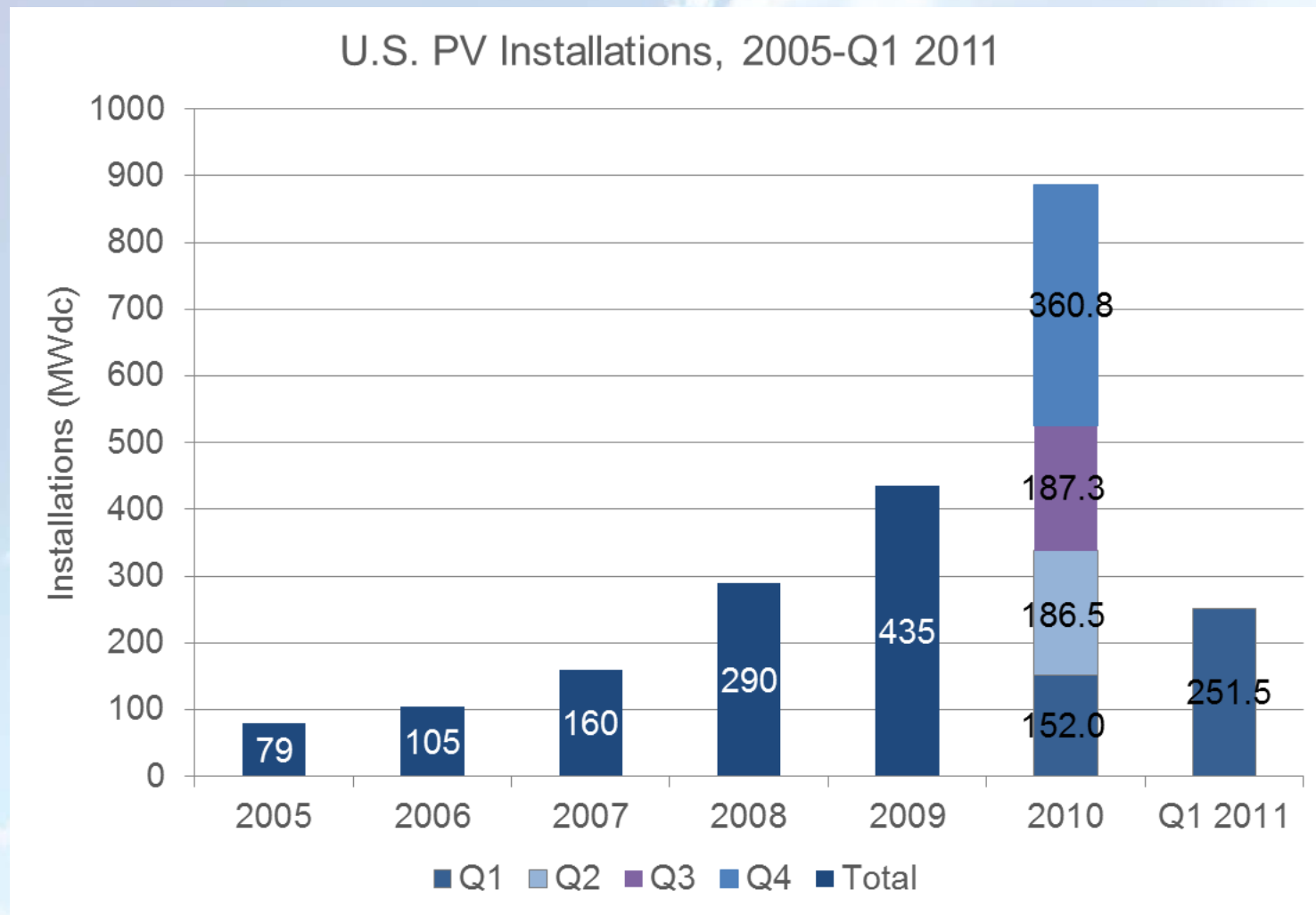
- SEIA is working to build a strong solar industry across America
- SEIA members receive the following benefits:
 - Registration and exhibiting discounts at SEIA conferences and tradeshows
 - Free registration for member webinars each month
 - Exclusive access to the SEIA solar tax manual
 - A free, optional listing in the SEIA member directory
 - Discounts on industry reports
 - Job postings
 - Members-only access to the Small Business Resource Center, a set of tools to help small businesses grow
- To join, visit: http://www.seia.org/cs/join_seia.
- For more information, email membership@seia.org.

SEIA/GTM Research Partnership

- Industry need for up-to-date and reliable market data
 - Market reports issued every quarter
- Member discount: benefit for SEIA members
 - Reliable, comprehensive business intelligence
 - Member discount makes these the most affordable reports on the market today
- Data to support SEIA's advocacy mission
- Look for SEIA-GTM reports on special topics to be released in the future
- Email questions to research@seia.org or solaranalysts@gtmresearch.com

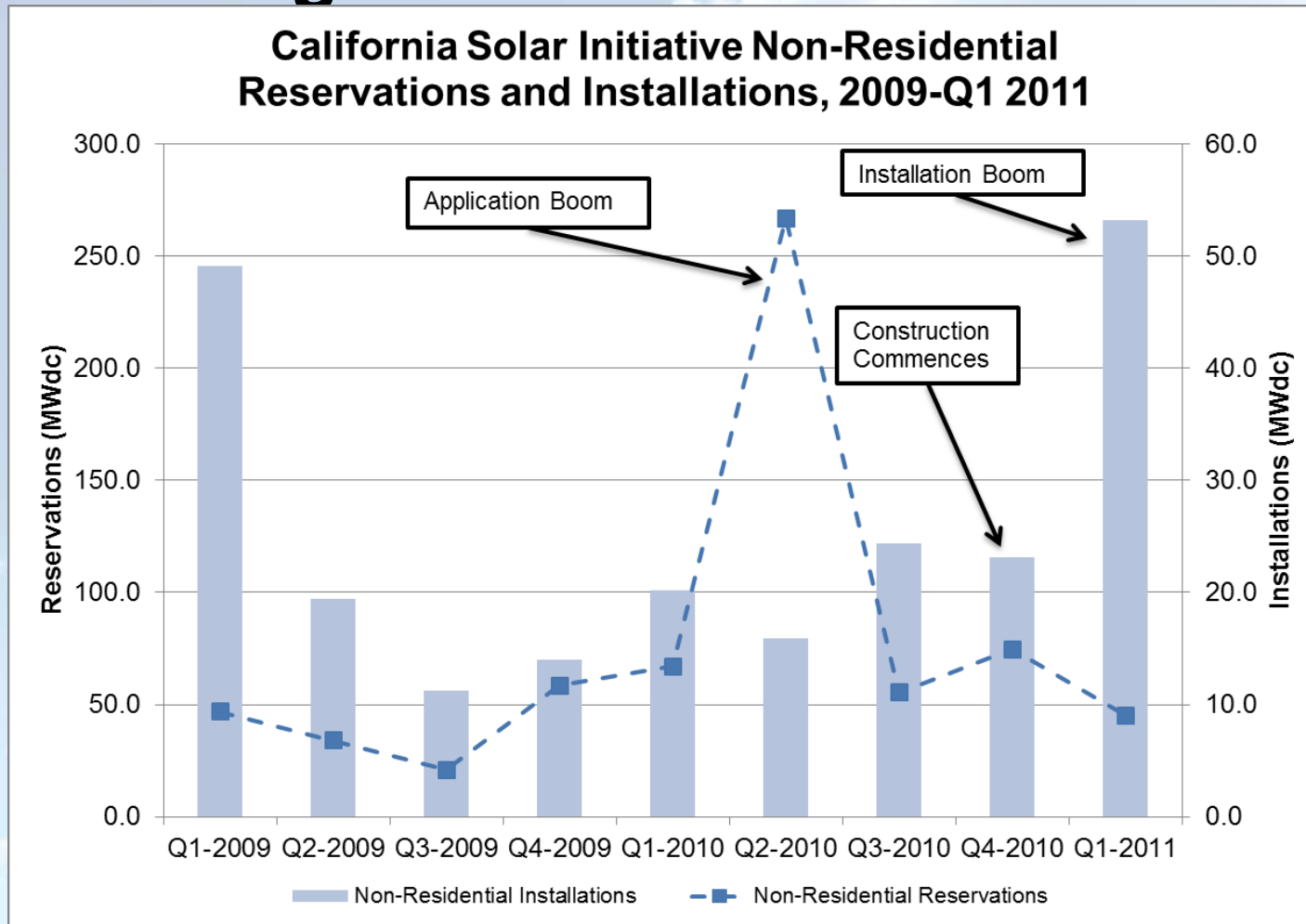


Q1 2011 in Context



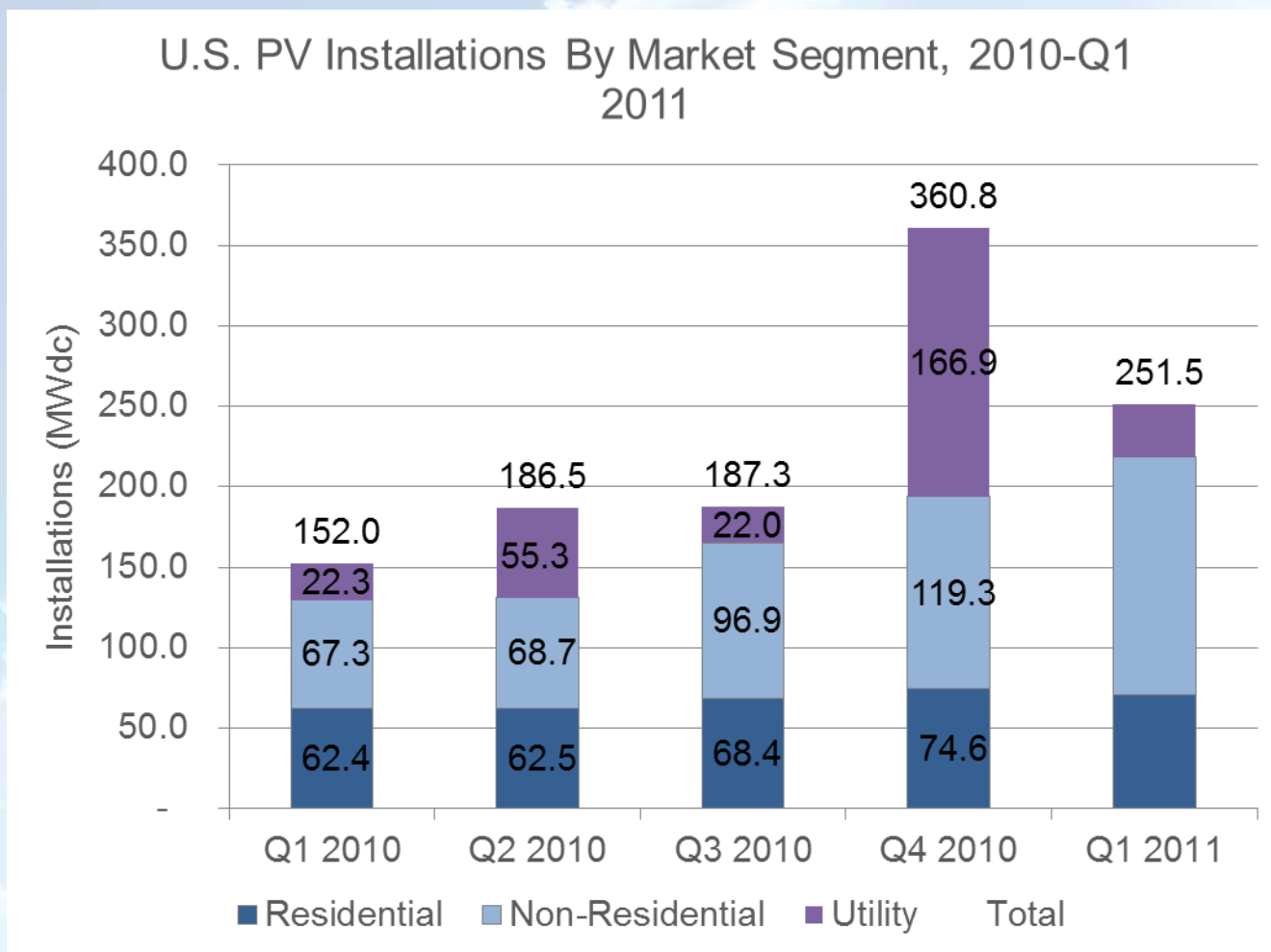
Source: GTM Research/SEIA® U.S. Solar Market Insight™: Q1 2011

A Mix of Fundamentals and 2010 Overhang



Source: GTM Research/SEIA® U.S. Solar Market Insight™: Q1 2011

Each Market Segment Tells its own Story

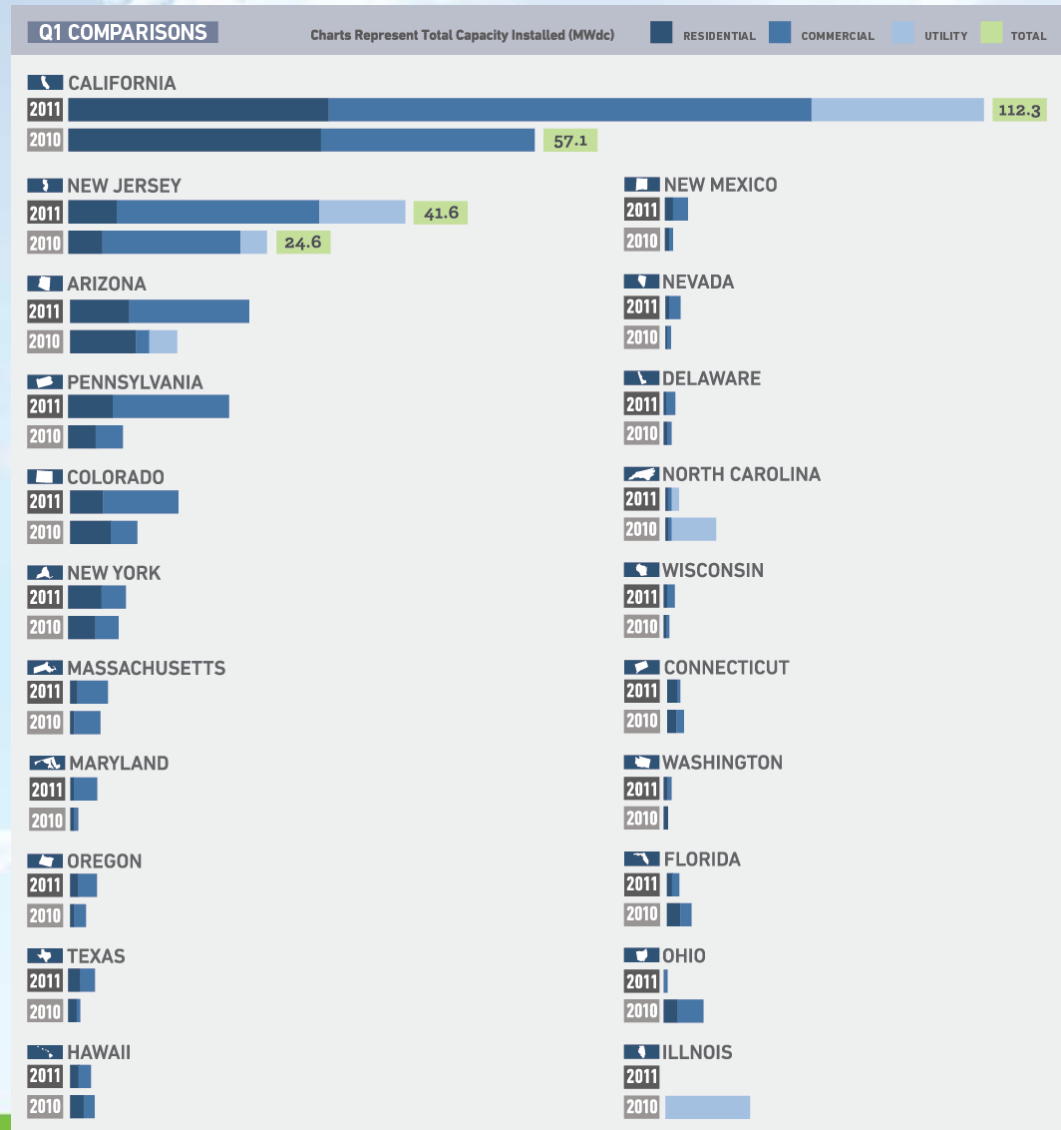


Source: GTM Research/SEIA® U.S. Solar Market Insight™: Q1 2011

State Market Trends Remain Independent

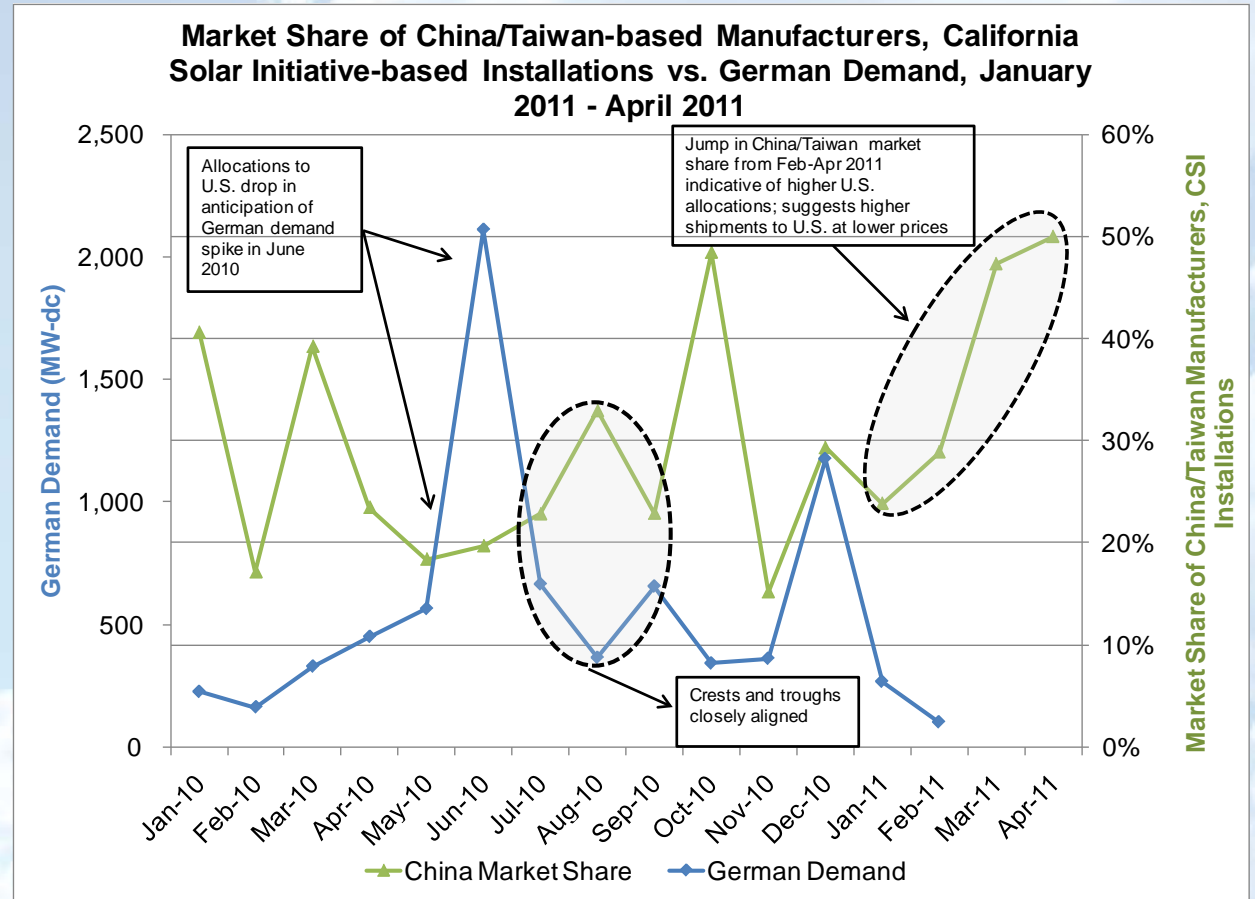
- Growth Markets:
 - Massachusetts
 - New Jersey (for now)
 - California utility
 - Maryland

- Risky Markets:
 - Pennsylvania
 - New Jersey (soon)
 - California non-residential



Impacts of EU Market Slowdown

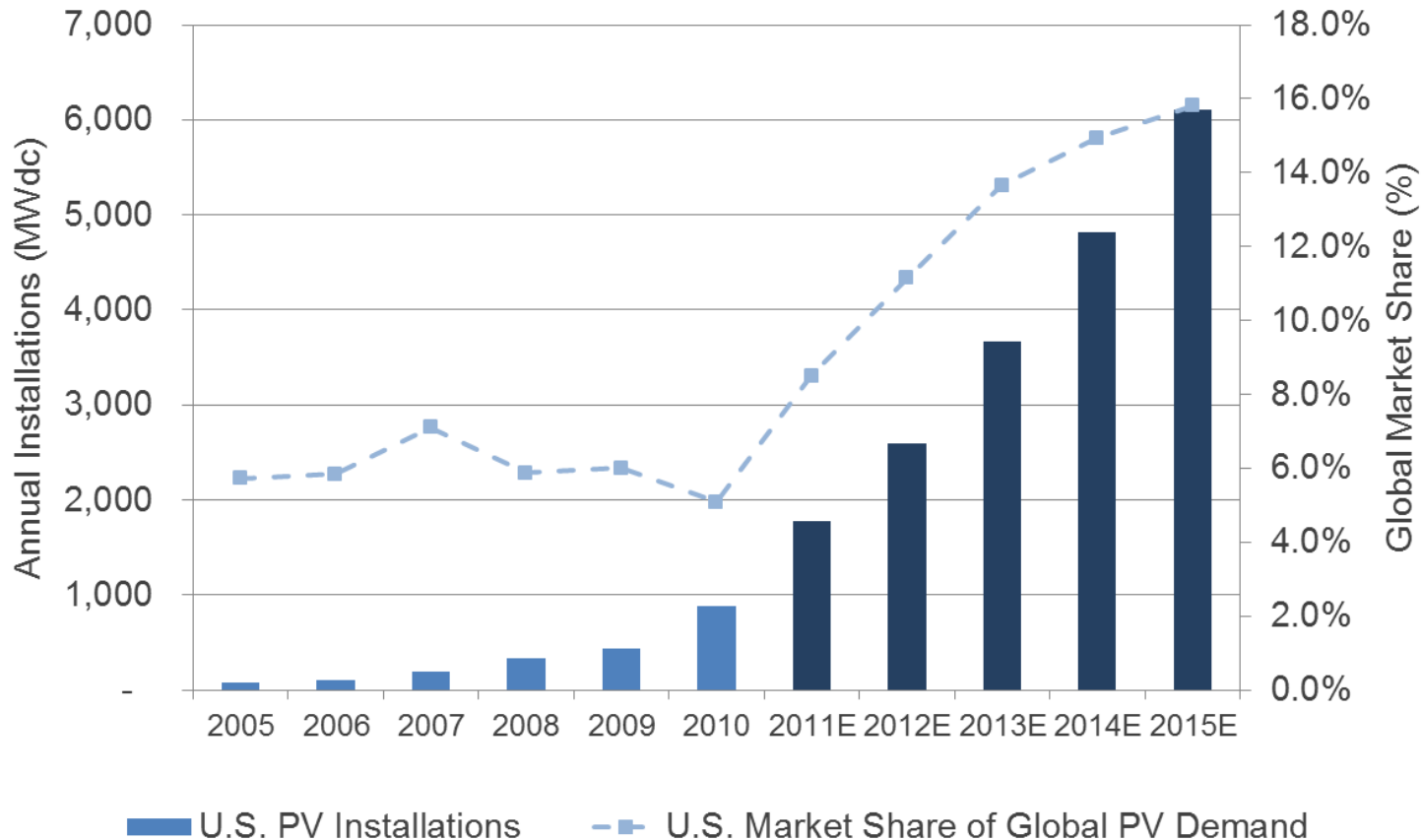
- Lower Prices
- Increased Allocations
- Greater Supplier Competition



Source: GTM Research/SEIA® U.S. Solar Market Insight™: Q1 2011

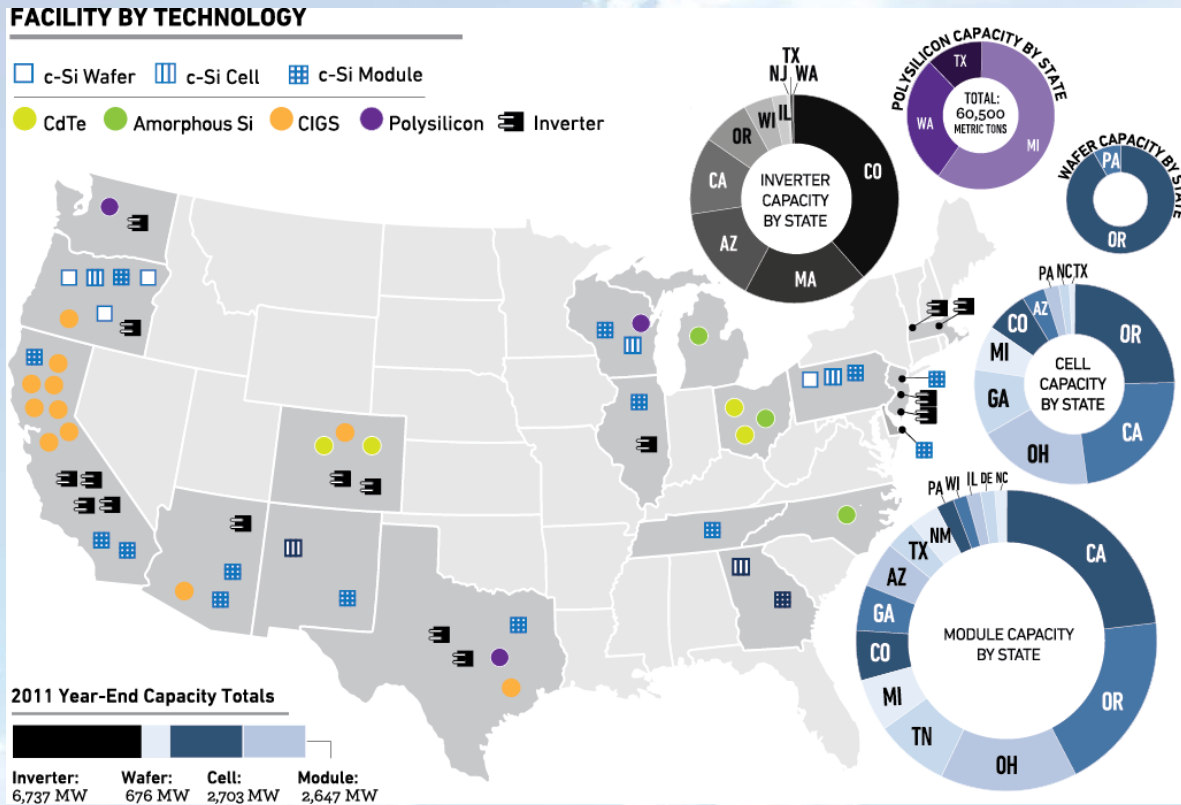
The Growing Importance of the U.S.

U.S. PV Installations and Global Market Share, 2005-2015



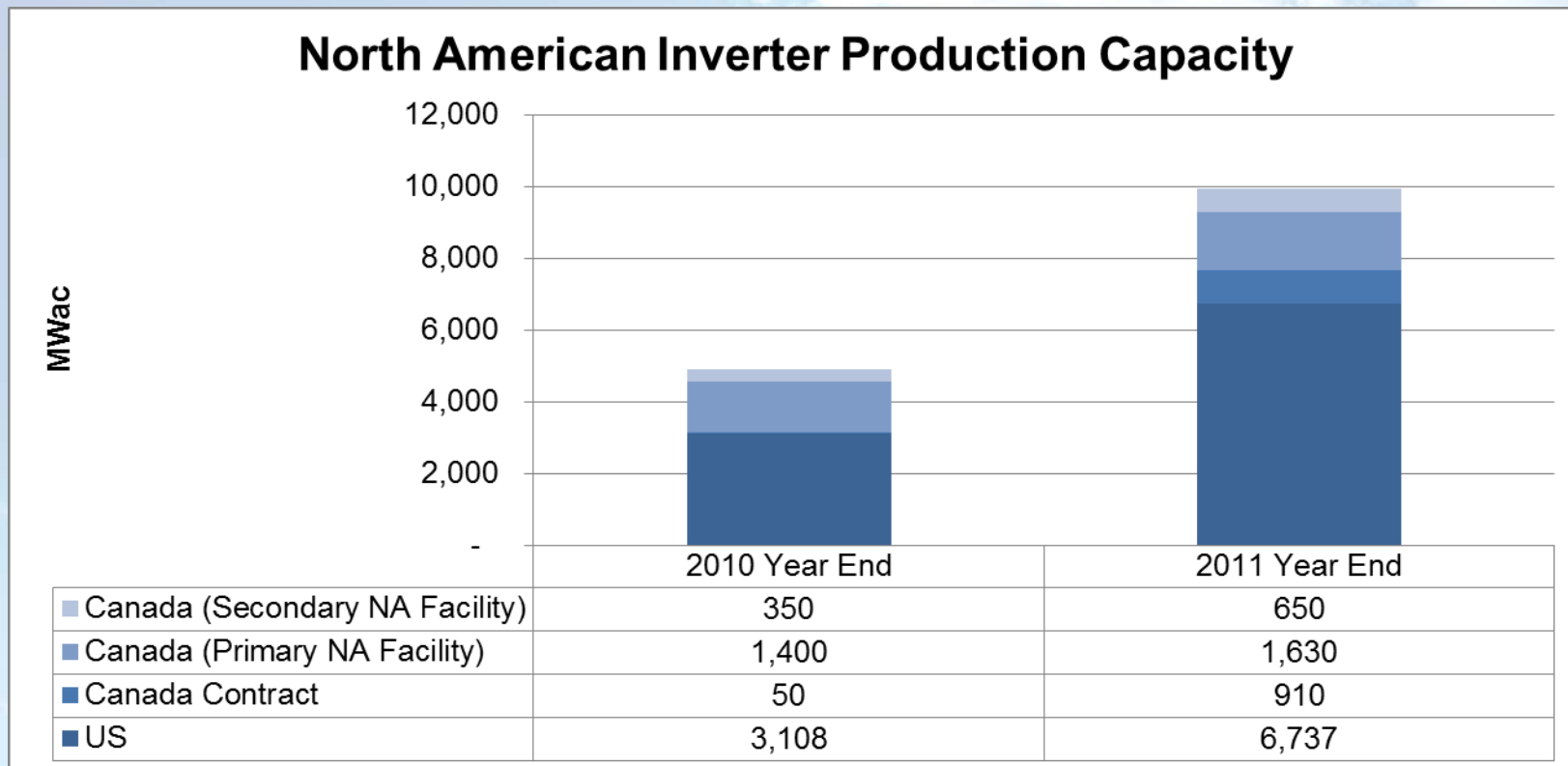
Source: GTM Research/SEIA® U.S. Solar Market Insight™: Q1 2011

Manufacturing: A Tale of Two Directions



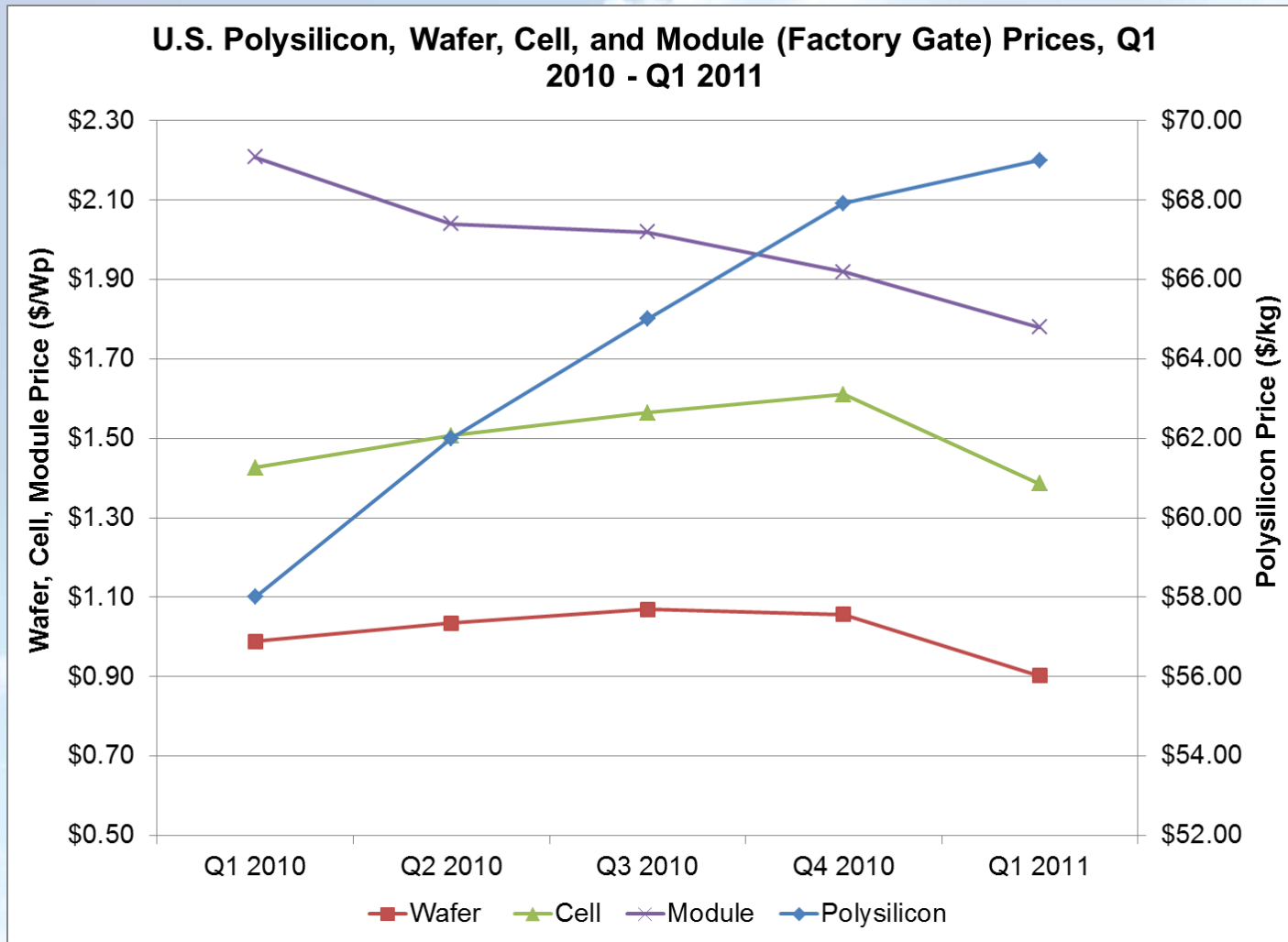
Module (MWp)	Q1-2010		Q2-2010		Q3-2010		Q4-2010		Q1-2011	
	Capacity	Production	Capacity	Production	Capacity	Production	Capacity	Production	Capacity	Production
Crystalline Si	206	156	219	202	232	203	259	212	300	247
CdTe	65	58	72	63	77	66	88	69	93	75
CIGS	43	25	46	24	49	23	56	14	76	23
Amorphous Si	57	26	59	25	60	37	19	2	20	3
Total	371	265	396	314	419	329	421	297	489	348

Inverters: A North American Perspective



Source: GTM Research/SEIA® *U.S. Solar Market Insight™*: Q1 2011

Component Pricing Begins to Drop



Source: GTM Research/SEIA® U.S. Solar Market Insight™: Q1 2011

Concentrating Solar: Continued Progress

Major US Concentrating Solar Project Development Highlights						
Project	State	Technology	Capacity (MW-ac)	Construction	Expected Completion	Project Status Update
Blythe Phase I	CA	CSP	484	Dec-10	2013	Conditional DOE loan guarantee offer of \$2.1 billion in March
Ivanpah	CA	CSP	370	Oct-10	2012-2013	Closed DOE loan guarantee for \$1.6 billion in April 2011
Solana	AZ	CSP	250	Dec-10	2012	Construction underway as of Q4 2010
Mojave Solar Project	CA	CSP	250	Dec-10	2013	
Beacon Solar	CA	CSP	250		2012	
Imperial Solar Energy Center West	CA	CPV	150		2015	Long term PPA signed with California utility
Rice Solar Energy	CA	CSP	150	Sep-11	2013	Approved by California CEC December 2010
Crescent Dunes Solar Energy Project	NV	CSP	100	Jun-11	2013	Conditional DOE loan guarantee offer of \$734 million in May
Alamosa Solar	CO	CPV	30		2011	Conditional DOE loan guarantee offer of \$90.6 million in May
U. of AZ Tech Park	AZ	CSP	5		2011	
U. of AZ Tech Park	AZ	CPV	2		Apr-11	The nation's largest CPV installation was completed at the University of Arizona's Solar Zone

Source: GTM Research/SEIA® U.S. Solar Market Insight™: Q1 2011

Thank You!

- Email: kann@gtmresearch.com
- SEIA/GTM Research U.S. Solar Market Insight:
www.gtmresearch.com/solarinsight

