

# Solar Energy Index Underperforms S&P in Q1 2013

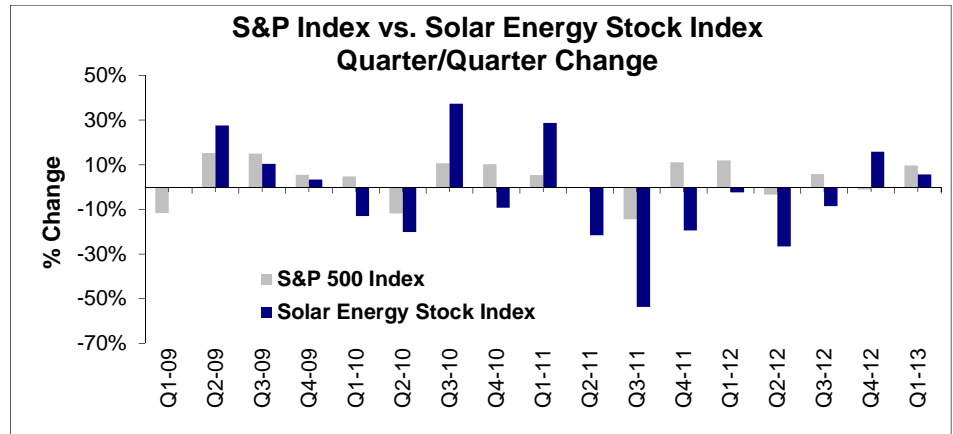
## Winner's Circle\*

Company	Change	Sector
MEMC	36%	W
SunPower Corp.	102%	C
REC	(2%)	I
Real Goods Solar, Inc.	132%	D

## Worst Performers\*

Company	Change	Sector
LDK Solar	(22%)	W
Aleo Solar	(76%)	C
SolarWorld	(20%)	I
Aión Renewables	16%	D

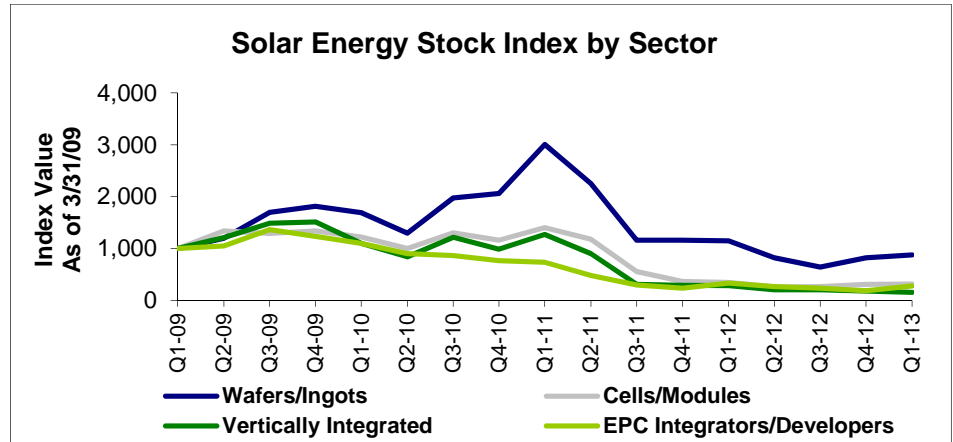
\*Based on quarter-over-quarter share price performance



## Solar Energy Highlights

From last quarter:

- Overall Index increased 5.7%
- Wafers / Ingots Index increased 6.9%
- Cells / Modules Index increased 1.0%
- Vertically Integrated Index decreased 13.7%
- EPC Integrators / Developers Index increased 51.8%



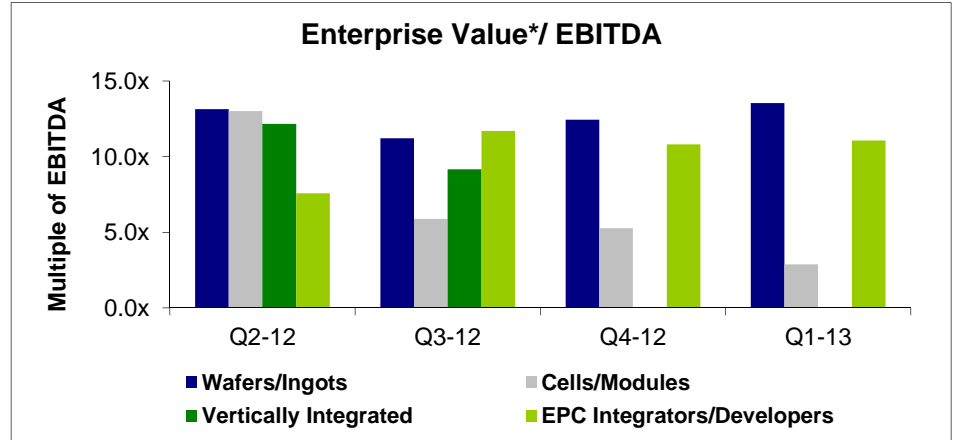
## EBITDA Margins\*

Wafers / Ingots	8%
Cells / Modules	11%
Vertically Integrated	2%
EPC Integrators / Developers	9%

## 3 Year Revenue CAGR\*

Wafers / Ingots	21%
Cells / Modules	2%
Vertically Integrated	14%
EPC Integrators / Developers	19%

\*Source: Capital IQ as of March 31, 2013 or latest available  
Note: Average for each sector; CAGR stands for compound annual growth rate



\* Enterprise Value is calculated as Market Cap on March 31, 2013 plus debt, preferred equity and minority interest less cash. Vertically Integrated companies did not have any significant multiples in Q1 2013.

## Solar Energy Sector Guide

Wafers / Ingots Producers (W)

Cells / Modules Production (C)

Vertically Integrated Companies (I)

Engineering, Procurement and Construction ("EPC") Integrators / Developers (D)

## About the Solar Energy Stock Index

Similar to the S&P 500 Index, the Solar Stock Index is a market cap weighted composite index. The index is prepared by first selecting a base period, in this case, Q1 2009, and totaling the market caps of the companies in each sector in this period. This period and total market cap is set to a base index, in this case, 1000. Next, for each sector, the current period's total market cap is calculated, divided by the base period's total market cap and then multiplied by the base index (1000). The result is the index value used for plotting in the graph above.

# Solar Energy Stock Index Data

Company	Exchange	Stock Price	LTM Sales (\$M)	Diluted EPS	Ave. Cash		EV/ EBITDA	EV/ Sales	Market Cap (\$M)	Net Debt (\$M)
					Conversion Cycle (days)	Current Ratio				
<b>Wafers / Ingots</b>										
GCL-Poly Energy Holdings Ltd.	Hong Kong	\$ 0.21	\$ 2,883	\$ (0.03)	60	0.7	NM	2.6x	\$ 3,191	\$ 4,180
LDK Solar Co.Ltd.	New York	1.13	1,147	(9.17)	NM	0.3	NM	3.0x	156	3,021
MEMC Electronic Materials Inc.	New York	4.37	2,530	(0.66)	6	1.3	13.5x	1.2x	1,006	1,801
PV Crystalox Solar plc	London	0.16	205	(0.39)	267	2.5	NM	NM	65	(118)
ReneSola Ltd.	New York	1.53	969	(2.36)	20	0.6	NM	1.0x	131	809
<b>Average Wafers / Ingots</b>			<b>1,547</b>		<b>88</b>	<b>1.1</b>	<b>13.5x</b>	<b>1.9x</b>	<b>910</b>	<b>1,938</b>
<b>Cells / Modules</b>										
Aleo Solar AG	Frankfurt	\$ 3.28	\$ 436	\$ (9.91)	87	1.0	NM	0.3x	\$ 43	\$ 95
Canadian Solar Inc.	Nasdaq	3.36	1,295	(4.53)	62	0.9	NM	0.8x	140	932
Centrosolar AG	Frankfurt	0.80	315	(2.16)	141	1.5	NM	0.4x	16	123
China Sunergy Co. Ltd.	Nasdaq	1.39	349	(8.58)	132	0.9	NM	1.3x	23	421
Delsolar Co. Ltd.	Taiwan	0.51	196	(0.25)	66	1.0	NM	1.3x	137	111
E-Ton Solar Tech. Co. Ltd	Taiwan	0.36	73	(0.15)	88	0.4	NM	3.9x	172	117
First Solar, Inc.	Nasdaq	27.60	3,369	(1.11)	137	2.6	2.9x	0.6x	2,442	(441)
Gintech Energy Corporation	Taiwan	0.88	533	(0.21)	74	1.5	NM	0.9x	299	208
Hanwha SolarOne Co., Ltd	Nasdaq	0.94	590	(2.97)	50	1.0	NM	1.1x	80	579
JA Solar Holdings Co., Ltd.	Nasdaq	3.74	1,078	(7.07)	88	1.2	NM	0.5x	150	435
Motech Industries, Inc.	Taiwan	0.99	513	(0.40)	66	2.5	NM	1.0x	436	62
Solar-Fabrik AG	Frankfurt	2.57	151	(0.22)	106	6.0	NM	0.1x	33	(10)
Solaria Energía y Medio Ambiente, S.A.	Madrid	0.88	91	(0.32)	NM	0.7	NM	2.7x	86	160
SunPower Corporation	Nasdaq	11.36	2,418	(3.01)	54	2.0	NM	0.7x	1,374	408
Suntech Power Holdings Co. Ltd.	New York	0.44	2,679	(6.55)	80	0.6	NM	0.7x	82	1,790
<b>Average Cells / Modules</b>			<b>939</b>		<b>88</b>	<b>1.6</b>	<b>2.9x</b>	<b>1.1x</b>	<b>367</b>	<b>333</b>
<b>Vertically Integrated</b>										
JinkoSolar Holding Co., Ltd.	New York	\$ 5.12	\$ 777	\$ (7.77)	55	0.8	NM	0.6x	\$ 114	\$ 365
Renewable Energy Corporation ASA	Oslo	0.19	1,283	(0.66)	184	3.8	NM	0.6x	399	325
SolarWorld AG	Frankfurt	1.12	1,021	(6.26)	203	2.8	NM	1.1x	124	997
Trina Solar Ltd.	New York	3.54	1,297	(3.77)	79	1.2	NM	0.7x	282	567
Yingli Green Energy Holding Co. Ltd.	New York	2.00	1,828	(3.14)	76	0.9	NM	1.4x	308	1,999
<b>Average Vertically Integrated</b>			<b>1,241</b>		<b>119</b>	<b>1.9</b>	<b>NM</b>	<b>0.9x</b>	<b>245</b>	<b>851</b>
<b>EPC Integrators / Developers</b>										
Aión Renewables SpA	Milan	\$ 0.80	\$ 337	\$ (0.62)	97	0.9	11.1x	1.0x	\$ 45	\$ 281
Conergy AG	Frankfurt	0.43	687	(0.89)	36	0.9	NM	0.3x	69	153
Phönix Solar AG	Frankfurt	1.75	344	(11.96)	101	1.3	NM	0.2x	13	40
Real Goods Solar, Inc.	Nasdaq	1.76	106	(1.62)	45	1.1	NM	0.5x	50	8
SAG Solarstrom AG	Frankfurt	3.73	208	(1.33)	66	1.3	NM	0.9x	46	134
SolarCity Corporation	Nasdaq	18.89	129	(5.23)	NM	1.5	NM	12.3x	1,355	99
<b>Average EPC Integrators / Developers</b>			<b>302</b>		<b>69</b>	<b>1.2</b>	<b>11.1x</b>	<b>2.5x</b>	<b>263</b>	<b>119</b>
<b>Average Solar Energy Index</b>			<b>903</b>		<b>93</b>	<b>1.5</b>	<b>9.2x</b>	<b>1.4x</b>	<b>330</b>	<b>521</b>

Note: Data in table above is sourced from Capital IQ as of March 31, 2013 or latest available data.

Stock price adjusted for dividends and splits.

Stock Index does not include polysilicon producers and diversified multi-divisional electronics firms such as Bosch, Kyocera, Mitsubishi Electric, Sanyo and Sharp.

## Contact

Lincoln International's Renewable Energy Group is led by a former CEO of a public company. The firm's Renewable Energy team provides transactional, financial and strategic advisory services to renewable energy companies and private equity groups with an interest in the renewable energy space.

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## About Lincoln International

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