

# Solar Energy Index Outperforms S&P in Q3 2013

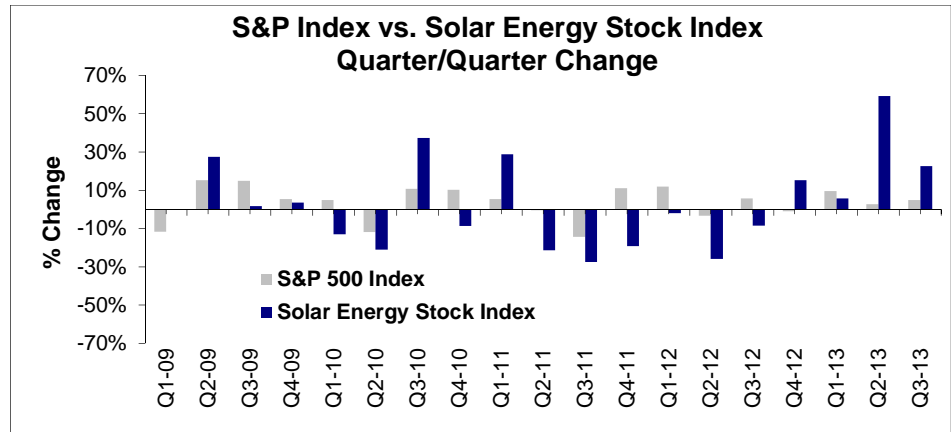
## Winner's Circle\*

Company	% Change	Sector
ReneSola Ltd.	126%	W
Hanwha SolarOne Co.	100%	C
JinkoSolar Holding	149%	I
Phönix Solar AG	160%	D

## Worst Performers\*

Company	% Change	Sector
PV Crystalox Solar	(5%)	W
Centrosolar AG	(37%)	C
First Solar, Inc.	(9%)	I
Conergy AG	(87%)	D

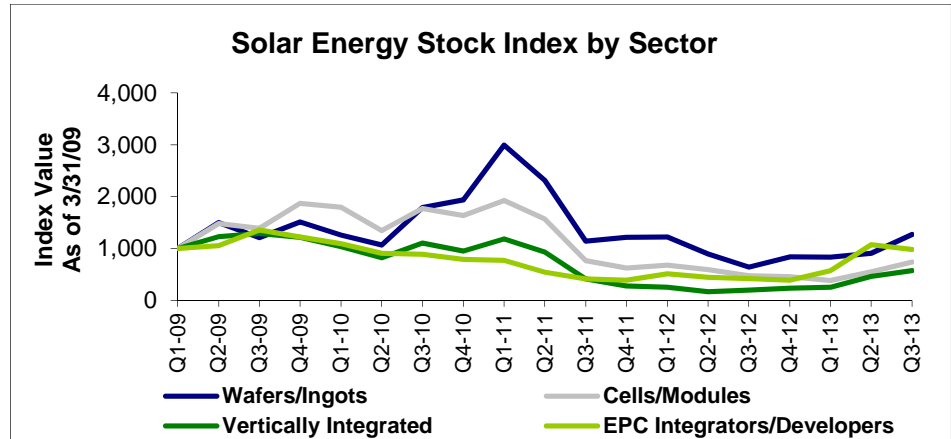
\*Based on quarter-over-quarter share price performance



## Solar Energy Highlights

From last quarter:

- Overall Index increased 22.7%
- Wafers / Ingots Index increased 39.7%
- Cells / Modules Index increased 35.7%
- Vertically Integrated Index increased 23.9%
- EPC Integrators / Developers Index decreased 8.6%



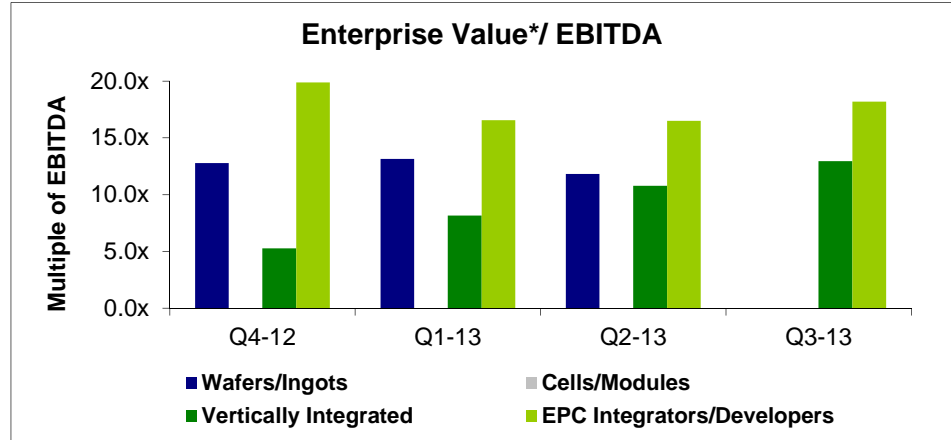
## EBITDA Margins\*

Wafers / Ingots	8%
Cells / Modules	1%
Vertically Integrated	8%
EPC Integrators / Developers	26%

## 3 Year Revenue CAGR\*

Wafers / Ingots	(5%)
Cells / Modules	(17%)
Vertically Integrated	3%
EPC Integrators / Developers	15%

\*Source: Capital IQ as of September 30, 2013 or latest available  
Note: Average for each sector; CAGR stands for compound annual growth rate



\* Enterprise Value is calculated as Market Cap on September 30, 2013 plus debt, preferred equity and minority interest less cash. Cells/Modules and Wafers/Ingots companies did not have any significant multiples in Q3 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	Diluted EPS	Current Ratio	EV/ EBITDA	EV/ Sales	Market Cap	Net Debt
			(\$M)					(\$M)	(\$M)
<b>Wafers / Ingots</b>									
GCL-Poly Energy Holdings Ltd.	Hong Kong	\$ 0.29	\$ 2,819	\$ (0.03)	0.6	NM	3.2x	\$ 4,471	\$ 4,366
LDK Solar Co.Ltd.	New York	1.49	646	(6.38)	0.2	NM	5.2x	299	2,674
PV Crystalox Solar plc	London	0.17	55	(0.31)	4.7	NM	NM	69	(83)
ReneSola Ltd.	New York	4.84	1,186	(2.64)	0.7	NM	1.2x	492	941
<b>Average Wafers / Ingots</b>			<b>1,177</b>		<b>1.6</b>	<b>NM</b>	<b>3.2x</b>	<b>1,333</b>	<b>1,974</b>
<b>Cells / Modules</b>									
Aleo Solar AG	Frankfurt	\$ 8.12	\$ 237	\$ (9.29)	1.2	NM	0.5x	\$ 106	\$ 22
Centrosolar AG	Frankfurt	4.53	192	NM	0.9	NM	0.6x	4	113
China Sunergy Co. Ltd.	Nasdaq	4.21	286	(10.98)	0.8	NM	1.9x	63	491
E-Ton Solar Tech. Co. Ltd	Taiwan	0.47	78	(0.09)	1.4	NM	4.8x	369	9
Gintech Energy Corporation	Taiwan	0.99	417	(0.19)	1.7	NM	1.3x	337	207
Hanwha SolarOne Co., Ltd	Nasdaq	4.18	667	(2.67)	1.3	NM	1.4x	354	560
JA Solar Holdings Co., Ltd.	Nasdaq	9.88	1,070	(5.45)	1.1	NM	0.8x	427	396
Motech Industries, Inc.	Taiwan	1.72	511	(0.18)	2.2	NM	1.6x	752	47
Neo Solar Power Corporation	Taiwan	1.01	395	(0.16)	1.1	NM	2.3x	638	246
Solar-Fabrik AG	Frankfurt	2.64	104	(2.52)	6.5	NM	0.1x	34	(19)
Solaria Energía y Medio Ambiente, S.A.	Madrid	1.10	103	(0.27)	0.9	NM	2.7x	108	167
Suntech Power Holdings Co. Ltd.	New York	1.35	2,679	(6.55)	0.6	NM	0.8x	245	1,790
<b>Average Cells / Modules</b>			<b>562</b>		<b>1.6</b>	<b>NM</b>	<b>1.6x</b>	<b>286</b>	<b>336</b>
<b>Vertically Integrated</b>									
Canadian Solar Inc.	Nasdaq	\$ 16.72	\$ 1,265	\$ (3.82)	1.0	NM	1.4x	\$ 771	\$ 927
First Solar, Inc.	Nasdaq	40.71	3,189	3.77	1.9	4.4x	0.9x	3,975	(1,029)
JinkoSolar Holding Co., Ltd.	New York	22.50	883	(7.01)	0.7	NM	1.5x	592	709
Renewable Energy Corporation ASA	Oslo	0.43	988	(0.19)	1.7	NM	1.4x	1,005	339
SolarWorld AG	Frankfurt	1.20	610	(4.66)	1.1	NM	1.8x	133	900
SunEdison, Inc.	New York	8.06	2,047	(0.75)	1.1	21.5x	2.1x	2,111	2,182
SunPower Corporation	Nasdaq	26.17	2,539	(1.91)	1.6	NM	1.4x	3,173	318
Trina Solar Ltd.	New York	14.83	1,302	(3.50)	1.0	NM	1.4x	1,171	630
Yingli Green Energy Holding Co. Ltd.	New York	6.73	1,823	(3.27)	0.9	NM	2.0x	1,054	2,210
<b>Average Vertically Integrated</b>			<b>1,627</b>		<b>1.2</b>	<b>12.9x</b>	<b>1.5x</b>	<b>1,554</b>	<b>798</b>
<b>EPC Integrators / Developers</b>									
Capital Stage AG	Frankfurt	5.75	67	0.41	1.8	21.9x	10.4x	311	353
Conergy AG	Frankfurt	0.06	637	(0.82)	0.7	NM	0.3x	10	158
Phönix Solar AG	Frankfurt	4.96	193	(7.39)	2.1	NM	0.4x	37	30
Real Goods Solar, Inc.	Nasdaq	2.56	91	(1.85)	1.3	NM	0.9x	77	1
SAG Solarstrom AG	Frankfurt	3.56	279	(0.18)	1.2	14.5x	0.8x	44	163
SolarCity Corporation	Nasdaq	34.49	125	(2.27)	1.3	NM	23.9x	2,700	140
<b>Average EPC Integrators / Developers</b>			<b>232</b>		<b>1.4</b>	<b>18.2x</b>	<b>6.1x</b>	<b>530</b>	<b>141</b>
<b>Average Solar Energy Index</b>			<b>807</b>		<b>1.5</b>	<b>15.6x</b>	<b>2.6x</b>	<b>713</b>	<b>506</b>

Note: Data in table above is sourced from Capital IQ as of September 30, 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.

For more information, please contact:

Jack Calderon, Managing Director  
(Chicago)  
jcalderon@lincolnternational.com

Eric Wijs, Managing Director  
(Amsterdam)  
e.wijs@lincolnternational.nl

Dr. Martina Ecker, Managing Director  
(Frankfurt)  
m.ecker@lincolnternational.de

Rommel Franco, Vice President  
(Madrid)  
r.franco@lincolnternational.es

Géraud Estrangin, Managing Director  
(Paris)  
g.estrangin@lincolnternational.fr

Chaim Lubin, Vice President  
(Chicago)  
clubin@lincolnternational.com

Richard Floto, Managing Director  
(Frankfurt)  
r.floto@lincolnternational.de

Mario Beier, Associate  
(Frankfurt)  
m.beier@lincolnternational.de

James Sinclair, Managing Director  
(São Paulo)  
jsinclair@lincolnternational.com

## About Lincoln International

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Lincoln International LLC  
500 West Madison, Suite 3900  
Chicago, IL 60661  
(312) 580-8339

## Contributors

Josh Foster, Analyst: [jdfoster@lincolnternational.com](mailto:jdfoster@lincolnternational.com)  
Wei Shen, Analyst: [wshen@lincolnternational.com](mailto:wshen@lincolnternational.com)

THE INTERNATIONAL, INDEPENDENT MID-MARKET ADVISOR  
AMSTERDAM BEIJING CHICAGO FRANKFURT LONDON LOS ANGELES MADRID  
MILAN MOSCOW MUMBAI NEW YORK PARIS SÃO PAULO TOKYO VIENNA