

U.S. Solar Market Overview

June 2016

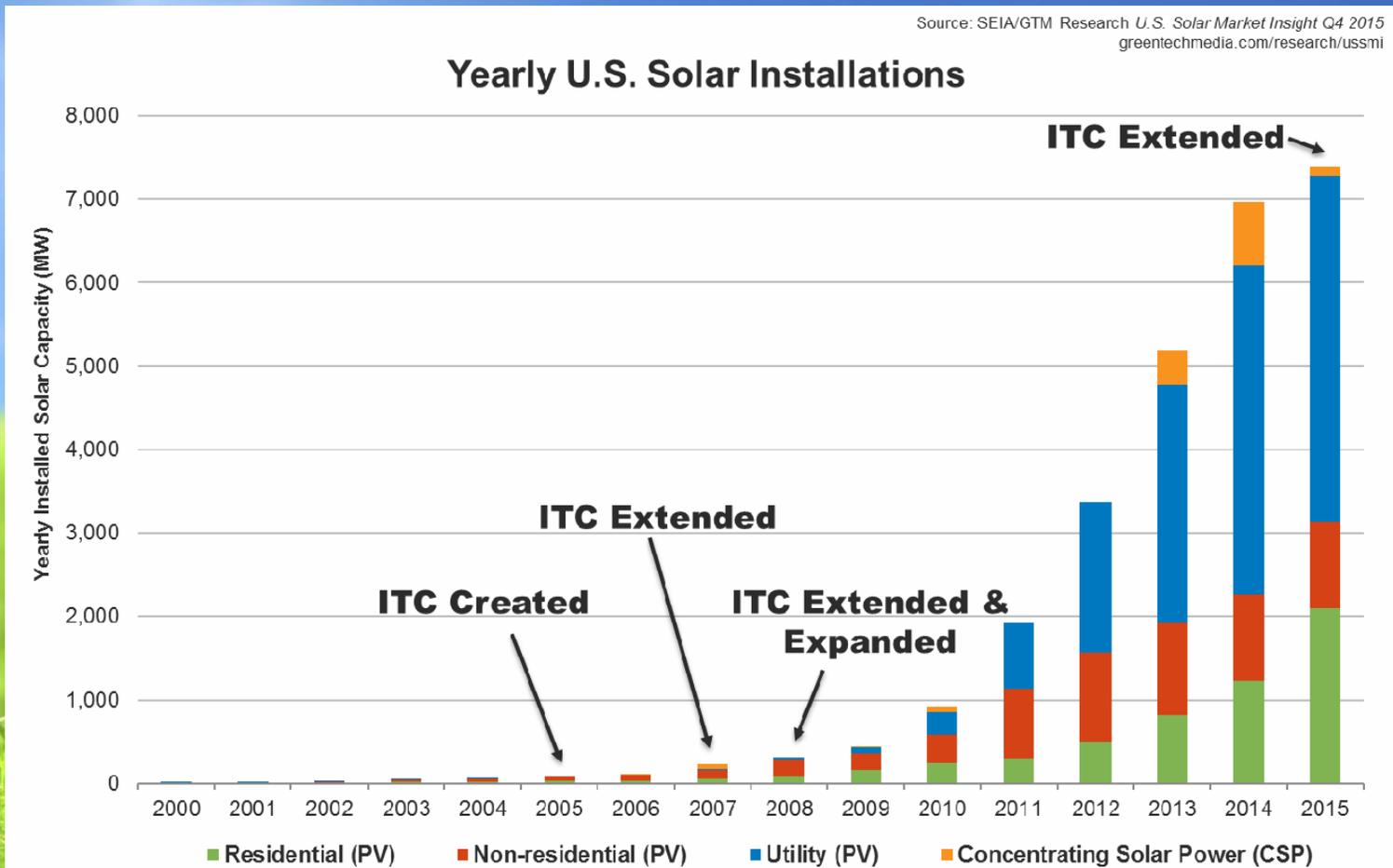
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About SEIA

- U.S. National Trade Association for Solar Energy
 - Founded in 1974
 - 1,000 member companies from all 50 states
- Our Mission: Build a strong solar industry to power America
- Our Goal: 100 gigawatts of solar capacity by 2020

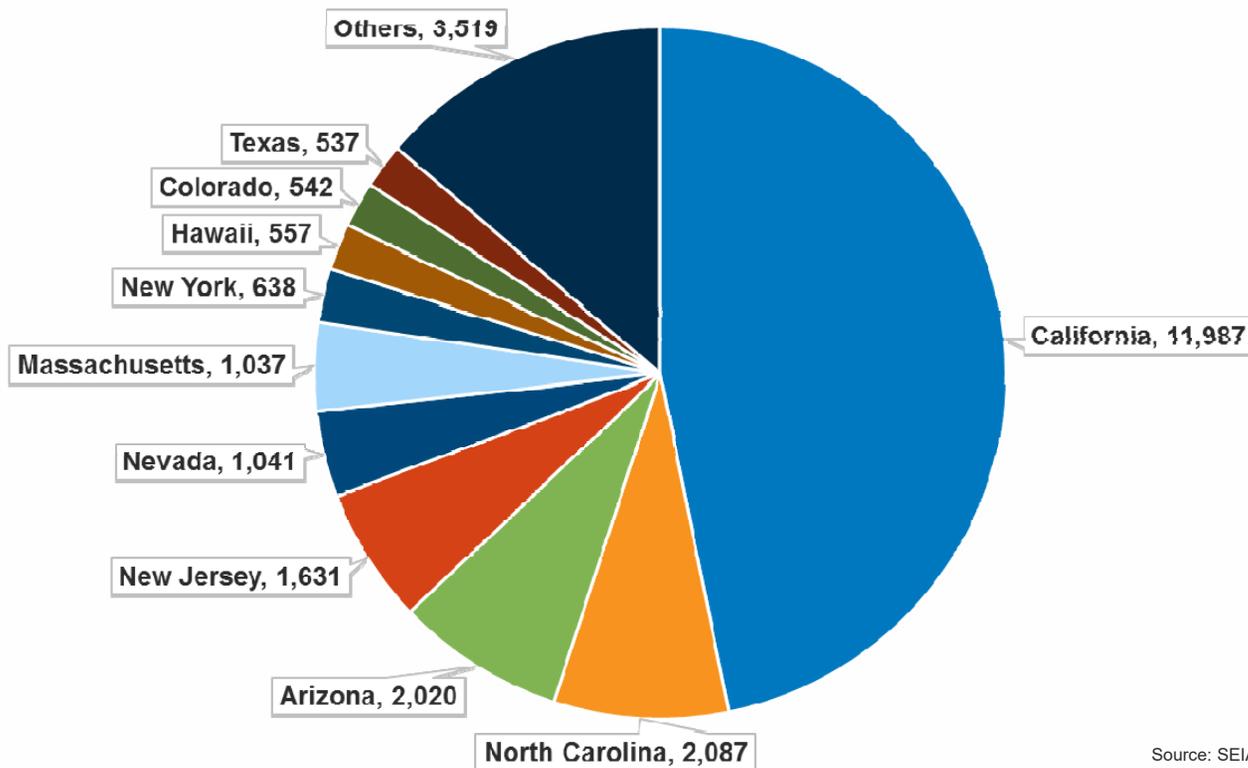


Solar Growth with the ITC



U.S. is a 50 state market

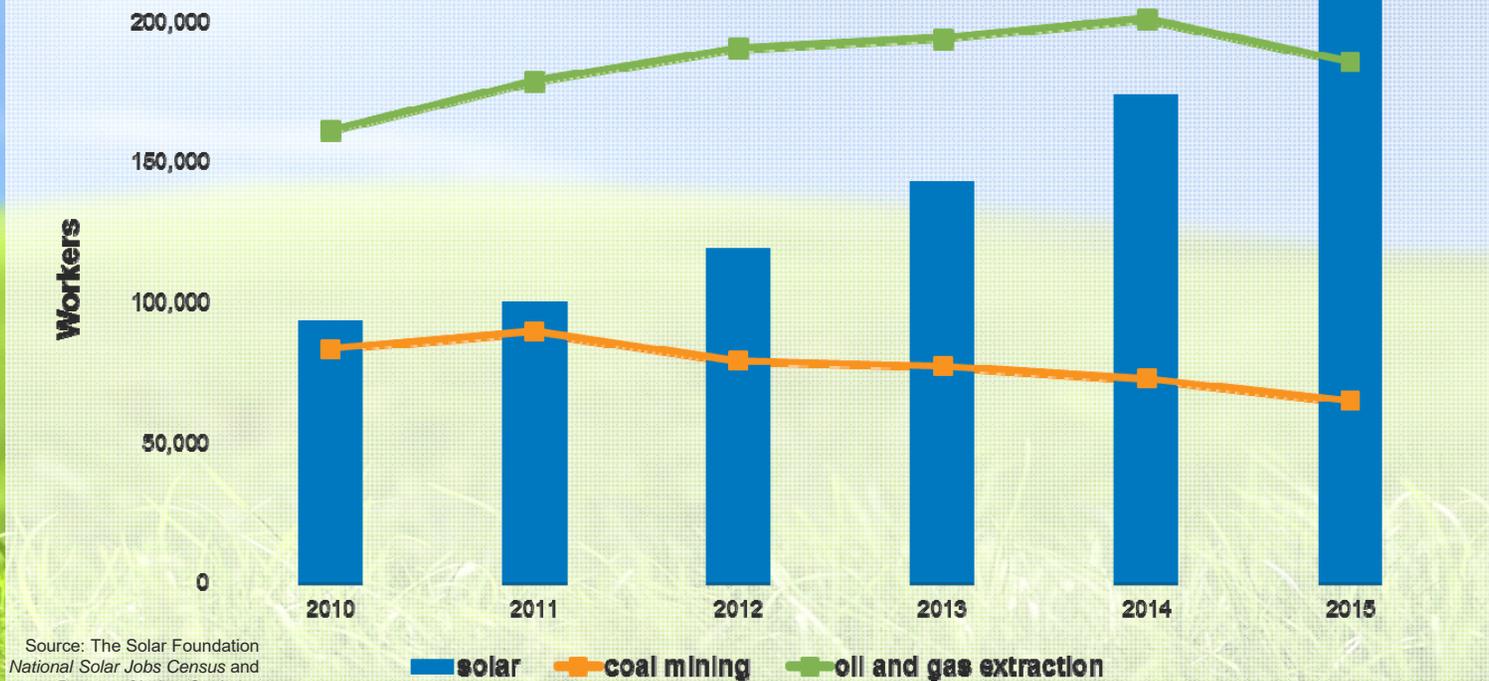
2015 Year-End Cumulative Solar PV Capacity (MW-dc)



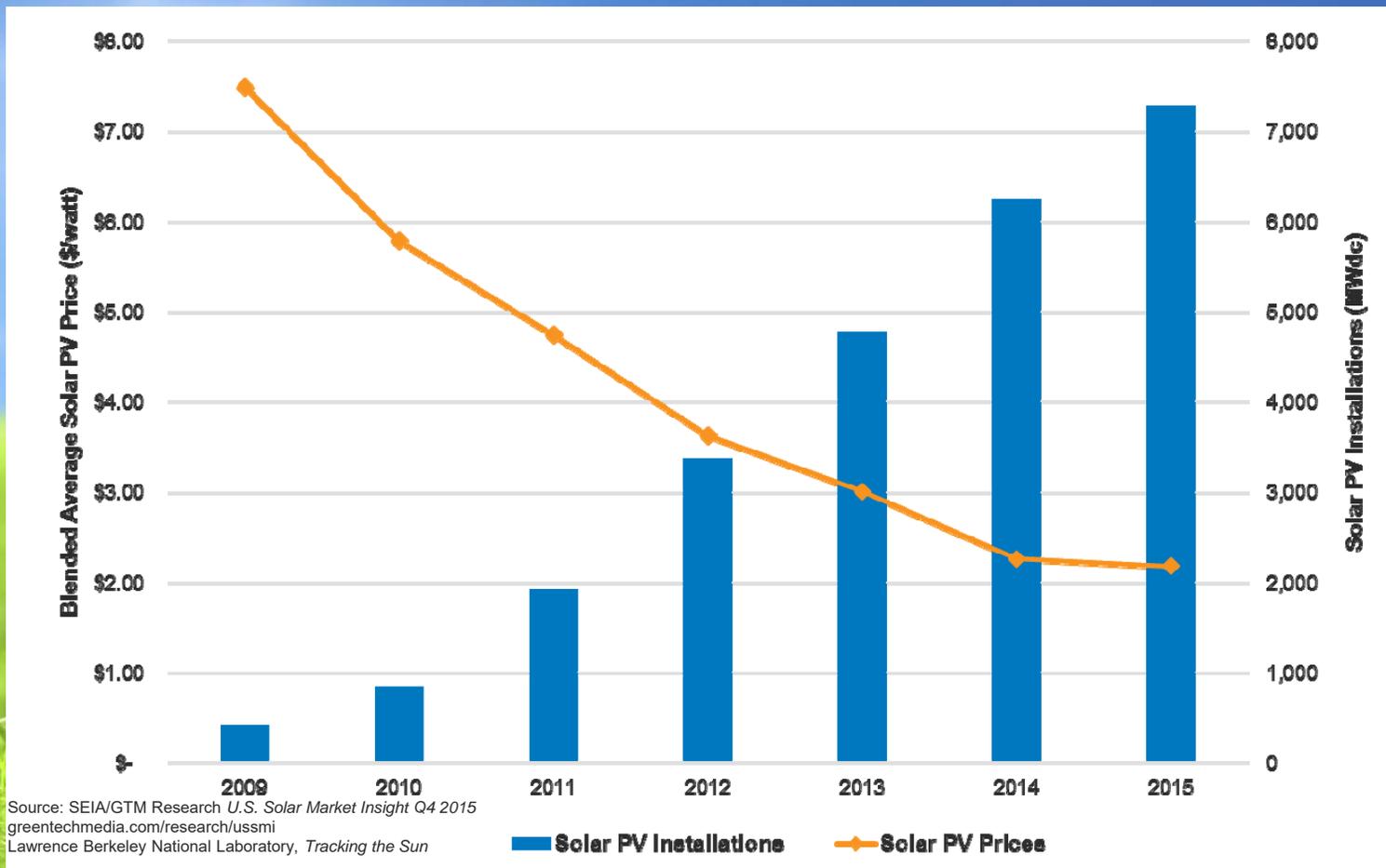
Source: SEIA/GTM Research
U.S. Solar Market Insight

Solar as an Economic Engine

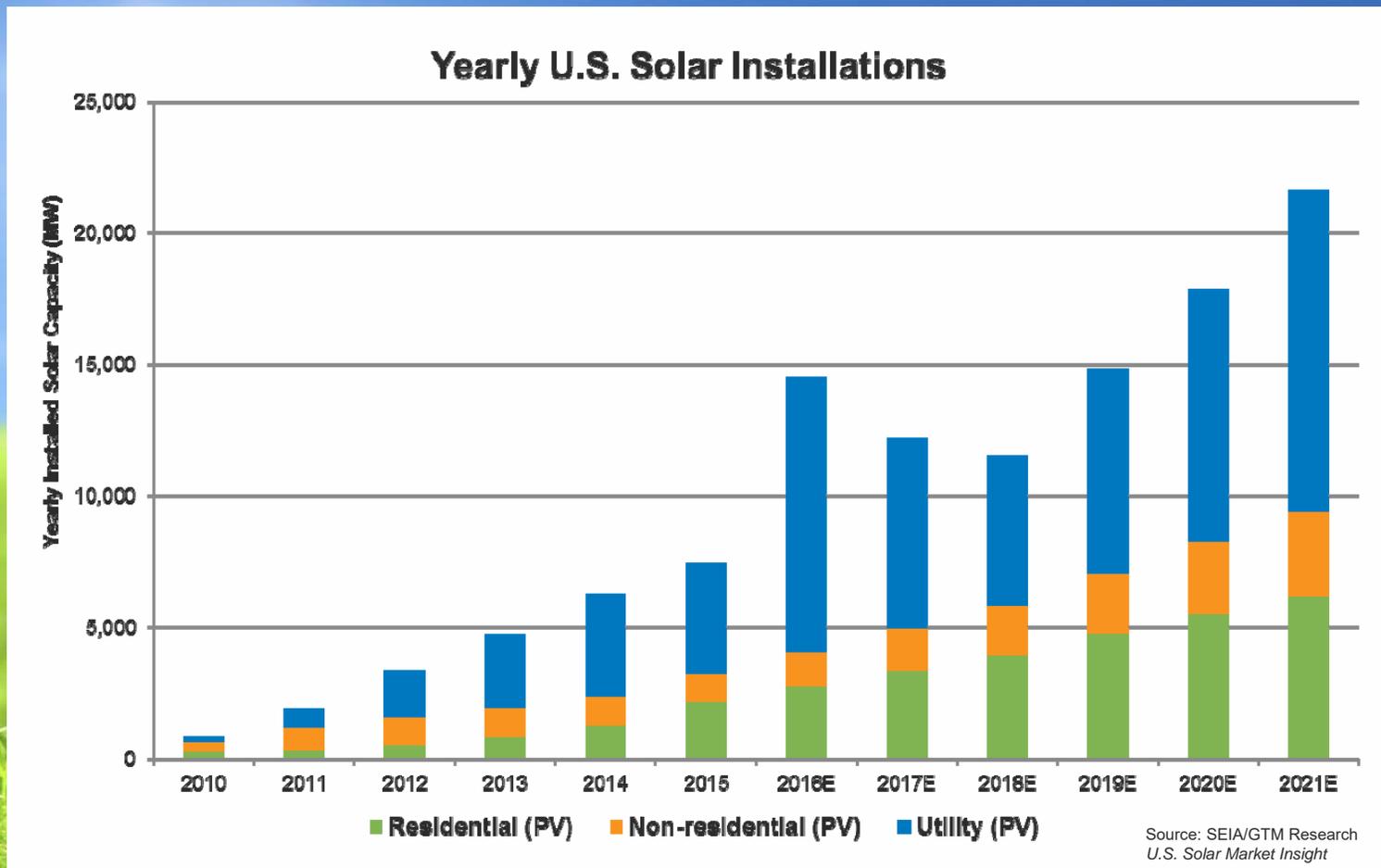
- Nearly 209,000 American workers in solar – more than double the number in 2010 – at more than 8,000 companies



Growth in Solar led by Falling Prices



U.S. Solar PV Forecast- Q1 2016



Summary

- 7.5 GW of solar installed in 2015
 - 19% growth in Photovoltaic (PV) market over 2014
 - Compound annual growth rate of 58% since 2010
- Over 29 GW of total solar capacity installed
 - Generates enough electricity to power 5.7 million homes
- Solar prices dropped 3% in 2015 from 2014
 - Price drop accelerated in Q1 2016, down 12% y/y
 - Prices have dropped over 70% since 2006
 - Utility-Scale PPAs now signed for \$0.03 - \$0.05/kWh
- Solar has reached 1% of total generation
 - Up from 0.1% just 5 years ago
 - Expected to hit 3.5% by 2020
- In Q1 2016, hit 1 million solar installations
 - Will hit 2 million installs in just 2 years

SEIA and PV Recycling

- High-value recycling can help minimize life cycle impacts and recover valuable and energy-intensive materials
- SEIA members are committed to responsible end-of-life management
 - Proactively developing collection and recycling processes for the solar industry
 - National recycling network program
 - Investing in research for development for recycling approaches
- PV recycling increases the sustainability of the industry and provides a clear net benefit

Thank You

