



# Q1 2017 Earnings Presentation

June 15, 2017



# Safe Harbor Statement

---

This presentation may contain forward-looking statements and management may make additional forward-looking statements in response to your questions. These statements are made under the "safe harbor" provisions of the U.S. Private Securities Litigation Reform Act of 1995. These forward-looking statements can be identified by terminology such as "will," "expects," "anticipates," "future," "intends," "plans," "believes," "estimates," "confident" and similar statements. Statements that are not historical facts, including statements concerning our beliefs, forecasts, estimates and expectations, are forward-looking statements. Forward-looking statements involve inherent risks and uncertainties that could cause actual results to differ materially from those projected or anticipated, including risks related to: the risk that our results of operations may fluctuate from period to period; the risk of PRC governmental policy changes; the risk that we face intense competition from other solar companies; the risk that PRC economic, political and social conditions as well as government policies can affect our business and other risks outlined in our public filings with the Securities and Exchange Commission, including our annual report on Form 20-F.

The forward-looking statements made in this presentation relate only to events or information as of the date on which the statements are made in this presentation. Except as required by law, we undertake no obligation to update or revise publicly any forward-looking statements, whether as a result of new information, future events or otherwise, after the date on which the statements are made or to reflect the occurrence of unanticipated events.



## Q1 2017 in Review

---

- Revenue of \$156.6 million was down 32.5% q/q and down 39.9% y/y
- Reported net loss of \$1.16 per ADS
- Grew project pipeline to >1,400 MW; “shovel-ready” projects of 613 MW across different geographies; sold 10.4 MW of projects
- LED sales of \$9.6 million represented over 6% of total revenue
- Total debt increased by \$54.3 million
- Continued to execute on strategy and manage operations prudently

# Income Statement Summary

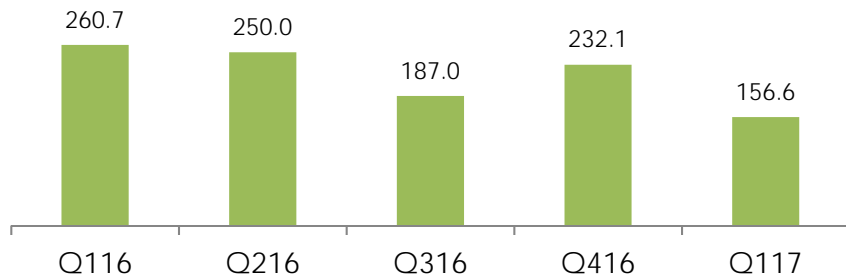
All \$ amounts are millions of US dollars	Q1 2016	Q2 2016	Q3 2016	Q4 2016	Q1 2017
Revenue	\$260.7	\$250.0	\$187.0	\$232.1	<b>\$156.6</b>
Gross Profit	\$44.5	\$41.2	\$18.9	\$5.0	<b>\$1.7</b>
Gross Margin	17.1%	16.5%	10.1%	2.1%	<b>1.1%</b>
EBITDA	\$37.8	\$36.2	\$6.6	\$10.6	<b>\$2.7</b>
EBITDA Margin	14.5%	14.5%	3.6%	2.6%	<b>1.7%</b>
Interest Expense	\$9.9	\$8.5	\$8.2	\$7.4	<b>\$9.2</b>
Net Income (Loss)	\$5.7	\$5.5	(\$20.5)	(\$25.5)	<b>(\$23.2)</b>
Net Margin	2.2%	2.2%	-11.0%	-11.0%	<b>-14.8%</b>



# Historical Performance Trends

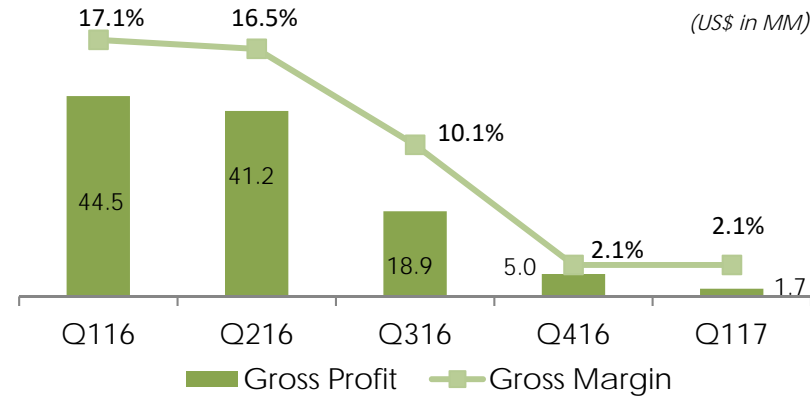
## Net Revenue

(US\$ in MM)



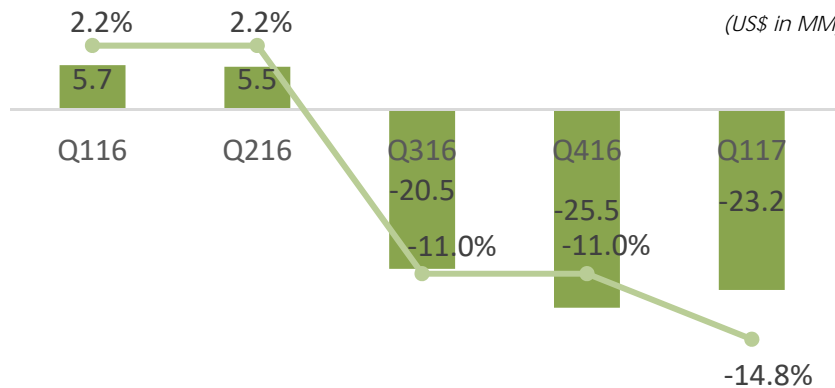
## Gross Profit and Gross Margin

(US\$ in MM)



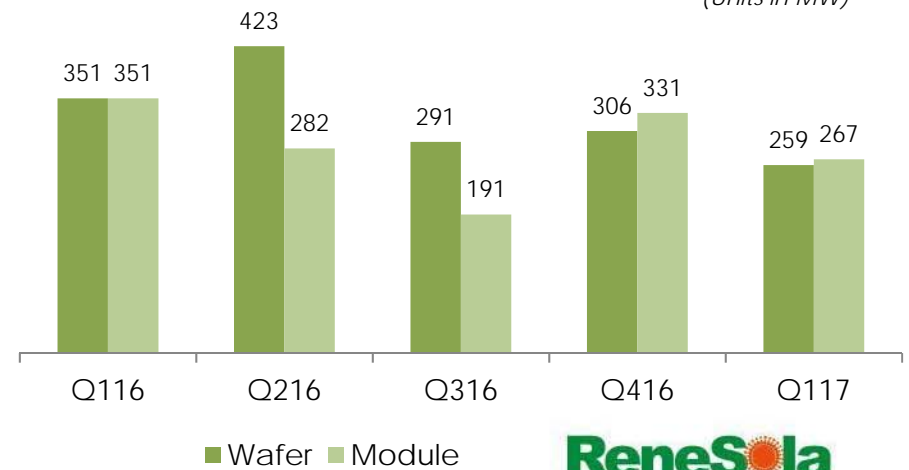
## Net Profit and Net Profit Margin

(US\$ in MM)



## External Module/Wafer Shipments

(Units in MW)



# Balance Sheet

All \$ amounts are millions of US dollars	12/31/16	Change	3/31/17
<b>Operating Cash Flow</b>	\$44.5	-78.3	<b>(\$33.8)</b>
<b>Cash and Equivalents</b> (includes restricted cash)	\$133.2	+8.4%	<b>\$144.4</b>
<b>Total Debt</b>	\$624.3	+8.7%	<b>\$678.6</b>
Total Bank Borrowings	\$624.3	+8.7%	\$678.6
Short-Term Borrowings	\$595.4	+8.8%	\$647.6

- ◆ Cash balance increased by \$11.2 million
- ◆ Total borrowings increased by \$54.3 million
- ◆ Short-term borrowings increased by \$52.2 million
- ◆ Long-term borrowings increased by \$2.1 million



# Working Capital Efficiency

	3/31/16	6/30/16	9/30/16	12/31/16	3/31/17
Accounts Receivable	\$176.4	\$185.6	\$172.7	\$116.7	<b>\$108.2</b>
Trade Receivable Days Out	58	65	86	59	<b>84</b>
Inventory	\$181.7	\$165.5	\$185.2	\$144.0	<b>\$153.2</b>
Inventory Turnover Days	78	75	94	61	<b>93</b>
Accounts Payable	\$302.0	\$280.6	\$281.3	\$223.3	<b>\$221.6</b>
Trade Payable Days Out	125	126	150	100	<b>146</b>


- ◆ Inventory increased by \$9.2 million
- ◆ Account receivables and payables decreased on an absolute basis

All \$ amounts are millions of US dollars



# Project Monetization

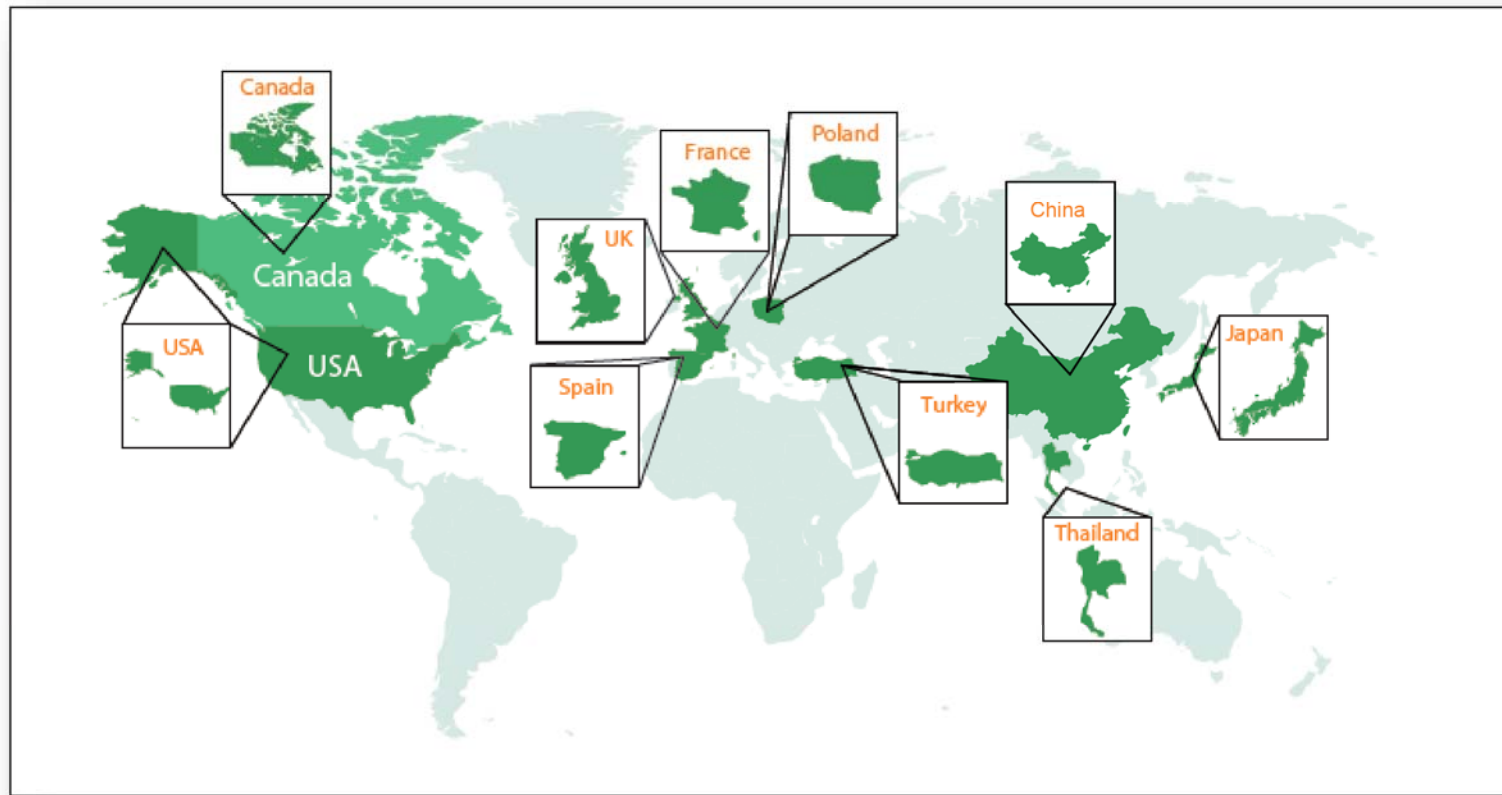
Q1 2017 Sales	Location	Size (MW)
Floyd	US	6.75
Holyoke	US	1.3
DG	China	2.3
<b>Total</b>		<b>10.35</b>
Q4 2016 Sales	Location	Size (MW)
Carlam	UK	10.0
Kinmel	UK	10.0
Kinmel	UK	6.0
DG	China	2.0
<b>Total</b>		<b>28.0</b>
Q3 2016 Sales	Location	Size (MW)
Ibaraki	Japan	1.2
Gifu	Japan	1.3
DG	China	1.3
Collacott	UK	5.0
Debdale	UK	5.0
Handley	UK	5.0
Stretton	UK	5.0
<b>Total</b>		<b>23.8</b>
Q2 2016 Sales	Location	Size (MW)
DG	China	1.7
<b>Total</b>		<b>1.7</b>

- ◆ In Q1, we sold two commercial projects and one utility-scale project in the US with total capacity of ~8.1 MW; revenue will be recognized in Q2
- ◆ Recognized revenue of \$2.2 million from the sale of rooftop projects in China; capacity of 2.3 MW
- ◆ Connected two ground-mounted projects in the UK; capacity of approximately 10 MW;  revenue will be recognized in Q2



# Robust Project Pipeline Can Drive Years of Growth

## Global Projects Pipeline



- ◆ Total pipeline > 1,400 MW

# High Quality Project Pipeline

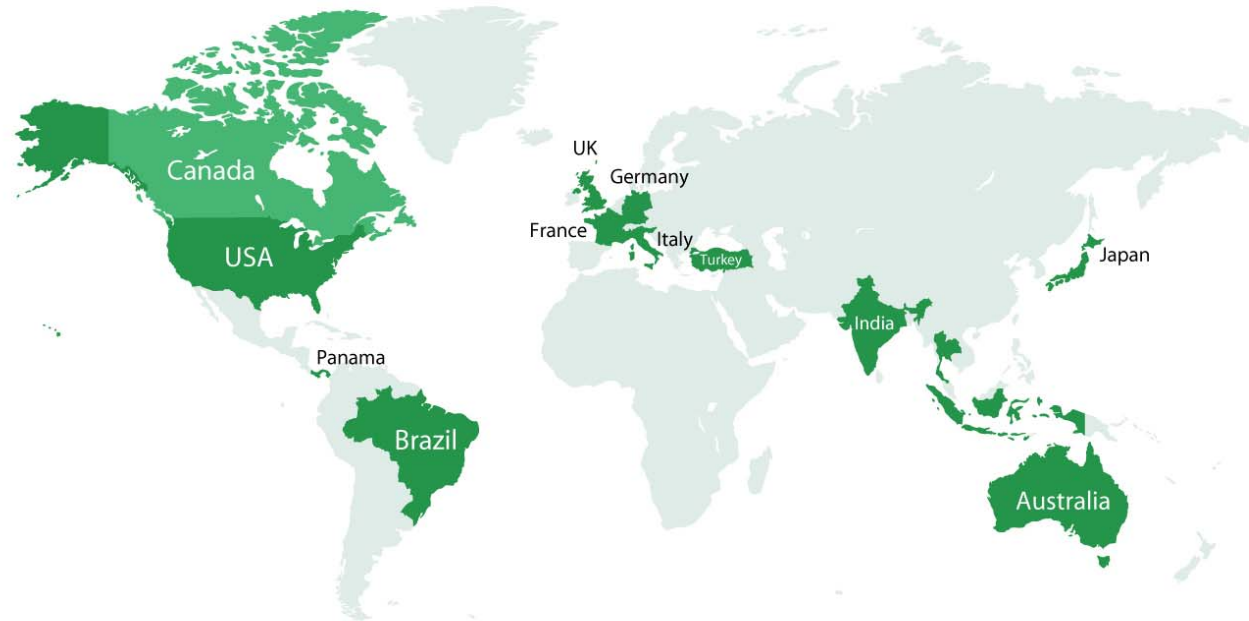
- ◆ Geographically diversified among stable jurisdictions
- ◆ Robust Outlook:
  - ◆ Approximately 270 MW of projects that are under construction;
  - ◆ Over 550 MW are expected to be constructed in 2017;
  - ◆ During the construction phase, the projects will be financed by construction loans and also funded by the payment installments from the buyers.
- ◆ Gaining traction on China DG segment
  - ◆ Approximately 307 MW of China DG pipeline in shovel-ready status and 226 MW under construction

Solar Projects	
Country	Shovel-ready (MW)
USA	99.5
UK	14.3
Japan	17.5
Canada	8.9
Turkey	116.0
France	37.1
Poland	13.0
China DG	306.8
<b>Total</b>	<b>613.1</b>



# Sequential Revenue Growth in LED

## Expanding Geographic Distribution Worldwide

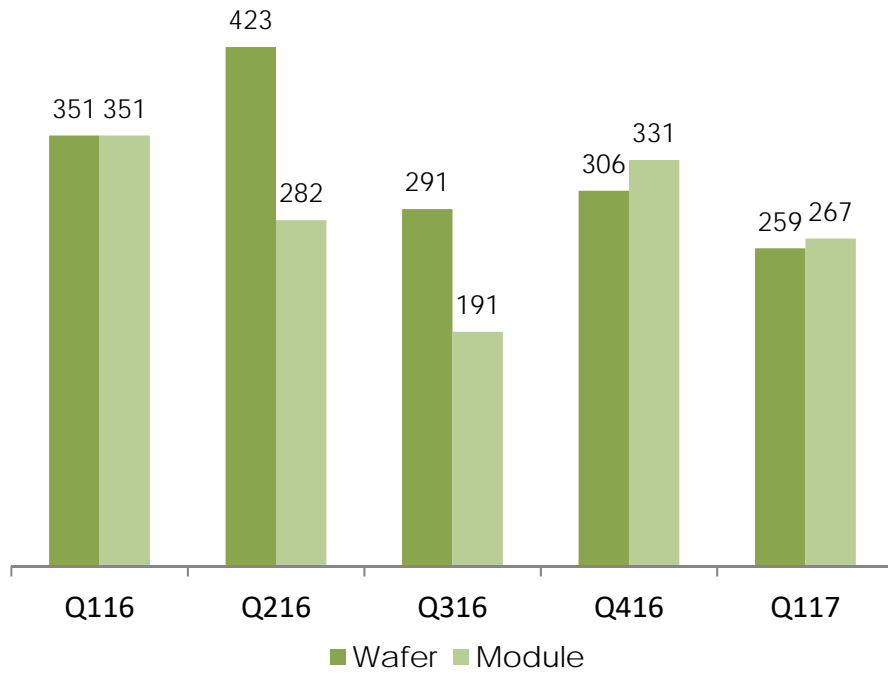


- ◆ Q1 Revenue \$9.6 million, up from \$9.3 million in Q4 2016
- ◆ Gross margin of ~31%, up from 26% in Q4
- ◆ Leveraging ReneSola global footprint to build distribution worldwide
- ◆ Approximately 4,390 active customers at end of Q1

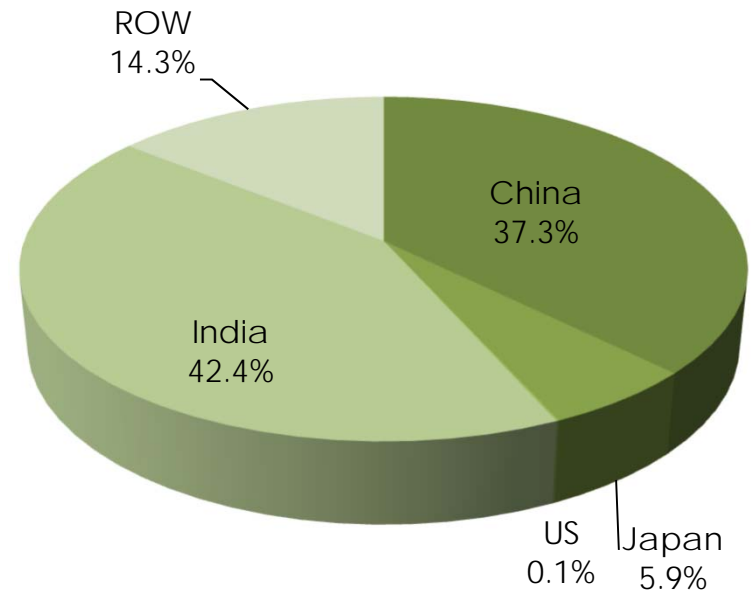


# Q1 2017 Wafer and Module Shipments

(Units in MW)



Q1 2017 Module Shipment by Region



- ◆ Q1 module ASP of \$0.37 / watt

# 2017 Guidance

---

## Q2 2017

- ◆ Revenue: \$180 to \$200 million
- ◆ External Wafer Shipments: 220 MW – 240 MW
- ◆ External Module Shipments: 230 MW – 250 MW

## Full year 2017

- ◆ Revenue: \$900 to \$1,000 million