

INDIAN ENERGY INITIATIVES PANEL

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First Solar



FIRST SOLAR – ENABLING A WORLD POWERED BY CLEAN, AFFORDABLE SOLAR ELECTRICITY



Over 13.5GW sold worldwide and over 3.2GW contracted pipeline



Cost competitive with conventional energy sources today



Partner of choice for leading utilities and global power buyers



Driving innovation across entire value chain and plant solution

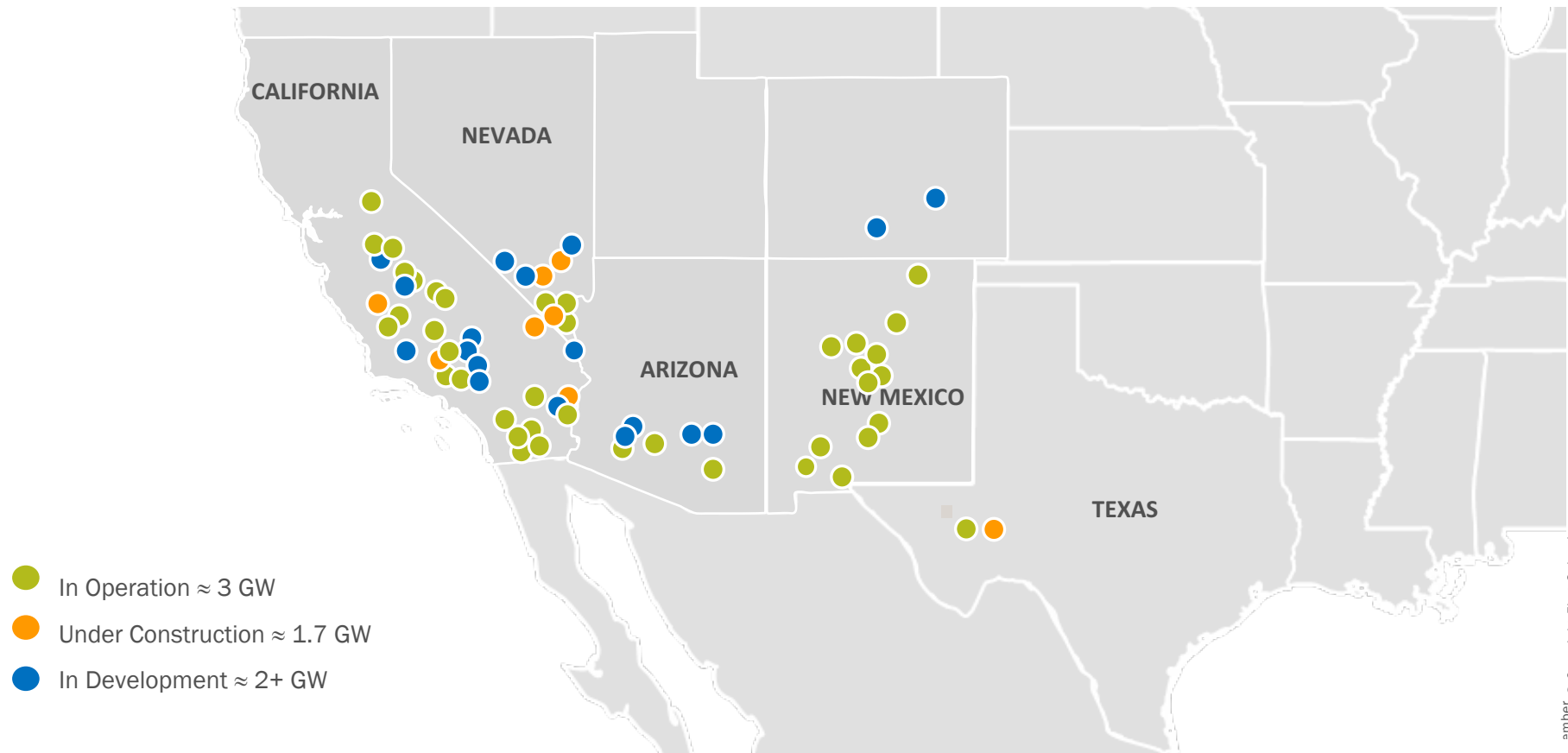


Strongest financial stability & bankability in the industry



Founded in 1999 and publicly traded on Nasdaq (FSLR)

OVER 5,800 MW OF FIRST SOLAR TECHNOLOGY IN CA, NV, AND AZ.



INDUSTRY LEADER IN PARTNERING WITH TRIBES ON SOLAR DEVELOPMENT – 760 MW



UTILITY-SCALE SOLAR ON TRIBAL LANDS - SUCCESS FACTORS

- Tribal lands meet siting criteria
 - Lots of sun
 - Open, flat land
 - Available transmission nearby and access to key customers
 - Avoid/Minimize impact to areas of critical environmental concern and cultural significance
- Tribal support for solar development
- Economically viable
- Solar partner with proven experience
- Will take vision, commitment and collaboration



SOLAR PROJECTS OFFER KEY TRIBAL BENEFITS

- Solar is a clean, emission-free source of energy
- Will bring new source of economic growth to Tribes and create new jobs for tribal members
- Demonstrates value of the land
- Generates substantial lease revenues for Tribes over project lifetime without impacting future land use potential
- Can utilize tribal services during construction
- Supports tribal community and educational programs
- Use of Tribal lands for future generations can be preserved



Photo of Anthony Frank, member of the Moapa Band of Paiutes and supervisor on the First Solar trenching team at the Moapa Southern Paiute Solar Project.

MOAPA SOUTHERN PAIUTE SOLAR: FIRST UTILITY-SCALE SOLAR PROJECT ON TRIBAL LAND



**Moapa River Indian Reservation,
Clark County, Nevada**

Customer: LADWP

Size: 250MW (AC)

Construction Time: 2014–2016

Modules: ~ 3,209,936 million

Homes powered: 100,000

Jobs Created: 600

**Equivalent to: 78,000 MT CO₂ or
34,000 Cars displaced annually**

Moapa Southern Paiute Solar Project

KEY TRIBAL BENEFITS

- Generates substantial lease revenues for the Tribe over Project lifetime without tying up future land use potential
- Creates a construction workforce of approximately 600 and up to 5 ongoing Operations and Maintenance jobs
- Committed to hiring qualified Tribal members for construction and operations jobs; about 115 Native Americans employed on project; 2 Tribal members employed for Operations and Maintenance
- Benefits to local businesses including available Tribal services, construction subcontractors, and suppliers
- Provides Tribal community, educational and capital improvement benefits
- Provides quiet, low-lying, emissions-free generation with no water required to generate electricity

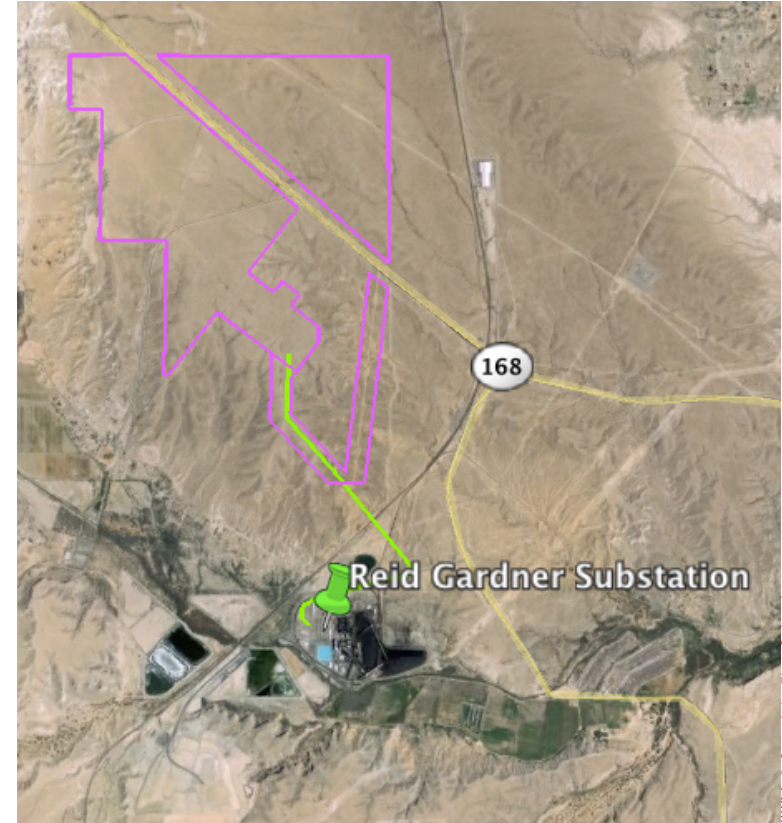


MOAPA SOUTHERN PAIUTE SOLAR PROJECT VIDEO



AIYA SOLAR PROJECT OVERVIEW

- Advanced stage solar photovoltaic facility on approximately 800 acres on the Moapa River Indian Reservation
- Second First Solar project with Tribe demonstrating successful collaboration
- Up to 100 MW (ac) of solar PV generation located near the 1-15 gateway at the intersection of Highway 168 and Reservation Road
- Will provide enough energy to power 24,000 homes
- 2 mi gen-tie to Reid Gardner Substation, on Tribal and BLM lands
- Located near the Reid Gardner Coal-Fired Power Plant, which is currently being decommissioned, effectively re-powering Reid Gardner with clean, renewable energy
- FEIS published in Q1 2016 and Record of Decision granted in Q4 granting all land rights and major permits required
- First Solar is actively marketing the project; schedule will be determined once PPA is executed



LARGE SCALE PV IS DRIVING GROWTH – COSTS DECLINED 82% IN SIX YEARS

Unsubsidized Levelized Cost of New US Generation (\$/MWh)

ALTERNATIVE
ENERGY

Solar PV Rooftop Residential

\$184 \$300

Solar PV Rooftop C&I

\$109 \$193

Solar PV- Crystalline Utility Scale

\$58 \$70

Solar PV- Thin Film Utility-Scale

\$50 \$60

Geothermal

\$82 \$117

Wind

\$32 \$77

CONVENTIONAL
ENERGY

Diesel Engine

\$166 \$327

Gas Peaking

\$155 \$227

Nuclear

\$94 \$139

Coal

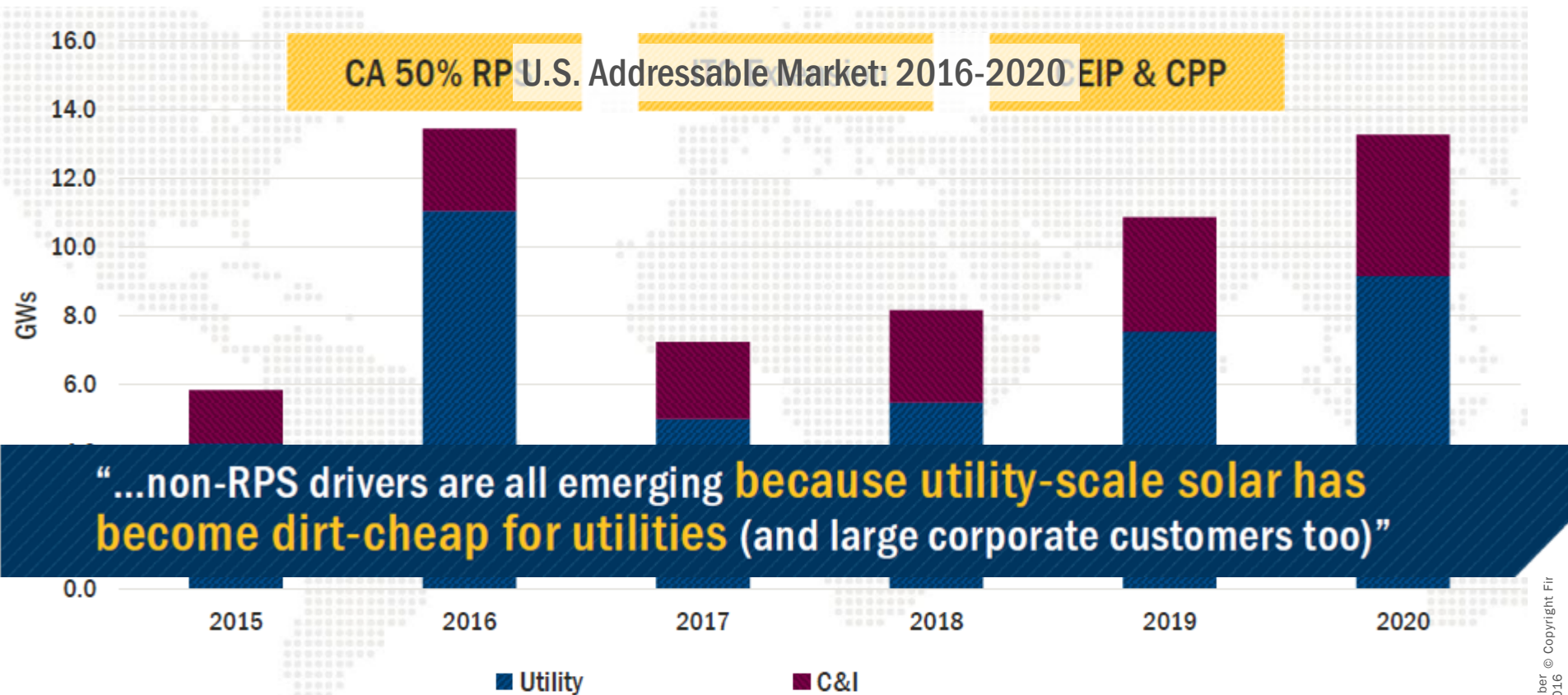
\$60 \$156

Gas Combined Cycle

\$45 \$85

\$0 \$100 \$200 \$300 \$400 \$500 \$600 \$700

MANY DRIVERS OF CONTINUED DEMAND EMERGING – THE FUTURE IS BRIGHT



Demand Source: GTM Global Demand Model (Q1 2016)



First Solar®