Bifacial efficiency at monofacial cost Building Integrated photovoltaic (BIPV) Energy Solutions for the World





NMM.G

MMASOLAR.C

### Rudy J Magasrevy, CEO rudy.magasrevy@gammasolar.com

# Value Proposition

- Business Model
- Bifacial Efficiencies at Monofacial Cost
  - 25% 80% Additional Energy Power Advantage
  - Overall Lower Cost Photovoltaic System through Proprietary Technology (2/3 cost of Mono-facial cells/modules)
  - Reduction in Installation Cost
- Bifacial Cells & Modules Are the Best Product for Building Integrated Applications (BIPV)
- Customer Focused Management with Well Established Industry Relationships Worldwide
  - Japan, Germany, China, Korea, UK and Others
- Customers In-hand
- Competitive Intellectual Property Position

### **Business Model**



### How Bifacial Works?



# GAMMASOLAR Vertical - Applications









# GAMMASOLAR Standard Applications



**Reflective Albedo:** Sunlight that is Scattered and Reflected from Bright Ground Surfaces like Sand, Snow, White Gravel and Other Reflective Materials



Front Glass & Transparent Back Sheet

# **Target Applications**



### Market



Building Integrated PV (BIPV) Segment Expected to be 40% of the PV industry (Prometheus Institute, July 2007)

# Target Customers



# GAMMASOLAR Competitive Advantage

#### Gamma Solar

- Bifacial Efficiency at Monofacial Cost
  - 25-80% more energy per unit
- Highest Bifacial Conversion Efficiency
  - 17% both sides
- Low Production Cost
  - 2/3 cost per peak watt
- Life Expectancy Guaranteed
- Quicker System Payback

### Competition

- Monofacial/Standard –
  Only the Front Generates
  Power
- Other Bifacial Technology
  with Lower Efficiency:
  - Sanyo, Solar Wind and Hitachi
- Thin-Film Lower Efficiency and Undefined Life Expectancy

# Solution



BIPV - Building Integrated Photovoltaic "Reduce Cost of Installation with Gamma Solar High Efficiency Bifacial Modules"



# Financials

Year	Revenue	EBIDAT
2007	\$1M	(\$250k)
2008	\$10M	(\$0.5M)
2009	\$36M	\$3M
2010	\$60M	\$7M
2011	\$85M	\$12M

- 2007 Revenue on Resale
- Profitable by Year 3
- Growth in Line with the Industry
- Revenue is a Combination of Sales & Licensing Fees/Royalties

# GAMMASOLAR Executive Management

#### Co-Founder & CEO Rudy J. Magasrevy

- International Business Management and Operations
- Assignments in Asia
- Six Sigma Black Belt Certified; Numerous Board Seats on International JV Companies.

#### Co-Founder & CTO Dr. Toshio Joge

- Developed Streamlined Mass Production of Bifacial Solar Cells & Modules
- Expert in Photovoltaic Bifacial Solar Cells Techniques & Applications

#### VP Sales & Marketing

- International Business Development Experience in Renewable Power Energy Markets
- Worldwide Energy Industry Network
- Numerous Board Seats for Small Start-ups

#### CFO (Currently Recruiting)

# **Board Directors**

- Three Founders
- David Hoffman
  - 30 years of Utility Experience plus 10 years in the Energy Sector as a Technology Developer and Entrepreneur
  - Founder of Celerity Energy
  - Corporate Vice President and President of PacifiCorp Development Company responsible for International Development and Corporate Technology Ventures.

#### Jon Clemens

- Electrical Engineer with a PhD from MIT
- Former President and CEO of Sharp Laboratories of America
- RCA research laboratories spent 21 years in charge of consumer electronics research in multimedia

# **Technical Advisory Team**

#### Dr. Saitoh

- PhD from Osaka Univ. in Electrical and Crystalline Solar Cells
- Senior Researcher at HCRL (Multicrystalline Silicon Solar Cells)
- Professor at Tokyo University (Electrical & Electronics)

#### Dr. Warabisako

- PhD from Kyushu University in Electrical Engineering/ High Efficiency & Low-Cost Crystalline Silicon Solar Cells)
- Research Consultant at AIST (\*4) (Research Center for Photovoltaics/ Crystalline Si Cell)

#### Dr. Matsukuma

- PhD from Kyushu University in Electrical Engineering/ High Efficiency & Low-Cost Crystalline Silicon Solar Cells)
- Professor at Sojo University, Venture Business (Simulator of PV System Design)
- Senior Engineer at HITACHI Ltd. (National Project/ Low-Cost Crystalline Silicon Solar Cells)

### Trade Secrets and Process Know-How

- Proven Technology for Mass Production
- Patents Pending
  - Process
    - Mass Production (>30 MW/yr) @ Low Cost of Bifacial Cells

Intellectual Property

- Product
  - Thinner Cell at ~160 µm with >17% Efficiency
  - 100% Bifaciality (Front = Rear)
  - Low Cost Bifacial Module Assembly

# GAMMASOLAR Investment Opportunity

- \$ 6 Million -- Series A Round to Fund Our 5 MW/YR with **Output Committed into 2009**
- **Business Model Leveraging Strategic Relationships** •
- Gamma Serves a Niche Market within the BIPV Segment •
- **Strong Management Team** •
- Exit Strategy Strategic Merger & Acquisition •
  - Strategic Relationships Evolve into Acquisition
- **Bifacial Efficiency at Monofacial Cost!**

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# **Support Slides**









### GAMMASOLAR \_\_\_\_\_

# Competition

Maker	Type of Cell	Cell Size	Cell Efficiency	Production
Gamma Solar	CZ- n+pp+ Boron BSF	125mm x 125mm t: 200 μm	16%(F) /14% (R)	Phase 1: Production starting from Sep 2008
	CZ p+nn+ Phos. BSF	156mm x 156mm Τ: 180 μm	17%(F) / 17%(R)	Phase 2: Production starting from Sep 2009
Hitachi (Japan )	CZ- n <sup>⁺</sup> pp <sup>+</sup> Boron BSF	125mm x 125mm t : 210 µm	15.5%(F)/13% (R)	About 5 MW/year
Solar Wind (Russia )	CZ- n <sup>+</sup> pp <sup>+</sup> Boron BSF	103mm x 103mm t: 350 µm	12.7 -16.1% (F) 7.6-9.8% (R)	Less tahn 5 MW/year
	$CZ-p^{\dagger}nn^{\dagger}$ Phos. BSF	125mm x 125mm t: 250µm	14.5% (F)/ 13% (R)	New Product: < 2 MW/yr
Sanyo (Japan)	CZ-HIT Double Amorphous +n Silicon bulk + Amorphous	125mm x 125mm t: 200µm	18.5% (F)/ 13% (R) (estimated)	Estimated only and not guaranteed because of unstable performance & reliability

## Vertical - BIPV

#### Yearly average of daily power distribution (365 days)



Average daily power distribution per year (365 days)

# GAMMASOLAR Future Development

#### GAMMA SOLAR HIGH EFFICIENCY CELLS DEVELOPMENT



# Problem

### \$ per kW/h Installed is Too High



- Balance of System & Labor Cost can be 50% of the Installed System
- Average of \$8/Watt Installed PV System



