



High Performance Solar Concentration for Commercial Rooftops

- ▼ 25+% module efficiency
- ▼ 600 watt module
- ▼ Industry best energy density

Corporate Value Through Solar and Technical Expertise

▼ Soliant's Mission:

- To profitably deliver the highest energy density and highest margin solar modules to our service partners and commercial customers.

▼ Solar concentrator company founded in 2005, located in Pasadena, CA

▼ Our approach:

- Take a systems view towards design, manufacturing, installation, and reliability to deliver the lowest cost of energy
- Leverage an array of partnerships to minimize technical and market risks
 - ▼ Be capital efficient through outsourcing and experience
 - ▼ Utilize a qualified team of Sharp Solar, Shell Solar, Schlumberger, and NASA experience

▼ 11 patents pending with more in process

▼ Funding: \$8M venture and \$4M DoE Solar America Initiative

“[Soliant] has defined a potential pathway to higher value, lower cost solar electricity.”

- Jigar Shah, SunEdison CEO, 2007



Proven Team of Entrepreneurs, Industry Veterans and Investors

Key Management*

Art Buckland (CEO)

Led 5 successful startups (2 IPOs)
NASDAQ Entrepreneur of the Year (1996)
BSEE, MBA (HBS)

Marc Cortez (EVP, Sales and Marketing)

Director of Marketing, Sharp Solar, Shell Solar
Extensive entrepreneurial experience
BSME, MBA (Pepperdine)

Michael Deck (Founder, EVP and CFO)

IBM, Cleanroom Software Engineering
BA Mathematics, MS (Maryland)

Charles Haythornthwaite (VP, Prod. Mgmt)

Director of Bus. Dev, Biral
MBA (Berkeley), PhD (Southampton, UK)

Brad Hines (Founder and CTO)**

Chief Architect at NASA JPL
VP Engineering, Energy Innovations
BSEE, MSEE (MIT)

Rick Russell (EVP, Engineering)

TRW Automotive
Engineering Manager, Rainbird
Extensive entrepreneurial experience
MS (MIT), PhD (USC)

Derek DeScioli (VP, Supply Chain)

Alpha Technologies (Solar Group)
3 years – China
BS, MS (MIT)

*Soliant's team has 215 years of engineering and 110 years of sales and marketing experience

**Soliant's core technical team has worked together for 10+ years at NASA's Jet Propulsion Lab

Investors (\$3B)

RockPort Capital

Chuck McDermott

Nth Power

Tim Woodwood

Trinity Ventures

Fred Wang

Rincon Ventures

Jim Andelman

Leader Ventures

Patrick Gordon

Solar America Initiative Partners

U.S. Dept. of Energy

Sandia National Lab

Spectrolab/Boeing

MIT

SunEdison

Demand for Solar is Highly Elastic when Commercial System Paybacks are < 5 Years

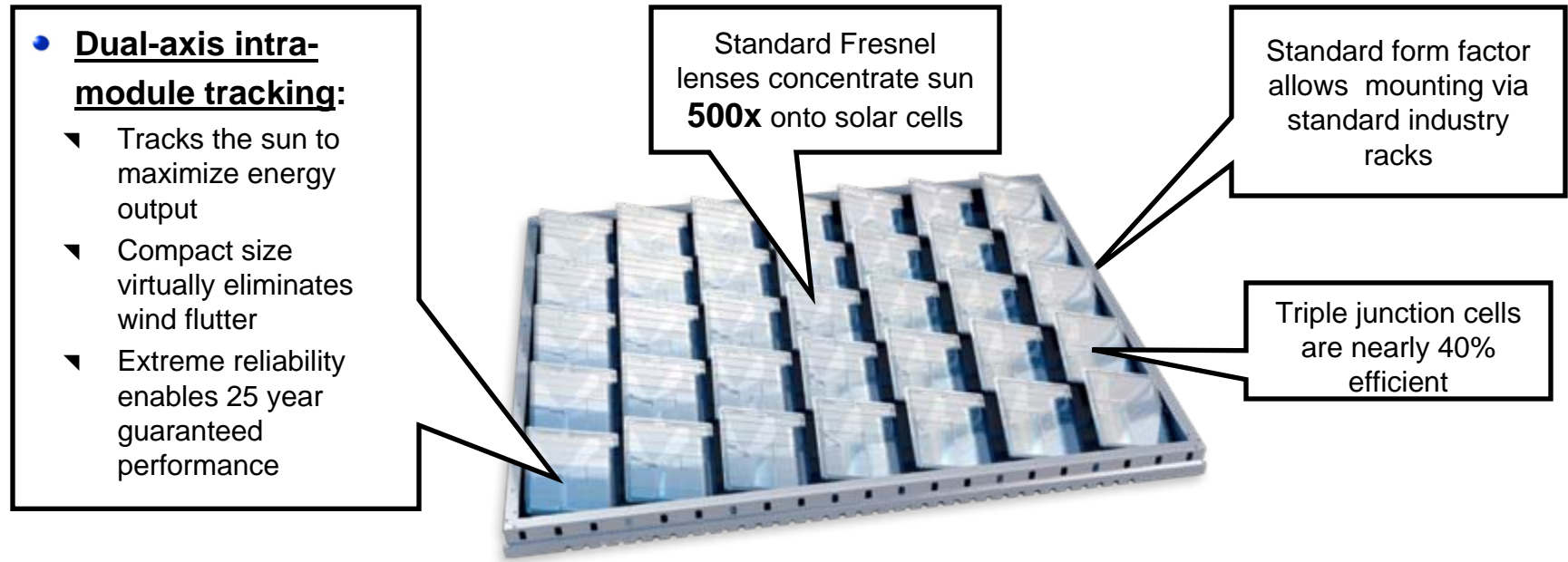
▼ And yet:

- Solar today is too expensive with extensive government incentives
- Existing silicon-based modules are technology-limited
 - ▼ Maximum silicon efficiencies are limited and not able to generate enough energy/\$ cost to reach grid parity
- Many solutions focus on a subset of the problem, not lowest energy costs
 - ▼ Can't address system and installation costs (half of total system costs)
 - ▼ Thin-film: has lower costs BUT lower energy yield



The solution: Soliant leverages proven, highly efficient & effective technologies to overcome existing limitations

Soliant: 500x Concentrator in a Familiar Rooftop Platform



▼ Soliant's concentrating module:

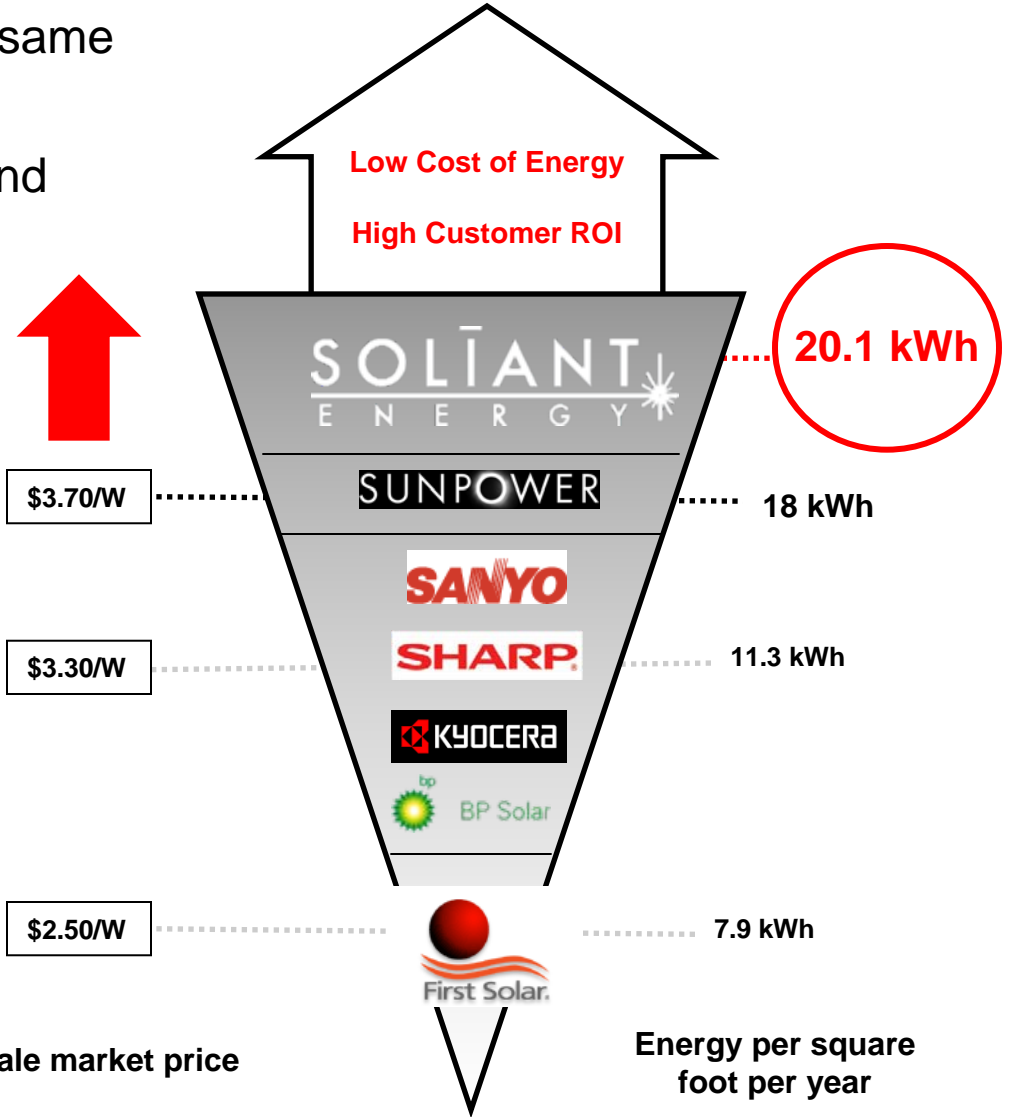
- Features a compact, low-profile, lightweight design
 - ▼ Tracks the sun to maximize energy output
 - ▼ **Intra-module tracking is compact, proven, and eliminates wind flutter found in ground-mounted applications**
- Uses existing racks and components for standard commercial rooftop installation
- Designed for 25-year reliability using proven components, and is suitable for automated manufacturing and testing



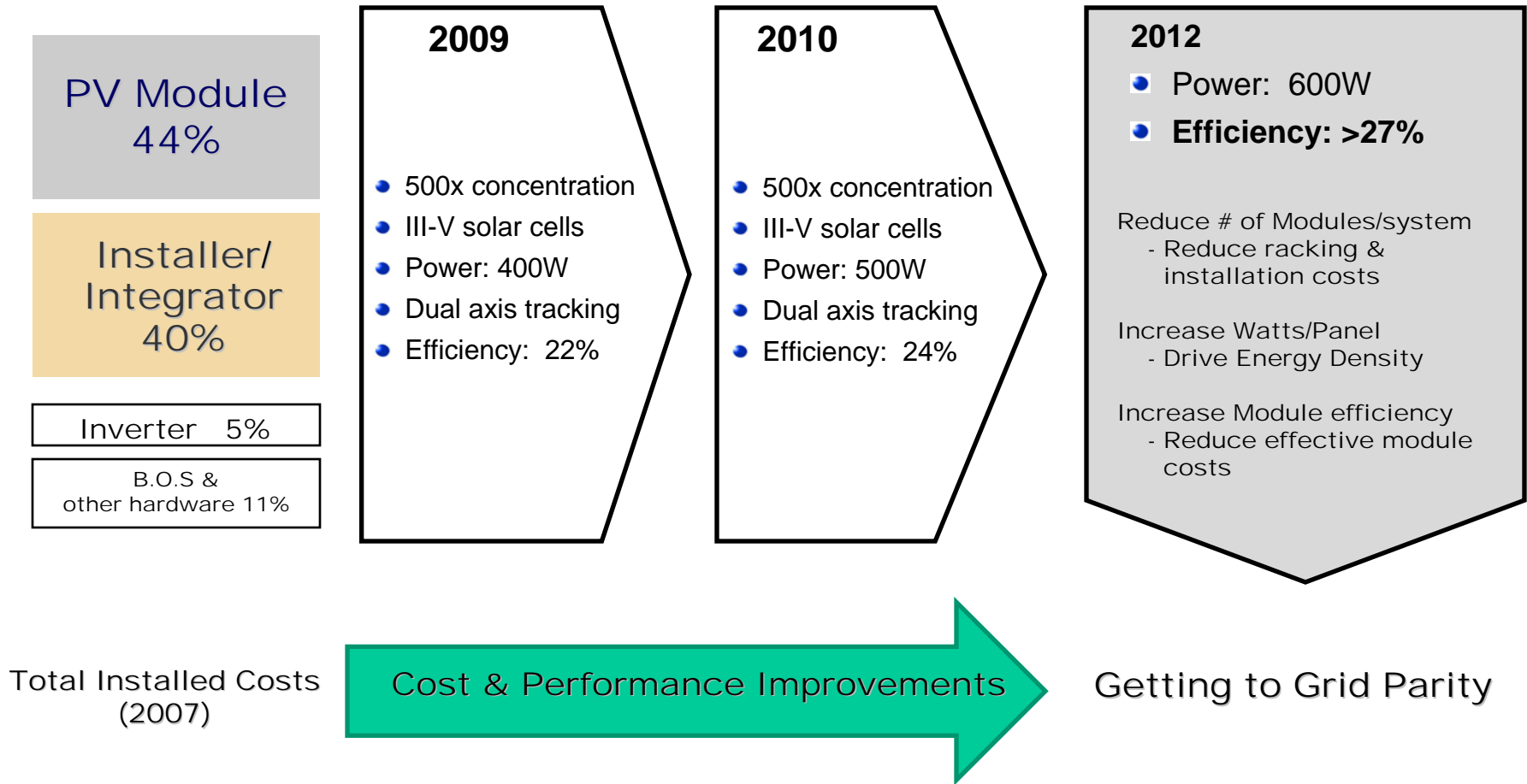
Highest Energy Density = Lowest Cost of Energy from the Same Footprint

More electricity delivered from the same roof footprint equates to significant economic benefits for customers and partners

- Commercial customers:
 - ▾ Higher ROI
 - ▾ Cheaper electricity
- Installers:
 - ▾ Cost savings – fewer modules to install
 - ▾ Better profits
- PPA Providers:
 - ▾ More power, more revenue from the same rooftop
 - ▾ Greater capital efficiency



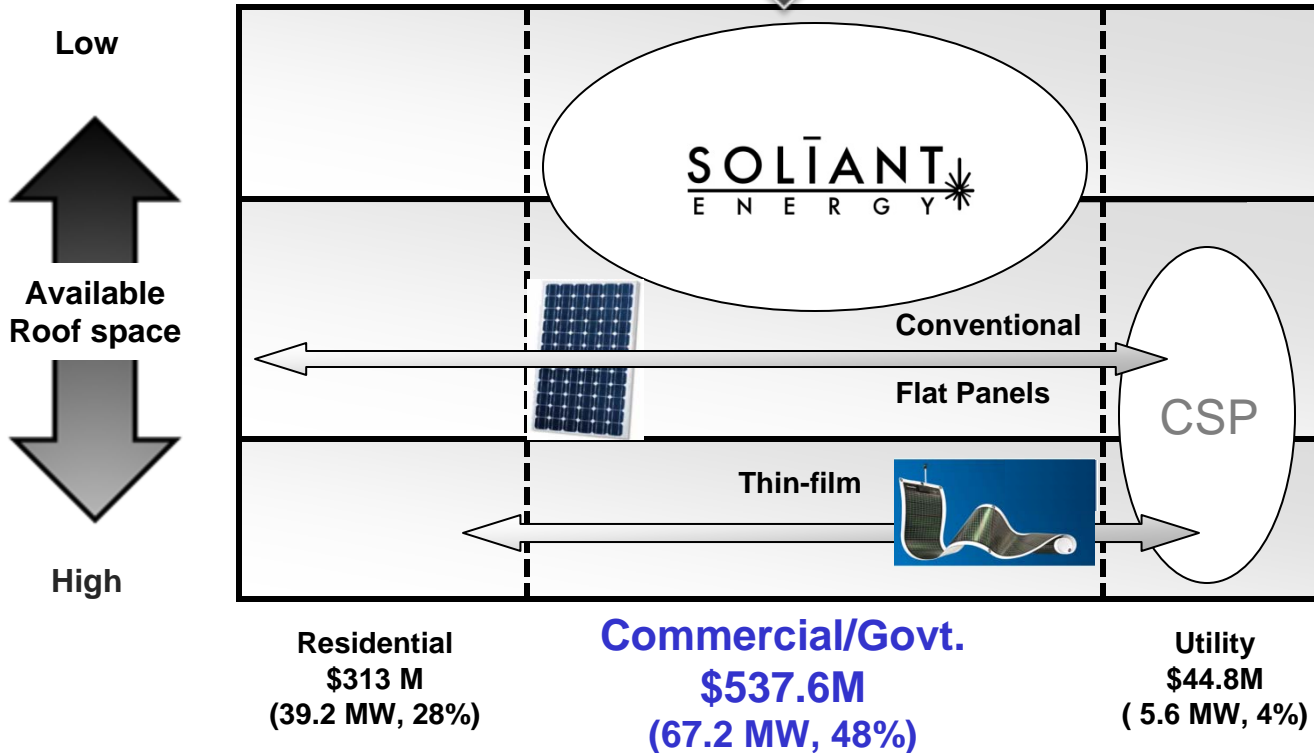
Soliant's Path to Grid Parity: Maximizing Energy Output while Minimizing Total System Costs



Soliant will generate more energy from fixed projects costs than other alternatives.

Our Target: Commercial Rooftops Through Existing Sales Network

- ▶ Soliant will deliver low cost solar electricity to commercial customers – **through** existing sales channels



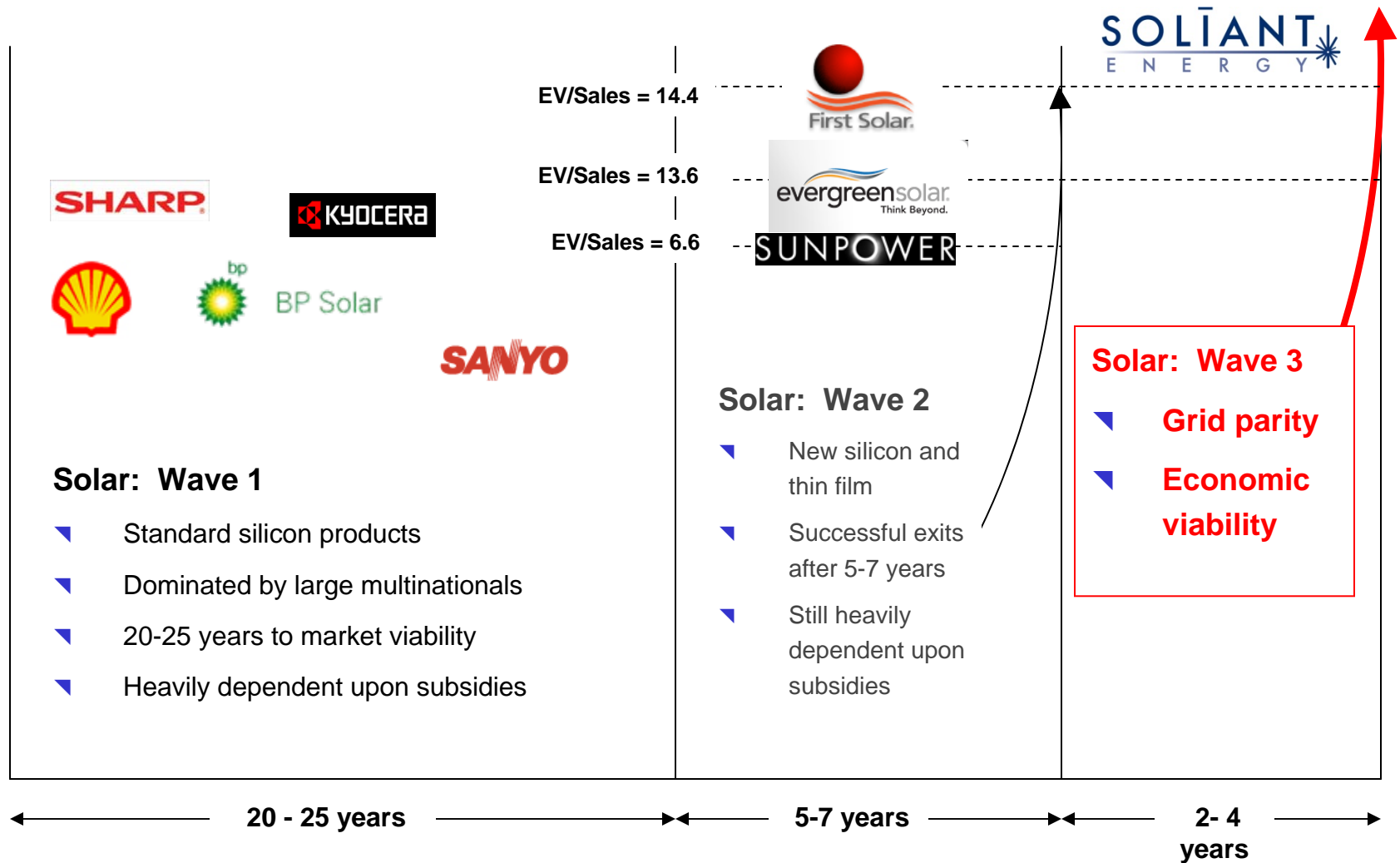
“Ultimately, PV industry will exhibit multiple commodity categories with suppliers exploiting diversified product designs for different applications.”

- Department of Energy, 2007

(U.S. Market Data - Solar Buzz 2007)



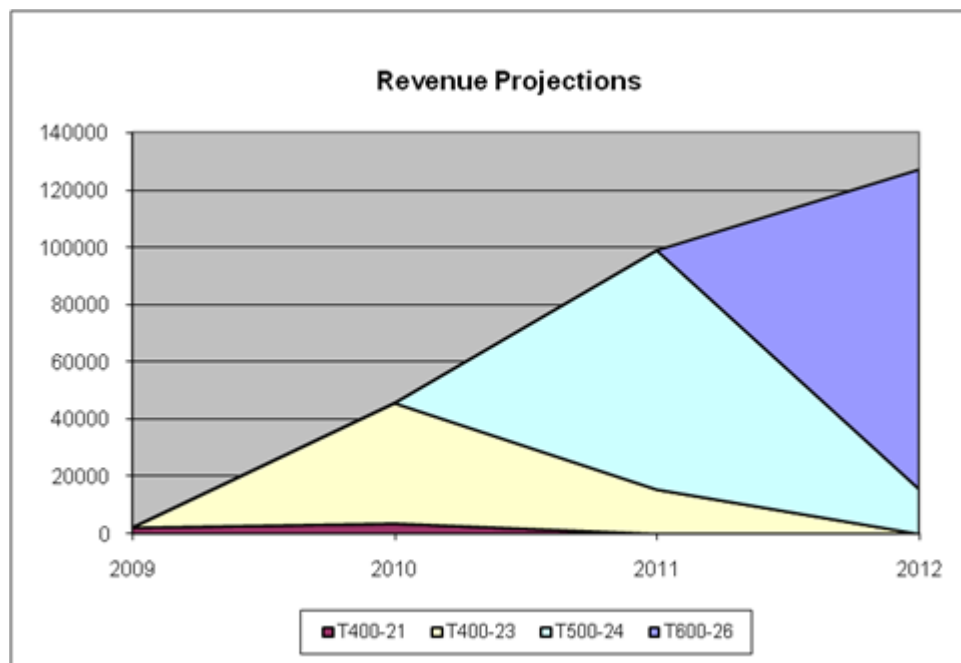
Investing in Solar's "Third Wave"

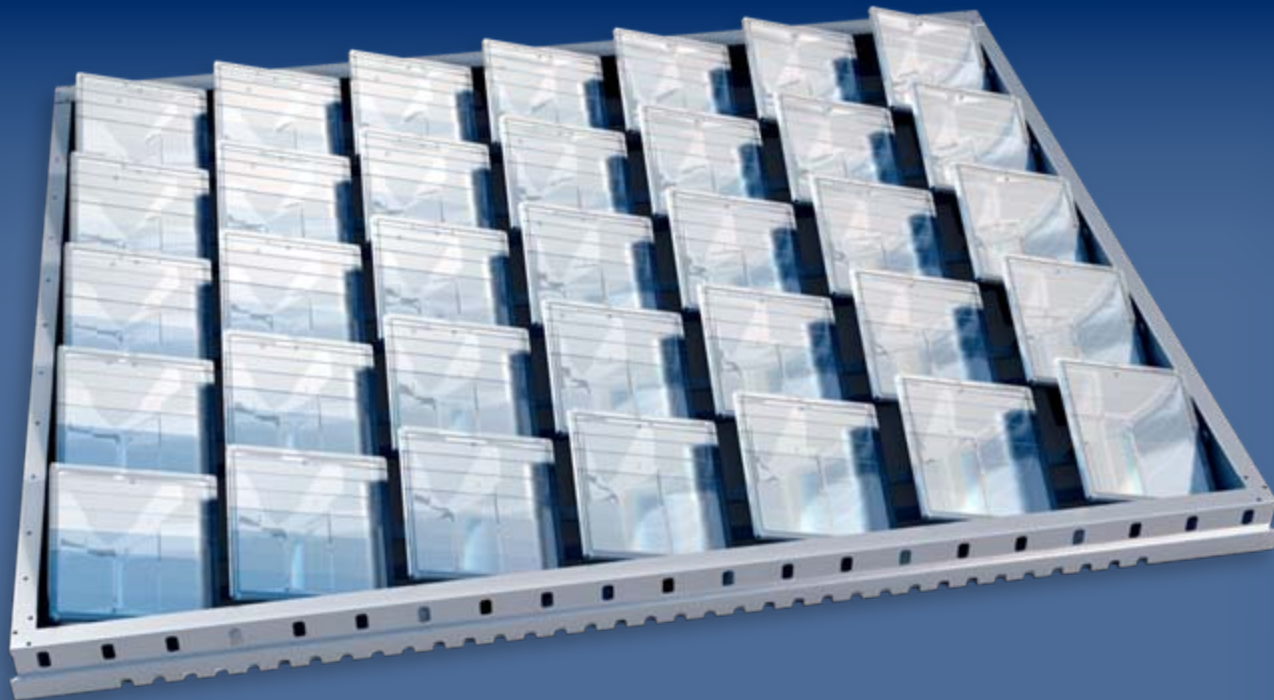


EV = Earnings Value (debt + equity)

Financials: First Revenue in 2009 and Positive Net Income by 2010

\$ in 1000's	2008	2009	2010	2011	2012
TOTAL REVENUE	-	2,190	45,618	98,878	127,067
Gross profit		314	11,454	29,777	43,420
Gross margin		14%	25%	30%	34%
Operating Expense	5,713	7,865	10,948	23,731	30,496
DOE income	935	1,787	850	-	-
Cash from Ops	<u>(4,778)</u>	<u>(5,764)</u>	<u>1,356</u>	<u>6,046</u>	<u>12,924</u>
Capital Expense	(1835)	(3,523)	(2,381)	(2,102)	(1,834)
Headcount	25	35	48	89	110





Soliant Energy: High Performance Solar Concentration for Commercial Rooftops

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