

Microsoft Outlook

From: Ryan Cunningham [redacted]
Sent: Wednesday, July 21, 2010 9:04 PM
To: [redacted]
Cc: Christina Reynolds; Jason Miner
Subject: Solyndra messages & GPG contact info

[redacted] – Good to talk to you, and please ping us any time on Solyndra. Here’s a quick rundown of their messages and our contact info; we’ll keep you in the loop on upcoming executive announcements etc.

Best,
Ryan

GPG CONTACT INFO
Ryan Cunningham – Account Lead

[redacted]

Jason Miner – Account Counsel

[redacted]

Christina Reynolds – Account Counsel

[redacted]

SOLYNDRA MESSAGES

“Strong Future”

- The company is growing rapidly. We are at a \$200 million annual revenue run-rate for this year, expecting to grow that 100% to \$400 million next year.
- We have a clear path to turn cash flow positive on \$400 million in annual revenue by the 2H 2011, through a combination of lower costs, expanded production and increased sales.
- As Fab 2 reaches full production in 2013 we will have tripled our current capacity to 410MW.
- Solyndra raised \$175 million from our existing investors who have been with us from the start. This is a vote of confidence from them that reflects their long-term investment style. We have more flexibility to raise and employ capital outside the IPO registration period.
- Fab 2 is 2 months ahead of schedule and will be up and running in November. We will be installing equipment today.

- We will have a System COGS at \$2 in 2012 making us highly competitive with all other solar companies on the rooftop. This takes us to the intersection with retail grid parity.

"Growing Market"

- Commercial rooftops represent a vast and underutilized potential market (11 billion sq. meters, 800GW) and Solyndra is well positioned to lead in this market and to meet the capacity demands as the market continues to grow at a fast pace.
- Over 100 million square meters of new "cool roofs" are installed in the U.S. each year or 5 GW. Europe is beginning to also increase the use of cool roofs.
- Our product is uniquely positioned for low-load value engineered roofs where there is > 100GW of potential opportunity.
- We are ideally positioned and have a long term sustainable competitive advantage .
- We are having big success with large big-box, retail, distribution, warehousing and commercial real estate owners including recent installations including Anheuser Busch, Coca Cola, Costco and others.
- Solyndra intends to be:
 - o The leading solution for low-load bearing rooftops
 - o The preferred rooftop technology for REITs looking to monetize their roofs along with utilities.
 - o The optimal PV solution for global big-box retail and distribution centers
 - o Leading supplier of rooftop PV to the US Federal Government and DoD

"Made in the USA"

- Solyndra is one of only a handful of U.S. clean-tech companies that is scaling its operations 100% in the United States creating long-term, desirable jobs that are needed in this "jobless" economic recovery.
- Solyndra has over 1100 employees here in the United States, based in Fremont, CA.
- We're hiring right now.
- We are using the federal loan to create US jobs, while expanding our manufacturing capacity and lowering costs.
- Our Fab 2 construction project created 3000 construction related jobs.