



ReneSola

Inspired by the Sun

November 2011

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Highlights



Leadership in quasi-mono production through the Virtus Wafers



Continued focus on wafer processing cost reduction



Expecting improved profitability with declining polysilicon and wafer costs



Increasing in-house polysilicon production and reducing in-house poly costs



Strong and stable balance sheet and financial position

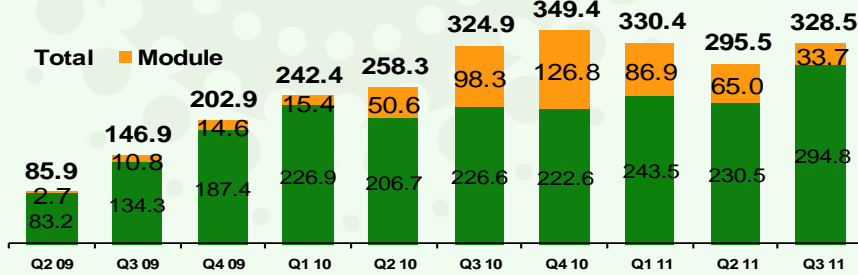


Business Highlights

Margin and Net Income Challenges due to Significant ASP Drops

Total Solar Wafer and Module Shipments

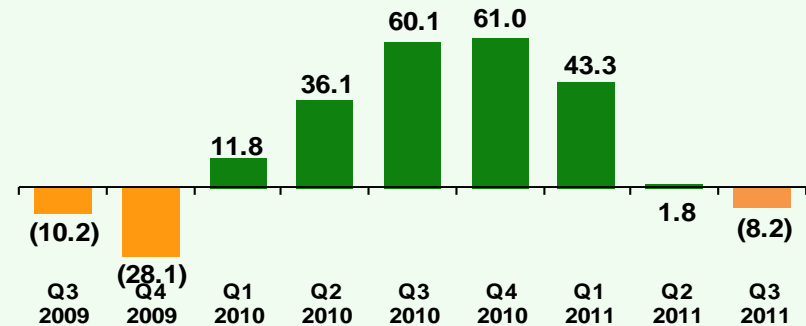
(Units in MW)



Note: The Company adjusted its efficiency calculation effective January 1, 2010. 2009 data is not adjusted.

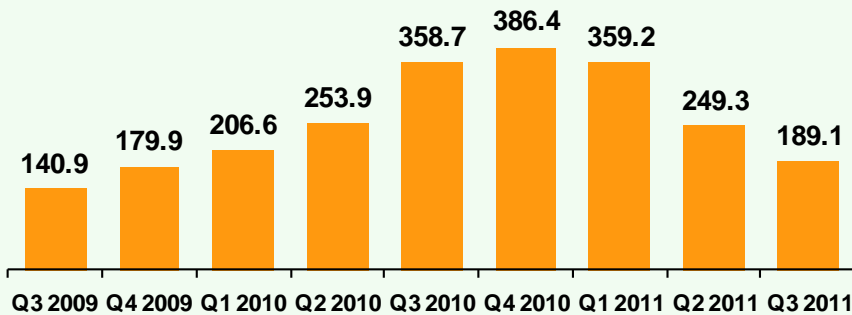
Net Income

(US\$ in MM)



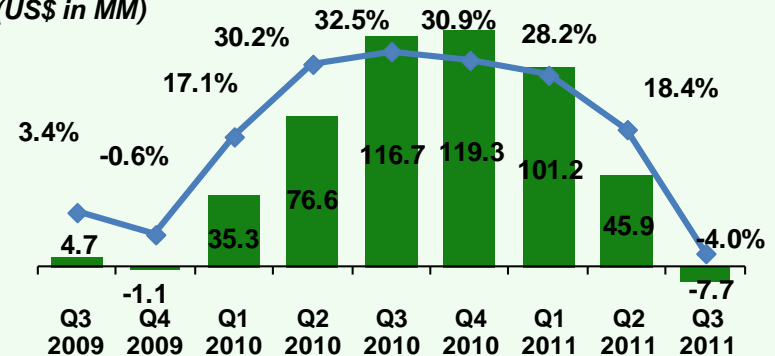
Revenues

(US\$ in MM)



Gross Profit and Margin

(US\$ in MM)

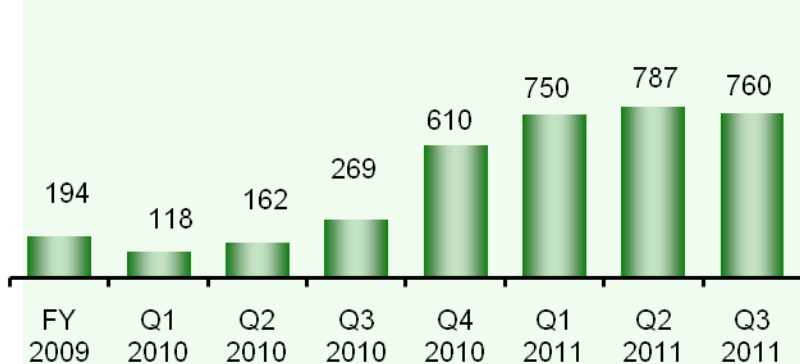


Gross Margin was 6.2% in Q3 2011 not including inventory write-down

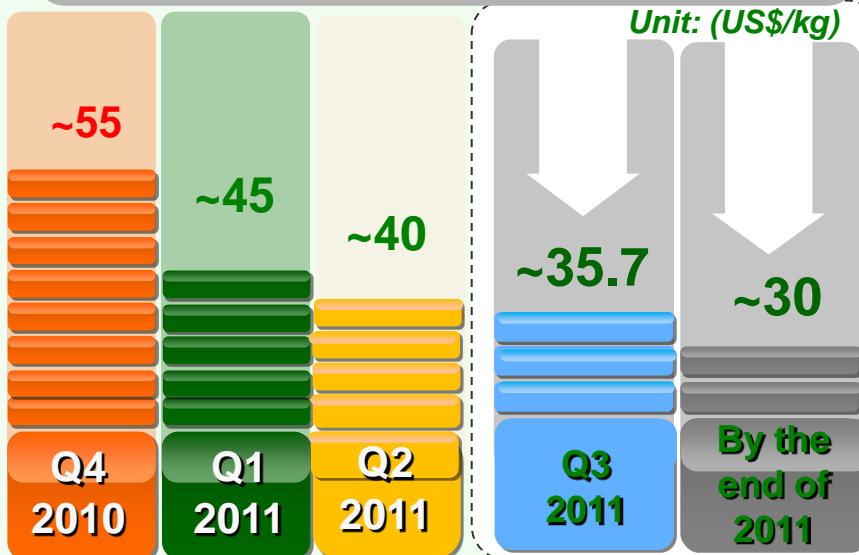
Polysilicon Production – Continued Cost Reduction and Capacity Expansion ReneSola

- Our internal polysilicon production cost reached approximately US\$35.70/kg at the end of Q3 2011, on track to beat of our previous target of US\$35/kg by the end of Q4 2011
- We will drive down polysilicon production cost to close to US\$30/kg by the end of Q4 2011
- Our Phase II Polysilicon Project is now underway, which will add another 5,000 MT and is expected to be ready by the end of Q2 2012 contingent on market conditions
- We expect the Phase II plant to have substantially lower polysilicon costs, which will continue to support our low cost advantage

Output: (MT)

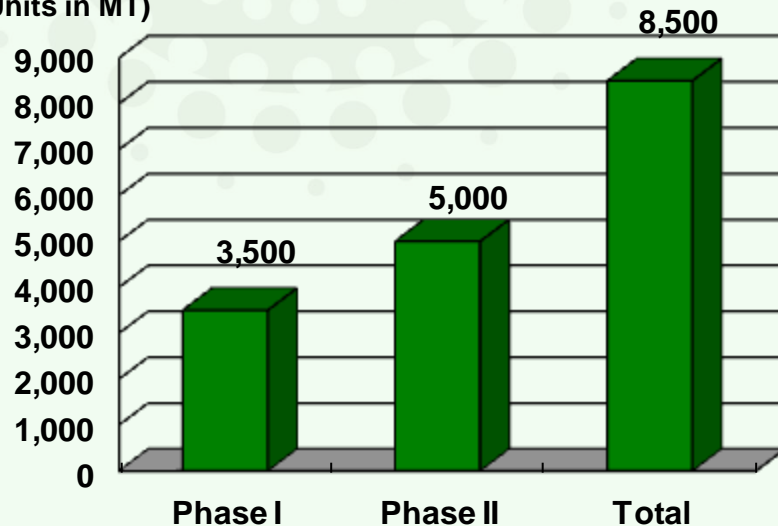


Cost reduction



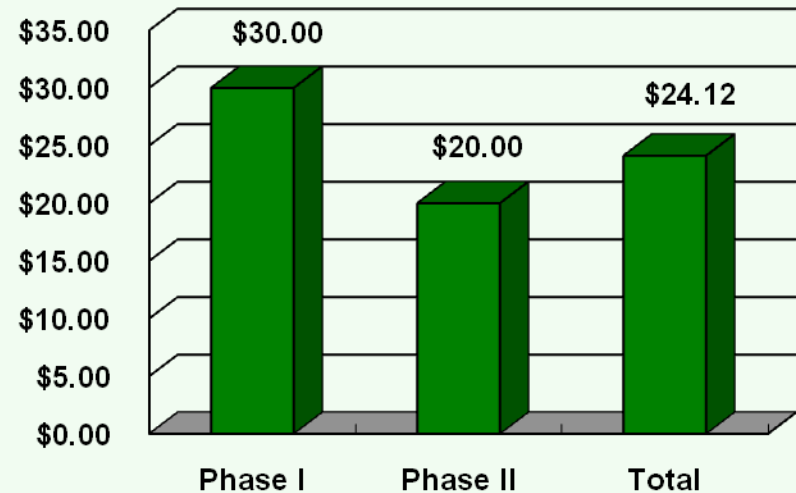
Polysilicon Capacity (2012E)

(Units in MT)



Polysilicon Production Cost Target

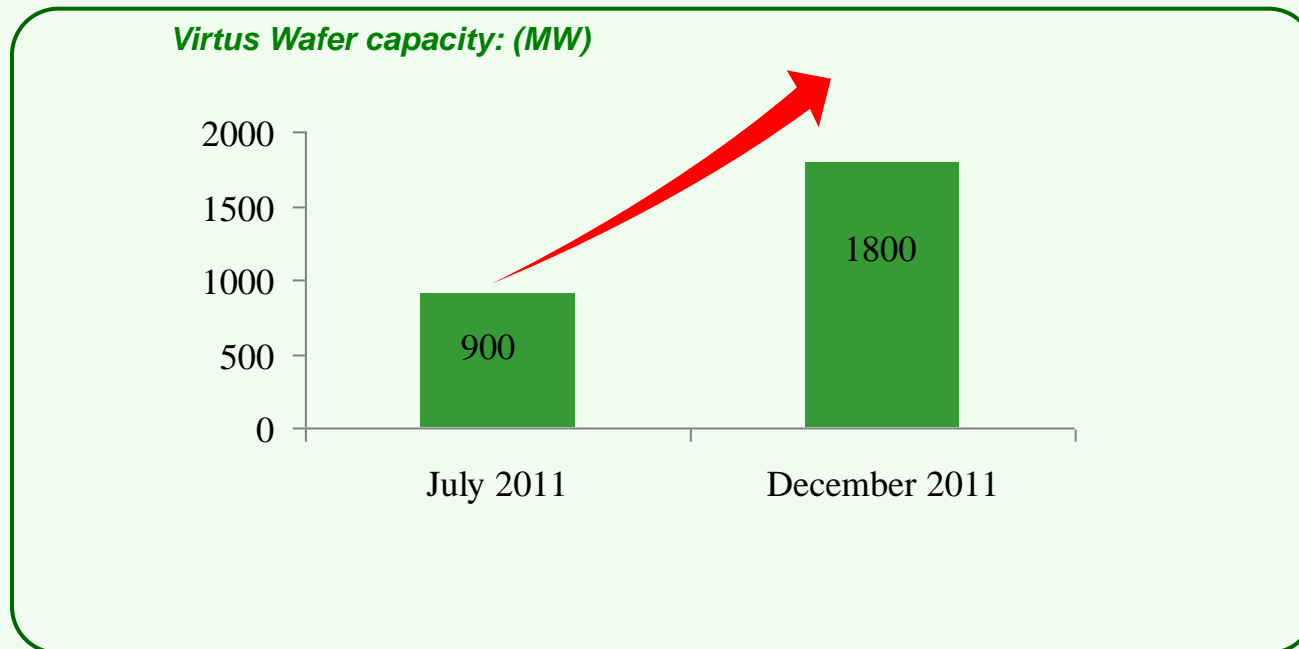
(\$/kg)



- As we expand our Phase II polysilicon plant, which will use a hydrochlorination process, our polysilicon production costs will decrease significantly and further drive down our internal costs
- The Phase II plant is anticipated to cost approximately \$150 million, having significantly lower depreciation while having higher capacity
- The use of recycled materials from both phases will further drive down costs in both phases

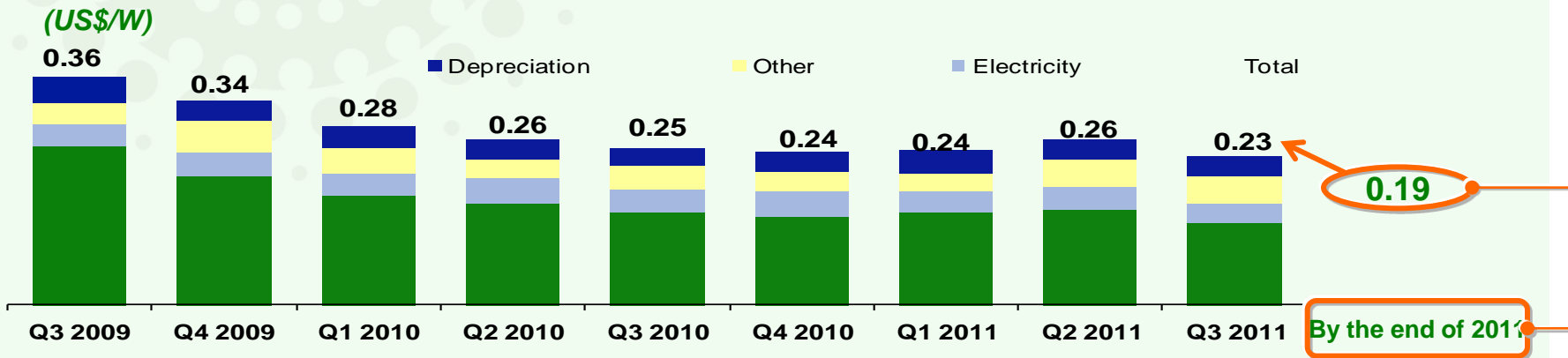
Wafer Business - Leadership in Quasi-Mono Production

- One of the leaders and first-movers in producing multicrystalline silicon wafers with efficiencies approximating monocrystalline silicon wafers (quasi-mono Virtus wafers)
- Our quasi-mono Virtus wafers offer compelling cost advantages over traditional mono wafers
- We are rapidly ramping up production of Virtus wafers
- Virtus wafer capacity is expected to increase to 1.8 GW by the end of the year



Wafer Business – Cost Reduction and Shipment Growth

Wafer Processing Cost Breakdown



Wafer Shipment Growth



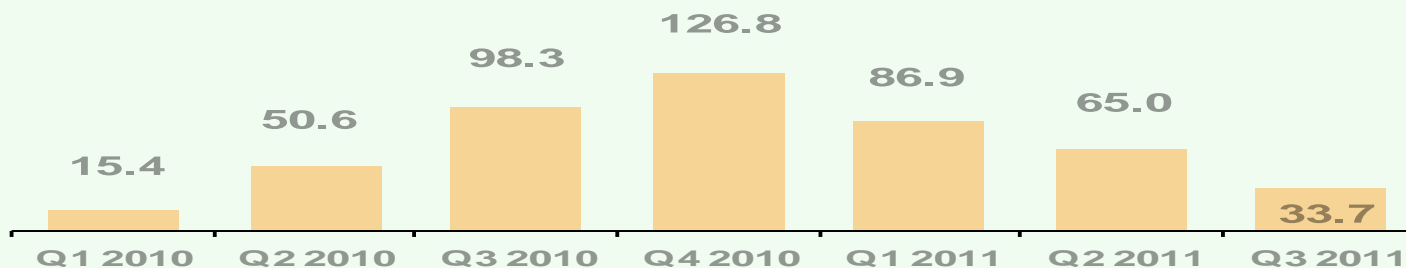
- Processing cost increased in Q2 2011 due to Virtus wafer production
- We have significantly reduced the processing cost for Virtus wafer
- Processing cost at the end of Q3 2011 was \$0.21/W
- We will continue to drive down costs through advancements in technology and horizontal expansion into diamond-steel wires

Module Business

- Delivered total module shipments of 33.7 MW with an ASP of \$1.19
- Processing cost for cells and modules was approximately \$0.44 at the end of Q3 2011
- We delivered 20 MW of modules to our potential Qinghai project in the China market (this is not included in the 33.7 MW of shipments for Q3 2011)
- Withdrew CAPEX plans for modules for the rest of 2011

Shipments for 2011

(Units in MW)

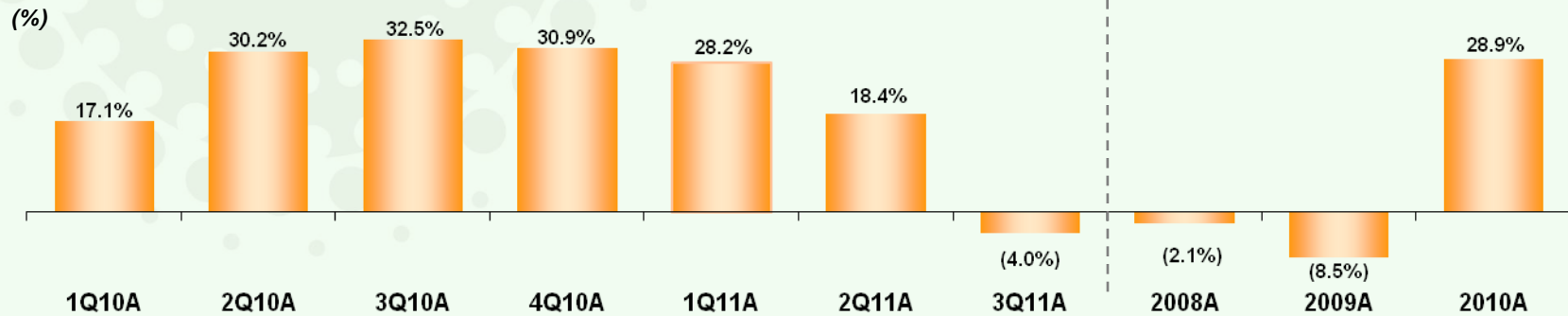




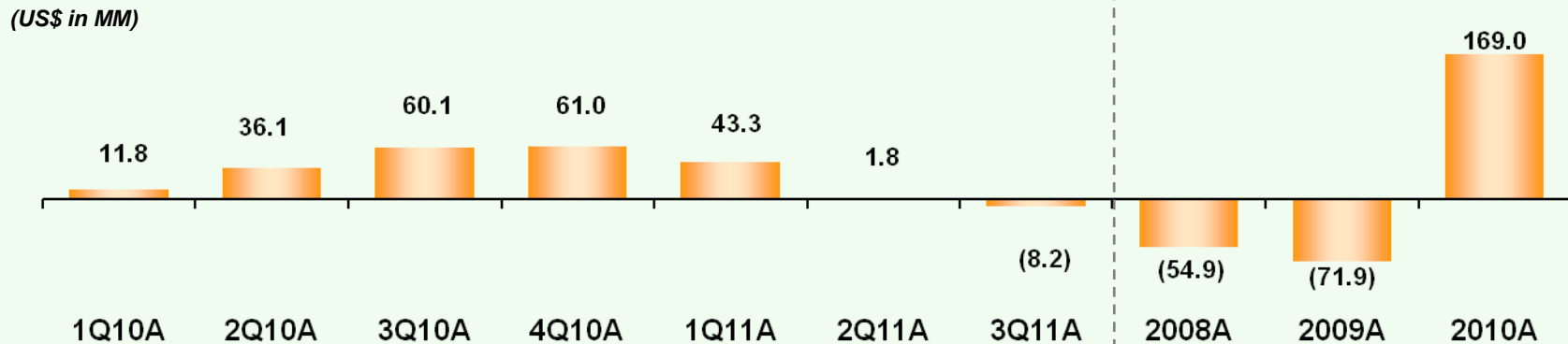
Financial Highlights

Historical Financials at a Glance

Gross Margin



Net Income



- Current conditions in the solar market are difficult, but it is not something that we have not encountered before
- We foresaw the potential situation and had taken steps to prepare, although the current situation is admittedly worse than our original estimation.

Financial Performance – Financial Ratios



Financial Ratio	2011 Q3	2011 Q2	2011 Q1	2010 Q4	2010 Q3	2009 Q4
Trade Receivable Turnover Days	51	41	34	24	28	49
Trade Payable Turnover Days	85	75	70	72	74	44
Inventory Turnover Days	87	70	60	56	61	77
Interest Coverage Ratio	-0.3	2	11	12	14	-4
Net debt to equity	59%	44%	42%	34%	50%	105%

- Overall, our financial position is healthy with strict internal controls on credit and inventory
- We have had very low financing costs (5.5% for Q3 2011)
- We are able to continue to maintain a relatively healthy balance sheet, which will enable us to remain stable financially despite tough industry conditions

Financial Performance – Income Statement Summary



US\$ Million	2006	2007	2008	2009	2010	Q1 2011	Q2 2011	Q3 2011
Revenue	84.4	249.0	670.4	510.4	1,205.6	359.2	249.3	189.1
Gross Profit	24.7	53.5	-14.3	-43.2	348.0	101.2	45.9	-7.7
Gross Margin	29.3%	21.5%	-2.1% (18.3%*)	-8.5% (5.5%*)	28.9%	28.2%	18.4%	-4.0% (6.2%*)
Operating Expense	2.5	10.1	34.2	47.4	102.0	25.6	22.7	26.8
Operating Margin	27.2%	16.6%	-6.8%	-17.7%	20.4%	21.0%	9.3%	-18.2%
Interest Expense	0.3	4.5	11.9	17.1	23.2	7.0	9.2	10.0
Tax Benefits (Expense)	2.7	6.2	2.4	41.2	-60.0	-10.6	-2.7	5.1
Net Income (Loss)	25.3	42.9	-54.9	-71.9	169.0	43.3	1.8	-8.2
Net Margin	30.0%	17.2%	-8.2% (12.2%*)	-14.1% (3.7%*)	14.0%	12.1%	0.7%	-4.3% (5.9%*)

Note: * Excludes inventory write-downs of \$137.0 million in 2008, \$71.3 million in 2009 and \$19.4 million in Q3 2011, as well as a provision of \$8.6 million in 2009

Financial Performance – Balance Sheet Summary



US\$ Million		Balance Sheet Summary						
	As of December 31					2011		
	2006	2007	2008	2009	2010	31-Mar-10	30-Jun-11	30-Sep-11
Cash and Equivalents	9.9	53.1	112.3	106.8	290.7	388.6	438.1	406.3
Restrictive cash	0	0	6.0	25.3	33.6	47.2	42.7	44.0
Accounts Receivable	0.7	8.8	43.2	108.0	81.5	124.7	104.7	107.9
Inventory	44.8	110.6	193	137.8	170.6	152.4	162.6	218.8
Accounts Payable	4.9	13.1	37.9	93.4	220.8	177.7	162.4	209.5
Short-term Borrowings	14.7	71.7	192.0	358.6	400.8	404.0	428.0	523.5
Long-term Borrowings	-	17.8	32.8	189.3	121.5	118.8	132.7	167.8
Convertible Notes	-	128.3	138.9	32.5	-	175.0	200.0	130.8
Shareholder Equity	72.5	125.7	381.8	396.3	586.5	618.1	629.6	631.1

- Our balance sheet position at the end of Q3 2011 was quite healthy with approximately \$450 million in cash and \$691 million in debt (excluding convertible notes)
- We are well prepared for the expected future Capex and other cash needs
- We have been actively repurchasing our convertible bonds in the market
- We are well prepared for the difficult market conditions

Guidance

Q4 2011 Guidance

- Total solar wafer and module shipments to be in the range 280 MW to 300 MW
- Revenues to be in the range of \$140 million to \$150 million

FY 2011 Guidance

- Total solar wafer and module shipments to be in the range 1.23 GW to 1.25 GW
- Revenues to be in the range of \$935 million to \$945 million

Thank you!



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