

RENEWABLE ENERGY CORPORATION ASA

# THIRD QUARTER 2009

THIRD QUARTER

President and CEO Ole Enger  
Oslo, October 27, 2009



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## AGENDA

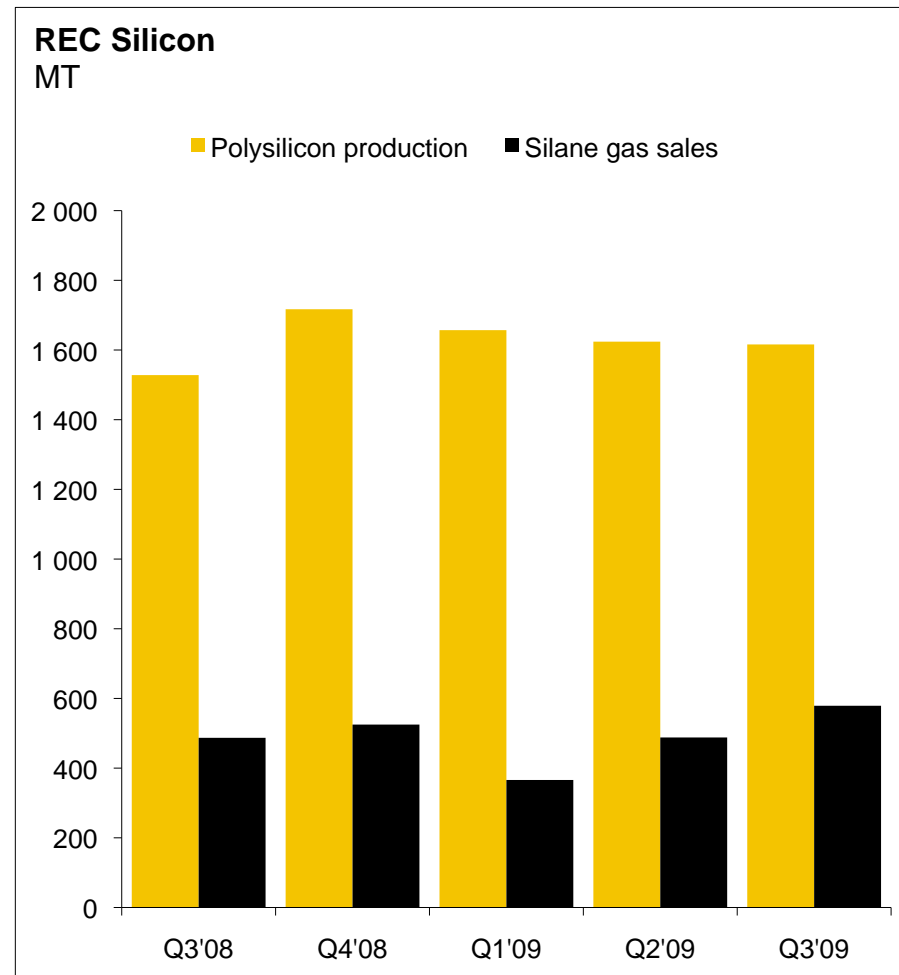
- Highlights and operational review – Ole Enger
- Financial review – Bjørn Brenna
- Market and outlook – Ole Enger

## Highlights

- Revenue growth of 13 percent from Q3'08
- EBITDA of NOK 429 million, 20 percent margin
  - Reduced sales prices
  - Low capacity utilization
  - High expansion cost (NOK 65 million) and ramp-up costs (NOK ~100 million)
  - Write-down (loss on sales) of cell and module inventories (NOK ~100 million)
- EBIT NOK 7 million excluding impairment charge of NOK 672 million related to Sovello
- Improved funding situation through an equity issue and additional debt
- Restarted idle capacity during the third quarter

## REC Silicon: Highlights

- Production of polysilicon
  - Virtually unchanged from Q2'09
  - Approximately 528 MT FBR material from Silicon III
- Silane gas sales up
  - Continued strong market for Silane
- Lower average sales prices
  - Down three percent from Q3'08 and one percent from Q2'09
  - A result of product mix and lower quality products impacted by Silicon III ramp-up



## REC Wafer: Highlights

### → Production

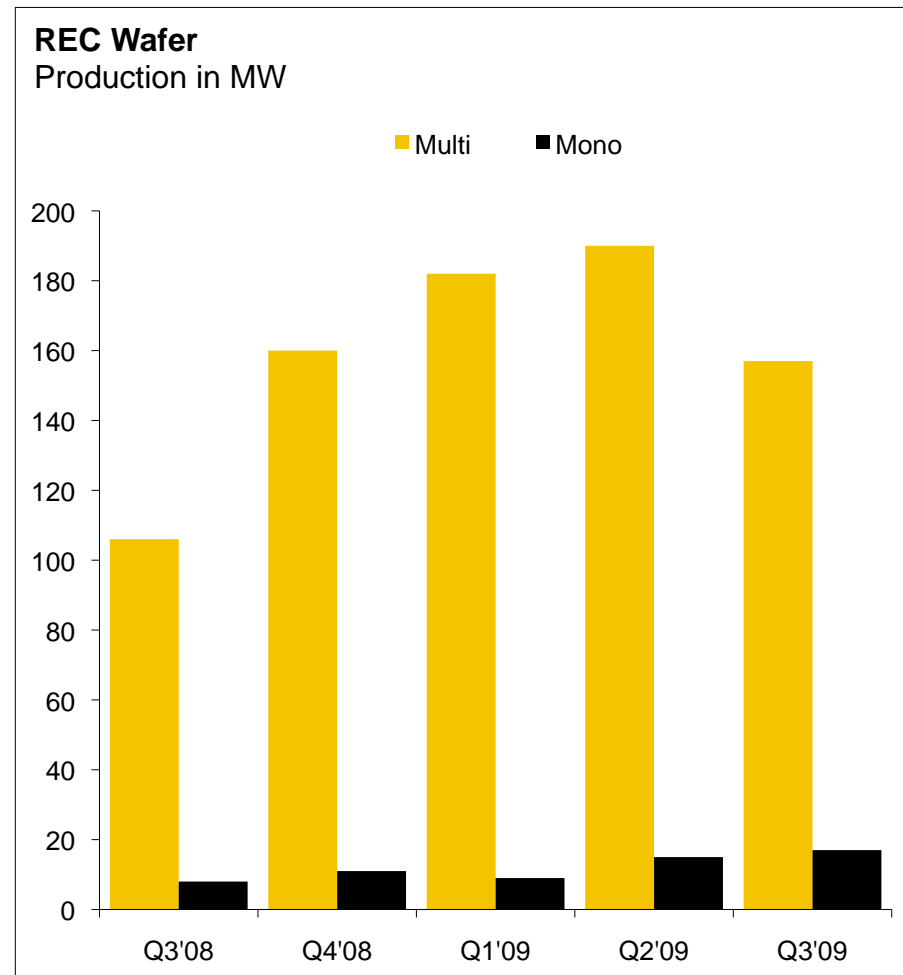
- Decreased from Q2'09; low capacity utilization due to temporary shut downs

### → Production was restarted during August

- At the end of Q3'09, the quarterly production rate was approximately 250 MW

### → Sales prices

- Agreed to price and/or volume adjustments with negative EBITDA effect



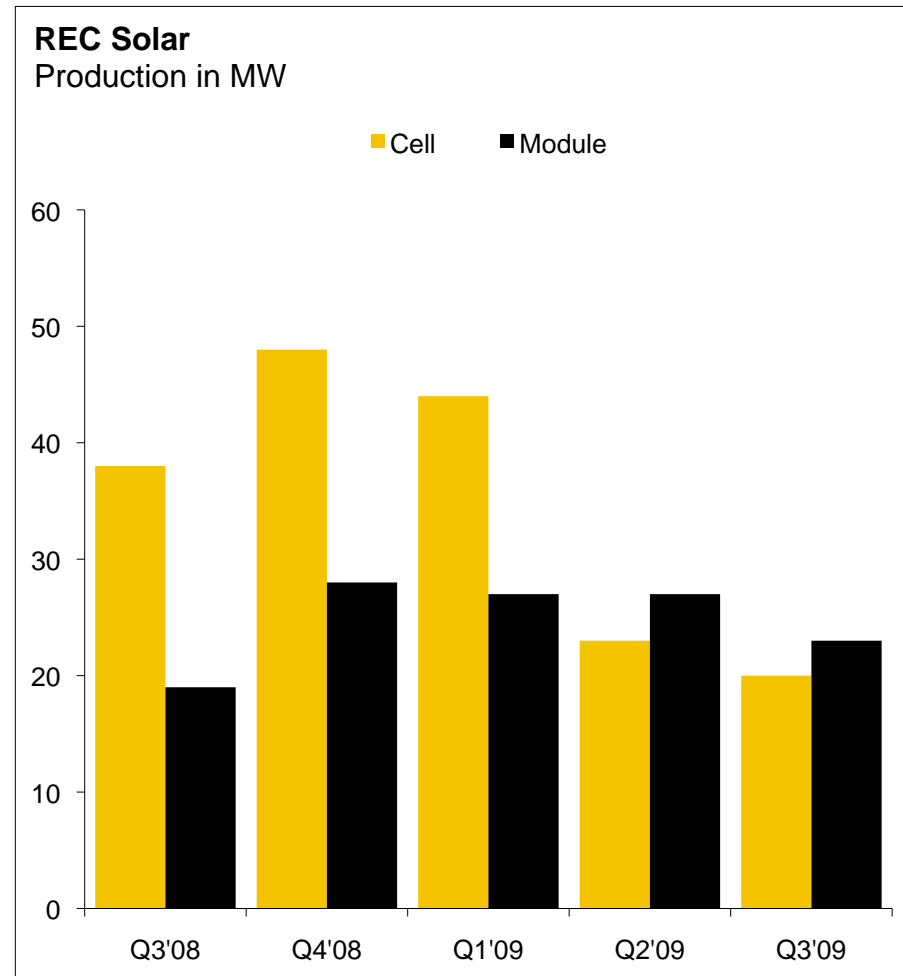
# REC Solar: Highlights

## → Production

- Module production was 15 percent below Q2'09
- The production shut down continued through July and August
- Module production reached full capacity in the second half of August

## → Market development

- 38 percent module price reduction in Q3'09 compared to 2008 average



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# PROJECTS



## The Singapore project

- The project continues to trend towards lower capital expenditure
  - Strong performance from contractors
  - A more favorable construction market
- Project progress
  - Progressing according to schedule
  - Approximately 85 percent complete
- Commercial production start-up
  - Solar cells and modules expected in Q2'10
  - Wafer production expected in Q3'10
- REC expects the new plant will be more cost competitive than REC's existing facilities



## Moses Lake: Silicon III and IV

- Produced approximately 528 MT of FBR material following the restart of the plant in July
- The ramp-up of commercial production at Silicon III progressing
  - Gradually improved product quality in Q3'09
  - Critical to further improve process stability to achieve higher product quality
- Silicon IV project progresses as planned, construction expected to be complete in Q2'10



Photo: Moses Lake, Silicon III



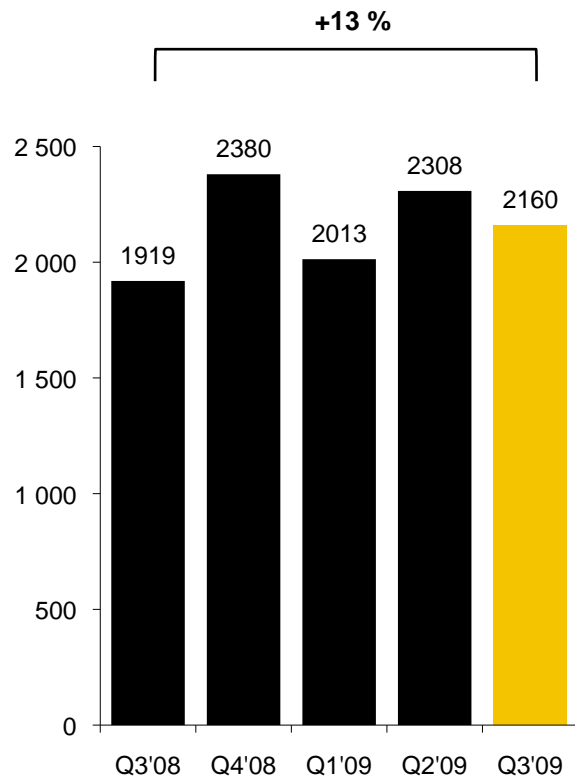
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# FINANCIALS

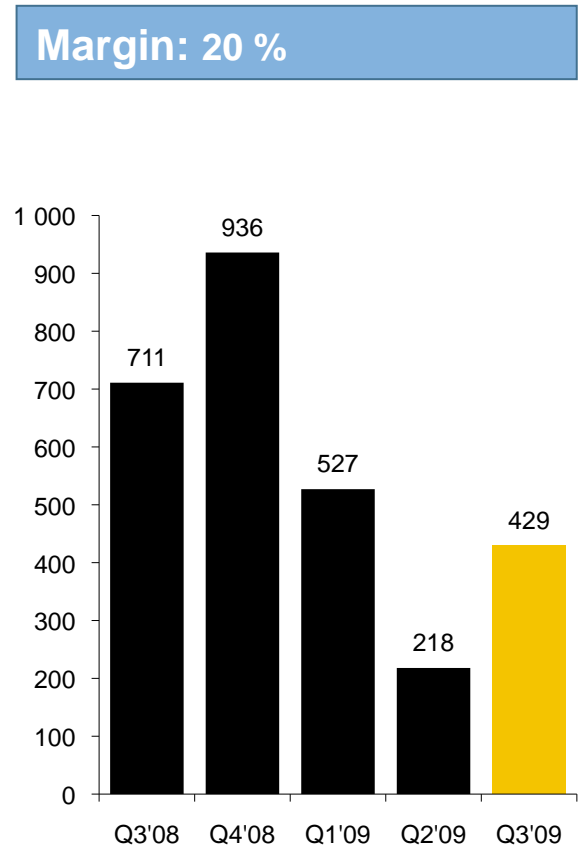


# REC Group: Financial Highlights

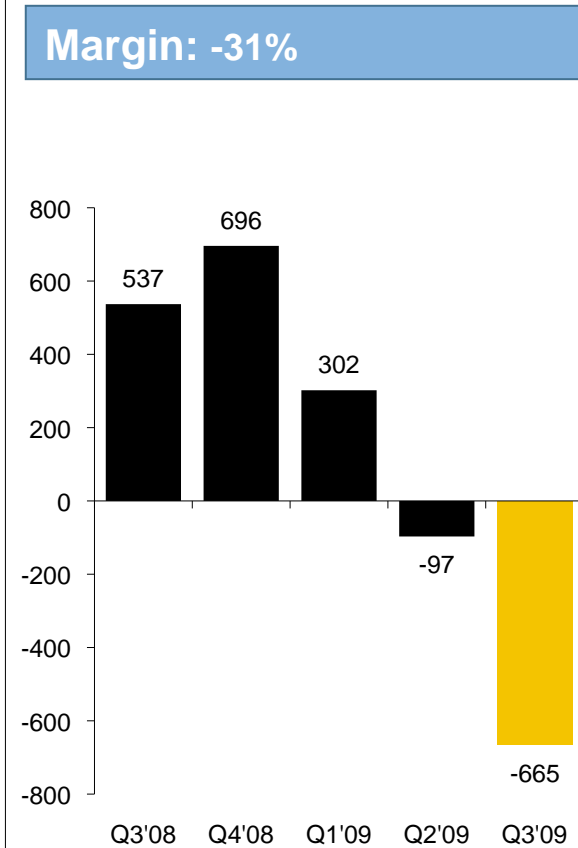
**Revenues**  
NOK million



**EBITDA**  
NOK million



**EBIT**  
NOK million



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# REC Group: Condensed Income Statement

<b>(NOK million)</b>	<b>Q3'09</b>	<b>Q3'08</b>	<b>Change</b>	<b>YTD'09</b>	<b>YTD'08</b>	<b>Change</b>
<b>Revenues</b>	<b>2,160</b>	<b>1,919</b>	<b>+13%</b>	<b>6,480</b>	<b>5,811</b>	<b>+12%</b>
<b>EBITDA</b>	<b>429</b>	<b>711</b>	<b>-40%</b>	<b>1,174</b>	<b>2,342</b>	<b>-50%</b>
<i>EBITDA-margin</i>	<i>20%</i>	<i>37%</i>	<i>-17%-p</i>	<i>18%</i>	<i>40%</i>	<i>-22%-p</i>
Depreciation and amortization	-414	-172	N/M	-906	-498	N/M
Impairment	-679	-2	N/M	-729	-13	N/M
<b>EBIT</b>	<b>-665</b>	<b>537</b>	<b>N/M</b>	<b>-460</b>	<b>1,833</b>	<b>N/M</b>
<i>EBIT-margin</i>	<i>-31%</i>	<i>28%</i>	<i>-59%-p</i>	<i>-7%</i>	<i>32%</i>	<i>-39%-p</i>
Net financial items	-478	1,224	N/M	-804	965	N/M
<b>Profit/loss before tax</b>	<b>-1,143</b>	<b>1,761</b>	<b>N/M</b>	<b>-1,264</b>	<b>2,797</b>	<b>N/M</b>

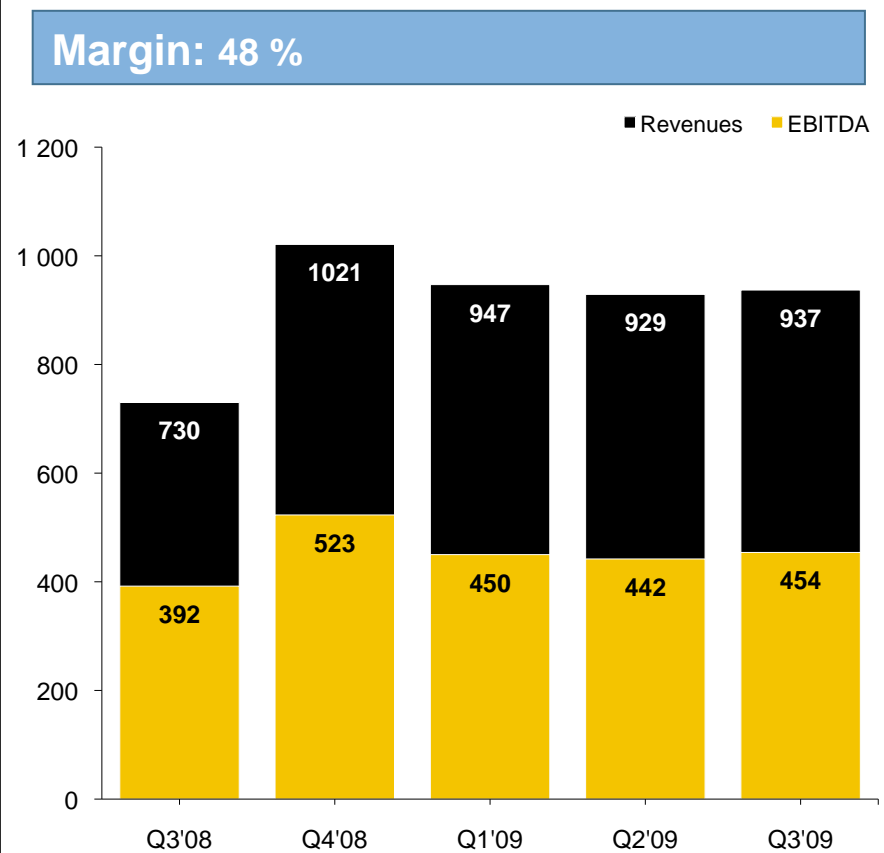
## REC Group: Net financial assets

(NOK million)	Q3'09	Q3'08	YTD'09	YTD'08
Share of loss of associates	-7	-1	-12	-5
Financial income	46	16	61	142
Financial expenses	-232	-61	-514	-159
Capitalized borrowing cost	170	47	381	133
<b>Net financial expenses</b>	<b>-62</b>	<b>-14</b>	<b>-133</b>	<b>-26</b>
<b>Net currency gains/loss</b>	<b>-404</b>	<b>291</b>	<b>-371</b>	<b>177</b>
Embedded derivatives	-1,518	1,207	-3,108	926
Net gains/losses other derivatives	1,467	-274	2,759	-249
<b>Net gains/losses derivatives</b>	<b>-51</b>	<b>932</b>	<b>-350</b>	<b>677</b>
Impairment and loss on financial assets	0	0	0	0
<b>Net financial items</b>	<b>-478</b>	<b>1224</b>	<b>-804</b>	<b>965</b>

## REC Silicon: Key financials

- Revenues up 28 percent from Q3'08
  - Increase of one percent from Q2'09
  - Prices in Q3'09 were only slightly down compared to average of 2008
  - Strong Silane market
  
- EBITDA up 16 percent from Q3'08 and one percent from Q2'09
  - Silicon III contributed somewhat negatively in Q3'09
  - Expansion costs amounted to NOK 9 million in Q3'09

Revenues and EBITDA  
NOK million

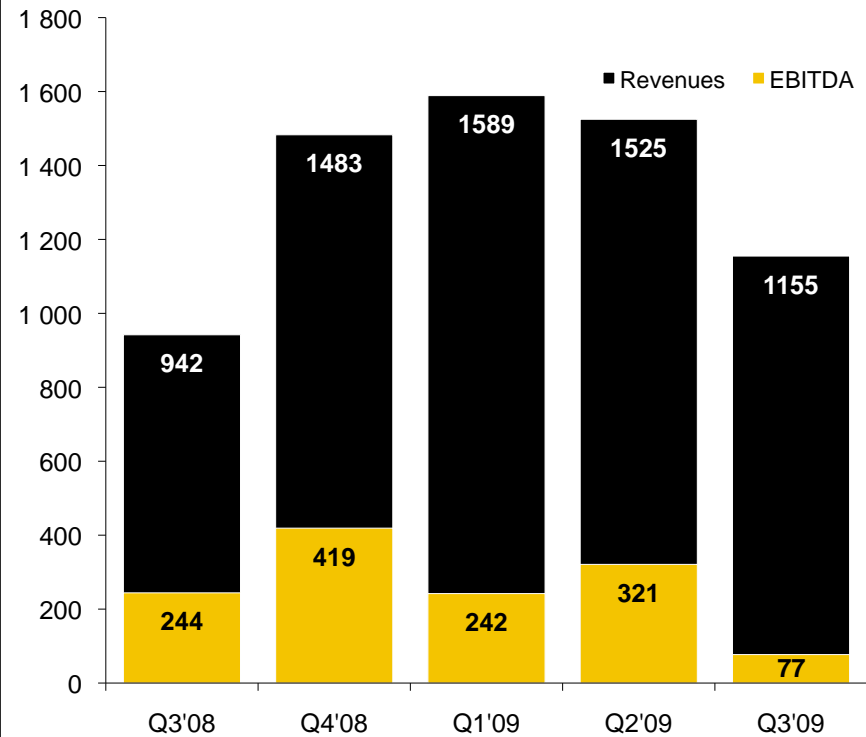


## REC Wafer: Key financials

- Revenues up 23 percent from Q3'08, down 24 percent from Q2'09
  - Increase from Q3'08 reflects higher wafer production
  - Decline from Q2'09 reflects lower sales volume and average selling prices
  
- EBITDA down 68 percent from Q3'08 and down 76 percent from Q2'09
  - Lower capacity utilization as well as reduced prices
  - Negative EBITDA contribution of NOK 87 million from ramp-up of Herøya III+IV and Glomfjord

Revenues and EBITDA  
NOK million

Margin: 7 %



## REC Solar: Key financials

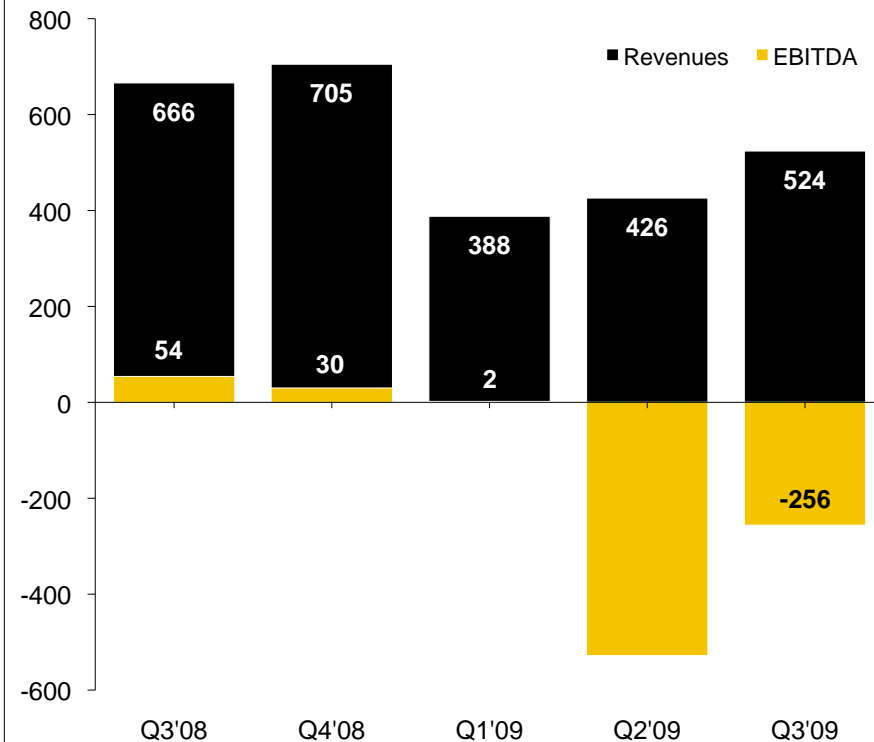
→ Revenues down 21 percent from Q3'08, and 23 percent up from Q2'09

- Capacity utilization was held back due to weak markets and depletion of inventory
- 38 percent lower module prices compared to 2008 average
- 7 percent down from Q2'09

→ EBITDA

- Write downs (and realized losses on sales) of NOK 105 million in Q3'09
- Ramp-up cost of NOK 20 million in Q3'09
- Low capacity utilization in both the cell and module plant

Revenues and EBITDA  
NOK million



## Sovello: Impairment

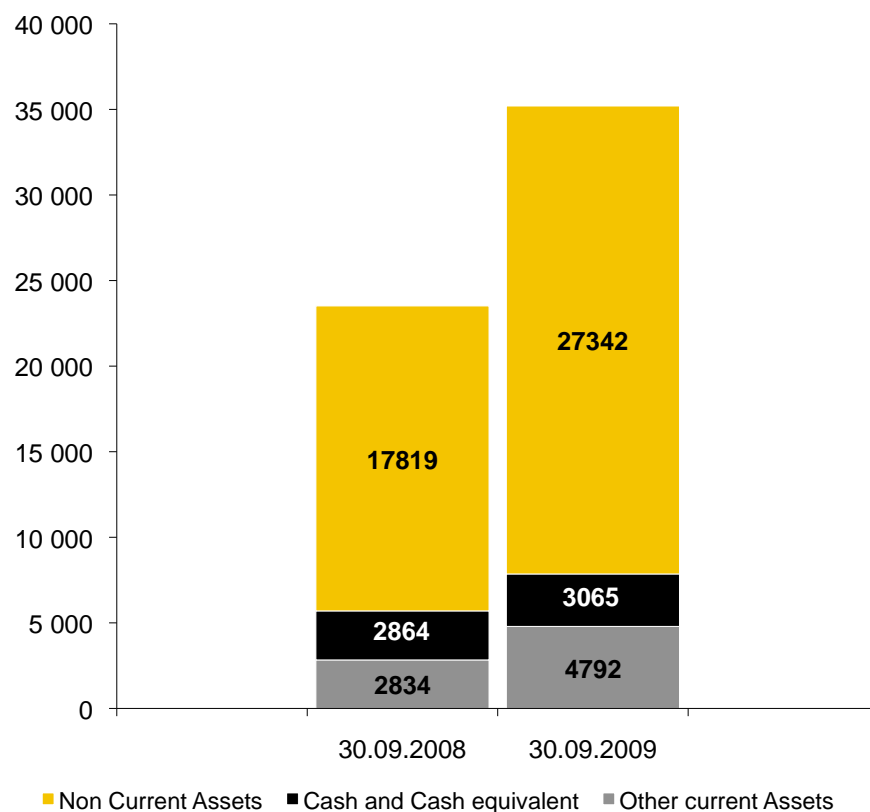
- REC's impairment test in September gave rise to an impairment charge of NOK 672 million
- Sovello not in compliance with all its financial covenants at YE 2008
  - Operates under a waiver expiring at the end of November
  - A new financing structure needs to be negotiated with the banks to continue the operations in its present form
  - Could require additional financial commitments from the shareholders
- EU grant from 2006 of approximately EUR 10 million challenged



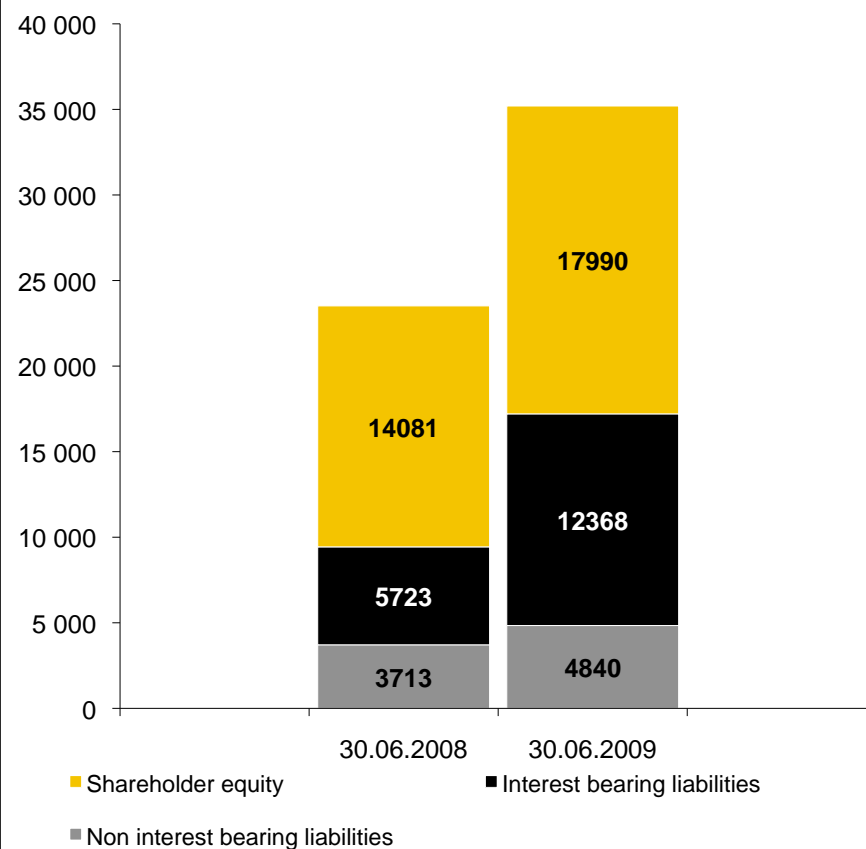
Photo: A Sovello installation in Mühlbeck, Germany

# REC Group: Capital structure

**Assets**  
NOK million

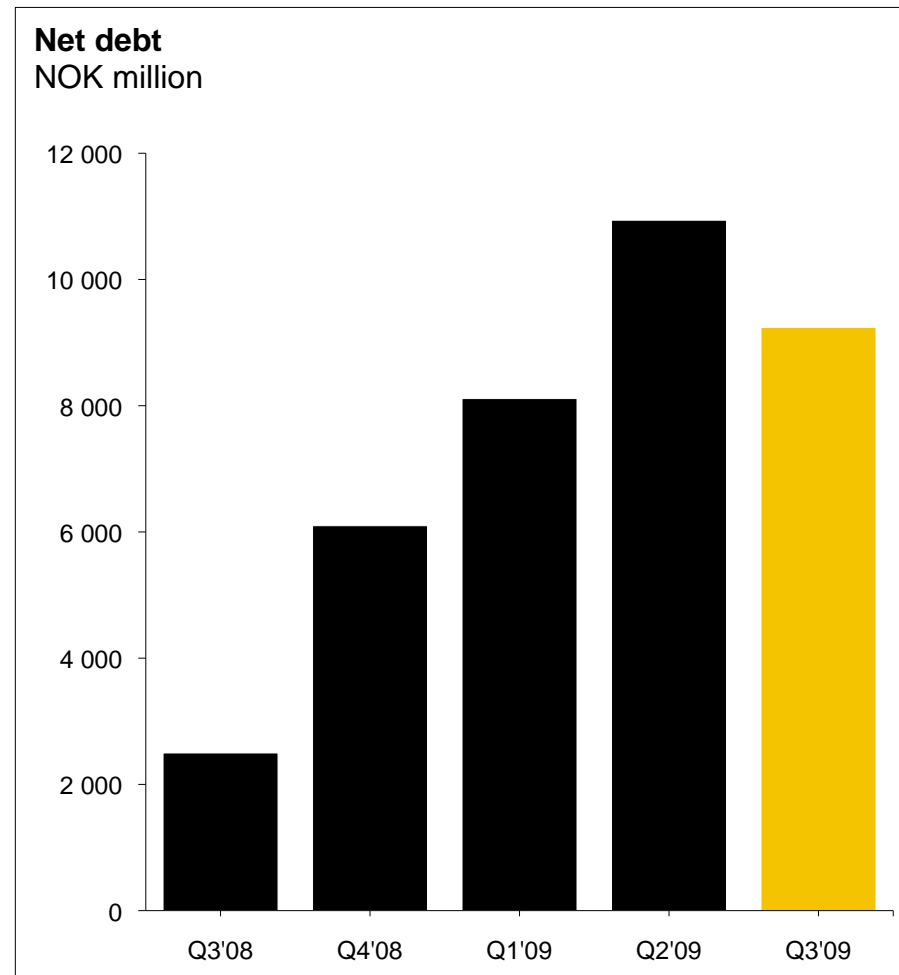


**Equity and liability**  
NOK million



## Net debt and funding

- Net debt decreased by NOK 2.1 billion in Q3'09 to NOK 8.2 billion at September 30 (excluding Sovello)
- Strengthened financial flexibility through:
  - Equity issue of NOK 4.5 billion
  - Additional debt financing totaling gross NOK 3 billion
  - A NOK 1.25 billion 5-year fixed rate bond loan in the Norwegian bond market
  - Convertible bond issued of EUR 320 million





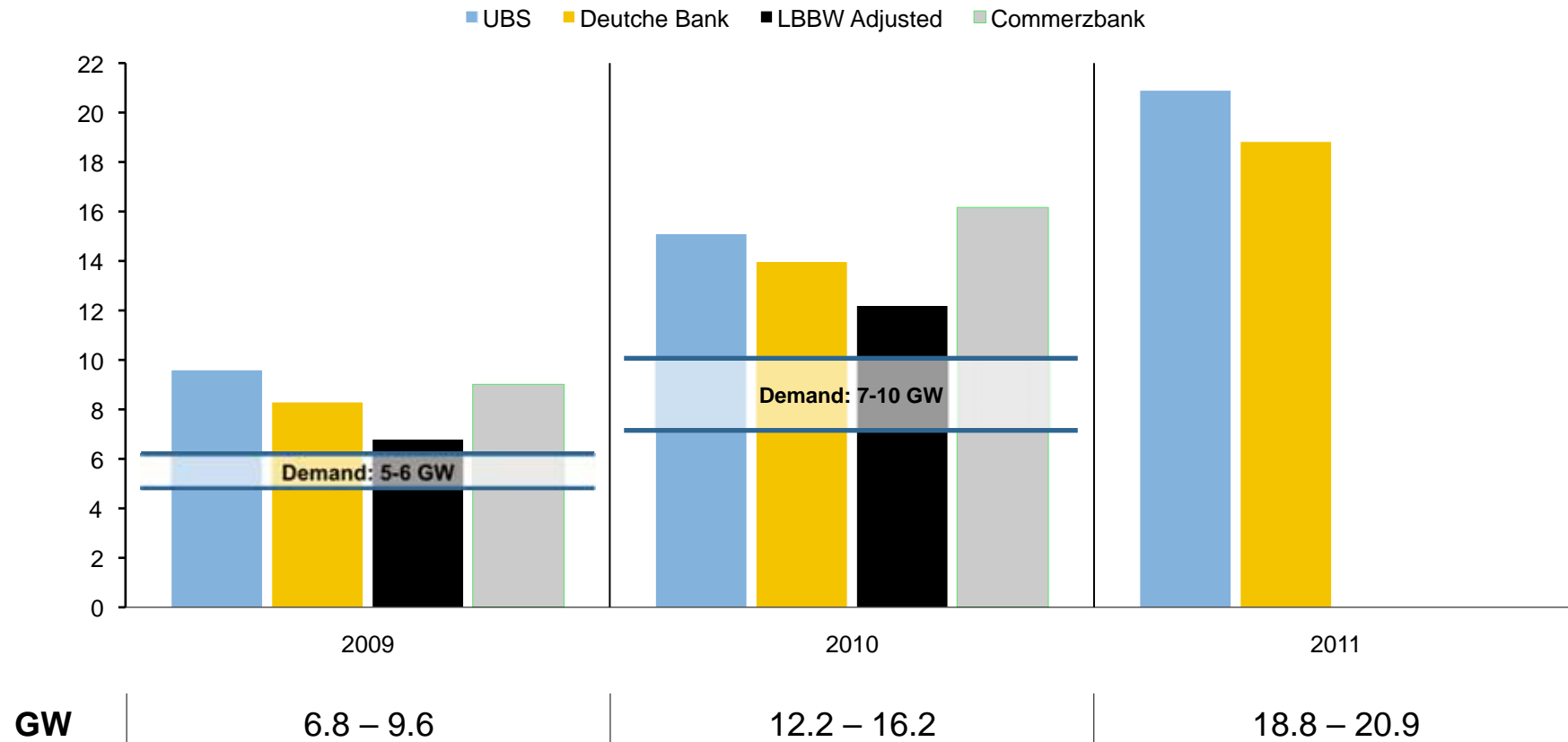
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# OUTLOOK

# Oversupply expected to continue, due to ongoing silicon expansion programs

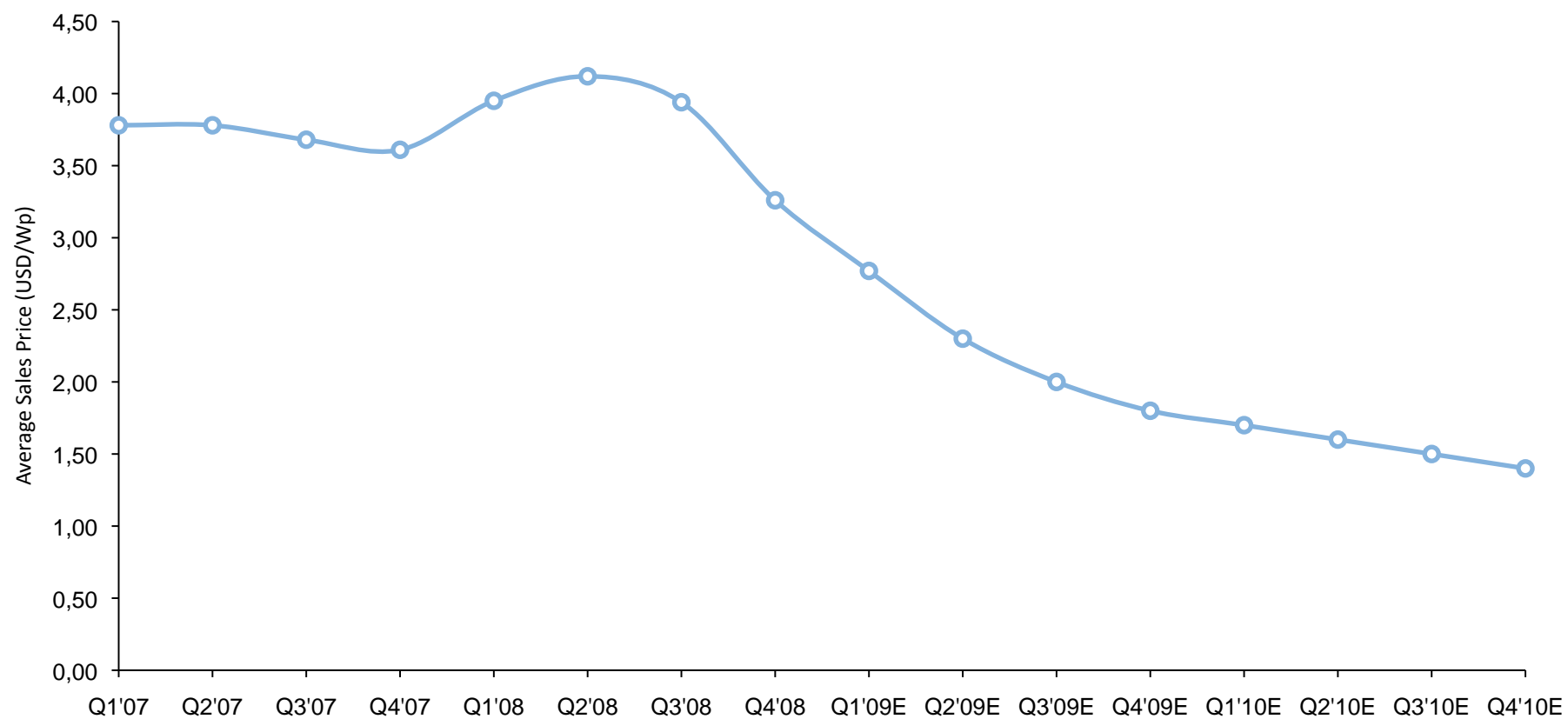
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Possible module supply based on Si-availability including thin-film  
GW



# Price development

Historic and forecasted module price development  
USD/Wp



Source: Barclay Capital, October 2009

## REC Wafer - long-term contracts challenged

- The order backlog was at year-end 2008 estimated to more than NOK 65 billion\*
  - Pre-determined prices and volumes
  - Most contracts secured by bank guarantees/pre-payments up to 15% of the total contract value
  
- REC has reduced prices and/or volumes considerably related to 2H'09
  
- Have started negotiations for deliveries in 2010
  - Additional price concessions likely
  
- In spite of REC's flexibility, we have been forced to draw on bank guarantees
  - Overdue receivables increasing

\* Based on currency exchange rates at December 31, 2008.

## REC Solar – weak financial outlook

- As previously communicated, REC Solar expects average module selling prices for 2009 to be approximately 35 percent below 2008 levels
  
- Challenging cost position in REC Solar's Scandinavian operations, improvements expected to be realized through:
  - Operational performance
  - Sourcing (also helped by scale from Singapore)
  - Optimized manning
  
- Still, negative EBITDA contribution expected from Scandinavian operations over the next few quarters
  
- Singapore operations will improve the competitive position
  - However, 2010 will be a year of ramp-up, both related to operations and sales/project development

## Outlook – summary

- Continued overcapacity and price decline
- Long-term contracts are being challenged
- Increased capacity utilization key to improve cost and competitive position
  - Silicon III, Herøya III/IV and Singapore
  
- Focus areas:
  - Operational excellence
  - Technology improvement
  - Organizational development

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# WELCOME BACK

4<sup>th</sup> quarter 2009 – February 9, 2010

