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SOLIANT ENERGY, INC.
PRESENTATION TO 2010 IEPR UPDATE
CLEAN ENERGY MFG WORKSHOP



Soliant Energy, Inc.

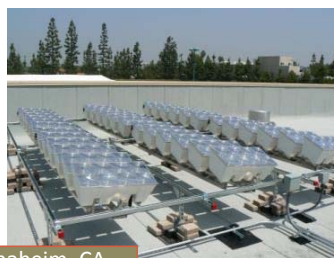
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ENERGIZING COMMERCIAL ROOFTOPS!
LOWEST LEVELIZED COST OF ENERGY
MORE ENERGY PER ROOF



Lisbon, Portugal



Anaheim, CA



Pasadena, CA



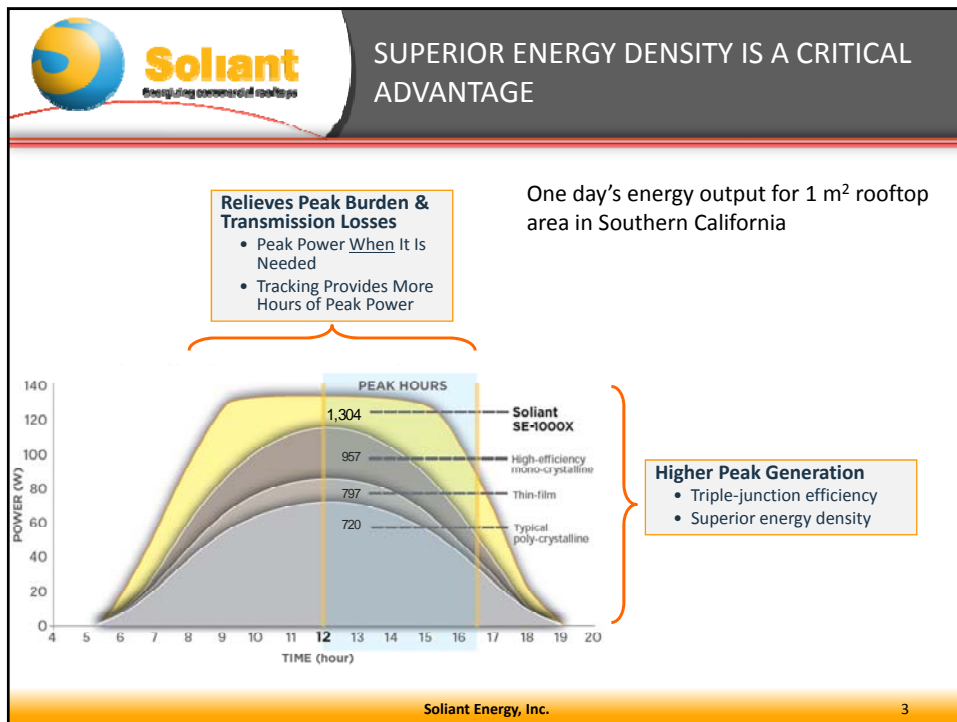
San Ramon, CA



Monrovia, CA

Soliant Energy, Inc.

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Soliant
energizing commercial rooftops

SOLIANT GROWTH PLANS

- Founded 2005 by 6 engineers
- Currently 45 staff
 - HQ and pilot manufacturing in Monrovia
 - Pilot line 1MW capacity
- Future #1: 40MW plant in SoCal (CEBFP)
 - 114 jobs created
 - Over \$100m revenue, \$12m of taxable property
- Future #2: 100MW plant in San Bernardino (CEBPF + DOE LG)
 - 335 jobs created
 - Over \$250m revenue, \$25m of taxable property

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WHAT'S BAD FOR BUSINESS? UNCERTAINTY!

Uncertainty ➤ Risk ➤ Cost

- 2010 CSI RD&D Solicitation 2
 - Proposals Feb/10, approval Apr/10, start May/10
- 2010 CEBFP
 - Proposals May/10, approval May/10
- SB 71
 - Signed into law Mar/10
- DOE Loan Guarantee Program
 - Proposals Jan/10, enter diligence Mar/10
- Other examples
 - Permitting & inspection delays and costs (model process?)
 - Multi-agency oversight: CEQA, AQMD, city, etc.
 - Politics affecting long-term predictability

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SUPPORT FOR BUSINESS

New Mexico – Soliant offered \$15m package

Arizona – Soliant offered \$6m package

CA – Soliant offered \$4m from E-Z, hiring, TIF, UUT, but

- Organized by city RDA, not state statute
- CA Work Comp twice as costly
- CA Wage base 3% higher

Note

- Tax credits are nice but not as good for small biz
- One-stop shopping attractive for small biz

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THANK YOU!

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