



## First Solar's key advantages to leverage South America's solar energy potential



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# First Solar at a Glance



Over 10 GW installed worldwide



Cost competitive with conventional energy sources today



Partner of choice for leading utilities and global power buyers



Driving innovation across entire value chain and plant solution



Strongest financial stability & bankability in the industry



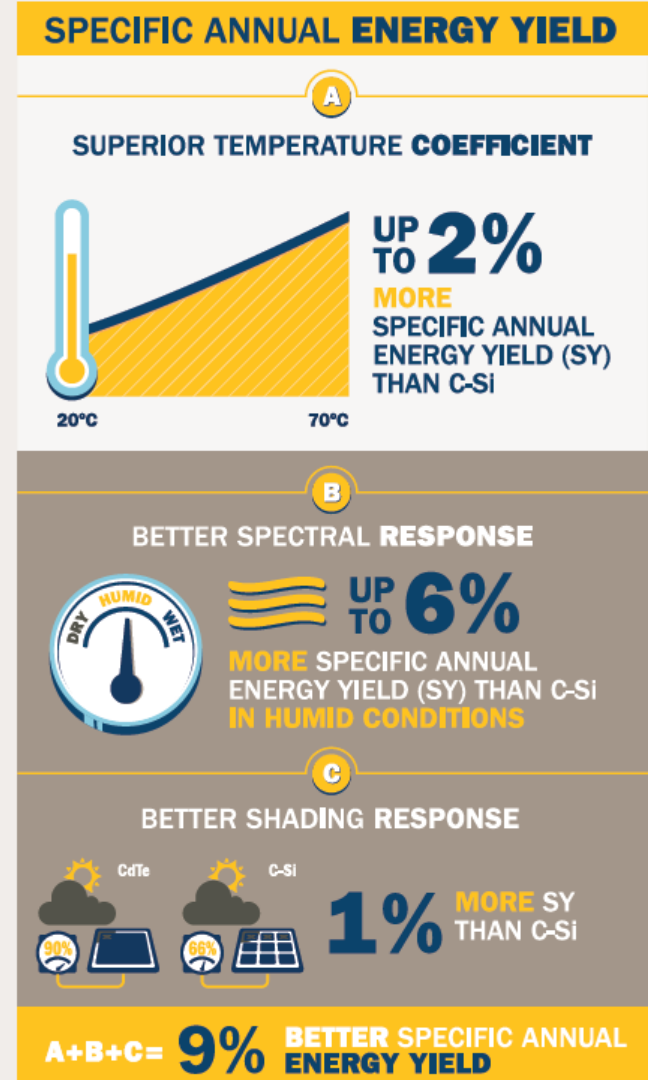
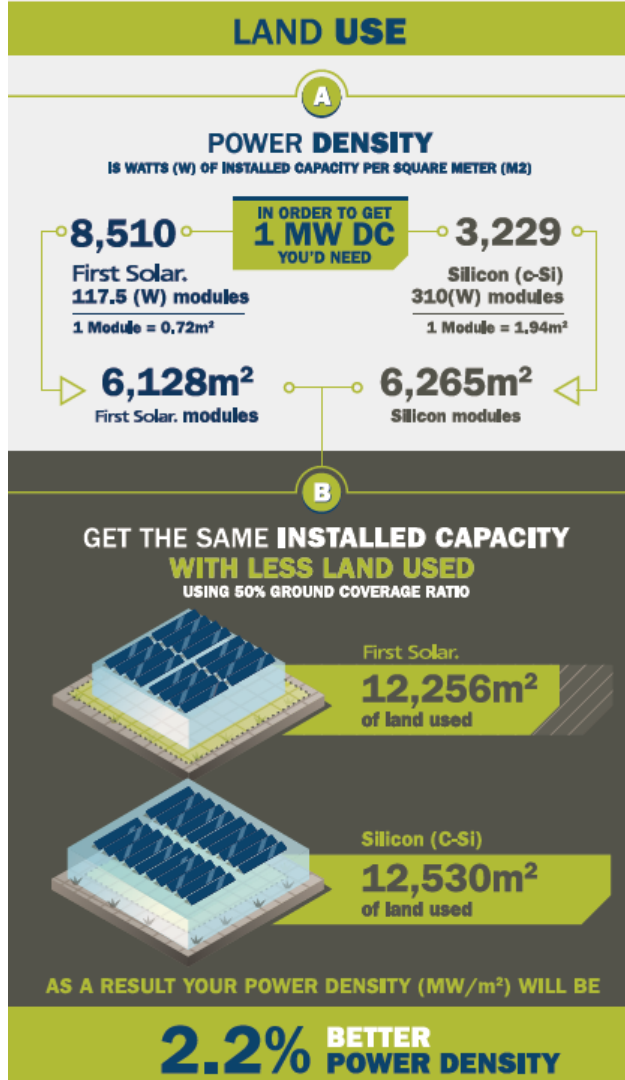
Founded in 1999 and publicly traded on Nasdaq (FSLR)

# First Solar



Record Thin Film Module Efficiency surpasses the best recorded multi-crystalline Si module

Up to 11.2%  
Energy Density  
Advantage  
relative to  
conventional C-Si  
modules



# Luz del Norte – La planta solar más grande de Sudamérica

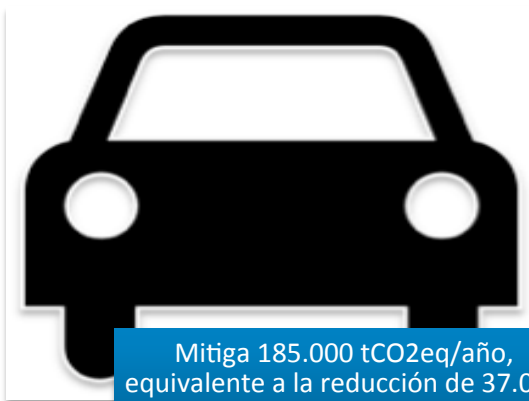
Capacidad	141 MWac
Generación	400 GWh-yr
Factor de planta	33 %
Sistema	SIC
Interconexión	Carrera Pinto, Barra 220kV
Tecnología	FS CdTe Thin Film Modules
Tracking	Seguimiento 1 solo eje
EPC y O&M	First Solar
Obtención de CUO	Diciembre 2013
Operación	Q1'2016
RCA obtenida	7 de Marzo 2014
Relacionamiento comunitario	Desde fines de 2012



# Luz del Norte: 141 MW de energía limpia para Atacama y beneficios sociales



Equivalente a consumo de 174.000 viviendas



Mitiga 185.000 tCO<sub>2</sub>eq/año, equivalente a la reducción de 37.000 autos



Un máximo de 550 empleos directos y 1.000.100 horas/hombre sin accidente



Pago de patentes municipales en Copiapó

# Creación de valor local



## **Acreditación competencias laborales para instaladores PV - Tarapacá**

- Donación de un sistema PV
- Curso para entrenadores
- Actualizados con Chile Valora y CIFES

## **Capacitación para el Liceo José Antonio Carvajal**

- Dos talleres realizados 2013 y 2014
- Donación de un sistema PV (1.7 KW).
- Continuamos programa en 2015 junto a CORFO

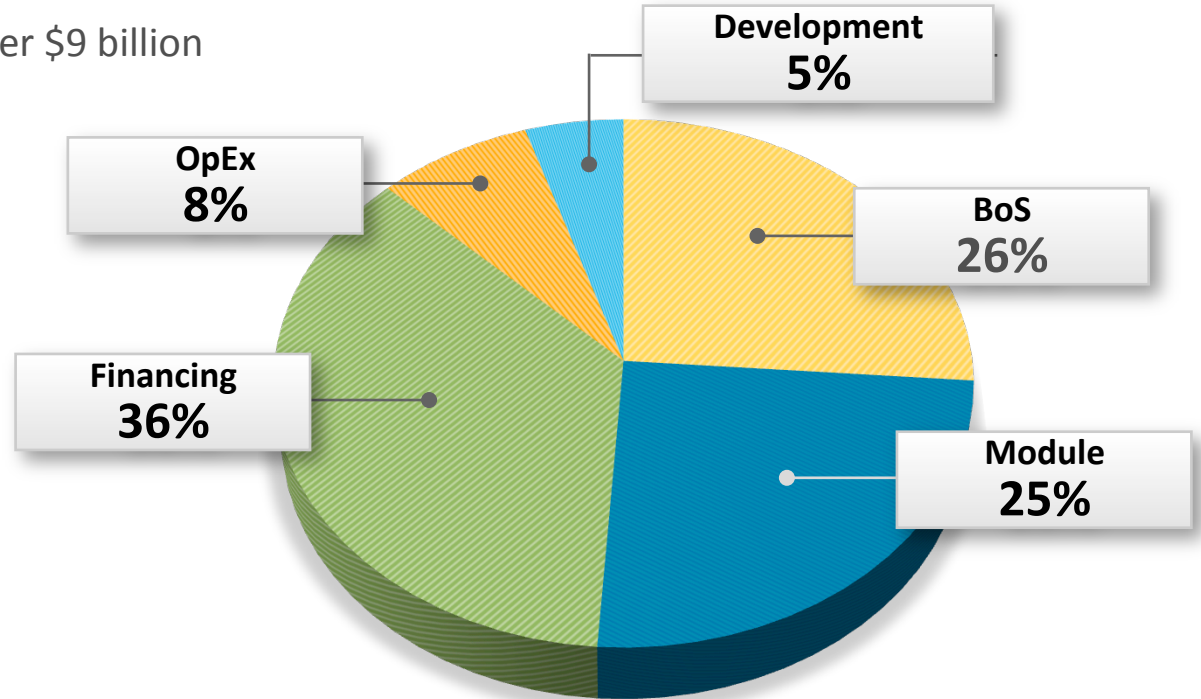
## **Donación de 200 módulos + estructuras para 2 pilotos con Universidad de Antofagasta**

## **Capacitación y certificación para elevar estándares de producción local:**

- Estructuras metálicas: Tubos de torques (junto a Bbosch)
- Integración del skid PCS

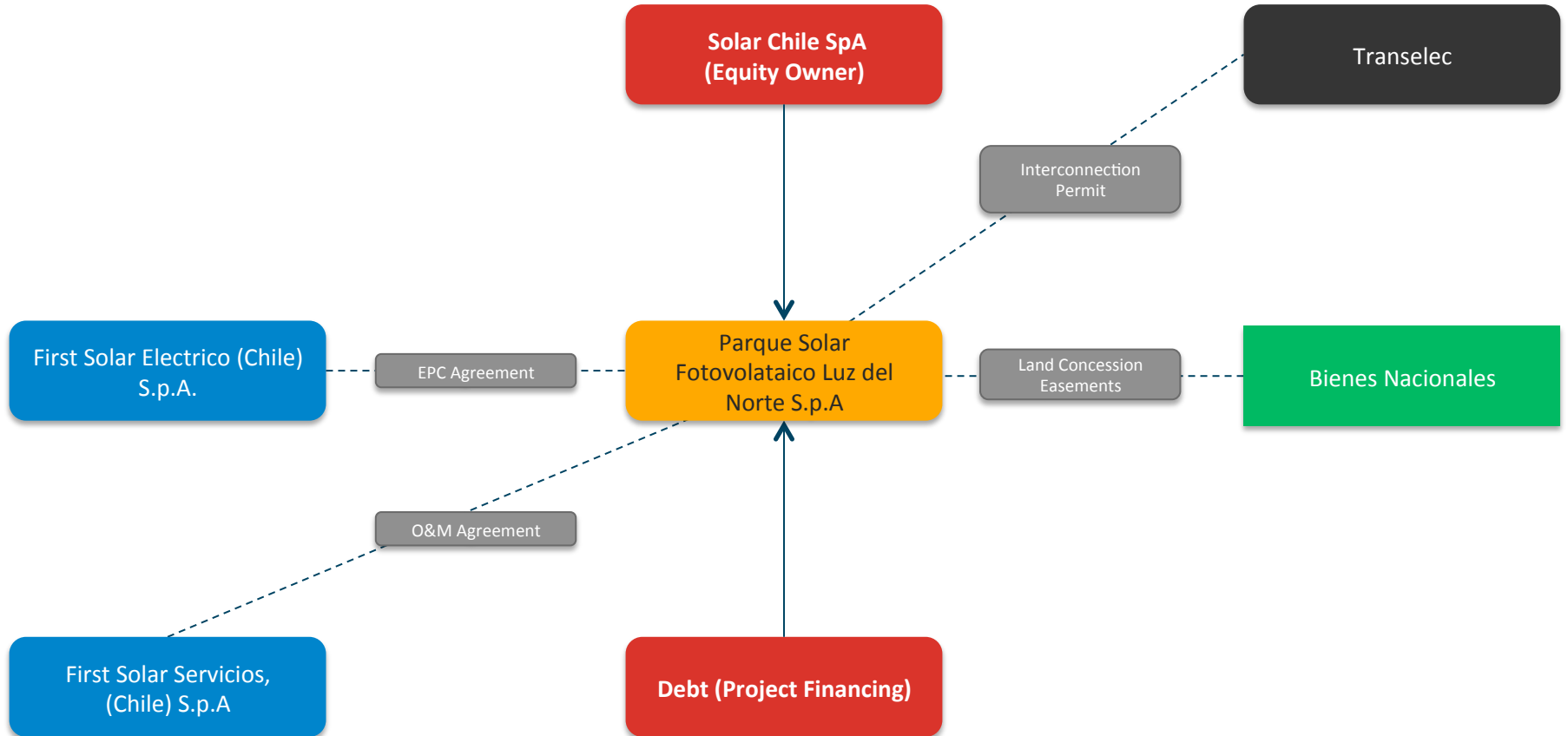
# Project finance is the single-largest contributor to the LCOE

- Significantly impacts total cost of ownership
- Provides low cost financing and access to capital markets
- Facilitated the financing for over \$9 billion of First Solar power plants
- Won multiple awards for innovative deal structures

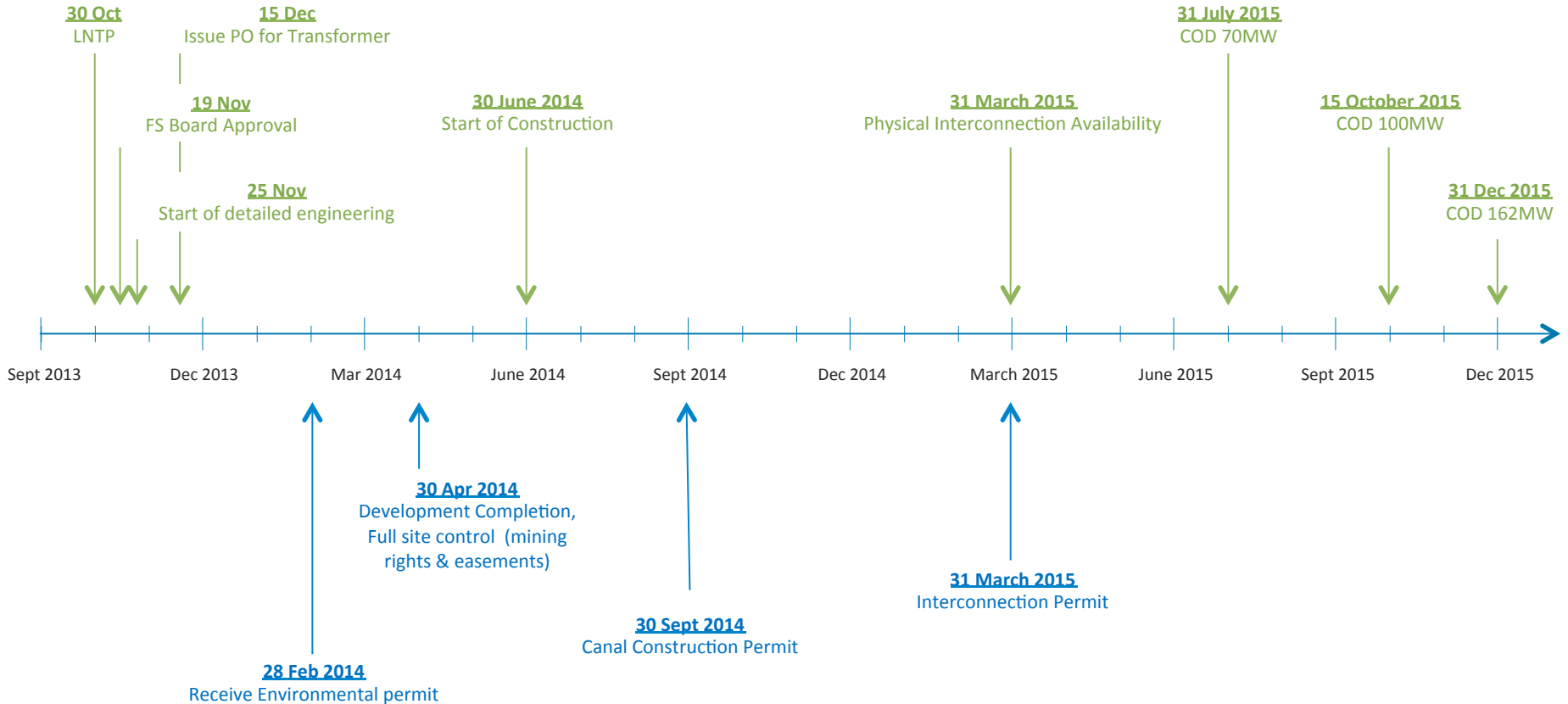




# Luz del Norte's Contractual Structure

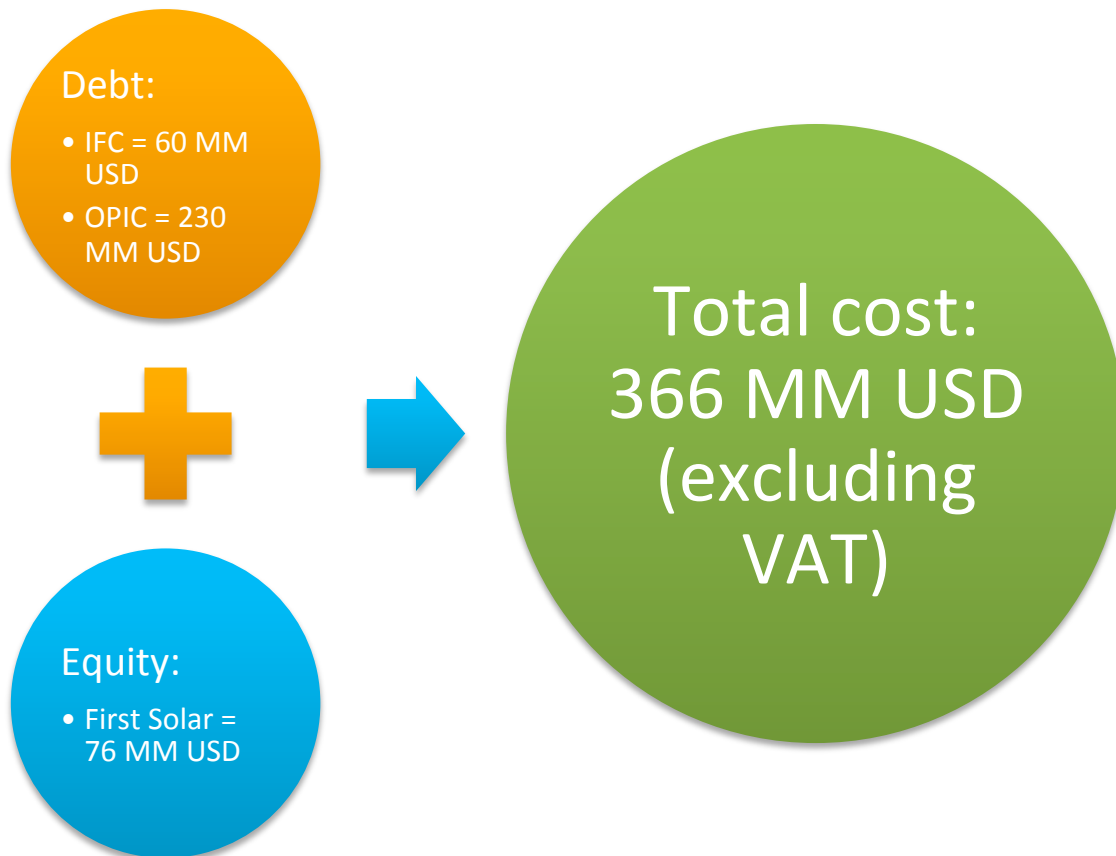


# Project Timeline – Development and Construction



# Financing structure

- Build a long-term relation with the funders.
- Compliance with IFC's performance standards
- Loan with local commercial bank for taxes
- Key Closing precedents: mining rights / permits / easements (property)
- Non-recourse project finance



# Lessons learned

- Multilateral are stepping away because they surpassed their goals - the market is developed from a financial perspective
- It is important to prove the bank that you have a good equity backup - experience and expertise who knows solar / EPC and O&M
- There is unparalleled use of First Solar modules in debt financed projects around the world, demonstrating First Solar's high integrity with financial institutions worldwide.
- Challenges to replicate this merchant model given the transmission congestions (decoupling and curtailment).
- LdN has allowed to prove our capabilities to develop, build and operate and asset at utility scale.