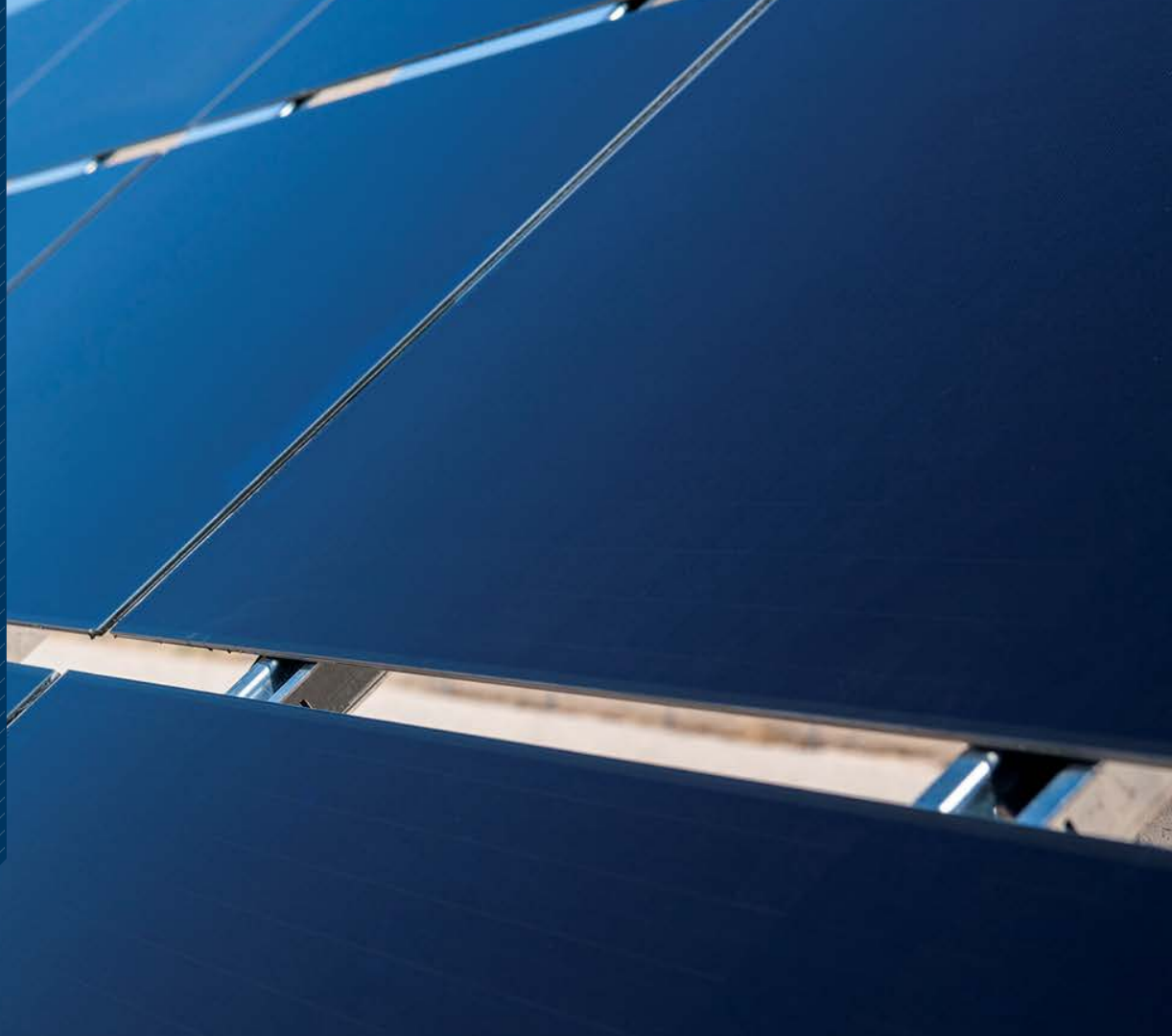


TRIBAL RENEWABLE ENERGY WORKSHOP SEPTEMBER 7, 2016

**Opportunities Created by
Recent Developments in Energy
Policy, Economics, and
Marketing**



FIRST SOLAR – ENABLING A WORLD POWERED BY CLEAN, AFFORDABLE SOLAR ELECTRICITY



Over 13.5GW sold worldwide and over 3.2GW contracted pipeline



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

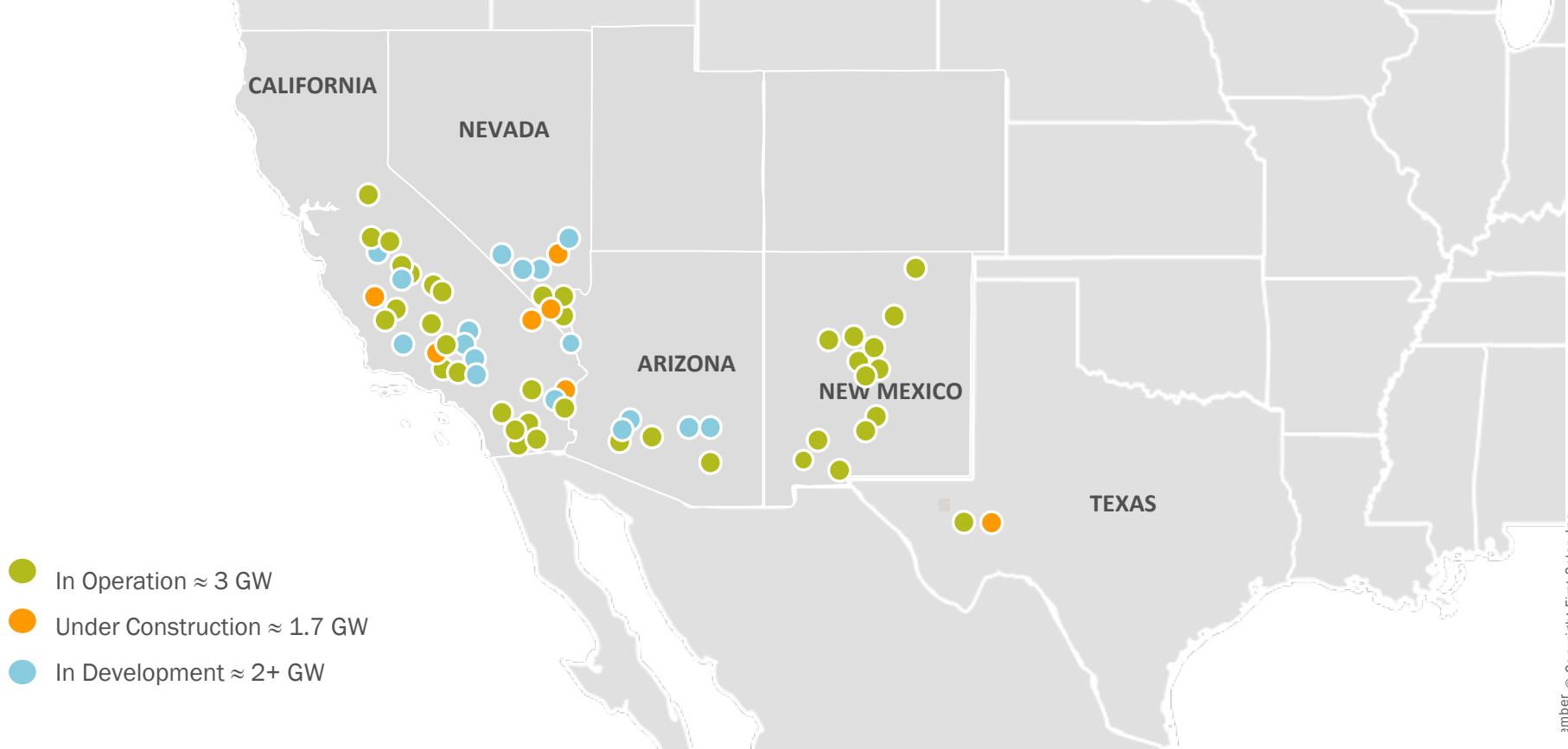


Strongest financial stability & bankability in the industry

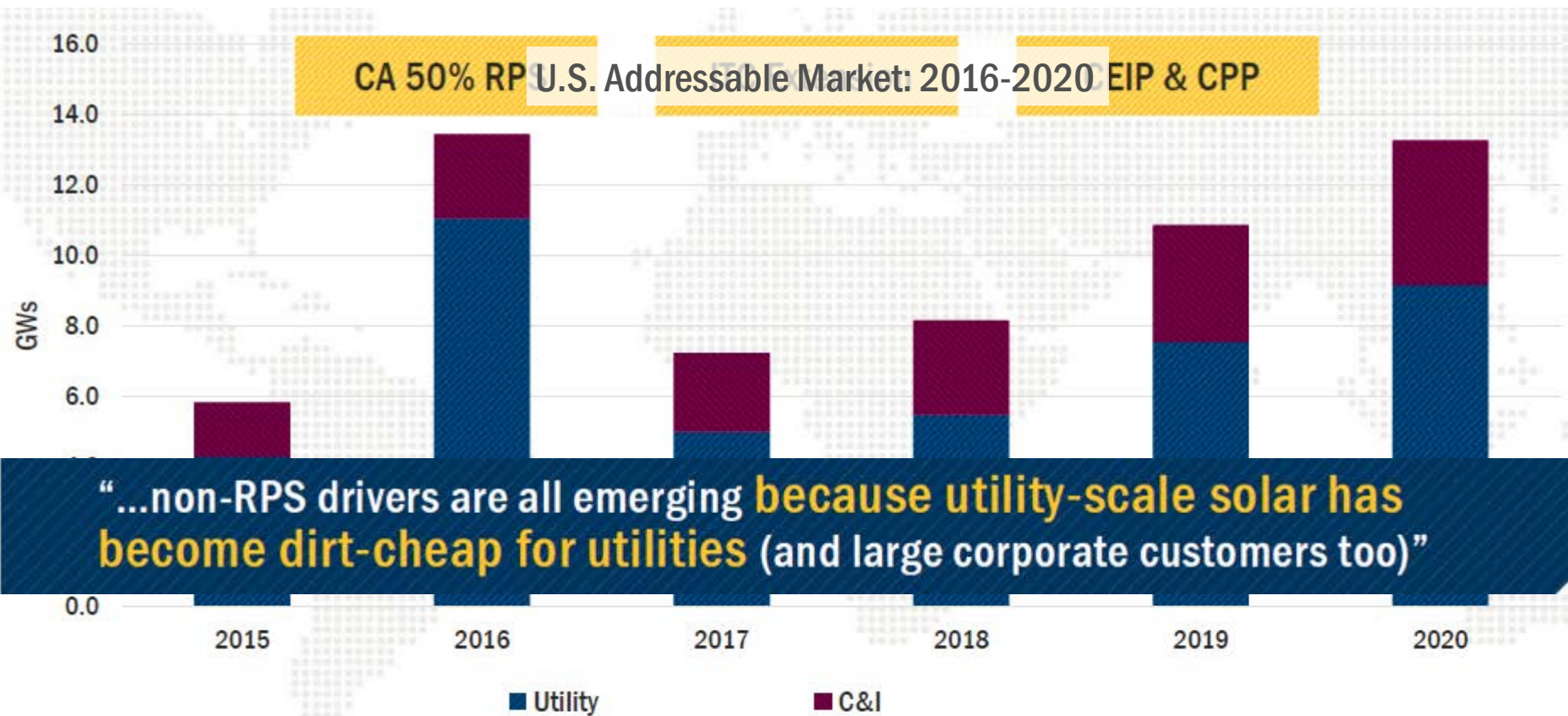


Founded in 1999 and publicly traded on Nasdaq (FSLR)

OVER 6 GW OF FIRST SOLAR TECHNOLOGY IN WESTERN U.S.



MANY DRIVERS OF CONTINUED DEMAND EMERGING – THE FUTURE IS BRIGHT



Demand Source: GTM Global Demand Model (Q1 2016)

LARGE SCALE PV IS DRIVING GROWTH – COSTS DECLINED 82% IN SIX YEARS

Unsubsidized Levelized Cost of New US Generation (\$/MWh)

ALTERNATIVE
ENERGY

Solar PV Rooftop...

\$184 ■ \$300

Solar PV Rooftop C&I

\$109 ■ \$193

Solar PV- Crystalline...

\$58 ■ \$70

Solar PV- Thin Film...

\$50 ■ \$60

Geothermal

\$82 ■ \$117

Wind

\$32 ■ \$77

Diesel Generator

\$212 ■ \$281

Gas Peaking

\$165 ■ \$218

Nuclear

\$97 ■ \$136

Coal

\$65 ■ \$150

Gas Combined Cycle

\$52 ■ \$78

\$0 \$100 \$200 \$300 \$400 \$500 \$600

CONVENTIONAL
ENERGY

INDUSTRY LEADER IN PARTNERING WITH TRIBES ON SOLAR DEVELOPMENT – 760 MW



100MW Snow Mountain Solar

100MW Aiya Solar

250MW Moapa Southern Paiute Solar

Las Vegas

310MW Fort Mojave Solar

- In Operation
- Under Construction
- In Development



First Solar®