

First Solar 2016 Guidance Call

December 9, 2015



Forward-Looking Statements

During the course of this presentation the Company will make projections and other statements that are forward-looking statements within the meaning of the federal securities laws. The forward-looking statements in this presentation are based on current information and expectations, are subject to uncertainties and changes in circumstances, and do not constitute guarantees of future performance. Those statements involve a number of factors that could cause actual results to differ materially from those statements, including the risks as described in the Company's most recent Annual Report on Form 10-K, Quarterly Report on Form 10-Q, and other filings with the Securities and Exchange Commission. Please review the information regarding forward-looking statements contained in the press release issued today. First Solar assumes no obligation to update any forward-looking information contained in this presentation or with respect to the announcements described herein.

Agenda

- Business & Operations Outlook
- 2016 Financials Outlook & Guidance
- Q&A



2016 Strategic Priorities

Operational Execution

- Maximize module production output to meet strong demand
- Systems project execution with >2GW_{ac} reaching COD in 2016
- Maintain cost and technology leadership

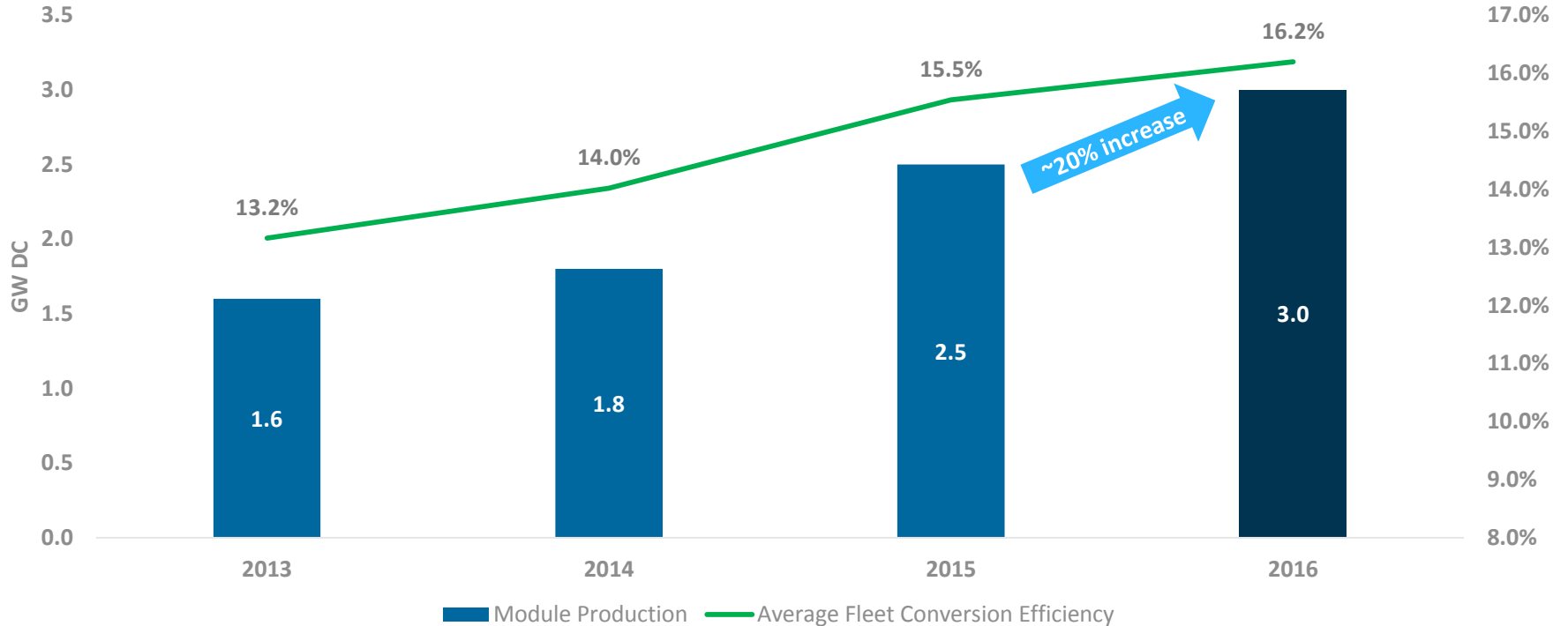
New Bookings

- Convert growing international opportunities into bookings
- Maintain strong U.S. market share position
- Achieve book to bill ratio of at least one-to-one

Financial Results

- Increase ending cash position to over \$2.6 billion
- Achieve earnings per share guidance mid-point of \$4.25
- Utilize financial strength to take advantage of opportunities that arise

2016 Module Production & Efficiency



2016 Systems Project CODs – Over 2GW_{ac}

Project/Location	MW AC	PPA Owner	Project Owner
Stateline, CA	300	SCE	Southern Co
Silver State South, NV	250	SCE	NextEra
McCoy, CA	250	SCE	NextEra
Astoria, CA	175	(1)	Recurrent
Imperial Energy Center West, CA	150	SDG&E	Tenaska
Taylor, GA	147	(2)	Southern Co
Butler, GA	103	Georgia Power	Southern Co
Shams Ma'an, Jordan	53	NEPCO	(1)
In Development with PPA Awarded, but Not Sold			
Moapa, NV	250	LADWP	Not Sold
California Flats, CA ³	130	Apple	Not Sold
East Pecos, TX	119	Austin Energy	Not Sold
Switch Station, NV ⁴	179	Nevada Power	Not Sold
Cuyama, CA	40	PG&E	Not Sold
Kingbird, CA	40	(5)	Not Sold

(1) Contracted but not specified

(2) PPA contracted partners include Cobb Electric Membership Corp, Flint Electric Membership Corp, and Sawnee Electric Membership Corp

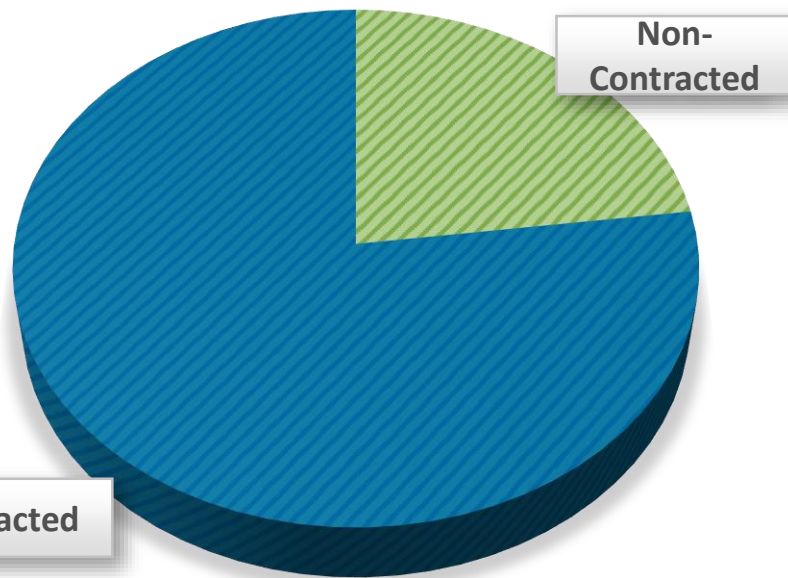
(3) California Flats total size is 280MWac. Apple 130MWac & PG&E 150MWac. Remaining project COD is 2018

(4) Previously named Playa Solar in 10-Q filings. 100MWac PPA signed in June 2015. Additional 79MWac PPA signed in November 2015

(5) Southern California Public Power Authority (SCPPA) 20MWac and City of Pasadena 20 MWac

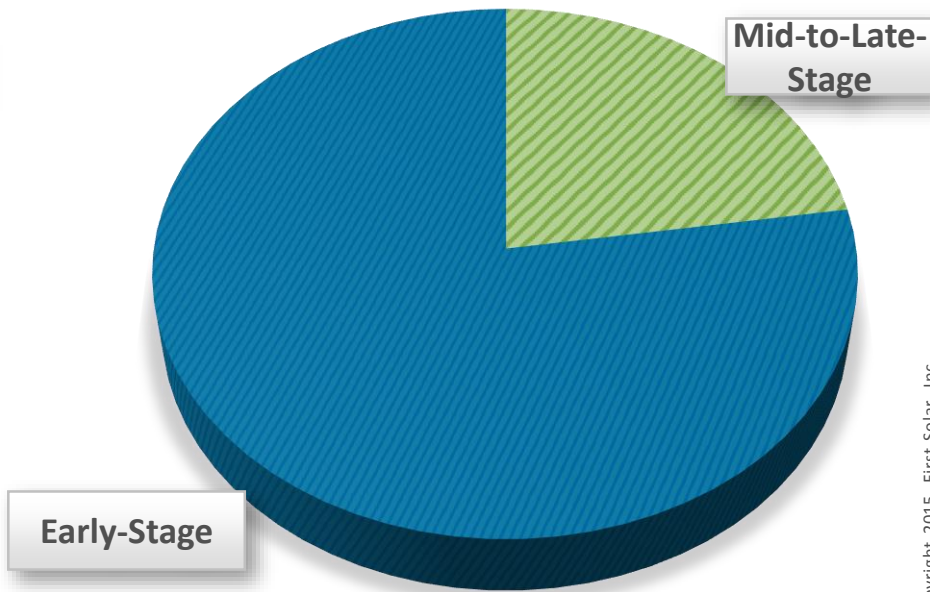
2016 Bookings & Contracted Volume

2016 Module Supply Contracted vs Non-Contracted



>75% of supply contracted

Bookings Opportunities As of Oct 29, 2015



17.4 GW DC



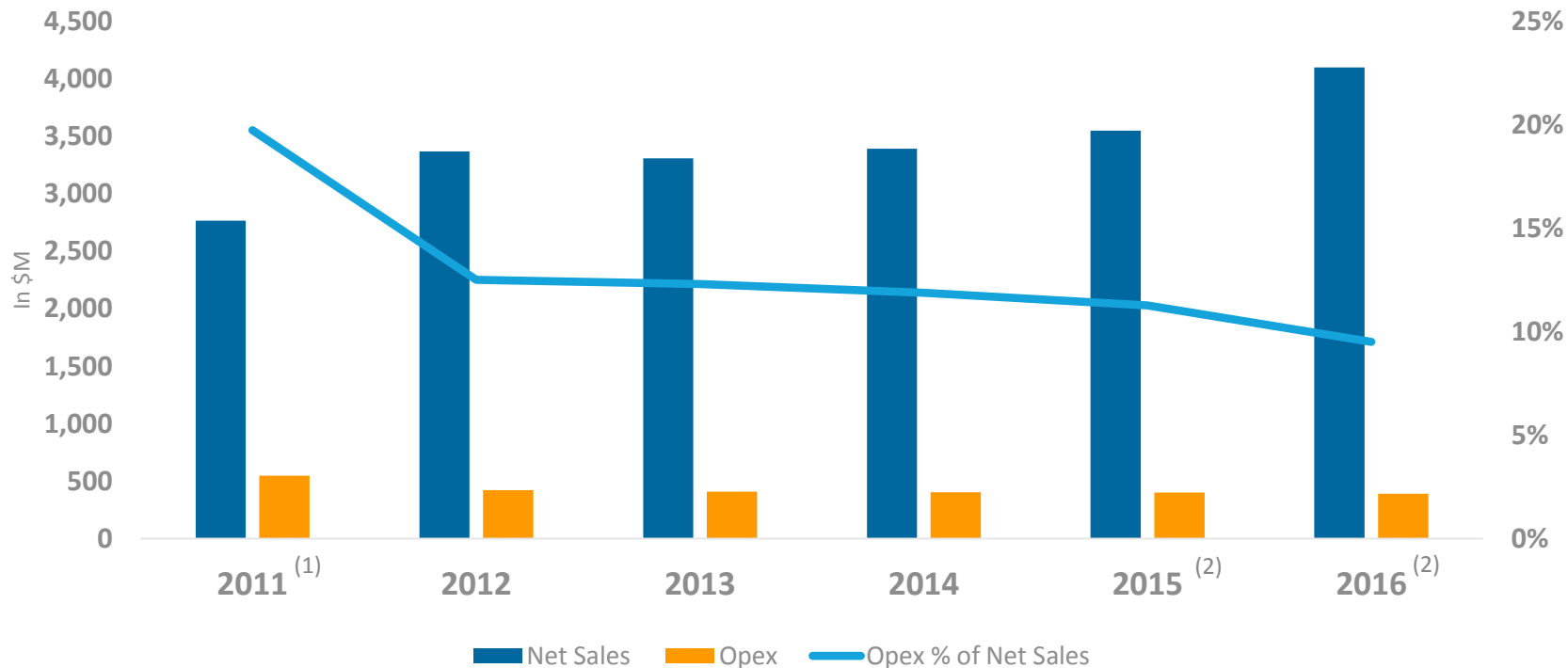
2016 Guidance Financials

Mark Widmar, Chief Financial Officer

Guidance Assumptions as of December 9, 2015

Assumptions		
Production	~3 GW _{dc}	<ul style="list-style-type: none">Running plants at average of ~96% utilization
Module Efficiency	16.3% >17%	<ul style="list-style-type: none">2016 full year fleet averageLead line efficiency exit
Volume (Shipped)	2.4 GW _{dc} 0.5 to 0.6 GW _{dc}	<ul style="list-style-type: none">Systems segment shipmentsModule only shipments
Net Sales / Operating Profit	40% in H1 2016 60% in H2 2016	<ul style="list-style-type: none">Expected distribution of net sales & operating profit

Operating Expenses (including plant start-up)



(1) 2011 operating expenses exclude \$40.3 million of power loss compensation payments made to certain customers

(2) 2015 & 2016 based on guidance mid-point

2016 Guidance as of December 9, 2015

2016 Guidance	Low		High
Net Sales	\$3.9B	↔	\$4.1B
Gross Margin (%)	16%	↔	18%
Operating Expenses	\$380M	↔	\$400M
Operating Income	\$260M	↔	\$330M
Effective Tax rate	16%	↔	18%
Earnings Per Share ¹	\$4.00	↔	\$4.50
Net Cash Balance ²	\$2.0B	↔	\$2.3B
Operating Cash Flow ³	\$500M	↔	\$700M
Capital Expenditures	\$300M	↔	\$400M
Shipments	2.9GW	↔	3.0GW

1 – Includes a gain of approximately \$200 million from the expected sale of an equity method investment and share of 8point3 earnings

2 – Cash and marketable securities less expected debt at the end of 2016

3 – Does not include approximately \$450 million from the expected sale of an equity method investment treated as an investing cash flow



Q&A

