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# Agenda

REC Silicon Q3 Financial Results	T. Torvund, CEO
Financial Review	J.A. May II, CFO
Market Outlook	T. Torvund
U.S. / China Trade Dispute Update	T. Torvund
Near Term Strategy	T. Torvund
Yulin JV Update	T. Torvund
Guidance	T. Torvund
Q & A	

## REC Silicon ASA Third Quarter 2016 Highlights

Revenues: \$50.9M

EBITDA: (\$ 7.9M) Loss

#### **Solar Grade Polysilicon Market Disruption**

- Due Primarily to Expiration of 2015 Feed in Tariffs (FiT) in China
- Demand Expected to Stabilize in Q4 2016

#### Maximize Efficiency at Lower Utilization in Moses Lake

- Additional Cost Cutting Initiatives
- Will Return to Full Utilization When Trade Dispute Resolved or Market Conditions Dictate

#### FBR Cash Cost of \$9.9/kg

- Includes \$0.9/kg Favorable Adjustments
- Demonstrates Low Cost Advantage of FBR

#### September 30, 2016 Cash Balance of \$86.8M

- Anticipate Decline in Cash During Q4 2016 to Meet Working Capital Requirements
- Expect to Remain Near Cash Neutral for 2017

## REC Silicon ASA Q3 2016 Key Metrics

Polysilicon Sales Volume **	
Total	1,775MT
Inventory Increase	2,132MT

FBR Production	
Actual	3,354MT
Guidance*	3,830MT
Deviation	-12.4%

FBR Cash Cost	
Actual	\$ 9.9/kg
Guidance*	\$12.0/kg
Deviation	-17.5%

Total Polysilicon Production	
Actual	3,903MT
Guidance*	4,490MT
Deviation	-13.1%

Semiconductor Production	
Actual	231MT
Guidance*	250MT
Deviation	-7.4%

Silicon Gases Sales Vol.		
Actual	772MT	
Guidance*	800MT	
Deviation	-3.5%	

<sup>\*</sup>Guidance presented July 21, 2016

<sup>\*\*</sup> Excludes Fines and Powders



REVIEW

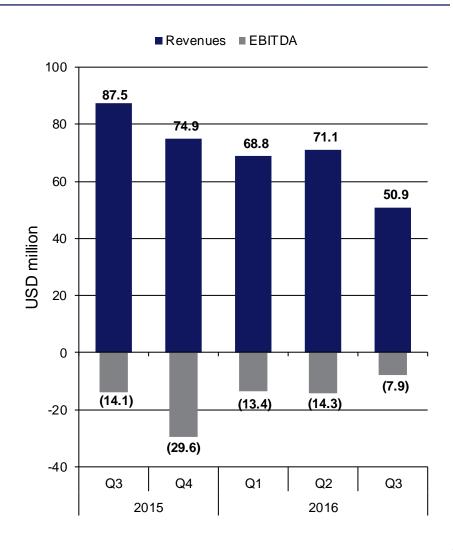
## Q3 2016 Key Financial Results

#### Revenues - \$50.9M

- > 28.4% Decrease from Q2 2016
- Decreased Polysilicon Sales Volumes (Excluding Fines & Powders)
  - (51.2%) Sales Volume Decrease from Q2 2016
  - 1.4% Solar Grade Price Increase from Q2 2016
- Silicon Gas Sales Volumes 772MT
  - 26.6% Sales Volume Increase from Q2 2016
  - Silane Price Decrease of (1.4%) From Q2 2016

### EBITDA – Loss of (\$7.9M)

- > Includes:
  - Cost Efficiency due to Higher Production Volumes
  - \$4.7M Favorable Adjustments Related to Changes in Accrual Estimates
  - (\$1.4M) Loss due to Hot Oil Heater Fire in Other Income (\$3.8M Insurance Proceeds Accrual)



#### Q3 2016 Cash Flows

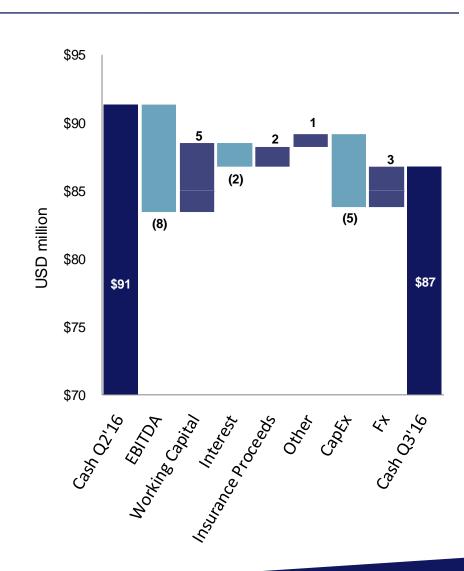
# Cash Outflows From Operating Activities (\$2.3M)

- > EBITDA Loss of (\$7.9M)
- Working Capital Decrease \$5.1M
  - Increased Inventories (\$15.3M)
  - Decreased Accounts Receivable \$9.8M
  - Increased Accounts Payable \$10.6M
- Interest payments (\$1.8M)

# Cash Outflows From Investing Activities – CapEx (\$5.3M)

Hot Oil Heater Repairs

## Currency Gain of \$3.0M



## Debt Coverage at September 30, 2016

### Nominal Debt - \$191M

- Increased by \$3.2M in Q3'16
  - Due to Changes in Exchange Rates

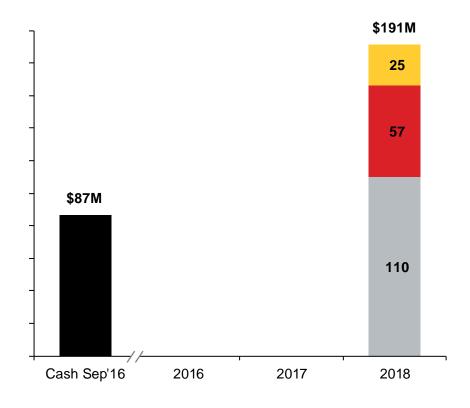
### Nominal Net Debt - \$105M

- Increased by \$7.7M in Q3'16
  - Decrease in Cash of \$4.6M
  - Increase in Nominal Debt of \$3.2M

## **Indemnity Loan**

- Callable Beginning in February 2016
- Has not Been Called
- Not Expected to be Called Before 2018

#### **USD** million Indemnification Loan (NOK) ■ 2018 NOK Bond (May 2018) ■ 2018 USD Convertible Bond (Aug 2018)



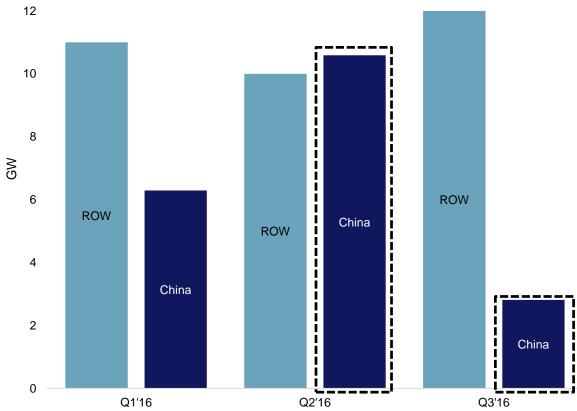


#### Global Demand Stable While China Fluctuated

14

- Strong H1 2016 Installations in China
  - ~17 GW
- 2015 FiT Expired July 1,
   2016 Resulting in Record
   Q2 2016 Followed by
   Sharp Decline in Q3 2016
- Dramatic Installation
   Reduction in Q3 2016 in
   China, ROW Not Affected
- Swift Action Along Value
   Chain to Avoid Inventory
   Build

China Installations Compared to ROW

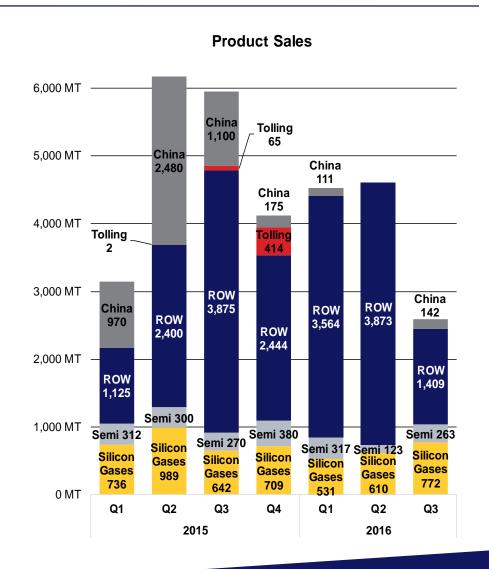


Results based on IHS Markit Technology PV Demand Market Tracker, October 2016. Results are not an endorsement of REC Silicon. Any reliance on these results is at the third party's own risk. Visit www.technology.ihs.com for more details.



## Q3 Market Disruption Resulted in Limited Sales Opportunities

- Decline in PV Demand in China Impacted Entire Value Chain
- Wafer Producers Outside China Impacted Immediately
- Wafer Producers Curtailed Capacity Rapidly to Prevent Excessive Inventory Build

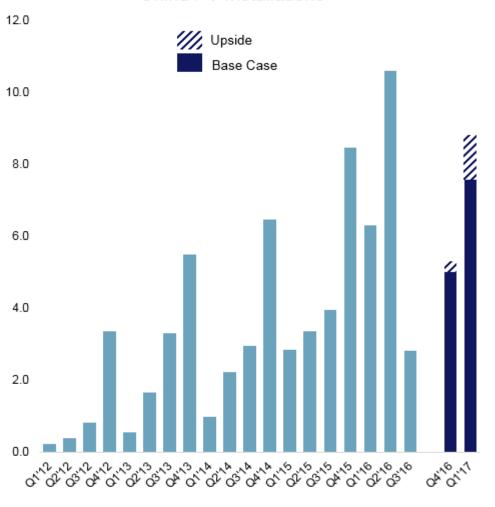


## Demand Recovery in China Depends on FiT Decisions

#### Current Draft 2016 FiT Policy:

- Applicable to Projects Approved in 2016 and Installed by September 30, 2017 (Deadline Extended Compared to 2016)
- Demand Expected to Recover in H1 2017
- Uncertainty for H2 2017 Still Remains

	Ground project 2015 RMB/KWH (Approved: 2015; Expiration: July 2016)	Ground project 2016 RMB/KWH (Approved: 2016; Expiration: September 2017)	Ground project 2017 RMB/KWH (Approved: 2017)
Region-	0.90	0.80	0.55
Region- II	0.95	0.88	0.65
Region- III	1.00	0.98	0.75

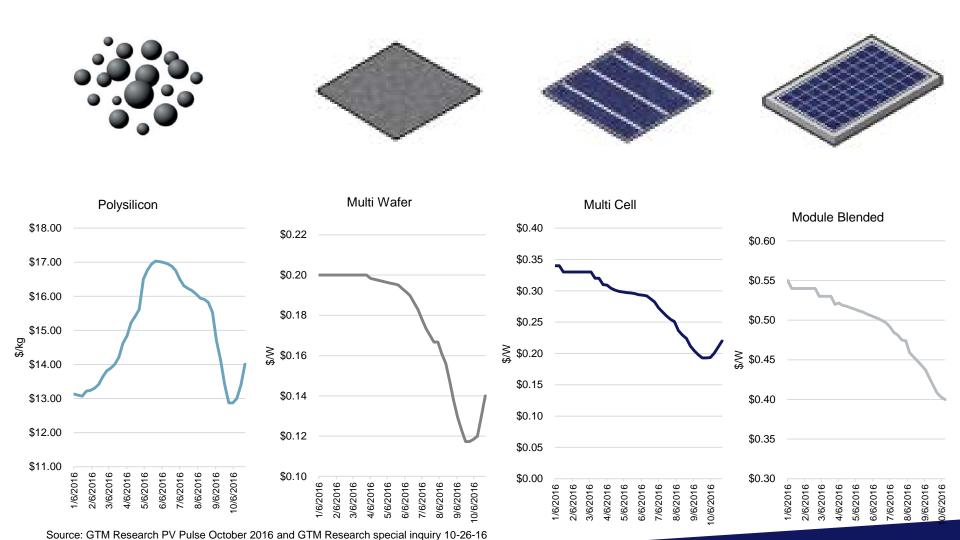


China PV Installations

As of 26<sup>th</sup> October, the FiT policy amendment for China is yet to be finalized and the details have the potential to change, including current discussions around an extension of the proposed grace period. Until the FiT policy is finalized, the demand forecast for China remains uncertain

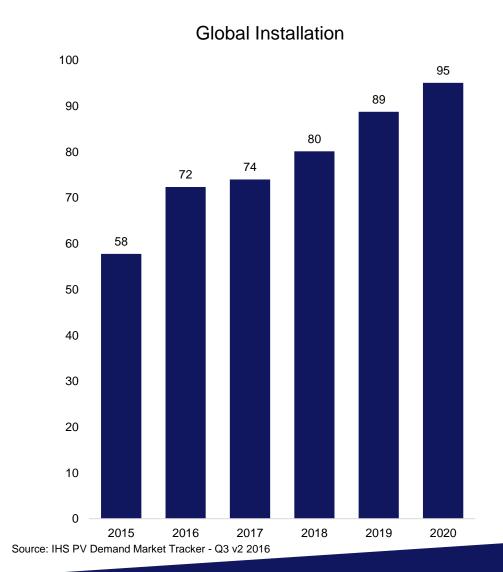
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## Recent Recovery Trend in the Solar Industry Value Chain



## Long Term Growth Expected Despite Limited Growth in 2017

- China and US Will Continue to Lead Globally
- High Growth in India
- Japan Will Remain Strong
- New Markets Picking Up



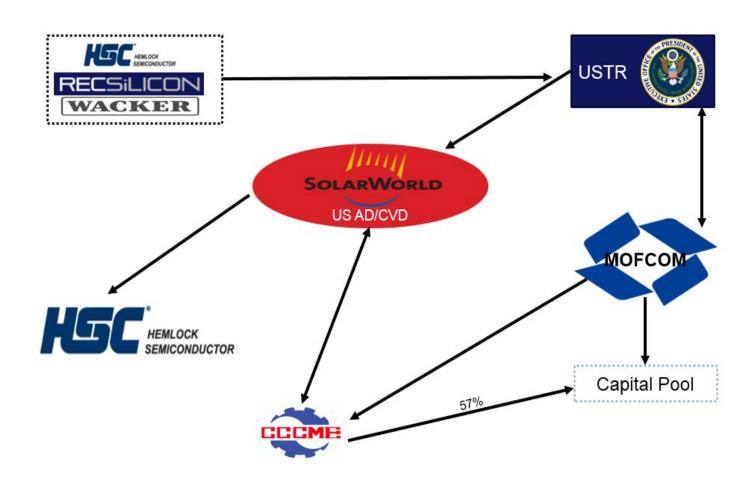
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## U.S. / China Trade Update

- Pressure on Both US and China Due to the Impending Change in the US Administration
- **US** and China Governments Continue to Work on Resolution Options and **Proposals**





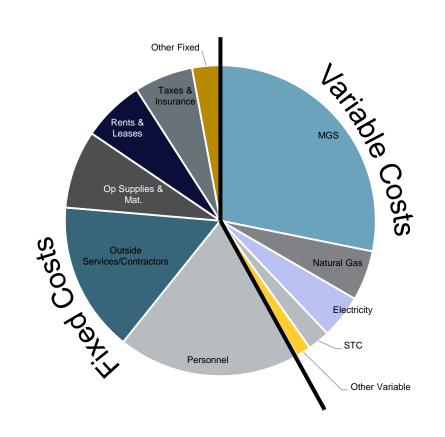
## Remain Cash Cost Competitive at Half Rates in Moses Lake

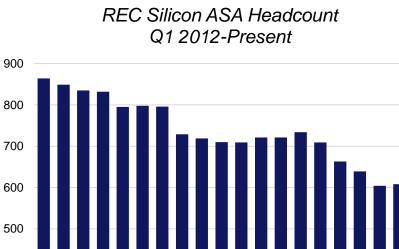
- Cash Cost
   Advantage Has
   Historically Been
   Tied to Operating
   At Full Rates
- Cost Reduction
   Plans will be
   Implemented to be
   Cost Competitive
   At Half Rates

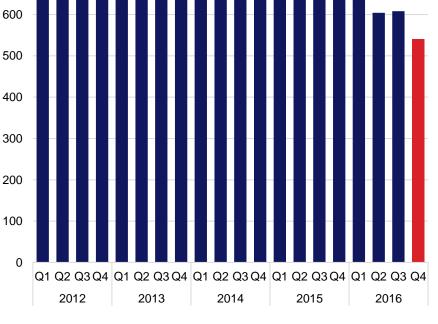


<sup>\*</sup>Removes Accrual Adjustments

#### Fixed Cost Reductions to Maintain Low Cash Cost







Source: REC Internal Data based on 2014 costs



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## Yulin JV – On Track for H2 2017 Start-up



#### Yulin Plant Production Capacity:

- 19,000MT Granular Polysilicon
  - FBR-B: Next Generation Technology
- 300MT Siemens Polysilicon
  - Semiconductor Grade
- 500MT Silane Gas Loading





#### Yulin JV – Current Status



#### > Project Status:

- Zero Project Safety Incidents Reported
- **Detailed Design Engineering: Complete**
- Procurement: 95% Complete
- Structural Steel Installation: 60% Complete
- 20% Equipment Arrived to Site
- Pipe Fabrication Underway

#### Training Ongoing at Moses Lake and Butte

 50 JV Employees from China Continue Training by **REC Experienced Personnel** 

#### Capital Contributions

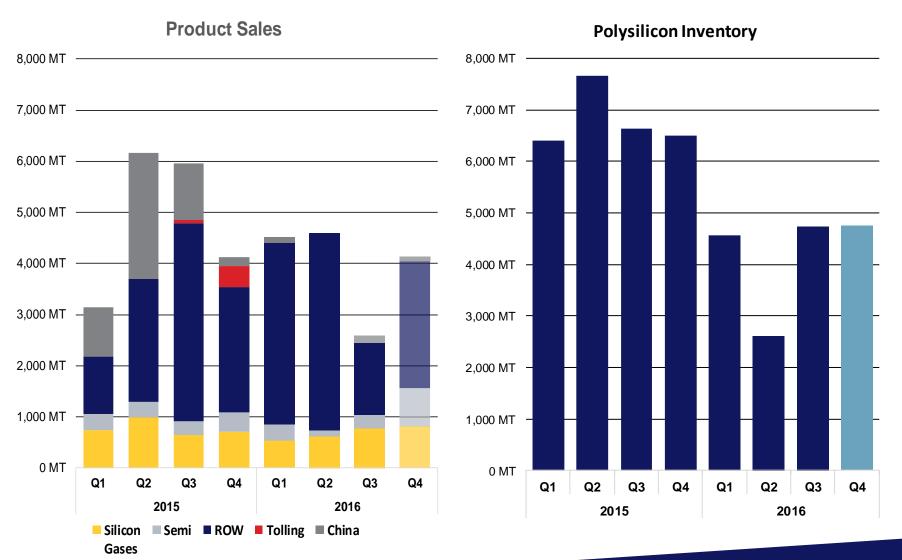
- 2016 \$15 Million Contribution Already Deferred
- Negotiations Underway to Defer Remaining Contributions Until After 2018
- Agreements Permit Company to Forego Making Remaining Contribution if Unable to Pay







# Q3 2016 Results in Inventory Growth, Q4 2016 Expected to Be in Balance



## Updated Q4 and 2016 CapEx Guidance

FBR Production	
Q4	2,260MT
Q4*	4,710MT

FBR Cash Cost	
Q4	\$12.4/kg
Q4*	\$10.1/kg

Total Polys	ilicon Production
Q4	3,280MT
Q4*	5,520MT

Semiconductor Production	
Q4	680MT
Q4*	260MT

Silicon Gas Sales	
Q4	800MT
Q4*	900MT

СарЕх	
Maintenance	\$11M
Expansion	\$ 2M
2016 Total	\$13M

<sup>\*</sup>Guidance given on July 21, 2016

## REC Silicon Summary & Outlook

- September 30, 2016 Cash Balance of \$86.8M, Maintaining Sufficient Liquidity
- PV Demand Recovery Expected in Coming Quarters, Dependent Upon FiT Decisions in China
- Actions to Retain Cost Advantage:
  - Capacity Curtailment Until Trade War Resolved or Market Conditions Outside China Support Full Rates
  - Headcount Reduction of Approximately 70 Employees
  - Focus on Reduced Costs
- Target Cash Cost in The Range of \$11/kg at Reduced Utilization
- Negotiations Ongoing Towards Resolution of Trade Dispute, Uncertainty Remains
  - Continuously Seeking New Markets and Cooperation Outside China to Counter the Impact of the Trade War
- Yulin JV on Track for Start-up H2 2017



February 16, 2017