

# GET Presentation



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# *Introduction*



# Overview

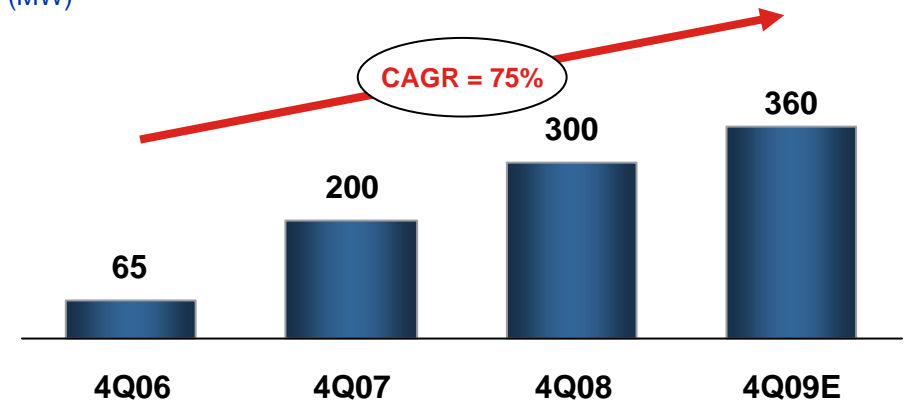
GET is the largest multicrystalline solar wafer manufacturer in Taiwan.

## Overview

- Products include solar wafers, ingots, bricks and thin film modules
- R&D focused with high quality products and low cost
- Greater China manufacturing base
- Strong support and cross-sell opportunities from Tatung Group
- Blue-chip customers globally

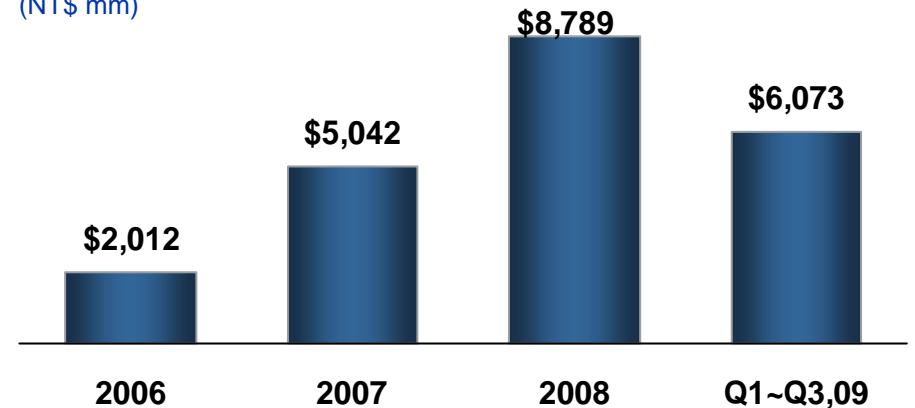
## Proven Capacity Ramp Up

(MW)



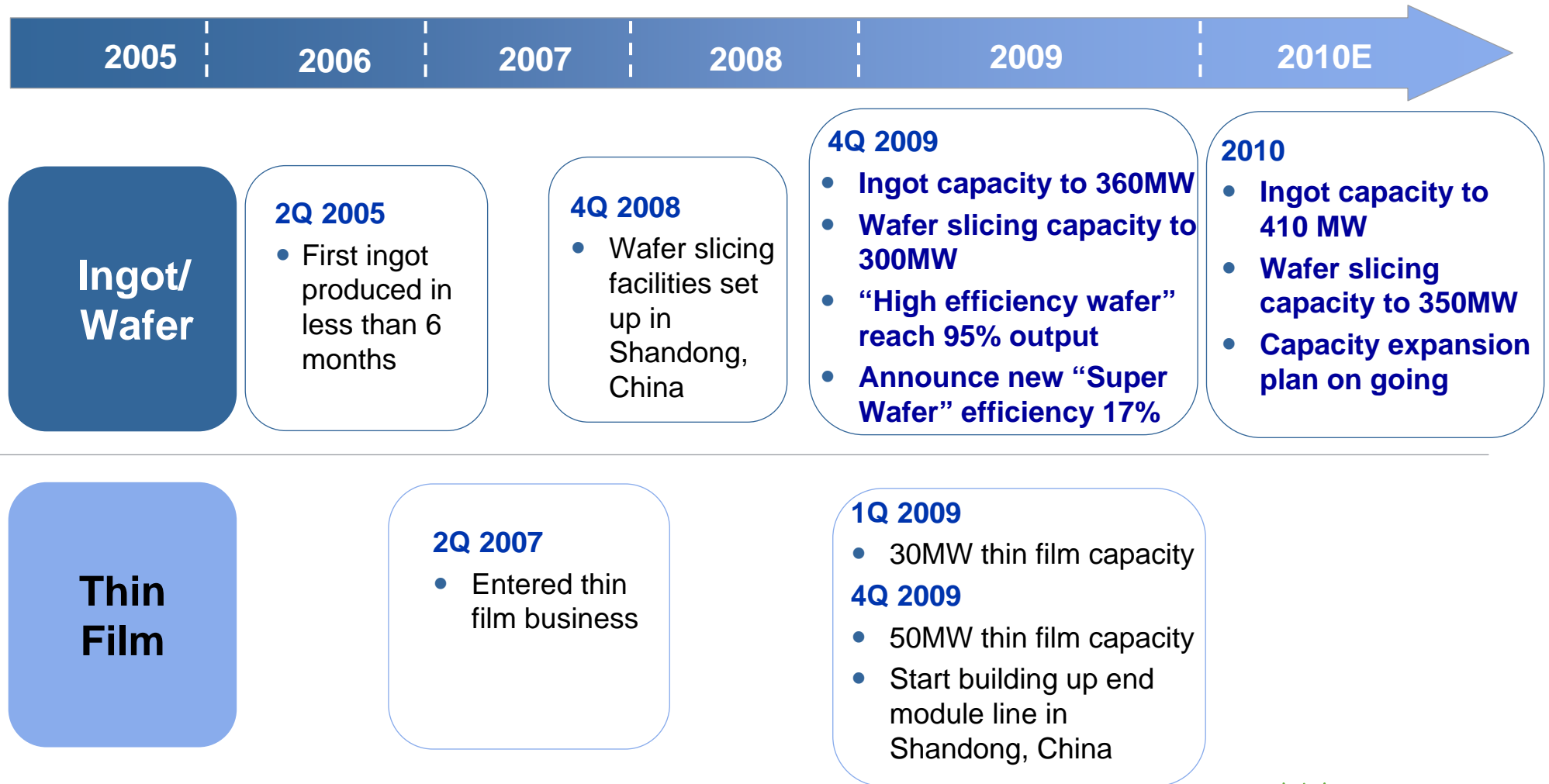
## Revenue Growth

(NT\$ mm)



# Our Development and Key Milestones

Since 2004, we have rapidly expanded our business in ingot/wafer and thin film.



# *Key Strengths*



# Key Strengths Highlights

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**1**

**Well Positioned in the Solar Value Chain**

**2**

**Proprietary Technology Leading to Cost Advantages**

**3**

**Unique Position to Capture Growth in Thin Film Market**

**4**

**Strong Support from Tatung Group**

**5**

**Strong Customer & Supplier Relationships**

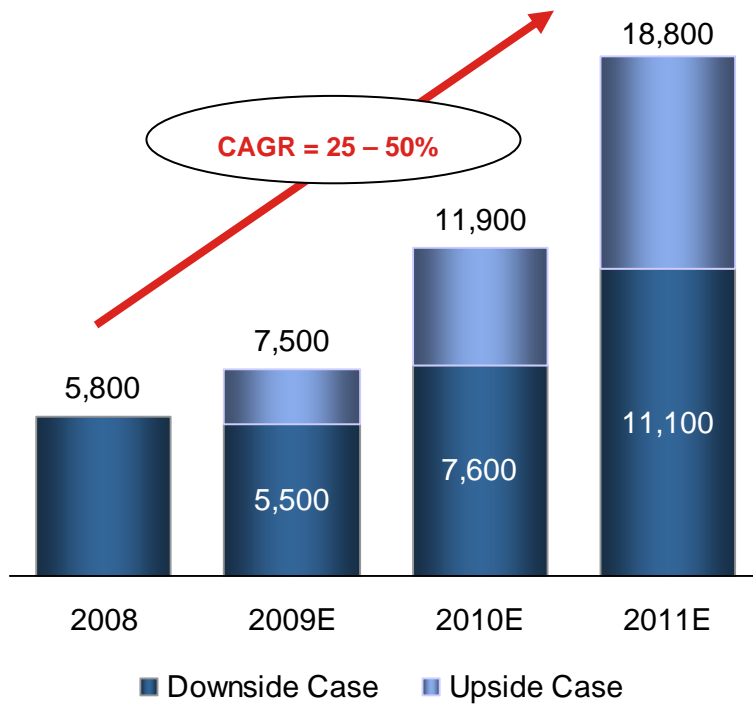
# 1

## Well Positioned in the Solar Value Chain

Solar energy has high growth potential. GET is in attractive segments.

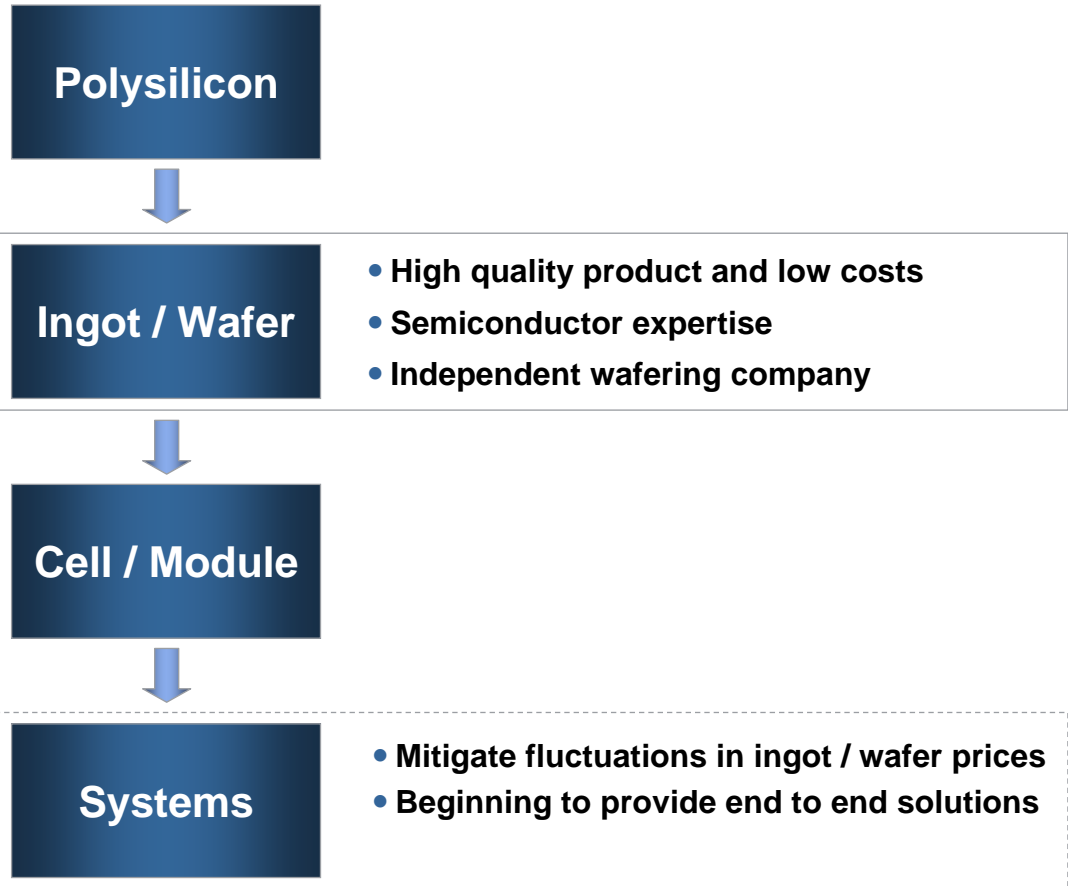
### Solar Energy's High Growth Potential

Global Solar Demand  
(MW)



Source: New Energy Finance.

### Well Positioned in Solar Value Chain



## 2 Proprietary Technology Leading to Cost Advantages

Our R&D efforts enable us to lower cost and deliver high quality products.

← High yield rates and superior quality control →

### Polysilicon Sourcing & Feedstock Recycling

#### GET Advantage

- Technology to use cheaper materials to produce high quality ingots



Ingot Tops/Tails    Scrap Wafers

### Ingot Manufacturing

#### GET Advantage

- Increasing capacity from 200MW to 360MW<sup>(1)</sup> without additional furnaces
- Advanced crystal growing process
- Optimal polySi blending recipes



Ingots

### Wafer Slicing

#### GET Advantage

- Leading conversion efficiency
  - High efficiency Wafer 16.2%~16.4%
  - Super Wafer 17%
- High yield rate
- High wire saw slurry recycling rate



Wafers

# 3 Unique Position to Capture Growth in Thin Film Market

China has announced a series of pro-solar policies.  
GET has a unique advantage in thin film to capture this opportunity.

## Thin Film Benefits from Tatung Relationship



**CPT**

- Faster production line set up
- R&D and engineering know-how
- Strengthened supplier relationships



- Power plant & engineering procurement and construction (“EPC”) experience
- Expertise in setting up integrated power systems



**Shan Chih Asset Development**

- BIPV and real estate collaboration

## Speedy Ramp Up of Thin Film Line

- 50MW capacity
  - UL qualified
  - See-through module production (full size)
  - Strengthened partnership with CPT
- 
- 30MW capacity
  - TÜV qualified
  - See-through module production (quarter-size)
- 
- Test volume production began
- 
- Thin film expansion kickoff



# 3 Unique Position to Capture Growth in Thin Film Market

GET's thin film modules enable the Company to capitalize on the potential BIPV and utility scale market.

## GET's See Through Thin Film Modules



## BIPV and Utility Scale Applications



# 4 Strong Support from Tatung Group

GET benefits from significant synergies from being a part of the Tatung Group.



**TATUNG**

Energy Systems & Solutions  
Business Unit

Power Plant &  
EPC



R&D and Talent



GREEN ENERGY  
TECHNOLOGY

Manufacturing  
Ingots / Wafers



San Chih Semiconductors

Thin Film

BIPV  
Applications



Chunghwa Picture Tubes



Shan Chih Asset  
Development



GREEN ENERGY  
TECHNOLOGY

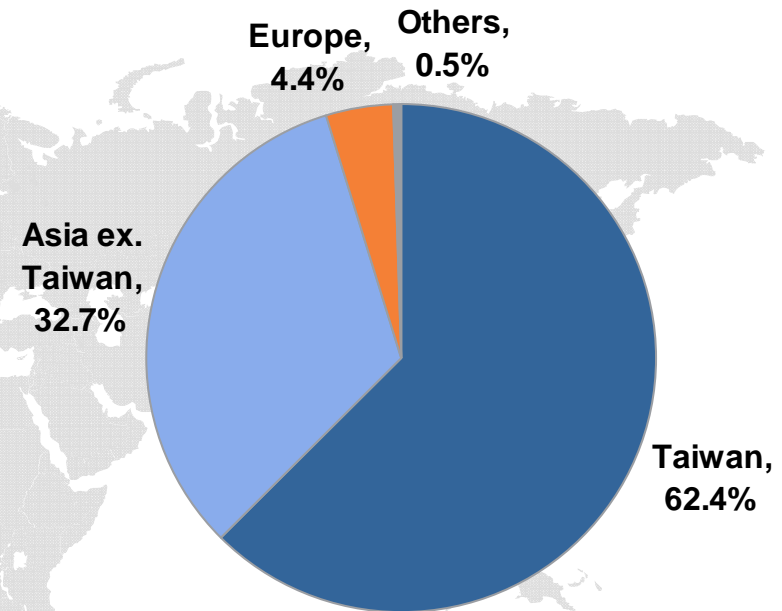
## 5 Strong Customer Relationships

With high quality and low cost, GET has built a customer base of global blue chip solar cell and module manufacturers.

### Customers Come to Us for Quality

- ✓ “GET is experienced in manufacturing and knows how to optimize its production”- Europe
- ✓ “Products are higher quality than those from Mainland Chinese suppliers”- Taiwan
- ✓ “GET provides the best quality products - high efficiency, timely shipment, low breakage” – Asia ex Taiwan
- ✓ "GET is one of the best wafer suppliers to our company especially on quality and efficiency“- Taiwan

### Revenues by Region for 1H09



## 5 Strong Supplier Relationships

We have strong relationships with leading suppliers and our raw materials are sourced at very competitive prices.

### Customized Manufacturing Equipment

- Leading equipment suppliers
- In-house ability to optimize equipment to reduce costs

### Diversified and Stable Polysilicon Feedstock

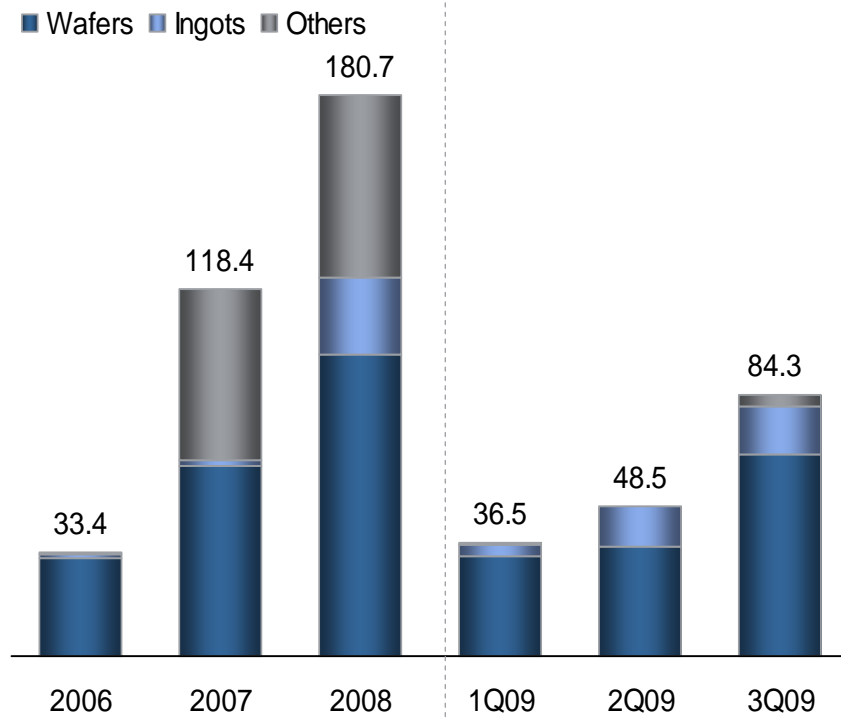
- Strong relationships with tier 1 polysilicon suppliers leading to favorable pricing
- Variety of polysilicon sources diversifies supplier base

# *Financials*

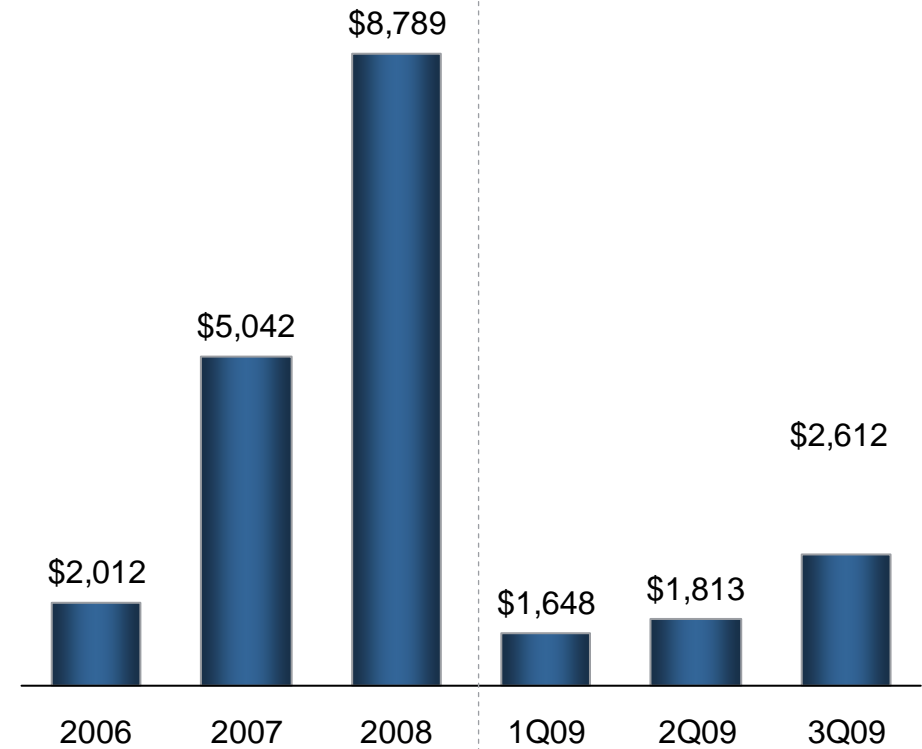


# Shipment and Revenue

## Solar Products Shipment (MW)

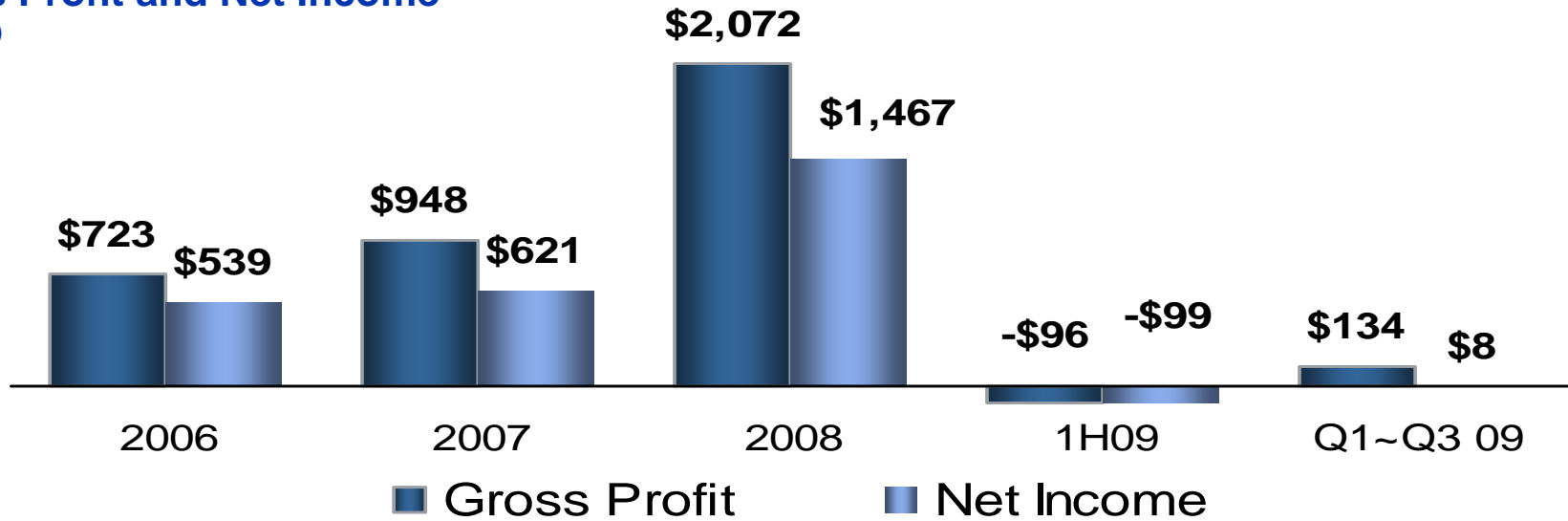


## Revenue (NT\$ mm)

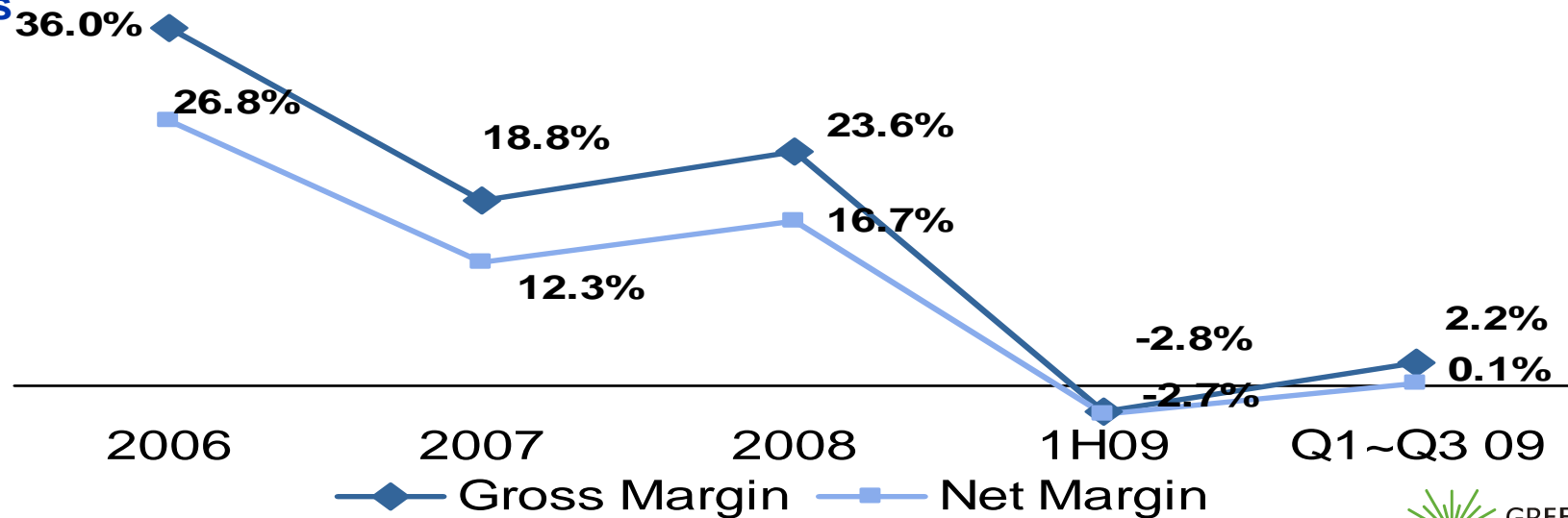


# Financial Numbers

**Gross Profit and Net Income**  
(NT\$ mm)



**Margins**



# *Summary*



# GET: Towards a Promising Future

Our goal is to be a leading global producer of high-quality multicrystalline wafers and thin film PV modules.

1

## Capture High Growth Opportunities in the Solar Industry

- Expansion plans across Greater China
- Investment in downstream solar systems projects

2

## Exploit Group Synergies in Thin Film

- Rapid capacity expansion and increasing conversion efficiencies leveraging Tatung's expertise
- Develop BIPV applications in partnership with Tatung

3

## Continuous Cost-Down Efforts

- R&D: higher conversion efficiencies
- Process: self designed machinery, more recycling, larger ingots

4

## Increase Brand Recognition and Global Reach

- Market GET as a high quality, competitive cost wafer company
- Strengthen sales channels in China, Europe and the United States

***Thank You***

