

Solar Business: Investment, Valorization, IPOs, M&A

Date: February 24th, 2010, 9:00am – 12:00pm
Location: Palo Alto (precise location will be confirmed upon registration)
Format: Panel discussion with moderator and 30 selected attendees
Target group: Managers from fields such as solar technology companies, Venture financing, solar manufacturers, and distributors.

Agenda

9:00am Reception and continental breakfast

9:20am Welcome and introduction

9:30am Panel discussion begins

1. Professions, profitability, and validation of the solar business:

- ▶ Market presentation: anticipated volumetric analysis, regulation and public incentive
- ▶ What are the value, profitability, and the possibility of creating new jobs in the solar sector?
- ▶ Should the whole supply chain (R&D, manufacturing, distribution...) be integrated or is it necessary to concentrate on a particular domain of knowledge? What is the specific role of R&D in company validation and its weight in operating expenses?
- ▶ Is the solar sector necessarily global? Should we expect consolidation in coming years?

2. How to follow the company development?:

- ▶ Have there been any successful IPOs or acquisitions for solar companies in the last 6 months?
- ▶ Are there any new solar investments being made? Or are Venture Capitalists waiting to see the return of their activity in solar over the last few years?
- ▶ Is it indispensable to have a truly global dimension in order to assure the highest value and development of the company?
- ▶ For a venture capitalist: at what point to get in and at what price? What are the ways out: IPO, sale to a market leader? What multipliers can be expected? What are the specific sector risks?

10:30am End of panel discussion: Q&A from the audience

11:00am Networking

12:00pm End of Conference

Speakers

VANTAGE POINT VENTURE PARTNERS: Brad Mattson, Partner

SOLAR CITY: David Arfin, VP of Strategy

SOLEXANT: Damoder Reddy, CEO

Moderator

GREENTECH MEDIA: Eric Wesoff, Senior Analyst

To sign up RSVP to michael.atkins@agrion.org or create your profile on www.agrion.org