Skyline Solar, Inc.

Congressional Sustainable Energy EXPO & Forum

May 27, 2010
Skyline Solar enables PV systems to become the primary source of new peak electricity generation.
Skyline Solar’s medium concentration PV solution provides the optimal path to lower cost of energy through a scalable, upgradable and capital efficient design.

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<th>History</th>
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<td>• Incorporated August 2007</td>
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<th>Status</th>
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<td>• $24.6M Series A, led by NEA</td>
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<td>• ~50 FTE employees</td>
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<td>• Four installations completed</td>
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<th>Board of Directors</th>
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<tr>
<td>• Bill Keating (Skyline Solar)</td>
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<td>• Bob MacDonald (Skyline Solar)</td>
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<td>• Lars Podlowski (Solon)</td>
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Executive Leadership

Jeff Osorio
VP and Chief Financial Officer
- 30 years experience in operationally oriented companies in Silicon Valley
- Chief Financial Officer for Solaicx, Corporate Controller and interim Chief Financial Officer of Cypress Semiconductor
- MBA and BSC Accounting, Santa Clara University, Chairs Executive Professor, Leavey School of Business, SCU

Tim Keating
VP of Marketing and Field Operations
- Deep experience in operations, engineering, sales, marketing, content relationships and venture capital funding.
- 22-year Intel veteran as venture consultant, Managing Director, Intel Capital Europe, WW Director of Marketing for Pentium™
- B.S. Electrical and Computer Engineering, University of California; General Management Program (PMD), Harvard University Graduate School of Business

Hans Hartmann
Chief Operating Officer
- VP of Operations and Engineering, Element Labs
- SVP of Operations, OQQ
- 29-year veteran of the technology industry – Hewlett-Packard and successful early stage technology companies
- B.S.E.E., New Jersey Institute of Technology and M.S. Engineering and Manufacturing Systems Engineering, Stanford

Danny Cheung
VP of Engineering
- World class experience in systems development, product lifecycle management, prototyping, volume production and cost management
- Head of Design and Engineering for Acura TL at Honda R&D
- Honda Ridgeline (2006 Motor Trend Truck of the Year) Project Leader
- Co-founder, hybrid electric vehicle company
- B.S. Mechanical Engineering, Cornell University

Bob MacDonald, PhD
Co-Founder and CEO
- Director of Product Marketing bSolFocus
- Co-founded and Vice President of Sales and Marketing, Onetta
- B.S.E.E., Brown University; M.S.E.E., Stanford University, and M.S. and Ph.D. Physics, Brown University

Bill Keating
Co-Founder and Executive Chairman
VP Sales and Business Development
- Board Member/Advisor for SolFocus, ZVUE, SunModular, Tiara Pharma
- Founding Member of Nekei, a venture-catalyst consultancy

Eric Johnson
Co-Founder and Systems Architect
- Solar Consultant and Sr. Engineer, GreenMountain Engineering
- Engineer Phasebridge (photonics) and Beacon Power (storage)
- B.S. Mechanical Engineering, Cornell

Founding Team

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Company Milestones

Series A Funding (Aug 08)

• ~$25M Series A led by NEA
• NEA has $8.5B under investment and has funded more than 550 firms

“We think this company is going to be one of the survivors. They’ve got substantially lower costs because of the way they’ve designed this. It’s more than just a clever idea.”
Mark Perry, General Partner, NEA

Solar America Initiative (Feb 09)

• Up to $3M grant to fund technology commercialization projects
• Only systems company selected by the Department of Energy

“We were impressed by Skyline’s total system approach which packages many high gain solar design elements into an elegant array leveraging traditional manufacturing for large scale.”
Martha Symko-Davies, Research Senior Supervisor, NREL

Demonstration Power Plant (May 09)

• 27kW power plant at Santa Clara Valley Transit Authority (VTA)
• Commissioned May 15; >2000 hours of on-sun data
• Field data confirms performance models

“Thanks to Skyline Solar, our first significant solar installation is now up and running and is providing VTA with clean, renewable energy and a unique learning experience”
Michael Burns, General Manager, Santa Clara VTA

Volume Production Partnership (Oct 09)

• Partnership with Cosma International’s U.S. stamping and assemble facility
• Skyline High Gain Solar Arrays designed to fit automobile metal shop “design rules”
• Reusing America’s industrial base and retaining American jobs

“We are excited to be manufacturing the Skyline HGS system and, by doing so, contributing to America’s move toward energy independence.”
Horst Prelog, President, Cosma International
Skyline Solar IP

- Key patents applications filed in the US and internationally
- Two critical patent applications have been approved by the US government for accelerated review under the Green Technologies pilot program
- Foundational 1st Patent issued
Built on Proven Technology

Tracked PV
High capacity factor
Materials intensive: silicon, metal, concrete

Solar Thermal
Dispatchable but capital intensive
Only works on a massive scale

High Gain Solar PV
Combines best of both approaches
Works on distributed and utility scale
High Gain Solar Architecture

A dramatically simplified approach with just 2 major components:

1. HGS Panel
   - Mounts vertically
   - Along rails
   - Facing Inwards

2. Reflective Rack
   - Structural support
   - Curved Reflector
   - Integrated Tracker

(Images of solar panels and reflective racks shown with arrows indicating movement and positioning.)
Design Efficiency Provides Cost Leverage

**HGS Panel**
- 85% less silicon
- Low cost design
  - Fraction of materials needed vs. standard panels
- Efficient thermal management
  - Vertical orientation and heat sink improve cooling
- Manufactured in existing module factories

**Reflective Rack**
- Breakthrough System Architecture
  - Separates light capture from power generation
  - Integrated racking and tracking
- Reflector doubles as space frame structure
- Streamlined logistics
- 100% recyclable materials

**Pre-assembled Modular System**
- 67% fewer parts assembled in field
- Plug & play array built from a few pre-assembled modular elements
- Compare to fixed tilt system built with many parts assembled in the field

HGS Panel uses standard silicon cells

Innovative heat sink keeps cells cool

HGS Panel Reflective Rack

50kW per container

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Target Applications

- Municipality Facilities (e.g. Water Treatment)
- Government, Military Bases
- Industrial & Mining On- or Off-Grid
- Utility Scale Generation
- Grid Commercial, Parking Lots, Manufacturing Campus
Designed for Upgradability

Skyline installations give the option of power plant upgrades
Leverages Existing Automotive Factories for Rapid Scaling

- Manufacturing process and line designed for standard metal fabrication equipment
- Easily adopted by automotive factories, HVAC sheet metal manufacturing plants, etc.
- Skyline partnership with Cosma International’s US stamping and assembly facility
Better for the Environment

- Faster energy payback
  - More Watts per pound of material
  - Reduced embodied energy

- Lower carbon footprint
  - System almost entirely manufactured out of recyclable metal
  - 85% less hard-to-recycle materials: silicon, solder, encapsulents
Skyline Advantages Beyond LCOE

Benefits of novel, patented architecture

• Cost       HGS reaches grid parity ahead of the pack
• Capital Efficiency Factory CapEx as low as $0.08/Watt
• Upgradability The world’s first upgradable solar power plants
• Reliability Elegant design based on proven materials
• Scalability Factory integrated systems yield fast low cost installations