

3rd Quarter 2012 Newsletter

September 2012

Dear CPV Consortium Members,

As we move into the latter half of 2012, I want to update everyone on the Consortium’s recent accomplishments and plans for the remainder of the year. This newsletter gives an overview of the third quarter activities, including finalizing the 2012 initiatives and beginning to make great progress on many of the objectives, such as generating a CPV Market Forecast, updating the Cost Roadmap study and developing a case study to present the competitive advantage of CPV technology as compared to PV and CSP. Prior to the end of the year we hope to utilize this information to make progress with government and other audiences in understanding the market position and future of CPV.

3rd Quarter in Review

Finalized 2012 Initiatives

After receiving feedback from members regarding the CPV Consortium’s priorities for the 2012 year, the Consortium hosted an all members conference call in June 2012 to finalize its initiatives. The group decided to continue many of the initiatives from last year, including updating the Cost Roadmap study from GTM Research and the Market Forecast study by Navigant. Utilizing this information we will focus on educating government and financial groups (banks, rating groups, diligence companies). Groups have been formed to drive creation of the documentation and positioning to achieve this objective. A complete list of the initiatives and lead participants is below. Please contact Claire van Zuiden if you are interested in participating in an initiative or have ideas for activities in 2013.

Initiative	Lead Participants
Develop Competitive Positioning of CPV versus CSP and PV	Nancy Hartsoch, SolFocus
Engage in Education of Government Groups	Russ Jones, Spectrolab
Update with GTM and Navigant Annually	Claire van Zuiden
CPVC – Support of Bankability	Hansjörg Lerchenmüller, Soitec
Outreach to New Members	Claire van Zuiden

IEC Participation by CPV Consortium

The CPV Consortium's Board of Directors voted, recognizing the importance of the IEC CPV workgroup in furthering our technology, agreed to support Bob McConnell's expenses for select activities that support member companies. Bob has been instrumental in driving standards for CPV, and we are pleased to be able to provide this support. In the upcoming months we will put together a methodology for assuring that the message and position of the Consortium is conveyed in key discussions. I am also pleased to let all of you know that on August 30th Bob McConnell was one of the recipients of the IEC 1906 Awards for exceptional IEC contributions. In April Bob provided an updated to members on activities of the IEC workgroups. Members found this useful, and Bob will continue doing this for us at future meetings. . The CPV Consortium is committed to supporting the Committee; should you have suggestions around this activity please send those to Claire Van Zuiden to add to our future meeting agendas.

Utility Scale Solar Summit Sponsorship

Per the request by many of the members to get involved in conferences which better reached the financing and development audiences, we are participating this year at the Utility Scale Solar Summit. The CPV Consortium has been working closely with the conference organizers and is sponsoring a breakfast on October 12th, 2012 at the Summit in San Diego, CA. As part of the sponsorship agreement, the CPV Consortium can distribute promotional material at the breakfast event, have access to a full list of attendees both before and after the event, and its members are eligible for discount registration codes. Please contact Claire van Zuiden if you are interested in receiving a discount code.

CPV Market Forecast

As an initiative for 2012, the CPV Consortium reached out to Navigant to generate an updated CPV Market Forecast through 2016. The forecast will include a low, conservative and accelerated forecast for HCPV. With the market changing so rapidly we have gone back and forth with updates with Navigant, but will be able to release the completed report by mid-October.

CPV Cost Roadmap

The CPV Consortium is working with GTM Research to update the 2011 Cost Roadmap for CPV technology that was released at last year's workshop at Solar Power International. A new questionnaire from GTM Research has been sent out to all system and cell supplier members. Data was received from many cell and system suppliers (not all which is unfortunate). The cost roadmap should be complete and released by mid-October.

Solar Power International Membership Meeting

The Membership Meeting in September at Solar Power International was very successful and interactive among the membership. Key highlights include putting together a task force



to create a CPV Case Study that will contrast CPV as compared to CSP/PV, a discussion on bankability and working with Bob McConnell and the IEC to encourage the UL certification to become certified rather than remain in draft form, and a team to help create a white paper to use to help educate government agencies on the benefits of CPV technology. In addition, we discussed ways to reach out to new members and ways to further educate audiences through webinars. The complete minutes were sent out to all members, please contact Claire if you have any questions or are interested in participating in our initiatives.

Welcome New Members



Suntrix recently joined the CPV Consortium as trial members for 6-months. Suntrix is headquartered in Shanghai, China and is focused on HCPV technology and system integration for utility scale and rooftop applications.

Upcoming Events in 2012

Utility Scale Solar Summit

The CPV Consortium is sponsoring a breakfast on October 12th, 2012 at the Summit in San Diego, CA. Please contact Claire van Zuiden if you are interested in receiving a discount code.



CPV USA 2012

As a follow up to the successful membership meeting at Solar Power International, we are planning to have a follow up working group meeting during the CPV USA 2012 conference on Monday, October 15th around 5pm. Please look out for emails confirming the date and location.

CPV-9

The upcoming CPV-9 conference will be held on April 15-17, 2013 in Miyazaki, Japan. The CPV Consortium will likely have another membership meeting at the conference.



In conclusion, thank you for your help in continuing the success of the CPV Consortium and the CPV Industry in 2012. We look forward to continued participation throughout the rest of the year.

Sincerely,

A handwritten signature in cursive script that reads 'Nancy Hartsoch'.

Nancy Hartsoch
CPV Consortium, Chairman