FIRST SOLAR Q1'18 EARNINGS CALL

April 26, 2018

First Solar®

LEADING THE WORLD'S SUSTAINABLE ENERGY FUTURE

IMPORTANT INFORMATION

Cautionary Note Regarding Forward Looking Statements

This presentation contains forward-looking statements which are made pursuant to safe harbor provisions of the Private Securities Litigation Reform Act of 1995. These forward-looking statements include, but are not limited to, statements concerning: effects resulting from certain module manufacturing changes and associated restructuring activities; our business strategy, including anticipated trends and developments in and management plans for our business and the markets in which we operate; future financial results, operating results, revenues, gross margin, operating expenses, products, projected costs (including estimated future module collection and recycling costs), warranties, solar module technology and cost reduction roadmaps, restructuring, product reliability, investments in unconsolidated affiliates, and capital expenditures; our ability to continue to reduce the cost per watt of our solar modules; the impact of public policies, such as tariffs or other trade remedies imposed on solar cells and modules; our ability to expand manufacturing capacity worldwide; our ability to reduce the costs to construct photovoltaic (“PV”) solar power systems; research and development (“R&D”) programs and our ability to improve the conversion efficiency of our solar modules; sales and marketing initiatives; the impact of U.S. tax reform; and competition. These forward-looking statements are often characterized by the use of words such as “estimate,” “expect,” “anticipate,” “project,” “plan,” “intend,” “seek,” “believe,” “forecast,” “foresee,” “likely,” “may,” “should,” “goal,” “target,” “might,” “will,” “could,” “predict,” “continue” and the negative or plural of these words and other comparable terminology. Forward-looking statements are only predictions based on our current expectations and our projections about future events and therefore speak only as of the date of this presentation. You should not place undue reliance on these forward-looking statements. We undertake no obligation to update any of these forward-looking statements for any reason, whether as a result of new information, future developments or otherwise. These forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause our actual results, levels of activity, performance or achievements to differ materially from those expressed or implied by these statements. These factors include, but are not limited to: structural imbalances in global supply and demand for PV solar modules; the market for renewable energy, including solar energy; our competitive position and other key competitive factors; reduction, elimination, or expiration of government subsidies, policies, and support programs for solar energy projects; our ability to execute on our long-term strategic plans; our ability to execute on our solar module technology and cost reduction roadmaps; interest rate fluctuations and both our and our customers' ability to secure financing; our ability to attract new customers and to develop and maintain existing customer and supplier relationships; our ability to successfully develop and complete our systems business projects; our ability to convert existing production facilities to support new product lines, such as Series 6 module manufacturing; general economic and business conditions, including those influenced by U.S., international, and geopolitical events; environmental responsibility, including with respect to cadmium telluride (“CdTe”) and other semiconductor materials; claims under our limited warranty obligations; changes in, or the failure to comply with, government regulations and environmental, health, and safety requirements; effects resulting from pending litigation; future collection and recycling costs for solar modules covered by our module collection and recycling program; our ability to protect our intellectual property; our ability to prevent and/or minimize the impact of cyber-attacks or other breaches of our information systems; our continued investment in R&D; the supply and price of components and raw materials, including CdTe; our ability to attract and retain key executive officers and associates; and the matters discussed under the captions “Risk Factors” and “Management's Discussion and Analysis of Financial Conditions and Results of Operations” of our most recent Annual Report on Form 10-K and our subsequently filed Quarterly Reports on Form 10-Q, as supplemented by our other filings with the Securities and Exchange Commission.

Non-GAAP Financial Measures

This presentation includes the presentation and discussion of certain financial information that differs from what is reported under generally accepted accounting principles in the United States (“GAAP”). These non-GAAP financial measures include non-GAAP earnings per share (“EPS”) and free cash flow. See the Appendix for a reconciliation of each of these non-GAAP financial measures to its most directly comparable GAAP measure and further information regarding such measures. Investors and other readers should consider non-GAAP measures only as supplements to, not as substitutes for or superior to, measures of financial performance prepared in accordance with GAAP.

AGENDA

- Business & Technology Update
- Q1'18 Financial Results
- 2018 Guidance
- Q&A

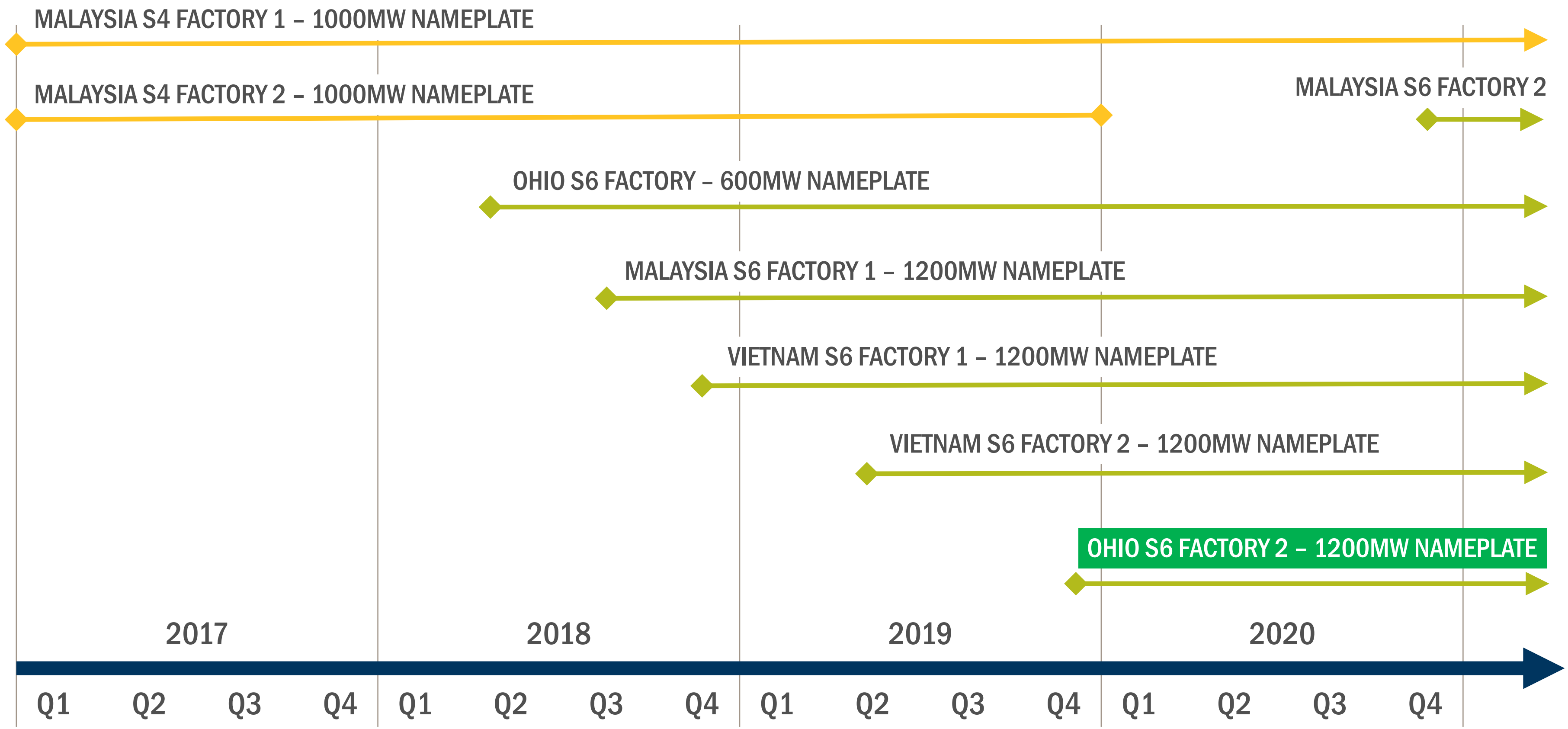
ADDING CAPACITY: NEW U.S. SERIES 6 FACTORY

- Announcing new U.S. Series 6 manufacturing
  - Located near existing factory in northwest Ohio
  - Nameplate capacity of 1.2GW
  - First production in late 2019
  - Expected capital expenditures of ~$400M
  - Creates 500 new high-quality manufacturing jobs

- Increases planned Series 6 capacity to 6.6GW

- Increases planned U.S. Series 6 capacity to 1.8GW

CAPACITY ROADMAP TO >7GW



SERIES 6 MANUFACTURING UPDATE

Manufacturing Readiness

Ohio

- Started production in early April
- Start of commercial shipments to projects

Malaysia

- First module produced
- Front end 100% installed
- Fully staffed

Vietnam #1

- Front end 90% installed
- Hiring on track

Vietnam #2

- Construction progressing according to schedule
- Hiring on track

Manufacturing Ramp

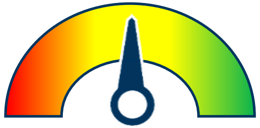
Wattage

- Currently 90% of modules ≥400 watts*
- Progressing to target of >420 watts per module

Throughput

- Front end of line performing well
- Focus on back end improvement

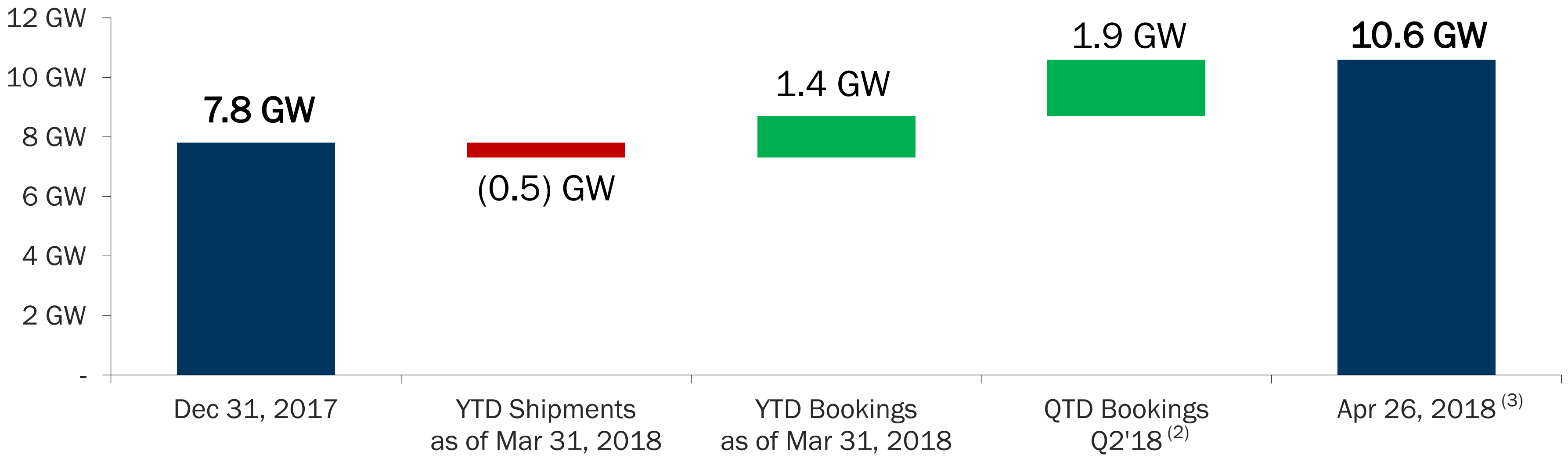
Product Readiness



- Product meeting design intent on all fronts
- Revised timeline for certification schedule

*Watts per module if adjusted for anti-reflective coating

EXPECTED MODULE SHIPMENTS[1] (GW_{DC}): SYSTEMS + THIRD-PARTY MODULE



The above table presents the actual module shipments for 2018 through Mar 31, 2018, new module volume bookings through Apr 26, 2018, and the expected module shipments beyond Apr 26, 2018. A module is considered to be shipped when it leaves one of our manufacturing plants. Expected module shipments do not have a direct correlation to expected revenues as expected module shipments do not represent total systems revenues and do not consider the timing of when all revenue recognition criteria are met, including timing of module installation.

(1) Expected Module Shipments includes systems projects and contracted 3rd party module-only sales. Systems projects include (a) under sales agreement, (b) executed PPA not under sales agreement and (c) no PPA and not under sales agreement, but electricity to be sold on an open contract basis.

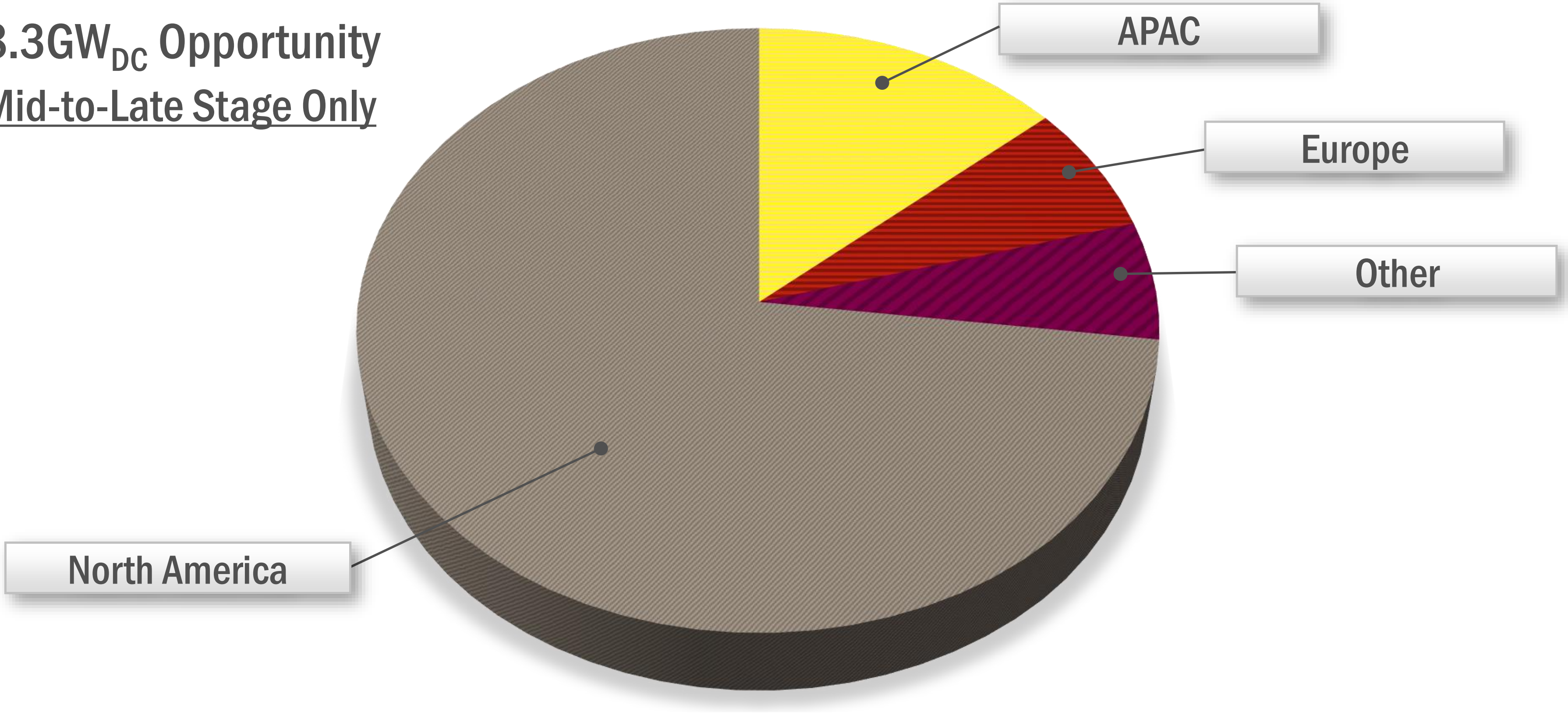
(2) Reflects new bookings from Apr 1, 2018 to Apr 26, 2018.

(3) Balance includes remaining shipment volumes as of Mar 31, 2018 and bookings through Apr 26, 2018. Shipments from Apr 1 to Apr 26, 2018 not deducted.

POTENTIAL BOOKING OPPORTUNITIES: BY GEOGRAPHY

8.3GW_{DC} Opportunity

Mid-to-Late Stage Only



Q1 2018 FINANCIAL RESULTS

KEY INCOME STATEMENT DATA

(in millions, except gross profit % and net income per share data) (Unaudited)	Q1'18	Q/Q	Y/Y
Net sales	$567.3	67%	(36)%
Gross profit %	30.5 %	12.2 ppt	21.1 ppt
Selling, general and administrative	41.1	(25)%	(15)%
Research and development	20.3	(14)%	(11)%
Production start-up	37.1	16.6	35.9
Operating income	74.3	109.4	82.3
Other income, net	17.9	(3.2)	7.3
Income tax expense	(11.6)	387.2	(5.9)
Equity in earnings, net of tax	(1.7)	(0.5)	(1.1)
Net income	$83.0	$515.5	$73.9
Share count - Diluted	106.3	2%	2%
Net income per share - Diluted	$0.78	$4.92	$0.69

KEY BALANCE SHEET AND CASH FLOW DATA

(in millions) (Unaudited)	Q1'18	Q4'17	Q/Q
Assets & Liabilities			
Cash and marketable securities	$2,878.5	$2,988.9	($110)
Accounts receivable trade, net	273.3	211.8	62
Accounts receivable, unbilled and retainage	151.4	174.6	(23)
Inventories — current	174.1	172.4	2
Balance of systems parts	65.4	28.8	37
PV solar power systems, net	355.1	417.1	(62)
Project assets — current and noncurrent	440.8	502.7	(62)
Restricted cash — current and noncurrent	89.2	61.9	27
Equity method investments	201.0	217.2	(16)
Long-term debt — current and noncurrent	$437.9	$393.5	$44
Cash Flow			
Net cash (used in) provided by operating activities	($45)	$434	($479)
Free cash flow(1)	($223)	$235	($458)

(1) Refer to the appendix for a reconciliation of this non-GAAP measure to its most directly comparable GAAP measure

2018 GUIDANCE AS OF APRIL 26, 2018

	Prior GAAP	Current GAAP
Net Sales	$2.45B to $2.65B	Unchanged
Gross Margin (%)[1]	21.5% to 22.5%	Unchanged
Operating Expenses[2]	$400M to $410M	Unchanged
Operating Income	$130M to $180M	Unchanged
Earnings Per Share	$1.50 to $1.90	Unchanged
Net Cash Balance[3]	$2.1B to $2.3B	**$2.0B to $2.2B**
Operating Cash Flow	$100M to $200M	**$0 to $100M**
Capital Expenditures	$700M to $800M	**$850M to $950M**
Shipments	2.9GW to 3.0GW	Unchanged

1. Includes approximately $60 million of ramp penalty costs
2. Includes approximately $120 million of production start-up expense
3. Cash and marketable securities less expected debt at the end of 2018

Q1'18 SUMMARY & HIGHLIGHTS

FINANCIALS:

- GAAP EPS of $0.78
- Ending net cash of $2.4B
- Maintain 2018 Revenue and EPS guidance

SERIES 6:

- Announced new Series 6 factory to be located in northern Ohio
- Start of Series 6 production in early April
- First commercial shipments of Series 6 modules

BOOKINGS:

- 3.3GW booked 2018 YTD
- 2.0GW booked since prior earnings call
- 8.3GW of mid-to-late stage opportunities

APPENDIX

USE OF NON-GAAP FINANCIAL MEASURES

In this presentation we provide non-GAAP earnings per share for the three months ended December 31, 2017. We have included this non-GAAP financial measure to adjust for, as applicable (i) restructuring, asset impairment and related charges primarily associated with the transition from Series 4 to Series 6 production, (ii) the tax effect associated with these items and (iii) the tax effect associated with U.S. tax reform. We believe non-GAAP earnings per share, when taken together with the corresponding GAAP financial measure, to be relevant and useful information to our investors because such a measure provides them with additional information in assessing our financial operating results. Our management uses this non-GAAP financial measure in evaluating our operating performance. However, this measure has limitations, including that it excludes the effect of certain changes to our assets and liabilities and certain amounts that we may ultimately have to pay in cash. Accordingly, this non-GAAP financial measure should be considered in addition to, and not as a substitute for, or superior to the corresponding financial measure prepared in accordance with GAAP. The following is the reconciliation of non-GAAP earnings per share to the corresponding measure prepared in accordance with GAAP for the period presented (in millions, except per share amounts):

RECONCILIATION OF NON-GAAP EARNINGS PER SHARE TO GAAP

In millions, except per share amounts		Three Months Ended December 31, 2017
Net income	$	(432.5)
Restructuring and asset impairments		(1.9)
Tax effect of restructuring and asset impairments*		0.2
Tax effect of U.S. tax reform		408.1
Non-GAAP Net Income	$	(26.1)
Weighted-average number of shares used for diluted earnings per share		104.4
GAAP loss per share	$	(4.14)
Non-GAAP loss per share	$	(0.25)

*Restructuring treated as a non-discrete item for tax purposes and reflected in the effective tax rate over the duration of 2017.

USE OF NON-GAAP FINANCIAL MEASURE: FREE CASH FLOW

This presentation includes information regarding free cash flow, which is a financial measure not prepared in accordance with GAAP.

Free cash flow is defined as net cash provided by (used in) operating activities minus capital expenditures (purchases of property, plant and equipment). The Company uses free cash flow to evaluate its businesses, and this measure is considered an important indicator of the Company's liquidity and ability to pursue opportunities to enhance shareholder value, including its ability to reduce debt and make strategic investments. A general limitation of a free cash flow measure is that it is not prepared in accordance with GAAP and thus may not be comparable to similarly titled measures of other companies due to differences in methods of calculation and excluded items. Accordingly, this non-GAAP financial measure should be considered in addition to, and not as a substitute for or superior to, net cash provided by (used in) operating activities.

In millions	Quarter Ended				
	Q1'17	Q2'17	Q3'17	Q4'17	Q1'18
Net cash (used in) provided by operating activities	$ 493.1	$ (167.8)	$ 581.4	$ 434.0	$ (45.3)
- Purchases of property, plant and equipment	(113.0)	(104.5)	(97.6)	(199.3)	(177.7)
= Free cash flow	$ 380.1	$ (272.3)	$ 483.8	$ 234.7	$ (223.0)

*Year ended data and totals may not sum due to rounding

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