

Market Data

SPI Energy, Inc. Nasdaq: SPI

Industry	Technology
Price	\$0.67
52-wk Range	\$0.49-\$1.85
Market Cap	\$21.2M
Shares Out.	31.6M
Float	25.4M
Avg. Vol (90-day)	91,896
Revenue (ttm)	\$206.9M
Cash (mrq)	\$5.5M

Price & share data as of January 22, 2024

¹ As of September 30, 2023

spigroups.com

Company Overview

SPI Energy is a global renewable energy company and provider of solar storage and electric vehicle (EV) solutions that was founded in 2006 in Roseville, California and is headquartered in McClellan Park, California. The Company has three core divisions: SolarJuice, offering solar wholesale distribution as well as residential solar and roofing installation and solar module manufacturing (Solar4America & SEM Wafertech); SPI Solar and Orange Power, a commercial and utility-scale solar division; and EdisonFuture, an EV and green hydrogen technology division. SolarJuice is the leader in renewable energy system solutions for residential and small commercial markets and has extensive operations in the Asia Pacific and North America markets. The SPI Solar commercial and utility solar division provides a full spectrum of EPC services to third party project developers, and develops, owns and operates solar projects that sell electricity to the grid in multiple regions, including the U.S., U.K., and Europe. SPI maintains global operations in North America, Australia, Asia and Europe and is also targeting strategic investment opportunities in fast growing green energy industries such as battery storage, charging stations, and other EVs which leverage the Company's expertise and substantial solar cash flow.

Innovating a Renewable Greener World



Value Proposition

Delivering competitive, clean energy solutions to customers for more than 15 years, SPI is an established renewable energy player with global operations in key markets in Asia, Australia, North America, and Europe. SPI has assets of \$230 million and currently trades for a fraction of its trailing 12-month revenue of \$206 million, a significant discount to peer group multiples. SPI reported positive net income from continuing operations in Q3 2023 and has provided full year net income guidance of \$29 million to \$36 million on revenues of \$250 million to \$300 million. To unlock additional shareholder value, SPI completed an IPO spinoff of Phoenix Motor (Nasdaq: PEV) in 2022 (currently owns 25%) and expects to complete IPOs of Solarjuice (Nasdaq: SJA – tentative) and Orange Power in 2024. SPI is currently covered by Maxim Group with a buy rating and \$6 per share price target.

Attractive Regulatory Tailwinds Driving Accelerated Demand Growth

USA:

Up to **70% tax credit*** opportunity will significantly increase market demand

- 30% tax credit base
- 10% domestic content
- 10% for locating in former fossil fuel energy community
- 10% for selling electricity via community solar to low-income families

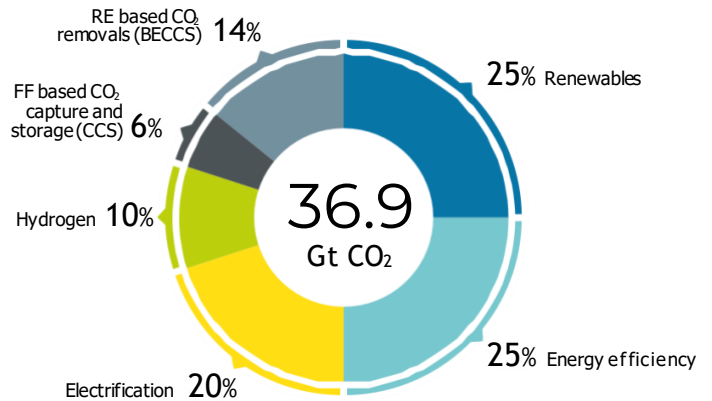
* Up to 70% tax credit for under 5MW projects

Europe:

- EU aims to bring about 320 GW of solar photovoltaic by 2025 (double the current solar PV capacity)
- Achieve 600 GW by 2030

Australia:

- 2050 federal target for Australia to reach net-zero emissions
- \$464 M investment in the Clean Hydrogen Industrial Hubs Program
- 43% federal Labor's 2030 emissions reduction target



Investment Highlights

Strong revenue growth with clear path to profitability in 2023

- Generated \$177.5 million revenue for 2022, exceeding guidance and up 9.6% year-over-year; trailing 12-month revenue of \$206.9 million as of September 30, 2023
- Reported positive net income from continuing operations in Q3 2023
- Projecting \$250-\$300 million revenue with expectations of \$29 million to \$36 million net income for 2023

Favorable regulatory environment boosting demand globally

- Provisions in U.S. Inflation Reduction Act create attractive incentives for producing solar wafers and solar modules in the US (\$12 per square meter of wafers produced)

Diversified renewable energy portfolio targeting key verticals

- Foundation for rapid growth in solar, battery storage, electric vehicle, and hydrogen sectors
- Generating consistent cashflows from strong & growing pipeline of solar projects in US
- Launched first large-scale solar wafer manufacturing facility in US; opening second facility in SC in 2023

Unlocking value through pure-play spin-offs

- Phoenix Motor (Nasdaq: PEV); SPI owns 25% of PEV after divesting majority stake in September 2023
- Solarjuice (Nasdaq: SJA – tentative); SPI expects to own 90% of SJA post-spin off
- Orange Power (spin-off process underway)

Diversified international management team with deep industry experience

- Chairman & CEO has led several NYSE and Nasdaq companies and is a pioneer in the renewable energy sector with more than two decades experience in solar, battery storage, and EVs
- COO has more than 30 years of experience in solar and electronics industries
- VP of Solar Development has led \$900M+ of renewable energy projects across US since 2010