

The logo for RECSILICON, featuring the word in a bold, sans-serif font with a stylized vertical line through the 'S'.

RECSILICON

A photograph of an industrial facility at night, illuminated by numerous lights. The scene shows a complex network of metal structures, pipes, and large white storage tanks. A prominent white pipe curves across the middle ground. The background is a dark blue sky.

THIRD  
QUARTER 2021

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PRESENTATION

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# Agenda

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Q3 Results

Financial Review

Silicon Gases & Semiconductor Update

US Solar Update

Battery Update

Yulin Update

Short-term Business Plan

Q&A

# Third Quarter Highlights

**Revenues: \$36.2M**  
**EBITDA: (\$ 3.7M) Loss**

## September 30, 2021 cash balance of \$126.3M

- Cash increase of \$2.7M
- Cash inflows from operating activities of \$3.8M

## Settlement of indemnification loans

- Agreement reached on October 18, 2021
- Settlement of all claims for \$10.8M
  - Payment of \$3.7M from restricted cash
- Income from discontinued operations of \$13.4M in Q3'21

## BUTTE FACILITY

### Investment in future growth

- Expand distribution capacity
- Improve Float Zone polysilicon product offering

### Silicon gas sales

- Sales volume of 728MT
- Silane price increase 7.6% vs. Q2 2021

### Semiconductor segment polysilicon sales

- Semiconductor grade polysilicon sales of 234MT
- Total polysilicon sales of 397MT
- Total average price increase 20.0% vs. Q2 2021

## MOSES LAKE FACILITY

### Battery Materials Developments

- Discussions with silicon anode companies ongoing

### Solar Materials Developments

- Increasing interest in development of US based PV supply chain
- Continued strong PV demand

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## Financial Review

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## Summary of Segments

(USD million)	Q3 2021		Q2 2021		2020	
	<u>Revenues</u>	<u>EBITDA</u>	<u>Revenues</u>	<u>EBITDA</u>	<u>Revenues</u>	<u>EBITDA</u>
<b>Semiconductor Materials</b>	<b>36.2</b>	<b>1.8</b>	<b>35.5</b>	<b>11.5</b>	<b>121.4</b>	<b>36.3</b>
<b>Solar Materials</b>	<b>0.0</b>	<b>(2.3)</b>	<b>0.0</b>	<b>1.2</b>	<b>0.5</b>	<b>6.7</b>
<b>Other</b>	<b>0.1</b>	<b>(3.3)</b>	<b>0.1</b>	<b>(4.8)</b>	<b>0.1</b>	<b>(19.3)</b>
<b>REC Silicon Group</b>	<b>36.2</b>	<b>(3.7)</b>	<b>35.6</b>	<b>7.9</b>	<b>122.1</b>	<b>23.8</b>

# Key Financial Results – Semiconductor Materials

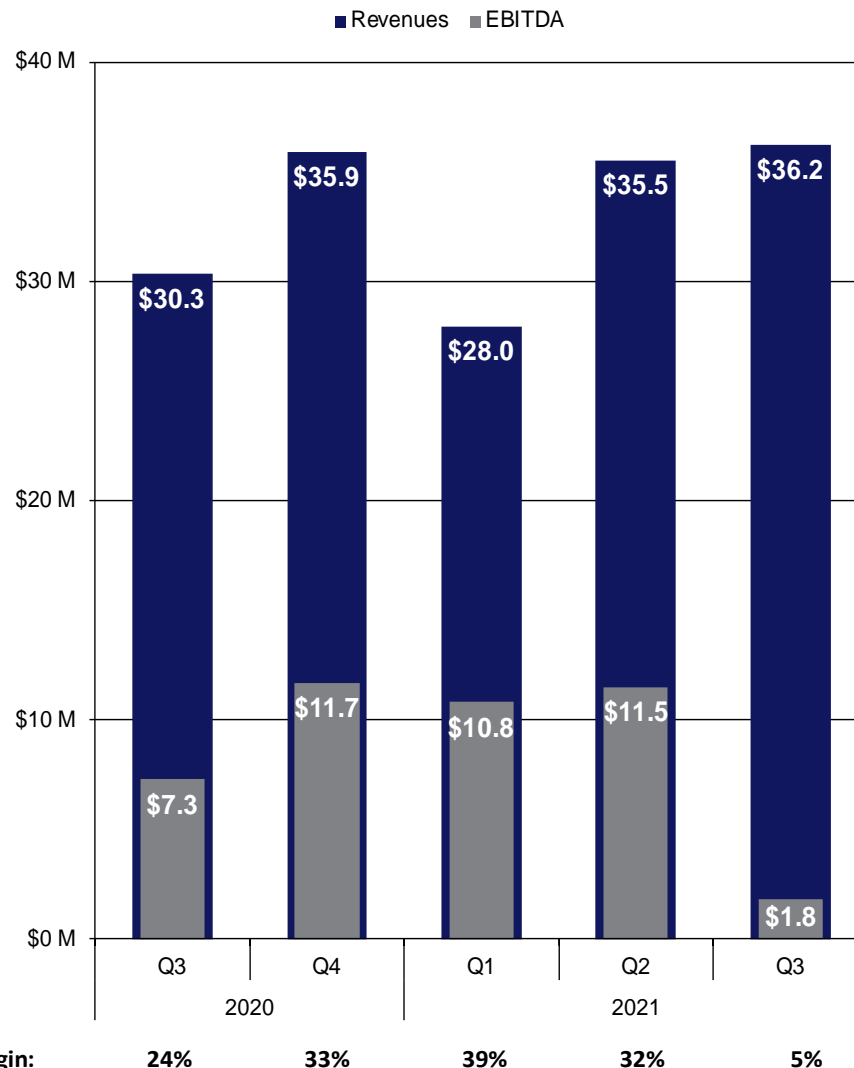
## Revenues: \$36.2M (1.9% increase vs. Q2'21)

- › Total polysilicon sales volumes 397MT (15.0% decrease vs. 466MT in Q2'21)
  - Semiconductor grade volumes 234MT (37.6% decrease vs. 375MT in Q2'21)
  - 20.0% Average price increase vs. Q2'21
    - Higher mix of Solar Grade polysilicon (68.9% Solar Grade price increase vs. Q2'21)
  - 39.4% Semiconductor grade price increase vs. Q2'21
    - Due to high sales volumes of CZ grade semiconductor polysilicon during Q2 2021
- › Silicon gas sales volumes 728MT (11.1% decrease vs. 819MT in Q2'21)
  - 7.6% Silane price increase vs. Q2'21

## EBITDA Contribution of \$1.8M

Compared to Q2'21 EBITDA contribution of \$11.5M

- › (\$4.5M) forgiveness of C.A.R.E.S. Act Loan in Q2'21
- › (\$2.9M) Higher electricity prices
- › (\$2.3M) Lower manufacturing utilization due to completion of planned maintenance and delayed restart to avoid high electricity prices



# Key Financial Results – Solar Materials and Other

## Solar Materials

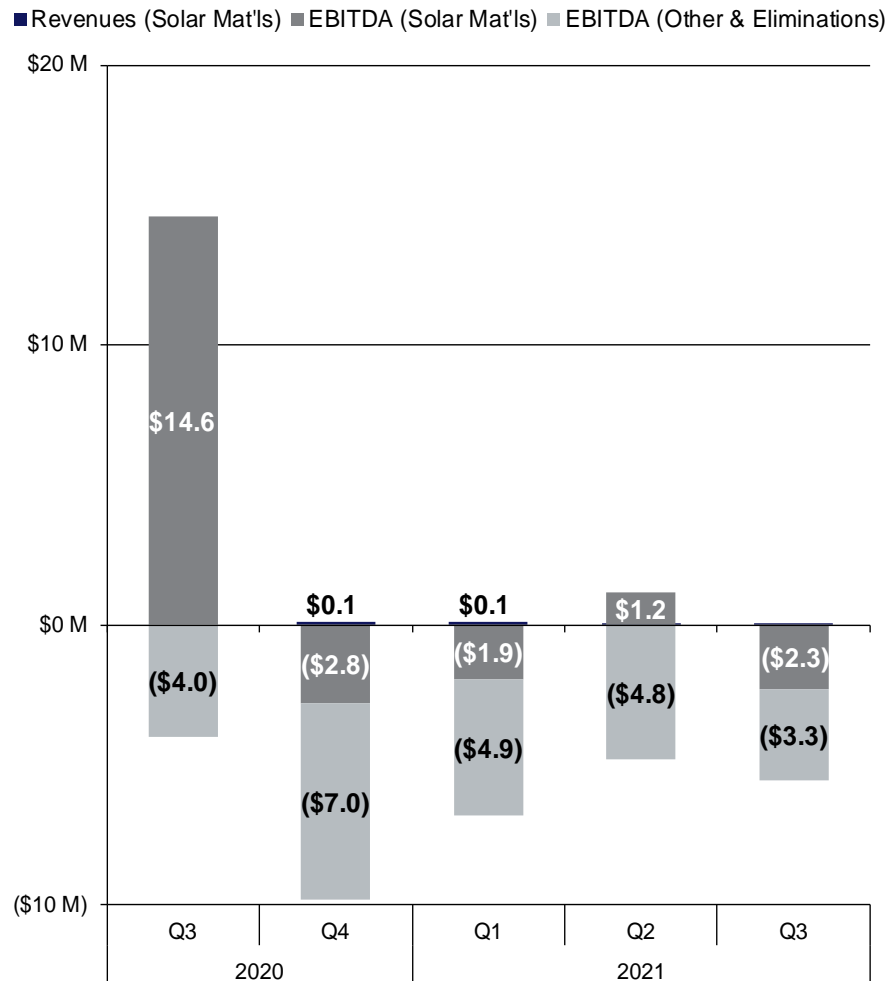
Revenues: \$0.0M

EBITDA Contribution: (\$2.3M) Loss

- › Net Expense of \$2.3M
  - Comparable to prior period results excluding items of other income/expense
- › Previous quarter results included:
  - Q2'21 \$3.9M forgiveness of C.A.R.E.S. Act Loan
  - Q3'20 \$16.0M Non-cash settlement of property tax

## Other and Eliminations

- › Net cost: (\$3.3M)
  - Compared to (\$4.8M) in Q2'21
  - Reduction in estimated expenses for employee incentive plans





# Cash Flows

## Cash inflows from operating activities \$3.8M

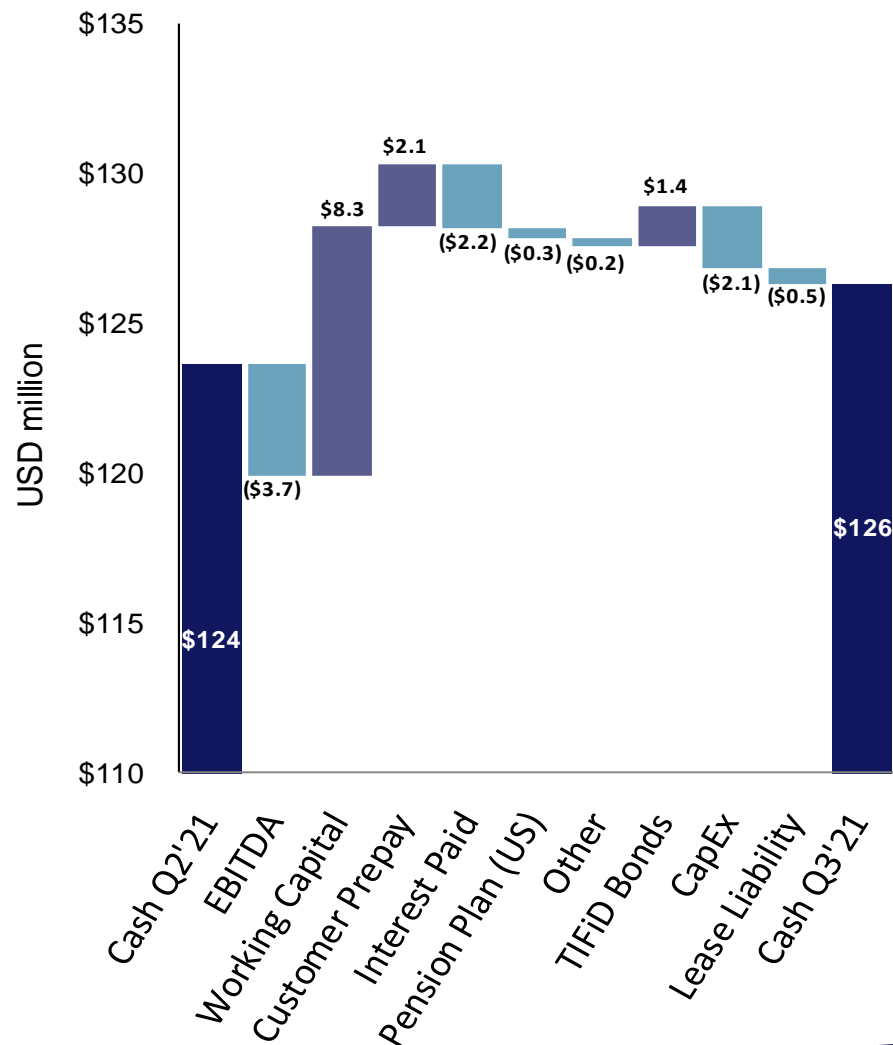
- › EBITDA Loss of (\$3.7M)
- › Working capital decrease \$8.3M
  - Decrease in inventories \$6.8M
  - Decrease in receivables \$1.8M
  - Decrease in payables (\$0.2M)
- › Customer Prepayments \$2.1M (Q4'21 Revenues)
- › Interest paid (\$2.2M)
- › US pension plan contributions (\$0.3M)
- › Currency loss of (\$0.3M) (Stronger USD vs. NOK)
- › Changes in other assets and liabilities (\$0.1M)

## Cash outflows from investing activities (\$0.6M)

- › Capex (\$2.1M)
- › Maturities of municipal bonds \$1.4M
- › Decrease in restricted cash \$0.1M

## Cash outflows from financing activities (\$0.5M)

- › Payment of lease liabilities (\$0.5M)



# Debt

## Nominal debt - \$198.5M

- › Decrease of (\$12.9M) in Q3'21
  - (\$ 0.3M) Decrease in Lease Liabilities (IFRS 16)
  - (\$12.5M) Decrease in indemnity loan
    - (\$12.0M) due to Settlement
    - (\$ 0.5M) Due to a stronger USD vs. NOK

## Nominal net debt - \$72.3M

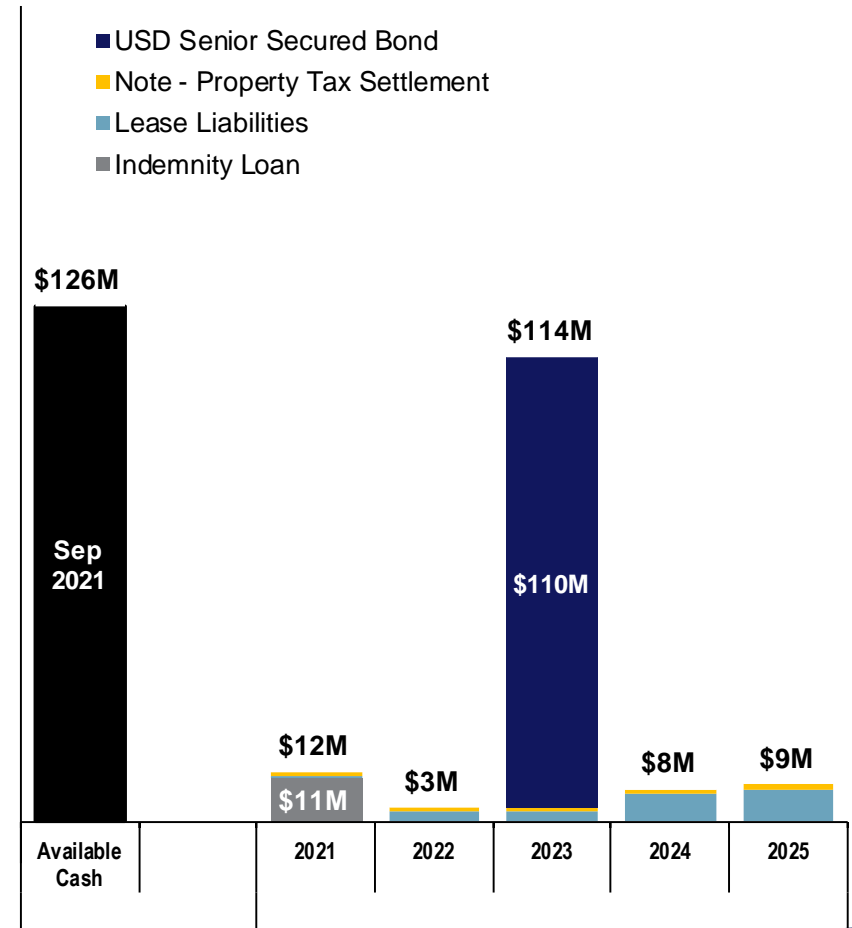
- › Decrease of (\$15.5M) in Q3'21
  - Increase in cash of (\$2.7M)
  - Decrease in nominal debt of (\$12.9M)

## Contingent Liabilities

- › Indemnification loans resolved
  - Agreement reached on October 18, 2021
  - Settlement of all claims for \$10.8M
    - Payment of \$3.7M from restricted cash
    - Feb. 2022 Payment of \$7.2M

### Debt maturity profile

USD Million



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Semiconductor and  
Silicon Gases

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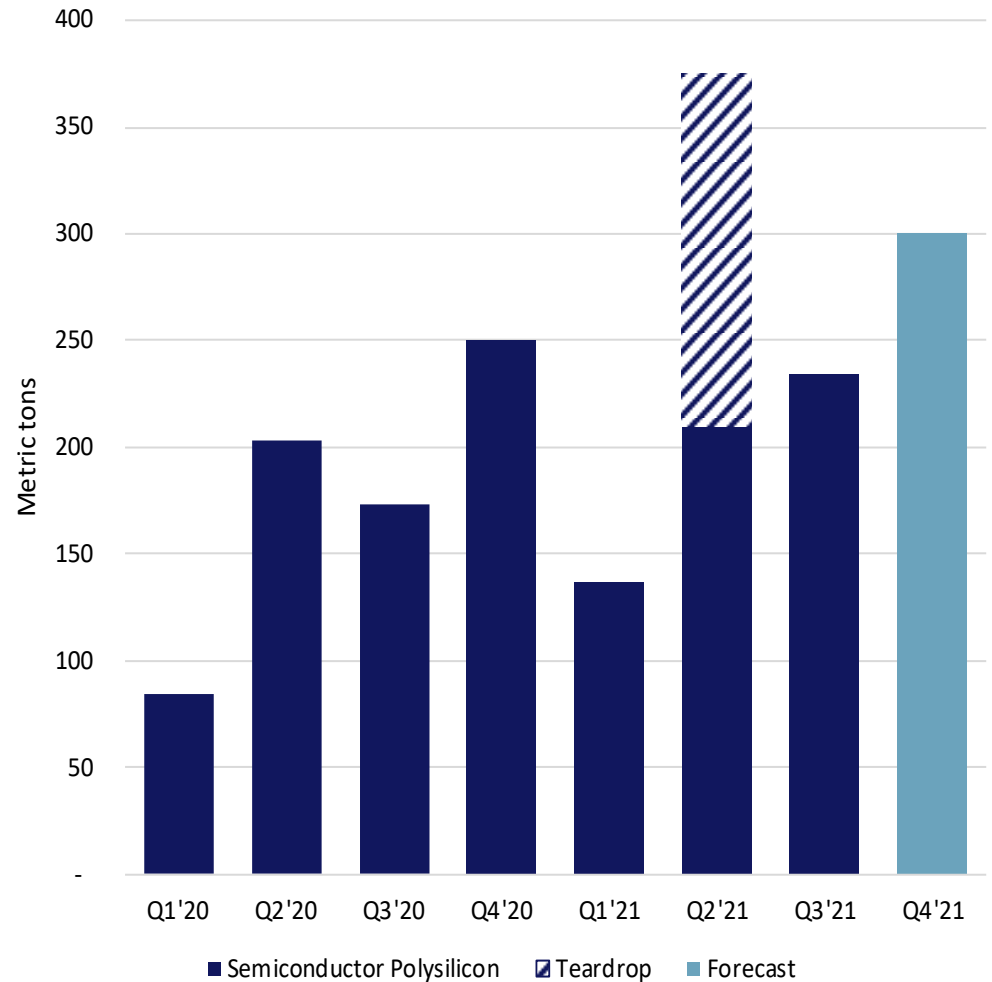
# Electronic Grade Polysilicon

Strong demand continues

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- › Underlying Q3 '21 Semiconductor shipments increased to 234 MT
  - Customer provided logistics caused some volume to move to Q4
- › Commitments for Q4 provide for high visibility of shipment volume
  - Global logistics challenges create some uncertainty of timing
- › Customer forecasts indicate demand strength to continue
  - More visibility and earlier more firm commitments

## REC Shipments - Semiconductor Polysilicon



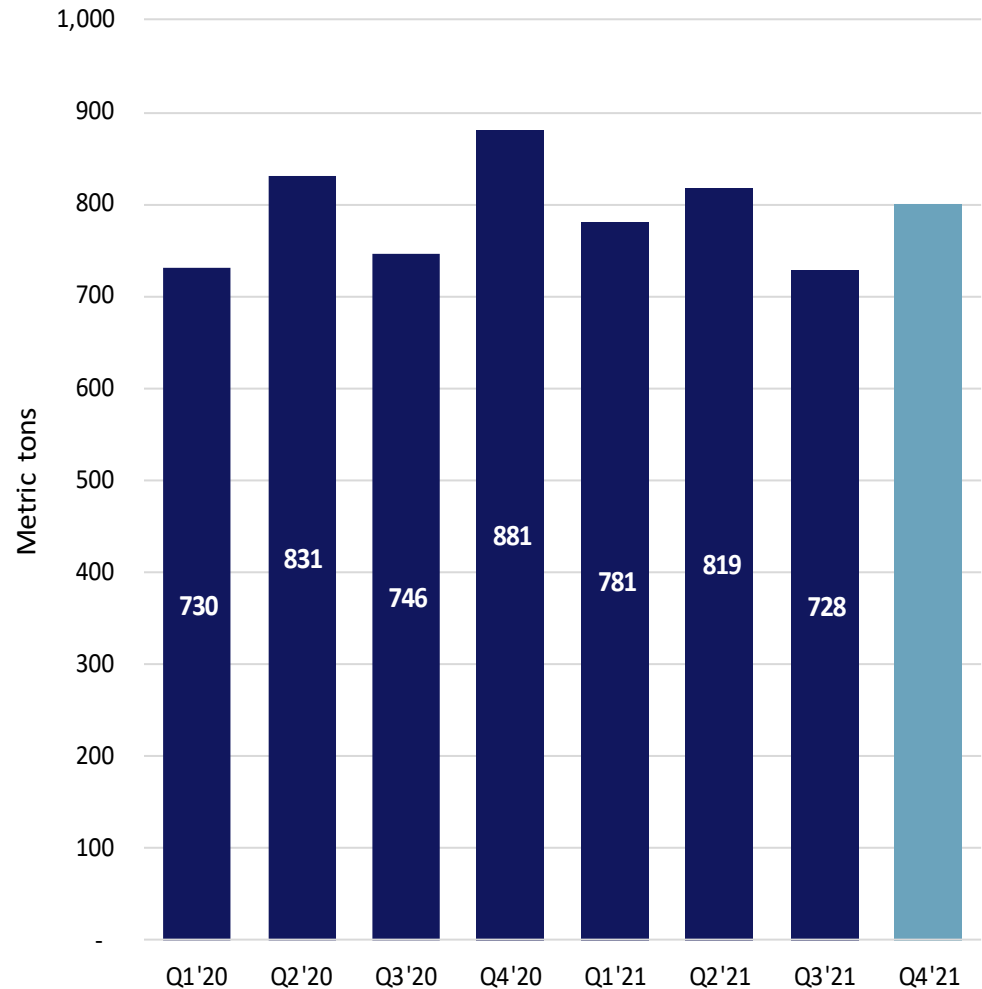
# Demand for Silicon Gases Strong

## Global logistics shorts volume

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- › Shipments dampened in Q3 '21
  - Ship and container delays create bottlenecks
  - Supply chain logistics costs increasing for customers
  - Semiconductor remains at high utilization
  
- › Underlying demand remains robust
  - Demand continues increasing with device technology advancement
  - High visibility on Q4 commitments
  - Logistics will continue to present volume risk at some level

### REC Shipments - Silicon Gases



# Investment for Growth - Now and into the Future

## Maintain Global Leadership Position

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- › Increase Silicon Gases distribution capacity
  - Support recently online and future awarded business across the globe
  - Provides cushion against logistics shocks and customer location transitions
- › Float Zone (FZ) to support Electrification macro trend
  - Customers require larger (more mass) FZ rods
  - Customers forecast 9-10% CAGR in this segment for next few years
- › Proposed investment with high returns



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US Solar Update

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# AD/CVD towards Imports from China in place since 2012

2021

- › Antidumping and Countervailing Duties against China and Taiwan crystalline silicon photovoltaic products went into effect in December 2012
  - AD/CVD penalties range from 90% - 240%
  - The duties have been reviewed and continued each year
  
- › At the same time AD/CVD duties were placed on crystalline silicon photovoltaic cells whether or not assembled into a module
  
- › Ongoing review into 2022

**ANTI-DUMPING &**  
**COUNTER-VAILING DUTIES**



# Section 201 Tariff on Solar Panels

Applied to all countries

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- › Trump Administration imposed tariffs against solar panels produced outside the US in 2018

Tariffs on Solar Panels <sup>[55]</sup>				
Components	Year 1	Year 2	Year 3	Year 4
Safeguard Tariff on Modules and Cells	30%	25%	20%	15%
Cells Exempted from Tariff	2.5 gigawatts	2.5 gigawatts	2.5 gigawatts	2.5 gigawatts

- At end of 2020, Year 4 increased to 18%

- › Expires Feb 6, 2022. Currently US module companies are asking for an extension of the tariffs.
- › Exemption of 5GW of cells has been requested compared to 2.5GW today

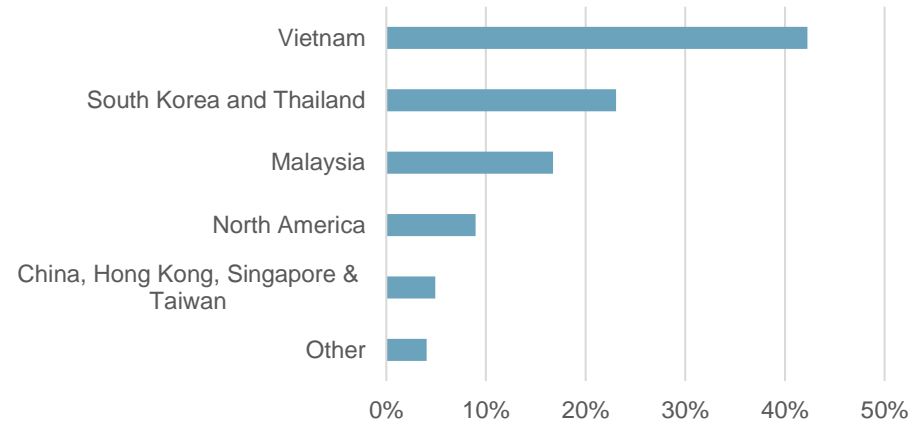
# Solar Panel Import to the US, by Country

Administration wants to increase production of solar panels in US

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- › 2020 US PV Installations 19.2GW
- › 2020 US PV Module Capacity 6.5GW
  - Cell Capacity <1GW
  - Wafer Capacity 0GW
- › US PV Installations in 2030 projected to be 55GW with current administration plans

US Solar Modules Import 2020



Source: EIA

# US Political Initiatives

## Increased government support for renewable energy

### › US Senate and Congress Supporting Investments

- Senate introduces bill to support advanced solar manufacturing production
- House companion version has been introduced

### › The SMTc is part of the \$3.5T budget proposed in the reconciliation process

- Budget reconciliation allows for approval by a simple minority in the Senate
- Senate to create detailed plan for \$3.5T for House vote followed by Senate vote
- Timing & outcome is uncertain
- Being linked to bipartisan infrastructure deal

<b>Modules</b>	Assembly (7 ¢/W) or Fully Integrated (11 ¢/W)
<b>Photovoltaic Cells</b>	4 ¢/W
<b>Photovoltaic Wafers</b>	\$12/m <sup>2</sup> [approx. 5-6 ¢/W]
<b>Solar Grade Polysilicon</b>	\$3/kg [approx. 1 ¢/W]
<b>Solar Tracker Components</b>	Torque Tube/Purlin (87 ¢/kg) and Structural fasteners (\$2.28/kg)
<b>Inverters</b>	>1.5MW (.25 ¢/W), 170kW – 1.5MW (1.5 ¢/W), 20-170kW (2¢/W), 650W-20kW (6.5¢/W), <650W (11¢/W)

› The credits are maintained until the end of 2028, and then step down to 70% in 2029, 35% in 2030, and 0% in 2031

› The credit is refundable, so if there is no tax to be deducted, it can be returned in cash

› Inverters and trackers have been added to the bill

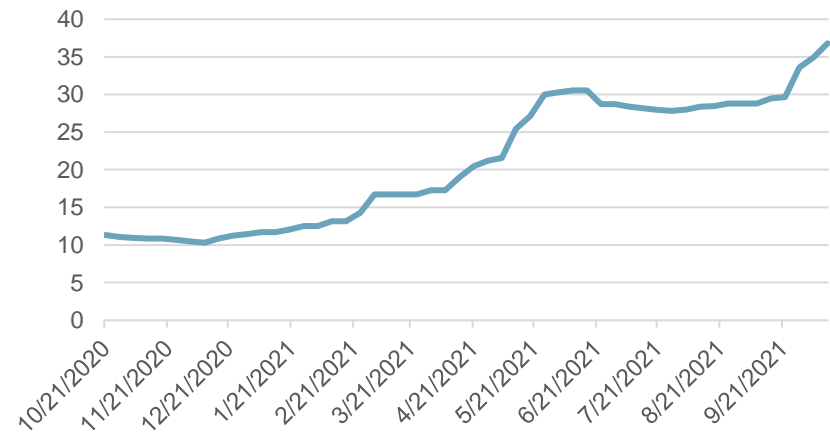
# Polysilicon Prices

Approaching \$40/kg

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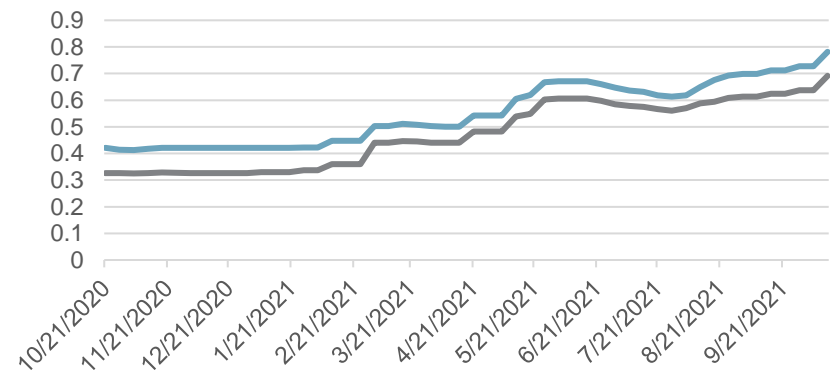
- › Chinese polysilicon producers have been asked to shut down due to power shortage
- › Subsidized power has been the basis for the Chinese poly and ingot production
  - Will it continue?
- › Will solar panels eventually become more expensive?

Average Price China Mono Grade Polysilicon



Source: PV Insights

Average Mono Wafer Price per Piece



— 166mm — 156mm

Source: PV Insights

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## Battery Update

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# Electrical Vehicle will Dominate in the Future

US Manufacturers/Government motivation to build a competitive EV Industry

- › US Government has allocated \$6B for battery development
  - › Bipartisan Infrastructure bill

## Energy Efficiency & Renewable Energy: \$16.26B

- **\$3B: Battery Manufacturing and Recycling Grants** (p. 2507, sec. 40207(c)) – Placed in EERE to support battery and battery component manufacturing, and recycling. Demonstration projects not less than \$50M each, Commercial-scale projects no less than \$100M each, Retooling/Expanding existing facilities no less than \$50M each.

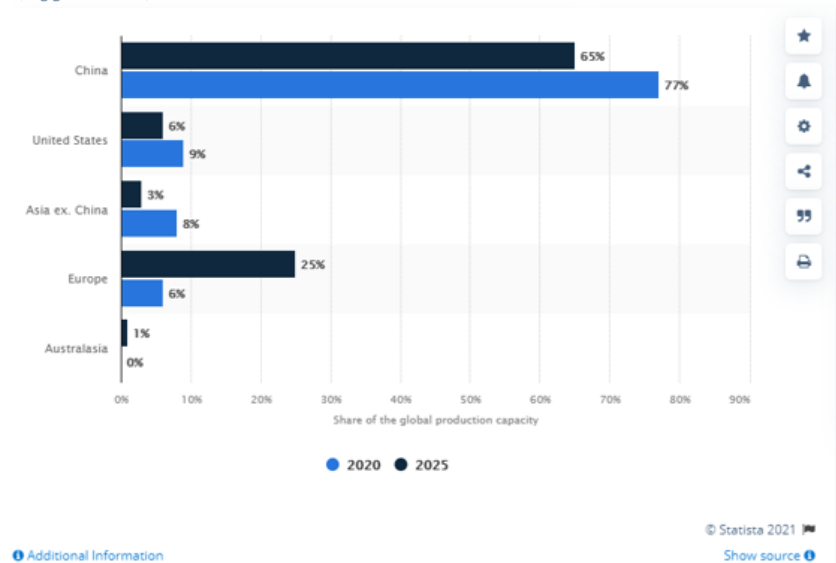
## Office of Fossil Energy & Carbon Management: \$7.49B

- **\$3B: Battery Material Processing Grants** (p. 2506, sec. 40207(b)) – Placed in FECM to support battery materials processing/supply chain. Demonstration projects not less than \$50M each, Commercial-scale projects no less than \$100M each, Retooling/Expanding existing facilities no less than \$50M each.

### Battery production dominated by China

- 2020 77% China
- 2025 Forecast
  - 65% China
  - 25% Europe
  - 6% USA

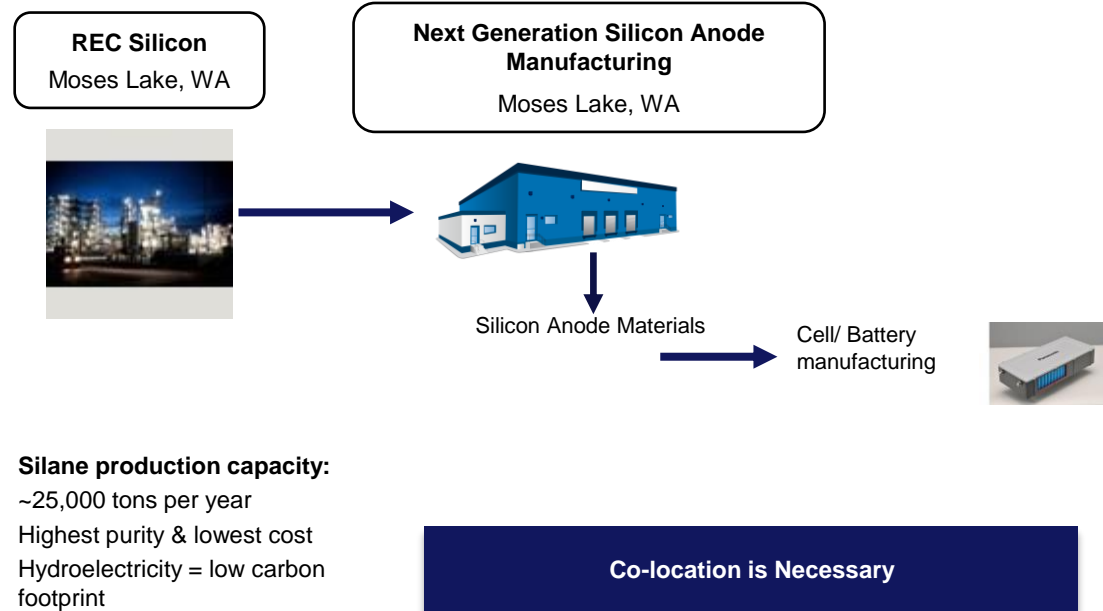
Share of the global lithium-ion battery manufacturing capacity in 2020 with a forecast for 2025, by country  
(in gigawatt hours)



# Silicon Anodes may be next step in Increased Battery Efficiency

Anodes containing silicon increases capacity by ~40%

- › Silane is the most efficient silicon source for advanced silicon anodes
- › REC is negotiating with several silicon anode companies for silane supply
- › REC requires pre-payments for entering long term silane supply contracts



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Yulin Update

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# Yulin JV, China

FBR-B achieving its intended quality and cost structure

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2021

## Plant Characteristics

- › Construction completed in 2018
- › Large scale silicon manufacturing facility with
  - 19,000 MT FBR-B granular Polysilicon
  - 300 MT Siemens semiconductor grade Polysilicon
  - 500 MT Silane Gas loading
- › Operating Performance
  - Mono capable FBR production
  - Design capacities demonstrated



## 3<sup>rd</sup> Quarter Production

- › Q3 Production
  - 102 MT of Loaded Silane
  - 3776 MT of FBR Granular
  - 14 MT of Siemens
- › Q3 Cash Positive
- › Plant maintenance started late Q3 and continues into early Q4 2021

## Sales Status

- › Currently all production sold out
- › Granular product qualified with multiple domestic mono PV customers
- › Product is utilized in both initial charge and recharge applications

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## Short-term Business Plan

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# Maintain ability for possible Moses Lake startup in 2023

- › Tight polysilicon market
  - High polysilicon prices
  - High energy prices
  - FBR would be very competitive in today's market (low energy consumption)
  
- › Approached by several companies for polysilicon supply
  
- › Government support for restart (SMTC)
  
- › Negotiations continue with silicon anode companies



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Thank you.

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