

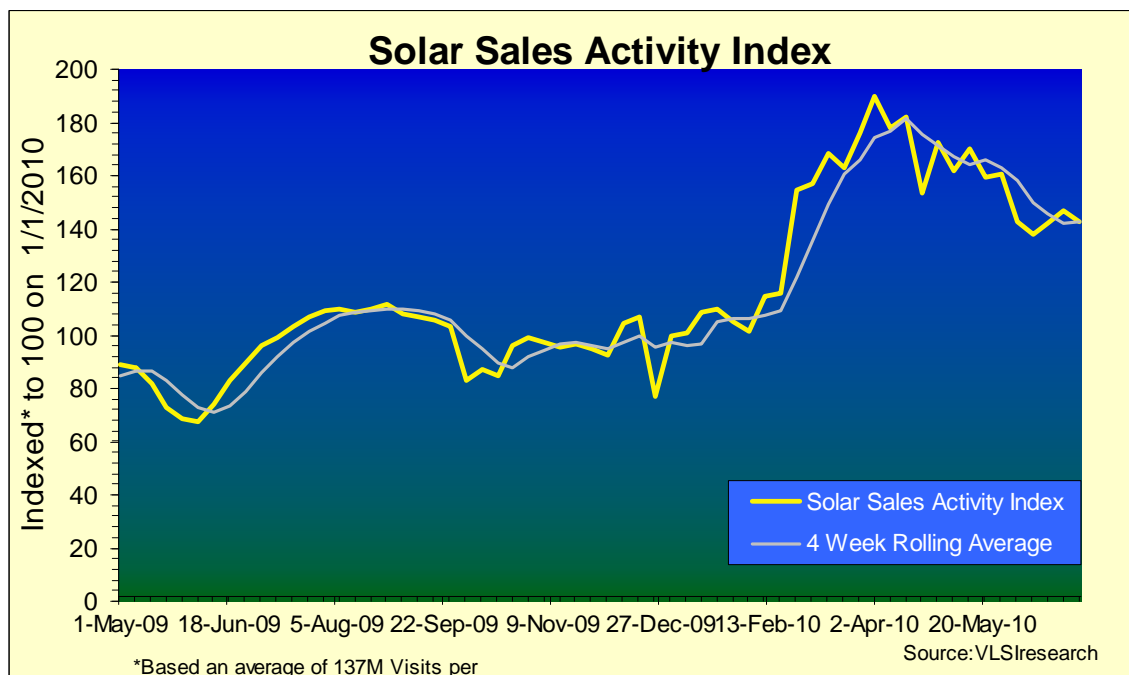
Solar PV panel prices trending up as sales activity continues to decline. LED lighting sales activity is down.

WildPhotons: Friends

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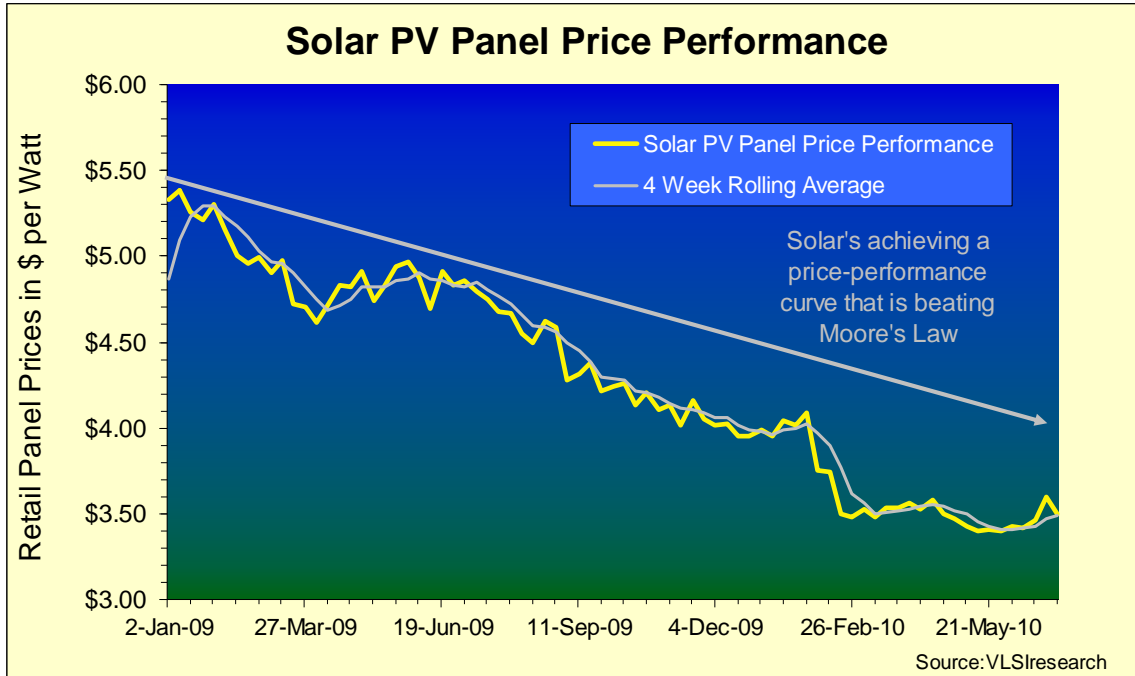
weSRCH's weekly price and sales activity trend analysis in Solar PV panels and HBLEDs.¹

SOLAR PV Sales Activity continues to slow. Our SSAI index pulled back to 143, with a weekly growth of -3%. It was -25% from a quarter ago. So it looks like the passing of the graduation season is also helping solar sales. Compared to a year ago, solar PV sales activity was up 49% over last week.



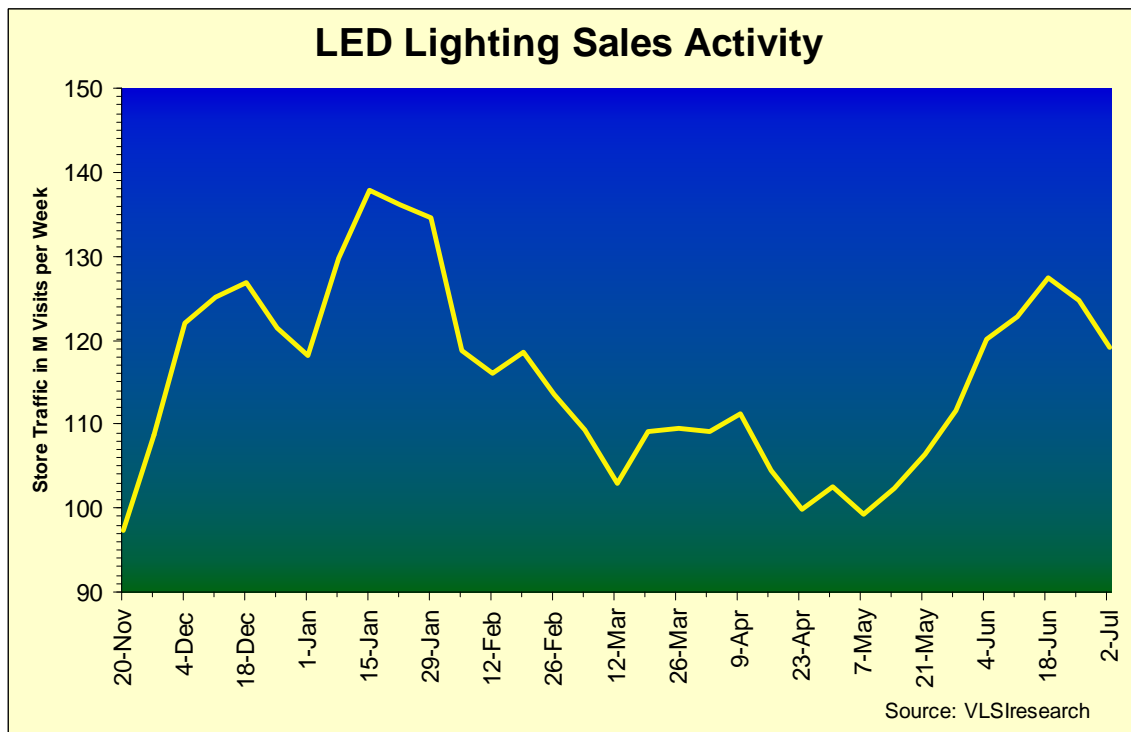
weSRCH's Solar PV Sales Activity Index measures buyer intent. It gives an early-in-the-sales-funnel perspective on future sales. It is based on a weighting of weekly customer visits, inquiries, and interest at various sales outlets. While only a fraction of these results in final sales, there is information in the trend because inquiry-to-sales ratios tend to be consistent.

¹ weSRCH's weekly analysis of Solar PV panel and LED pricing data are worldwide, measured across various retail spot markets. For more background see below.

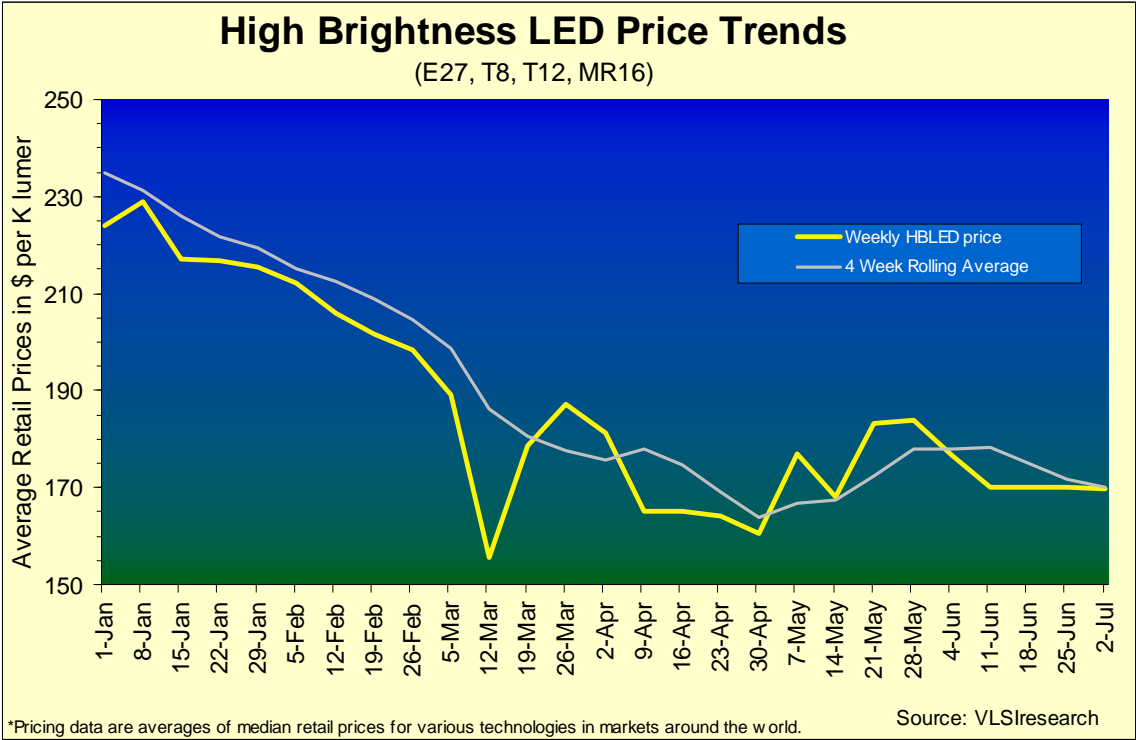


Solar PV Panel Prices slipped back 9¢/Wp. Median photovoltaic panel prices averaged \$3.50 per Watt. Prices are -28% from a year ago and -2% from the last quarter. The 4-week rolling average trend is up. — Dan

LED Lighting Sales Activity pulled back again, hitting 119 last week. The decline accelerated to -4% versus -2% a week ago. It was +9% from a quarter ago.



High Brightness LED prices slipped 18 cents. Average HBLED prices were \$170 per Klm versus \$170 in the prior week. Median prices were \$120 with a standard deviation of \$261. The 4 week rolling average price was \$170 per Klm and the trend remains down. — Dan



WildPhotons: what nature can teach you about life



A friend is someone who allows you distance but is never far away.
Noah benShea

Grevy's Zebra "Equus grevyi" Fossil Rim Animal Park, Glen Rose, TX Reference
number: TX_0705z_040

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weSRCH's weekly analysis of price and sales activity trends in Solar PV panels and High Brightness LEDs. The data are collected from multiple retail spot markets around the world.

Pricing trend data are average median retail spot prices for various technologies based on immediate shipment. It does not include shipping costs. weSRCH is not a spot market nor is it affiliated with any single market. Data is collected from multiple markets, around the world. It is not cost of manufacturing, nor wholesale pricing, such as that of large scale commercial projects. It is intended to give worldwide trends in pricing, not absolute values, as these vary substantially.

Pricing trends are useful indicators of shifts in supply and demand. For example, this data series was predictive of the business fall off in the second half of 2008.

weSRCH's Solar PV Sales Activity Index is intended to give an early-in-the-sales-funnel perspective on future sales. It is based on a weighting of weekly customer visits, inquiries, and interest at various sales outlets. While only a fraction of these results in final sales, there is information in the trend because inquiry-to-sales ratios tend to be consistent.

We can get you lots more detail and support is available from our parent company, VLSIresearch.

Keywords: solar PV panel photovoltaic sales activity trends HBLED LED spot prices photovoltaics

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