

Market Data

SPI Energy Co. Ltd.	
NASDAQ: SPI	
Fiscal Year	December
Industry	Diversified
Recent Price	\$1.36
Market Cap	\$20.1M
Shares Out.	14.8M
Float	6.3M
Avg. Volume (30-day)	541,298
Revenue (FY19)	\$97.9M
Gross Profit (FY19)	\$7.2M
Cash (FY19)	\$2.8M
Debt (FY19)	\$14.3M
<i>As of Aug 21, 2020</i>	
Company Website	
spigroups.com	

Company Overview

SPI Energy Co., Ltd. is a global provider of photovoltaic (PV) solutions for business, residential, government, and utility customers and investors. The Company develops solar PV projects that are either sold to third-party operators or owned and operated by the Company for selling of electricity to the grid in multiple countries in Asia, North America, and Europe. The Company's subsidiary in Australia primarily sells solar PV components to retail customers and solar project developers. The Company's operating headquarters is in Santa Clara, California, and it maintains global operations in Asia, Europe, North America, and Australia.



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 nearly \$200 million and currently trades for approximately 1/5th of its fiscal 2019 revenue of \$97.9 million, well below peer group multiples. The Company has shown significant improvement to its financial performance in recent years with decreasing losses and a trend toward near-term profitability. Recently announced plans to spin off Orange Power assets in IPO provide additional upside opportunity for shareholders of record.

Investment Highlights

- **International solar assets valued at \$200M**
 - Developed and/or operates photovoltaic (PV) projects in Asia, Australia, North America, and Europe
 - Strong project pipeline in US with recent addition of Oregon portfolio
- **Strong revenue base and trend towards near-term profitability**
 - Generated \$97.9 million in revenue in 2019
 - Net loss per common share (basic and diluted) decreased to \$1.20 from \$2 in 2018
- **Trading at significant discount to peer group multiples**
 - Trading for 1/5th of 2019 sales and 1/10th assets
- **Plans to spin off Orange Power independent power producer business in IPO**
 - \$100M equity investment in Greece, Italy, and UK
 - 43.12MW capacity internationally
 - Expected to generate stable operating cash flows annually (20+ year FIT or PPA)
 - SPI will remain a major shareholder at 51%+, allowing for consolidation of revenue and benefit of large percentage of dividend from Orange Power's stable cash flow
- **Third largest provider of solar power in Australia**
 - Dominant player in Australian residential solar and energy storage distribution markets and one of the largest providers of solar/clean energy products/solutions in the Pacific region (SolarJuice)
- **Additional potential from investments in up-and-coming industries**
 - High-growth alfalfa business with US Department of Agriculture approved export license; solid customer base with large dairy companies in Asia and plans to build 5MW solar project onsite to enhance profitability
 - CBD & hemp business – producing CBD crude oil at 250K sq. ft., 25-acre site in CA; plan to build solar project onsite to lower electricity cost
 - Jolly Farming – processing plants with state-of-the-art equipment in AZ and central CA; expect to spin off as IPO
- **Strong, experienced international management and technology team**