Q4 and FY2011 Earnings Call

March 8, 2012

All Rights Reserved

Forward-looking statement disclaimer

This presentation, and accompanying slides, contains statements regarding the Company's projected financial and operating results, market opportunity and business prospects that are individually and collectively forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. Any forward-looking statements and projections made by others in this presentation are not adopted by the Company and the Company is not responsible for the forward-looking statements and projections of others.

These forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. Therefore the Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this presentation. These risks include, among others: the ability to meet shipment, revenue, gross margin, and operating margin targets; and the ability to reduce costs and capital expenditures. Such statements involve certain risks and uncertainties that could cause actual results to differ materially from those in the forward-looking statements.

Additional information concerning these and other risk factors is contained in the Risk Factors section of our Annual Report on Form 20-F for the year ended December 31, 2010.

We assume no obligation to update any forward-looking information contained in this presentation.

SUNTECH UNLIMITED

All Rights Reserved

Agenda

Earnings Overview and Operations	• **Dr. Zhengrong Shi** • Chairman and Chief Executive Officer
Sales and Marketing Overview	• **Andrew Beebe** • Chief Commercial Officer
Financial Performance	• **David King** • Chief Financial Officer

SUNTECH UNLIMITED

All Rights Reserved

Q4 and FY11 Financial Highlights

	Fourth Quarter 2011	Full Year 2011	Non-GAAP FY2011
Shipments	-10% QoQ	2,096MW	
Revenue	$629.0M	$3,146.6M	
Gross profit margin	9.9%	12.3%	15.2%
Net income before equity in earnings of affiliates	($78.8M)	($893.4M)	
Equity in loss of affiliates	($58.1M)	($98.7M)	($50.7M)
Net loss attributable to holders of ADSs	($136.9M)	($1,006.7M)	($192.3M)
Earnings per diluted ADS	($0.76)	($5.58)	($1.07)

- Diverse sales channels and customer preference for bankable, high performance products drove top line
- Exceeded shipment guidance and met gross margin guidance despite challenging market
- Stringent working capital management led to $490M improvement of Accounts Receivable and Inventory
- Increased cash position by $141M
- Reduced net debt by $207M

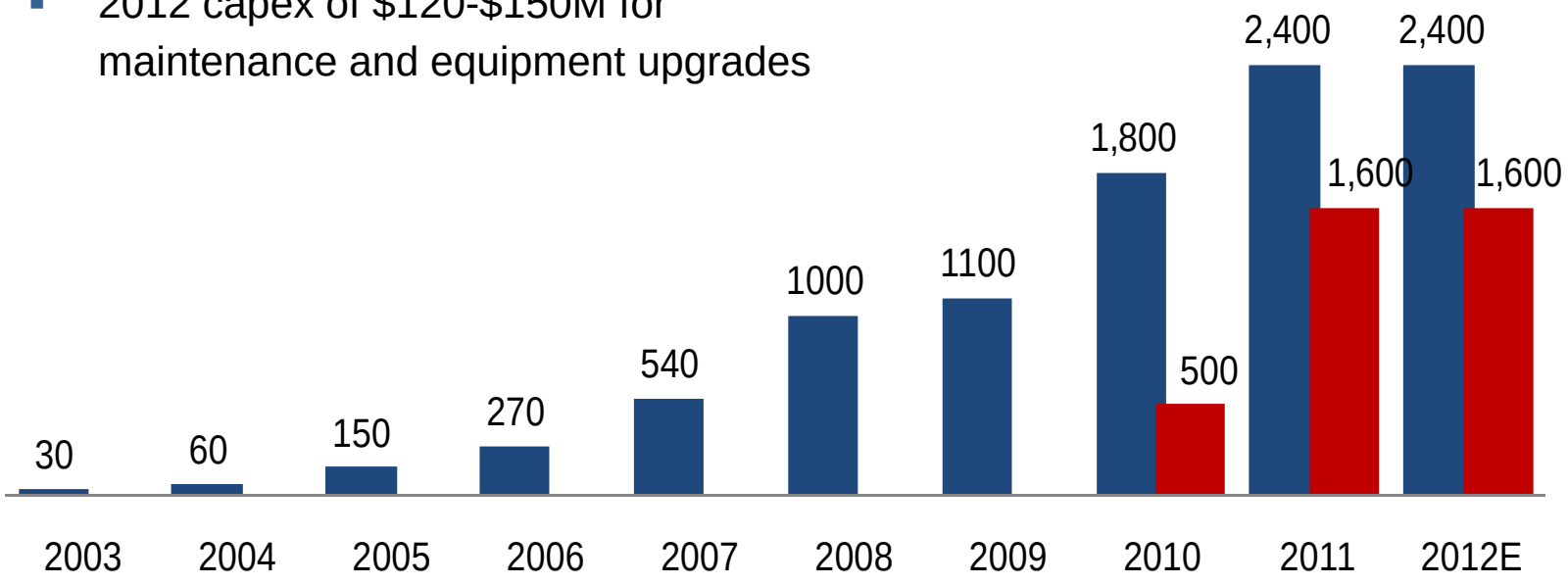
SUNTECH UNLIMITED

All Rights Reserved

Capacity Roadmap

PV Cell and Wafer Capacity (MW)

- Hold capacity at current levels in 2012 to minimize capital expenditures
- 2012 capex of $120-$150M for maintenance and equipment upgrades

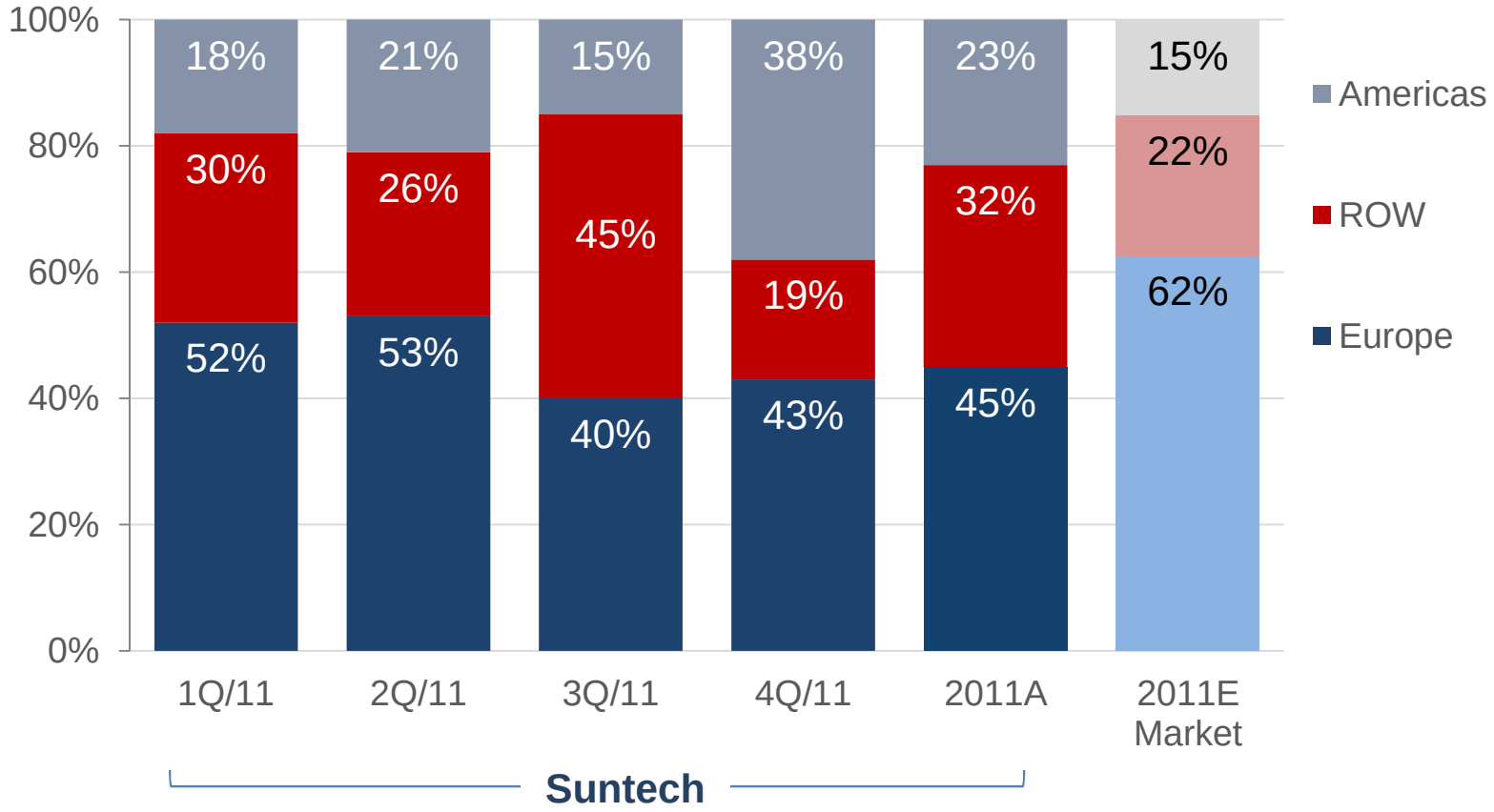


SUNTECH UNLIMITED

All Rights Reserved

More diversified revenue mix

from sales channel strength & diversity



- 17 national offices globally including regional HQs in Switzerland and San Francisco

SUNTECH UNLIMITED

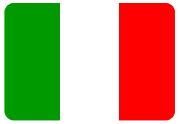
All Rights Reserved

Market Overview

Europe

Europe
- Awarded Top PV Brand in Germany, France & Italy

Germany
- Proposal for accelerated reduction in FiT
- Achieved retail grid parity
- Business models to leverage self-consumption

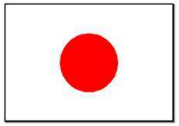


Italy
- Ongoing transition to roof-top market
- Achieved retail grid parity

Americas

USA
- Seeing strong pull-in demand and expect 50%+ sequential growth in shipments
- Impending preliminary decision on countervailing duties on March 19

Rest of the World



Japan
- New FiT expected to be implemented in July 2012
- Commercial market to drive demand growth

China
- Target 15GW by 2015 and 50GW by 2020
- Expect 5GW of demand in 2012

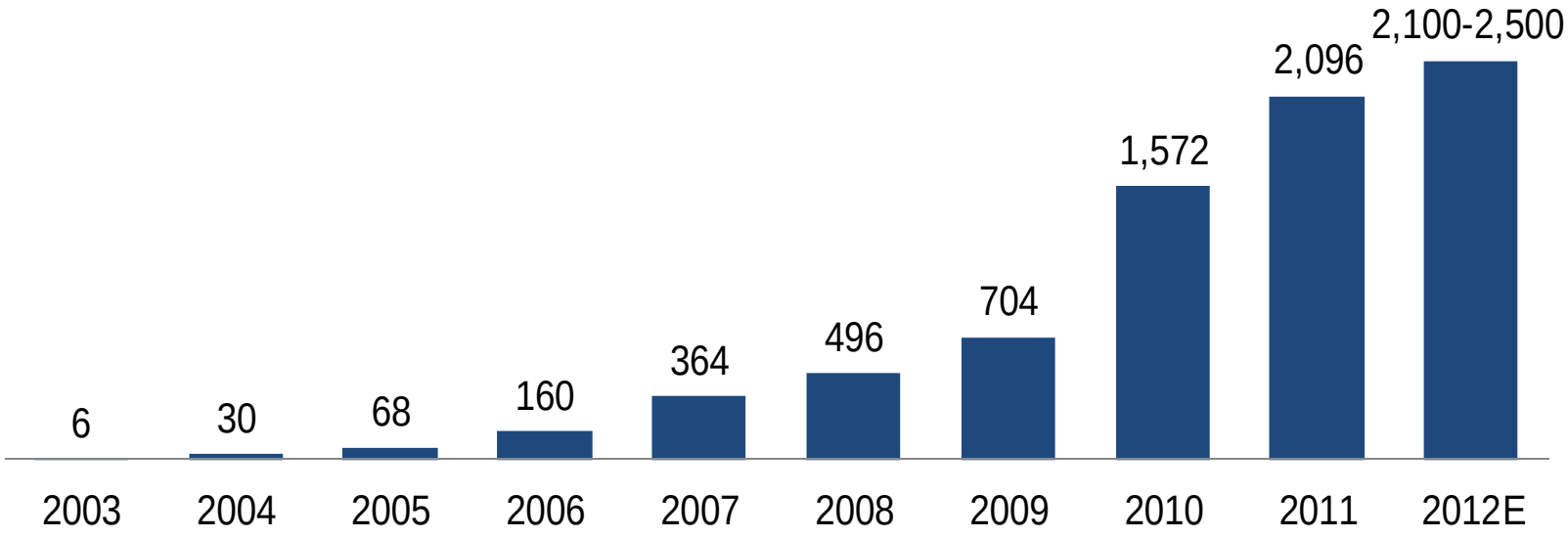
SUNTECH UNLIMITED

All Rights Reserved

Shipment Growth

PV Shipments (MW)

- 4Q/11 shipments down 10% QoQ and up 3% YoY, beating guidance of ~20% QoQ decrease
- FY11 up 33% YoY, exceeding guidance of 2GW



SUNTECH UNLIMITED

All Rights Reserved

Income Statement 4Q/11

$ in millions

	4Q/10		4Q/11
Revenue	945.1	-33%	629.0
Gross Profit	164.4	-62%	62.3
OPEX	74.3	+54%	114.6

- Shipments increase by 9%
- ASPs decline by 12%

- Pricing pressure impacted gross profit

- Incurred $19 million of under-utilization charges

SUNTECH UNLIMITED

All Rights Reserved

3Q/11 Impairment Assessment Charges

Category	Amount (in millions USD)	Accounting
Impairment of goodwill and intangible assets	$407.2	Operating expenses
Impairment of long-lived assets	$54.6	Operating expenses
Provision for prepayments to Shunda and Nitol	$21.1	Operating expenses
Accrual for contingent lawsuit	$17.5	Operating expenses
Impairment of investment in Nitol Solar	$40.0	Other expenses
Impairment of investment in Shunda Holdings	$48.0	Equity in loss of affiliates, net of taxes

SUNTECH UNLIMITED

All Rights Reserved

Income Statement 4Q/11

$ in millions except per share	4Q/10	4Q/11	
Income (Loss) from Operations	90.1	(52.3)	-158%
FX Loss Net of Hedging	(3.2)	(8.1)	-153%
Tax (Benefit) Expense	(28.6)	19.0	-166%
Diluted EPS	1.83	(0.76)	-142%

- Due to lower gross profit and higher OPEX
- Improved FX management despite high Euro exposure
- Deferred tax benefit

SUNTECH UNLIMITED

All Rights Reserved

Balance Sheet 4Q/11

$ in millions

	4Q/10		4Q/11
Cash + restricted cash	1,015.0	-30%	709.0
Inventory	558.2	-7%	516.5
Accounts Receivable	515.9	-8%	475.3

- YoY capacity expansion
- QoQ increased $141M due to working capital management

- Effective inventory management

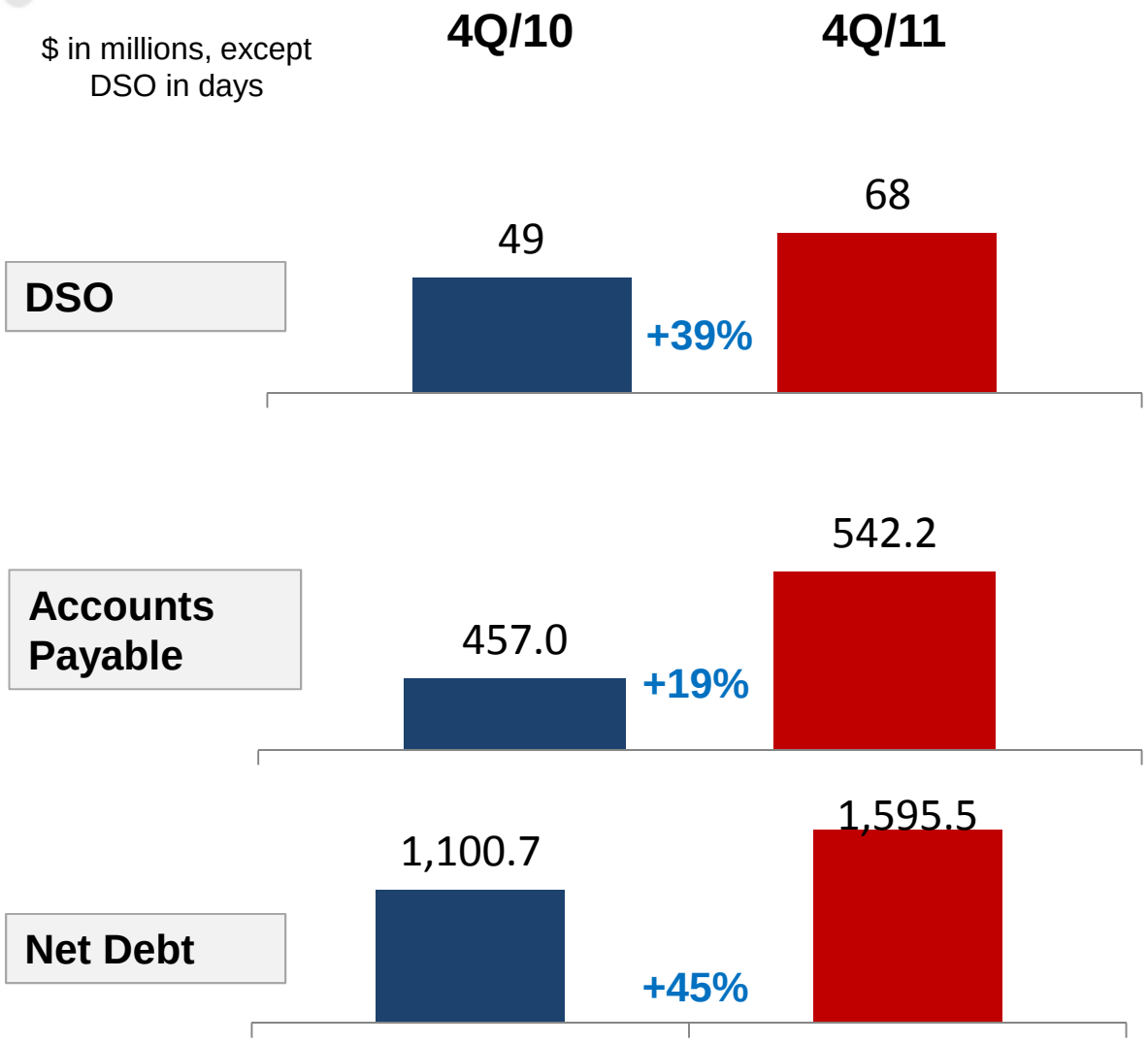
- Stringent working capital management

SUNTECH UNLIMITED

All Rights Reserved

Balance Sheet 4Q/11

$ in millions, except DSO in days



- Improved by 19 days sequentially
- Increased due to market dynamics
- YoY higher due to capex and working capital
- Decreased by $207M sequentially

SUNTECH UNLIMITED

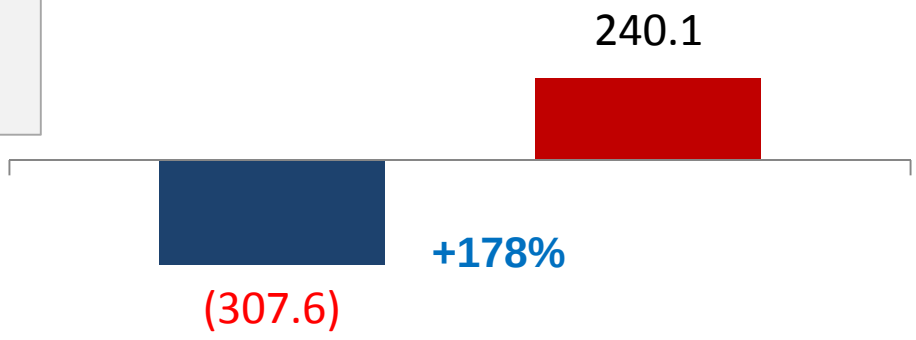
All Rights Reserved

Cash Flow 4Q/11

$ in millions

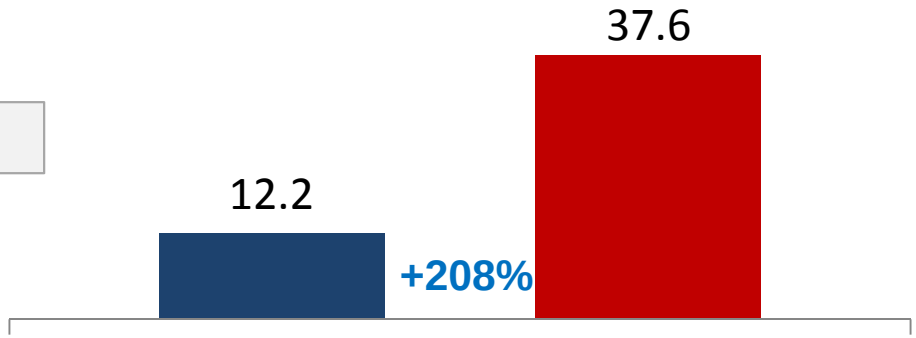
4Q/10 **4Q/11**

Cash Flow from Operations



- Stringent working capital management

Capex

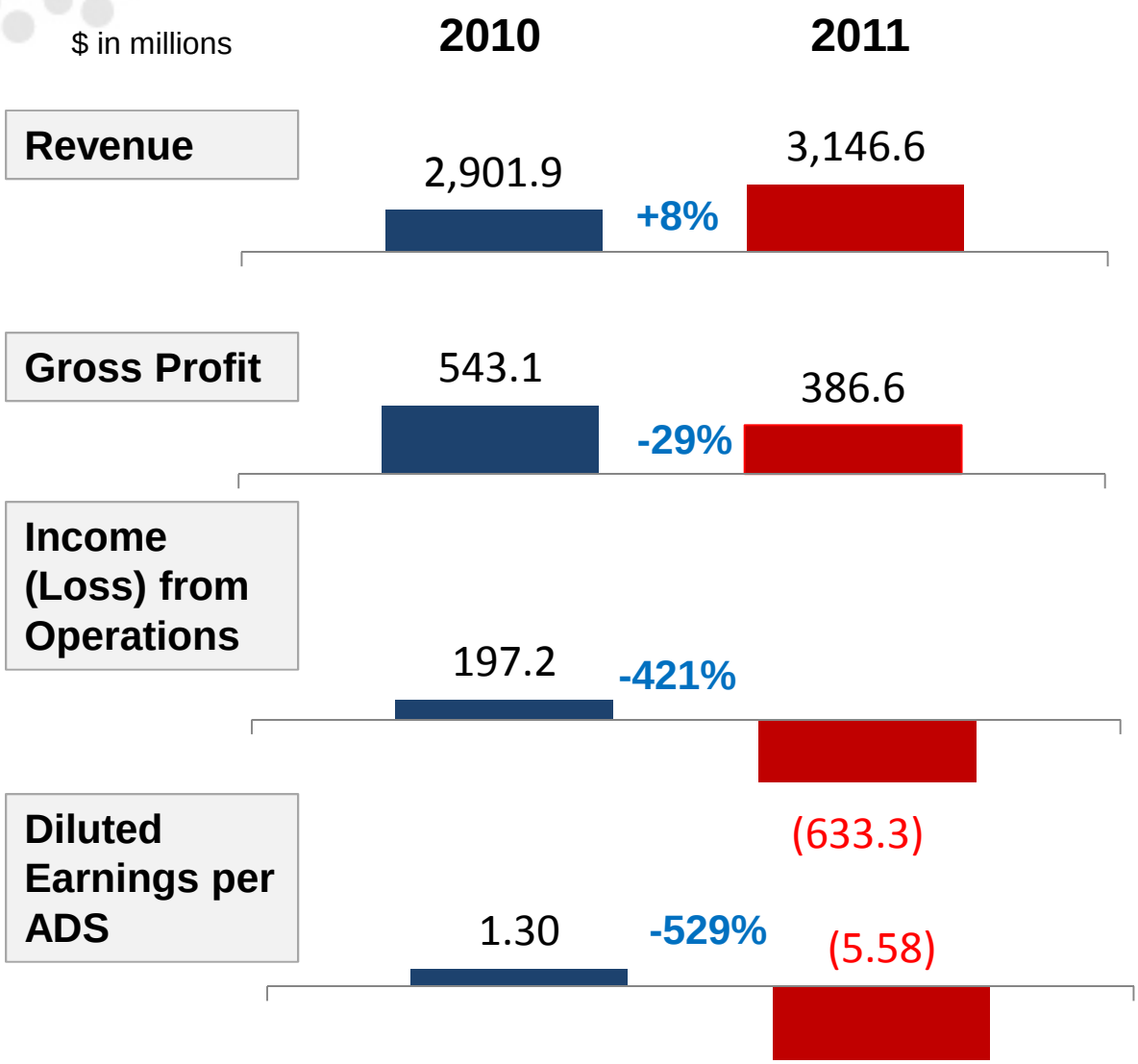


- Outstanding payments for prior capacity expansion

SUNTECH UNLIMITED

All Rights Reserved

Income Statement FY2011



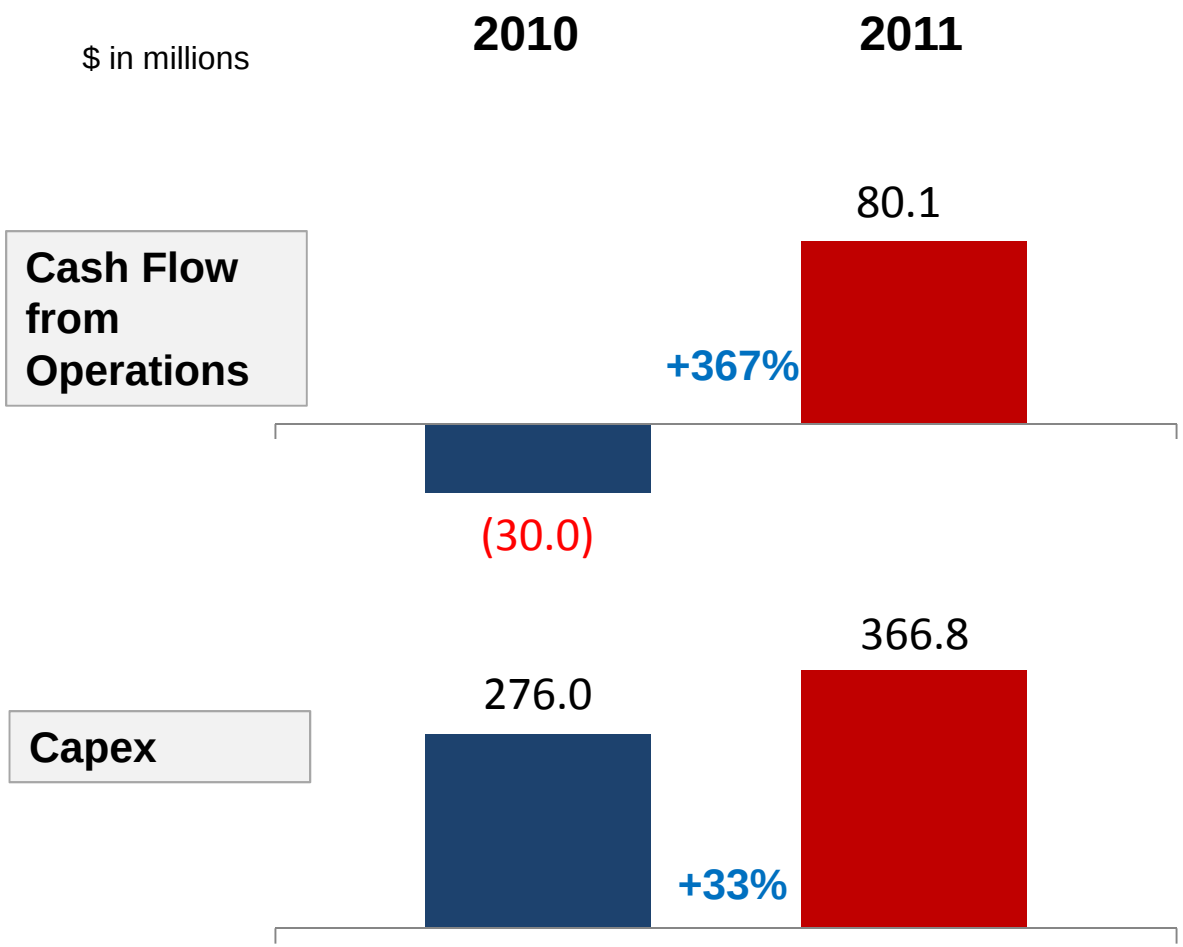
- Significant shipment growth, partly offset by decline in ASP
- Pricing pressure affecting gross profit
- Impairments and write-off of goodwill, intangibles and investments in 2011 of $712.3M
- Non-GAAP income from operations in 2011 was $79.0M
- Non-GAAP diluted earnings per ADS was ($1.07) in 2011
- Non-GAAP diluted earnings per ADS was $2.21 in 2010

SUNTECH UNLIMITED

All Rights Reserved

Cash Flow FY2011

$ in millions



- Stringent working capital management
- Focus on cash generation

- Wafer capacity expansion

SUNTECH UNLIMITED

All Rights Reserved

1Q and FY2012 Outlook and Financial Guidance

	1Q/12	2012
Shipments (MW)	Down ~30%	2.1GW – 2.5GW
Gross margin	3% – 6%	
Capex		$120M – $150M
Capacity		1.6GW Wafer 2.4GW Cell/Module

SUNTECH UNLIMITED

All Rights Reserved

1Q/12 FX Outlook

Item	Guidance	Sensitivity
FX Translation Gain/Loss	• Minimal impact based on EUR rate of 1.3USD • Net EUR exposure of EUR250M	• Each 0.01 appreciation of the EUR/USD rate will lead to $2.5M gain and vice versa
Hedging Gain/Loss	• Expect hedging gain of approximately $5M in 1Q/12	• Average hedge rate of 1.40 in 1Q/12

SUNTECH UNLIMITED

All Rights Reserved

4Q/11 Income Statement

Highlights	4Q/10	3Q/11	4Q/11	QoQ	YoY
Total net revenues	945.1	809.8	629.0	-22%	-33%
Total cost of revenues	780.7	702.0	566.7	-19%	-27%
Gross profit	164.4	107.8	62.3	-42%	-62%
Operating expenses	74.3	613.1	114.6	-81%	54%
Operating (loss) income	90.1	(505.3)	(52.3)	-90%	-158%
Net (loss) income attributable to holders of ordinary shares	358.0	(642.2)	(136.9)	-79%	-138%
Fully diluted EPS	1.83	(3.56)	(0.76)		
Fully diluted shares	196.1	180.6	180.7		

Note: Amounts in millions of US Dollars or shares except for per-share data

SUNTECH UNLIMITED

All Rights Reserved

4Q/11 Balance Sheet

Highlights	As of 31 Dec. 2010	As of 30 Sept. 2011	As of 31 Dec. 2011
ASSETS	**5,217**	**4,892**	**4,550**
Cash & restricted cash	1,015	568	709
Inventories	558	696	517
Accounts receivable	516	785	475
Investments in affiliates	546	517	454
LIABILITIES	**3,337**	**3,802**	**3,585**
Short-term borrowings	1,401	1,583	1,559
Accounts payable	457	632	542
Long-term bank borrowings	163	212	161
Convertible notes	552	576	585
EQUITY	**1,880**	**1,090**	**965**

Note: Amounts in millions of US Dollars

SUNTECH UNLIMITED

All Rights Reserved

4Q/11 Consolidated Cash Flow

Highlights	4Q/10	3Q/11	4Q/11
Net cash provided by (used in) operating activities	(307.6)	(27.2)	240.1
Net cash (used in) investing activities	(27.9)	(82.6)	(127.6)
Net cash provided by (used in) financing activities	267.6	(86.6)	(74.5)
Net increase (decrease) in cash and cash equivalents	(73.7)	(189.8)	34.0
Cash and cash equivalents at the beginning of the quarter	**946.2**	**648.2**	**458.4**
Cash and cash equivalents at the end of the quarter	**872.5**	**458.4**	**492.4**

Note: Amounts in millions of US Dollars

SUNTECH UNLIMITED

All Rights Reserved

FY2011 Income Statement

Highlights	2010	2011	YoY
Total net revenues	2,901.9	3,146.6	8.4%
Total cost of revenues	2,358.8	2,760.0	17%
Gross profit	543.1	386.6	-29%
Operating expenses	345.9	1,019.9	195%
Operating (loss) income	197.2	(633.3)	-421%
Net (loss) income attributable to holders of ADSs	236.9	(1,006.7)	-525%
Fully diluted earnings per ADS	1.30	(5.58)	-529%
Fully diluted shares	181.6	180.5	

Note: Amounts in millions of US Dollars or shares except for per-share data

SUNTECH UNLIMITED

All Rights Reserved

FY2011 Consolidated Cash Flow

Highlights	2010	2011
Net cash provided by (used in) operating activities	30.0	80.1
Net cash (used in) investing activities	(238.6)	(567.5)
Net cash provided by (used in) financing activities	303.0	115.1
Net increase (decrease) in cash and cash equivalents	39.3	(380.1)
Cash and cash equivalents at the beginning of the year	**833.2**	**872.5**
Cash and cash equivalents at the end of the year	**872.5**	**492.4**

Note: Amounts in millions of US Dollars

SUNTECH UNLIMITED

All Rights Reserved

3Q/11 Non-GAAP Reconciliation

	GAAP 3Q/11 Results	Accrual for contingent lawsuit	Impairment for goodwill and long-lived assets	Impairment for investments in Nitol	Provision for prepayments to affiliates	Impairment for investment in Shunda	Non-GAAP 3Q/11 Results
Revenues	809.8						809.8
Cost of revenues	702.0						702.0
Gross profit	107.8						107.8
Gross margin	13.3%						13.3%
Operating expenses	613.1	17.5	461.8		21.1		112.7
Operating (loss) income	(505.3)	17.5	461.8		21.1		(4.9)
Operating margin	(62.4%)	2.2%	57.0%		2.6%		(0.6%)
Other expenses	(50.1)			40.0			(10.1)
Equity in earnings (loss) of affiliates	45.1					48.0	2.9
Net (loss) income attributable to holders of ADSs	(642.2)	17.5	461.8	40.0	21.1	48.0	(53.8)
Earnings per ADS	(3.56)	0.10	2.56	0.22	0.12	0.27	(0.30)

Note: Amounts in millions of US Dollars except for per-share data

SUNTECH UNLIMITED

All Rights Reserved

FY2010 Non-GAAP Reconciliation

	GAAP FY2010 Results	Provision for prepayment to affiliates	Impairment of long-lived assets	Impairment for investment in Shunda	Non-GAAP FY2010 Results
Revenues	2,901.9				2,901.9
Cost of revenues	2,358.8				2,358.8
Gross profit	543.1				543.1
Gross margin	18.7%				18.7%
Operating expenses	345.9	8.0	54.6		283.3
Operating (loss) income	197.2	8.0	54.6		259.8
Operating margin	6.8%	0.3%	1.9%		9.0%
Equity in earnings (loss) of affiliates	250.8			101.1	351.9
Net (loss) income attributable to holders of ADSs	236.9	8.0	54.6	101.1	400.6
Earnings per ADS	1.30	0.04	0.30	0.56	2.21

Note: Amounts in millions of US Dollars except for per-share data

SUNTECH UNLIMITED

All Rights Reserved

FY2011 Non-GAAP Reconciliation

	GAAP FY11 Results	CSG Discontin-uation	MEMC Contract Termin-ation	Accrual for contingent lawsuit	Impairment for Goodwill and long-lived assets	Impairment for investment in Nitol	Provision for prepay-ments to affiliates	Impairment for investment in Shunda	Non-GAAP FY11 Results
Revenues	3,146.6								3,146.6
Cost of revenues	2,760.0		91.9						2,668.1
Gross profit	386.6		91.9						478.5
Gross margin	12.3%		2.9%						15.2%
Operating expenses	1,019.9		120.0	17.5	461.8		21.1		399.5
Operating (loss) income	(633.3)		211.9	17.5	461.8		21.1		79.0
Operating margin	(20.1%)		6.7%	0.6%	14.7%		0.7%		2.5%
Other expenses	(133.1)					40.0			(93.1)
Equity in earnings (loss) of affiliates	(98.7)							48.0	(50.7)
Loss from discontinued operations	(14.1)	14.1							0.0
Net (loss) income attributable to holders of ADSs	(1,006.7)	14.1	211.9	17.5	461.8	40.0	21.1	48.0	(192.3)
Earnings per ADS	(5.58)	0.08	1.17	0.10	2.56	0.22	0.12	0.27	(1.07)

Note: Amounts in millions of US Dollars except for per-share data

SUNTECH UNLIMITED

All Rights Reserved

Thank you

All Rights Reserved