

SPI 2014 Exhibitor Post Show Report



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SPI 2014 Recap

Solar Power International (SPI) 2014 concluded with strong momentum, becoming North America's only major solar energy event that's on a strong growth trajectory.

Indicative of the top solar event on the continent, coupled with an industry on the move, SPI 2014 experienced the only year-over-year growth of any major solar event, with upwards of 15,000 solar energy professionals and advocates converging in Las Vegas to attend top-tier educational programming, network with industry peers, and do business on the expansive, 200,000-plus square-foot exhibition floor. Both statistics—attendees and exhibition square footage—bested last year's figures.

This year's installment of SPI, the annual event of the Solar Energy Industries Association (SEIA) and the Solar Electric Power Association (SEPA), was a newsmaker on several fronts, from companies launching new products on the show floor to major industrywide initiatives. SEIA and SEPA both made headlines with announcements that promise to alter the industry landscape—underscoring how SPI serves as the industry's annual town square where solar energy professionals gather, business gets done, and news is made.

SPI 2015 will return to the West Coast, September 14-17, in Anaheim. The conference has already signed up 275 exhibitors for more than 150,000 square feet of show floor space—75 percent of this year's total.

For more information about Solar Power International 2015, go to http://www.solarpowerinternational.com/.







Attendee Demographics

15,000 attendees (15% increase over 2013)

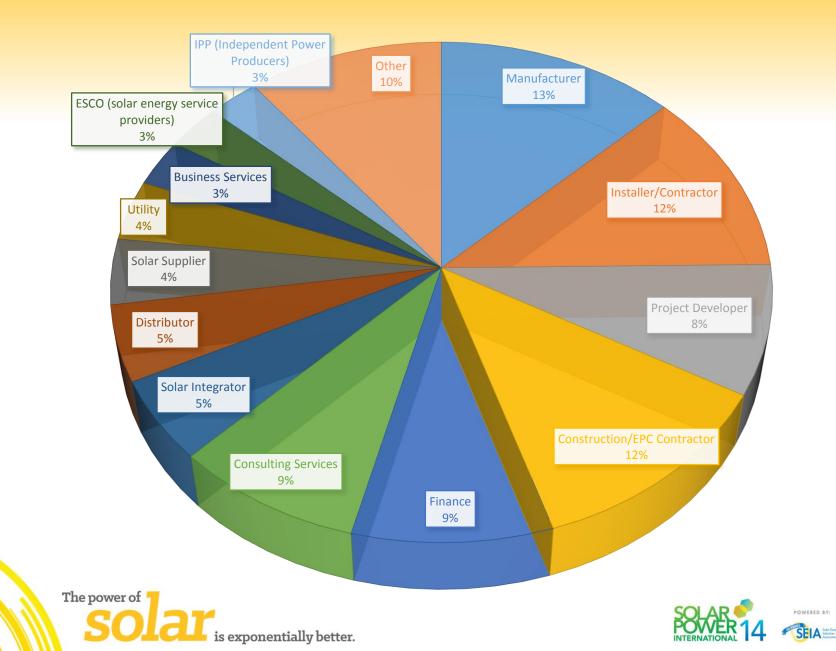
Nearly a third of SPI 2014 attendees held an Executive or VP level management positions, with direct influence over buying decisions across the global solar industry.

Marketing -Strategy -**Operations/M** 4% 4% President/Owner/CEO: 17% Installer -Other: 23% Executive 6% 26% Finance/Acc ounting - 9% Vice President/Senior Vice Analyst: 2% President: 13% **Program/Project** Administrative: 2% Management - 12% Consultant: 5% **Business Developme Engineer** nt - 26% 13% Director: 14% Manager: 24% Sales - 18% The power of POWERED BY SEPA s exponentially better. SEIA

ATTENDEE JOB TITLES

ATTENDEE JOB FUNCTIONS

ATTENDEE COMPANY TYPES



SEPA

ATTENDEE GEOGRAPHIC BREAKDOWN

Top 10 US States Represented

Top 10 International Countries Represented

| <u>State</u> | <u>% of total</u> <u>attendance</u> | | Country | <u>% of International</u> Attendance |
|--------------|--|--------|-------------|---|
| CA | CALIFORNIA | 38.11% | China | <u>20%</u> |
| NY | NEW YORK | 4.50% | Canada | 18% |
| AZ | ARIZONA | 4.43% | Mexico | 11% |
| ТХ | TEXAS | 4.37% | Germany | 8% |
| CO | COLORADO | 3.76% | Korea | 6% |
| NJ | NEW JERSEY | 2.97% | Japan | 5% |
| MA | MASSACHUSETTS | 2.83% | Spain | 3% |
| FL | FLORIDA | 2.52% | Taiwan | 2% |
| IL | ILLINOIS | 2.51% | Greece | 2% |
| OH | OHIO | 2.37% | South Korea | 2% |





Exhibitor Demographics

583 Companies Exhibited (4% increase over 2013)

US States Represented by Exhibitors

- AL 1%
- AR 1%
- AZ 2%
- CA 31%
- CO 5%
- CT 2%
- DE 1%
- FL 3%
- GA 3%
- IA 1%

The power of 🗧

- IL 4%
- IN 1%
- KS−1%
- KY 1%
- LA 1%
- MA 3%
- MD 1%
- MI 1%
- MN 2%
- MO 1%
- MT 1%

- NC 1%
- ND 1%
- NH 1%
- NJ 3%
- NM 1%
- NV 2%
- NY 4%
- OH 5%
- OR 1%
- PA 4%
- RI 1%

- SC 1%
- TN 1%
- TX 5%
- UT 1%
- VA 2%
- VT 2%
- WA 2%
- WI 1%
- WY 1%





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Exhibitor Demographics – By Country

- Almost 25% of exhibitors were international, representing 23 different countries.
- Multiple pavilions hosting companies from China, Germany, and Spain were popular destinations on the show floor







SPI 2014 Press Coverage Highlights

- <u>Utility DIVE: Solar Power International 2014</u>: 'The best energy we have had for years'
- pv magazine: 5 SPI takeaways
- <u>Clean Technica: Solar Power International Expo 2014 Las Vegas Opens</u>
- Solar Novus Today: Trendspotting at Solar Power International 2014
- Renew Economy: Energy Storage: The next big thing in solar





