

发 言 稿

尊敬的杰瑞.布朗州长，
尊敬的高虎城部长，
女士们、先生们，
Respected Governor Jerry Brown,
Respected Minister Gao Hucheng,
Ladies and Gentlemen,

上午好！
Good morning.

非常荣幸参加此次“中国省与美国加州贸易投资合作研讨会”，也非常高兴在此见证了《关于建立“中国省与美国加州贸易投资合作联合工作组”的谅解备忘录》的签字仪式，这正是两国政府及在座的具有远见卓识的政商两界朋友们为推动中美省州经贸往来，扩大中美双向投资所建造的一座跨越太平洋两岸的，代表着互信、互通、互助、互利的桥梁。

I'm honoured to join you for the “...请提供官方译文...”, and pleased to witness the signing ceremony for the “... 请提供官方译文...”, which is a bridge acrosses the Pacific Ocean built by United States and China government, as well all of our friends here in political and business with foresight and sagacity, which is bridge loaded with mutual trust, mutual comprehension, mutual assistance and mutual benefit, to promote the economic and trade links, to expansion the bothway investment between United States and China.

如我们所知，自国际金融危机以来，世界经济，也包括中美经济，都经受了严峻的挑战和考验。此刻，为应对危机、克服困难、恢复增长，来自于中美双方的相互信任与支持将显得弥足珍贵。这也是我们出现在此的原因。

As we all knew, the world economy, including US and China economy, has been put to serious tests and challenges since the global financial crisis. At this moment, to cope with crisis, to overcome the difficulties, to recover economic growth, the mutual trust and support between US and China are becoming more valuable. That's also why we are here.

我所服务的上海苏卫投资管理中心，是一家专注于全球新兴战略产业和先进制造行业的投资公司，并在清洁能源领域拥有投资经验。在此我非常高兴与你们分享我们对加州索拉利亚公司的投资案例。

Shanghai Sunwise Investment Center, which I served, mainly focuses on the globe investment of emerging strategic industries and advanced manufacturing industries, and owns such experience of investment in clean energy field. Here I'm happy to share with you our proud case of investment to the Solaria Corporation, a California based solar company.

索拉利亚位于加州硅谷，开发了世界领先的低倍聚光光伏技术。其核心技术结合了高效光学与半导体装配工艺，令太阳能光伏组件减少了 60% 的昂贵的半导体材料用量，并使规模化太阳能发电成本降低了 10%。该项由硅谷半导体与电子工业领域的专家们所开发的技术，已获授 50 多项专利，并有另外 70 项专利正在申请中。

Solaria located at Silicon Valley, California, developed the world's leading low-concentration photovoltaic (called LCPV) technology. The core technology, which combines highly-efficient optics with semiconductor assembly processes, which reduces the amount of high-value solar PV semiconductor material in a module by 60%, reduces the cost of producing utility-scale solar power by 10%. This technology was developed by experts from the semiconductor and electronics industry at Silicon Valley, with over 50 patents granted and another 70 patents in process.

然而，太阳能市场的激烈竞争与资金的短缺状态严重制约了索拉利亚新技术的发展与进步。我们在 2010 年洛杉矶太阳能电力展会中发现了索拉利亚，经过长达一年的交流与协商，我们于 2011 年完成了对索拉利亚的尽职调查，并实施了 3 千万美元的风险投资。

However, the intense competition at solar market, as well the shortage of funds seriously restricted the development and progress of Solaria new technology. We found Solaria at expo SolarPower in Los Angeles in 2010. Through a-year-long communication and negotiation, we fulfilled due diligence to Solaria technology, and eventually injected venture investment of 30 million US dollars.

作为一个负责任的投资商，苏卫对索拉利亚的投资并未止步于简单的资金注入，我们为索拉利亚在中国寻找并发现了对其低倍聚光光伏技术极为关键太阳能光学玻璃。我们与索拉利亚的工程师及中国的玻璃制造商一起，经过 5 个月的持续艰苦工作，终于收获了具备最佳性能的光学玻璃，并且帮助索拉利亚将其低倍聚光光伏组件的成本进一步降低了 10%。

As a responsible investor, Sunwise didn't stop supporting to Solaria at action of capital injection only, we successfully sourced solar optic glass, which is a pretty key component of Solaria LCPV technology. Through 5 month continuous hard working with Solaria engineers and Chinese glass manufacturer, we finally got the best performance optic glass for them, and also it helped reducing the cost of Solaria LCPV module by extra 10%.

今天我们高兴地看到，索拉利亚已成为全球迄今唯一实现了第三代太阳能光伏发电技术-低倍聚光光伏发电系统产业化制造与商业化应用的太阳能科技公司。索拉利亚开发的拥有自主知识产权的制造工艺与独特跟踪系统技术创造了最高能源产量与最低成本，该解决方案已被多家全球最大型电站与工程公司所采用。其营收在过去的两年里增长了十倍，其产品已安装应用于美国、意大利、西班牙、智利、印度、卡塔尔及中国等四大洲的十个国家，包括最近落成的位于白沙导弹

靶场的系统，这是美国陆军基地最大的太阳能项目，也是全球最大的低倍聚光光伏发电项目。

Today we are happy to see that Solaria has been the world's unique solar technology company which achieved both industrilization and commercialization of the 3rd generation of solar PV technology – Low Concentration Photovoltaic (LCPV) technology. Solaria developed a proprietary manufacturing process and unique tracking systems technologies that produce maximum energy yield and lowest cost. These solutions have been adopted by some of the world's largest utilities and EPC companies. Solaria has increased its revenues ten-fold in the past two years, and deployed its products in ten countries on four continents, with installations in the US, Italy, Spain, Chile, India, Qatar and China etc, including a system recently commissioned at White Sands Missile Range, the largest solar project on a US Army Base, as well the largest LCPV solar power project all over the world.

中国正在成为全球最为重要太阳能电力市场之一，苏卫正在帮助索拉利亚与数家中国领先的电站开发商展开积极合作，并已成功获得了位于内蒙古和青海的3个在建项目。此外，我们仍将继续鼓励和支持索拉利亚在中国设立其本地实体及办事机构，建立规模化制造业务，以拓展本土市场与出口，并其为在中国的工程建设与发展提供支持。

Since China is now becoming one of the largest solar power market in the world, Sunwise is assisting Solaria to actively engag with several of the leading power plant developers in China and has successfully gained 3 projects which are now under construction in Inner Mongolia and Qinghai, China. Besides, we are keeping encouraging and supporting Solaria to establish a local entity and office, as well a high volume manufacturing operations in China, for both the domestic market and export, to support the implementation and deployment of its systems in the country.

女士们、先生们，这是一个发生在我们身上的关于上海与加州企业间成功合作的案例，我们期待着在座的朋友们将为中美企业之间更好的合作付出努力，谢谢你们。籍此机会，我谨代表苏卫与索拉利亚对商务部和上海市商委在我们的投资过程中所给予的支持与帮助。

Ladies and Gentlemen, that's the case of successful co-operation happened to us between companies of California and Shanghai, we expect a better collaboration between US and China enterprises is to be promoted by all our friends here. Thank you. I'd like to take this opptunity, on behalf of both Solaria and Sunwise, to appreciate the support and help received from the Commerce Department and Shanghai Municipal Commission of Commerce during our investment process.

苏卫投资致力于全球先进应用技术和中国优秀制造能力的完美嫁接与整合，为清洁能源与新兴科技的发展与应用事业贡献积极力量。谢谢！

Sunwise committed to the perfect grafting and integration of the world's advanced application technology and excellent China manufacturing capabilities, contribute a positive force for the development and application of clean energy and emerging technologies. Thank you all.