U.S. INTERNATIONAL TRADE COMMISSION

Inv. No. TA-201-75

Remedy Hearing

TESTIMONY OF ROB MASINTER

VP and COO, AES Distributed Energy

October 3, 2017

1. Good Afternoon. My name is Rob Masinter and I am the Vice President and chief operating officer of AES Distributed Energy (AES DE) based in Boulder, Colorado. AES DE is a wholly owned subsidiary of The AES Corporation, a Fortune 200 company. With 19,000 employees in 17 countries, AES delivers affordable and reliable energy through its 37GW of generating capacity and its 7 utilities, including 2 utilities in Indiana and Ohio. AES' US Business Unit is divesting 4GW of coal, gas, and oil-fired generation in Ohio and will offset that with multiple GW of contracted, renewable generation – both wind and solar. AES recently closed on the joint acquisition of sPower – a US solar power producer with over 1 GW in operation and a large development portfolio.

2. AES DE develops, constructs, owns and operates a fleet of 220 distributed solar projects located across the US, providing cost-effective renewable energy to utilities, municipalities, school districts, and businesses.

3. In the last 18 months, we have advanced over 150 MW of projects. Located in California, Hawaii, New York, Massachusetts, Rhode Island, and other states, these projects serve commercial, utility and government clients through long term power purchase agreements (PPA).

4. Our business depends on access to high quality, reliable, and cost-effective, 72-cell CSPV modules to develop and fulfill cost-competitive solar generation projects. The cost of CSPV modules has recently been approximately 35% of total utility project costs. If project costs increase due to the imposition of tariffs or other trade protective remedies, our customer PPA pricing will need to increase. Consequently, our current and prospective customers will be less likely to contract, and we will build fewer solar projects.

5. Trade remedies that directly or indirectly require the use of US-manufactured cells and modules may also impact project feasibility. Investors scrutinize technology and equipment selections, as our plants are expected to have a 25-35 year useful life. Based on our experience, it is unlikely that the Petitioners, or similar US module manufacturers, will meet investment criteria for our solar and solar + Storage projects.

6. The downstream impacts to our suppliers will play out as follows if we build fewer projects. We will buy fewer CSPV modules, less racking (much of it made

with steel manufactured in US steel mills), and fewer inverters. We will hire fewer electricians, engineers, installers, and construction workers. Our contractors will purchase less equipment and materials for the balance of plant – including US made cable, combiner boxes, and protection equipment. The ripple effects will reach the local communities and economies of places where these clean, reliable energy projects would otherwise be developed and operated.

For all these reasons - I am strongly opposed to any import relief that would raise the price of CSPV cells and modules. Thanks to the Commissioners for the opportunity to provide this perspective.