

Investor Presentation

March 2024

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Our Mission

To power the world with solar energy and create a better and cleaner Earth for future generations

Our Business



Canadian Solar at a Glance

A Top 5 Global Company



2001

Founded in Ontario Canada



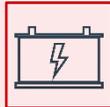
2006

Listed on the NASDAQ as CSIQ



61 GW

Solar module capacity⁽¹⁾



20 GWh

Battery energy storage capacity⁽¹⁾



20+

Countries



22,000+

Dedicated workforce

With a Stellar Track Record

>118 GW

Cumulative
modules delivered
globally⁽²⁾

**10 GWp
&
>3 GWh**

Solar power
projects and battery
energy storage
projects developed,
built, and connected
globally⁽³⁾



5-year average
gross margin



5-year average
net margin

And World Class Brand

Top Bankable Manufacturer

BloombergNEF (2022)

Tier 1 Solar Company

BloombergNEF (2017-2023)

Sustainability Reporting of the Year

**Environmental
Finance** (2023)

Seal of Excellence for Sustainability

UNEF (2024)

Top Brand PV USA

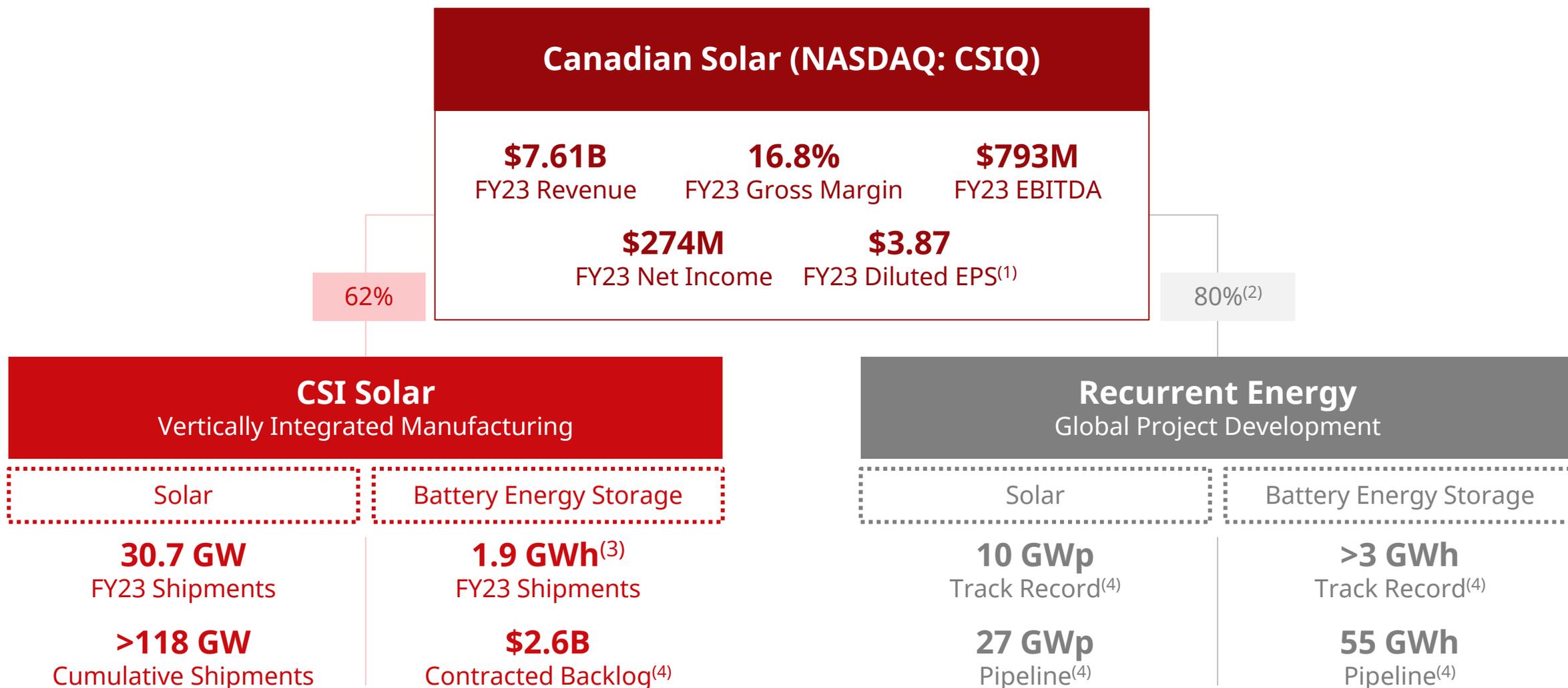
EUPD Research (2024)

(1) By December 31, 2024.

(2) As of December 31, 2023.

(3) Track record as of January 31, 2024.

A Global Solar and Storage Manufacturing and Project Development Business



(1) Diluted EPS includes the dilutive effect of convertible bonds. \$3.87/share is calculated from total earnings of \$279M (including 2.5% coupon of \$5.3M) divided by diluted shares 72.2 million shares (including 6.3 million shares issuable upon the conversion of convertible bonds).

(2) In January 2024, Recurrent Energy secured a \$500 million preferred equity investment commitment, convertible into common equity, from BlackRock, representing 20% of the outstanding fully diluted shares of Recurrent Energy on an as-converted basis.

(3) Including approx. 760 MWh expected to be recognized as revenues in 2024 due to being shipments in late Q4 2023.

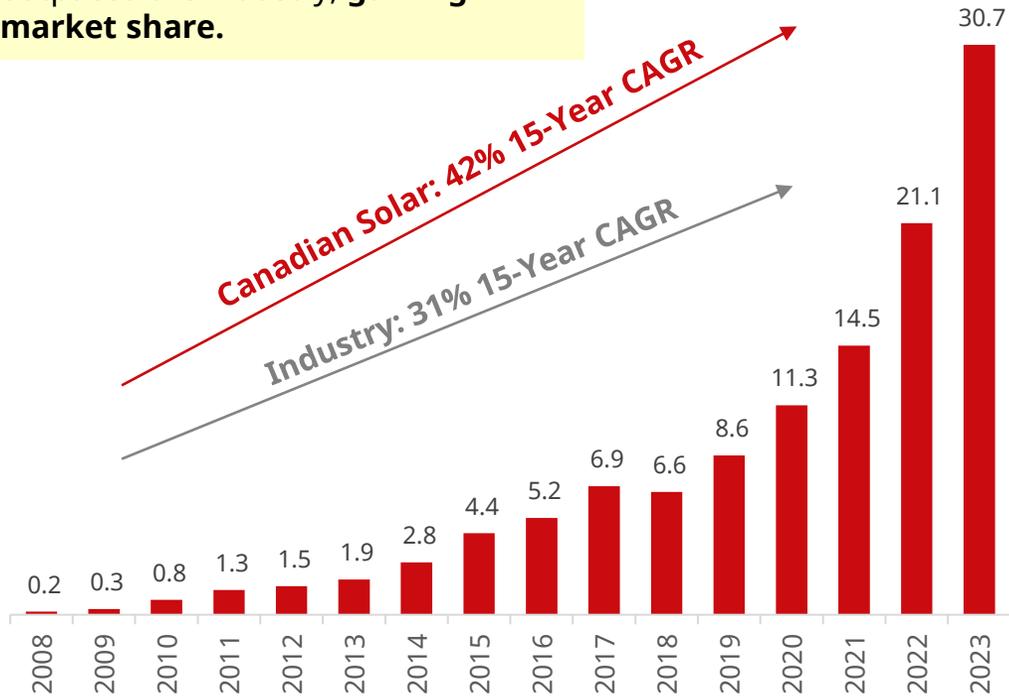
(4) Developed, built, and connected as of January 31, 2024; pipeline and contracted backlog as of the same date.

Premium Quality Solar PV Modules: Our Growth Story

Canadian's 20 Years of Double Digit Growth

Historical Solar PV Module Annual Shipments, GW

Canadian Solar has consistently outpaced the industry, **gaining market share.**



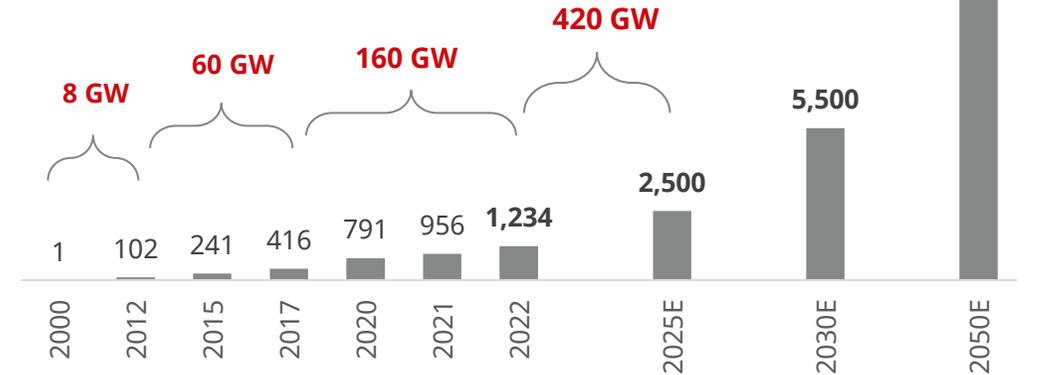
TODAY

18 TW Cumulative Solar Capacity Base by 2050

Global Solar PV Cumulative Installations, GW

To achieve the **1.5°C Paris Agreement** goal, solar PV's global installed capacity must reach **5.5 TW by 2030** and **18 TW by 2050.**

Average annual installations



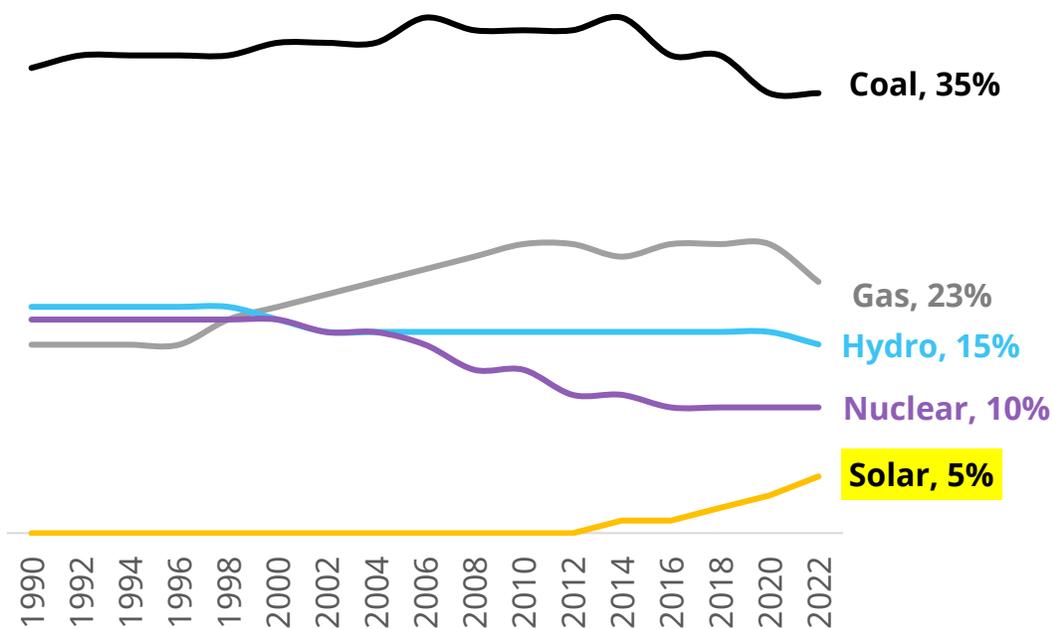
TOMORROW

Source: BNEF, IRENA World Energy Transitions Outlook 2023.

Today, Solar Is a Hugely Underpenetrated yet Cost-effective Source of Energy

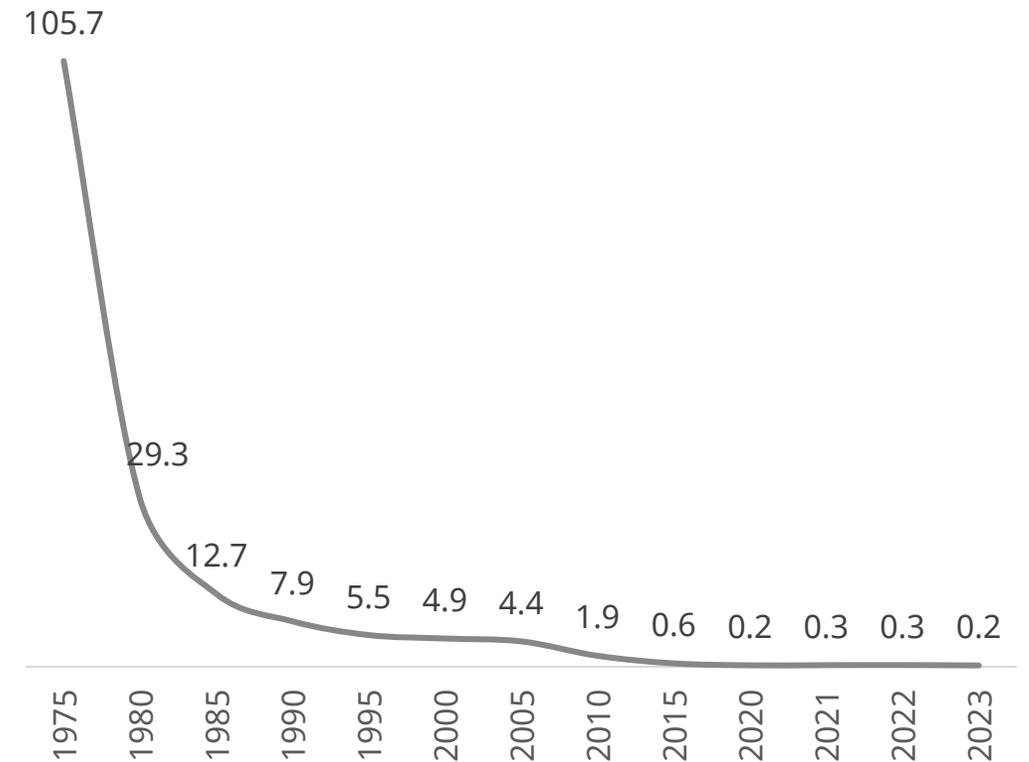
Massive Headroom for Solar

Electricity Generation by Fuel Type



Attractive Returns with Module at Record Low Cost

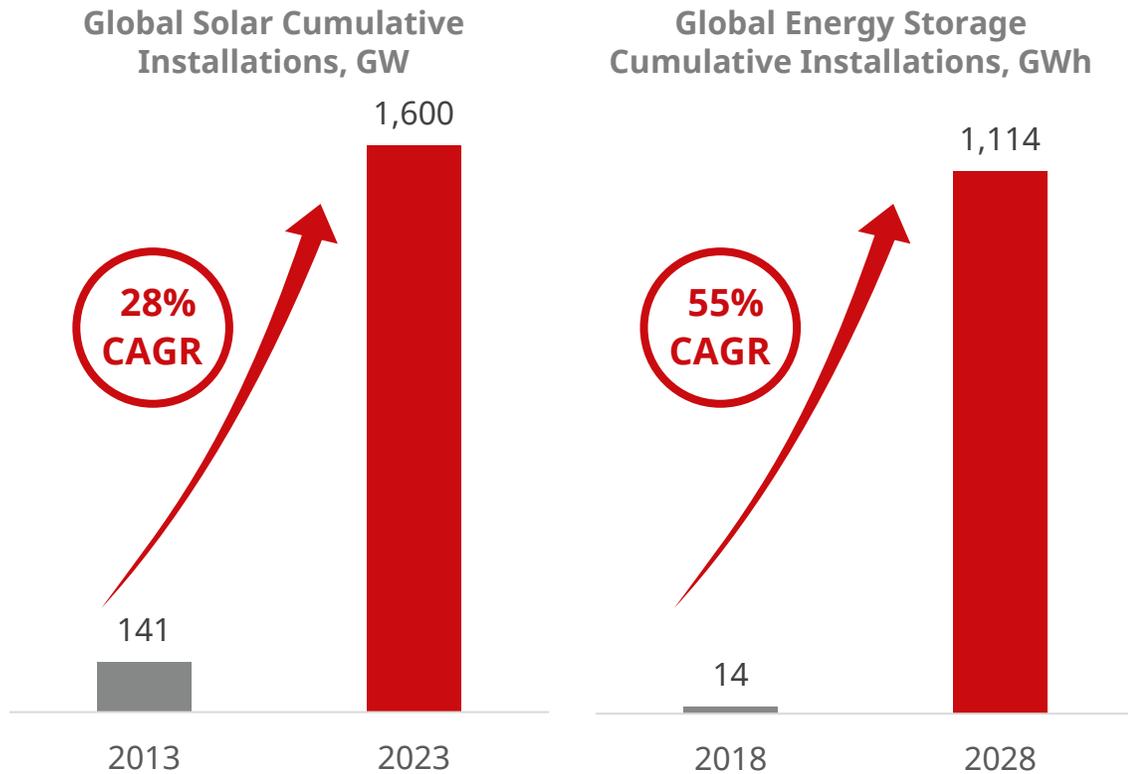
Solar PV Module Cost, \$/W



Source: BP Energy Outlook 2021, International Energy Agency (IEA), BNEF, S&P Global.

“Solar + Energy Storage” Will Lead the Terawatt Generation

Massive Growth in Both Solar and Energy Storage

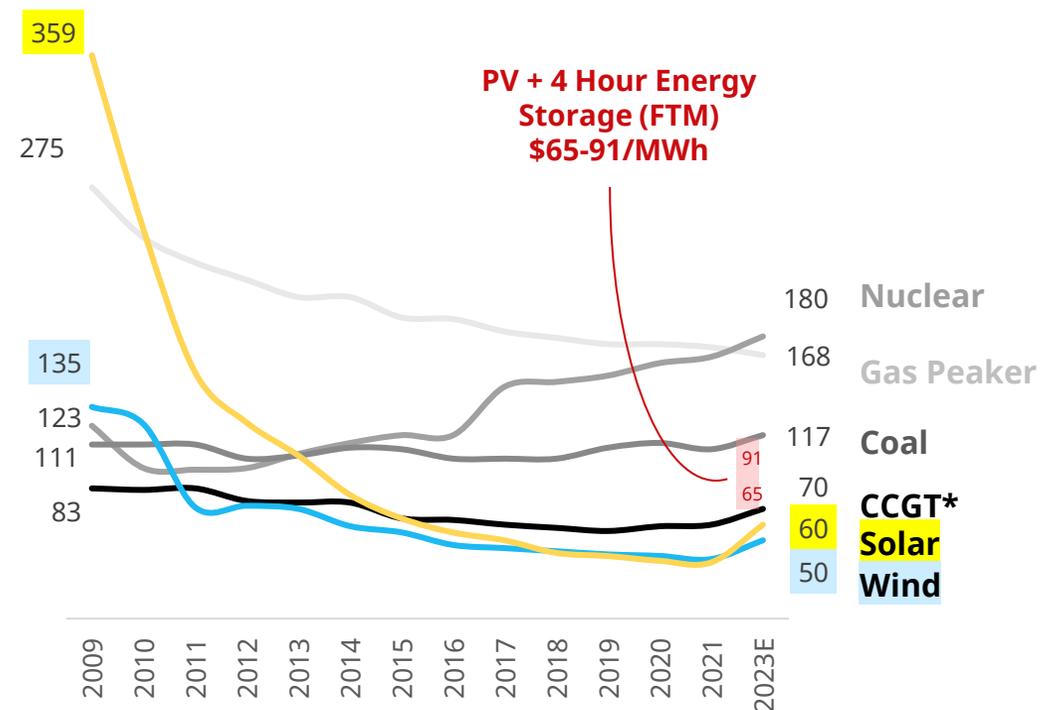


While global solar cumulative installations reached **1 TW in 2022**, global energy storage system cumulative installations are expected to reach **1 TWh by 2028**.

Source: S&P Global, Wood Mackenzie, Lazard 2023 LCOE and LCOS Reports.
*CCGT = Combined Cycle Gas Turbine.

“Solar + Energy Storage” Key to Energy Transition

Mean Unsubsidized Levelized Cost of Energy (LCOE) and Levelized Cost of Storage (LCOS), \$/MWh



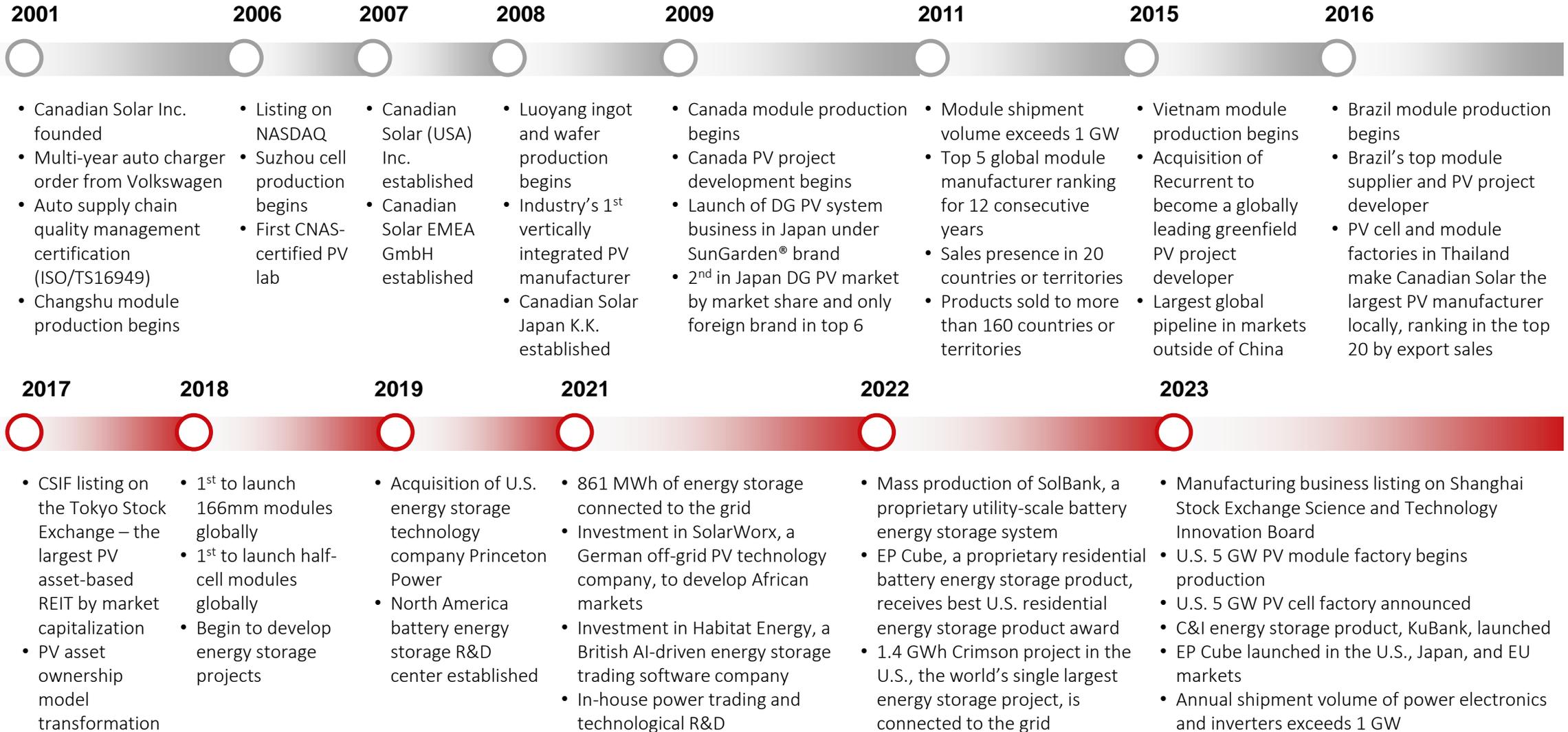
Solar + 4 hour energy storage is **increasingly competitive**.

Success Driven by Global-Local Team and Culture of Diversity



Note: Showing office locations only. Certain offices are shared between the CSI Solar and Recurrent Energy businesses. Canadian Solar may do business in more locations than shown on the map.

Our Journey: Two Decades of Industry-leading Innovation and Performance



Led by a Global Strategically-minded Management Team



Dr. Shawn Qu
Chairman
Chief Executive Officer

- ❖ Founded Canadian Solar in 2001 with NASDAQ IPO in 2006
- ❖ Director & VP at Photowatt International S.A.
- ❖ Research scientist at Ontario Hydro (Ontario Power Generation)



Yan Zhuang
President
CSI Solar Co., Ltd.

- ❖ Head of Asia at Hands-on Mobile, Inc.
- ❖ Asia Pacific Regional Director of Marketing Planning and Consumer Insight at Motorola Inc.



Ismael Guerrero
Corporate VP
CEO of Recurrent Energy

- ❖ President, Head of Origination and COO at TerraForm Global
- ❖ Vice President of Global Projects at Canadian Solar
- ❖ Director of Operations for Asia at the Global Sustainable Fund



Thomas Koerner
Corporate Senior VP
Global Sales

- ❖ General Manager North America of Astronergy (the solar division of the Chint Group)
- ❖ Prokurist and Head of Sales Operations, Sourcing, and Product Management Solar at Schuco Solar



Dr. Huifeng Chang
Senior VP
Chief Financial Officer

- ❖ Co-Head of Sales & Trading at CICC U.S. in New York
- ❖ CEO of CSOP Asset Management in Hong Kong
- ❖ Vice President of Citigroup Equity Proprietary Investment in New York



Guangchun Zhang
Senior VP
CSI Solar Co., Ltd.

- ❖ Vice President for R&D and Industrialization of Manufacturing Technology at Suntech Power Holdings
- ❖ Centre for Photovoltaic Engineering at the University of New South Wales and Pacific Solar Pty. Ltd.



Hanbing Zhang
Chief Sustainability Officer
CSI Solar Co., Ltd.

- ❖ Global Head of Marketing at Canadian Solar
- ❖ Founder and President of Women in Solar Energy, an industry association to promote the participation and career development of women in the solar industry

Investment Highlights



Compelling Investment Highlights

1



Differentiated global module business with focus on strategic markets

2



Operationally excellent battery energy storage business positioned for massive growth

3



Long-term upside from project development business transformation

4



Cutting edge technology backed by versatile manufacturing capabilities

5



Industry leadership in environmental, social, and governance (ESG) standards

6



Attractive valuation supported by strong fundamentals & balance sheet

1 CSI Solar Has Been an Industry Trailblazer for Over 20 Years

Industry-leading Execution Growth + Profitability

Solar Module Shipments, GW



18.6%

5-year average gross margin

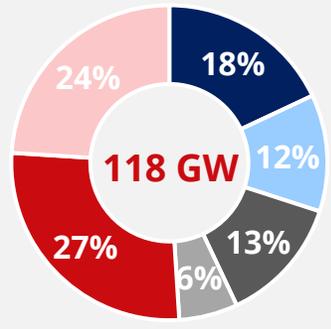
4.0%

5-year average net margin

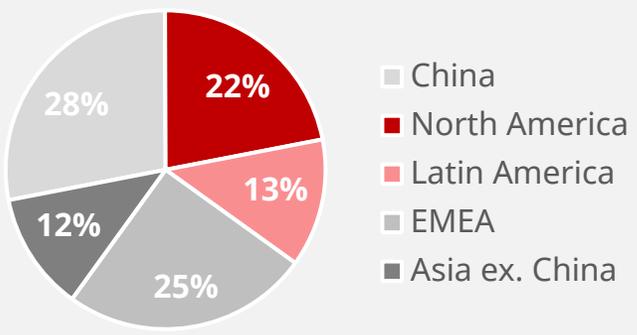
Global Footprint Diversified Business

Cumulative Solar Module Shipments, GW

- North America
- Latin America
- Asia ex. Japan and China
- Japan
- China
- EMEA



FY2023 Revenue By Region



Trusted Brand Strong Customer Relationships

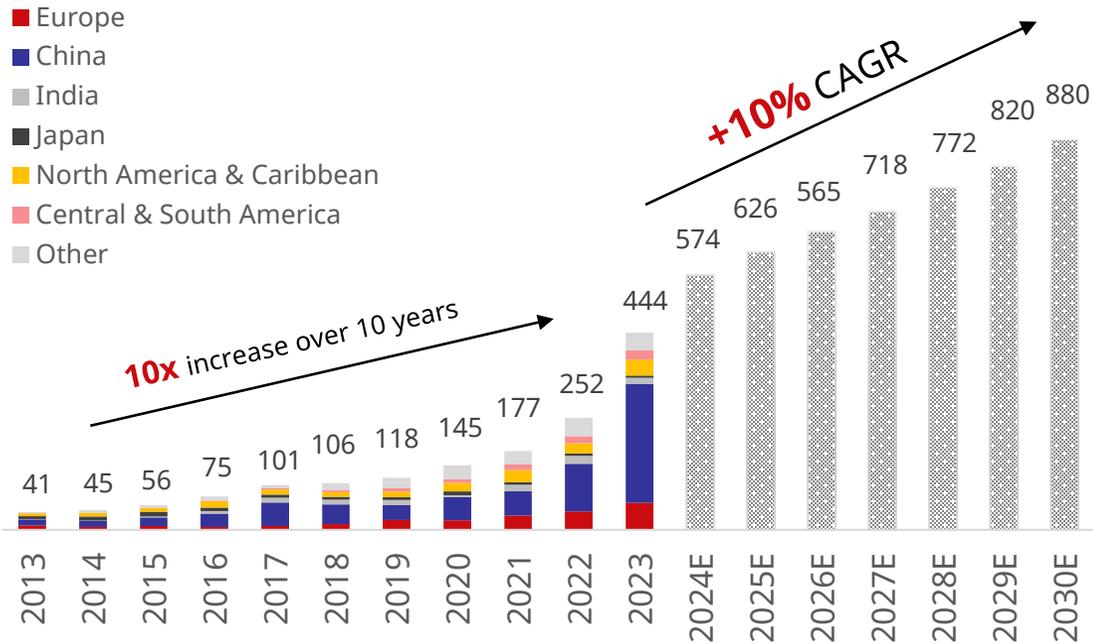


1 Supported by Strong Industry Fundamentals

Strong Growth Outlook on a Much Larger Market Base

Lower Risk + Higher Returns Outlook in the Solar Industry

Global Solar PV Annual Installations, GW



Source: BNEF, IHS Market.

LOWER RISK:

- **Independence from subsidies:** grid parity driving lower market uncertainty from subsidy policy overhang; lower demand/supply mismatch volatility from subsidy deadlines
- **Greater market stability:** faster demand and supply adjustments to market signals
- **Lower market concentration:** significant increase in the number of 1 GW+ markets
- **Larger market scale:** much larger and more stable global base of demand

HIGHER RETURNS:

- **Accelerating demand** for solar energy consumption and for solar energy assets
- **Solar module prices approaching the bottom** of the cost curve

1 Tailwinds Driven by Policy and Corporate Initiatives

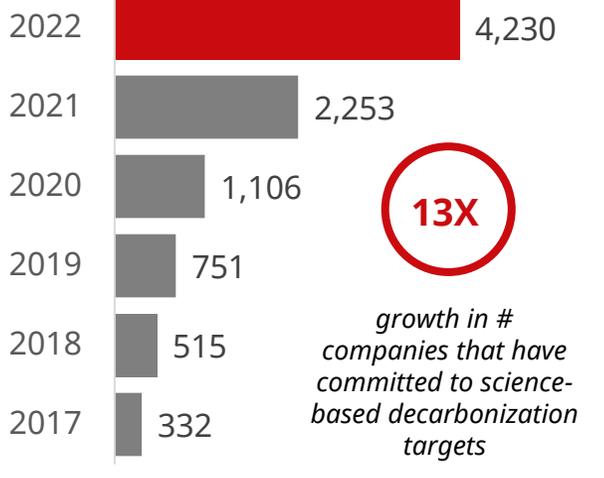
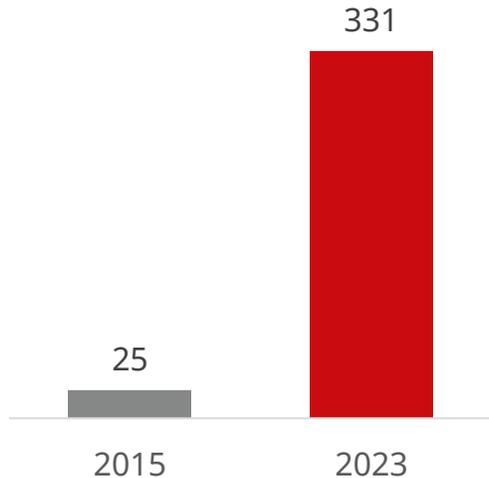
Strong Energy Security, Climate Change, and Decarbonization Commitments by Major Economies

- **U.S.:** Inflation Reduction Act (IRA) commits \$369 billion for energy security and climate change mitigation over 10 years; extension of clean energy ITC/PTCs, stand-alone storage incentives, credit transferability etc.
- **REPowerEU:** to reduce reliance on imported gas; 420 GW of additional solar capacity by 2030, with high scenario potential for 1 TW; Germany to increase solar tenders to 20 GW by 2028 from current 5 GW.
- **China:** “1+N” policies to reach peak carbon by 2030, and carbon neutrality by 2060. Non-fossil fuel energy to account for 20%/25% of primary energy consumption by 2025/2030 respectively. Solar and wind total installation to reach 1,200 GW and non-fossil fuel sources to account for 80% of primary energy consumption by 2060, implying annual solar capacity additions of 80-100 GW. Energy storage commercialization during the 14th Five Year Plan (system costs to reduce 30%).

Corporations Are Also Demanding More Clean Energy to Decarbonize Their Operations

Fortune 500 companies that have made public climate commitments

Annual cumulative # companies with approved targets and commitments

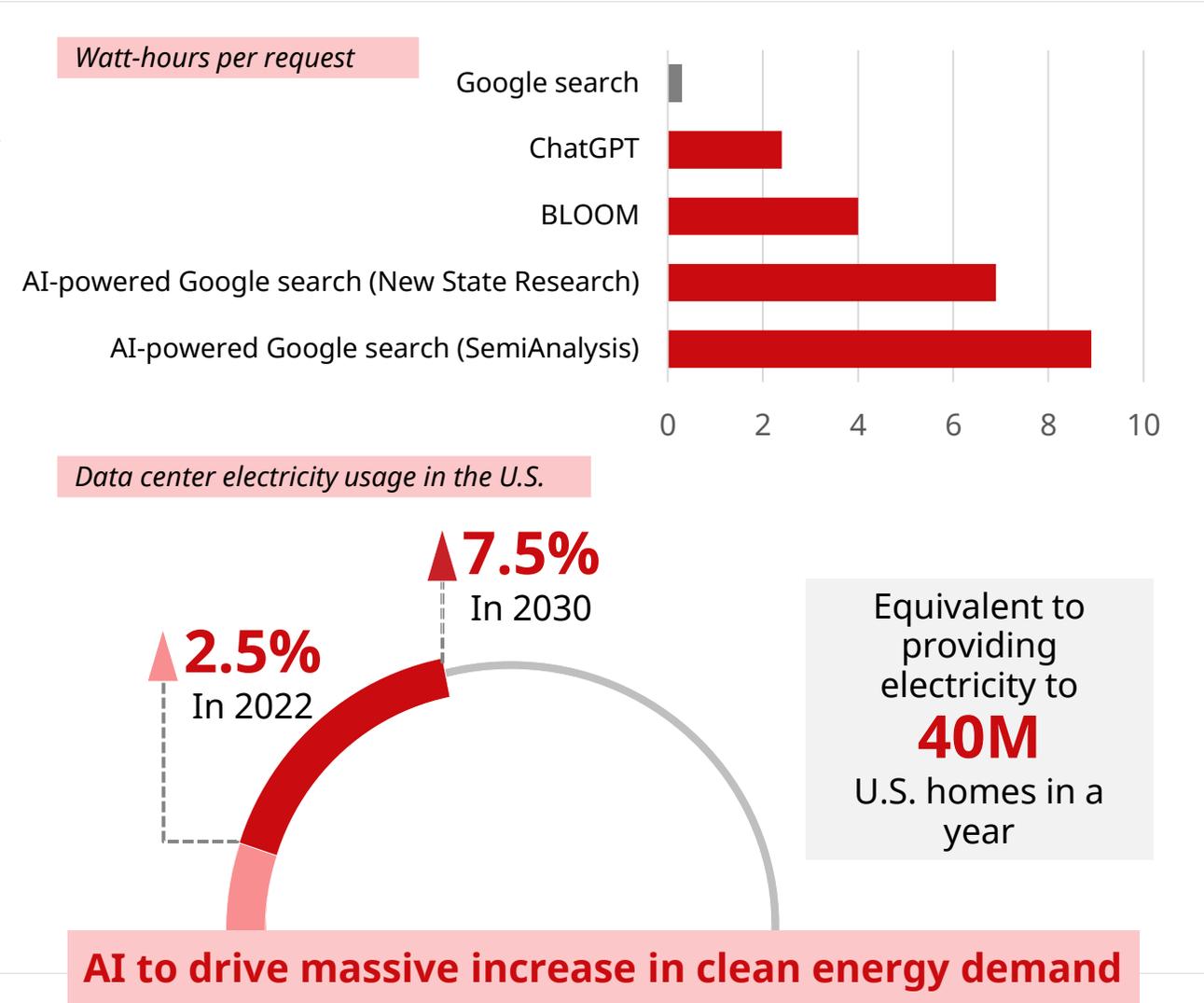
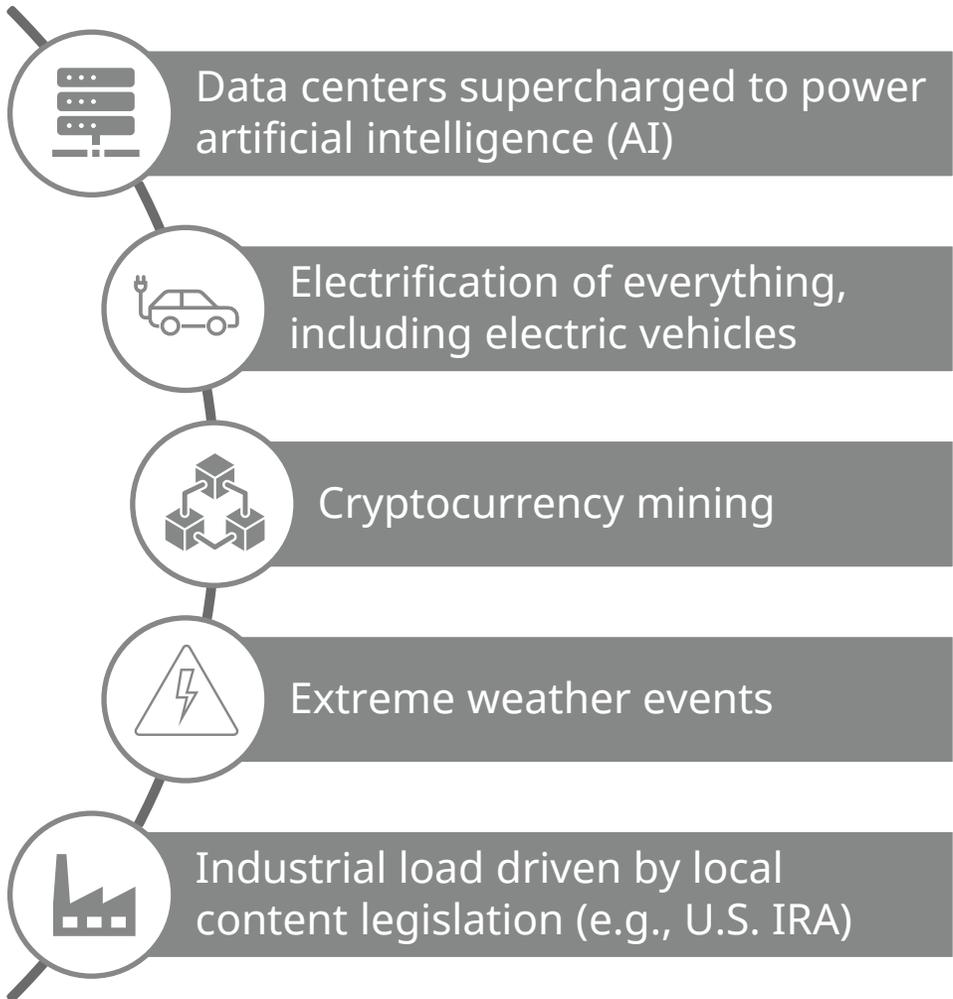


Key clean energy corporate off-takers



Source: Public announcements, Nathaniel Bullard, Climate Impact Partners, SBTi.

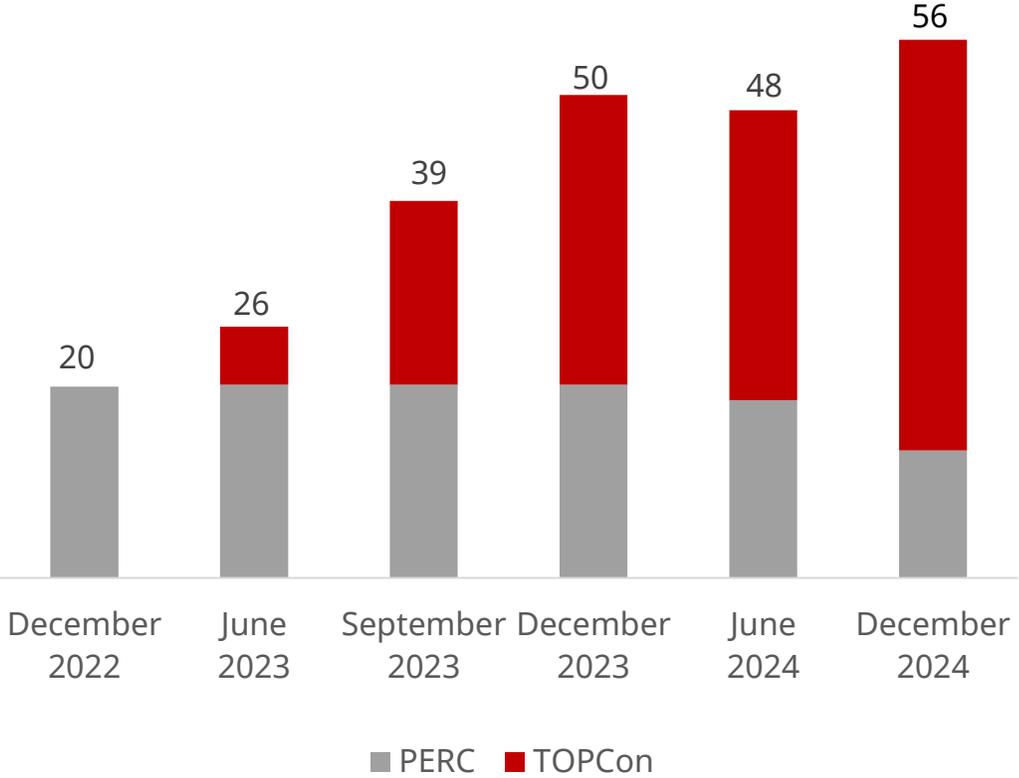
1 Significant Growth in Electricity Demand Over the Next Decades



Source: Nathaniel Bullard, Boston Consulting Group (BCG)..

1 N-Type TOPCon to Comprise Nearly 80% of Total Cell Capacity by Year End

Solar Cell Manufacturing Capacity Breakdown, GW



Manufacturing Capacity Expansion Roadmap

Capacity, GW	Country	Dec 2023A	Jun 2024E	Dec 2024E
Ingot	Total	20	20	50
	China	21	23	45
Wafer	Thailand	-	5	5
	Total	21	28	50
	China	38	36	44
Cell	Thailand	12	12	12
	U.S.*	-	-	-
	Total	50	48	56
	China	44	45	45
Module	Thailand	11	11	11
	U.S.	2	4	5
	Total	57	60	61

*U.S. cell production expected to commence by the end of 2025.

1 Positioned to Excel in the U.S. Market

Long-term Investments



Strong Track Record with a Leading Brand



This is the first Super Bowl powered by 100% renewable energy

Catherine Boudreau Feb 10, 2024, 6:17 PM GMT+8 [Share](#) [Save](#)



The Las Vegas Raiders have a 25-year deal to buy renewable power for Allegiant Stadium.

EUPD Research Sustainable Management GmbH congratulates

Canadian Solar

on the **Award** of

Top Brand PV USA 2024

Category **Modules**

The company Canadian Solar ranks among the top PV brands in the USA according to the results of a survey carried out by EUPD Research among installers on brand awareness, customers' choice and distribution.

 
Markus A. W. Hoehner
CEO

Compelling Investment Highlights

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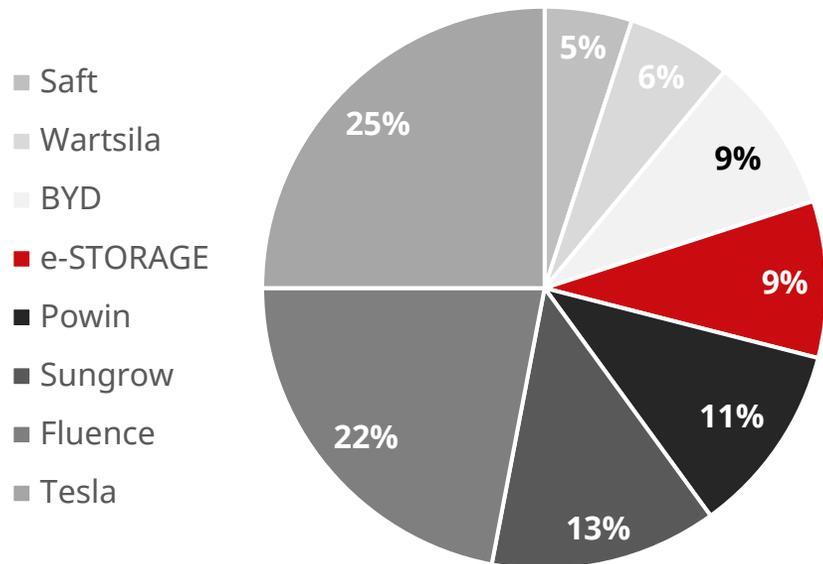


Attractive valuation supported by strong fundamentals & balance sheet

2 E-STORAGE Is Strategically Positioned in a Booming Market

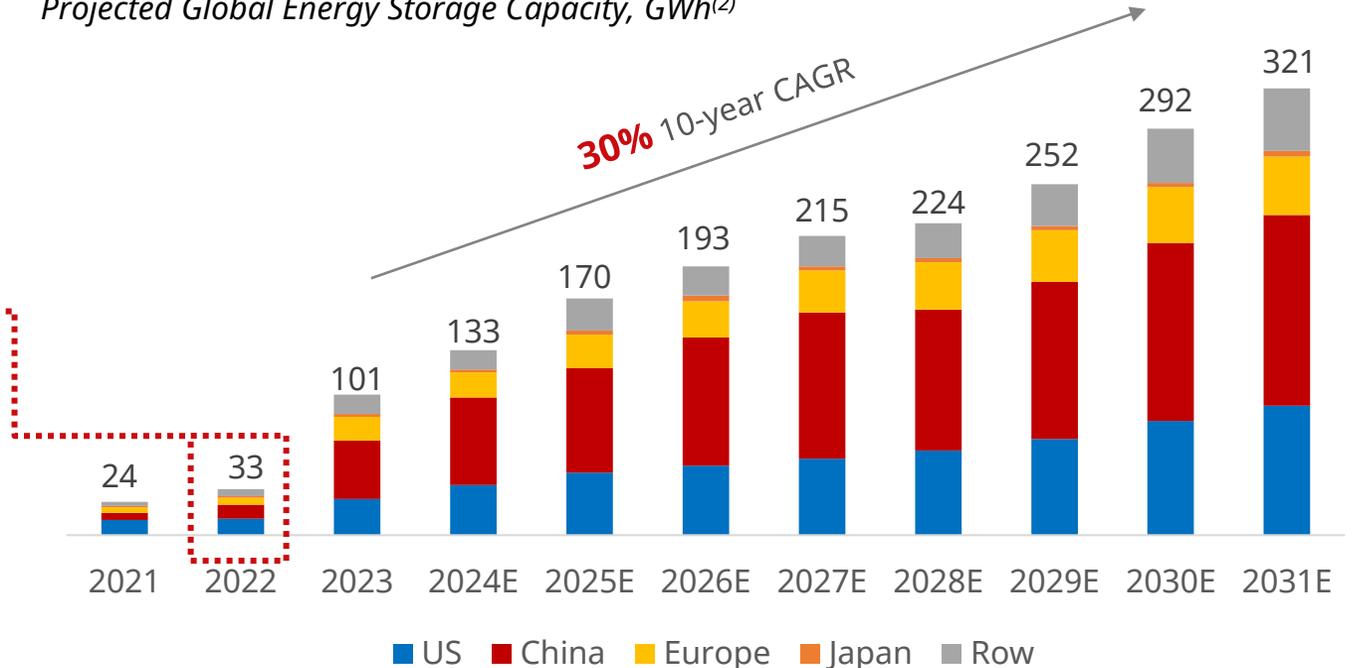
Strength in the United States

2022 North America Market Share⁽¹⁾



Positions E-STORAGE to Capitalize on Outsized Market Growth

Projected Global Energy Storage Capacity, GWh⁽²⁾



Massive global growth: Growing annually at 29%, total global capacity additions is projected to exceed 1 TWh by 2028.

U.S. advantage: The U.S. is set to account for nearly half of the global storage market over the next eight years, a trend that will magnify e-STORAGE's strong market share.

"Solar + energy storage" paradigm: Leveraging Canadian Solar's PV BU, e-STORAGE can better identify markets that maximize the value of battery energy storage, including earlier market opportunities.

(1) Source: Wood Mackenzie. By shipment volume. North America volume largely driven by the U.S.

(2) Source: Wood Mackenzie.

2 Battery Energy Storage Leader Offering a Full Stack Value Proposition



Proven Global Track Record

- 1. Deployment at scale:** more than 4.5 GWh of battery energy storage solutions shipped to global markets
- 2. Global footprint:** key markets include Canada, the U.S., LATAM, the UK, the EU, India, Australia, and China
- 3. Advanced manufacturing:** operating two fully automated, state-of-the-art, and industry-leading manufacturing facilities with an annual capacity of 12 GWh



Differentiated Services Solution

- 1. Versatile solution offering:** from planning to post-construction, e-STORAGE is a “one-stop shop” for customers
- 2. Best-in-class BESS:** SolBank 3.0 sets a new industry standard with a capacity of 5 MWh – e-STORAGE is bankable at 100+ financial institutions globally
- 3. Unparalleled support:** backed by Canadian Solar, a Canadian company with 20+ years operating in global markets



Strong Financial Performance

- 1. High revenue visibility:** \$2.6B backlog as of January 31, 2024 – expect to recognize up to half as revenue in 2024
- 2. Margin accretive:** boasting industry-leading margins with ambitious mid-term targets driven by operational excellence
- 3. Stable, recurring earnings:** \$29.6M⁽¹⁾ of annual recurring revenue supported by >90% LTSA attachment rate

(1) As of January 31, 2024. Annual recurring revenue (ARR) represents the annualized value of long-term service agreements (LTSA), which may fluctuate due to factors such as long-term services AUM, contract length, and augmentation timing.

2 Robust Performance and Compelling Growth Trajectory

FY23Q4 Financial Performance



\$574M

FY23Q4 Order Intake



\$196M

FY23Q4 Revenue Recognized



\$2.6B

Contracted Backlog⁽¹⁾



8.2 GWh

Long-Term Services AUM⁽¹⁾



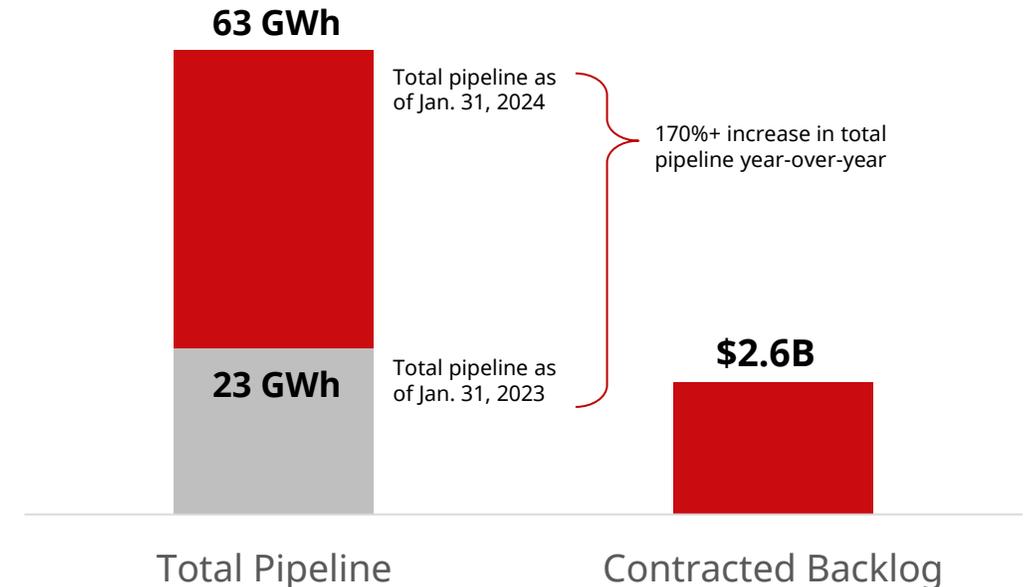
\$29.6M

Annual Recurring Revenue⁽¹⁾

(1) As of January 31, 2024.

Near to Mid-term Targets

FY24 Shipments	6.0 - 6.5 GWh
FY24 Year-end Manufacturing Capacity	20 GWh
Mid-term Market Share Target	10%+
Mid-term Gross Margin Target	Mid-teens



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3 Recurrent Energy: Leading Global Project Developer and Owner

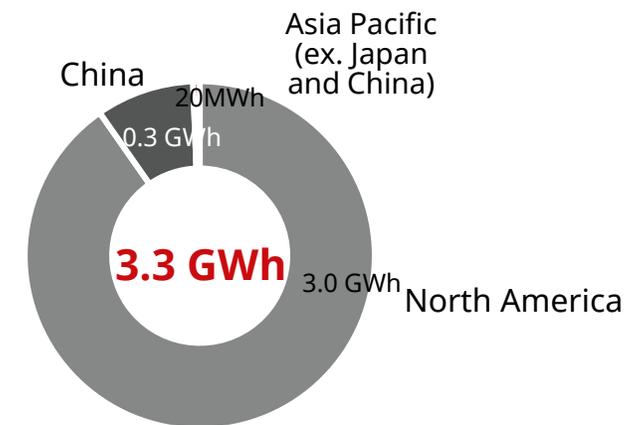
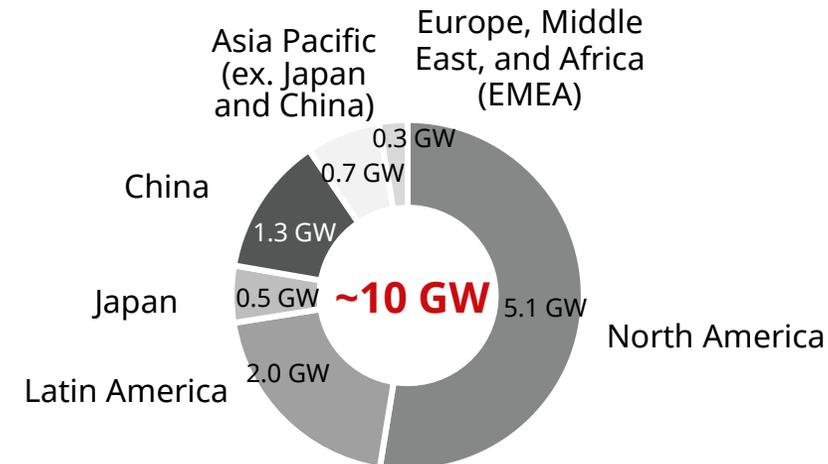
14+ Years of Global Project Development Experience

- ☀️ **Vertically integrated expertise** across greenfield origination, development, financing, execution, operations and maintenance, and asset management
- ☀️ Delivered **10 GWp** of solar power and **3.3 GWh** of battery energy storage projects globally⁽¹⁾
- ☀️ **27 GW** of total solar project pipeline⁽²⁾ of which **12 GW** have interconnections
- ☀️ **55 GWh** of total battery storage pipeline⁽²⁾ of which **14 GWh** have interconnections

Balanced business model combining growth and stability

- ☀️ Electricity revenue from operating portfolio
- ☀️ Asset sales (solar PV and battery energy storage)
- ☀️ Power services (O&M) and asset management

Stellar Track Record⁽¹⁾



(1) Developed, built, and connected as of January 31, 2024.

(2) As of January 31, 2024.

3 \$500 Million Investment by BlackRock in Recurrent Energy

“We are excited to partner on behalf of our clients with Recurrent Energy. We believe this partnership will help unlock the full potential of Recurrent Energy’s impressive renewable energy project development platform. Recurrent Energy is emblematic of our strategy of investing in leading renewable power generation assets and transition-enabling infrastructure, and we are pleased to make this first investment commitment from the fourth vintage of BlackRock’s Climate Infrastructure fund franchise.”

David Giordano, Global Head of Climate Infrastructure and Chief Investment Officer of Transition Capital, BlackRock

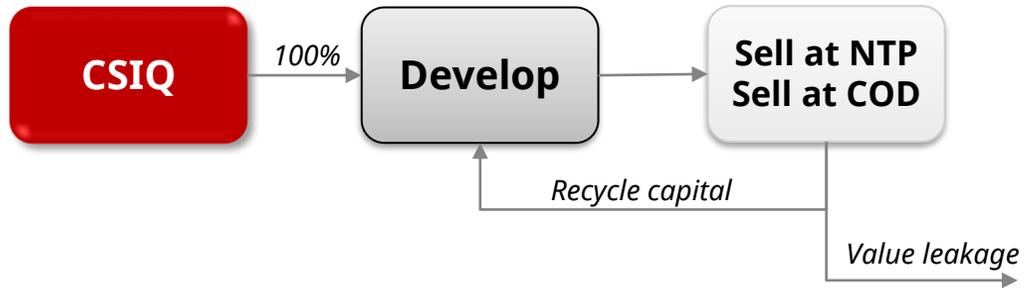


Empowering our transition from a pure developer to a developer plus long-term owner and operator in select markets, enabling a more diversified portfolio and stable, long-term earnings

3 How This Investment Will Make Recurrent Energy More Valuable

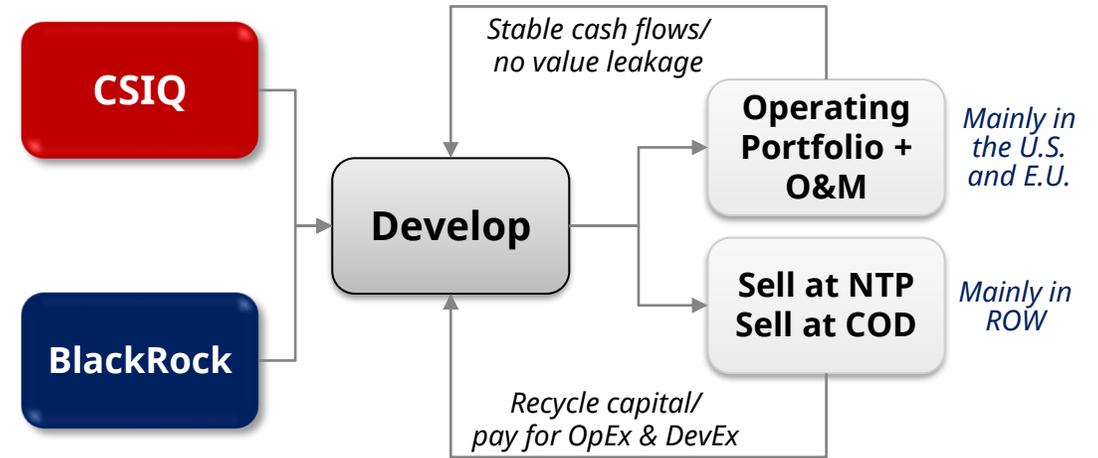
Develop-to-Sell Model

Value is hidden



Hybrid Model

Value is unlocked



Stronger capitalization: minority equity raise to recapitalize equity base, reduce cost of capital, prove market value

Long-term predictable cash flows in a diversified low-risk portfolio: fixed PPAs and asset ownership in Europe and the U.S.

Cash-efficient, stable, forecastable growth: funded growth model as value created from asset rotation (project sales) will help fund stable growth in operating portfolio, limiting need for future capital raises

3 Massive Global Solar Power Project Pipeline

TOTAL
27 GWp

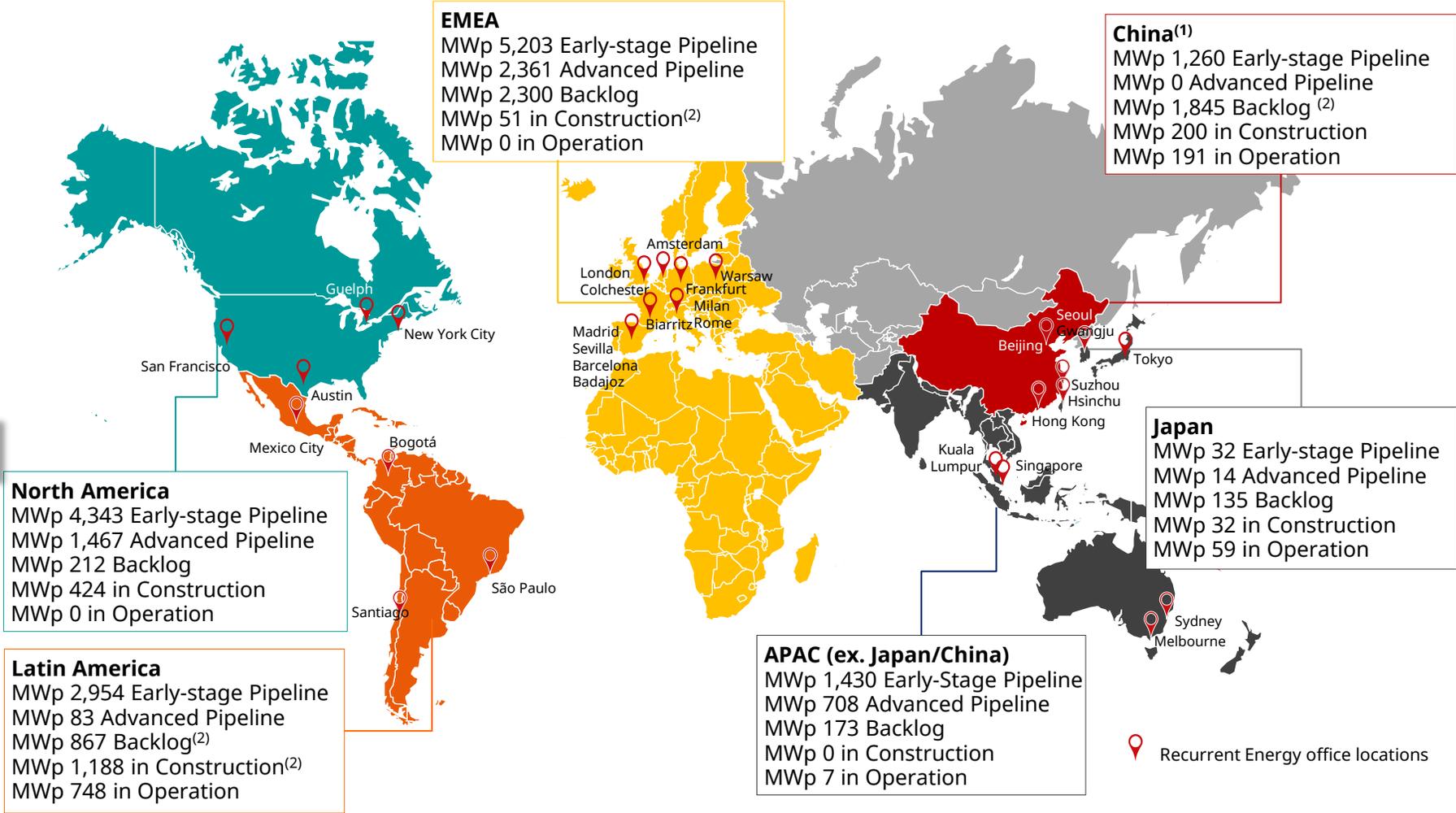
Plants in Operation
1.0 GWp

Plants in Construction
1.9 GWp

Backlog **5.5 GWp** Majority contracted

Advanced Pipeline
4.6 GWp

Early-stage Pipeline
15.2 GWp



Total pipeline as of January 31, 2024. Definitions of backlog/advanced pipeline/early-stage pipeline consistent with industry practice – see slide 48.

(1) China portfolio is part of Recurrent Energy.

(2) Including 594 MWp in construction and 741 MWp in backlog that are owned by or already sold to third parties.

3 Massive Global Battery Energy Storage Project Pipeline

TOTAL
55 GWh

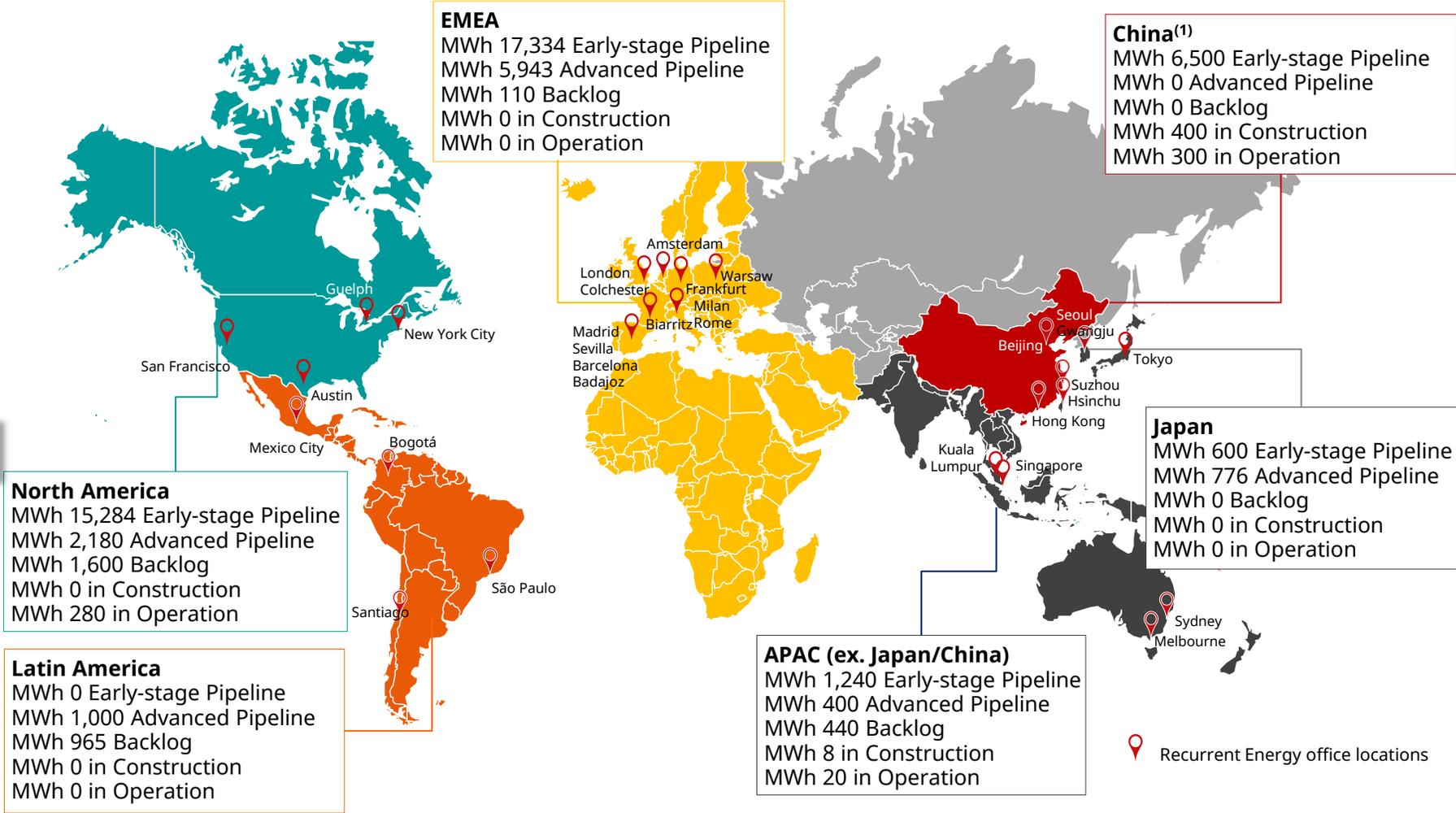
Plants in Operation
0.6 GWh

Plants in Construction
0.4 GWh

Backlog **3.1 GWh** Majority contracted

Advanced Pipeline
10.3 GWh

Early-stage Pipeline
41.0 GWh



Total pipeline as of January 31, 2024. Definitions of backlog/advanced pipeline/early-stage pipeline consistent with industry practice – see slide 48.
(1) China portfolio is part of Recurrent Energy.

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Differentiated global module business with focus on strategic markets

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Industry leadership in environmental, social, and governance (ESG) standards

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Attractive valuation supported by strong fundamentals & balance sheet

4 Solar PV: Leadership Characterized by Versatility

Leading Innovation	Cutting-edge Technology	Technology Agnostic
<ul style="list-style-type: none"> • Ranked #1 by number of valid patents as of 2021 year end according to China PV Industry Association (CPIA) • 3,389 valid patents as of June 2023, including 366 invention patents 	<p>Among the first in the industry to commercialize the following technologies:</p> <ul style="list-style-type: none"> • Half-cut cell/module • MBB (multi-busbars) • Bifacial modules • Large wafer (166mm), initiating the trend toward larger wafer (182mm/210mm) 	<ul style="list-style-type: none"> • Product technologies: commercialized PERC, TOPCon, HJT • Wafer size: both 182mm and 210mm, while other tier 1 players focus on either 182mm or 210mm modules • Higher flexibility and better access to all markets



4 Energy Storage: Solbank 3.0 with Higher Energy Density and Safety



SolBank 3.0



Power: 1.2 - 2.35 MW Capacity: 5 MWh



SolBank 2.0

Power: 0.78 - 1.54 MW
Capacity: 3.3 MWh

High Energy Density ~ Optimized Modular Design ~ Advanced Safety Design ~ Installation and Service Efficiency

Enhanced Energy Density

- Utilizes 314 Ah battery cells and compact integration, increasing single container energy density up to 45%
- Reduces land cost by up to 35% in a 100 MWh project

Safety

- IP67-rated pack design
- Up to 20% faster detection of abnormal and automatic protection
- Advanced pack thermal isolation, electrical redundancy protection, and multi-level fire protection, effectively minimizing potential issues

Intelligent Control

- Liquid cooling cuts auxiliary consumption up to 30%
- Active balance and string-level management, guaranteeing high efficiency and availability

Compatibility & Installation

- Turn-key integration and stationery certification, reducing project schedule risks by up to 40%
- Plug-and-play setup for streamlined commissioning



SolBank 1.0

Power: 0.70 - 1.37 MW
Capacity: 2.9 MWh

Note: Comparisons relative to previous product iteration.

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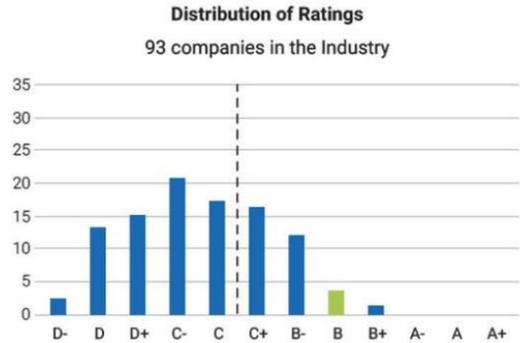
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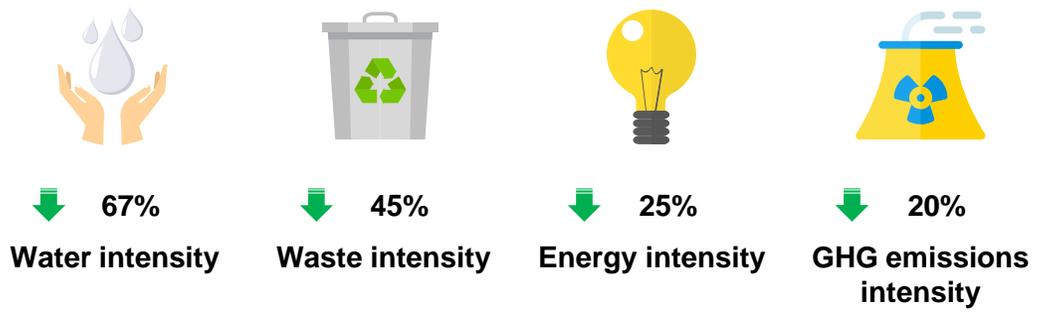
5 ESG Leader in the Crystalline Silicon PV Industry

Prime ESG Rating (ISS ESG)



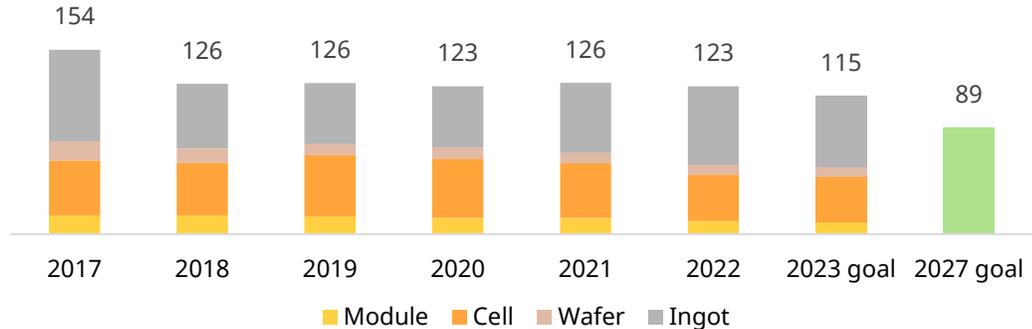
- **Top 5%** in the semiconductors sector
- **#1** among all global crystalline silicon solar manufacturers

Key Environmental Achievements, 2017 - 2022



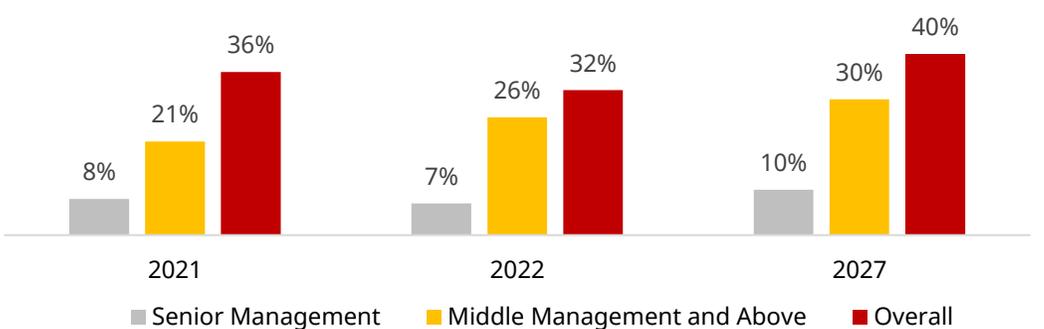
100% Renewable Electricity Before 2030

GHG Emissions Intensity, tCO2eq/MW



Equity, Diversity, and Inclusion

Percentage of Female Employees



Source: Canadian Solar Inc. 2022 ESG Report.

Compelling Investment Highlights

1



Differentiated global module business with focus on strategic markets

2



Operationally excellent battery energy storage business positioned for massive growth

3



Long-term upside from project development business transformation

4



Cutting edge technology backed by versatile manufacturing capabilities

5



Industry leadership in environmental, social, and governance (ESG) standards

6



Attractive valuation supported by strong fundamentals & balance sheet

6 Solid Earnings Performance

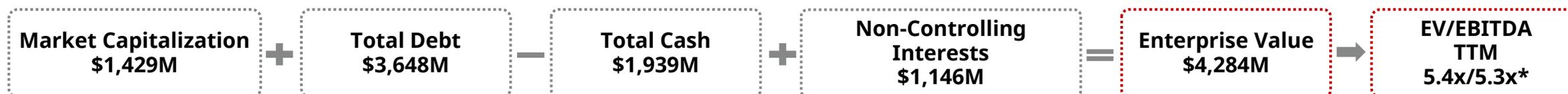
Total Debt and Cash Breakdown (\$ in thousands)

	1Q23	2Q23	3Q23	4Q23
Short-term borrowings	1,762	1,899	1,706	1,805
Financing liabilities – current	50	42	6	-
Finance leases liabilities – current	36	49	63	88
Long-term borrowings	863	1,013	1,072	1,266
Convertible bonds and greed bonds	258	260	382	389
Financing liabilities – non-current	-	-	17	28
Finance leases liabilities - non-current	30	37	81	72
Total debt	2,999	3,300	3,327	3,648
Cash and equivalents	848	2,011	1,921	1,939
Restricted cash:	1,227	1,239	1,072	1,008
Total cash (for EV calculation)	848	2,011	1,921	1,939
Net debt	2,151	1,289	1,406	1,709

EBITDA Calculation

	1Q23	2Q23	3Q23	4Q23	TTM
Total revenue	1,701	2,364	1,846	1,702	7,613
- COGS	-1,383	-1,923	-1,538	-1,488	-6,332
Gross profit	318	441	308	214	1,281
- Operating expenses	-172	-217	-225	-213	-827
Operating profit	146	224	83	1	454
-/+ Other expenses/income	2	41	-20	9	32
+ Depreciation & amortization	68	73	76	90	307
EBITDA (non-GAAP)	216	338	139	100	793
Impairments	-	21	-	1	22
Adjusted EBITDA (non-GAAP)*	216	359	139	101	815

*EBITDA including impairments



(1) Prices as of January 31, 2024, market close.

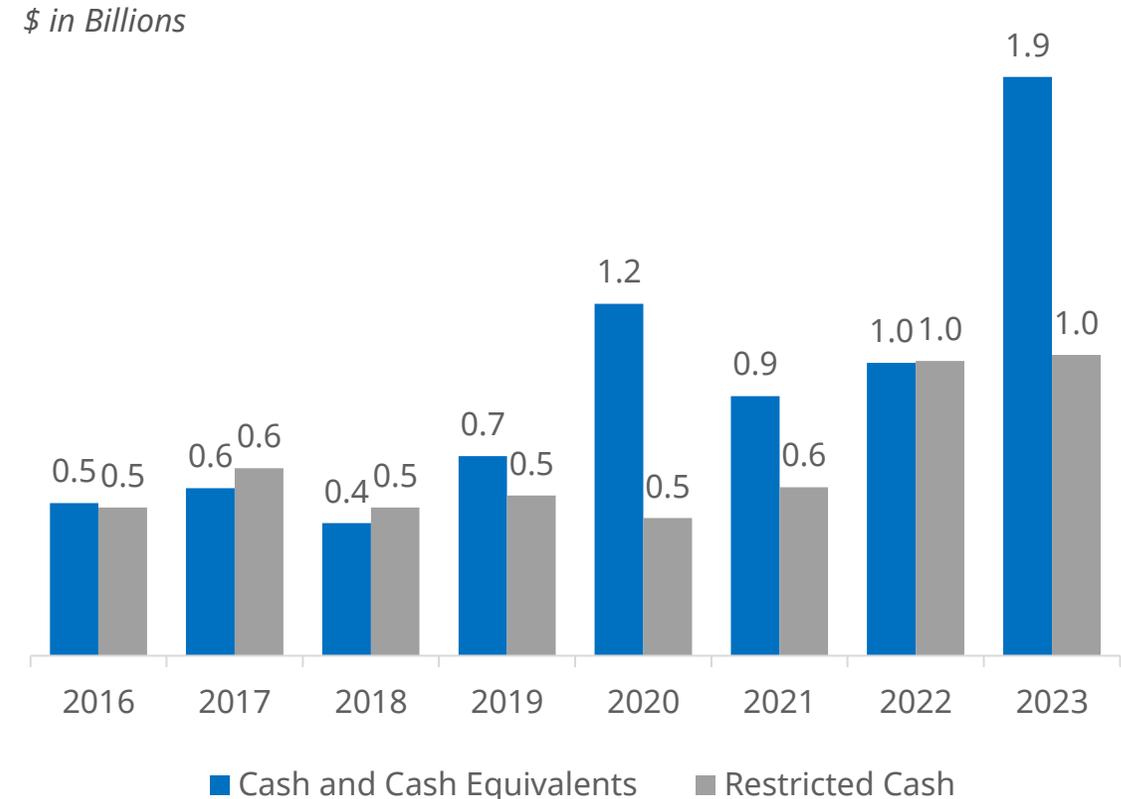
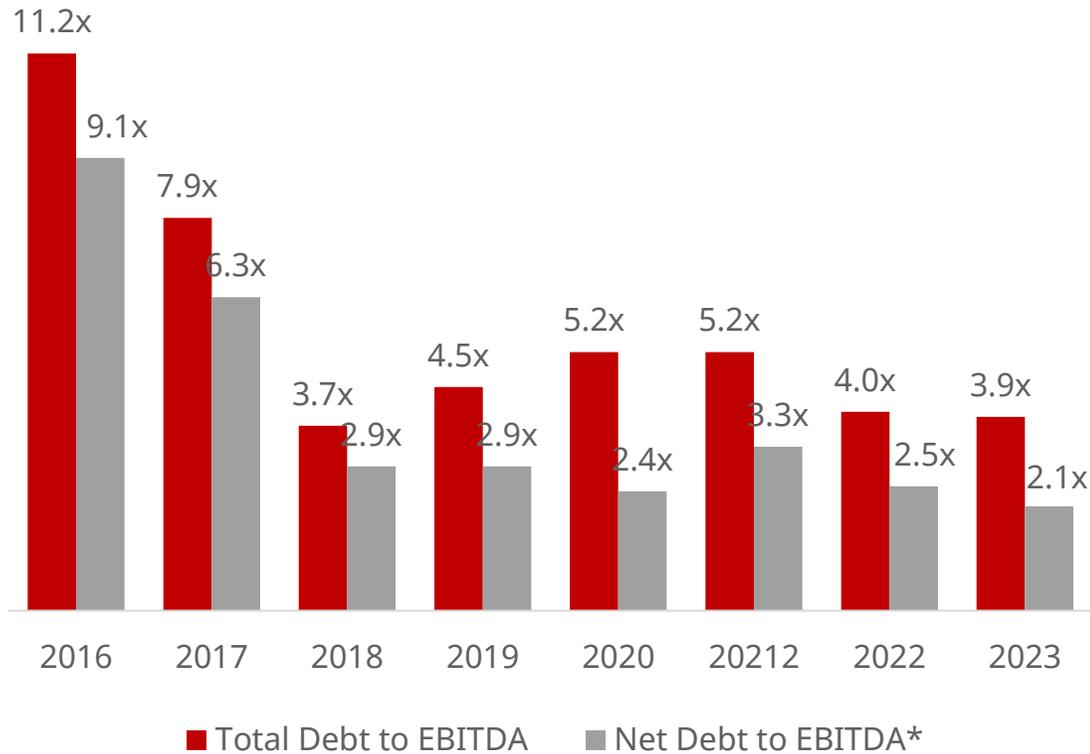
(2) All Canadian Solar financials are actual reported values. For a reconciliation of GAAP to non-GAAP results, see accompanying table “GAAP to Non-GAAP Reconciliation” on slide 46.

(3) A previous version of this table included restricted cash to secure debt in the net debt calculation – the latest version excludes all restricted cash and is a stricter measure of leverage. Noncash items may be subject to revision.

6 Strong Balance Sheet with Low Leverage

Decreasing Leverage: **2.1x** Net Debt to EBITDA

Strong Cash Reserves: **~\$3 Billion** Balance



*Note: Net debt calculation nets out unrestricted cash only.

FY23Q4 Financial Overview



Quarterly Income Statement Highlights

<i>\$ in millions except per share data</i>	4Q22	1Q23	2Q23	3Q23	4Q23	qoq	yoy
Net revenues	1,972	1,701	2,364	1,846	1,702	-8%	-14%
-CSI Solar	1,976	1,709	2,014	1,806	1,701	-6%	-14%
-Recurrent Energy	74	20	360	64	54	-16%	-27%
-Elimination	(78)	(28)	(10)	(24)	(53)		
Gross margin	17.7%	18.7%	18.6%	16.7%	12.5%	-420 bp	-520 bp
-CSI Solar margin	17.4%	18.5%	14.3%	16.6%	12.1%	-450 bp	-530 bp
-Recurrent Energy margin	21.7%	36.0%	43.9%	27.7%	40.5%		
Selling and distribution expenses	126	88	88	100	94	-6%	-26%
General and admin expenses	89	79	139	114	108	-5%	+21%
R&D expenses	21	17	23	29	32	+9%	+53%
Other operating income	(23)	(12)	(34)	(18)	(21)		
Total operating expenses	213	172	216	225	213	-5%	-0%
Operating income	136	146	224	83	1	-99%	-100%
Net interest expense	(11)	(12)	(21)	(11)	(18)		
Net FX gain or (loss)	(15)	(13)	34	(17)	0		
Income tax (expense) or benefit	(22)	(29)	(46)	11	5		
Net income (loss)	99	107	198	62	(3)	-105%	-103%
Net income (loss) attributable to Canadian Solar Inc.	78	84	170	22	(1)	-106%	-102%
Diluted Earnings (loss) per Share	1.11	1.19	2.39	0.32	(0.02)*	-106%	-102%

Note: Elimination effect from inter-segment sales not included in segment margin. Please refer to 6-K for further details.

*Loss per share excludes any dilutive effects. \$0.02/share is calculated from total loss of \$1M divided by 66.0M shares.

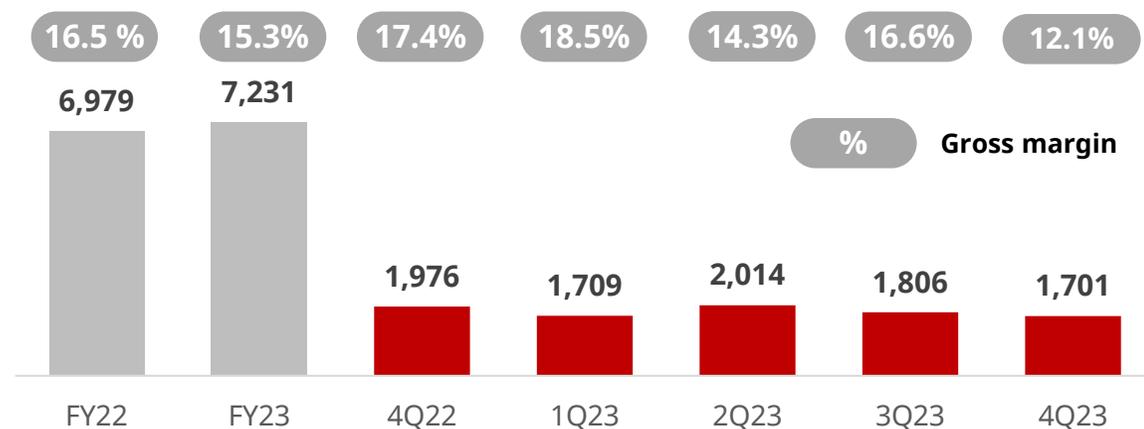
Performance Overview by Division

\$ in millions except shipment data ⁽¹⁾		4Q23	yoy	qoq	FY23	yoy
CSI Solar	Total module shipments (GW)	8.2	26%	-2%	30.7	45%
	Revenues	1,701	-14%	-6%	7,231	4%
	Gross profit	207	-40%	-31%	1,109	-4%
	Income from operations	40	-73%	-68%	456	33%
Recurrent Energy	Revenues	54	-27%	-16%	498	-39%
	Gross profit	22	36%	23%	205	27%
	Income (loss) from operations	(1)	-12%	-87%	97	20%

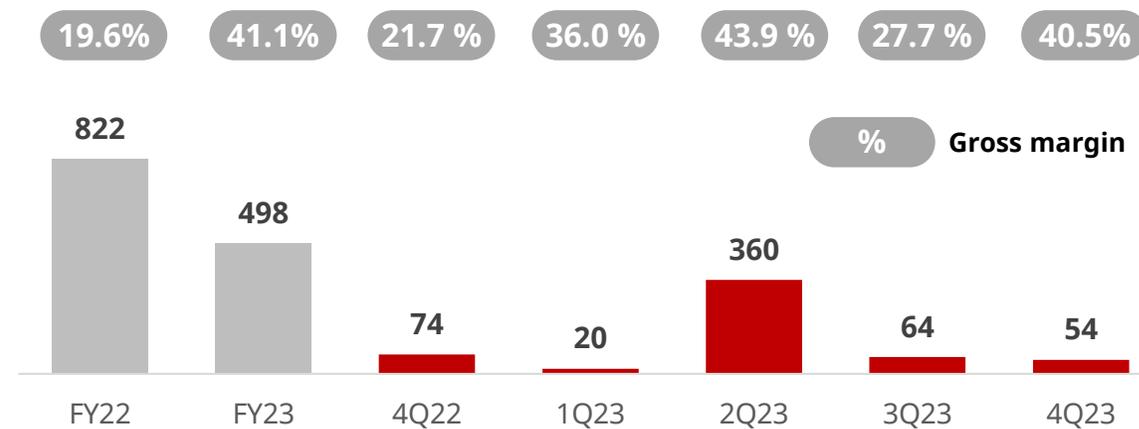
HIGHLIGHTS

- CSI Solar achieved record full year solar module shipments of 30.7 GW, a 45% increase yoy. Battery energy storage contracted backlog reached \$2.6 billion as of January 31, 2024.
- Recurrent Energy had a total solar power project development pipeline of 27 GW and battery energy storage project development pipeline of 55 GWh as of January 31, 2024.
- Canadian Solar achieved record full year revenues of \$7.6 billion and record full year net income attributable to Canadian Solar of \$274 million, or \$3.87 per diluted share.

CSI Solar Revenue, \$M⁽¹⁾



Recurrent Energy Revenue, \$M



(1) Includes effects of both sales to third party customers and to the Company's Recurrent Energy business to reflect the real underlying performance. Please refer to the financial tables in the quarterly press release for the intercompany transaction elimination information. Income from operation amounts reflect management's allocation and estimate as some services are shared by the two segments of the Company.

Guidance as of March 14, 2024

	Q4 2023 Actual	Q1 2024 Guidance
Solar Module Shipments (DC)	8.2 GW	6.1 – 6.4 GW
Utility Scale Battery Energy Storage Shipments (DC)	879 MWh	~1 GWh
Revenue	\$1.7B	\$1.2B – \$1.4B
Gross Margin	12.5%	17% – 19%

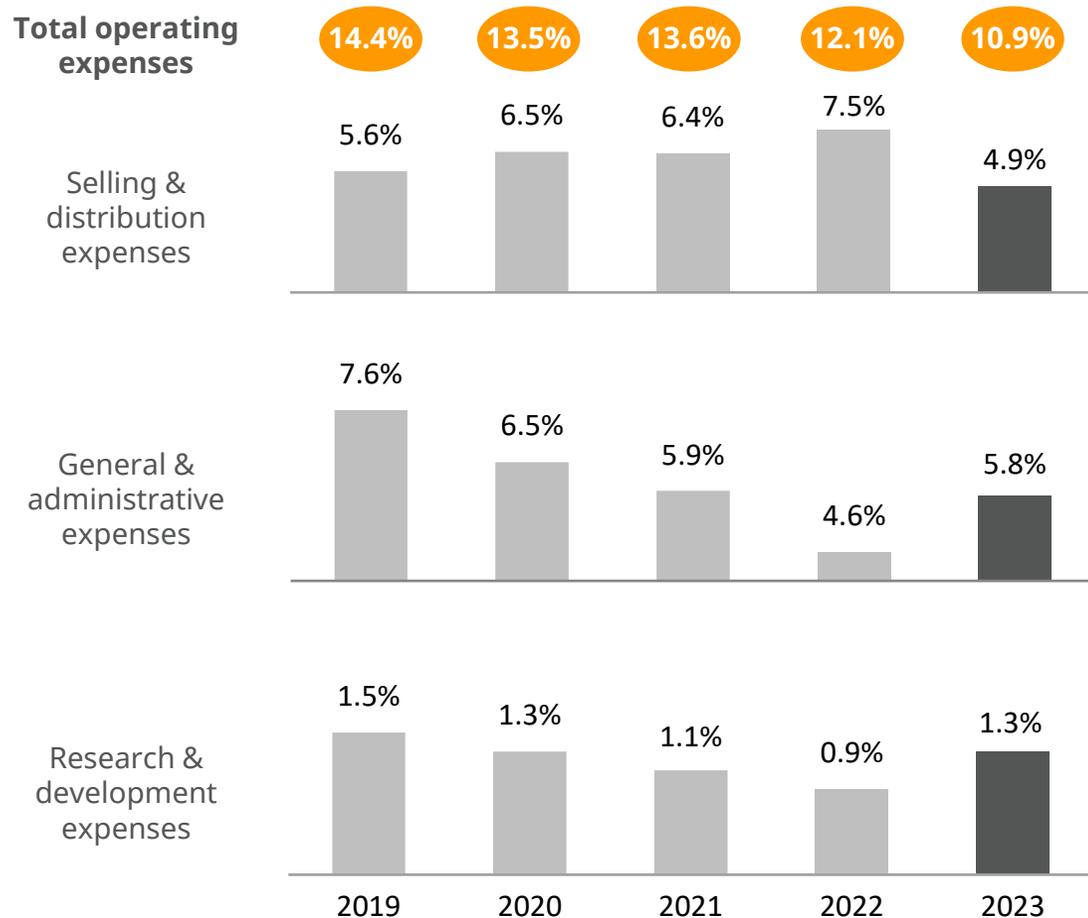
	FY2023 Actual	FY2024 Guidance	2023-24E yoy Δ%
	30.7 GW	42 – 47 GW	c. +45%
	1.9 GWh*	6.0 – 6.5 GWh	c. +240%
	\$7.6B	\$8.5B - \$9.5B	c. +18%
	16.8%	n/a	n/a

- ☀️ Q1 anticipated to be a seasonally softer quarter, impacted by tactical decision to manage volume and enhance gross margins
- ☀️ Accelerated growth momentum expected in the second half of 2024 driven by clearance of channel inventory in distributed generation markets and burgeoning demand unleashed by emerging markets
- ☀️ e-STORAGE expected to be one of the fastest growing segments in 2024, contributing meaningfully to 2024 profitability

*Including approx. 760 MWh expected to be recognized as revenues in 2024 due to being shipments in late Q4 2023.

Disciplined Management of OpEx, Working Capital, and CapEx

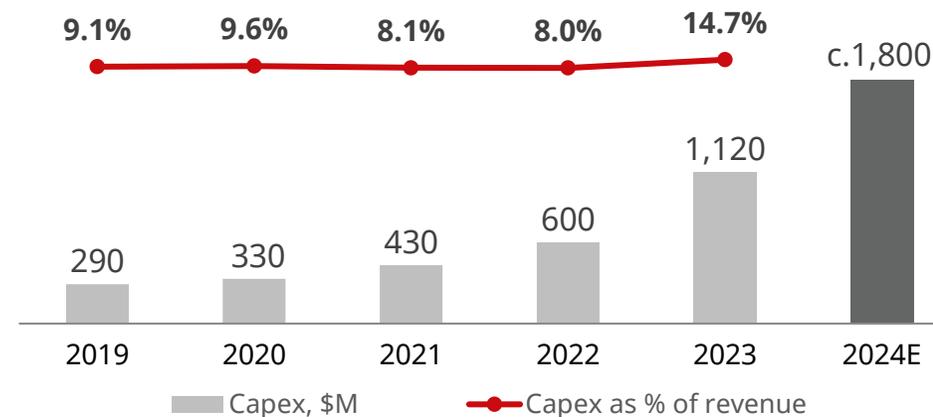
Operating Expenses as % of Revenue



Working Capital Days ⁽¹⁾

Days	2022	2023	1Q23	2Q23	3Q23	4Q23
Inventory turnover	81	80	105	76	90	83
Accounts receivable turnover	44	51	58	48	62	58
Accounts payable turnover	108	121	154	115	147	142
Cash conversion cycle	17	10	9	9	5	-1

Capital Expenditures ⁽²⁾



(1) Inventory turnover days calculated as average gross inventory (adding back provisions) divided by cost of revenues x365. Account receivables days calculated as average gross accounts receivable (adding back bad debt allowance) divided by total revenues x365. Accounts payable days calculated as average accounts and short-term notes payable divided by purchases x365.

(2) Capex for PP&E only (does not include capex related to project development).

Consolidated Income Statement

<i>\$ in millions except per share data</i>	2021	2022	2023	yoy	4Q22	1Q23	2Q23	3Q23	4Q23	qoq	yoy
Net Revenue	5,277	7,469	7,613	2%	1,972	1,701	2,364	1,846	1,702	-8%	-14%
Cost of revenues	-4,368	-6,206	-6,333	2%	-1,623	-1,383	-1,923	-1,538	-1,488	-3%	-8%
Gross profit	909	1,263	1,280	1%	349	318	441	308	214	-31%	-39%
Selling and distribution expenses	-399	-559	-370	-34%	-126	-88	-88	-100	-94	-6%	-26%
General and administrative expenses	-309	-342	-440	29%	-89	-79	-139	-114	-108	-5%	21%
Research and development expenses	-58	-70	-101	44%	-21	-17	-23	-29	-32	9%	53%
Other operating income, net	47	64	85		23	12	34	18	21		
Total operating expenses, net	-719	-907	-826	-9%	-213	-172	-216	-225	-213	-5%	0%
Income from operations	190	356	454	27%	136	146	224	83	1	-99%	-100%
Net interest (expense) income	-47	-33	-62		-11	-12	-21	-11	-18		
Gain (loss) on change in fair value of derivatives	24	-44	-27		-27	8	-24	-4	-7		
Foreign exchange gain (loss)	-47	78	31		12	-21	58	-13	7		
Investment income (loss)	19	0	14		2	8	2	2	2		
Income tax benefit (expense)	-36	-73	-60		-22	-29	-46	10	5		
Equity in earnings of affiliates	7	15	14		9	7	5	-5	7		
Net income	110	299	364		99	107	198	62	-3		
Less: net income attributable to non-controlling interests	15	59	90		21	23	28	40	-2		
Net income attributable to Canadian Solar Inc.	95	240	274	14%	78	84	170	22	-1	-106%	-102%
Earnings per share – basic	1.55	3.73	4.19		1.21	1.30	2.62	0.33	-0.02		
Earnings per share – diluted	1.46⁽¹⁾	3.44	3.87⁽³⁾	13%	1.11	1.19⁽²⁾	2.39⁽²⁾	0.32⁽²⁾	-0.02⁽²⁾	-106%	-102%

(1) We increased our issued share base by 3.6 million shares for the full year 2021 with our ATM offering program. For the twelve months ended December 31, 2021, diluted EPS of \$1.46 was calculated from total earnings of \$101 million, including 2.5% coupon of \$5.3 million, divided by 68.9 million diluted shares outstanding, including 6.3 million shares issuable upon the conversion of the convertible notes.

(2) \$1.19/share is calculated from total earnings of \$85M (including 2.5% coupon of \$1.3M) divided by diluted shares 71.4 million shares (including 6.3 million shares issuable upon the conversion of convertible notes). \$2.39/share is calculated from total earnings of \$171M (including 2.5% coupon of \$1.3M) divided by diluted shares 71.7 million shares (including 6.3 million shares issuable upon the conversion of convertible notes). \$0.32/share is calculated from total earnings of \$23M (including 2.5% coupon of \$1.3M) divided by diluted shares 72.9 million shares (including 6.3 million shares issuable upon the conversion of convertible notes). Loss per share excludes any dilutive effects. \$0.02/share is calculated from total loss of \$1M divided by 66.0M shares.

(3) Diluted EPS includes the dilutive effect of convertible bonds. \$3.87/share is calculated from total earnings of \$279M (including 2.5% coupon of \$5.3M) divided by diluted shares 72.2 million shares (including 6.3 million shares issuable upon the conversion of convertible notes).

Consolidated Balance Sheet

<i>\$ in millions</i>	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23
Cash and cash equivalents	981	814	868	870	845	1,054	1,083	981	848	2,011	1,921	1,939
Restricted cash - current	539	494	487	561	845	888	865	978	1,208	1,234	1,065	1,000
Accounts receivable	396	625	742	652	728	833	956	971	991	1,267	1,015	905
Inventories	934	1,130	1,213	1,192	1,629	1,622	1,604	1,524	1,672	1,532	1,432	1,180
Project assets - current	756	563	661	594	683	329	332	386	396	340	326	281
Other current assets	802	736	986	903	964	1,007	913	805	932	933	872	790
Total current assets	4,408	4,362	4,957	4,772	5,694	5,733	5,753	5,645	6,047	7,317	6,631	6,095
Restricted cash - non-current	3	3	2	4	4	6	7	10	20	5	7	8
Property, plant and equipment	1,265	1,398	1,367	1,402	1,382	1,354	1,517	1,827	1,986	2,000	2,569	3,088
Net intangible assets	21	20	19	19	18	16	15	18	15	14	14	20
Project assets - non-current	327	390	423	433	526	498	579	439	468	347	420	577
Solar power systems	155	160	109	108	108	104	101	365	472	613	687	952
Investments in affiliates	74	63	83	99	99	105	107	116	136	159	178	237
Other non-current assets	586	629	522	551	542	564	582	617	685	744	894	919
Total non-current assets	2,431	2,663	2,525	2,616	2,679	2,647	2,908	3,392	3,782	3,882	4,769	5,801
TOTAL ASSETS	6,839	7,025	7,482	7,388	8,373	8,380	8,661	9,037	9,829	11,199	11,400	11,896
Short-term borrowings	1,481	1,358	1,380	1,593	1,607	1,522	1,428	1,444	1,762	1,899	1,706	1,805
Accounts and notes payable	1,395	1,579	1,617	1,384	2,130	2,269	2,272	2,299	2,418	2,474	2,188	1,692
Other payables	588	658	704	668	669	650	765	853	864	798	916	1,360
Other current liabilities	410	274	477	393	355	343	465	619	771	832	903	1,007
Total current liabilities	3,874	3,869	4,178	4,038	4,761	4,784	4,930	5,215	5,815	6,003	5,713	5,864
Long-term borrowings	467	531	579	524	753	780	942	813	863	1,014	1,071	1,266
Convertible bonds and green bonds	224	224	224	258	258	257	256	258	258	260	382	389
Other non-current liabilities	400	437	467	442	456	448	417	444	459	481	613	672
Total non-current liabilities	1,091	1,192	1,270	1,224	1,467	1,485	1,615	1,515	1,580	1,755	2,066	2,327
TOTAL LIABILITIES	4,965	5,061	5,448	5,262	6,228	6,269	6,545	6,730	7,395	7,758	7,779	8,191
Common shares	687	745	793	836	836	836	836	836	836	836	836	836
Retained earnings	963	974	1,010	1,036	1,045	1,119	1,197	1,276	1,359	1,529	1,551	1,550
Other equity	-80	-68	-90	-71	-63	-166	-249	-170	-147	82	107	173
Total Canadian Solar Inc. shareholders' equity	1,570	1,651	1,713	1,801	1,818	1,789	1,785	1,942	2,048	2,447	2,494	2,559
Non-controlling interests	304	313	321	325	327	322	331	365	386	994	1,127	1,146
TOTAL EQUITY	1,874	1,964	2,034	2,126	2,145	2,111	2,116	2,307	2,434	3,441	3,621	3,705

GAAP to Non-GAAP Reconciliation

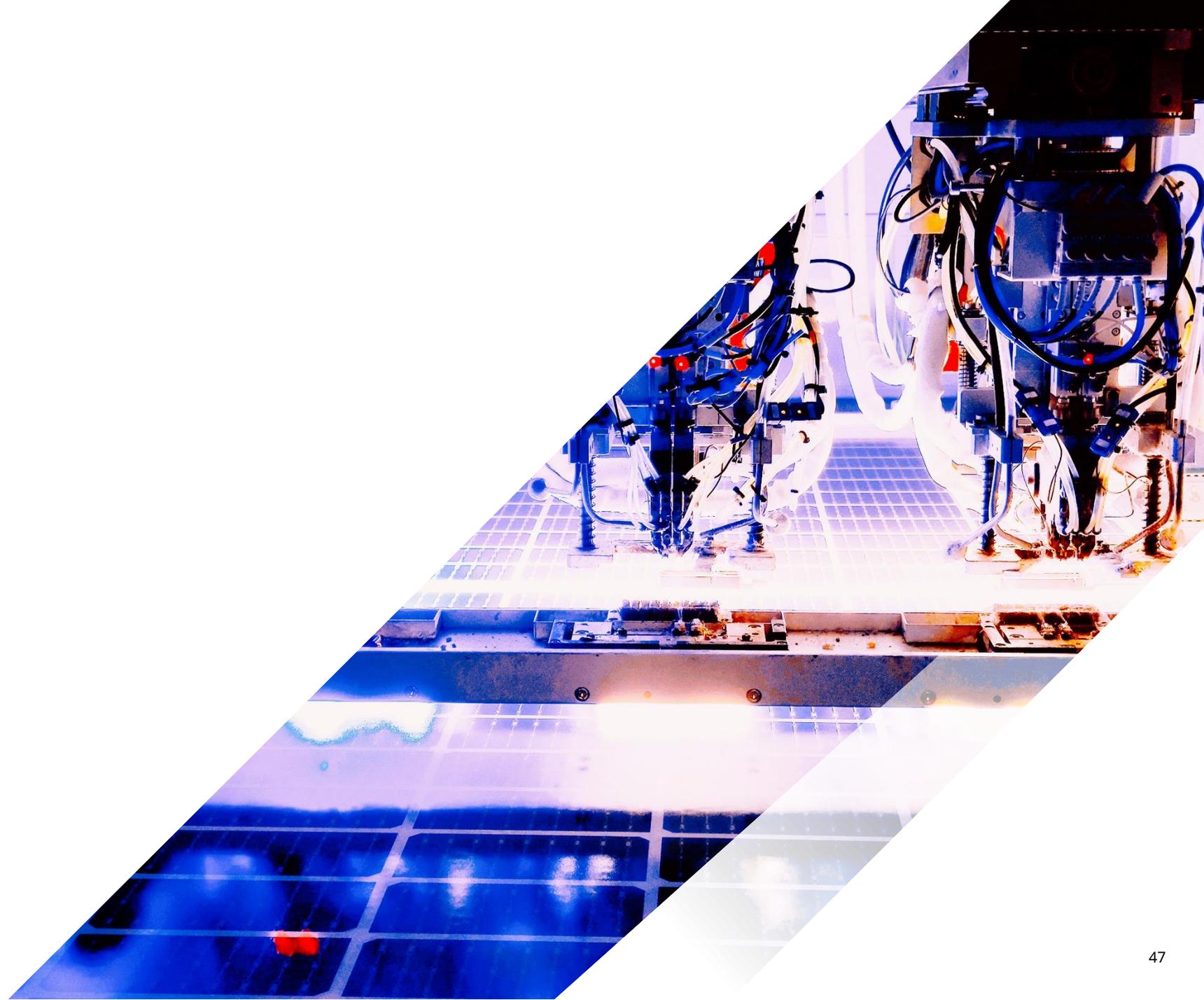
<i>\$ in millions</i>	FY22	FY23	3Q23	4Q23
GAAP net income	299	364	62	(3)
<i>Add back:</i>				
Income tax expense (benefit)	74	60	(10)	(5)
Net interest expense	33	62	11	18
Non-GAAP EBIT	406	486	63	10
<i>Add back:</i>				
Depreciation & amortization	235	307	76	90
Non-GAAP EBITDA	641	793	139	100
<i>Add back:</i>				
Impairments	62	22	-	1
Non-GAAP adjusted EBITDA	703	815	139	101

☀️ To supplement financial disclosures presented in accordance with GAAP, the Company uses non-GAAP measures which are adjusted from the most comparable GAAP measures for certain items as described herein.

☀️ The Company presents non-GAAP values for EBITDA so that readers can better understand the underlying operating performance of the business, excluding the effect of non-cash costs such as depreciation, amortization, and impairments.

☀️ The non-GAAP numbers are not measures of financial performance under U.S. GAAP, and should not be considered in isolation or as an alternative to other measures determined in accordance with GAAP. These non-GAAP measures may differ from non-GAAP measures used by other companies, and therefore their comparability may be limited.

Appendix



Recurrent Energy: Pipeline Breakdown and Definitions

Plants in Operation

- Projects in operation and connected to the local grid, generating electricity revenues

Plants in Construction

- Projects in construction that have not yet reached commercial operation

Backlog

- Late-stage projects that have passed the Risk Cliff Date and are expected to be built in the next 1-4 years
- Risk Cliff Date is the date on which the project passes the last high-risk development milestone (varies by country)
- Most backlog projects will have received required environmental and regulatory approvals and entered into interconnection agreements. Significant majority of projects in backlog have contracted revenues

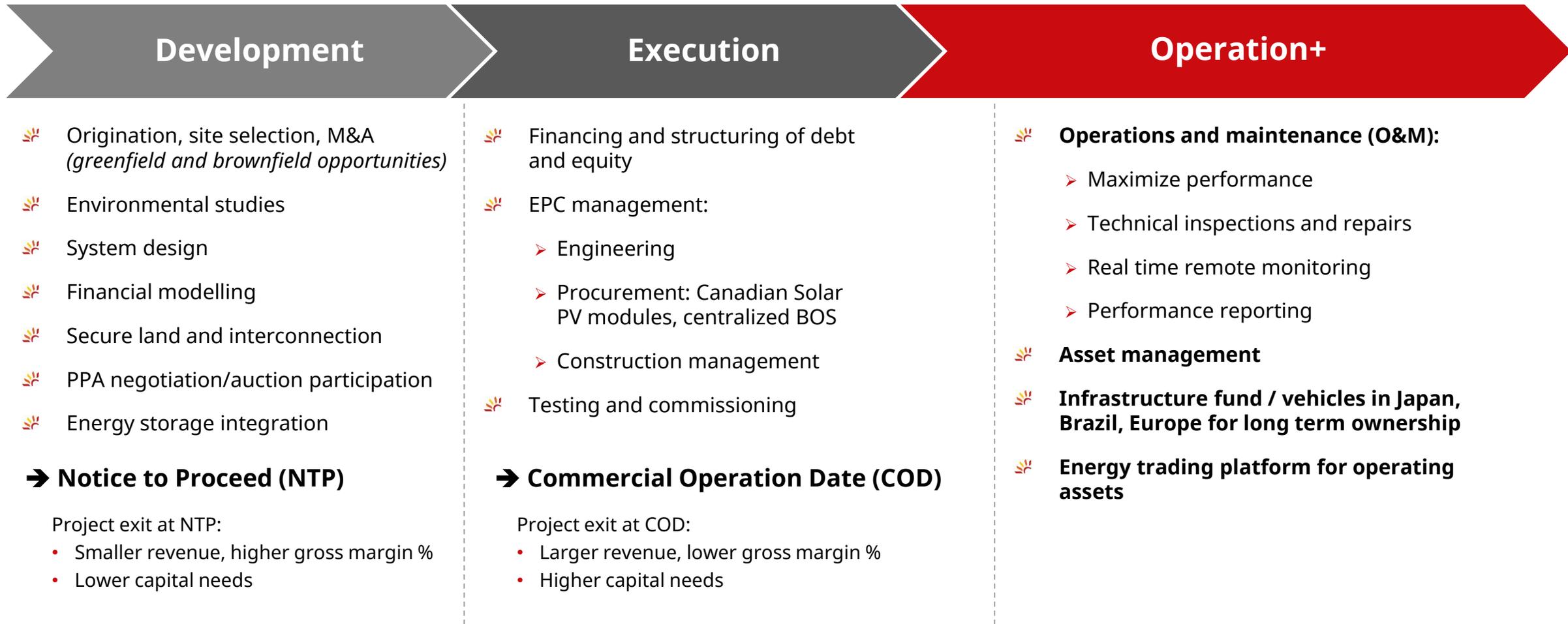
Advanced Pipeline

- Mid-stage projects that have secured or have more than 90% certainty of securing an interconnection agreement

Early-stage Pipeline

- Early-stage projects controlled by Recurrent Energy that are in the process of securing interconnection.
- The Company may exit from earlier stage projects that do not show acceptable risk/return/cash flow profile

Recurrent Energy: Overview of Project Development Process



Maximize project valuation, accelerate cash turn, minimize risk exposure, focus on capturing long-term returns of solar and battery energy storage project assets

Recurrent Energy: Leading Presence in Markets with Strong Fundamentals

Focus on Low Risk, High Growth Markets

- 🌟 **North America:** Positive legislations, including the Inflation Reduction Act in the U.S., to allow CSIQ to capture greater value from solar and storage assets; future potential to build local investment vehicle
- 🌟 **Latin America:** Growth through both public auctions and private PPAs. Brazil – over 1.5 GW of projects in backlog, expected to reach COD this year and over the next few years; to feed into the FIP-IE vehicle. Projects under development in Chile, Mexico and Colombia
- 🌟 **EMEA:** Expect significant growth driven by net zero carbon emissions targets; in Italy, established CSFS Fund 1, a closed-ended alternative investment fund, partnering with patient capital investors to retain ownership of projects over the longer term. Largest developer in Italy in terms of contracted volume.
- 🌟 **Japan:** Strong fundamentals; transition from feed-in-tariff to auctions market
- 🌟 **Asia Pacific ex. Japan and China:** Increase presence in markets such as South Korea and explore opportunities in markets such as Malaysia, Thailand and Vietnam

Most Contracted Projects Secured by Long-term PPAs

Average length of FIT/PPA contracts

U.S.	12-20
Brazil	15-20
Europe	~ 10
Japan	~ 20
Southeast Asia	~ 20
Australia	10-20

CSIF, Japan's Largest Publicly Listed Solar Infrastructure Fund

Canadian Solar Infrastructure Fund

(TSE: 9284.T) 15% owned by CSIQ

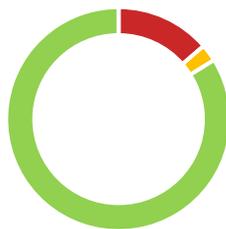
Valuation ⁽¹⁾	¥ 89 bn (~\$590 mn)
Market capitalization ⁽²⁾	¥ 50 bn (~\$330 mn)
No. of power plants	31
Capacity	226 MWp

Total sponsor portfolio
16 projects, 226 MWp

Operational and under construction
10 projects, 91 MWp

Under late-stage Development (backlog)
6 projects, 135 MWp

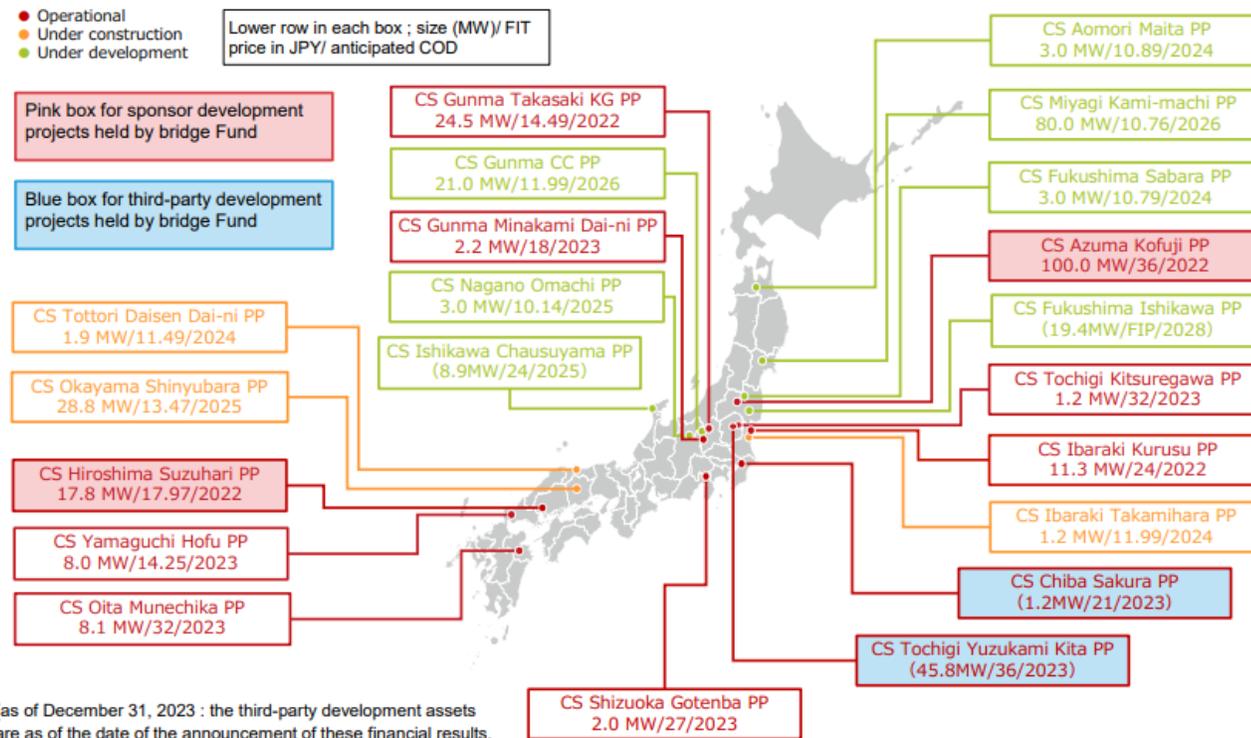
Sponsor portfolio FIT distribution (by MW)



■ ¥ 24-32 ■ ¥ 15-23 ■ < ¥ 15

Over 15% of portfolio contracted at USD >0.10/kWh FIT

Map of CSIF and Sponsor (CSIQ) Assets



(as of December 31, 2023 : the third-party development assets are as of the date of the announcement of these financial results.)

(1) Based on the valuations of power plants as of December 31, 2023 as calculated by PricewaterhouseCoopers Sustainability LLC and Japan Real Estate Institute.
(2) As of March 21, 2024.



Thank you

CSIQ
Nasdaq Listed