

# **Canadian Solar 2Q26 Earnings Call**

**August 27, 2026**

# Safe Harbor Statement

This presentation has been prepared by the Company solely to facilitate the understanding of the Company's business model and growth strategy. The information contained in this presentation has not been independently verified. No representation, warranty or undertaking, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or the opinions contained herein. None of the Company or any of its affiliates, advisers or representatives will be liable (in negligence or otherwise) for any loss howsoever arising from any use of this presentation or its contents or otherwise arising in connection with the presentation.

This presentation contains forward-looking statements, and management may make additional forward-looking statements in response to your questions. Such written and oral disclosures are made pursuant to the Safe Harbor provisions of the U.S. Private Securities Litigation Reform Act of 1995. These forward-looking statements include descriptions regarding the intent, belief or current expectations of the Company or its officers with respect to its future performance, consolidated results of operations and financial condition. These statements can be identified by the use of words such as "may", "will", "expect", "anticipate", "future", "ongoing", "continue", "intend", "plan", "potential", "prospect", "guidance", "believe", "estimate", "is/are likely to" or similar expressions, the negative of these terms, or other comparable terminology. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties. Actual results may differ materially from expectations implied by these forward-looking statements as a result of various factors and assumptions. Although we believe our expectations expressed in such forward-looking statements are reasonable, we cannot assure you that they will be realized, and therefore we refer you to a more detailed discussion of the risks and uncertainties contained in the Company's annual report on Form 20-F, as well as other documents filed with Securities & Exchange Commission. In addition, these forward-looking statements are made as of the current date, and the Company does not undertake to update forward-looking statements to reflect future events or circumstances, unless otherwise required by law.

# FY2026 Q2 Overview

## Key Financial Metrics

**3.1 GW** Total module shipments

**3.7 GWh** Total storage shipments<sup>(1)</sup>

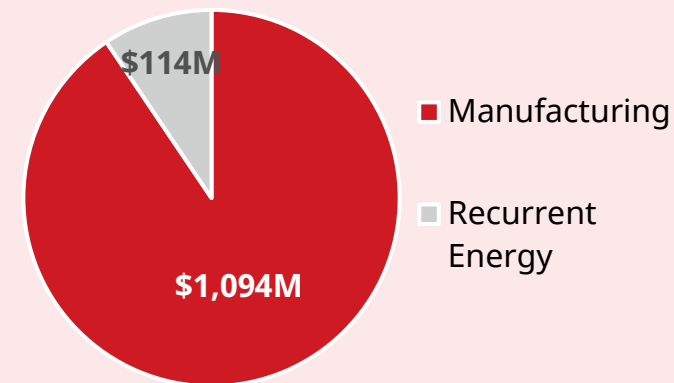
**\$1.2 billion** Revenue

**13.9%** Gross margin

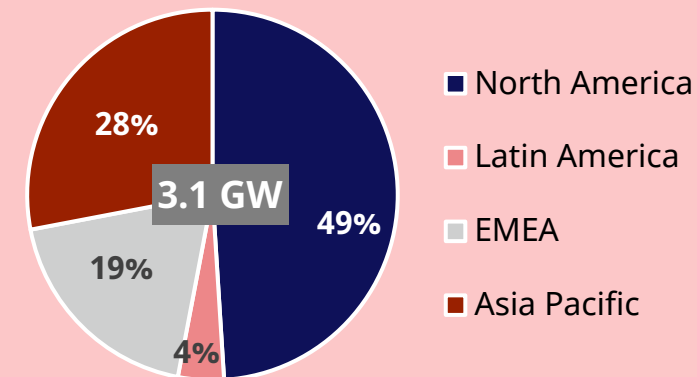
**\$77 million** Net loss to CSIQ

**\$1.40** Diluted loss per share to CSIQ<sup>(2)</sup>

## Revenue Breakdown



## Shipment Breakdown



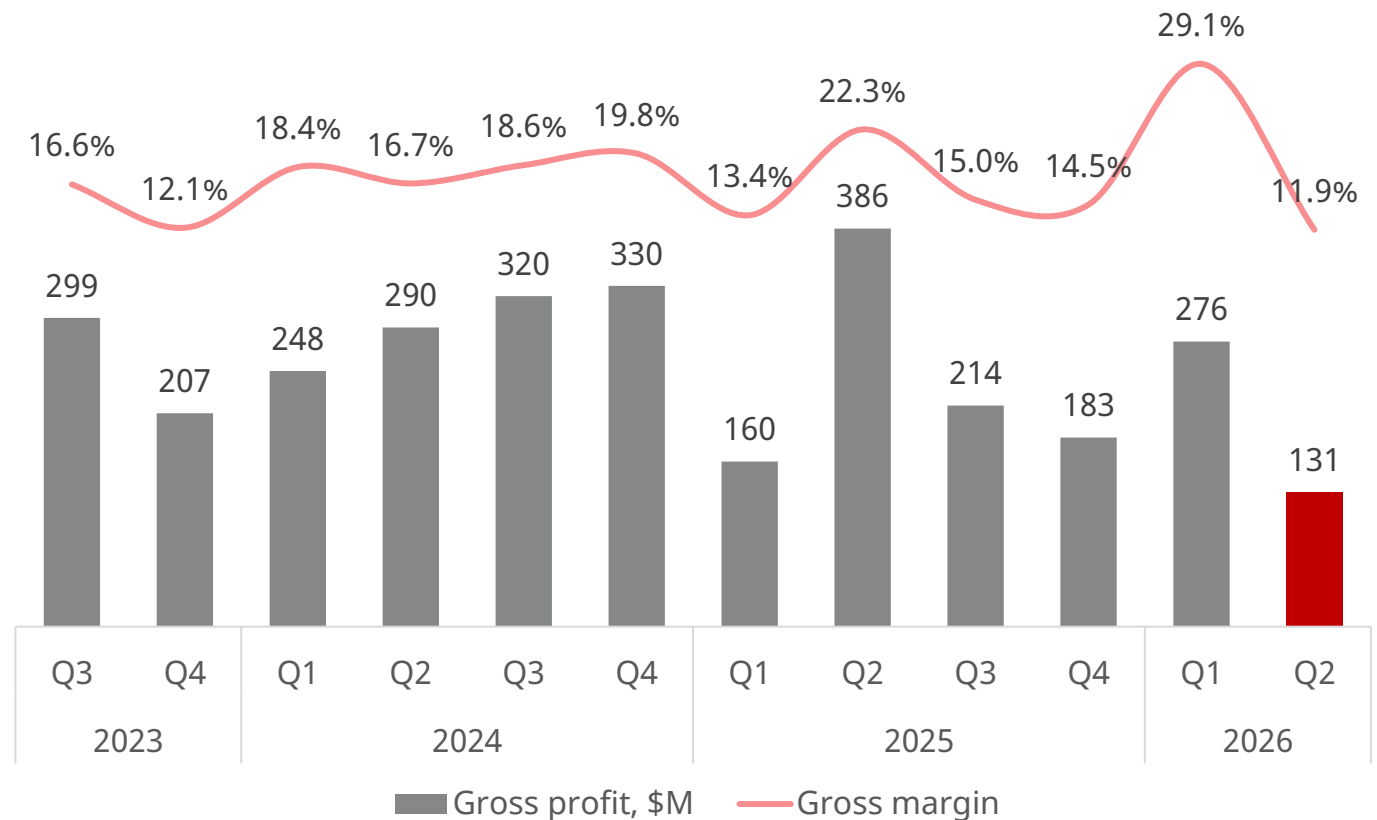
(1) Of the total, 471 MWh were shipped to internal projects under execution, with associated revenue to be recognized in subsequent quarters.

(2) Net loss per diluted share includes the dilutive effect of convertible bonds, as applicable, and the Recurrent Energy redeemable preferred shares dividends.

# Manufacturing FY2026 Q2 Overview

## Manufacturing Q2 2026

- Module shipments: 3.1 GW
- Storage shipments: 3.7 GWh<sup>(1)</sup>
- Revenue: \$1,098 million
- Gross profit: \$131 million
- Gross margin: 11.9%
- Operating loss: \$49 million



(1) Including 471 MWh shipped to internal projects under execution.  
Excluding the impact of intracompany eliminations.

# Jeffersonville Solar Cell Factory Opening



**Flagship HJT Solar Cell Factory in Jeffersonville, Indiana**  
*Official opening in July 2026*

|          | Nameplate Capacity | Timeline                       |
|----------|--------------------|--------------------------------|
| Phase I  | 2.1 GWp            | Commercially operational       |
| Phase II | 4.2 GWp            | Start trial production in 27Q1 |

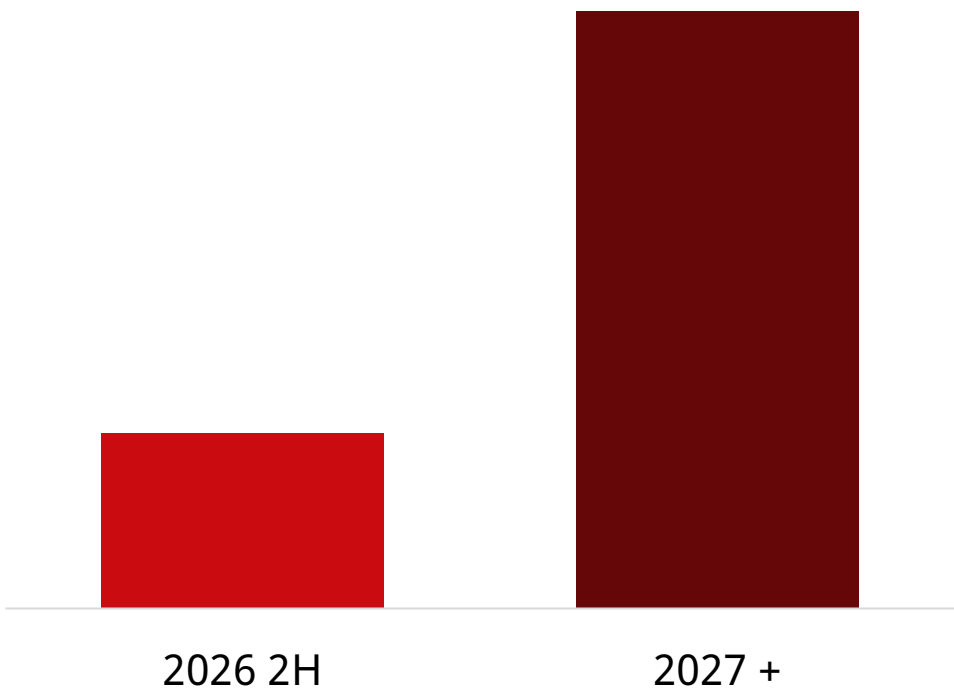
**6.3 GWp – the largest crystalline silicon solar cell factory in North America**



# Strong and Growing PV Modules Contracted Backlog in the U.S.

**>13 GWp**  
**>\$4.5 billion**

Contracted backlog  
volume and value<sup>(1)</sup>



Customers include major utilities, IPPs, developers and EPCs across the U.S.

(1) As of August 14, 2026. Bar chart is illustrative and not drawn to precise scale.

# e-STORAGE Performance Overview

Q2 2026 shipments and revenue<sup>(1)</sup>

**3.7 GWh | \$426 million**

Contracted backlog<sup>(3)</sup>

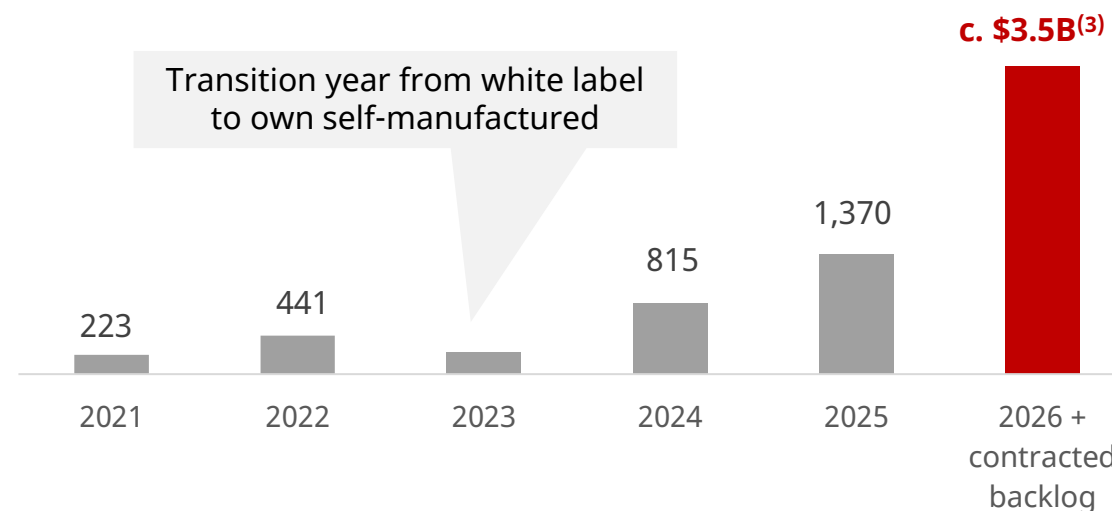
**\$3.5 billion**

Operating projects contracted under LTSA<sup>(3)</sup>

**34 GWh**

## Turnkey Utility-Scale Battery Energy Storage Annual Revenue<sup>(2)</sup>

*\$ in millions*



(1) Total quarterly volume includes 471 MWh shipped to internal projects under execution. Revenue includes the impact of intragroup elimination.

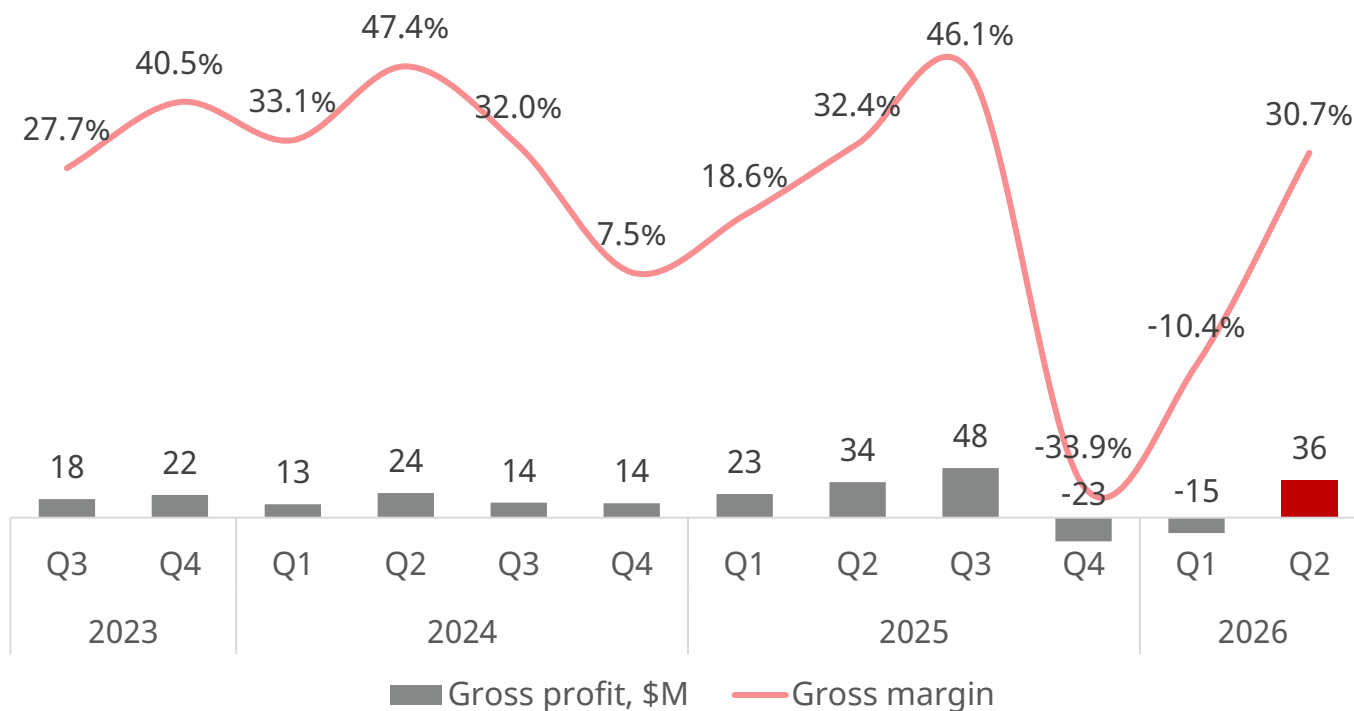
(2) Bar chart is illustrative and not drawn to precise scale.

(3) As of June 30, 2026.

# Recurrent Energy FY2026 Q2 Overview

## Recurrent Energy Q2 2026

- Revenue: \$117 million
- Gross profit: \$36 million
- Gross profit margin: 30.7%
- Operating loss: \$19 million



Excluding the impact of intracompany eliminations.

# Recurrent Energy Global Project Development Pipeline

**Solar Project Development Pipeline – MWp\***

| Region        | Under Construction | Backlog      | Advanced Pipeline | Early-Stage Pipeline | Total                |
|---------------|--------------------|--------------|-------------------|----------------------|----------------------|
| North America | 558                | 226          | 293               | 4,573                | <b>5,650</b>         |
| EMEA          | 674                | 1,438**      | 1,012             | 3,169                | <b>6,293</b>         |
| Latin America | -                  | 488          | 352               | 5,906                | <b>6,746</b>         |
| Asia Pacific  | 492                | 56           | 572               | 1,858                | <b>2,978</b>         |
| <b>Total</b>  | <b>1,724</b>       | <b>2,208</b> | <b>2,229</b>      | <b>15,506</b>        | <b><u>21,667</u></b> |

**c.6 GW with  
interconnection**

**Securing  
interconnection**

**Battery Energy Storage Project Development Pipeline – MWh\***

| Region        | Under Construction | Backlog      | Advanced Pipeline | Early-Stage Pipeline | Total                |
|---------------|--------------------|--------------|-------------------|----------------------|----------------------|
| North America | 600                | -            | 600               | 21,840               | <b>23,040</b>        |
| EMEA          | -                  | 2,665***     | 2,640             | 26,965               | <b>32,270</b>        |
| Latin America | -                  | 93           | 1,320             | 10,753               | <b>12,166</b>        |
| Asia Pacific  | -                  | 1,620        | 3,281             | 11,680               | <b>16,581</b>        |
| <b>Total</b>  | <b>600</b>         | <b>4,378</b> | <b>7,841</b>      | <b>71,238</b>        | <b><u>84,057</u></b> |

**c.13 GWh with  
interconnection**

**Securing  
interconnection**

\*All numbers are gross MWp/MWh, as of June 30, 2026.

\*\*Including 392 MWp in backlog that are owned by or already sold to third parties.

\*\*\*Including 1,496 MWh in backlog that are owned by or already sold to third parties.

# Quarterly Income Statement Highlights

| <i>\$ in millions except per share data</i>                  | 2Q25          | 3Q25          | 4Q25          | 1Q26          | 2Q26                        | qoq              | yoy              |
|--------------------------------------------------------------|---------------|---------------|---------------|---------------|-----------------------------|------------------|------------------|
| <b>Net revenues</b>                                          | <b>1,694</b>  | <b>1,487</b>  | <b>1,217</b>  | <b>1,078</b>  | <b>1,208</b>                | <b>+12%</b>      | <b>-29%</b>      |
| -Manufacturing                                               | 1,732         | 1,426         | 1,264         | 950           | 1,098                       | +16%             | -37%             |
| -Recurrent Energy                                            | 106           | 105           | 67            | 139           | 117                         | -16%             | +11%             |
| -Elimination                                                 | (144)         | (44)          | (114)         | (11)          | (7)                         |                  |                  |
| <b>Gross margin</b>                                          | <b>29.8%</b>  | <b>17.2%</b>  | <b>10.2%</b>  | <b>25.1%</b>  | <b>13.9%</b>                | <b>-1,120 bp</b> | <b>-1,590 bp</b> |
| -Manufacturing margin                                        | 22.3%         | 15.0%         | 14.5%         | 29.1%         | 11.9%                       | -1,720 bp        | -1,040 bp        |
| -Recurrent Energy margin                                     | 32.4%         | 46.1%         | (33.9)%       | (10.4)%       | 30.7%                       |                  |                  |
| Selling and distribution expenses                            | 109           | 101           | 81            | 54            | 75                          | +38%             | -32%             |
| General and admin expenses                                   | 253           | 117           | 107           | 135           | 152                         | +12%             | -40%             |
| R&D expenses                                                 | 25            | 20            | 22            | 21            | 21                          | -                | -16%             |
| Other operating income                                       | (9)           | (16)          | (21)          | (13)          | (8)                         |                  |                  |
| <b>Total operating expenses</b>                              | <b>378</b>    | <b>222</b>    | <b>188</b>    | <b>198</b>    | <b>240</b>                  | <b>+21%</b>      | <b>-37%</b>      |
| <b>Operating income (loss)</b>                               | <b>127</b>    | <b>35</b>     | <b>(64)</b>   | <b>73</b>     | <b>71</b>                   |                  |                  |
| Net interest expense                                         | (35)          | (29)          | (39)          | (36)          | (43)                        |                  |                  |
| Net FX gain (loss)                                           | (13)          | (17)          | (15)          | (29)          | (9)                         |                  |                  |
| Investment income                                            | 2             | 5             | -             | -             | 55                          |                  |                  |
| Income tax benefit (expense)                                 | (34)          | (7)           | 4             | (17)          | (16)                        |                  |                  |
| <b>Net income (loss)</b>                                     | <b>45</b>     | <b>(21)</b>   | <b>(131)</b>  | <b>(14)</b>   | <b>(86)</b>                 |                  |                  |
| <b>Net income (loss) attributable to Canadian Solar Inc.</b> | <b>7</b>      | <b>9</b>      | <b>(86)</b>   | <b>(32)</b>   | <b>(77)</b>                 |                  |                  |
| <b>Diluted Earnings (loss) per Share</b>                     | <b>(0.08)</b> | <b>(0.07)</b> | <b>(1.66)</b> | <b>(0.71)</b> | <b>(1.40)<sup>(1)</sup></b> |                  |                  |

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

(1) Diluted EPS includes the effect of convertible bonds and Recurrent Energy redeemable preferred shares dividends. \$1.40/share is calculated from total loss of \$95M (including Recurrent Energy redeemable preferred shares dividends of \$18M) divided by diluted shares of 67.9 million shares.

# Quarterly Cash Flow and Balance Sheet Highlights

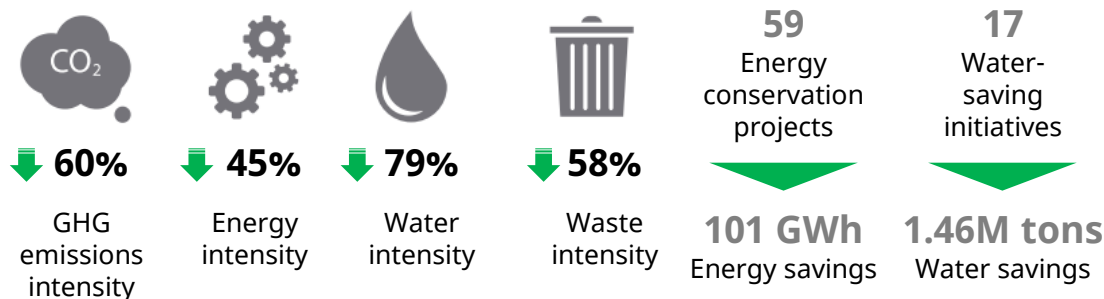
| <i>\$ in millions</i>                                                  | 2Q25          | 3Q25          | 4Q25          | 1Q26          | 2Q26          |
|------------------------------------------------------------------------|---------------|---------------|---------------|---------------|---------------|
| <b>Working capital days</b>                                            | <b>14</b>     | <b>38</b>     | <b>19</b>     | <b>108</b>    | <b>99</b>     |
| <b>Operating cash inflow (outflow)</b>                                 | <b>189</b>    | <b>(112)</b>  | <b>(65)</b>   | <b>(209)</b>  | <b>(181)</b>  |
| <b>Purchase of property, plant and equipment and intangible assets</b> | <b>(173)</b>  | <b>(267)</b>  | <b>(266)</b>  | <b>(173)</b>  | <b>(172)</b>  |
| Cash and equivalents                                                   | 1,856         | 1,763         | 1,370         | 1,441         | 1,461         |
| Restricted cash                                                        | 408           | 417           | 570           | 442           | 389           |
| Property, plant and equipment, net                                     | 3,308         | 3,310         | 3,376         | 3,470         | 3,554         |
| Solar power and battery energy storage systems, net                    | 1,981         | 2,031         | 2,065         | 2,099         | 2,003         |
| Project Assets                                                         | 1,719         | 1,936         | 2,031         | 1,980         | 2,119         |
| <b>Total assets</b>                                                    | <b>14,812</b> | <b>15,157</b> | <b>15,172</b> | <b>15,535</b> | <b>16,105</b> |
| Short-term borrowings <sup>(1)</sup>                                   | 2,275         | 2,428         | 2,389         | 2,602         | 3,089         |
| Convertible notes – current                                            | -             | -             | -             | -             | -             |
| Financing liabilities – current                                        | -             | -             | -             | -             | -             |
| Long-term borrowings                                                   | 3,455         | 3,500         | 3,621         | 3,538         | 3,289         |
| Green bonds and convertible notes – current and non-current            | 438           | 355           | 348           | 570           | 568           |
| Financing liabilities – non-current                                    | 82            | 98            | 100           | 101           | 199           |
| <b>Total debt</b>                                                      | <b>6,250</b>  | <b>6,381</b>  | <b>6,458</b>  | <b>6,811</b>  | <b>7,145</b>  |
| <b>Net debt<sup>(2)</sup></b>                                          | <b>3,986</b>  | <b>4,201</b>  | <b>4,518</b>  | <b>4,928</b>  | <b>5,295</b>  |

(1) Includes current portion of long-term borrowings on project assets.

(2) Net debt includes cash and equivalents and restricted cash.

# 2025 Corporate Sustainability Report

## Reduction in Environmental Footprint (2017 vs. 2025)



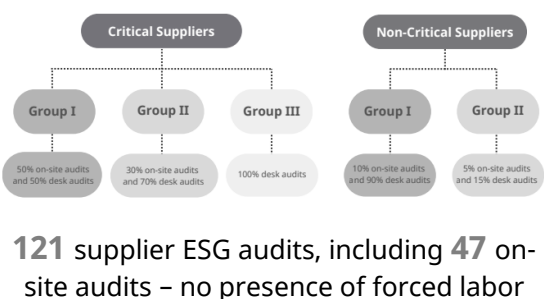
## Science-Validated Climate Commitments

### SBTi Targets:

- Overall Net-Zero Target:** commits to achieve net-zero greenhouse gas emissions across the value chain by 2050.
- Near-Term Targets:** commits to reduce absolute scope 1 and 2 GHG emissions 64.9% by 2035 from a 2023 base year and to reduce scope 3 GHG emissions from purchased goods and services 66.3% per MW of solar related product produced within the same timeframe.
- Long-Term Targets:** commits to reduce absolute scope 1 and 2 GHG emissions 90.0% by 2050 from a 2023 base year, and to reduce scope 3 GHG emissions 97.0% per MW of solar related product produced within the same timeframe.

Source: Canadian Solar 2025 Sustainability Report.

## Responsible Supply Chain Management



## Recognitions and Initiatives



# PV Technology Roadmap

## Single-junction



## Space & Tandem

- Mass production
- 2026 → 2028
- **Module Efficiency:**  
23.2% → 24.4%
- **Ag:** 6.5 → 3 mg/W
- **Market:** Utility, C&I, Residential

1

HJT & TOPCon (Gen 3)

- **2028:** Mass production
- **Module Efficiency:**  
24.8% to 25.2%
- **Ag:** 1 to 2 mg/W
- **Market:** Residential with premium

2

QBC

- **Space PV:** Shipment in 2029 for deployment in space

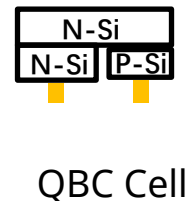
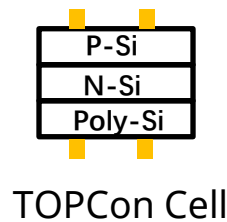
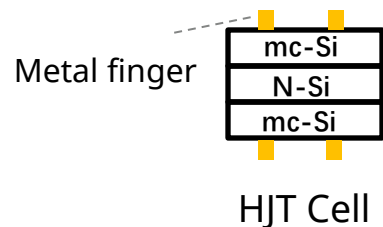
3

Space PV

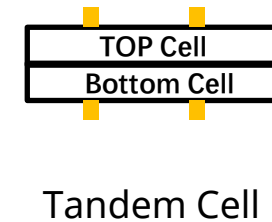
- **Tandem:** Shipments in 203X with module efficiency >30%

4

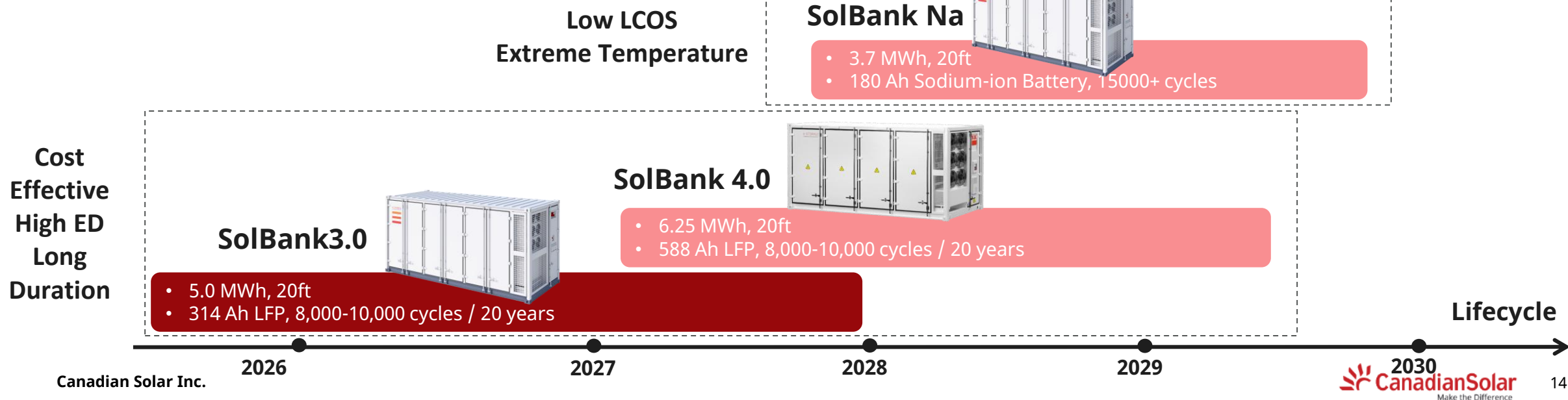
Tandem



More stringent requirements for radiation and thermal cycling



# Energy Storage and Power Electrics Roadmap



# Guidance as of August 27, 2026

|                                                                   | FY2026 Q2 Actual       | FY2026 Q3 Guidance |
|-------------------------------------------------------------------|------------------------|--------------------|
| <b>Global Solar Module Shipments (DC)</b>                         | 3.1 GW                 | 3.5 – 3.8 GW       |
| <b>Global Utility Scale Battery Energy Storage Shipments (DC)</b> | 3.7 GWh <sup>(1)</sup> | 3.4 – 3.8 GWh      |
| <b>Revenue</b>                                                    | \$1.2B                 | \$1.3B – \$1.5B    |
| <b>Gross Margin</b>                                               | 13.9%                  | 13.5% – 15.5%      |

|                                                            | FY2026 Guidance |
|------------------------------------------------------------|-----------------|
| <b>U.S. Solar Module Shipments</b>                         | 6.5 – 7.0 GW    |
| <b>U.S. Utility Scale Battery Energy Storage Shipments</b> | 4.5 – 5.5 GWh   |
|                                                            |                 |
|                                                            |                 |

- U.S. solar and storage shipments expected to accelerate in the second half
- U.S. modules made with domestically produced cells to scale in the second half, with near-term ramp-up costs
- Recurrent Energy's Q2 deferred project sales expected to be realized in Q3

(1) Of the total, 471 MWh were shipped to internal projects under execution, with associated revenue to be recognized in subsequent quarters.

# Thank You

## Let's Connect

**Wina Huang**

Investor Relations

Canadian Solar Inc.

[investor@canadiansolar.com](mailto:investor@canadiansolar.com)