

# Canadian Solar 1Q26 Earnings Call

**May 14, 2026**

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# FY2026 Q1 Overview

## Key Financial Metrics

**2.5 GW** Total module shipments

**2.1 GWh** Total storage shipments

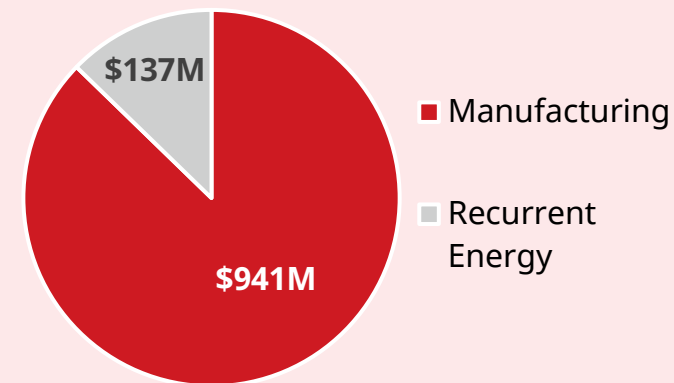
**\$1.1 billion** Revenue

**25.1%** Gross margin

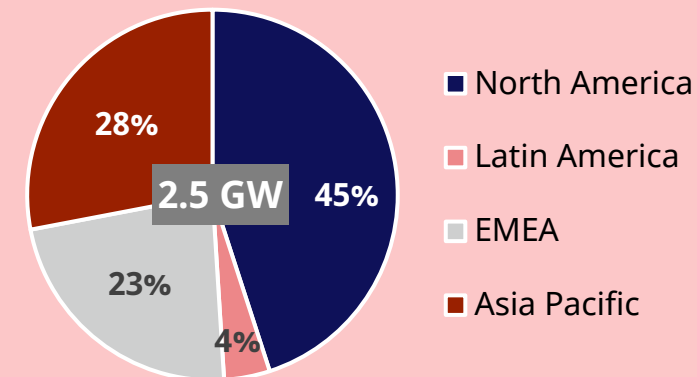
**\$32 million** Net loss to CSIQ<sup>(1)</sup>

**\$0.71** Diluted loss per share to CSIQ<sup>(1)</sup>

## Revenue Breakdown



## Shipment Breakdown



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

# CEO Transition



Mr. Colin Parkin has served as a director of Canadian Solar since December 2025. He previously served as the President of our Company and as President of e-STORAGE, our utility-scale energy storage division. At e-STORAGE, Mr. Parkin led global strategy for advanced battery technologies, overseeing research and development as well as the establishment of global battery cell and battery system manufacturing facilities in the United States, Thailand, and China. Under his leadership, e-STORAGE has become a recognized global leader in delivering turnkey battery energy storage solutions.

Previously, Mr. Parkin served as Vice President of our Energy Group, now Recurrent Energy, where he expanded our international solar project development pipeline to 8 GWp and managed major project financing and asset sales with leading global investors. His earlier roles include General Manager of Canada and Vice President of Engineering and Projects, developing the country's largest utility-scale solar projects and managing the domestic solar panel and medium voltage equipment manufacturing operations. Mr. Parkin began his career in advanced manufacturing and automation, having held leadership roles at Photowatt International and Automation Tooling Systems (ATS). He was also the Founder and CEO of Integrated Manufacturing Technologies (IMT), which was later acquired by Magna International.

Mr. Parkin studied Manufacturing Engineering at Fanshawe College in London, Ontario.

# U.S. Manufacturing Update



## Flagship HJT Solar Cell Factory

Jeffersonville, Indiana

Commenced production in March 2026

	2026 Yearend
Nameplate Capacity	6.3 GWp



## Solar Module Factory

Mesquite, Texas

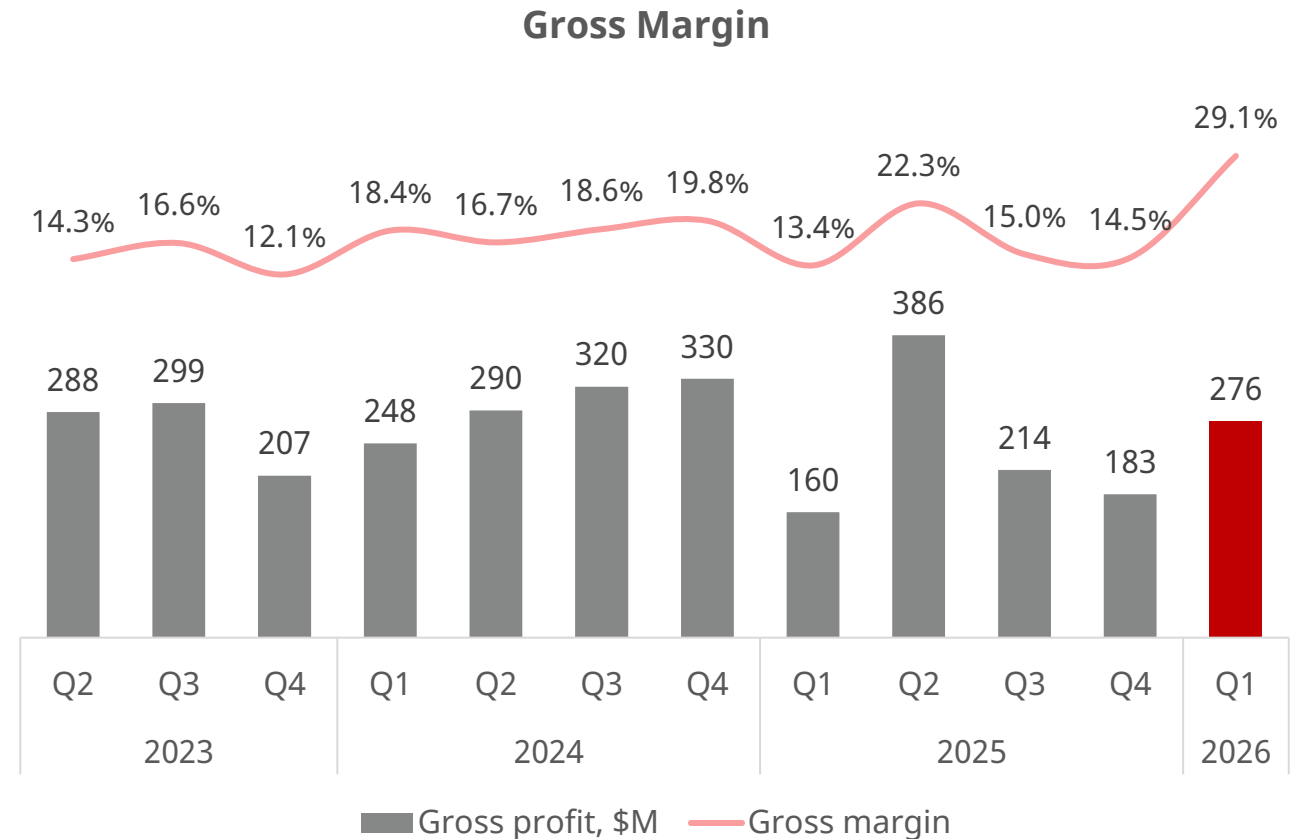
Commenced production in December 2023

	2026 Yearend
Nameplate Capacity	10 GWp

# Manufacturing FY2026 Q1 Overview

## Manufacturing Q1 2026

- Module shipments: 2.5 GW
- Storage shipments: 2.1 GWh
- Revenue: \$950 million
- Gross profit: \$276 million
- Gross margin: 29.1%
- Operating profit: \$127 million



Excluding the impact of intracompany eliminations.

# e-STORAGE Performance Overview

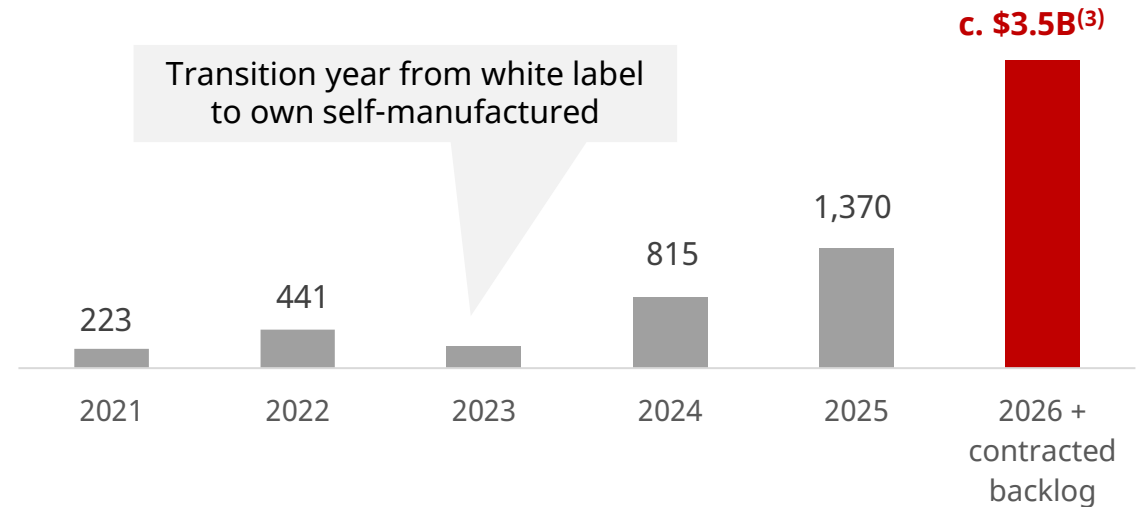
Q1 2026 shipments and revenue<sup>(1)</sup>  
**2.1 GWh | \$383 million**

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) Including the impact of intra-group elimination.

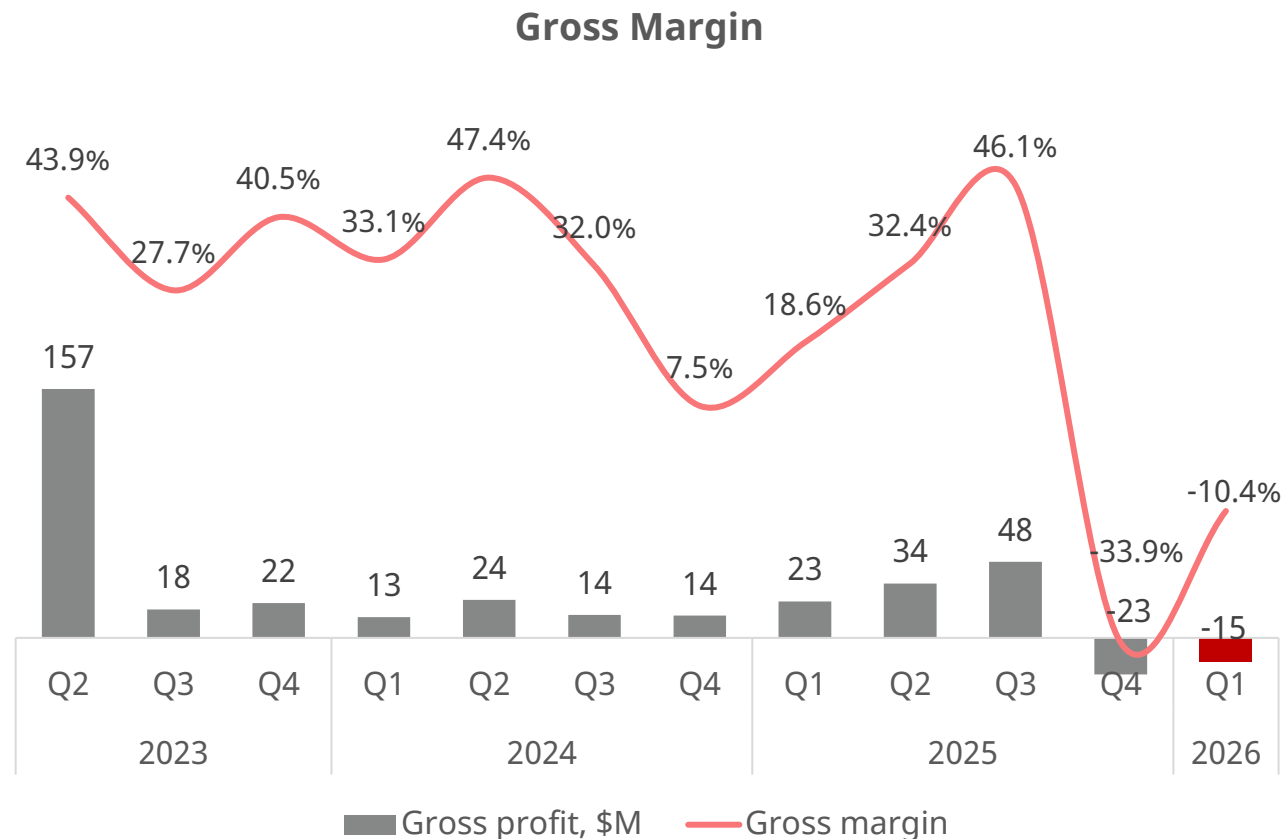
(2) Bar chart is illustrative and not drawn to precise scale.

(3) As of May 8, 2026.

# Recurrent Energy FY2026 Q1 Overview

## Recurrent Energy Q1 2026

- Project Sales: 200 MWh of storage and 42.5 MW of solar
- Revenue: \$139 million
- Gross loss: \$15 million
- Gross loss margin: 10.4%
- Operating loss: \$60 million



Excluding the impact of intracompany eliminations.

# Recurrent Energy Global Project Development Pipeline

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

Region	Under Construction	Backlog	Advanced Pipeline	Early-Stage Pipeline	Total
North America	606	226	427	4,573	<b>5,832</b>
EMEA	674	1,418**	1,134	4,111	<b>7,337</b>
Latin America	-	374	352	6,256	<b>6,982</b>
Asia Pacific	492	616**	572	1,887	<b>3,567</b>
<b>Total</b>	<b>1,772</b>	<b>2,634</b>	<b>2,485</b>	<b>16,827</b>	<b><u>23,718</u></b>

**c.7 GW with interconnection**

**Securing interconnection**

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

Region	Under Construction	Backlog	Advanced Pipeline	Early-Stage Pipeline	Total
North America	600	200	600	21,640	<b>23,040</b>
EMEA	-	1,350***	3,925	30,322	<b>35,597</b>
Latin America	-	-	1,320	5,005	<b>6,325</b>
Asia Pacific	1,200	1,620	3,281	9,580	<b>15,681</b>
<b>Total</b>	<b>1,800</b>	<b>3,170</b>	<b>9,126</b>	<b>66,547</b>	<b><u>80,643</u></b>

**c.14 GWh with interconnection**

**Securing interconnection**

\*All numbers are gross MWp/MWh, as of March 31, 2026.

\*\*Including 443 MWp in backlog that are owned by or already sold to third parties.

\*\*\*Including 600 MWh in backlog that are owned by third parties.

# Quarterly Income Statement Highlights

<i>\$ in millions except per share data</i>	1Q25	2Q25	3Q25	4Q25	1Q26	qoq	yoy
<b>Net revenues</b>	<b>1,197</b>	<b>1,694</b>	<b>1,487</b>	<b>1,217</b>	<b>1,078</b>	<b>-11%</b>	<b>-10%</b>
-Manufacturing	1,190	1,732	1,426	1,264	950	-25%	-20%
-Recurrent Energy	125	106	105	67	139	+108%	+11%
-Elimination	(118)	(144)	(44)	(114)	(11)		
<b>Gross margin</b>	<b>11.7%</b>	<b>29.8%</b>	<b>17.2%</b>	<b>10.2%</b>	<b>25.1%</b>	<b>+1,490 bp</b>	<b>+1,340 bp</b>
-Manufacturing margin	13.4%	22.3%	15.0%	14.5%	29.1%	+1,460 bp	+1,570 bp
-Recurrent Energy margin	18.6%	32.4%	46.1%	(33.9)%	(10.4)%		
Selling and distribution expenses	91	109	101	81	54	-33%	-40%
General and admin expenses	106	253	117	107	135	+27%	+28%
R&D expenses	24	25	20	22	21	-4%	-15%
Other operating income	(26)	(9)	(16)	(21)	(13)		
<b>Total operating expenses</b>	<b>195</b>	<b>378</b>	<b>222</b>	<b>188</b>	<b>198</b>	<b>+5%</b>	<b>+1%</b>
<b>Operating income (loss)</b>	<b>(55)</b>	<b>127</b>	<b>35</b>	<b>(64)</b>	<b>73</b>		
Net interest expense	(28)	(35)	(29)	(39)	(36)		
Net FX gain (loss)	(14)	(13)	(17)	(15)	(29)		
Income tax benefit (expense)	23	(34)	(7)	4	(17)		
<b>Net income (loss)</b>	<b>(77)</b>	<b>45</b>	<b>(21)</b>	<b>(131)</b>	<b>(14)</b>		
<b>Net income (loss) attributable to Canadian Solar Inc.</b>	<b>(34)</b>	<b>7</b>	<b>9</b>	<b>(86)</b>	<b>(32)</b>		
<b>Diluted Earnings (loss) per Share</b>	<b>(0.69)</b>	<b>(0.08)</b>	<b>(0.07)</b>	<b>(1.66)</b>	<b>(0.71)<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. \$0.71/share is calculated from total loss of \$48M (including Recurrent Energy redeemable preferred shares dividends of \$16M) divided by diluted shares of 67.8 million shares.

# Quarterly Cash Flow and Balance Sheet Highlights

<i>\$ in millions</i>	1Q25	2Q25	3Q25	4Q25	1Q26
<b>Working capital days</b>	<b>102</b>	<b>14</b>	<b>38</b>	<b>19</b>	<b>108</b>
<b>Operating cash inflow (outflow)</b>	<b>(264)</b>	<b>189</b>	<b>(112)</b>	<b>(65)</b>	<b>(209)</b>
<b>Purchase of property, plant and equipment and intangible assets</b>	<b>(256)</b>	<b>(173)</b>	<b>(267)</b>	<b>(266)</b>	<b>(173)</b>
Cash and equivalents	1,577	1,856	1,763	1,370	1,441
Restricted cash	457	408	417	570	442
Property, plant and equipment, net	3,220	3,308	3,310	3,376	3,470
Solar power and battery energy storage systems, net	2,189	1,981	2,031	2,065	2,099
Project Assets	1,373	1,719	1,936	2,031	1,980
<b>Total assets</b>	<b>13,896</b>	<b>14,812</b>	<b>15,157</b>	<b>15,172</b>	<b>15,535</b>
Short-term borrowings <sup>(1)</sup>	2,121	2,275	2,428	2,389	2,602
Convertible notes – current	229	-	-	-	-
Financing liabilities – current	-	-	-	-	-
Long-term borrowings	3,023	3,455	3,500	3,621	3,538
Green bonds and convertible notes – current and non-current	199	438	355	348	570
Financing liabilities – non-current	81	82	98	100	101
<b>Total debt</b>	<b>5,653</b>	<b>6,250</b>	<b>6,381</b>	<b>6,458</b>	<b>6,811</b>
<b>Net debt<sup>(2)</sup></b>	<b>3,619</b>	<b>3,986</b>	<b>4,201</b>	<b>4,518</b>	<b>4,928</b>

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

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

# Guidance as of May 14, 2026

	FY2026 Q1 Actual	FY2026 Q2 Guidance		FY2026 Guidance
<b>Global Solar Module Shipments (DC)</b>	2.5 GW	3.1 – 3.3 GW	<b>U.S. Solar Module Shipments</b>	6.5 – 7.0 GW
<b>Global Utility Scale Battery Energy Storage Shipments (DC)</b>	2.1 GWh	2.8 – 3.2 GWh <sup>(1)</sup>	<b>U.S. Utility Scale Battery Energy Storage Shipments</b>	4.5 – 5.5 GWh
<b>Revenue</b>	\$1.1B	\$1.0B – \$1.2B		
<b>Gross Margin</b>	25.1%	13% – 15%		

- Maintain profit-first strategy by optimizing geographic mix of solar module volumes
- Conservative estimate of storage volumes – expected to scale significantly in the second half
- Project sales at Recurrent Energy in the second quarter continue to be soft

(1) Including approximately 400 MWh to internal and external projects under execution.

# Thank You

## Let's Connect

**Wina Huang**

Investor Relations

Canadian Solar Inc.

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