

Investor Presentation

April 2021

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Q4 2020 UPDATES

Strategy execution: invest in long-term, sustainable, profitable growth



1

CSI Solar: Expand capacity and increase vertical integration to gain market share, improve pricing power, lower costs and improve profitability

2

Global Energy: Grow market presence and optimize project monetization strategy through partial ownership in localized vehicles to increase share of recurring income

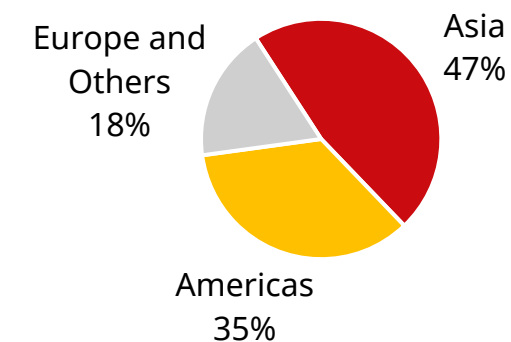
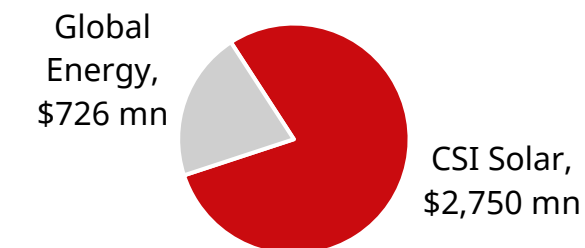
3

Strategic growth areas: Execute on battery storage opportunities, to contribute to earnings starting 2021

Quarterly income statement summary

USD millions except per share data	4Q19	3Q20	4Q20	qoq	yoy	FY19	FY20	yoy
Net revenues	920	914	1,041	14%	13%	3,201	3,476	9%
<i>Gross margin</i>	25.0%	19.5%	13.6%	-596 bp	-1140 bp	22.4%	19.8%	-260 bp
Selling expenses	50	54	64			180	224	
General and admin expenses	64	56	70			243	226	
R&D expenses	10	14	10			47	45	
Operating income	111	59	2	-97%	-98%	259	220	-15%
Net interest expense	-17	-16	-16			-69	-63	
Net FX gain or (loss)	-3	-13	4			-12	-15	
Income tax	-25	-21	2			-42	2	
Net income attributable to Canadian Solar Inc.	68	9	7	-24%	-90%	172	147	-15%
Diluted EPS	1.12	0.15	0.11	-27%	-90%	2.83	2.38	-16%

FY20 Revenue Split



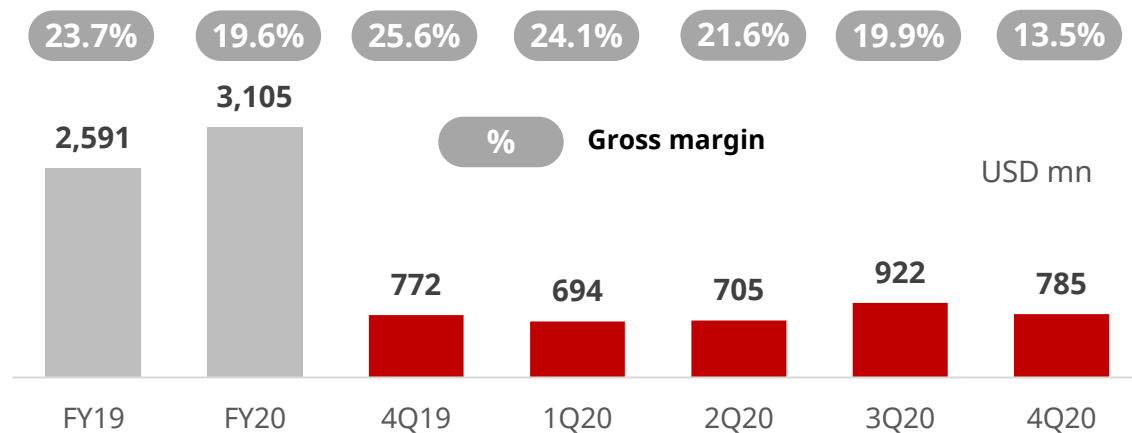
Results summary by divisions

<i>USD millions except shipment data⁽¹⁾</i>		4Q20	yoy	qoq	FY20	yoy
	Total shipments (MW)	2,998	21%	-5%	11,286	32%
CSI Solar	Revenues	785	2%	-15%	3,105	20%
	Gross profit	106	-46%	-42%	609	-1%
	Income from operations	3	-97%	-97%	253	0%
Global Energy	Revenues	373	73%	374%	726	-5%
	Gross profit	32	-14%	30%	149	31%
	Income from operations	2	-88%	-64%	53	184%

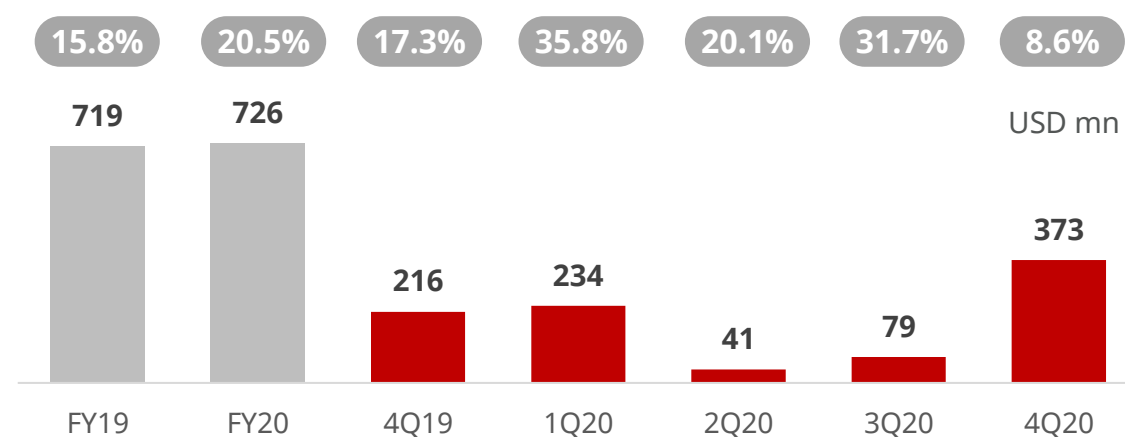
HIGHLIGHTS

- Total module shipments grew 21% yoy in Q4 and reached full year 2020 shipments of 11.3 GW, the highest in CSIQ's record.
- ASPs in Q4 increased slightly sequentially, which partly offset the significant increase in input costs (higher raw material costs, higher shipping costs and unfavorable FX).
- Global Energy revenues and profits improved in Q4, delivering on its expected project sales of approximately 400 MW in the U.S., Canada, Mexico, Italy and Japan.

CSI Solar Revenue ⁽¹⁾



Global Energy Revenue



(1) Includes effects of both sales to third party customers and to the Company's Global 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 18, 2021

	Q4 2020 Actual	Q1 2021E
Module Shipments	3.0 GW	3.0 – 3.2 GW
Revenue	\$1.04 bn	\$1.0 bn – \$1.1 bn
Gross Margin	13.6%	16% – 18%

	FY2020 Actual	FY2021E	yoy Δ%
	11.3 GW	18 – 20 GW	c. +65%
	\$3.5 bn	\$5.6 bn – \$6.0 bn	c. +70%
	19.8%	n/a	n/a

New corporate structure and reporting

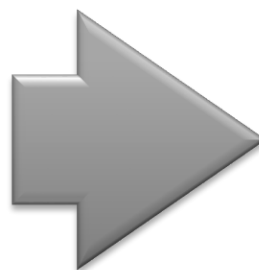
Historical reporting structure

Module and System Solutions (MSS) Business

- Solar modules
- Solar system kits
- Other materials, components and services (inc. EPC)

Energy Business

- Solar power projects (inc. China Energy)
- Operations and maintenance (O&M)
- Electricity revenue (inc. China Energy)
- Other development and services



New reporting structure

CSI Solar (entity to be listed in China) ⁽¹⁾

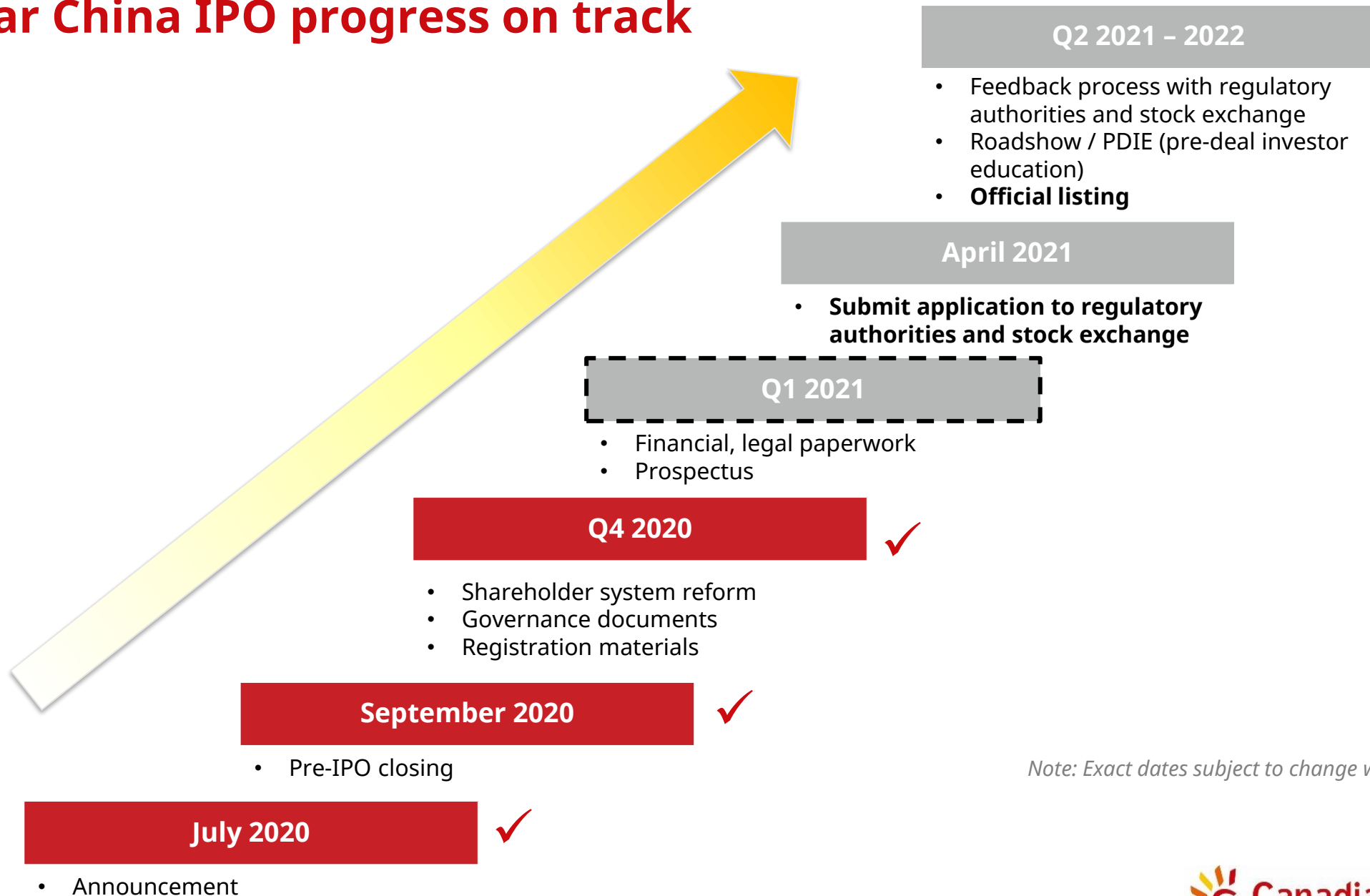
- Solar modules
- Solar system kits
- Battery energy storage solutions – **new**
- China Energy (inc. solar power projects, EPC services and electricity revenue) – **formerly within the Energy Business**
- Other materials, components and services (inc. EPC)

Global Energy

- Solar and energy storage power projects (global ex. China) – **storage new**
- O&M and asset management services
- Other development services (inc. electricity revenue and other for global ex. China)

(1) As of December 31, 2020, Canadian Solar owned 80% of CSI Solar, with the remaining 20% owned by strategic investors who purchased CSI Solar shares during the pre-IPO transaction. An additional 5% of CSI Solar shares were purchased by CSI Solar's employee stock ownership plan ("ESOP"), for which the vesting condition is the successful completion of the IPO. Both the CSI Solar and Global Energy segments are fully consolidated within Canadian Solar.

CSI Solar China IPO progress on track



Note: Exact dates subject to change without notice.



A COMPELLING INVESTMENT OPPORTUNITY

Canadian Solar at a glance

OUR MISSION

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

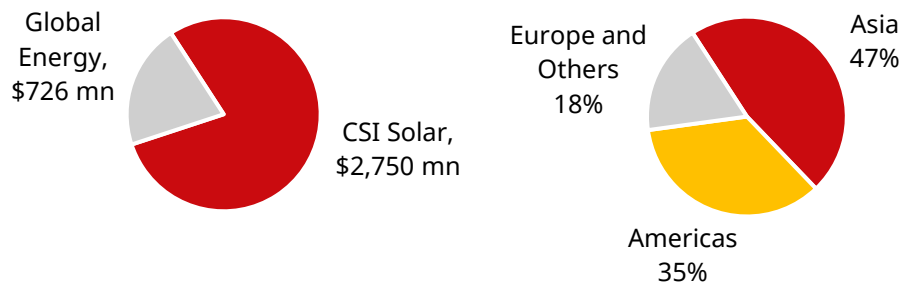
OUR ORIGINS

- Founded in 2001 in Ontario, Canada
- Listed on the NASDAQ as CSIQ in 2006

OUR PERFORMANCE

- 30% cumulative growth in shipments since 2013
- 340 bp average margin premium relative to industry⁽¹⁾
- \$1.4 billion in cash generated cumulatively since 2013
- 16% average ROE since 2013
- Global presence in 23 countries/territories with module sales to over 150 countries, focusing on premium markets

Revenue Split FY20



(1) Over the past 3 years. For gross margin comparison, see slide 30.

OUR BUSINESS MODEL

CSI Solar (formerly MSS, inc. China Energy)



- Solar module manufacturing and system solutions provider inc. inverters, energy storage and EPC services
- Top tier brand delivering 11.3 GW in 2020 and 18-20 GW in 2021

Global Energy



- Develop, build, operate, sell and own solar and solar + storage power plants across 20+ countries/territories
- 20 GW solar project pipeline, 9 GWh storage project pipeline

Why invest in Canadian Solar



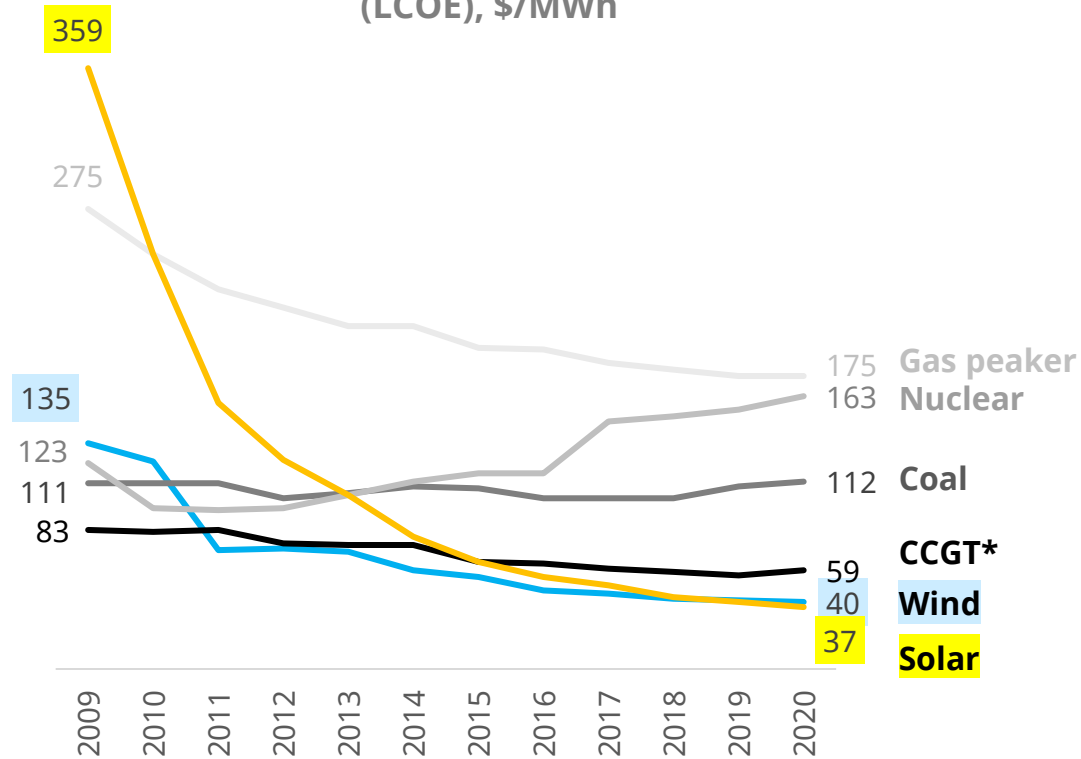
Led by a strategically-minded and prudent management team with excellent track record

- 1** Global market leader with strong growth outlook driven by solar grid parity and accelerating demand for clean renewable energy
- 2** Multiple levers of growth in solar modules, system solutions, project development & ownership and battery storage
- 3** Market-oriented strategy driving technology and business model innovation, capturing new opportunities such as energy storage
- 4** Strong and consistent operational and financial track record
- 5** Attractive valuation supported by strong fundamentals & balance sheet

Solar PV the most environmentally and economically attractive source of electricity, critical to any global decarbonization scenario

Solar already the cheapest source of energy

Mean unsubsidized levelized cost of energy (LCOE), \$/MWh



*CCGT = Combined Cycle Gas Turbine

Major economies have recently committed to ambitious decarbonization goals...

- **China:** Peak carbon by 2030, carbon neutrality by 2060
 - **U.S.:** Rejoining Paris Climate Agreement; Biden Clean Energy Plan to achieve carbon neutrality in the power sector by 2035 and economy-wide by 2050; increase federal procurement of clean energy and technology; Biden Infrastructure Plan etc.
 - **European Green Deal:** 55% emission reduction in 2030 relative to 1990, carbon neutrality by 2050
 - **Japan:** Carbon neutrality by 2050
-and more

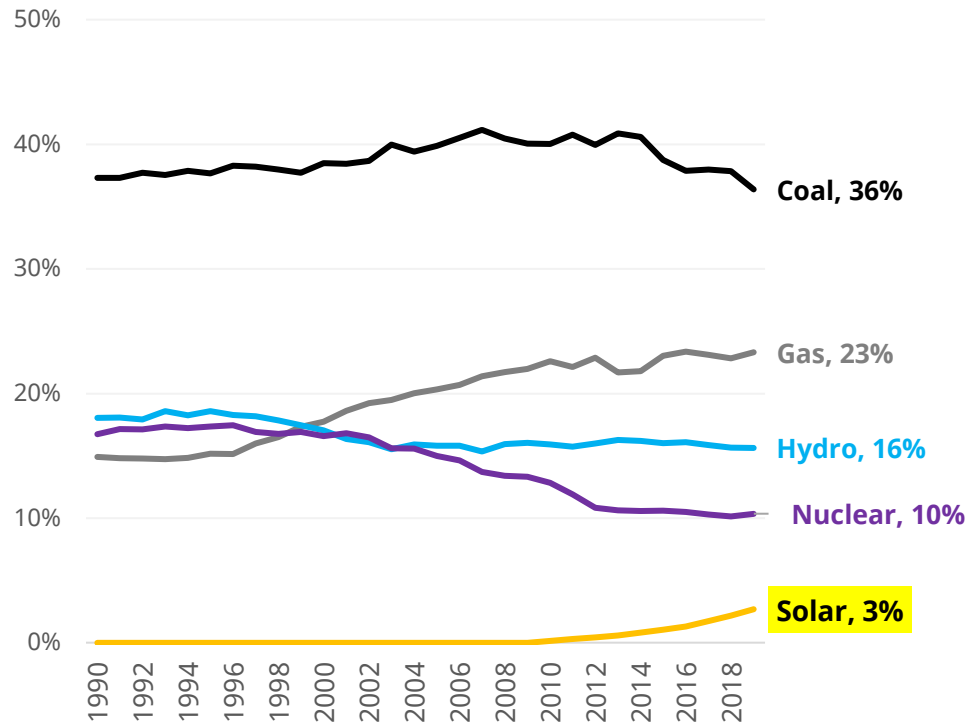
...while corporations are increasing demand for clean energy

- Many firms committing to 100% renewable energy. This contributes to lower energy costs and helps achieve corporate ESG goals (Environmental, Social & Governance)
- Key clean energy corporate off-takers: Amazon, Total, TSMC, Verizon, Facebook, General Motors, Dow Chemical, Anglo American, General Mills etc.

Massive growth potential as solar remains underpenetrated

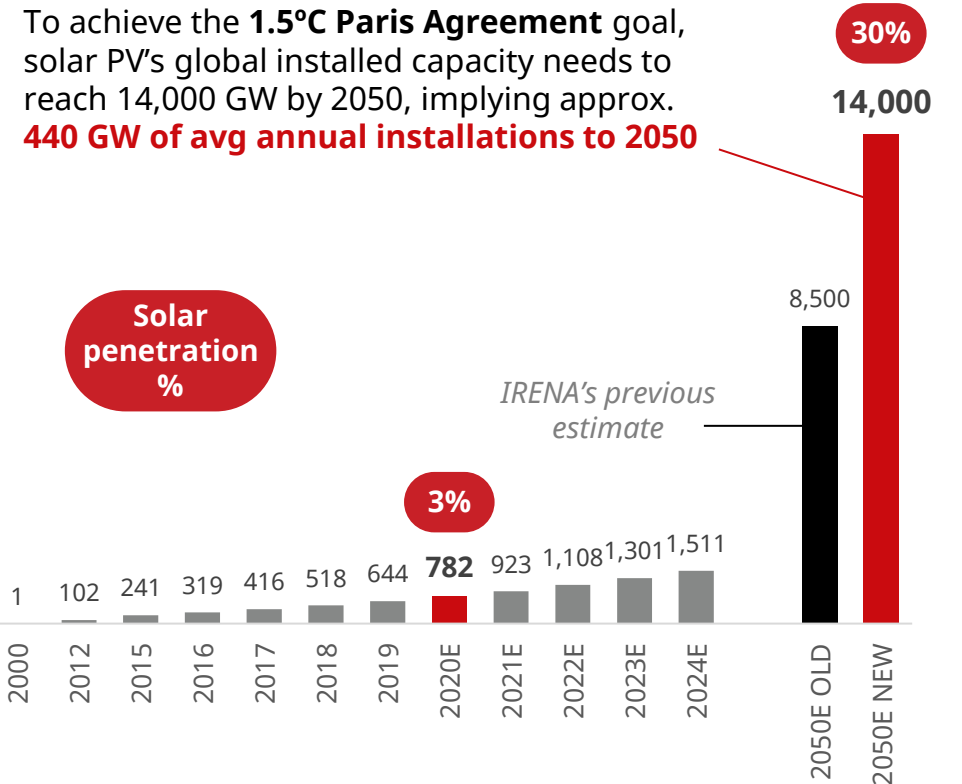
Despite rapid growth, solar penetration remains at just 3%

Electricity generation by fuel type



Solar's cumulative capacity base to reach 14,000 GW by 2050 from 780 GW in 2020

Global solar PV cumulative installations, GW

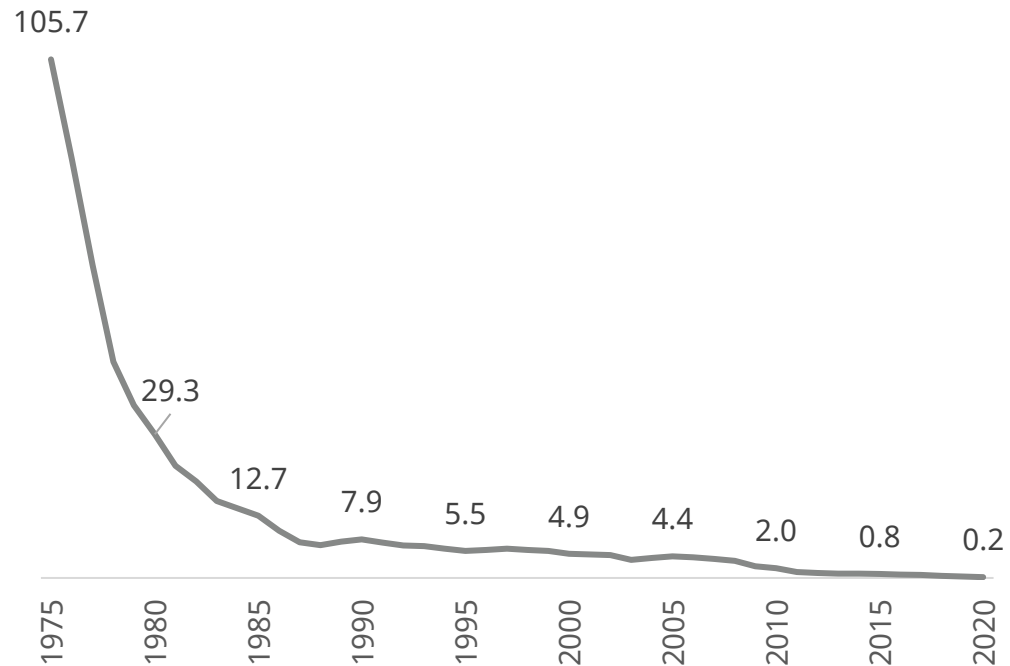


Solar PV modules nearing the bottom of the cost curve

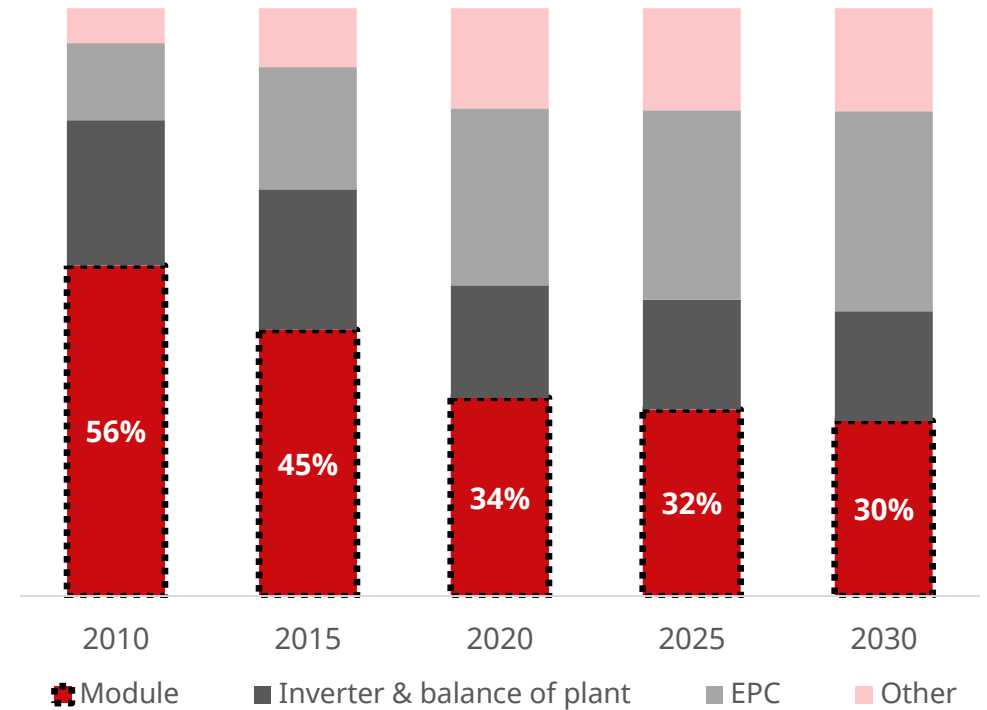
Solar module prices have declined dramatically

Declining marginal benefit from further module price cuts

Solar PV module cost, US\$/W



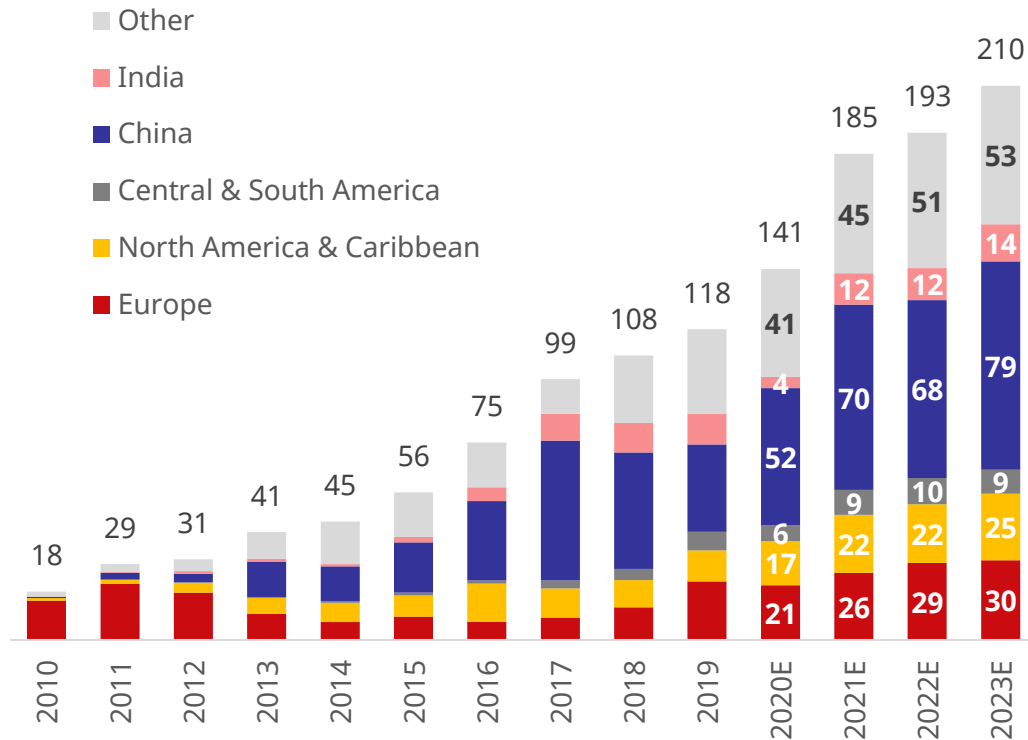
Capex split for utility-scale PV system



Significant growth visibility and healthier market dynamics

Strong growth outlook on a much larger market base:
annual PV installations up 7x over the past decade

Global solar PV annual installations, GW



Forecasts are BNEF-estimated mid-points

Lower risk and higher return outlook
in the solar industry

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:** the number of 1 GW+ markets to grow from 6 in 2016 to 18-20 in 2021
- **Larger market scale:** Much larger and stabler 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

Market leader in solar energy with a global footprint in project development and module manufacturing and sales

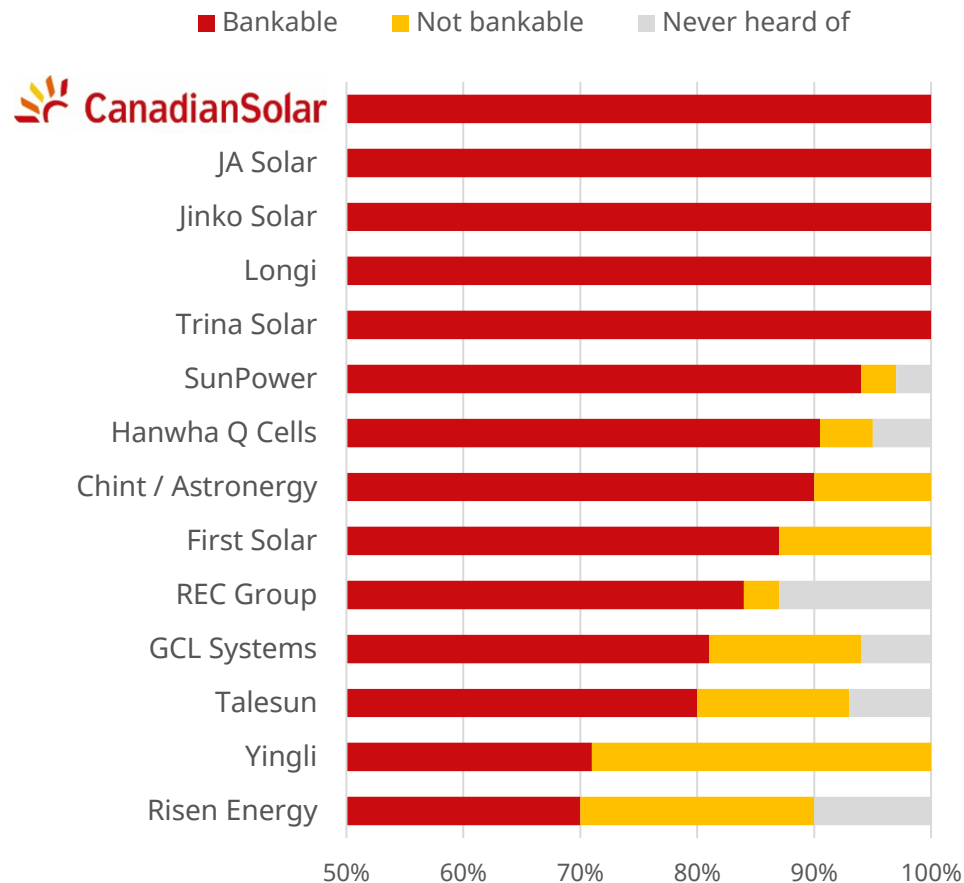


Our success is driven by our global-local teams and our culture of diversity

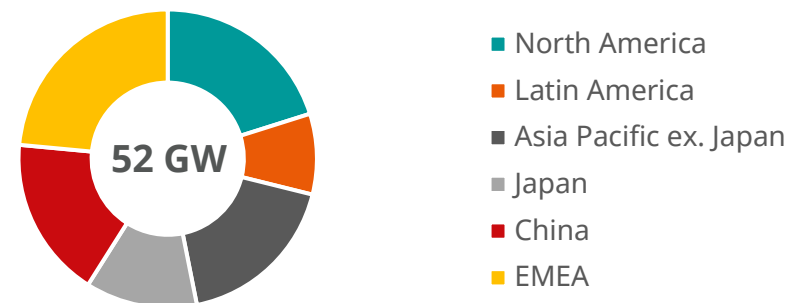
Note: Certain offices are shared between the CSI Solar and Global Energy businesses.

Top-tier, bankable and globally diversified solar module brand

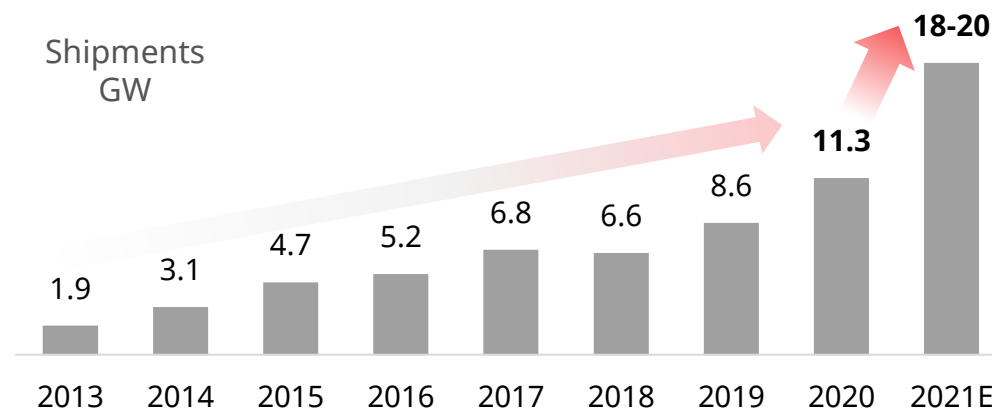
Most Bankable Module Supplier by BNEF with 100% bankability for 4 consecutive years



We have cumulatively delivered over 52 GW to 150 countries



Shipment growth in 2021 to accelerate to c.65% in 2021E from c.30% historical CAGR

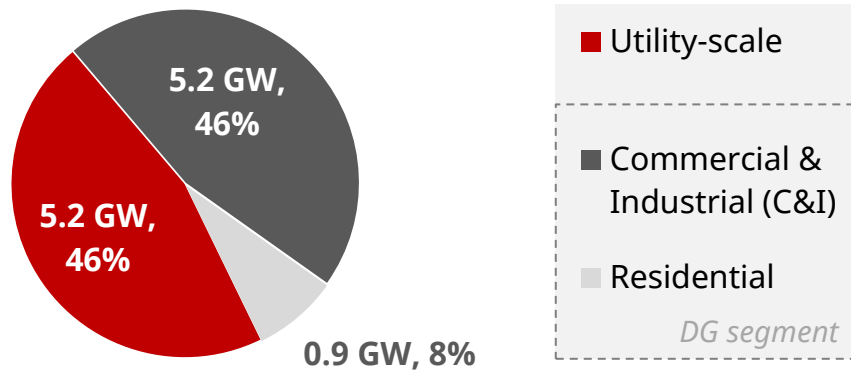


Source: Extract from Bloomberg New Energy Finance Module Bankability Survey, 2020. Solar brand bankability ratings are used by financial institutions across the world for credit analysis, indicating the likelihood that projects using the said solar products will be offered non-recourse financing by banks. Factors considered include quality and reliability of products and services, warranties, financial strength and track record.

Differentiated sales strategy focused on delivering high value-add system solutions to premium markets – driver of CSI Solar’s stronger pricing power

CSI Solar is over-indexed to the distributed generation (DG) market segment as it accounts for >50% of our FY20 shipments (DG is c.38% of the global market)

FY20 shipments



DG market segment

- ✓ Higher ASP / smaller volume orders
- ✓ Dedicated channel management
- ✓ Higher customer loyalty
- ✓ Greater demand stability
- ✓ Higher barriers to entry

Integrated System Solutions = Dedicated product management for high-value channels and markets (Module + Inverter + Battery Storage)

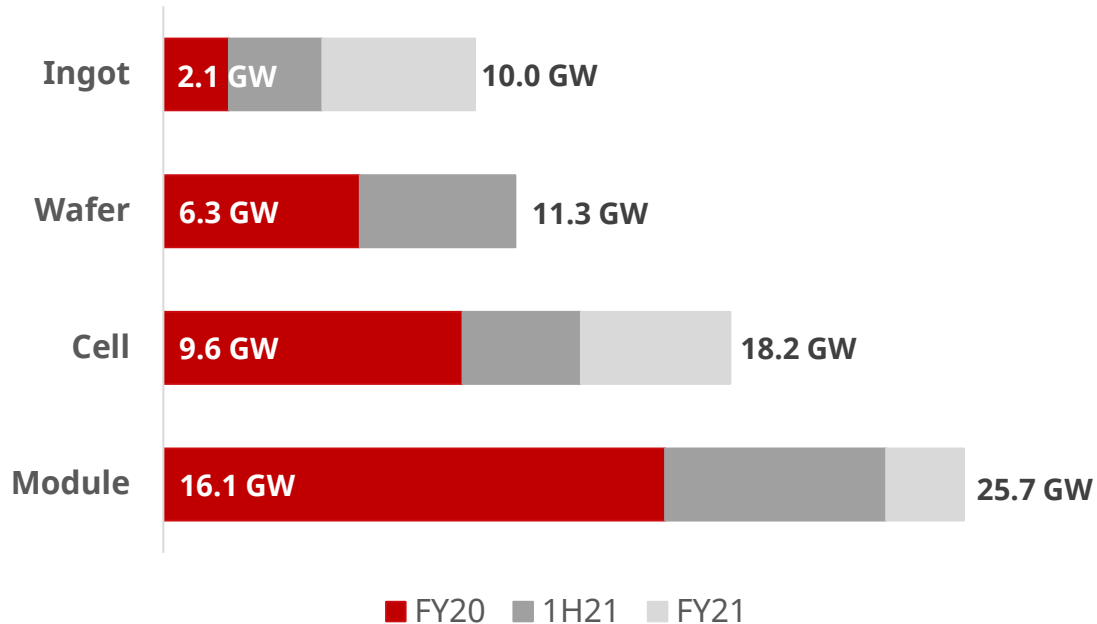
Product and solution development	Value proposition based on user experience
Module <ul style="list-style-type: none"> • High efficiency all-black modules for resi market • Lightweight modules for Japanese market • Heterojunction high power wattage modules, to be launched in H2 2021 	<ul style="list-style-type: none"> • Greater pricing power for top quality solutions & services • Leverage existing channels to expand premium product offering • Battery storage, power electronics and AI enablers of new business models
Inverter <ul style="list-style-type: none"> • CSI Solar full power range own-made inverters for residential, C&I and utility-scale applications 	
Storage <ul style="list-style-type: none"> • Residential storage system, under development for Japan and U.S. markets 	

Gaining global market share through capacity expansion

With demand growth and supply consolidation both accelerating, our **CSI Solar strategy** is to expand capacity and increase the level of vertical integration. This will enable us to gain global market share, enhance pricing power, better control costs and improve our profitability over the long run

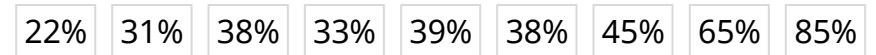
Expand capacity and increase vertical integration...

Canadian Solar Manufacturing Capacity, year-end (GW)

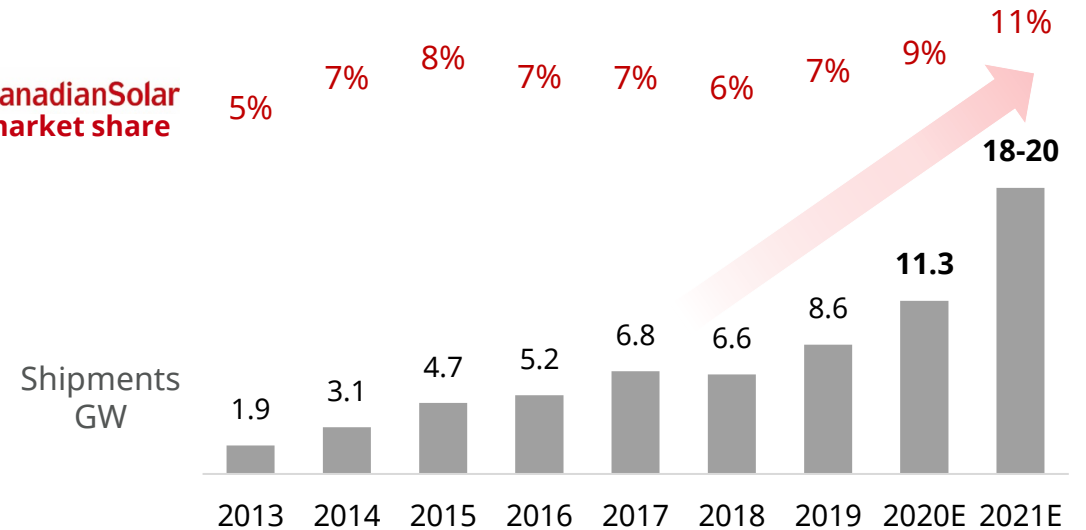


...to gain global market share and pricing power

Top 5 module manufacturers' market share (approx.)



CanadianSolar market share



Largest global project pipeline with 20 GWp of solar and 9 GWh of storage projects

Plants in Operation
0.5 GWp

Plants in Construction
1.6 GWp

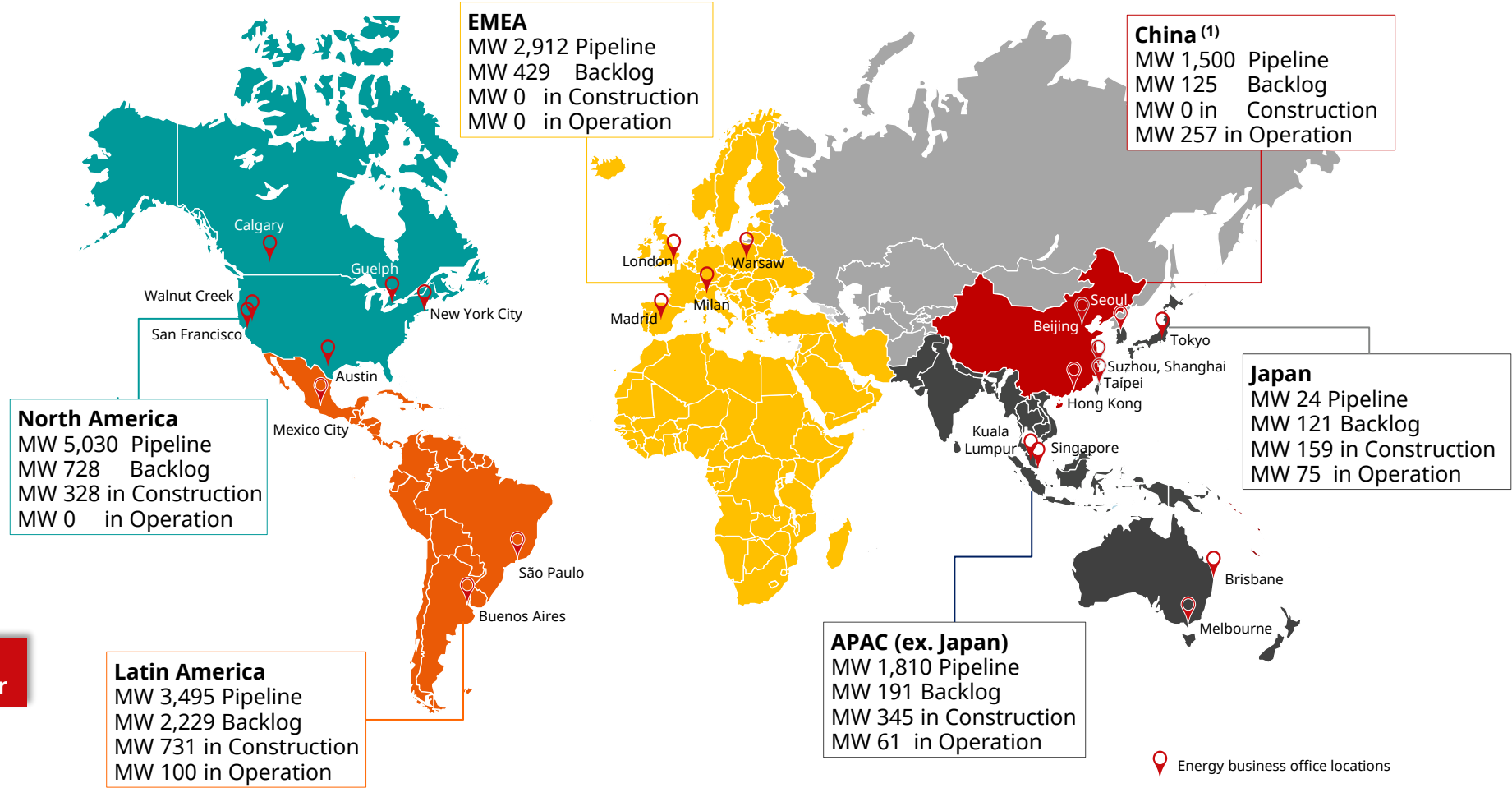
Backlog
3.8 GWp

Pipeline
14.8 GWp

Storage Backlog/Construction
2.3 GWh

Storage Pipeline
6.5 GWh

Early mover



To unlock value in 6 GWp⁽²⁾ of contracted solar projects while continuing to grow our total pipeline

As of January 31, 2021. **Backlog** = Projects that have passed Rick Cliff Date and are expected to be built in 1-4 years. RCD depends on the country where the project is located and is defined as the date in which the project passes the last high-risk development stage (e.g. secured FIT/PPA, interconnection, land, regulatory/environmental approvals etc.) **Pipeline** = early- to mid-stage project opportunities currently under development that are yet to be de-risked. Definitions of backlog/pipeline consistent with industry practice. For more details, see form 6-K Q4 2020.

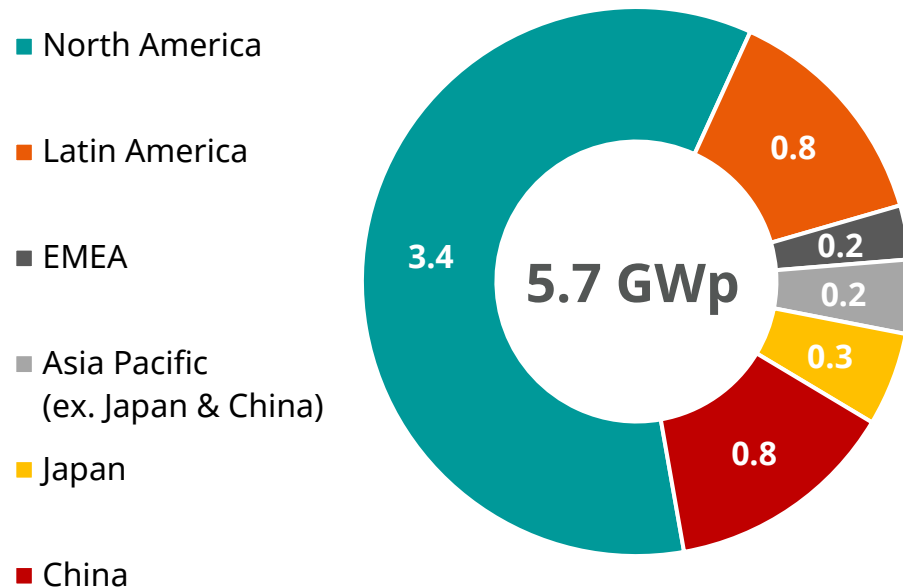
(1) China portfolio is part of CSI Solar.

(2) Gross project capacity includes aggregate project stakes of c.700 MWp not owned by CSIQ.

Proven track record developing & building over 5.7 GWp solar projects worldwide

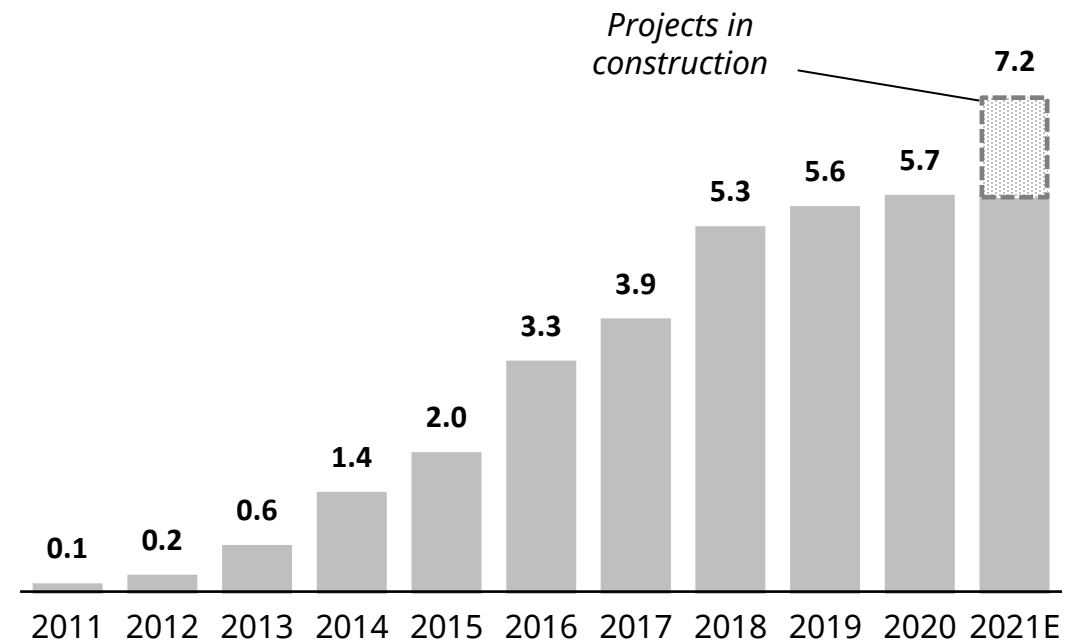
Expanded our solar project development track record to over 20 countries...

Regional mix



...and expect to exceed 7 GWp by the end of 2021

Cumulative power plants built and connected, GWp



100% track record in the delivery of projects in backlog

Multiple levers of growth across project sales, services and investment vehicles

		2020 Actual	2021	2022	2023	2024	2025		
1	Development: Project sales	Annual project sales, GWp	1.4	1.8 - 2.3	2.4 - 2.9	3.2 - 3.7	3.6 - 4.1	4.0 - 4.5	<p>+25% CAGR (market +20%)</p> <ul style="list-style-type: none"> Project sales at NTP or COD ⁽³⁾ (pre- or post-construction) COD sale = larger revenue, lower gross margin % NTP sale = smaller revenue, higher gross margin % COD MW mix approx. 30-50%
2	Services: O&M ⁽¹⁾ + Asset Mgmt	Operational O&M projects, GWp	2.2	2.6	4.0	6.5	9.2	11.0	<p>+40-50% CAGR in cumulative retained assets or projects in service</p> <ul style="list-style-type: none"> Capture additional operational value throughout the partial ownership period Expand base of stable long-term cash flows, improve predictability of earnings Recycle a large portion of the capital into developing new solar projects for growth
3	Vehicles: Partial ownership of solar projects	Cumulative projects retained (net & gross ⁽²⁾), MWp	118	200	400	760	960	1,000	<p>By 2025, recurring cash flows to drive c.50% of Global Energy CF (from <1/5)</p>
			220	650	1,300	2,650	3,150	3,400	

(1) O&M = Operations and Maintenance.

(2) Net projects retained represents CSIQ's net partial ownership of solar projects, the gross number represents the aggregate size of projects including the share which is not owned by CSIQ.

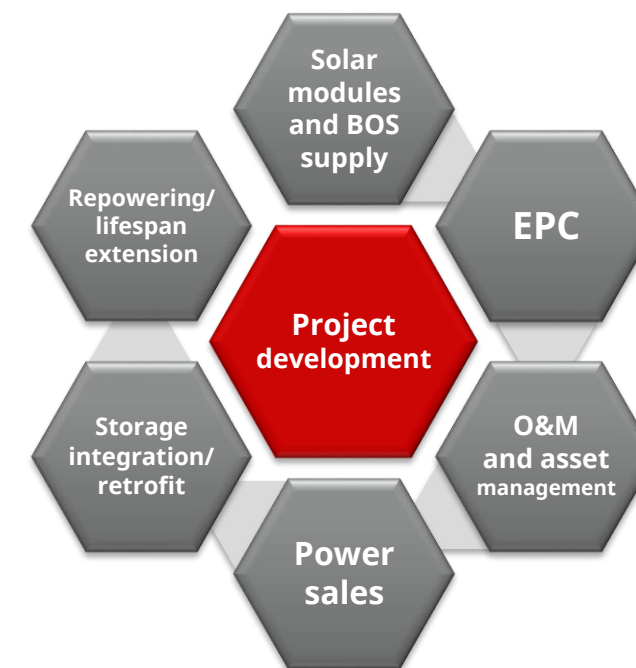
(3) NTP = Notice to Proceed (pre-construction). COD = Commercial Operation Date (post-construction).

Note: Final timing and recognition of project sales may be impacted by various external factors. Targets are subject to change without notice.

Increase value capture and earnings stability through capital partnerships

Entity	Location	CSIQ ownership	Type of assets	Volume, MWp	AUM, \$mn	Equity, \$mn	Avg market CAFD \$/MW
CSIF ⁽¹⁾ (Canadian Solar Infrastructure Fund, TSE: 9284)	Japan	15%	Operational assets	184	740	450	>\$200k
JGIF (Japan Green Infrastructure Fund)	Japan	67%	Development /construction assets	>200 ⁽²⁾	N/D ⁽³⁾	N/D	First offer rights to CSIF
FIP-IE (Listed Brazilian Participation Fund in Infrastructure – to be launched)	Brazil	Up to 20%	Operational assets	>200 ⁽⁴⁾	N/D	N/D	c.\$40k
Various private and public vehicles (to be launched)	Europe (various)	c.40%	Construction & operational assets	>150 ⁽⁴⁾	N/D	N/D	c.\$20k

- ☀️ **Grow base of operating solar assets through partial ownerships and increase share of recurring income**
- ☀️ **Mobilize and leverage 3rd party capital partners for growth**
- ☀️ **Capture additional value in Canadian Solar's value ecosystem (see below)**



(1) See following slide for more details. CAFD \$/MW for CSIF are actuals.

(2) Assumes full deployment, as JGIF is a development fund and will not hold projects for long term cash flow.

(3) Not disclosed or not available.

(4) Initial asset dropdown, expected to grow over time. Total existing backlog in Brazil is >2 GW. E.U. funds to grow to >1 GW.

Note: Table shows estimated projections for the Brazilian and European vehicles. Values are indicative and subject to change without notice.

CSIF: Japan's largest publicly listed solar infrastructure fund

Canadian Solar Infrastructure Fund (TSE: 9284.T) 15% owned by CSIQ

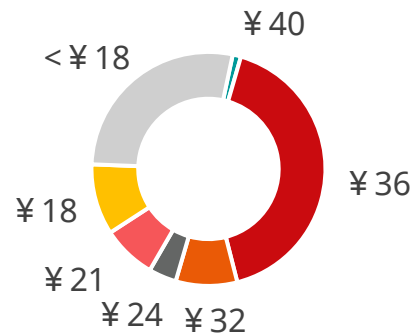
Valuation ⁽¹⁾	¥ 80 bn (~\$740 mn)
Market capitalization ⁽²⁾	¥ 48 bn (~\$450 mn)
No. of power plants	25
Capacity	184 MWp

Total sponsor portfolio
22 projects, 295 MWp

Operational and under construction
10 projects, 174 MWp

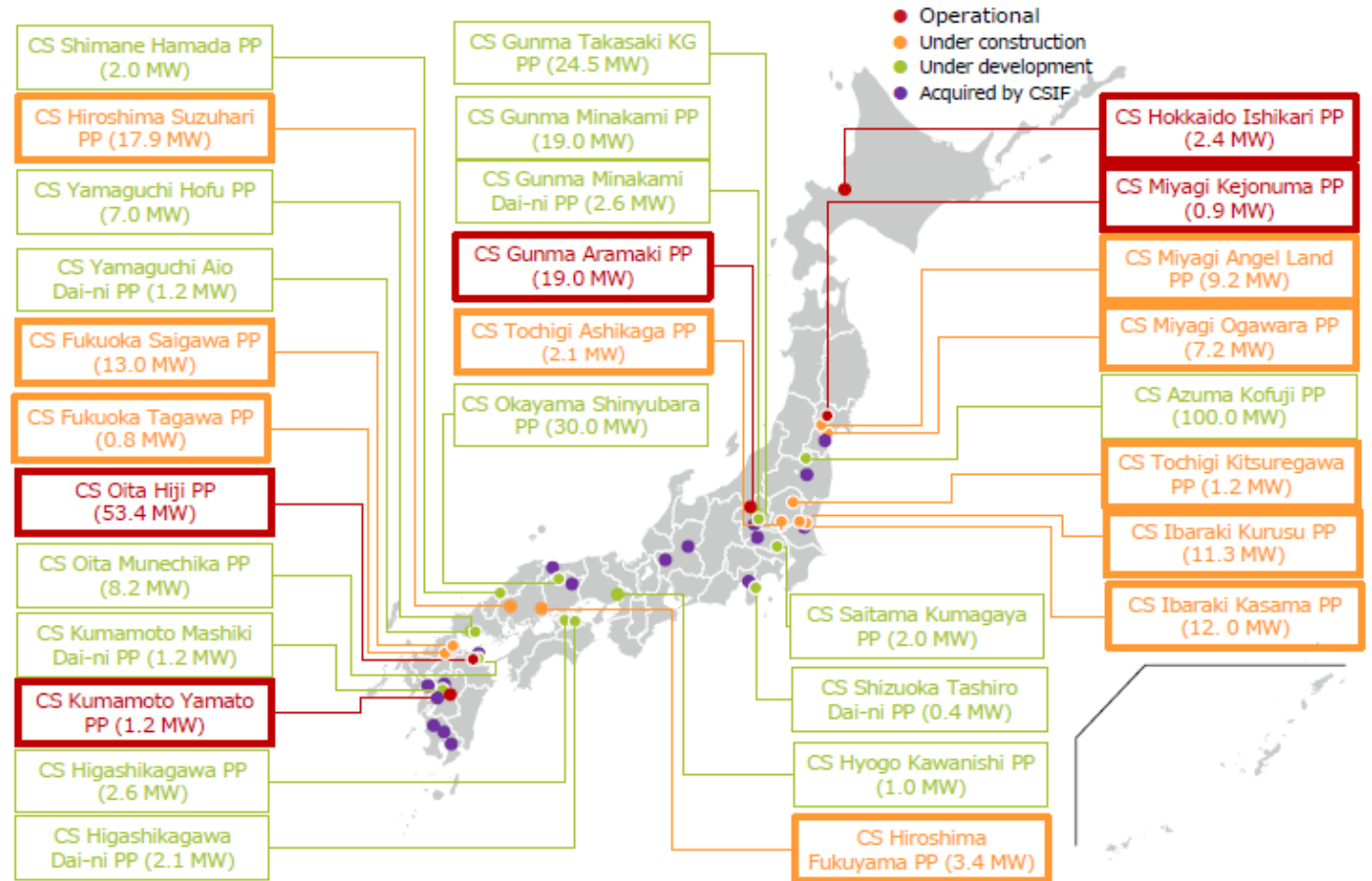
Under development
12 projects, 121 MWp

Sponsor portfolio FIT distribution (by MW)



50% of portfolio contracted at USD >0.30/kWh FIT!

Map of CSIF and sponsor (CSIQ) assets

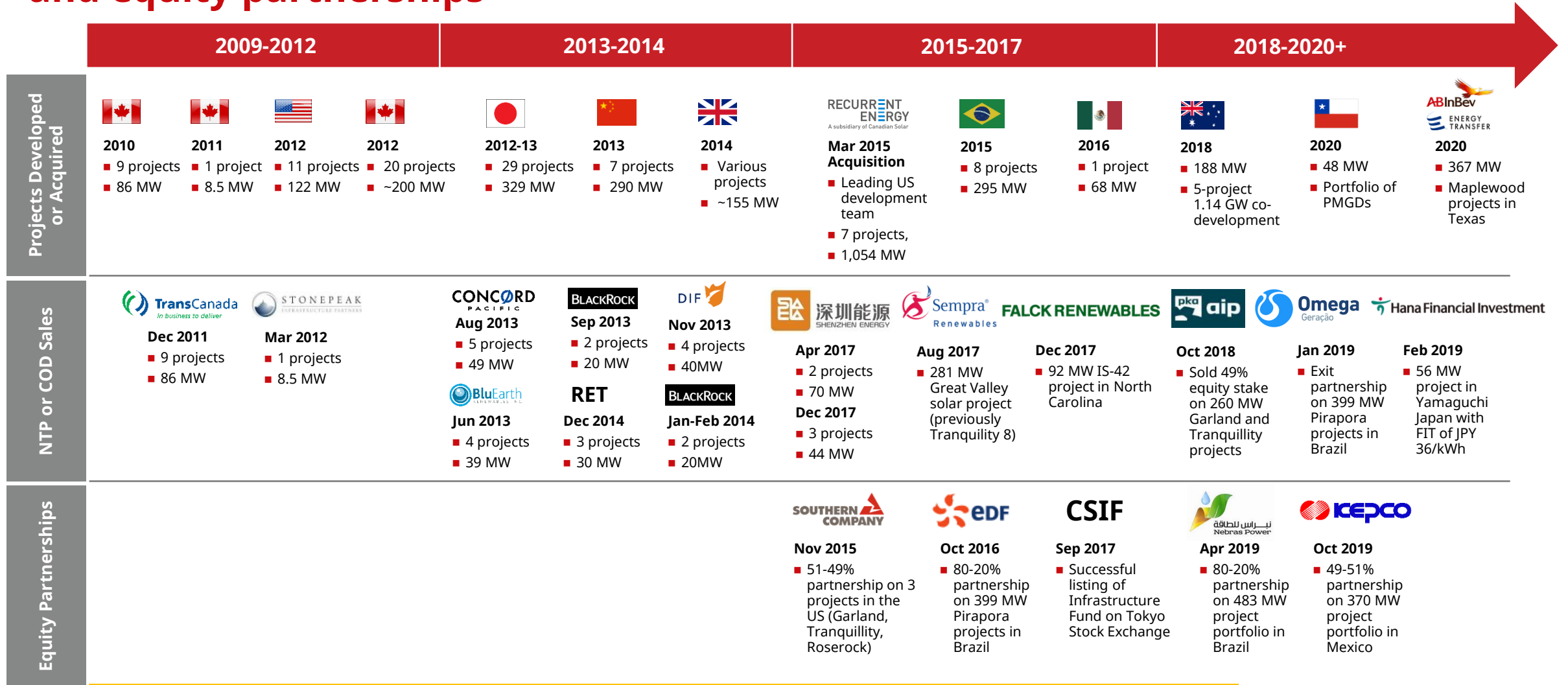


Canadian Solar Inc. owns 15% of CSIF

(1) Median project valuation amounts estimated by Pricewaterhouse Coopers Sustainability LLC and Ernst & Young Transaction Advisory Services Co., Ltd. in their project valuation reports as at each financial period end (half year) or acquisition. Valuation as at December 31, 2021.

(2) As at March 8, 2021.

Global track record of success monetizing solar projects through NTP, COD sales and equity partnerships

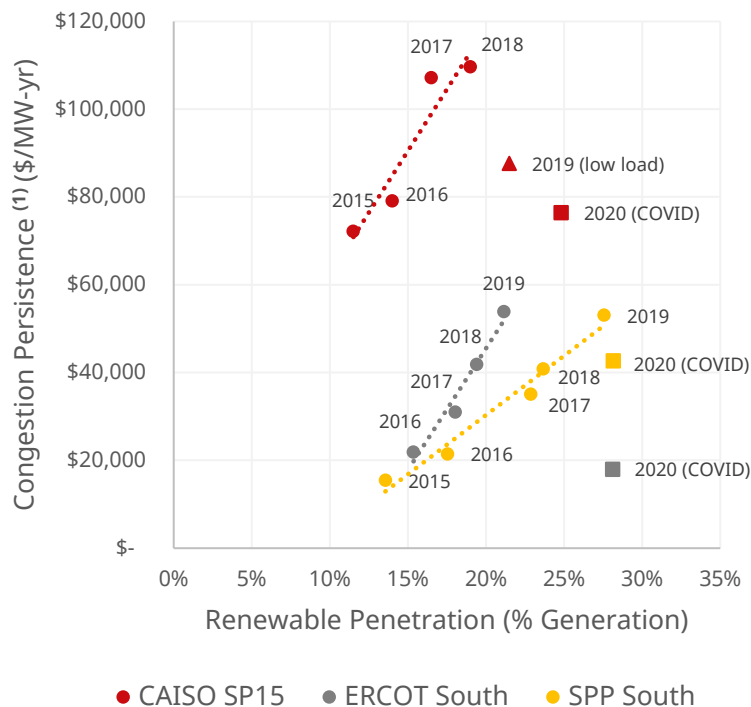


A leading global solar development platform since 2009

Increasing demand for energy storage with greater adoption of renewables

The value of battery storage is directly correlated with the penetration of renewable energy

Value of storage and renewable penetration across U.S. ISOs



Battery storage has unique advantages in providing grid services

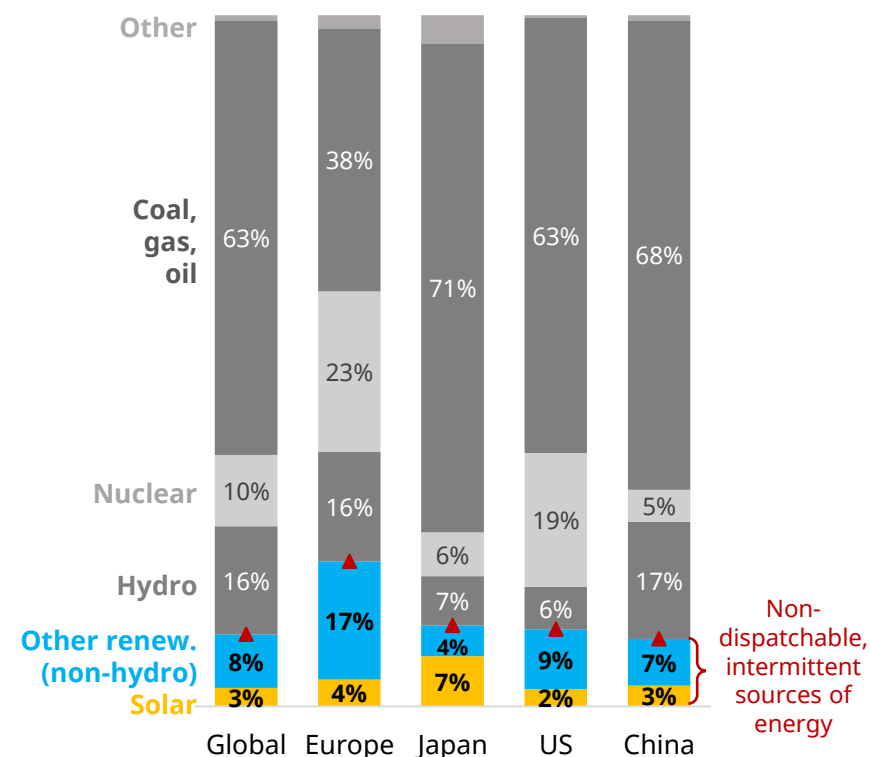
Increasing penetration of renewable energy lowers power costs and decarbonizes the power grid, but it **creates price volatility and affects grid stability: battery storage can mitigate the effect of renewable energy on the grid**

Advantages of battery storage:

- Modular, flexible size
- No startup costs, short ramp time
- Ability to charge and discharge
- Battery costs declining rapidly

The need for battery storage will only increase as renewable penetration continues to go up

Electricity mix %



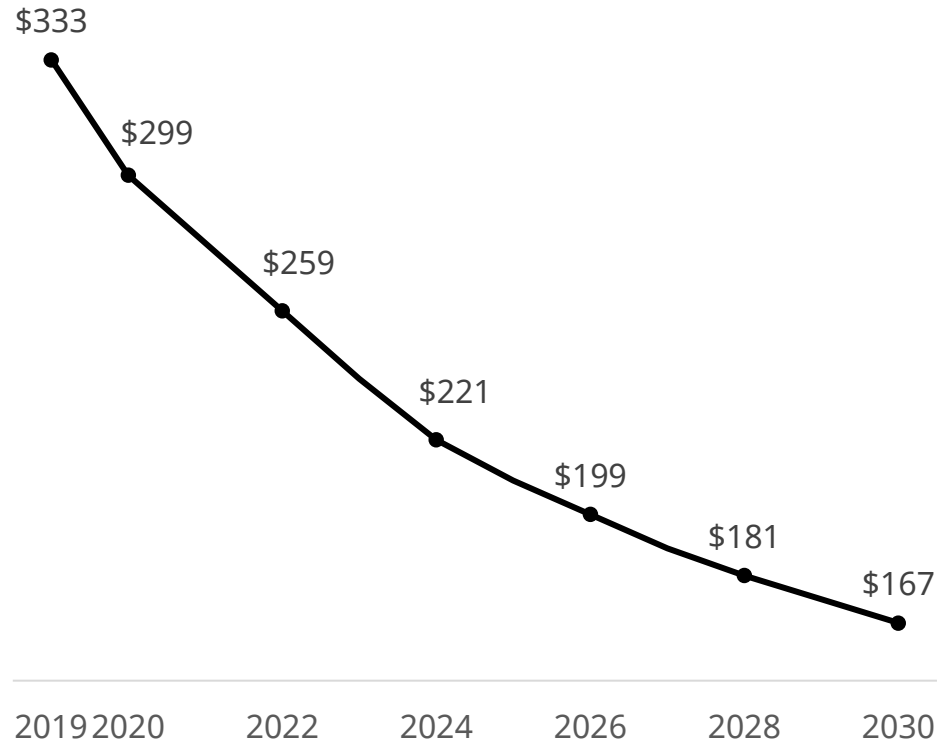
Source: Ascend Analytics, BP.

(1) Congestion persistence = value of storage to real-time energy prices based on the frequency and magnitude of energy price spikes. The volatility correlates to the opportunity for storage to arbitrage in the energy market.

Energy storage entering exponential market growth phase

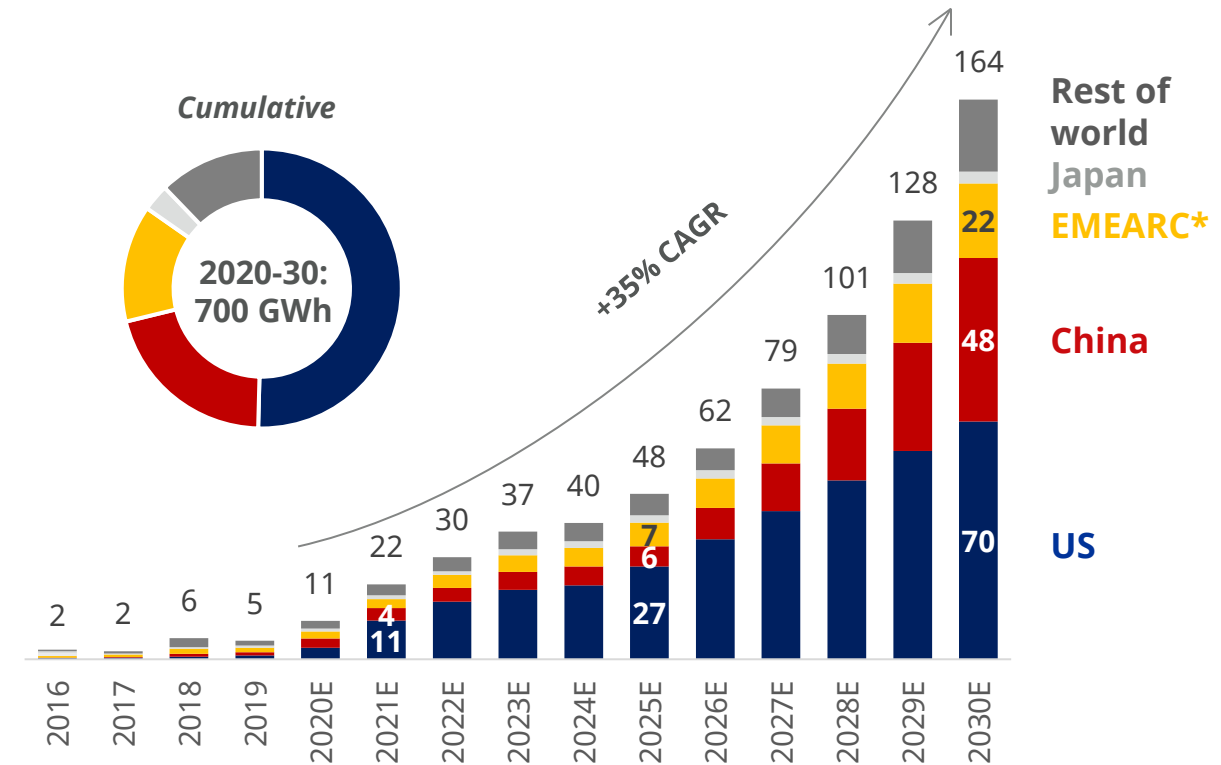
Rapid cost reductions improving the economics of battery storage solutions

Capital cost for a fully-installed large 4h duration AC energy storage system, \$/kWh



The U.S. market to account for half of the global storage market over the next decade

Energy Storage Annual Capacity Additions, GWh



*EMEARC = Europe, Middle East, Africa, Russia and Caspian

Building a leadership position in battery storage

- ☀️ **CSIQ to deliver approx. 1 GWh of battery storage projects in the U.S. in 2021, capturing c.10% market share**
- ☀️ Diversified solar business model + global presence = competitive advantage in identifying early storage market opportunities
- ☀️ Deep understanding of power grids and power markets to identify the markets/locations that maximize the value of storage

Battery Storage Solutions Integration (CSI Solar)

- ☀️ Proprietary, integrated battery storage technological solutions
- ☀️ Bankable fully-wrapped capacity and performance guarantees, supported by robust risk management strategies, financial modeling and warranty designs
- ☀️ Long term operations & maintenance including battery capacity augmentation

Contracted/ In Construction	Forecast	Pipeline	Total
861	1,400	3,646	5,907

Storage
pipeline,
MWh

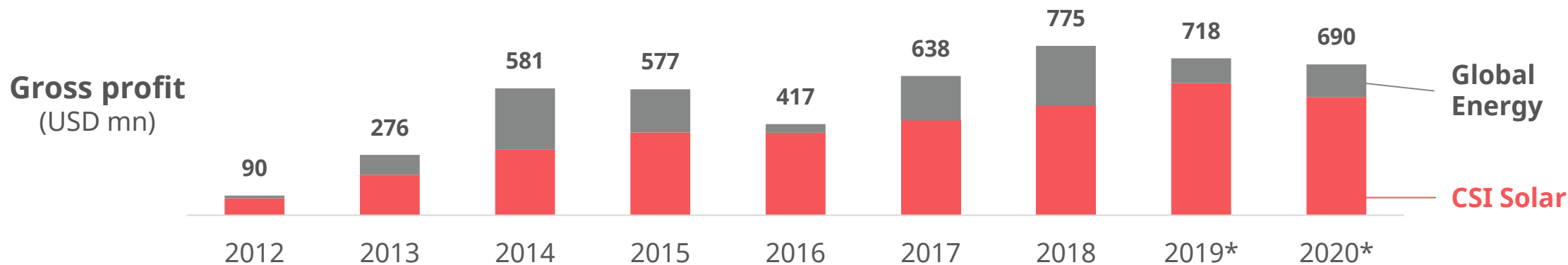
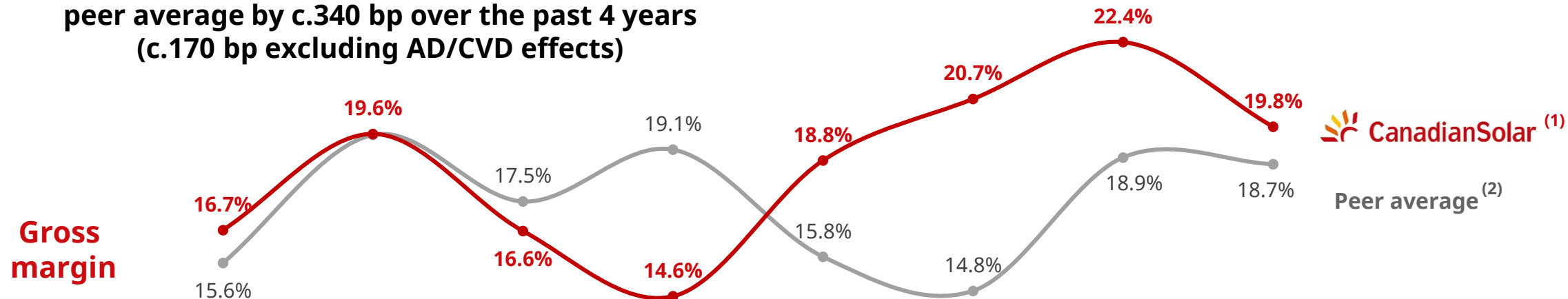
Battery Storage Project Development (Global Energy)

- ☀️ Signing storage tolling and other off-take agreements with a variety of power purchasers
- ☀️ Permitting/interconnection
- ☀️ Financial modeling
- ☀️ Fully integrated within the solar development team

In Operation	In Construction	Backlog	Pipeline	Total
3	913	1,388	6,467	8,771

Delivering industry-leading margins

Canadian Solar gross margins have exceeded peer average by c.340 bp over the past 4 years (c.170 bp excluding AD/CVD effects)



(1) Includes the effects of anti-dumping and countervailing duties in the U.S. Excluding this, margins would be c.130 bp lower for 2017-20, 150 bp higher for 2016 and unchanged for 2013-15.

(2) Annual gross margin average of Jinko Solar, LONGi, Trina Solar, JA Solar, First Solar and SunPower (where available). Source: Factset.

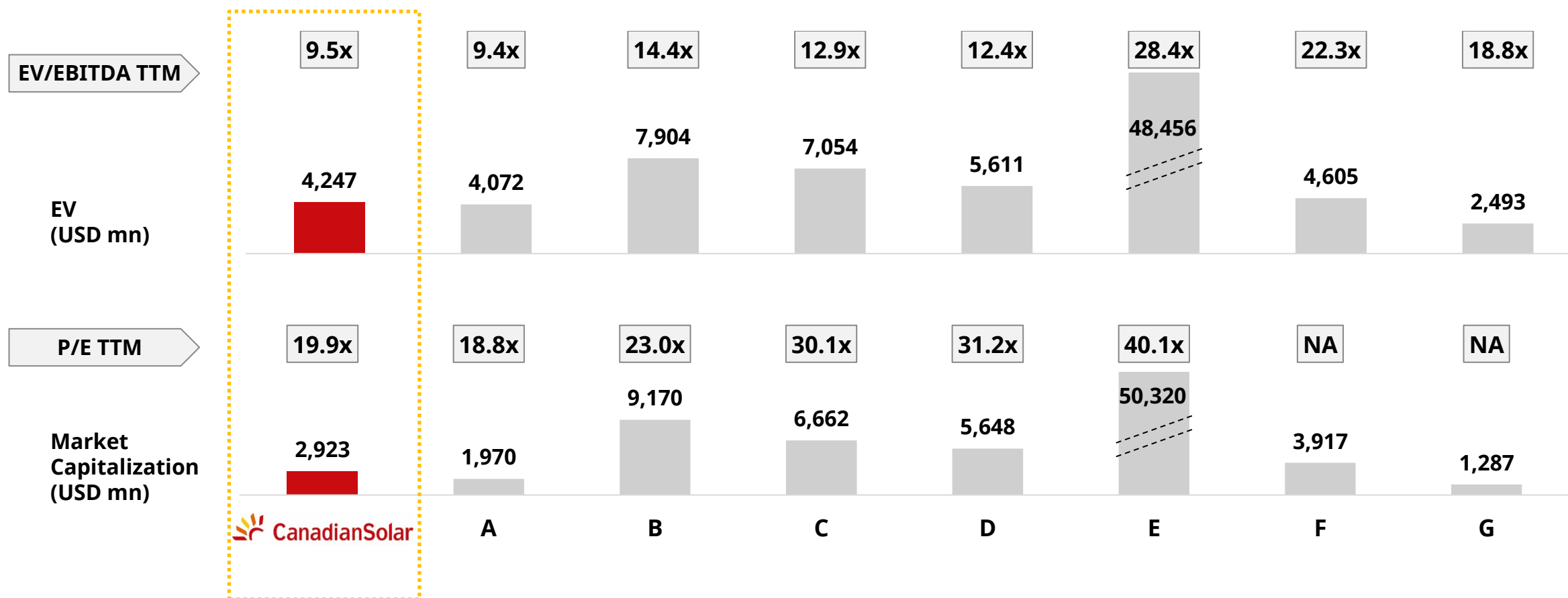
*2019 and 2020 segment margins revised to conform with current period presentation. Pre 2019 segment gross profit are for the former Module and System Solutions (MSS) and Energy business segments which may not be comparable (total gross profit unchanged).

Attractive through-cycle ROIC of 10% and ROE of 16% over the past 7 years

In USD millions, except % data

	2014	2015	2016	2017	2018	2019	2020	Cumulative/ Average
Total equity (book value)	730	833	899	1,060	1,273	1,425	1,893	
+ Long-term borrowings	134	607	493	404	394	619	446	
+ Short-term borrowings	726	1,157	1,600	1,958	1,028	933	1,202	
+ Other interest-bearing debt	150	176	577	408	543	402	533	
- Cash and equivalents	550	553	511	562	444	669	1,179	
- Cash to secure short-term debt	113	107	133	245	134	69	27	
Invested Capital	1,077	2,112	2,926	3,023	2,659	2,642	2,868	2,472
EBIT (non-GAAP)	356	260	143	251	399	278	208	
- 26.5% tax (Canadian statutory rate)	-94	-69	-38	-67	-106	-74	-55	
Net Operating Profit After Tax (NOPAT)	262	191	105	185	293	204	153	1,459
ROIC = NOPAT / Invested Capital	24.3%	9.1%	3.6%	6.1%	11.0%	7.7%	5.3%	9.6%
Net Income	240	172	65	100	237	172	147	1,132
ROE = Net income / Total equity	33.4%	21.0%	7.4%	9.6%	19.3%	12.3%	9.3%	16.1%

Canadian Solar trades at an attractive valuation relative to peers...



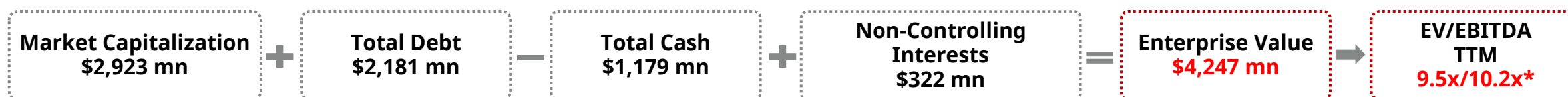
1. The above relative valuation analysis is intended for illustration purposes only. Investors are encouraged to do their own due diligence based on own analysis of publicly available financial information.
2. NA: Not applicable due to negative earnings.
3. TTM Trailing Twelve Month data to the latest quarter available.
4. Canadian Solar's EV/EBITDA calculation can be viewed on slide 33. Source for peer multiples: Factset data, company filings.
5. Prices as at March 30, 2021, market close.

....supported by strong earnings performance...

Total Debt and Cash Breakdown				
	1Q20	2Q20	3Q20	4Q20
Short-term borrowings	910	1,016	1,065	1,202
Long-term borrowings on project assets - current	183	180	238	199
Capital leases - current	20	15	24	15
Long-term borrowings	666	580	624	446
Convertible notes	0	0	223	223
Financing liabilities - non-current	75	75	78	82
Capital leases - non-current	12	9	4	14
Total debt	1,867	1,875	2,257	2,181
Cash and equivalents	619	579	1,103	1,179
Restricted cash - current:	494	399	445	458
Total cash (for EV calculation)	619	579	1,103	1,179
Net debt	1,248	1,297	1,154	1,002

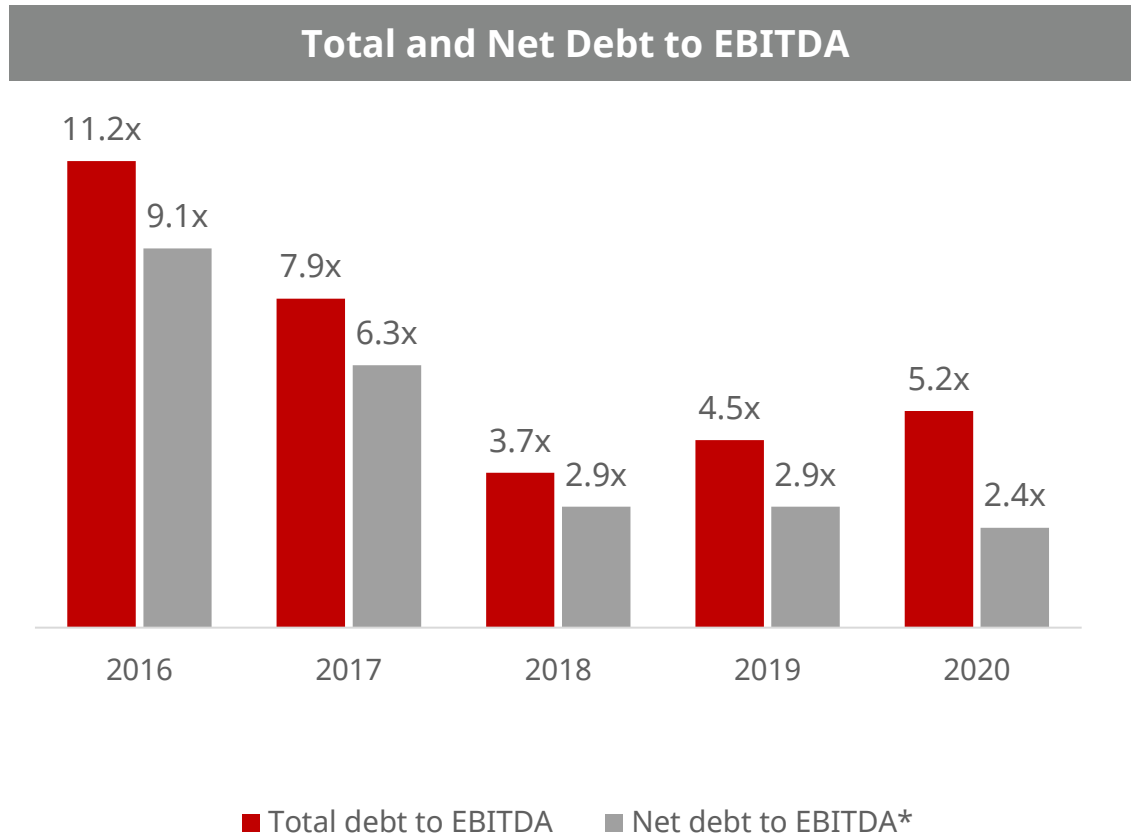
EBITDA Calculation					
	1Q20	2Q20	3Q20	4Q20	TTM
Total revenue	826	696	914	1,041	3,476
- COGS	-602	-549	-736	-900	-2,787
Gross profit	223	147	178	141	690
- Operating expenses	-110	-102	-119	-139	-469
Operating profit	113	45	59	2	220
-/+ Other expenses/income	-15	-1	-14	17	-13
+ Depreciation & amortization	45	48	56	59	208
EBITDA (non-GAAP)	143	92	101	79	415
Impairments	14	1	0	16	31
Adjusted EBITDA (non-GAAP)*	157	93	101	95	446

*EBITDA including impairments



1. Source: Factset data, company filings.
2. Prices as at market close of March 30, 2021.
3. 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 40.
4. 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.

....and a strong balance sheet that has been deleveraged over the past few years



- ☀ Total and net debt to EBITDA are now at 5.2x and 2.4x respectively
- ☀ The ratios would be approximately 0.8x lower excluding project level non-recourse debt
- ☀ Deleverage driven by both growth in EBITDA and reduction in net debt

Note: Net debt calculation nets out unrestricted cash only.

Strategically-minded management team with excellent track record



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 of Hands-on Mobile, Inc.
- ❖ Asia Pacific regional director of marketing planning and consumer insight at Motorola Inc.



Dr. Huifeng Chang
Senior VP
Chief Financial Officer

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



Ismael Guerrero
Corporate VP
President of Energy Group

- ❖ 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



Jianyi Zhang
Senior VP
Chief Compliance Officer

- ❖ Senior advisor to several Chinese law firms
- ❖ Senior assistant general counsel at Walmart Stores, Inc.
- ❖ Managing Partner at Troutman Sanders LLP



Guangchun Zhang
Senior VP
CSI Solar Co., Ltd.

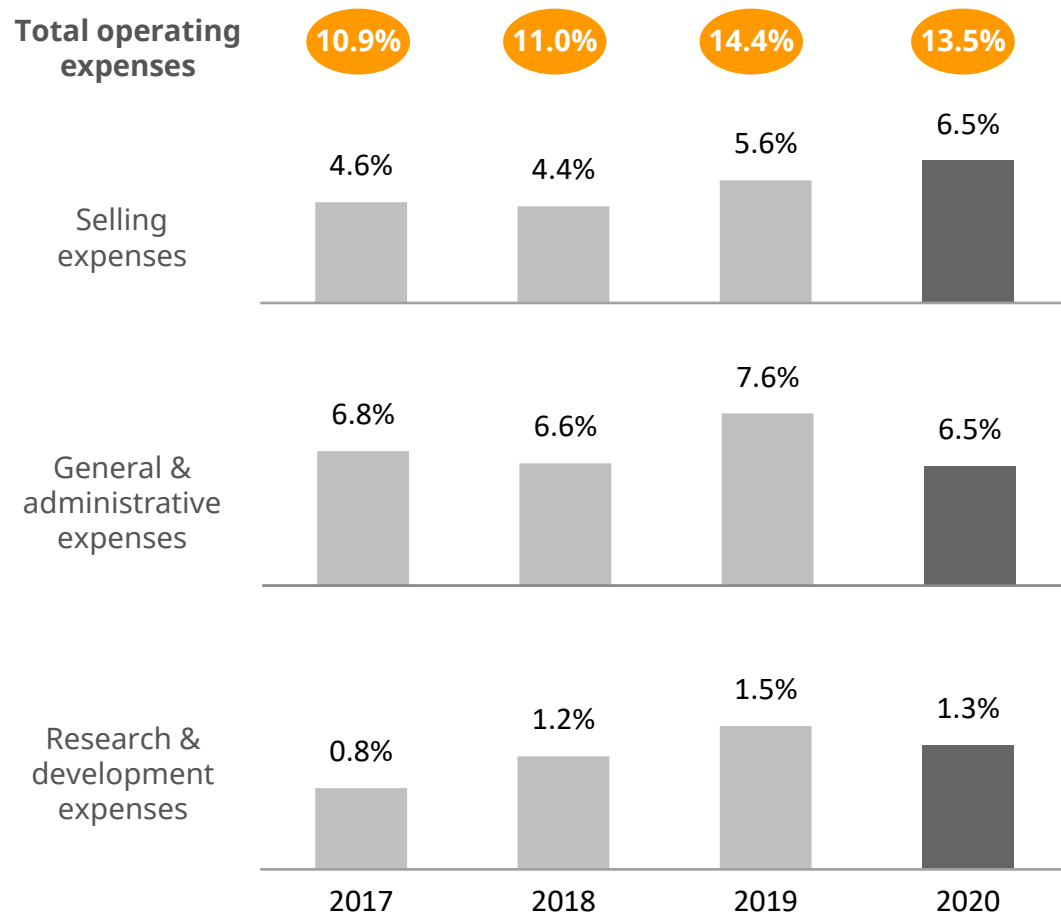
- ❖ Vice President for R&D and Industrialization of Manufacturing Technology at Suntech Power Holdings
- ❖ Centre for Photovoltaic Engineering at the University of New South Wales and Pacific Solar Pty. Limited



FINANCIALS

Disciplined management of opex, working capital and capex

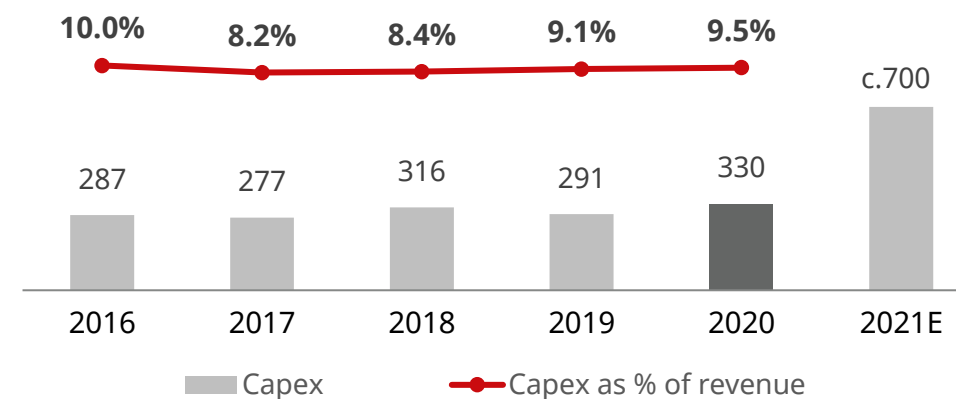
Operating Expenses as % of Revenue



Working Capital Days ⁽¹⁾

Days	2017	2018	2019	2020
Inventory turnover	46	39	63	63
Accounts receivable turnover	47	47	58	41
Accounts payable turnover	115	107	140	117
Cash conversion cycle	-22	-21	-19	-13

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 payable divided by cost of revenues x365.
- 2) Capex for PP&E only (does not include capex related to project development).

Consolidated income statement




<i>USD millions except per share data</i>	2018	2019	2020	yoy	4Q19	1Q20	2Q20	3Q20	4Q20	qoq	yoy
Net Revenue	3,745	3,201	3,476	9%	920	826	696	914	1,041	14%	13%
Cost of revenues	-2,970	-2,482	-2,787	12%	-690	-602	-549	-736	-900	22%	30%
Gross profit	775	718	690	-4%	230	223	147	178	141	-21%	-39%
Selling expenses	-165	-180	-224	24%	-50	-53	-53	-54	-64	19%	28%
General and administrative expenses	-245	-243	-226	-7%	-64	-53	-46	-56	-70	25%	9%
Research and development expenses	-44	-47	-45	-4%	-10	-10	-11	-14	-10	-29%	-1%
Other operating income, net	45	11	26		6	6	9	5	5		
Total operating expenses, net	-410	-460	-469	2%	-118	-110	-102	-119	-139	16%	17%
Income from operations	365	259	220	-15%	111	113	45	59	2	-96%	-98%
Net interest expense	-95	-69	-63		-17	-16	-15	-16	-16		
Gain (loss) on change in fair value of derivatives	-19	-22	50		-6	33	-2	13	6		
Foreign exchange gain (loss)	7	10	-65		4	-34	-2	-27	-2		
Investment income (loss)	41	2	-9		0	-14	2	-6	10		
Income tax benefit (expense)	-62	-42	2		-25	29	-9	-21	2		
Equity in earnings (loss) of unconsolidated investees	6	29	11		1	0	2	6	3		
Net income	242	167	147		68	111	20	9	7		
Less: net income attributable to non-controlling interests	5	-5	0		0	1	0	0	0		
Net income attributable to Canadian Solar Inc.	237	172	147	-14%	68	111	21	9	7	-25%	-90%
Earnings per share - basic	4.02	2.88	2.46		1.13	1.86	0.35	0.15	0.11		
Earnings per share - diluted	3.88	2.83	2.38	-14%	1.12	1.84	0.34	0.15	0.11	-21%	-90%

Summary balance sheet

<i>USD millions</i>	4Q18	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20	3Q20	4Q20
Cash and cash equivalents	444	370	438	526	669	619	579	1,103	1,179
Restricted cash - current	481	516	526	515	527	494	399	445	458
Accounts receivable	498	389	455	449	437	385	422	494	409
Inventories	262	385	338	413	554	632	547	625	696
Project assets - current	934	920	690	910	604	583	654	544	748
Other current assets	455	510	448	532	462	600	595	711	696
Total current assets	3,074	3,090	2,895	3,345	3,253	3,313	3,196	3,921	4,186
Restricted cash - non-current	16	26	17	7	10	10	17	14	3
Property, plant and equipment	885	933	958	996	1,046	977	970	989	1,158
Net intangible assets and goodwill	16	20	19	24	23	22	22	22	22
Project assets - non-current	352	393	404	238	483	442	493	589	390
Solar power systems	55	60	57	53	53	51	50	87	158
Investments in affiliates	126	128	153	150	153	68	79	78	78
Other non-current assets	369	423	536	495	446	433	432	491	542
Total non-current assets	1,819	1,983	2,144	1,963	2,214	2,003	2,063	2,271	2,351
TOTAL ASSETS	4,893	5,073	5,039	5,308	5,467	5,316	5,259	6,193	6,537
Short-term borrowings	1,028	1,071	1,080	1,056	933	910	1,016	1,065	1,202
Long-term borrowings on project assets-current	266	280	177	262	286	183	180	238	199
Accounts and notes payable	749	934	926	1,006	1,131	1,048	933	1,103	1,225
Other payables	408	380	440	453	446	410	449	458	509
Tax equity liabilities	158	158	50	53	0	0	0	0	0
Other current liabilities	339	241	258	250	296	282	213	305	453
Total current liabilities	2,948	3,064	2,931	3,080	3,092	2,833	2,791	3,170	3,588
Long-term borrowings	394	434	463	526	619	666	580	624	446
Convertible notes	0	0	0	0	0	0	0	223	223
Other non-current liabilities	278	302	323	336	331	324	339	361	387
Total non-current liabilities	672	736	786	862	950	989	919	1,207	1,056
TOTAL LIABILITIES	3,620	3,800	3,717	3,942	4,042	3,823	3,710	4,377	4,644
Common shares	703	704	703	704	704	686	686	687	687
Retained earnings	622	605	668	726	794	904	925	934	940
Other equity	-100	-79	-91	-103	-105	-138	-103	-119	-57
Total Canadian Solar Inc. shareholders' equity	1,226	1,230	1,280	1,327	1,393	1,452	1,508	1,501	1,570
Non-controlling interests	47	43	42	38	32	41	41	315	322
TOTAL EQUITY	1,273	1,273	1,322	1,366	1,425	1,493	1,549	1,816	1,893

GAAP to non-GAAP reconciliation

<i>In USD millions</i>	FY19	FY20	3Q20	4Q20
GAAP net income	167	147	9	7
<i>Add back:</i>				
Income tax benefit (expense)	42	-2	21	-2
Net interest expense	69	63	16	16
Non-GAAP EBIT	278	208	45	21
<i>Add back:</i>				
Depreciation & amortization	159	208	56	59
Non-GAAP EBITDA	437	415	101	79
<i>Add back:</i>				
Impairments	42	30	0	16
Non-GAAP adjusted EBITDA	479	445	101	95

-  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.



 **CanadianSolar**

Thank you

CSIQ
Nasdaq Listed