

Investor Presentation

April 2023

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 "expects," "plans," "will," "estimates," "projects," or words of similar meaning. 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 amended, 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.



Q4 2022 UPDATES

Quarterly income statement highlights

<i>USD millions except per share data</i>	4Q21	1Q22	2Q22	3Q22	4Q22	qoq	yoy
Net revenues	1,529	1,250	2,314	1,932	1,972	+2%	+29%
-CSI Solar	1,343	1,210	1,816	1,973	1,976	+1%	+47%
-Global Energy	232	93	554	101	74	-27%	-68%
-Elimination	(46)	(53)	(56)	(142)	(78)		
Gross margin	19.7%	14.5%	16.0%	18.8%	17.7%	-110 bp	-200 bp
-CSI Solar margin	21.3%	14.5%	15.9%	17.3%	17.4%	+10 bp	-390 bp
-Global Energy margin	3.5%	19.2%	14.4%	47.1%	21.7%		
Selling and distribution expenses	129	109	158	166	126	-24%	-2%
General and admin expenses	90	63	88	102	89	-13%	-1%
R&D expenses	19	13	18	18	21	+15%	-7%
Other operating income	(4)	(20)	(9)	(12)	(23)		
Total operating expenses	234	165	255	274	213	-22%	-9%
Operating income	67	16	116	89	136	+53%	+101%
Net interest income or (expense)	(13)	(11)	(15)	4	(11)		
Net FX gain or (loss)	1	3	6	39	(15)		
Income tax benefit or (expense)	(27)	5	(28)	(29)	(22)		
Net income	40	9	89	102	99	-3%	+149%
Net income attributable to Canadian Solar Inc.	26	9	74	78	78	-1%	+200%
Diluted EPS	0.39	0.14	1.07	1.12	1.11*	-1%	+185%

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

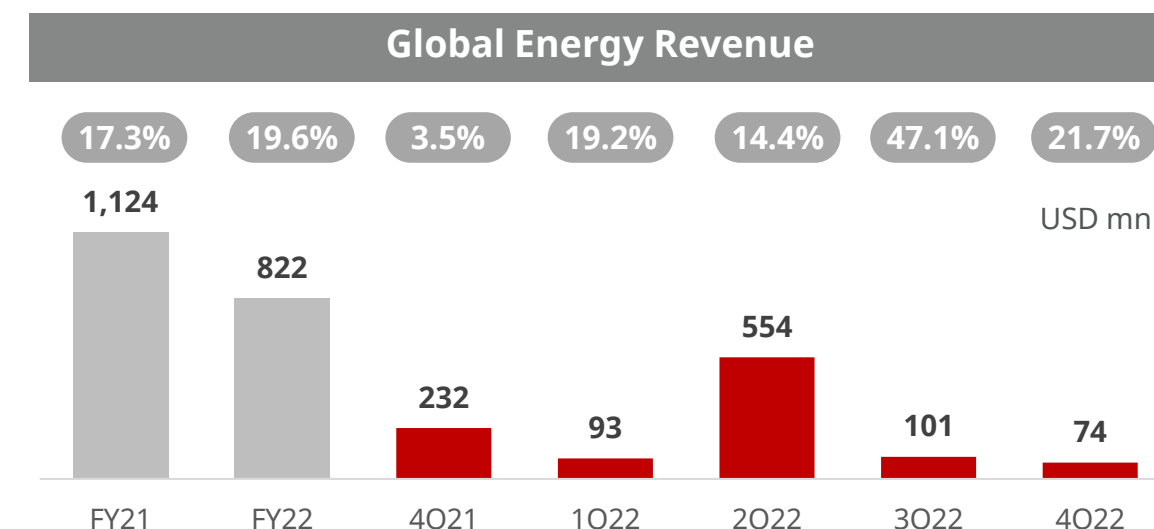
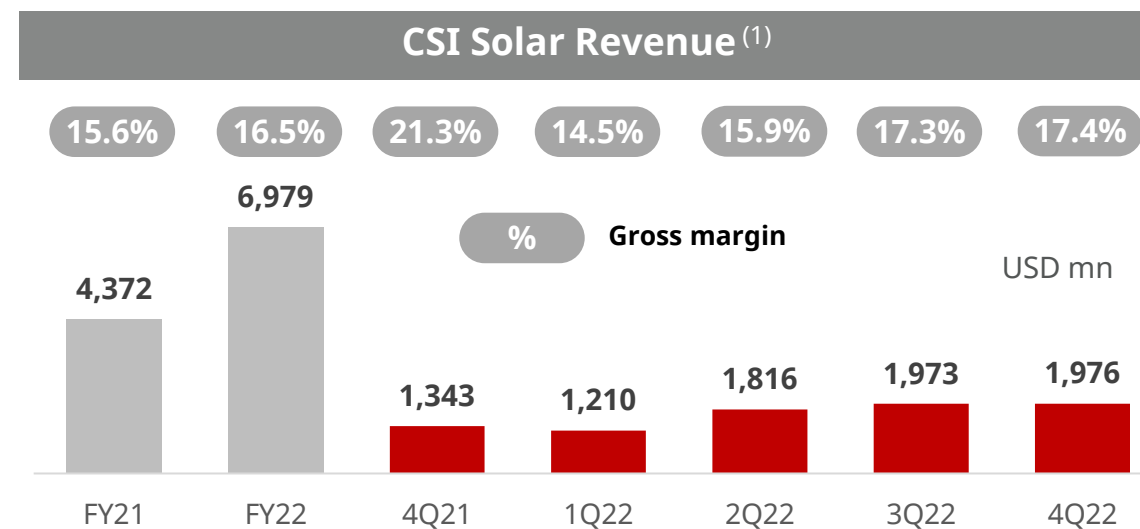
*Diluted EPS includes the dilutive effect of convertible bonds. \$1.11/share is calculated from total earnings of \$79M (including 2.5% coupon of \$1.3M) divided by diluted shares 71.3 million shares (including 6.3 million shares issuable upon the conversion of convertible notes).

Results summary by divisions

USD millions except shipment data ⁽¹⁾		4Q22	yoy	qoq	FY22	yoy
CSI Solar	Total module shipments (GW)	6.4	68%	7%	21.1	45%
	Revenues	1,976	47%	0%	6,976	60%
	Gross profit	345	20%	1%	1,151	69%
	Income from operations	153	87%	57%	344	364%
Global Energy	Revenues	74	-68%	-27%	822	-27%
	Gross profit	16	98%	-66%	161	-17%
	Income from operations	-1	n/m	n/m	80	-17%

HIGHLIGHTS

- 🌞 FY22 solar module shipments up 45% yoy to 21.1 GW; total net income up 152% yoy to \$240 million or \$3.44 per diluted share.
- 🌞 CSI Solar FY22 revenue up 60% yoy and gross profit up 69%, driven by higher solar and battery storage shipment volumes. Battery storage cumulative shipments reached 2.7 GWh.
- 🌞 Global Energy completed 2 GW project sales in 2022 and gross margin improved by 230 basis points to 19.6%. As of January 31, 2023, Global Energy had 14 GW of solar and 12 GWh of battery storage interconnections secured.



(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 21, 2023

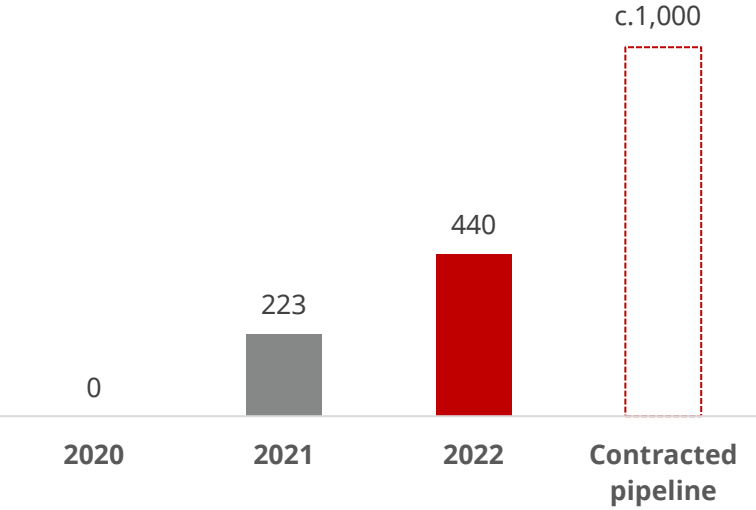
	Q4 2022 Actual	Q1 2023 Guidance	FY2022 Actual	FY2023 Guidance	2022-23E yoy Δ%
Solar Module Shipments	6.4 GW	5.9 – 6.2 GW	21.1 GW	30 – 35 GW	c. +55%
Battery Storage Shipments	130 MWh	n/a	1.79 GWh	1.8 – 2.0 GWh	c. +5%
Project Sales	242 MW	n/a	2.0 GW	n/a	n/a
Revenue	\$2.0 bn	\$1.6 bn – \$1.8 bn	\$7.5 bn	\$8.5 bn – \$9.5 bn	c. +20%
Gross Margin	17.7%	18.0% – 20.0%	16.9%	n/a	n/a

🌅 Q1 reflects seasonality; demand expected to accelerate through the year with 55% yoy growth in shipments in FY2023 at the mid-point of the range; assumes small and gradual decline in ASPs

🌅 FY23 revenue growth represents 20% yoy growth at the mid-point of the range

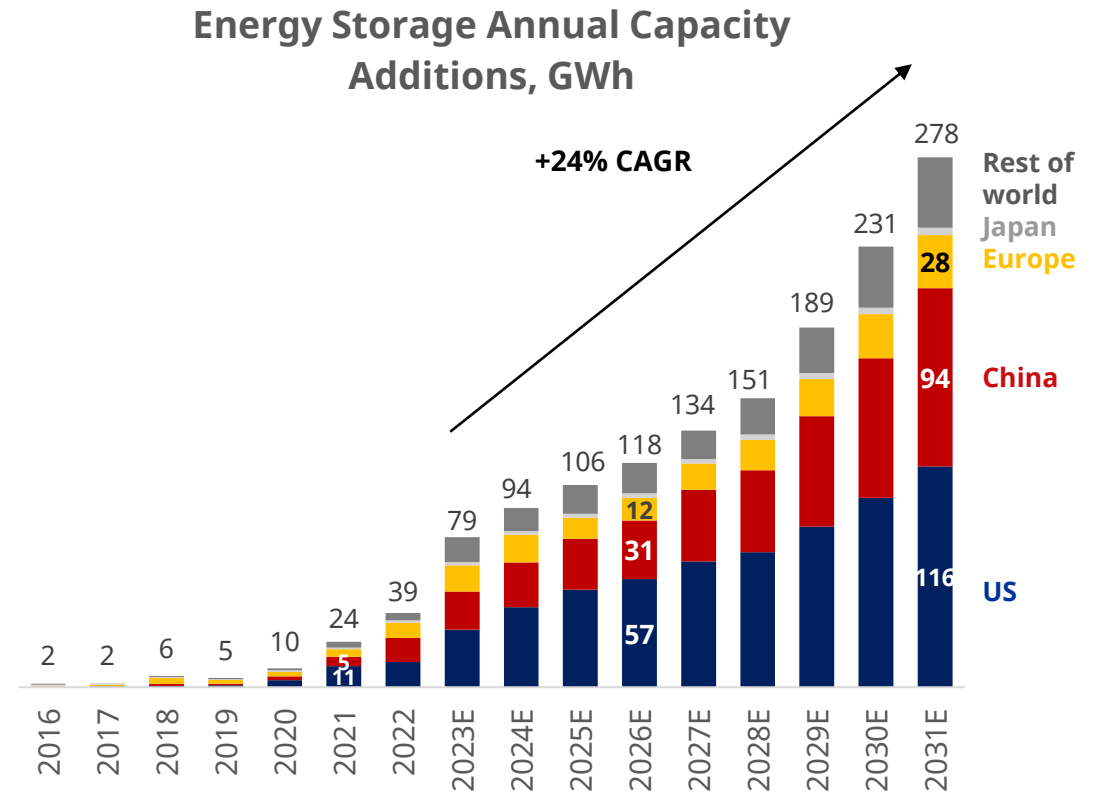
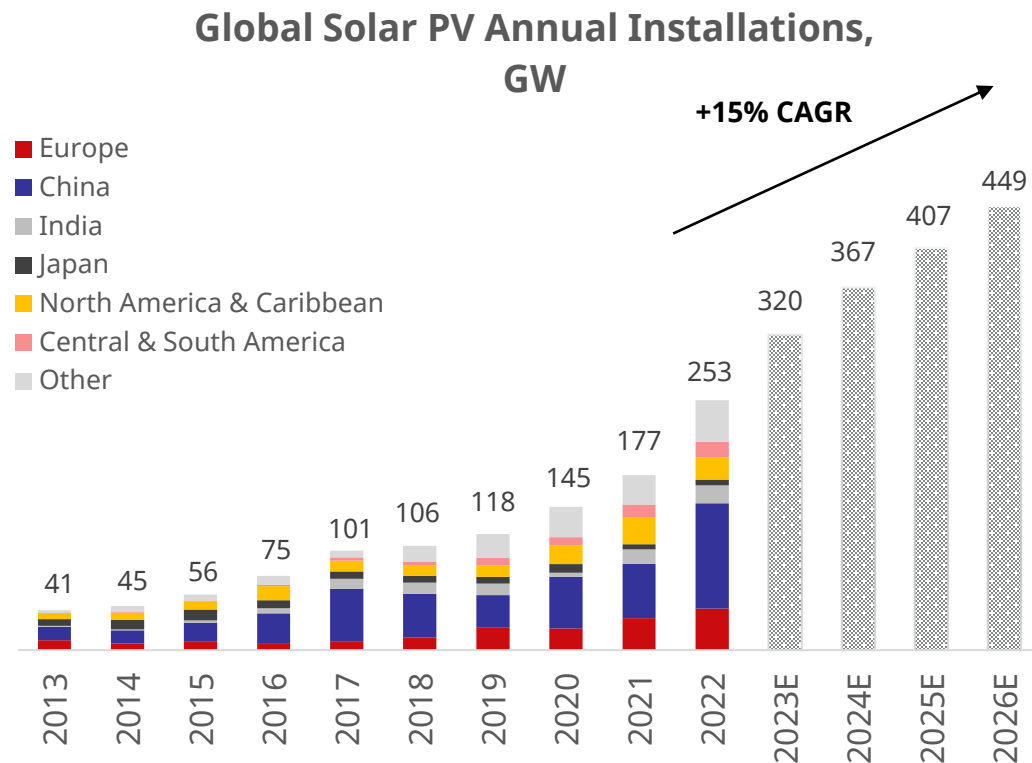
Strong growth visibility in turnkey utility storage with c.\$1 billion contracted revenues

Battery Storage Shipment Revenue (US\$M)

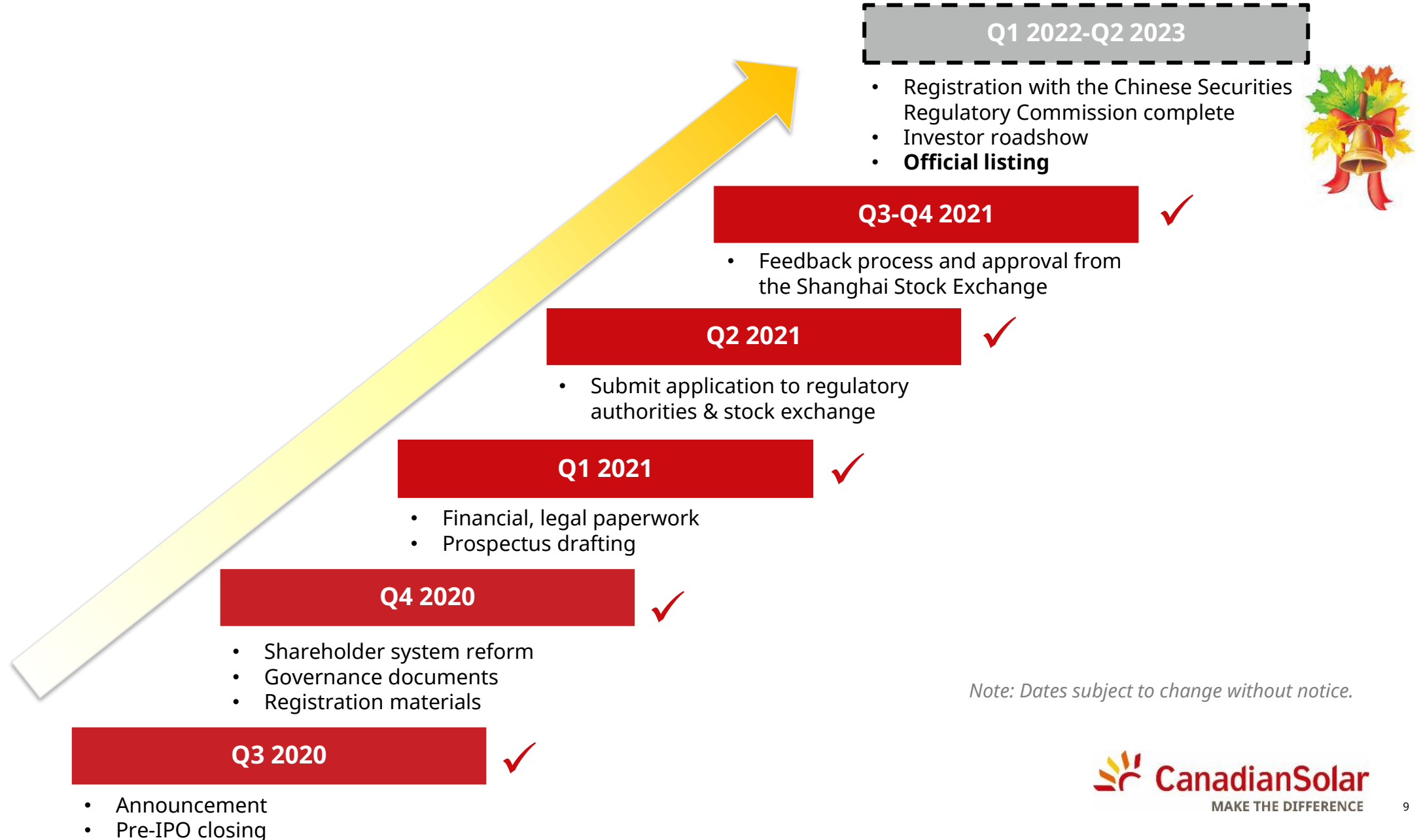


Strong long term growth outlook for both solar and battery storage

- ☀️ Solar PV cumulative installations surpassed 1 TW in 1H22, to reach 4.7 TW by 2030 (but 5.5 TW needed by '30 to reach Paris Agreement!)
- ☀️ Battery energy storage cumulative capacity installations reaching over 260 GWh in 2024 and to reach 1.2 TWh by 2030
- ☀️ **Long term growth driven by competitive economics and ESG/decarbonization efforts**



CSI Solar China IPO registration approved by the CSRC on March 21





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

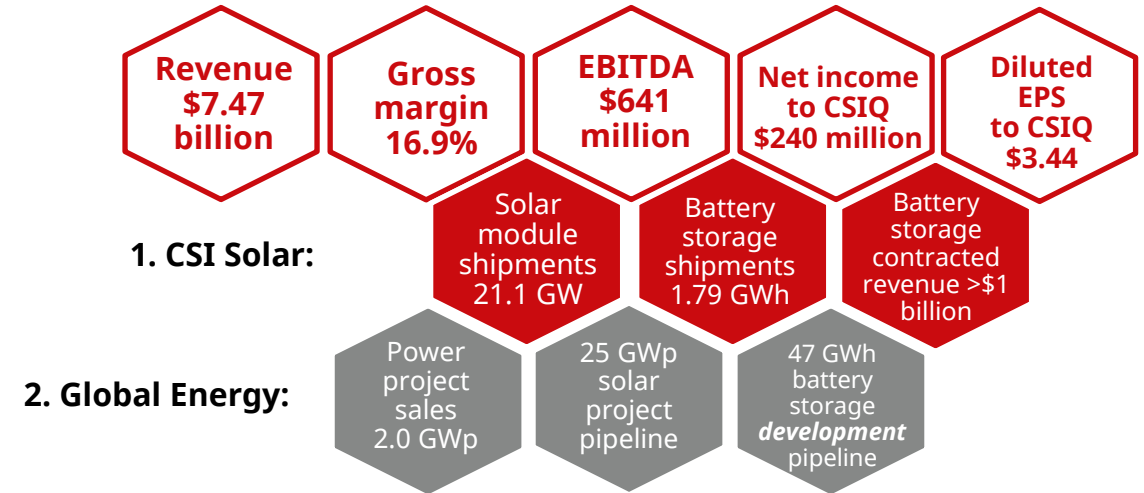
OUR ORIGINS

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

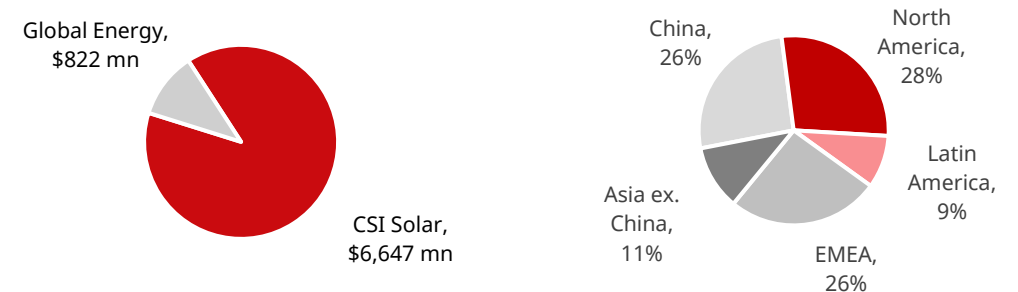
OUR PERFORMANCE

- ☀ Top 5 global module brand with 30% annual growth in shipments since 2013
- ☀ 19.4% 5-year average gross margin
- ☀ 4.2% 5-year average net profit margin
- ☀ Global presence in 25 countries/territories, focusing on premium markets

SUMMARY FINANCIAL AND OPERATIONAL METRICS (FY2022)



Revenue Breakdown FY22



Diversified and integrated business model

1

Manufacturing: CSI Solar



- ☼ Top tier solar module brand: cumulative shipments of 88 GW. Delivered 21 GW in 2022, expect 30-35 GW in 2023
- ☼ Solar module manufacturing and total system solutions provider including inverters, system kits, energy storage and EPC services
- ☼ Battery storage solutions provider, delivering end-to-end, integrated battery storage solutions for utility scale, commercial and industrial, and residential applications
- ☼ Delivered 2.7 GWh in battery storage shipments cumulatively, expect 1.8-2.0 GWh in 2023; \$1 billion in contracted battery storage revenues

2

Project Development: Global Energy



- ☼ Solar project development: develop, build, operate, sell and own solar and solar power plants across 20+ countries/territories
- ☼ Battery storage project development: co-located utility-scale solar plus energy storage and stand-alone battery storage
- ☼ 25 GW of total solar project pipeline, of which 14 GW have interconnections
- ☼ 47 GWh of total battery storage pipeline, of which 12 GWh have interconnections

Why invest in Canadian Solar



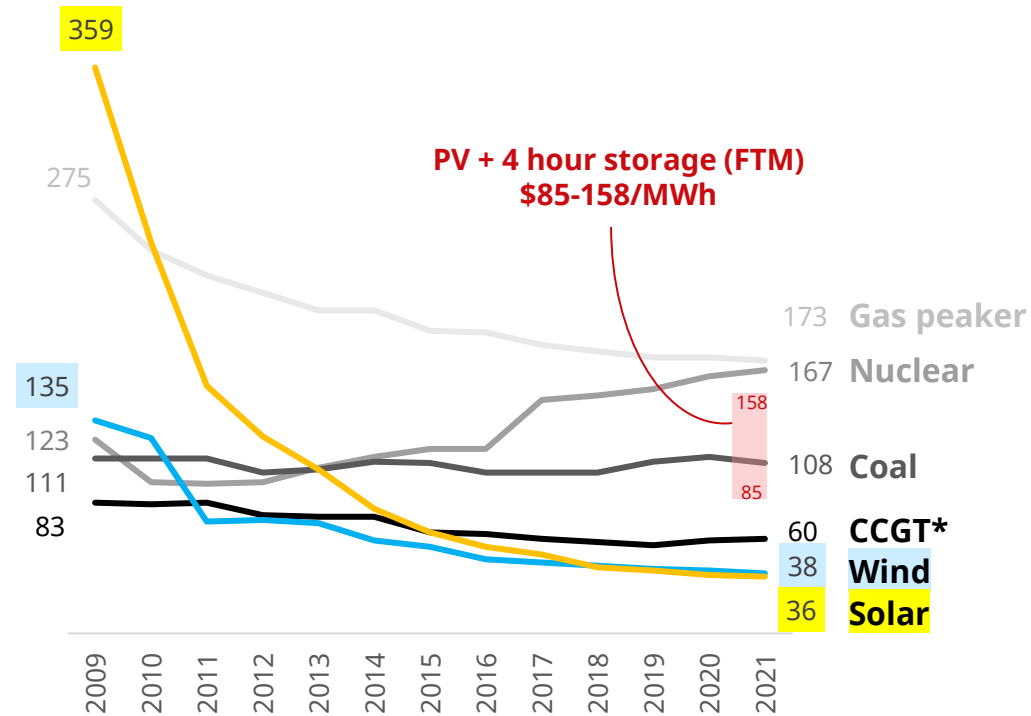
Led by a strategically-minded and prudent management team with excellent track record



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

Solar + 4h battery storage is increasingly competitive; meanwhile, the cost of carbon is set to increase

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



*CCGT = Combined Cycle Gas Turbine

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 resp. 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%).

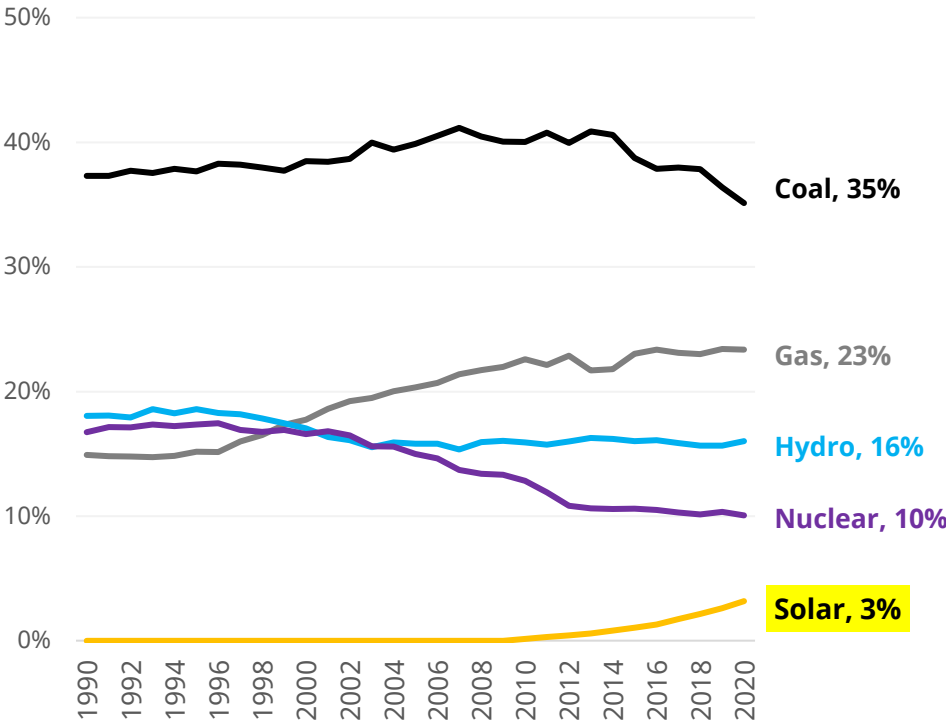
Corporations are also demanding more clean energy to decarbonize their operations

- Many firms committing to 100% renewable energy, contributing to lower energy costs and achieving corporate ESG goals.
- Key clean energy corporate off-takers: Amazon, Total, TSMC, Verizon, Meta, General Motors, Dow Chemical, Anglo American, General Mills and more.

Massive growth potential as solar remains underpenetrated

Despite rapid growth, solar penetration remains at just 3%

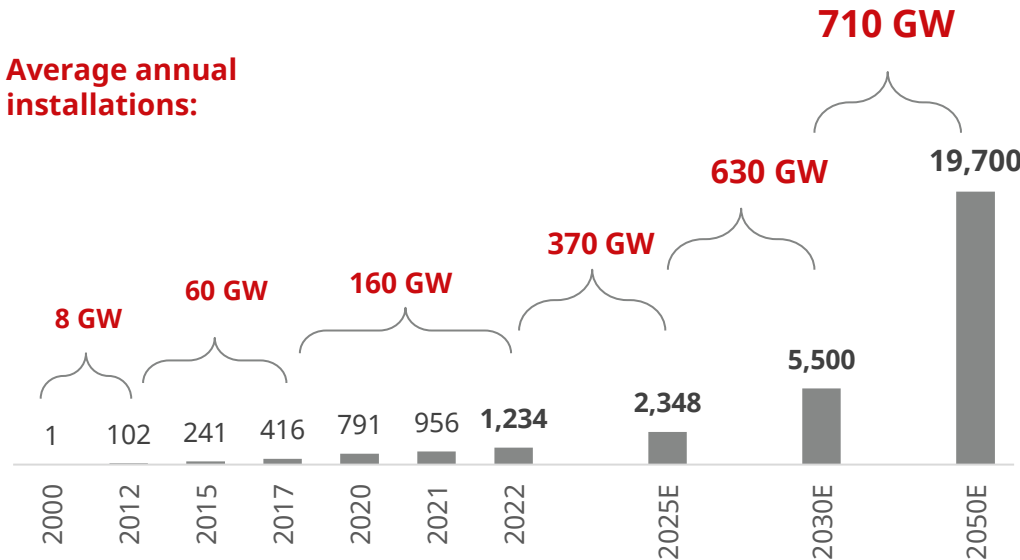
Electricity generation by fuel type



Solar's cumulative capacity base could reach 20 TW by 2050 from 1 TW in 2022

Global solar PV cumulative installations, GW

To achieve the **1.5°C Paris Agreement** goal, solar PV's global installed capacity needs to reach 5.5 TW by 2030 and 20 TW by 2050

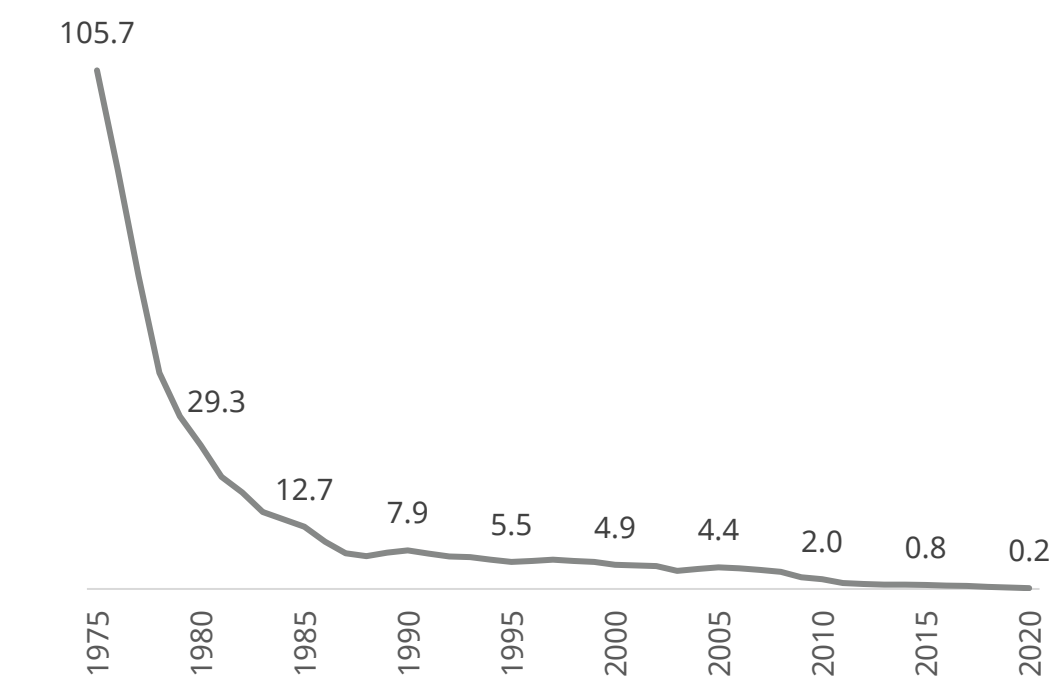


Solar PV modules nearing the bottom of the cost curve

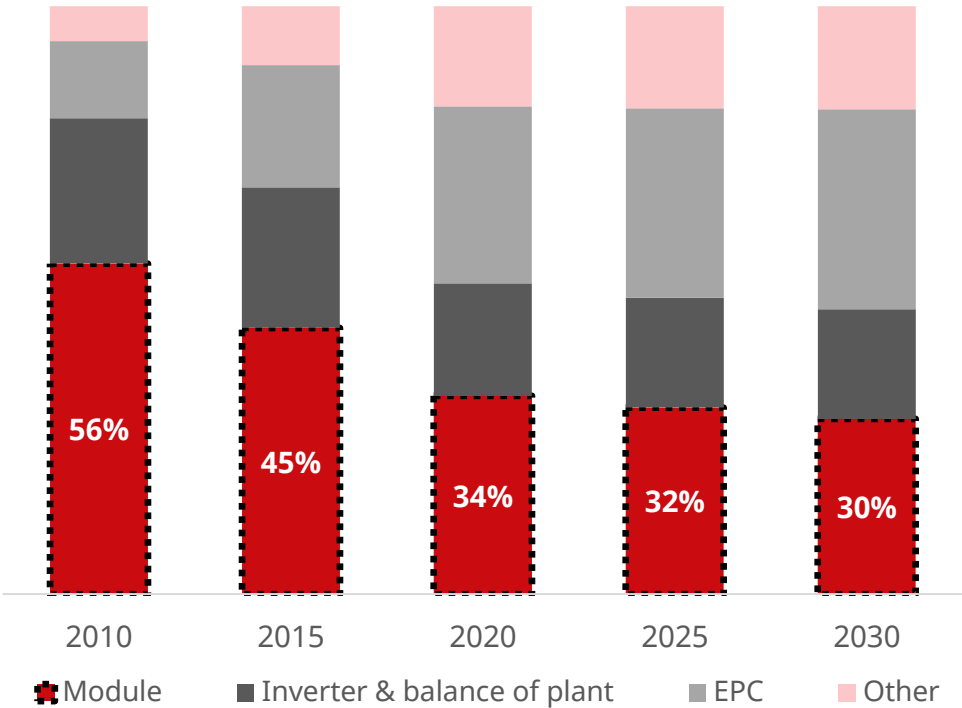
Solar module prices have declined dramatically

Declining marginal benefit from further module price cuts

Solar PV module cost, US\$/W



Capex split for utility-scale PV system

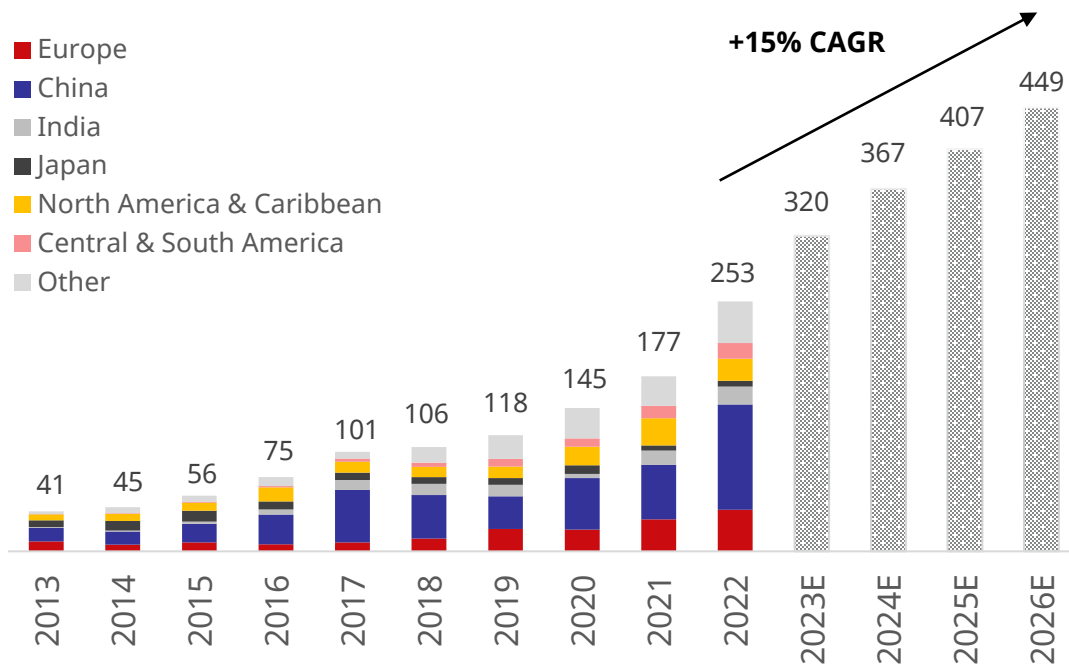


Source: IEA, BNEF.

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



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 32 in 2022
- **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

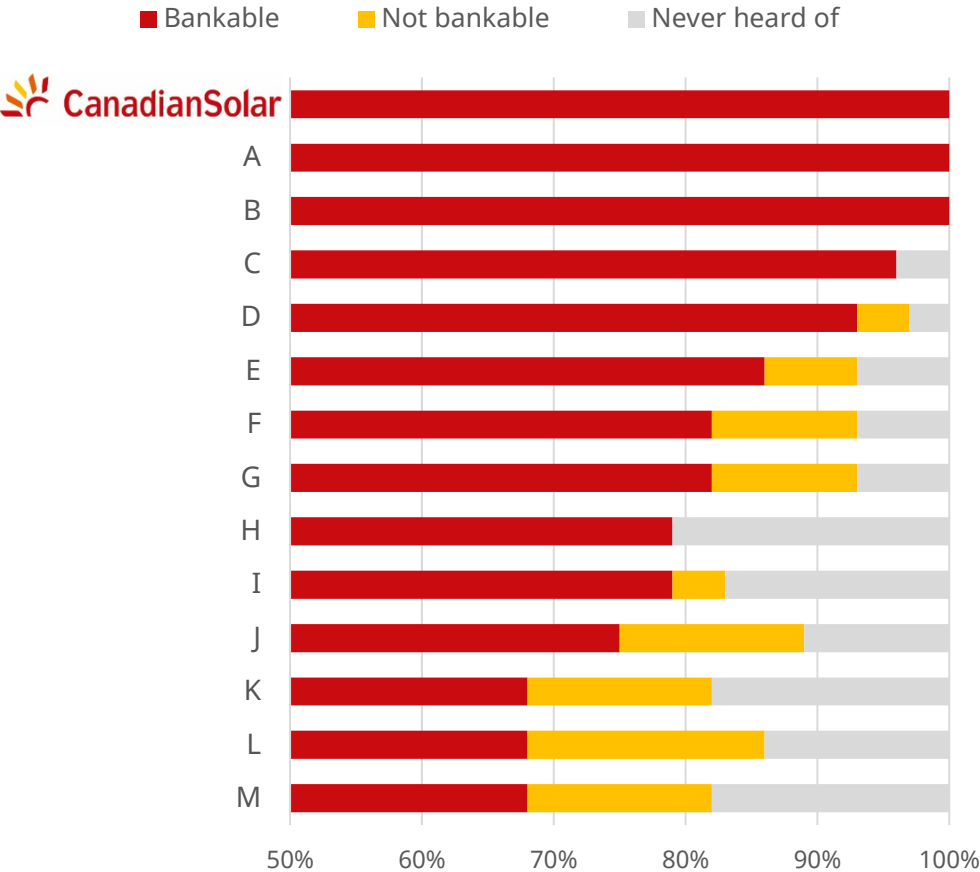


Our success is driven by our global-local teams and our culture of diversity

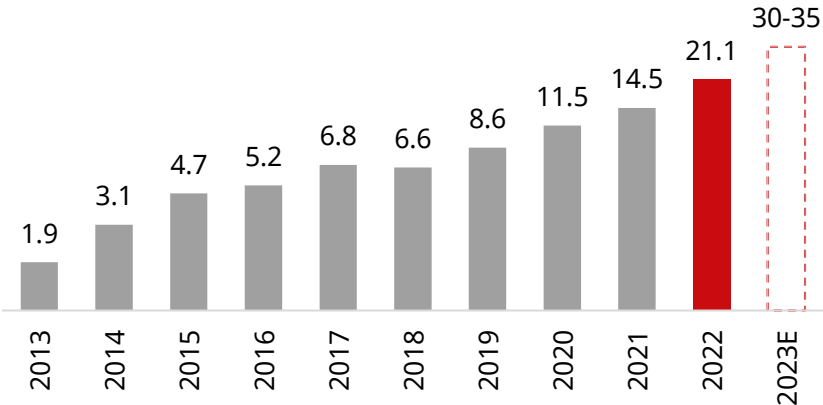
Note: Showing office locations only. Certain offices are shared between the CSI Solar and Global Energy businesses. Canadian Solar may do business in more locations than shown on the map.

Top-tier, most bankable and globally diversified solar module brand

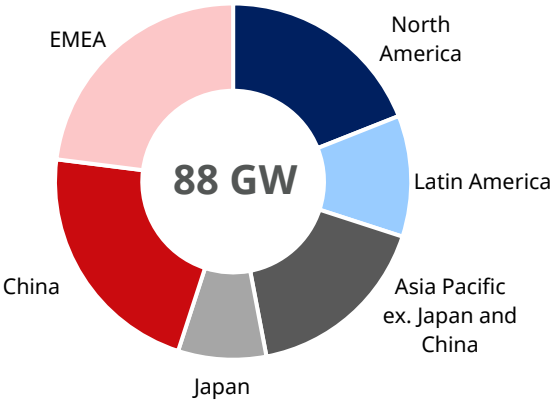
Most bankable module supplier by BNEF with 100% bankability



Solar Module Shipments, GW



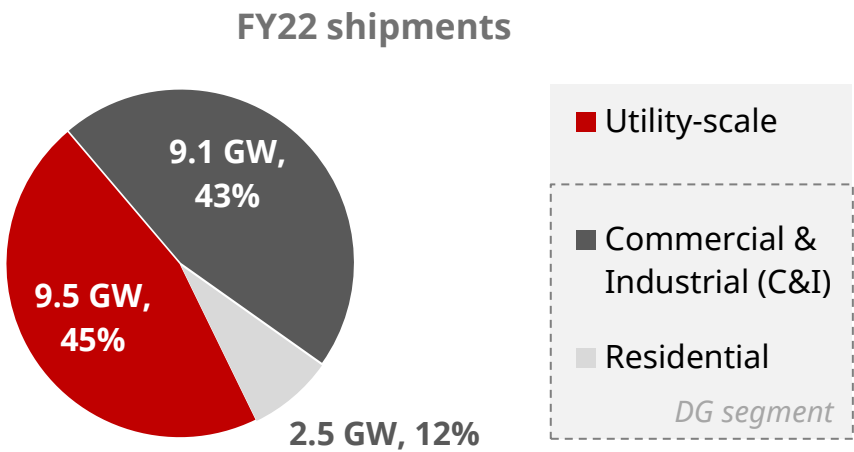
Cumulative shipments



Source: Extract from Bloomberg New Energy Finance PV Module and Inverter Bankability 2022. 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 55% of our FY22 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)

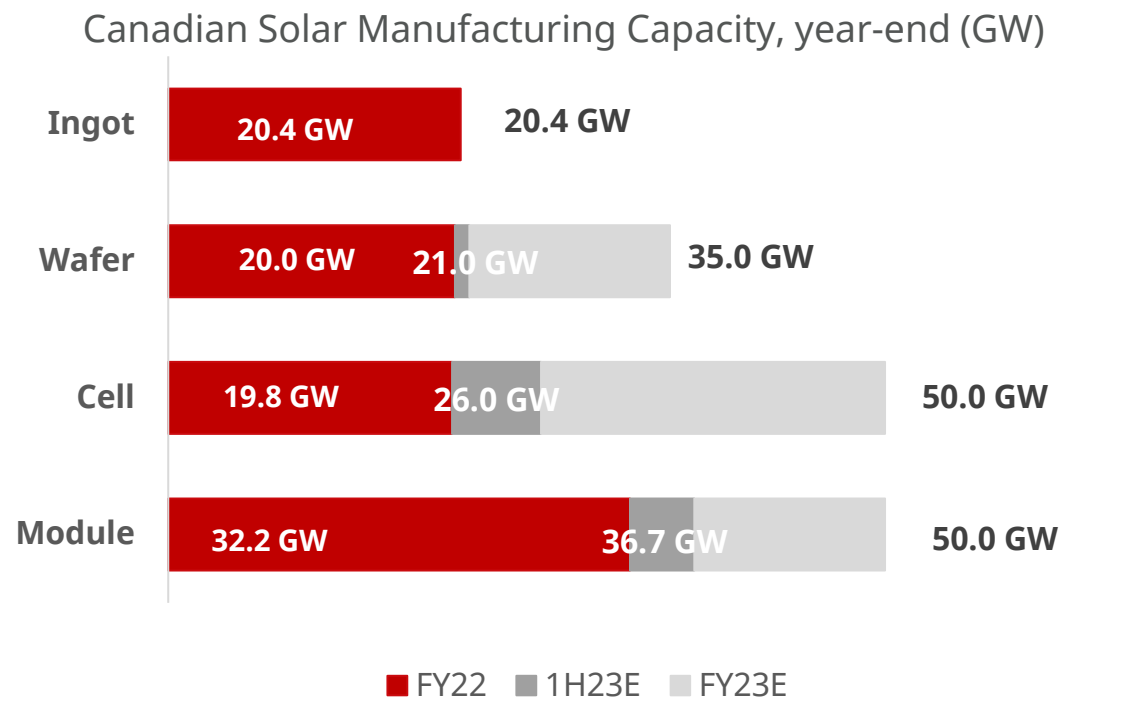
Product and solution development		Value proposition based on user experience
Module	<ul style="list-style-type: none">High efficiency all-black modules for resi marketLightweight modules for Japanese marketTOPCon and Heterojunction high power wattage modules	<ul style="list-style-type: none">Greater pricing power for top quality solutions & servicesLeverage existing channels to expand premium product offeringBattery 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 and utility-scale storage systems launched in 2022 and 2023 for global key markets	

Gaining global market share through capacity expansion

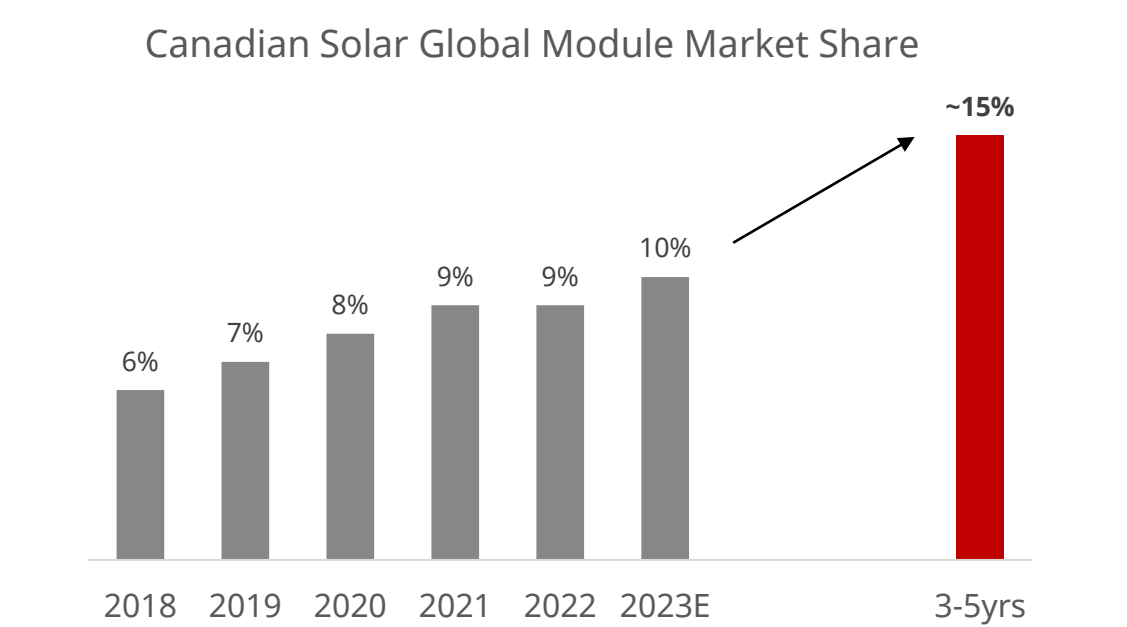
In the long term, with demand growth and supply consolidation, **CSI Solar’s strategy** is to expand capacity and increase the level of vertical integration, in order to gain global market share, enhance pricing power, better control costs and improve profitability over the long run

In the near term, our capacity expansion plans remain flexible, taking into account upstream supply chain dynamics and technological advances affecting new and old capacity utilization

Expand capacity and increase vertical integration...



...to gain global market share and pricing power



Source: IHS, BNEF, Wood Mackenzie.

Large global solar project pipeline of 25 GWp across the world

TOTAL
25 GWp

Plants in Operation
0.6 GWp

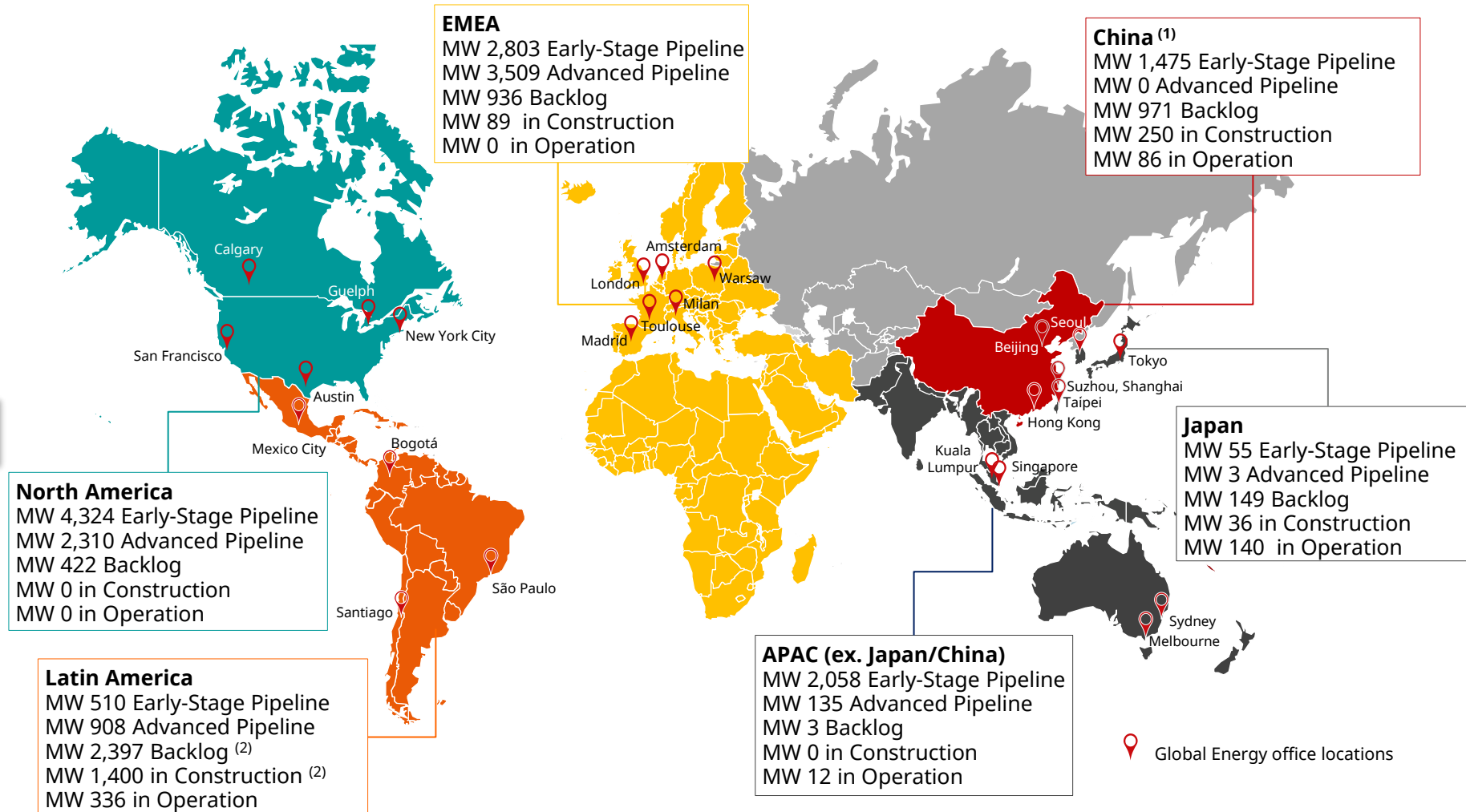
Plants in Construction
1.8 GWp

Backlog
4.9 GWp

Advanced Pipeline
6.9 GWp

Early-Stage Pipeline
11.2 GWp

**90%+
contracted**



To unlock value in 6.7 GWp⁽²⁾ of contracted solar projects while continuing to grow our total pipeline

Total pipeline as of January 31, 2023. Definitions of backlog/advanced pipeline/early-stage pipeline consistent with industry practice – see next slide.

(1) China portfolio is part of Global Energy.

(2) Gross project capacity includes aggregate project stakes of c.930MWp not owned by CSIQ.

Large diversified solar project pipeline across various stages of development

TOTAL
25 GWp

Plants in Operation
0.6 GWp

Plants in Construction
1.8 GWp

Backlog
4.9 GWp

Advanced Pipeline
6.9 GWp

Early-Stage Pipeline
11.2 GWp

- Good balance of projects across regions and different stages of development
- Approx. 6.7 GWp of contracted solar projects
- Projects are originated by regional teams, but Investment Committee has final say on projects, with strong risk management function

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

- Projects in construction that have not yet reached commercial operation

- Projects that have passed the Risk Cliff Date and are expected to be built in 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. Over 90% of projects in backlog have contracted revenues

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

- Early-stage projects controlled by the Company 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

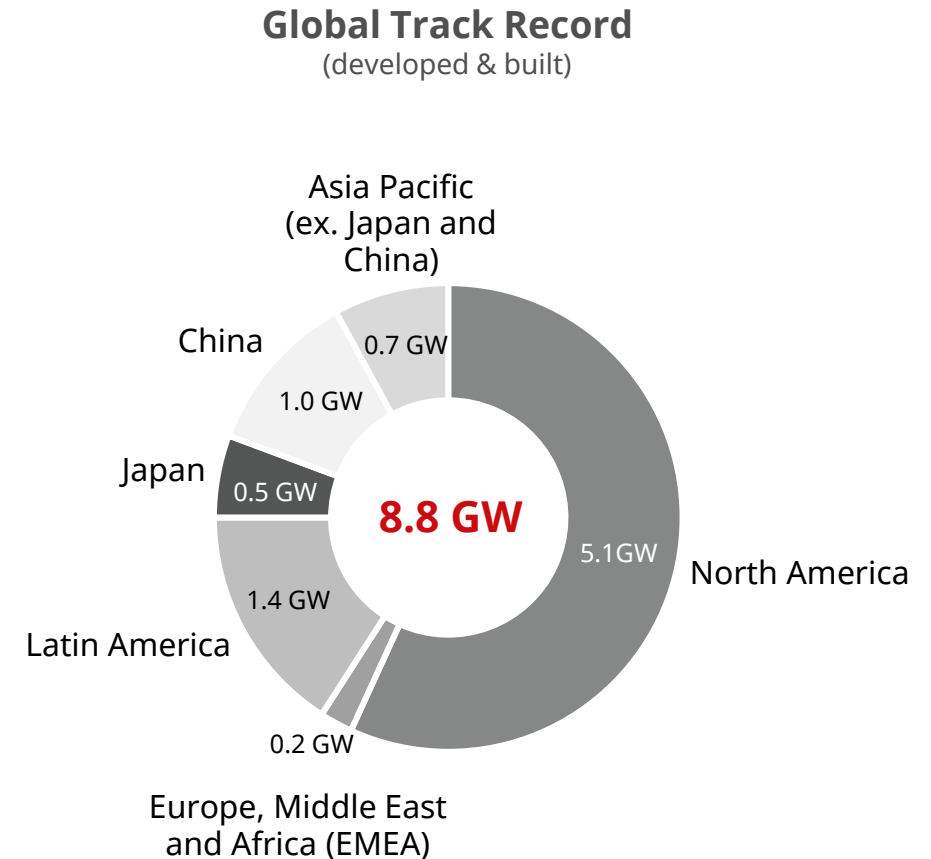
Total pipeline as of January 31, 2023. Definitions of backlog/pipeline consistent with industry practice.

(1) China portfolio is part of Global Energy.

(2) Gross project capacity includes aggregate project stakes of c.930 MWp not owned by CSIQ.

Strong track record and multiple drivers of competitive advantage

- 🌅 **Interconnections on hand:** 13.5 GW of solar and 11.6 GWh of storage
- 🌅 **Vertically-integrated expertise:** across greenfield origination, development, financing, execution, operations and maintenance, and asset management
- 🌅 **14 years' experience:** delivered nearly 9 GW of solar and 3 GWh of battery storage power projects



Leading presence in markets with strong fundamentals

Focus on low-risk, high growth markets

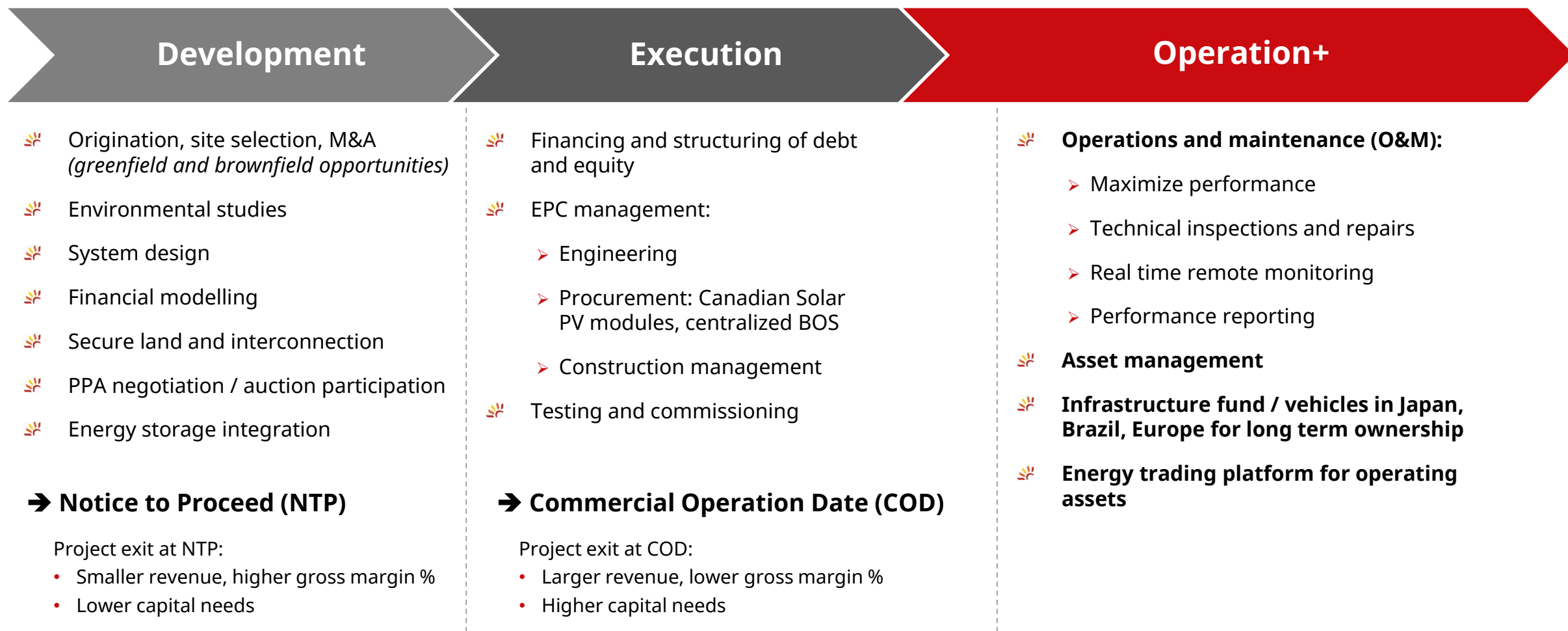
- 🌱 **North America:** Positive legislations, including the Inflation Reduction Act in the U.S., to allow CSIQ to capture greater value from solar and storage assets; future potential to build local investment vehicle
- 🌱 **Latin America:** Growth through both public auctions and private PPAs. Brazil – over 2 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, Colombia, Puerto Rico
- 🌱 **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

Over 6 GW of 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

Unparalleled expertise in the solar development value chain across 20+ jurisdictions



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

Multiple levers of growth, focusing on recurring income

		2022A	2023E	2024E	2025E	2026E	
1	Development: Project sales	Annual project sales GWp	2.0	2.8 – 3.3	3.5 – 4.0	4.0 – 4.5	4.3 – 4.8
2	Services: O&M ⁽¹⁾ + Asset Mgmt	Operational O&M projects, GWp	3.7	7.5	11	15	20
3	Investment Vehicles: Partial ownership of solar projects	Cumulative projects retained (net & gross ⁽²⁾), MWp	417	630	1,000	1,100	1,300
			1,400	2,580	3,500	4,000	5,000

(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.

Note: Final timing and recognition of project sales may be impacted by various external factors. Targets are subject to change without notice; investors are encouraged to review the Risks section of the Company's annual report on Form 20-F, as amended.

CSIF: Japan's largest publicly listed solar infrastructure fund

Canadian Solar Infrastructure Fund

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

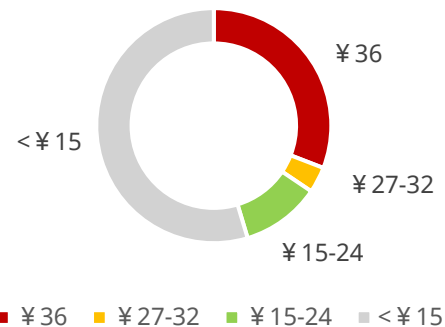
Valuation ⁽¹⁾	¥ 76 bn (~\$580 mn)
Market capitalization ⁽²⁾	¥ 47 bn (~\$360 mn)
No. of power plants	25
Capacity	184 MWp

Total sponsor portfolio
21 projects, 325 MWp

Operational and
under construction
10 projects, 176 MWp

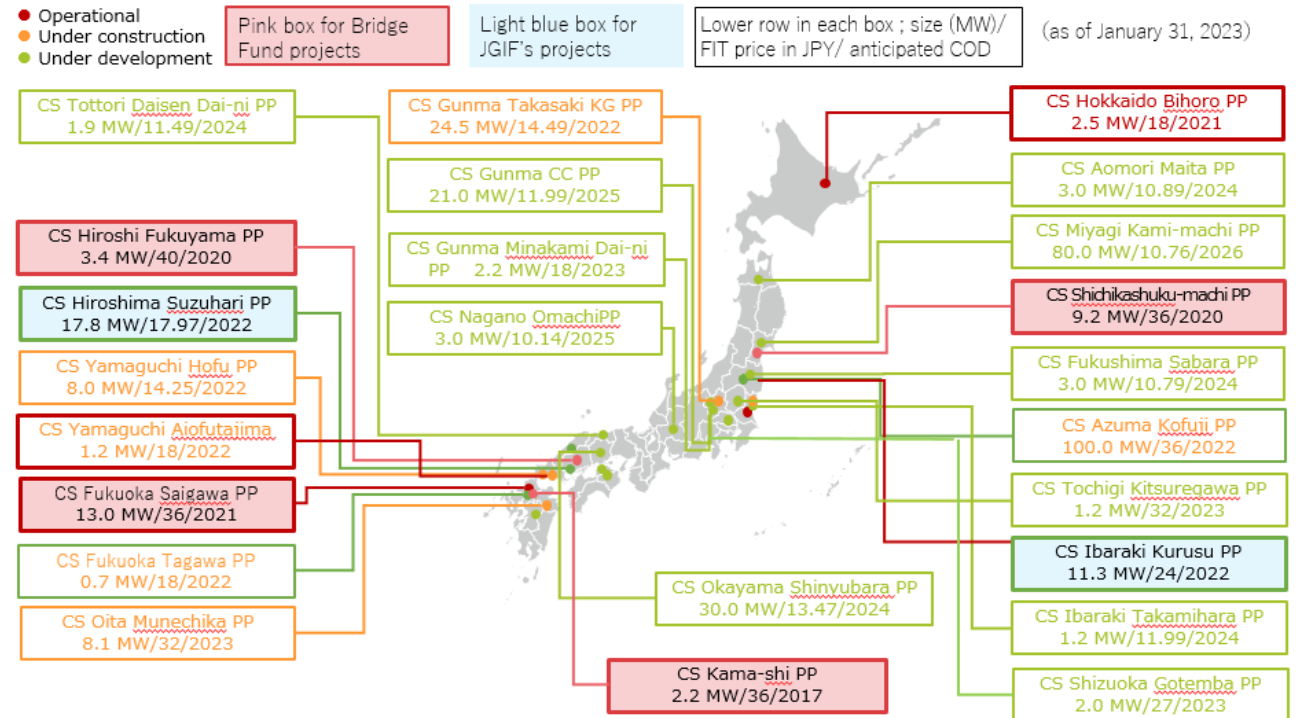
Under late-stage
Development (backlog)
11 projects, 149 MWp

**Sponsor portfolio FIT distribution
(by MW)**



**35% of portfolio
contracted at
USD >0.20/kWh FIT**

Map of CSIF and sponsor (CSIQ) assets



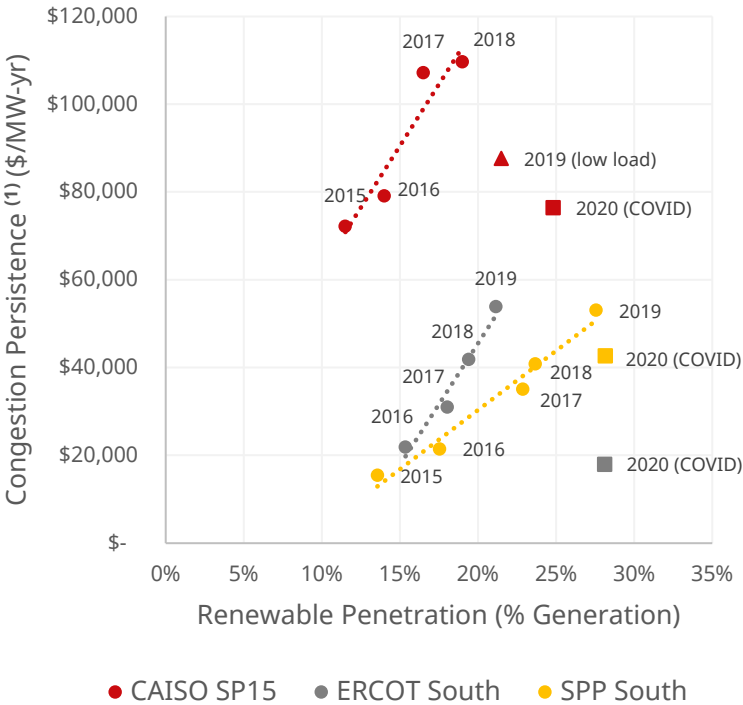
(1) Median project valuation report amount, which is the estimated values provided to us by PricewaterhouseCoopers Sustainability LLC and Kroll, LLC. in its project valuation reports as of December 31, 2022.

(2) As of March 29, 2023

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



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.

Battery storage has unique advantages in providing grid services

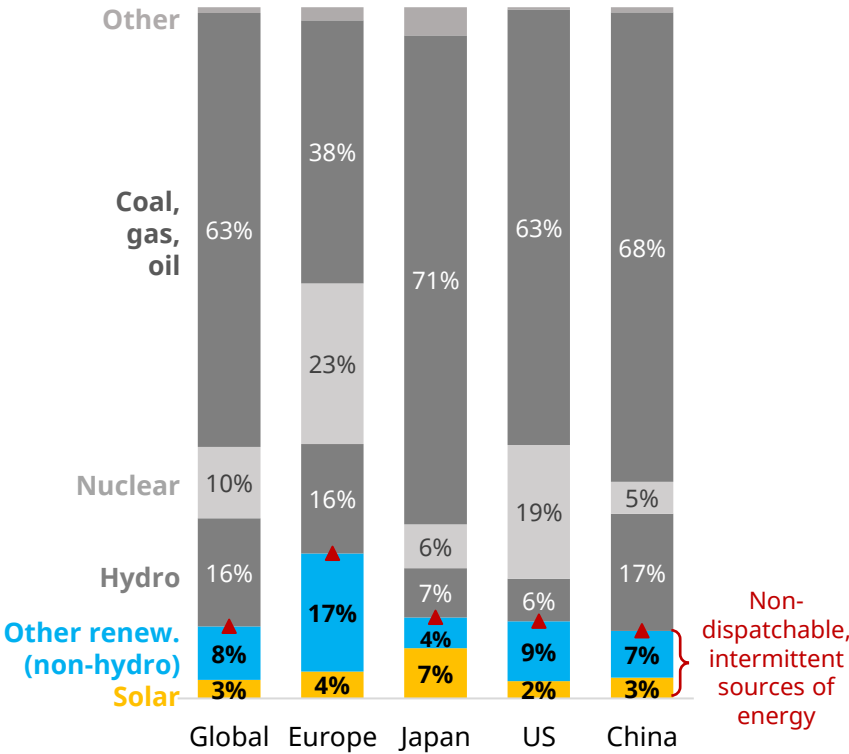
Increasing penetration of renewable energy lowers power costs and decarbonizes the power grid, but it **creates price volatility and affects grid stability: battery storage can mitigate the effect of renewable energy on the grid**

Advantages of battery storage:

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

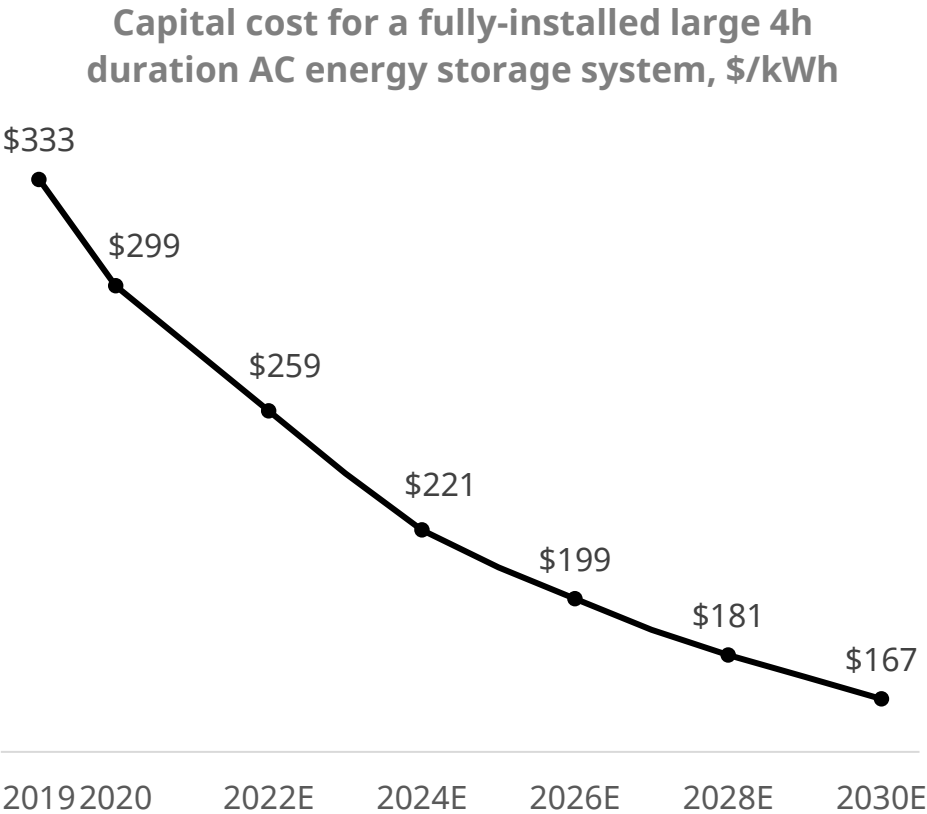
The need for battery storage will only increase as renewable penetration continues to go up

Electricity mix %

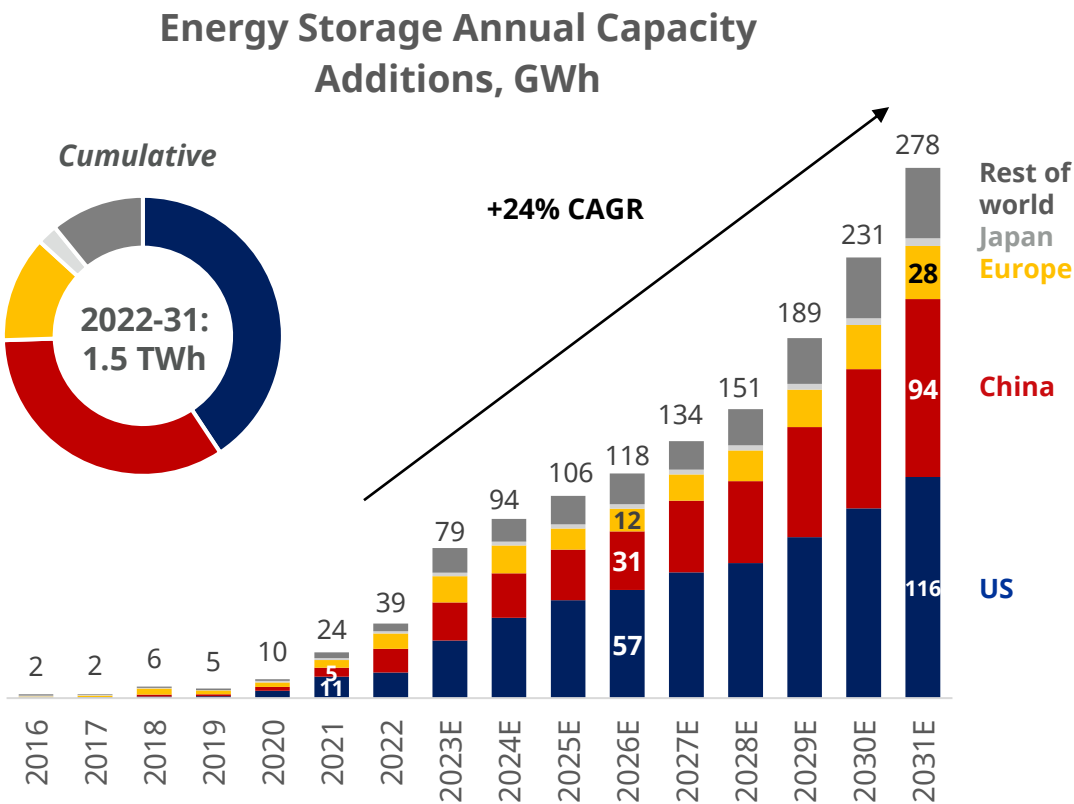


Energy storage entering exponential market growth phase

Rapid cost reductions improving the economics of battery storage solutions



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



Source: BNEF, Wood Mackenzie.

Building a leadership position in battery storage

- 🌞 **CSIQ to deliver 1.8-2.0 GWh battery storage projects in 2023 (CSI Solar)**
- 🌞 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
- 🌞 Total project turnkey pipeline of 22.6 GWh and 2.3 GWh of projects under long-term service agreements
- 🌞 **Total contracted turnkey pipeline of over \$1 billion**

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 with solar development

Storage development pipeline, MWh	In Construction	Backlog	Advanced Pipeline	Early-Stage Pipeline	Total
	320	2,868	8,368	35,310	46,866

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. Company A’s net income has been adjusted for one-off items.

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 the next slide. Source for peer multiples: Factset data, company filings.

5. Prices as of April 5, 2023, market close.



CanadianSolar

MAKE THE DIFFERENCE

32

....supported by solid earnings performance...

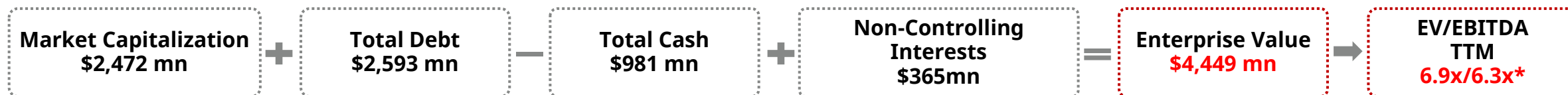
Total Debt and Cash Breakdown (in thousands of USD)

	1Q22	2Q22	3Q22	4Q22
Short-term borrowings	1,607	1,522	1,427	1,444
Financing liabilities – current	12	18	54	49
Finance leases liabilities – current	17	17	15	15
Long-term borrowings	753	780	942	813
Convertible notes	225	225	226	226
Green bond*	33	32	30	32
Financing liabilities – non-current	54	45	5	-
Finance leases liabilities - non-current	24	22	14	14
Total debt	2,725	2,661	2,713	2,593
Cash and equivalents	845	1,054	1,083	981
Restricted cash - current:	849	895	872	988
Total cash (for EV calculation)	845	1,054	1,083	981
Net debt	1,880	1,607	1,630	1,612

EBITDA Calculation

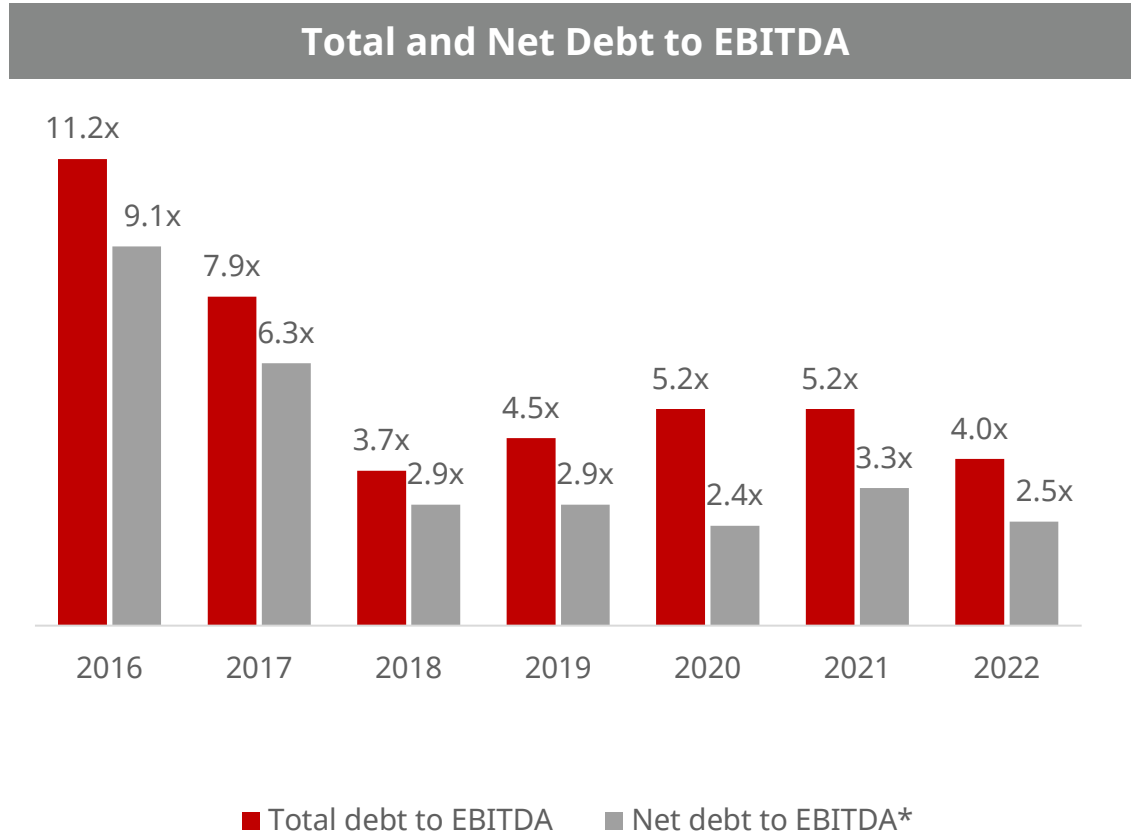
	1Q22	2Q22	3Q22	4Q22	TTM
Total revenue	1,250	2,314	1,932	1,972	7,468
- COGS	-1,069	-1,943	-1,569	-1,623	-6,204
Gross profit	181	371	363	349	1,264
- Operating expenses	-165	-255	-274	-213	-907
Operating profit	16	116	89	136	357
-/+ Other expenses/income	-1	16	38	-4	49
+ Depreciation & amortization	66	63	56	50	235
EBITDA (non-GAAP)	81	195	183	182	641
Impairments	0	15	30	17	62
Adjusted EBITDA (non-GAAP)*	81	210	213	199	703

*EBITDA including impairments



1. Source: Factset data, company filings.
2. Prices as of April 5, 2023, market close.
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 41.
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. Non cash items may be subject to revision.

....and a strong balance sheet with adequate and stable leverage



🌱 Total and net debt to EBITDA at 4.0x and 2.5x respectively

🌱 Excluding non-recourse debt, the ratios would be c.0.6x lower

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



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

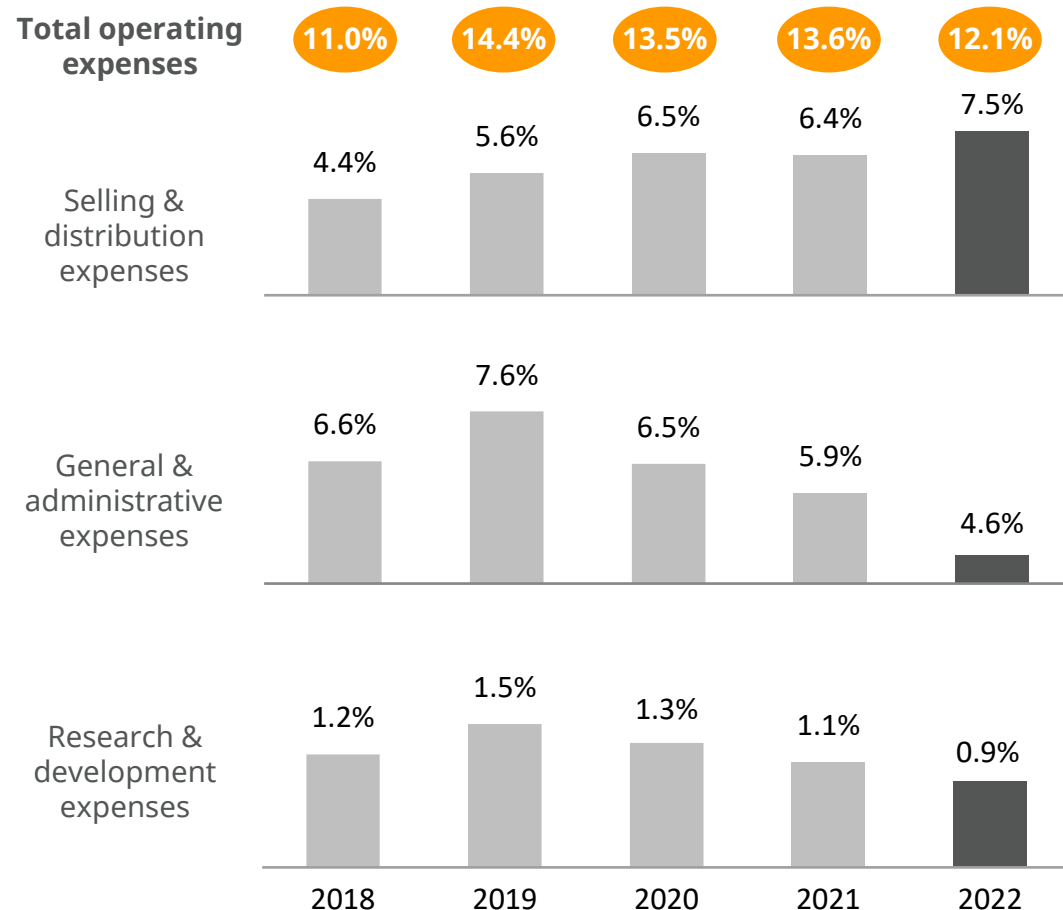
- ❖ Global Head of Marketing at Canadian Solar
- ❖ Founder and President of Women in Solar Energy, an industry association to promote the participation and career development of women in the solar industry



FINANCIALS

Disciplined management of opex, working capital and capex

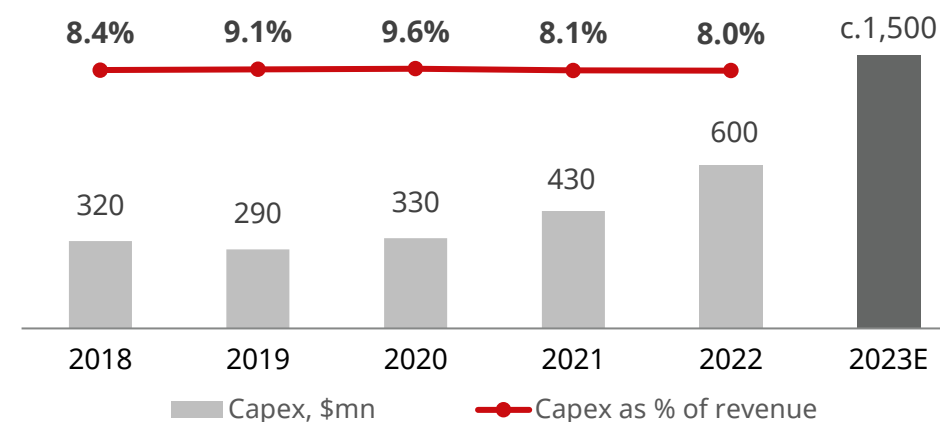
Operating Expenses as % of Revenue



Working Capital Days ⁽¹⁾

Days	2021	2022	1Q22	2Q22	3Q22	4Q22
Inventory turnover	89	81	120	76	93	87
Accounts receivable turnover	46	44	55	33	44	48
Accounts payable turnover	123	103	148	102	130	133
Cash conversion cycle	12	22	27	7	7	2

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 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>	2020	2021	2022	yoy	4Q21	1Q22	2Q22	3Q22	4Q22	qoq	yoy
Net Revenue	3,476	5,277	7,469	42%	1,529	1,250	2,314	1,932	1,972	2%	29%
Cost of revenues	-2,787	-4,368	-6,206	42%	-1,228	-1,069	-1,943	-1,569	-1,623	3%	32%
Gross profit	690	909	1,263	39%	301	181	371	363	349	-4%	16%
Selling and distribution expenses	-224	-399	-559	40%	-129	-109	-158	-166	-126	-24%	-2%
General and administrative expenses	-226	-309	-342	11%	-90	-63	-88	-102	-89	-13%	-1%
Research and development expenses	-45	-58	-70	20%	-19	-13	-18	-18	-21	-15%	7%
Other operating income, net	26	47	64		5	20	9	12	23		
Total operating expenses, net	-469	-719	-907	26%	-234	-165	-255	-274	-213	-22%	-9%
Income from operations	220	190	356	-87%	67	16	116	89	136	53%	101%
Net interest expense (income)	-63	-47	-33		-13	-11	-15	4	-11		
Gain (loss) on change in fair value of derivatives	50	24	-44		13	-25	-5	12	-27		
Foreign exchange gain (loss)	-65	-47	78		-13	28	11	27	12		
Investment income (loss)	-9	19	0		9	-6	7	-3	2		
Income tax benefit (expense)	2	-36	-73		-27	5	-28	-29	-22		
Equity in earnings of affiliates	11	7	15		2	2	2	2	9		
Net income	147	110	299		40	9	89	102	99		
Less: net income attributable to non-controlling interests	0	15	59		14	0	15	24	21		
Net income attributable to Canadian Solar Inc.	147	95	240	152%	26	9	74	78	78	-1%	200%
Earnings per share – basic	2.46	1.55	3.73		0.41	0.14	1.16	1.22	1.21		
Earnings per share – diluted	2.38	1.46⁽²⁾	3.44⁽⁴⁾	136%	0.39⁽¹⁾	0.14	1.07⁽³⁾	1.12⁽³⁾	1.11⁽³⁾	-1%	185%

1) We increased our issued share base by 1.0 million during Q4 2021 with our ATM offering program. Earnings per share – diluted includes the dilutive effect of the \$230 million aggregate principal amount of convertible notes issued in 2020. For the three months ended December 31, 2021, diluted EPS of \$0.39 was calculated from total earnings of \$27 million, including 2.5% coupon of \$1.3 million, divided by 70.5 million diluted shares outstanding, including 6.3 million shares issuable upon the conversion of the convertible notes.

2) 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.

3) Diluted EPS includes the dilutive effect of convertible bonds. \$1.07/share is calculated from total earnings of \$76M (including 2.5% coupon of \$1.3M) divided by diluted shares 71.1 million shares (including 6.3 million shares issuable upon the conversion of convertible notes). \$1.12/share is calculated from total earnings of \$80M (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). \$1.11/share is calculated from total earnings of \$79M (including 2.5% coupon of \$1.3M) divided by diluted shares 71.3 million shares (including 6.3 million shares issuable upon the conversion of convertible notes).

4) Diluted EPS includes the dilutive effect of convertible bonds. \$3.44/share is calculated from total earnings of \$245M (including 2.5% coupon of \$5.2M) divided by diluted shares 71.2 million shares (including 6.3 million shares issuable upon the conversion of convertible notes).

Summary balance sheet

USD millions	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22
Cash and cash equivalents	619	579	1,103	1,179	981	814	868	870	845	1,054	1,083	981
Restricted cash - current	494	399	445	458	539	494	487	561	845	888	865	978
Accounts receivable	385	422	494	409	396	625	742	652	728	833	956	971
Inventories	632	547	625	696	934	1,130	1,213	1,192	1,629	1,622	1,604	1,524
Project assets - current	583	654	544	748	756	563	661	594	683	329	332	386
Other current assets	600	595	711	696	802	736	986	903	964	1,007	913	805
Total current assets	3,313	3,196	3,921	4,186	4,408	4,362	4,957	4,772	5,694	5,733	5,753	5,645
Restricted cash - non-current	10	17	14	3	3	3	2	4	4	6	7	10
Property, plant and equipment	977	970	989	1,158	1,265	1,398	1,367	1,402	1,382	1,354	1,517	1,827
Net intangible assets	22	22	22	22	21	20	19	19	18	16	15	18
Project assets - non-current	442	493	589	390	327	390	423	433	526	498	579	439
Solar power systems	51	50	87	158	155	160	109	108	108	104	101	365
Investments in affiliates	68	79	78	78	74	63	83	99	99	105	107	116
Other non-current assets	433	432	491	542	586	629	522	551	542	564	582	617
Total non-current assets	2,003	2,063	2,271	2,351	2,431	2,663	2,525	2,616	2,679	2,647	2,908	3,392
TOTAL ASSETS	5,316	5,259	6,193	6,537	6,839	7,025	7,482	7,388	8,373	8,380	8,661	9,037
Short-term borrowings	1,093	1,196	1,303	1,401	1,481	1,358	1,380	1,593	1,607	1,522	1,428	1,444
Accounts and notes payable	1,048	933	1,103	1,225	1,395	1,579	1,617	1,384	2,130	2,269	2,272	2,299
Other payables	410	449	458	509	588	658	704	668	669	650	765	853
Other current liabilities	282	213	306	453	410	274	477	393	355	343	465	619
Total current liabilities	2,833	2,791	3,170	3,588	3,874	3,869	4,178	4,038	4,761	4,784	4,930	5,215
Long-term borrowings	666	580	624	446	467	531	579	524	753	780	942	813
Convertible notes	0	0	223	223	224	224	224	225	225	225	226	226
Other non-current liabilities	324	339	360	387	400	437	467	475	489	480	447	476
Total non-current liabilities	989	919	1,207	1,056	1,091	1,192	1,270	1,224	1,467	1,485	1,615	1,515
TOTAL LIABILITIES	3,823	3,710	4,377	4,644	4,965	5,061	5,448	5,262	6,228	6,269	6,545	6,730
Common shares	686	686	687	687	687	745	793	836	836	836	836	836
Retained earnings	904	925	934	940	963	974	1,010	1,036	1,045	1,119	1,197	1,276
Other equity	-138	-103	-120	-56	-80	-68	-90	-71	-63	-166	-249	-170
Total Canadian Solar Inc. shareholders' equity	1,452	1,508	1,501	1,571	1,570	1,651	1,713	1,801	1,818	1,789	1,785	1,942
Non-controlling interests	41	41	315	322	304	313	321	325	327	322	331	365
TOTAL EQUITY	1,493	1,549	1,816	1,893	1,874	1,964	2,034	2,126	2,145	2,111	2,116	2,307

GAAP to non-GAAP reconciliation

<i>In USD millions</i>	FY21	FY22	3Q22	4Q22
GAAP net income	110	299	102	99
<i>Add back:</i>				
Income tax expense	36	74	29	22
Net interest expense (income)	47	33	-4	11
Non-GAAP EBIT	193	406	127	132
<i>Add back:</i>				
Depreciation & amortization	283	235	56	50
Non-GAAP EBITDA	476	641	183	182
<i>Add back:</i>				
Impairments	23	62	30	17
Non-GAAP adjusted EBITDA	499	703	213	199

☀ 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.



Thank you

CSIQ
Nasdaq Listed