# ReneS la Pwer

Q2 2021 Earnings Presentation

August 30, 2021

### Safe Harbor Statement

This presentation may contain forward-looking statements and management may make additional forward-looking statements in response to your questions. These statements are made under the "safe harbor" provisions of the U.S. Private Securities Litigation Reform Act of 1995. These forward-looking statements can be identified by terminology such as "will," "expects," "anticipates," "future," "intends," "plans," "believes," "estimates," "confident" and similar statements. Statements that are not historical facts, including statements concerning our beliefs, forecasts, estimates and expectations, are forward-looking statements. Forward-looking statements involve inherent risks and uncertainties that could cause actual results to differ materially from those projected or anticipated, including risks related to: the risk that our results of operations may fluctuate from period to period; the risk of PRC governmental policy changes; the risk that we face intense competition from other solar companies; the risk that PRC economic, political and social conditions as well as government policies can affect our business and other risks outlined in our public filings with the Securities and Exchange Commission, including our annual report on Form 20-F.

The forward-looking statements made in this presentation relate only to events or information as of the date on which the statements are made in this presentation. Except as required by law, we undertake no obligation to update or revise publicly any forward-looking statements, whether as a result of new information, future events or otherwise, after the date on which the statements are made or to reflect the occurrence of unanticipated events.





# A Pure Downstream Player

#### **Downstream Player**

- Development
- Asset Management
- O&M
- IPP

**Focused**: to develop small to medium size utility scale projects including community solar with high FiT/PPA price

**Global**: projects diversified in more than 10 countries, with solid development pipeline focused on U.S. and Europe

High Yield: to own and operate commercial projects with high equity IRR

#### Under Mid to Late-Stage **Operating Assets** 850 MW Construction **Project Pipeline (MW)** (MW) (MW) Completed 470 146 U.S. China DG Poland U.S. 339 170 MW Total 170 Hungary In Operation France 100 Spain 216 Germany 1,598 MW U.K. 281 Late-stage Pipeline (Estimate COD: 2021-China 88 2025) As of June 30, 2021 Total 1,598 15





# Strong Execution

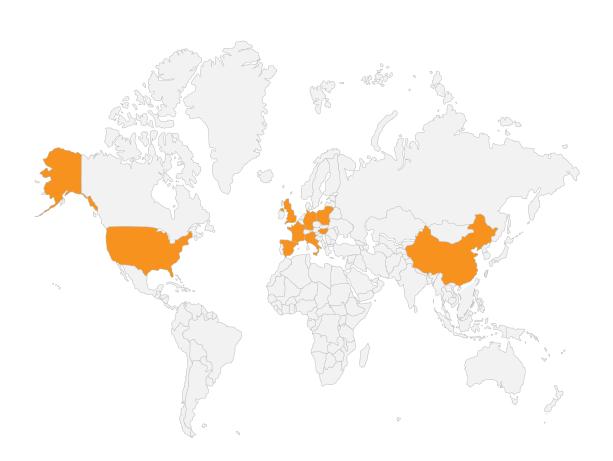
### 2021 Q3 Under Construction China, Zhejiang **2021 Q3 Under Construction** Country Capacity (MW) Poland Ground mounted 8 **Ground Mounted** Hungary China **DG Projects** 3 Total 15





# 2021 Goal: Build 2 GW Project Pipeline

Our target is to build 2 GW pipeline in core markets of US and Europe by the end of 2021.



Pipeline Target	Capacity (MW)
U.S.	500
Poland	400
Spain	400
U.K.	250
Germany and Italy	200
China	100
France	100
Hungary	50
Total	2,000







# USA: Utility-Scale and Community Solar Projects

Project Pipeline	Location	MW (DC)	Project Type	Status	COD / Sale	Business Model
MN-VOS-2	MN	10	Community Solar	Under development	2021/2022	Project Development
New York	NY	50	Community Solar	Under development	2021/2022	Project Development
Florida	FL	100	Utility Scale	Under development	2022/2023	Project Development
Maine	ME	22	DG & Community Solar	Under development	2021/2022	Project Development
Welcome Solar portfolio	PA	70	Utility Scale/battery storage	NTP in Q3/Q4	2021/2022	Project Development
Gibson Solar	CA	28	DG/small-scale utility/battery storage	PPA signed, Mid-stage development	2022/2023	Project Development
Illinois DG	IL	50	DG/small-scale Utility PV/Storage	Under development	2023/2024	Project Development
California	CA	140	Large-scale PV/Storage	PPA negotiations	2024/2025	Project Development
	Total	470				

#### Proven track record in MN, MA and NC

- Focused on the development of solar projects since 2015;
- Monetized community solar project portfolios in several states;

#### Business growth focus on both acquisitions and greenfield development

- Project opportunities in community solar markets in MN, ME, PA and NY, with other new markets being developed;
- Pursuing utility scale projects in CA, NY, PA, IL, ME, FL and several other states;
- Pipeline expansion through early-stage acquisitions, co-development and self-originated greenfield projects.

#### Value drivers

- Maximize development profit through the entire project development cycle with focused high value added processes;
- Develop high quality, fully de-risked and well optimized projects.





# Poland: Small-scale Projects with FiT

#### **Monetizing our Efforts**

- Sold 138 MW of projects awarded in the 2016, 2017, 2018, 2019 and 2020 auctions;
- Launched a New Round of PV Farm Development and seeks Shovel-ready Projects in Poland.

#### **Recognized Name**

- Leveraging this auction success, ReneSola Power is partnering with well-known utilities, EPC contractors,
   Investors, financing institutions and experienced developers for potential cooperation;
- ReneSola Power is one of the largest players in Poland.

1-50MW 15-Year FiT

New Projects:
2021 Auction in Q4

Project Pipeline	Project Info	MW (DC)	Project Type	Status	Expected COD / Sale	Business Model	
Auction 2019 Dec	8 individual projects, 1MW each	8	Ground mounted	Under Construction	2021	Build-Transfer	
Auction 2020 Q4	38 individual projects, 1MW each	38	Ground mounted	Ready to Built	2021/2022	Build-Transfer	
Auction 2021 Q3	Including 1MW solar farms	33	Ground mounted	Ready to Built	2022/2023	Build-Transfer	
Auction 2022	Include both small-and-large-scale projects	~260	Ground mounted	Ready to Built	2023/2024	Build-Transfer	
	Total	~339					





# Hungary: Small-scale Projects with 25-Year FiT

#### **Robust Growth**

- Total installed capacity: 235MW(2016); 344MW(2017); 665MW (2018); 1.15 GW (as of Oct 2019);
- New installations: 63MW(2016); 109MW(2017); 321MW (2018); 485 MW (2019); Tender Regime in 2020 with 500 MW for solar, and 2021 with 300 MW for solar

#### **Competitive Financing**

Competitive project finance available from EU financing institutions and local bank.

25-Year

**0.5 MW**Avg. Project Size

Project Pipeline	Project Info	MW (DC)	Project Type	Status	Expected COD / Sale	Business Model
Portfolio with PPAs	Project Portfolios	8	<b>Ground Mounted</b>	Ready to Built	2021/2022	Build-Transfer
Portfolio without PPAs	Project Portfolios	34	<b>Ground Mounted</b>	Under development	2021/2022	Build-Transfer
	Total	42				





### France: 20-Year FiT Scheme Projects

#### **Market Opportunities**

- Ambitious national targets. Environment Minister just announced 40% RES by 2030. Annual growth of 2 GW necessary by 2023.
- Consolidated market with experienced international players and high demand in Ready to Build("RTB") projects.
- Bid systems supported by government ensure current development on restricted areas: allows PV rooftop, shade houses & ground mounted. Each category benefits from a specific unique tender tariff around USD 0.06 /kwh to USD 0.09/kwh over the 20year period.

20-Year
FiT scheme + PPAs

Easy access to financing and have competitive project financing rates: around 2.5% at 20 years.

Project Pipeline	Location	MW (DC)	Project Type	Status	Expected COD / Sale	Business Model
Project Portfolios	France	70	Ground Mounted	Under Development	2021/2022	Development
Project Portfolios	France	30	Ground Mounted	Under Development	2021/2022	Development
	Total	100				





# Spain: Ground-Mounted Projects

#### **Market Opportunities**

- Well developed market with experienced international players; High demand for Ready to Build ("RTB") projects on the market;
- Best Solar Yield in Europe, our projects are in south of Spain-- mainly in Murcia Region > 1750 MWh/MW per year;
- Extremely competitive project financing.

Project Pipeline	Location	MW (DC)	Project Type	Status	Expected COD / Sale	Business Model
Caravaca	Murcia	6	<b>Ground Mounted</b>	Under development	2021	Project Development
Altajero	Murcia	6	<b>Ground Mounted</b>	Under development	2022	Project Development
Abanilla	Alicante	4	<b>Ground Mounted</b>	Under development	2022	Project Development
Pedrera	Alicante	10	<b>Ground Mounted</b>	Under development	2022	Project Development
Serrata	Alicante	10	<b>Ground Mounted</b>	Under development	2022	Project Development
Project Portfolio	Spain	180	<b>Ground Mounted</b>	Under development	2023/2024	Project Development
	Total	216				





# Germany: Ground-Mounted Projects

#### **Market Opportunities**

- Market prospects are good, we are very confident;
- Competitive financing
- Big project demand from investors
- Government announced further efforts to reach CO2 neutrality earlier demand on faster grow of renewable energy mainly solar and wind

Project Pipeline	Location	MW (DC)	Project Type	Status	Expected COD / Sale	<b>Business Model</b>
Project Portfolios	Kentzlin	12	Ground Mounted	Under development	2022	Build-Transfer
Project Portfolios	Germany	50	<b>Ground Mounted</b>	Under development	2023	Build-Transfer
	Total	62				





### UK: Ground-Mounted Projects

#### **Market Opportunities**

With the development of technology and gradually phase out of subsidies, solar power is increasingly able to compete against other sources of energy in UK market.

#### **ReneSola Power Strength**

- Over 5 years of experience in the UK market with solar power project development;
- Successfully developed 16 portfolio, operating 4.3MW projects and sold 127MW projects in the UK;
- Cooperate with strong market players to develop 200MW pipeline in UK based on PPA.



Project Pipeline	MW (DC)	Project Type	Status	Expected RtB / Sale	Business Model
UK- Novergy	212	Solar only	Under development	2022/2023	Project Development
UK- Innova	69	Solar-plus-storage	Under development	2021/2022	Project Development
Total	281				





# China: New DG Projects, IPP Mode

#### **ReneSola Power Advantages**

- Focus on Yangtze river delta area which has high economic growth and strong support China policy.
- 25 year or above PPA; 85% net meeting, and rest to be sold to the network.
- Focus on high credit off-takers and high IRR.
- Efficient funding, smooth execution.



Project Pipeline	Location	MW (DC)	Project Type	Status	Expected COD / Sale	Business Model
China DG	ZheJiang	19	Net Metering	Under development	2021	IPP Business
China DG	Jiangsu	40	Net Metering	Under development	2021/2022	IPP Business
China DG	Anhui	13	Net Metering	Under development	2021/2022	IPP Business
China DG	Other Province	16	Net Metering	Under development	2021/2022	IPP Business
	Total	88				







### Operating Assets: IPP with Creditworthy Off-takers or Favorable Fit/PPA



# **170 MW**Projects in Operation

- Operate projects in well-developed regions;
- Credit worthy C&I Off-takers or favorable Fit/PPA.

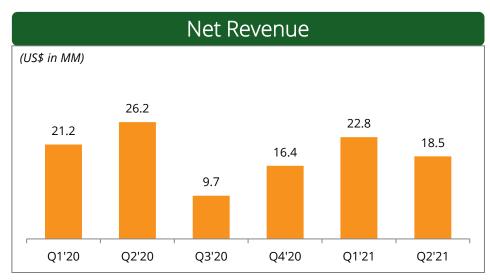
Operating Assets	Capacity (MW)
China DG	145.8
- Zhejiang	34.7
- Henan	46.1
- Anhui	30.9
- Hebei	16.9
- Jiangsu	10.8
- Shandong	2.0
- Fujian	4.4
U.S.	24.1
Total	169.9

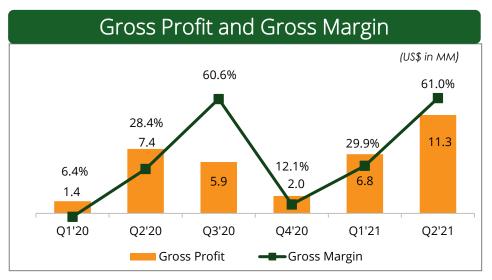


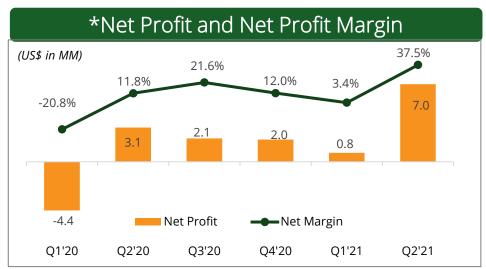


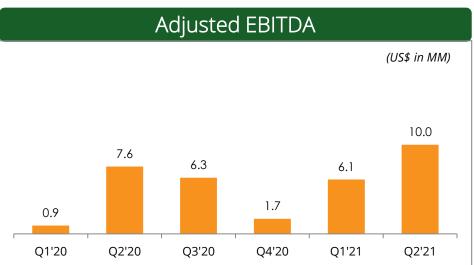


# Focus on Sustainable Profitability







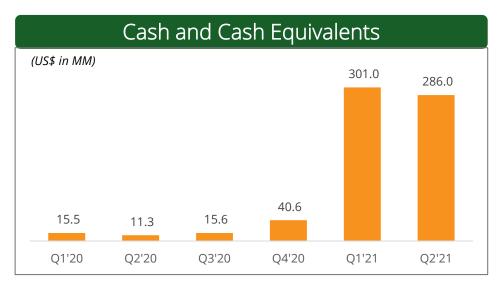


<sup>\*</sup> Net income attributed to ReneSola Ltd

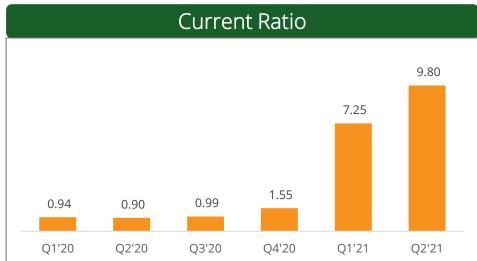




### Solid Balance Sheet













### Income Statement

Unaudited Consolidated Statements of Operations	Th	ree Months Ende	ed	Six Month	is Ended
(US dollars in thousands, except ADS and share data)	Jun 30, 2021	Mar 31, 2021	Jun 30, 2020	Jun 30, 2021	Jun 30, 2020
Net revenues	18,531	22,775	26,190	41,306	47,352
Cost of revenues	(7,235)	(15,975)	(18,756)	(23,210)	(38,557)
Gross profit	11,296	6,800	7,434	18,096	8,795
Operating (expenses)/income:					
Sales and marketing	(286)	(125)	(135)	(411)	(203)
General and administrative	(2,996)	(2,749)	(1,784)	(5,745)	(3,833)
Impairment of long-lived assets	-	-	(1,013)	-	(1,093)
Other operating (expenses)/income	(721)	158	64	(563)	(239)
Total operating expenses	(4,003)	(2,716)	(2,868)	(6,719)	(5,368)
Income from operations	7,293	4,084	4,566	11,377	3,427
Non-operating (expenses)/income:					
Interest income	603	520	185	1,123	392
Interest expense	(1,009)	(1,501)	(1,657)	(2,510)	(3,263)
Foreign exchange (losses)/gains	619	(1,878)	564	(1,259)	(1,565)
Total non-operating (expenses)/income	213	(2,859)	(908)	(2,646)	(4,436)
Income/(loss) before income tax	7,506	1,225	3,658	8,731	(1,009)
Income tax (expense)/benefit	75	(401)	(130)	(326)	(140)
Income/(loss),net of tax	7,581	824	3,528	8,405	(1,149)
Less: Net income attributed to non-controlling interests	628	50	441	678	158
Net income/(loss) attributed to ReneSola Ltd	6,953	774	3,087	7,727	(1,307)
Income/(loss) attributed to ReneSola Ltd per ADS					
Basic	0.10	0.01	0.06	0.11	(0.03)
Diluted	0.10	0.01	0.06	0.11	(0.03)
Weighted average number of ADS used in computing income/(	loss) per ADS*				
Basic	69,750,857	66,581,741	48,081,890	69,750,857	48,081,890
Diluted	70,554,191	67,273,809	48,081,890	70,554,191	48,081,890





### **Balance Sheet**

Unaudited Consolidated Balance Sheets	Jun 30,	Mar 31,	Jun 30,	Unaudited Consolidated Balance Sheets	Jun 30,	Mar 31,	Jun 30,
(US dollars in thousands)	2021	2021	2020	(US dollars in thousands)	2021	2021	2020
				LIABILITIES AND SHAREHOLDERS' EQUITY			
ASSETS				Current liabilities:			
				Short-term borrowings	-	800	31,459
Current assets:				Bond payable current	-	10,957	-
Cash and cash equivalents	286,016	300,990	11,284	Accounts payable	4,058	4,572	6,732
Restricted cash		1	782	Advances from customers	1,057	466	81
Accounts receivable, net of allowances for doubtful		'	702	Amounts due to related parties	6,702	6,504	2,794
·	25.754	20.041	04.071	Other current liabilities	9,468	12,473	17,810
accounts	35,754	32,241	24,271	Income tax payable	542	920	800
Advances to suppliers, net	1,309	1,494	2,725	Salary payable	326	286	355
Value added tax recoverable	3,883	3,761	5,252	Operating lease liabilities current	1,482	1,367	482
Prepaid expenses and other current assets	12,273	13,831	7,414	Failed sale-lease back and finance lease liabilities current	12,824	11,211	10,670
Project assets current	17,900	16,358	8,009	Liabilities held for sale		1,520	4,721
Assets held for sale	-	1,506	8,630	Total current liabilities	36,459	51,076	75,904
				Long-term borrowings	69	69	2,995
Total current assets	357,135	370,182	68,367	Operating lease liabilities non-current	19,706	20,117	21,202
				Failed sale-lease back and finance lease liabilities non-current	35,994	38,713	41,828
Property, plant and equipment, net	120,189	118,686	136,959	Total liabilities	92,228	109,975	141,929
Deferred tax assets, net	766	753	759	Shayahaldaya' aguib.			
Project assets non-current	3,438	2,571	5,827	Shareholders' equity  Common shares	848,524	848,374	530,208
Goodwill	1,023	1,023	_	Additional paid-in capital	8,197	7,981	9,891
Operating lease right-of-use assets	21,821	22,131	22,118	Accumulated deficit	(431,839)	(438,793)	(443,654)
Finance lease right-of-use assets	25,266	25,375	24,114	Accumulated other comprehensive loss	(2,885)	(4,240)	(2,799)
Other non-current assets	29,596	26,418	19,884	Total equity attributed to ReneSola Ltd	421,997	413,322	93,646
Official field Content Gasons	27,570	20,410	17,004	Noncontrolling interest	45,009	43,842	42,453
				Total shareholders' equity	467,006	457,164	136,099
Total accets		E/7 120	070.000	Total Shaleholders equity		757,104	150,077
Total assets	559,234	567,139	278,028	Total liabilities and shareholders' equity	559,234	567,139	278,028





### Cash Flow Statement

Unaudited Consolidated Statements of Cash Flow	TI	Three Months Ended			
(US dollars in thousands)	Jun 30,2021	Mar 31,2021	Jun 30,2020		
Net cash provided by (used in) operating activities	602	(10,472)	5,359		
Net cash provided by (used in) investing activities	(753)	26,097	148		
Net cash provided by (used in) financing activities	(14,288)	244,846	(9,398)		
Effect of exchange rate changes	(536)	(156)	(583)		
Net increase (decrease) in cash and cash equivalents and restricted cash	(14,975)	260,315	(4,474)		
Cash and cash equivalents and restricted cash, beginning of the period	300,991	40,676	16,576		
Cash and cash equivalents and restricted cash held for sale	<u>-</u> _	<u>-</u> _	(36)		
Cash and cash equivalents and restricted cash, end of the period	286,016	300,991	12,066		





### Use of Non-GAAP Financial Measures

To supplement ReneSola Power's financial statements presented on a GAAP basis, ReneSola Power provides non-GAAP financial datas as supplemental measures of its performance.

To provide investors with additional insight and allow for a more comprehensive understanding of the information used by management in its financial and decision-making surrounding pro-forma operations, we supplement our consolidated financial statements presented on a basis consistent with U.S. generally accepted accounting principles, or GAAP, with EBITDA, Adjusted EBITDA, non-GAAP net income/ (loss) attributed to ReneSola Power and non-GAAP EPS as non-GAAP financial measures of earnings.

- EBITDA represents net income before income tax expense (benefit), interest expense, depreciation and amortization.
- Adjusted EBITDA represents EBITDA plus discount of electricity subsidy in China, plus share-based compensation, plus bad debt provision, plus impairment of long-lived assets, plus one-time penalty of postponed payables, plus one-time OCI settlement, plus loss/(gain) on disposal of assets, plus foreign exchange loss/(gain).
- •Non-GAAP net income/ (loss) attributed to ReneSola Power represents GAAP net income/(loss) attributed to ReneSola Power plus discount of electricity subsidy in China, plus share-based compensation, plus bad debt provision, plus impairment of long-lived assets, plus one-time penalty of postponed payables, plus one-time OCI settlement, plus loss/(gain) on disposal of assets, plus foreign exchange loss/(gain).
- •Non-GAAP EPS represents Non-GAAP net income/ (loss) attributed to ReneSola Power divided by the number of fully diluted shares outstanding.

Our management uses EBITDA, Adjusted EBITDA, non-GAAP net income/ (loss) attributed to ReneSola Power and non-GAAP EPS as financial measures to evaluate the profitability and efficiency of our business model. We use these non-GAAP financial measures to access the strength of the underlying operations of our business. These adjustments, and the non-GAAP financial measures that are derived from them, provide supplemental information to analyze our operations between periods and over time.

We find these measures especially useful when reviewing pro-forma results of operations, which include large non-cash impairment of long-lived assets and loss on disposal of assets. Investors should consider our non-GAAP financial measures in addition to, and not as a substitute for, financial measures prepared in accordance with GAAP.





# Income Statement (Non-GAAP)

Unaudited Condensed Consolidated Statements of Operations (Non-GAAP)	Three months ended Six Months Ended			hs Ended	
(US dollars in thousands, except per ADS data)	Jun 30, 2021	March 31, 2021	Jun 30, 2020	Jun 30, 2021	Jun 30, 2020
	(in thousands, except per ADS data)				
Non-GAAP Revenue	18,884	22,807	26,457	41,691	47,747
Non-GAAP Gross profit	11,649	6,832	7,701	18,481	9,190
Non-GAAP Gross Margin %	61.7%	30.0%	29.1%	44.3%	19.2%
Non-GAAP Operating expense	(2,895)	(2,219)	(1,749)	(5,114)	(3,892)
Non-GAAP Operating Income	8,754	4,613	5,952	13,367	5,298
Non-GAAP Net Income attributable to ReneSola Ltd	7,502	3,012	3,639	10,514	1,590
Non-GAAP Net Income per ADS attributable to ReneSola Ltd—Basic	0.11	0.05	0.08	0.15	0.03
Non-GAAP Net Income per ADS attributable to ReneSola Ltd—Diluted	0.11	0.05	0.08	0.15	0.03
Weighted average shares outstanding—Basic	69,750,857	66,581,741	48,081,890	69,750,857	48,081,890
Weighted average shares outstanding—Diluted	70,554,191	67,273,809	48,081,890	70,554,191	48,081,890





# Adjusted EBITDA

Adjusted EBITDA	Three months ended			Six Months Ended		
(US dollars in thousands)	Jun 30, 2021	Mar 31, 2021	Jun 30, 2020	Jun 30, 2021	Jun 30, 2020	
				0.40-	/ /->	
Net Income	7,581	824	3,528	8,405	(1,149)	
Income tax expenses	(75)	401	130	326	140	
Interest expenses,net off interest income	406	981	1,472	1,387	2,871	
Depreciation & Amortization	1,559	1,697	1,793	3,256	3,559	
EBITDA	9,471	3,903	6,923	13,374	5,421	
Discount of electricity subsidy in china	353	32	267	385	395	
Share based compensation	335	211	85	546	178	
Bad debt provision of receivables	-	_	-	_	(15)	
Impairment of long-lived assets	-	_	1,013	-	1,093	
Cancellation of project assets	839	_	- -	839	· <u>-</u>	
Loss on disposal of project assets	_	286	-	286	_	
Loss on disposal of property, plant and						
equipment	_	_	22	_	220	
Gains on disposal of property, plant and						
equipment	(66)	_	_	(66)	_	
Interest income of discounted electricity subsidy	()			()		
in china	(298)	(260)	(190)	(558)	(367)	
Foreign exchange loss/(gain)	(619)	1,878	(564)	,	1,565	
Adjusted EBITDA	10,015	6,050	7,555	16,065	8,491	





### Guidance

	Q3 2021	2021
Revenue	\$19 to \$21 million	\$90 to \$100 million
<b>Gross Margin</b>	36%-40%	>30%







### Recent Announcements

### Co-develop Solar Projects in Italy with Emeren

- Date: July 2021
- Scope of Agreement: ReneSola Power and Emeren will develop projects in a broad range of sizes across the country, with a target of reaching 110 MW shovel-ready projects by 2022.
- Strategic Value: The co-development agreement with Emeren aligns with our growth strategy, enabling us to expand our project development activities in Italy



