

Q1 2024 Earnings Presentation

May 23, 2024

This presentation contains statements that constitute "forward-looking" statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, and as defined in the U.S. Private Securities Litigation Reform Act of 1995. Whenever you read a statement that is not simply a statement of historical fact (such as when the Company describes what it "believes," "plans," "expects" or "anticipates" will occur, what "will" or "could" happen, and other similar statements), you must remember that the Company's expectations may not be correct, even though it believes that they are reasonable. Furthermore, the forward-looking statements are mainly related to the Company's continuing operations and you may not be able to compare such information with the Company's past performance or results. The Company does not guarantee that the forward-looking statements will happen as described or that they will happen at all. Further information regarding risks and uncertainties that could cause actual results to differ materially from those in the forward-looking statements is included in the Company's filings with the U.S. Securities and Exchange Commission, including the Company's annual report on Form 20-F.

Any forward-looking statement speaks only as of the date on which such statement is made and the Company undertakes no obligation, beyond that required by law, to update any forward-looking statement to reflect events or circumstances after the date on which the statement is made, even though the Company's situation may change in the future. As forward-looking statements involve significant risks and uncertainties, caution should be exercised against placing undue reliance on such statements.



Financial Highlights

- Revenue of \$14.8M up 15% y/y
- Gross profit of \$4.0M, more than doubled from Q1 2023
- Gross margin of 27.2%, higher than 12.4% in Q1 2023
- Adjusted EBITDA of \$1.2M, up from \$(2.6)M in Q4 2023 and \$(0.5)M in Q1 2023
- Operating loss of \$0.7M, down from \$6.1M in Q4 2023 and \$3.0M in Q1 2023

Operational Highlights

- Operating loss significantly improved, nearing break-even with a reduction in total operating expenses by over 50%
- As the primary driver of quarterly revenue, the Development Service Agreement (DSA) business expanded with two new agreements⁽¹⁾ for BESS projects, totaling 354 MWp (up to 2.83 GWh) in Southern Italy with Nuveen Infrastructure
- Expanded battery energy storage in China to 19 MWh, fully integrated into a major Chinese IPP's Virtual Power Plant (VPP) platform, within a swiftly growing VPP market
- Developed over 2.6 GW of advanced-stage, high-quality solar projects worldwide, with the total energy storage project pipeline reaching over 8 GW (32 GWh)

Solar Pipeline and IPP Assets

- ~**2.6 GW** advanced-stage quality solar projects by the end of Q1 2024, with target COD/monetization in 2024-2027
- By the end of Q1 2024, over **3.1 GW** ⁽¹⁾ advanced-stage storage project pipeline
- **255 MW** of PV assets and **19 MWh** storage operating assets

Advanced-Stage Project Pipeline (MW)

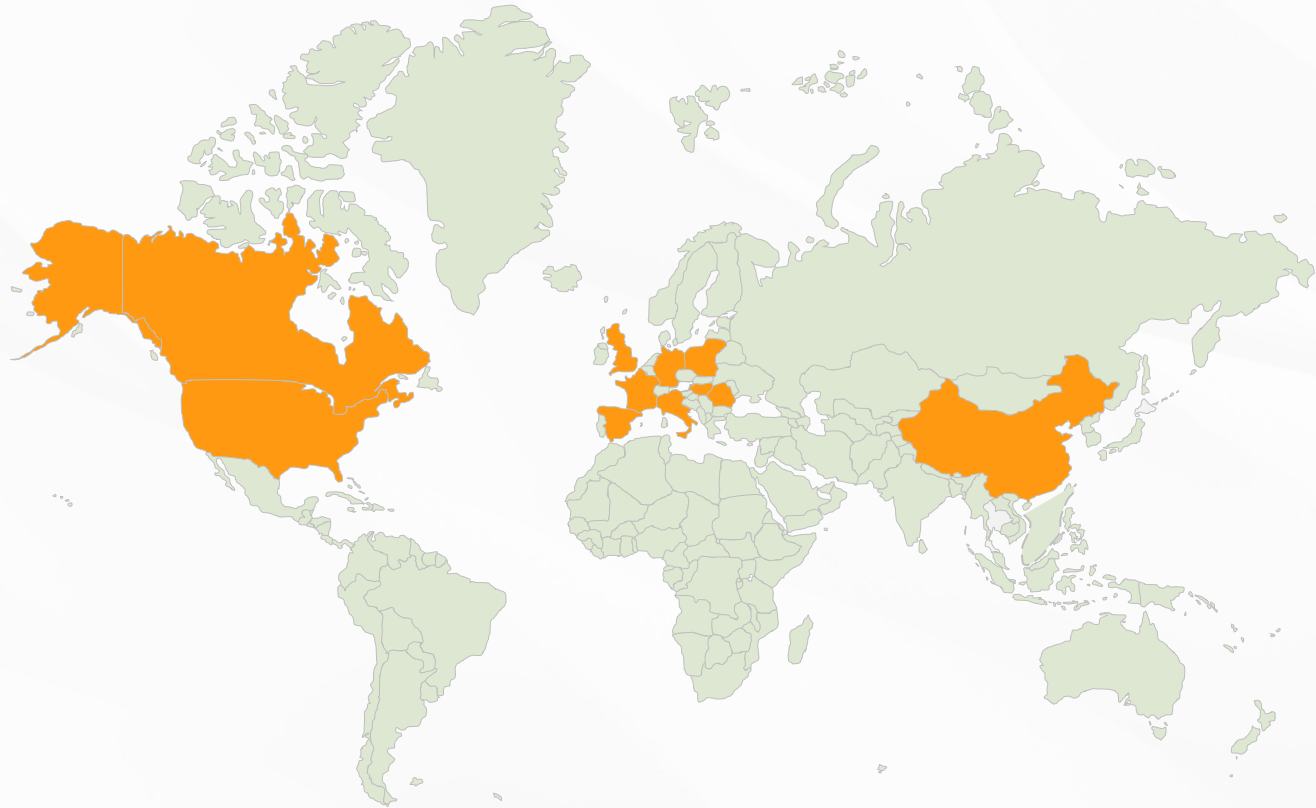
Europe	1,495
U.S.	1,032
China	85
Total	2,612

Advanced-Stage Storage Pipeline (MW)

Europe	2,460
U.S.	596
China	50
Total	3,106
	(12 - 25 GWh) ⁽¹⁾

IPP Assets (MW)

China DG	164 + 10 ⁽²⁾
Europe	67
U.S.	24
Total	255 + 10 ⁽²⁾



Notes:

1. The average hours per MW vary across regions. For example, in the U.S. and Europe, it ranged from 4 - 8 hours per MW of storage, while in China, it was ~2 hours.
2. 19 MWh operating assets of storage in Zhejiang, and ~2 hours per MW of storage in China.

Global Solar and Storage Project Pipeline

As of Mar 31, 2024



Solar Development

Country	Advanced Stage	Early Stage	Total (MW)
Poland	440	65	505
Hungary	35	-	35
U.K.	110	-	110
Spain	215	4,415	4,630
Germany	125	360	485
France	99	90	189
Italy	471	524	995
U.S.	1,032	920	1,952
China	85	-	85
Total	2,612	6,374	8,986

Storage

Country	Advanced Stage	Early Stage	Total (MW)
Poland	912	630	1,542
Hungary	-	-	-
U.K.	170	175	345
Spain	36	2,381	2,417
Germany	-	-	-
France	14	-	14
Italy	1,328	1,727	3,055
U.S.	596	-	596
China	50	-	50
Total	3,106	4,913	8,019 (32-64 GWh)

Notes:

1. The average hours per MW for storage vary across regions. For example, in the U.S. and Europe, it ranged from 4 - 8 hours per MW of storage, while in China, it was ~2 hours.
2. Q1'24 advanced-stage storage pipeline number for Spain is lower than Q4'23 due to reclassification of projects to early-stage after additional review.

Global IPP Assets Details

As of Mar 31, 2024

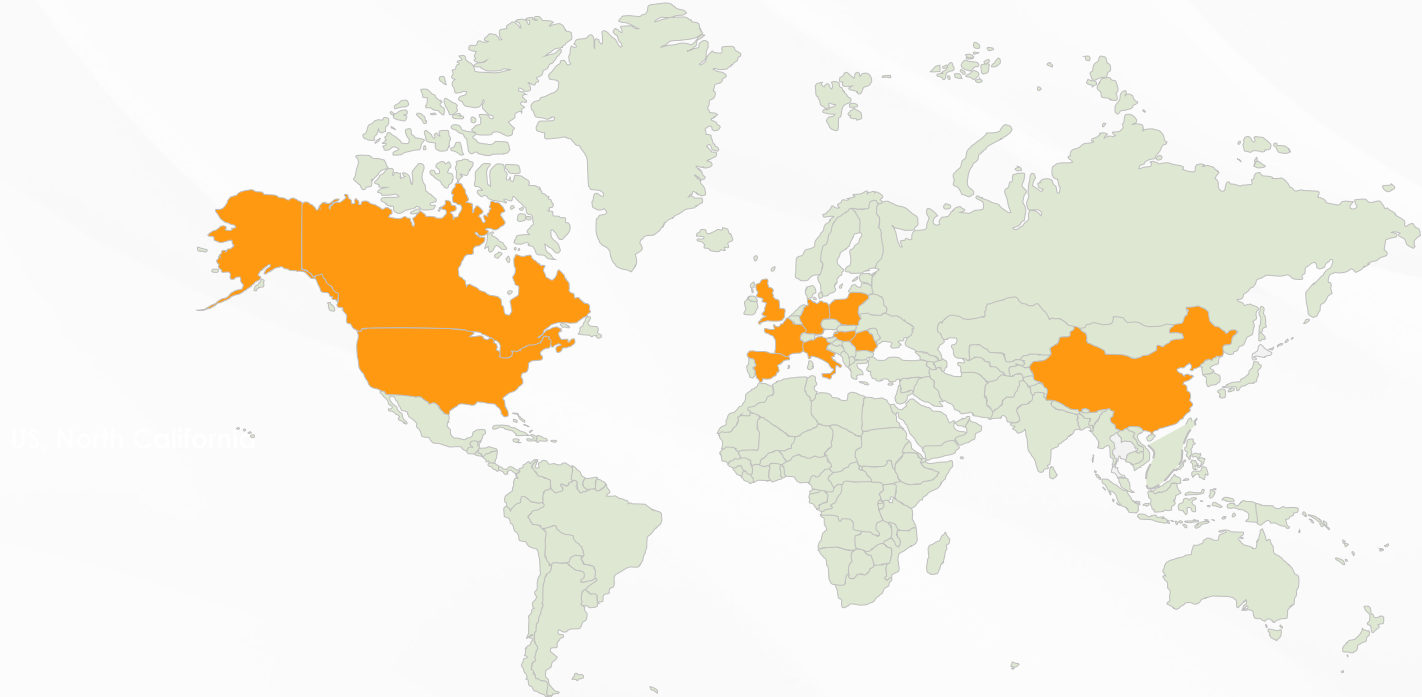


Operating Assets	PV Capacity (MW)	Storage (MW)
Europe	67	
- UK Branston	50	
- Hungary	17	
U.S.	24	
China	164	
- Zhejiang	55	~ 10
- Anhui	37	
- Henan	17	
- Hebei	17	
- Jiangsu	17	
- Fujian	8	
- Shandong	5	
- Other provinces	8	
Total	255	~ 10 (1)

255 MW
Projects in Operation

19 MWh
Storage in Operation

- Operate projects in well-developed regions
- Favorable FIT/PPAs



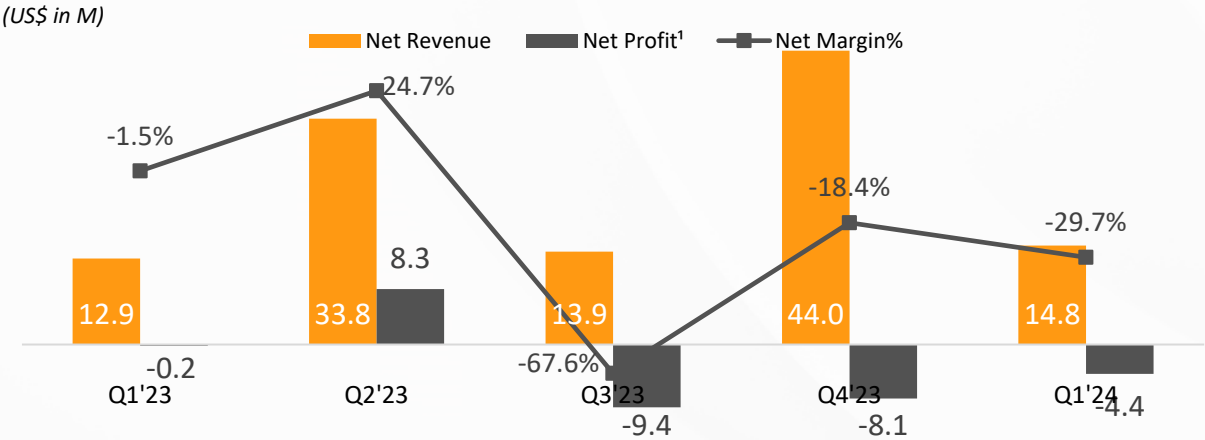
Notes:
1. 19 MWh operating assets of storage in Zhejiang, and ~2 hours per MW of storage in China.



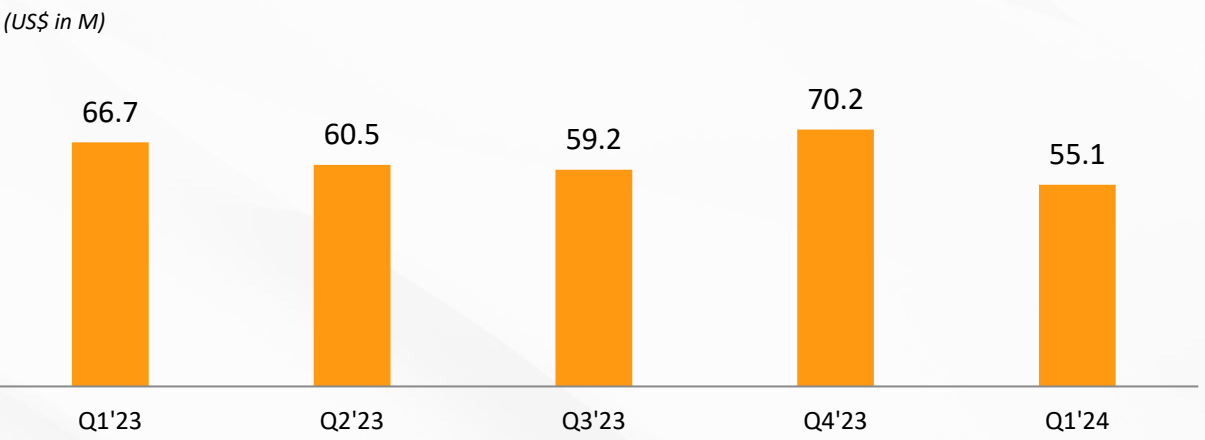
Financial Results (as of Mar 31, 2024)



Net Revenue and Net Profit⁽¹⁾



Cash and Cash Equivalents



- Q1 revenue at \$14.8M and net loss of \$4.4M
- The sequential decline in total revenue was due to normal seasonality, while the increase y/y was primarily driven by our growing DSA business, which accounted for 34%
- Net loss was primarily impacted by 1) ~\$0.7 million write-off of cancelled U.S. early-stage projects due to our shifted focus on advanced-stage projects, and 2) an unrealized foreign exchange loss of over \$3.2 million
- Ended Q1'24 with \$55.1M cash
- Repurchased approx. \$6.3 million ADS in Q1

Notes:
 1. Net income (loss) attributed to Emeren Group Ltd
 2. For more information of financial results, please refer to Appendix at end of this presentation

	Q2 2024	FY 2024
Revenue	\$20 - \$23 million	\$150 - \$160 million
Gross Margin	40 - 45%	~ 30%
Net Income ⁽¹⁾	/	~\$22 million
Earnings per ADS	/	~ \$0.43

*IPP revenue in 2024 expected to be between \$24 - \$26 million and gross margin to be approximately 50%.

**Gross profit contributed by DSA globally in 2024 expected to be within the range of 15-20%.

January 3: Emeren Group Releases 2022 Environmental, Social and Governance Report

January 9: Emeren Group Successfully Acquired 10.76 MWh Energy Storage Portfolio in China, Entering Virtual Power Plant Market

January 25: Emeren Group Announces Preliminary 2023 Financials and 2024 Outlook

February 12: Emeren Group's Board of Directors Approves an Accelerated Stock Repurchase Program up to \$10 million

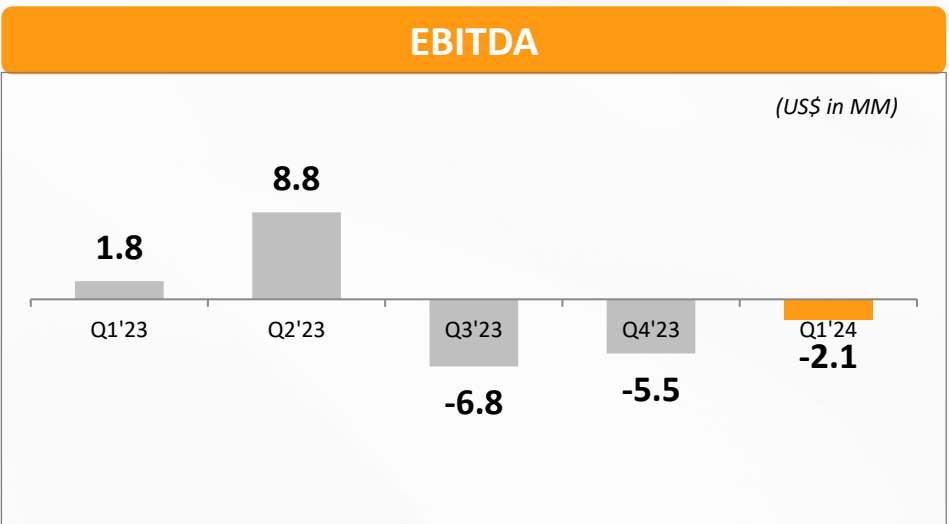
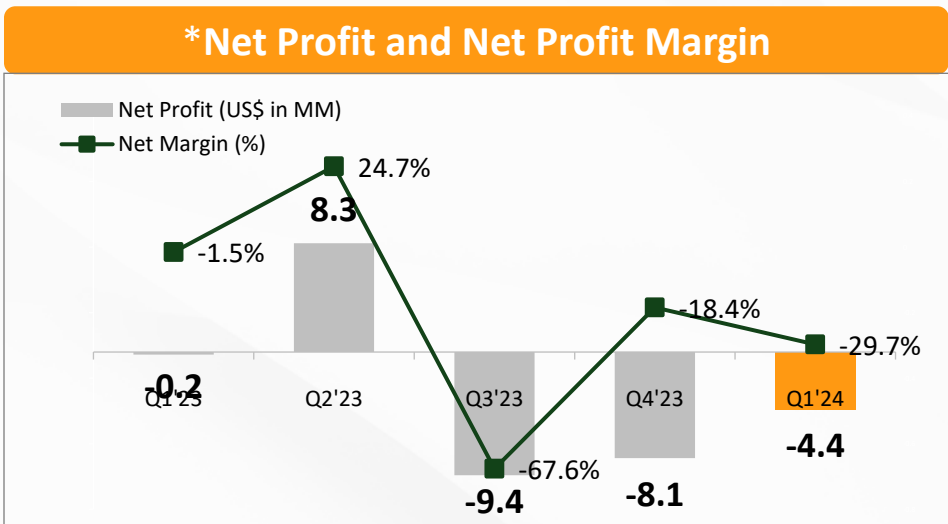
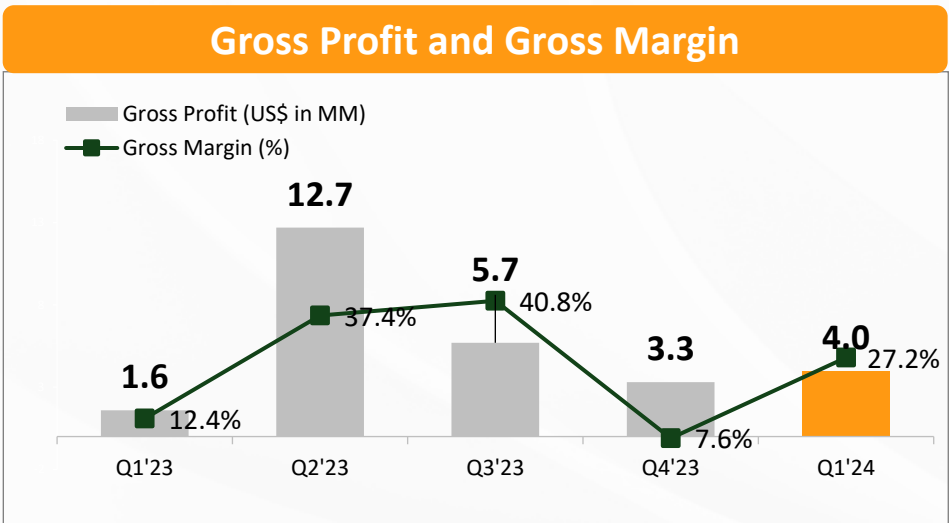
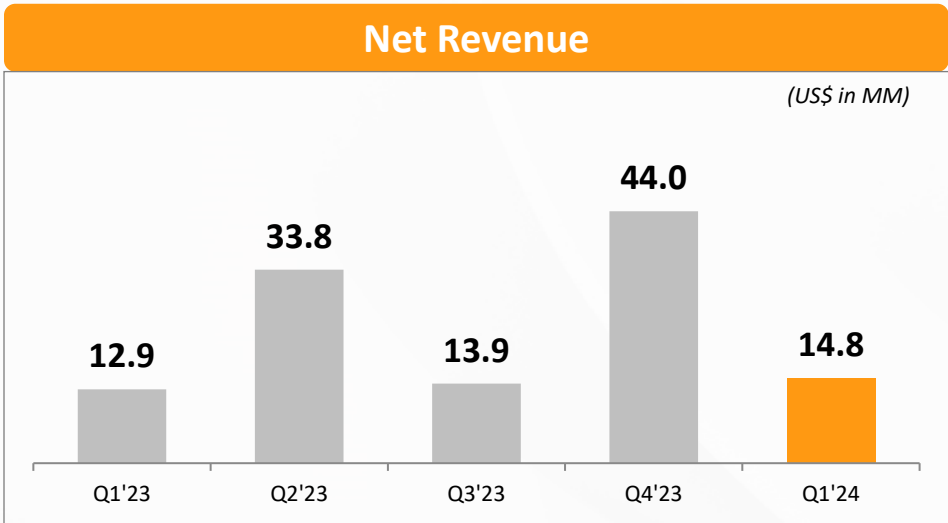
March 15: Emeren Group and Glennmont to Develop 155 MW of Battery Storage Projects in Italy

April 19: Emeren Group Announces Receipt of Notice of Late Filing from NYSE

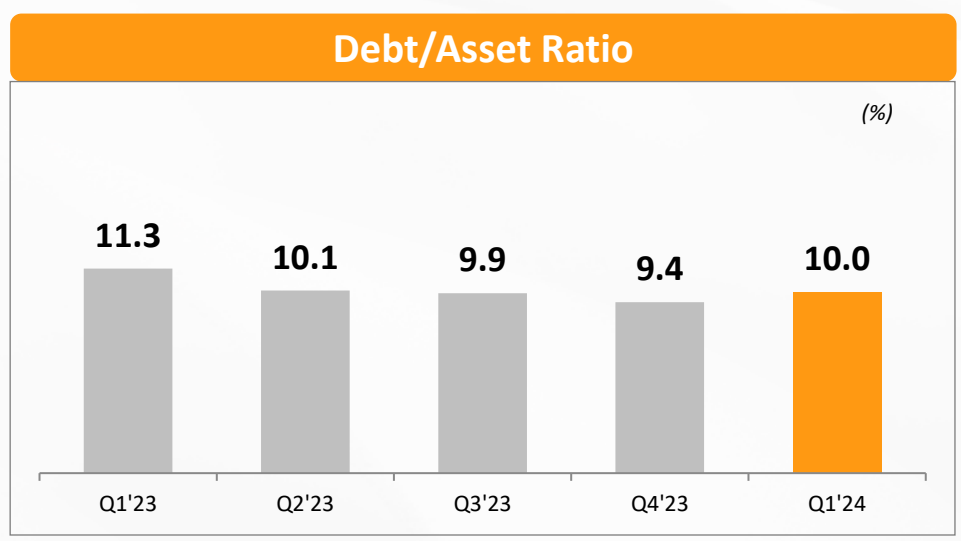
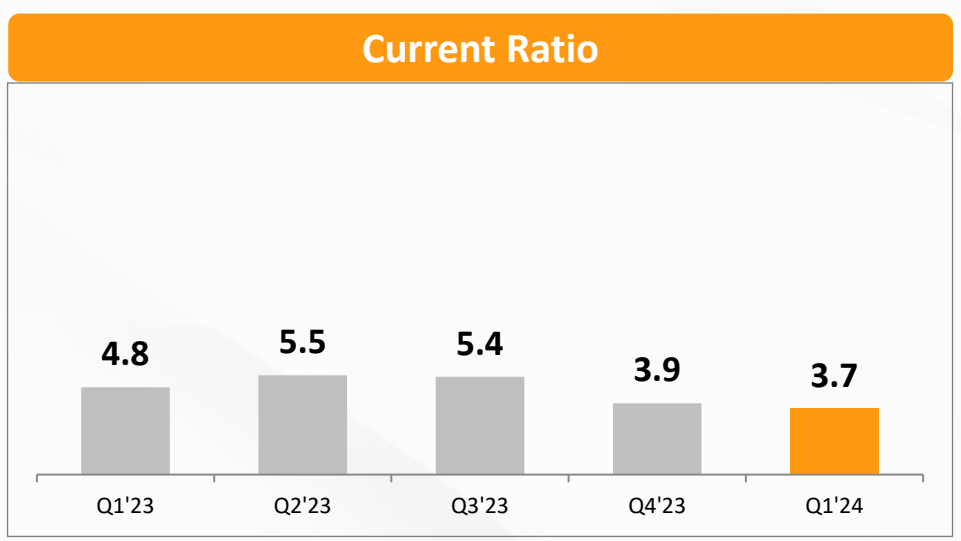
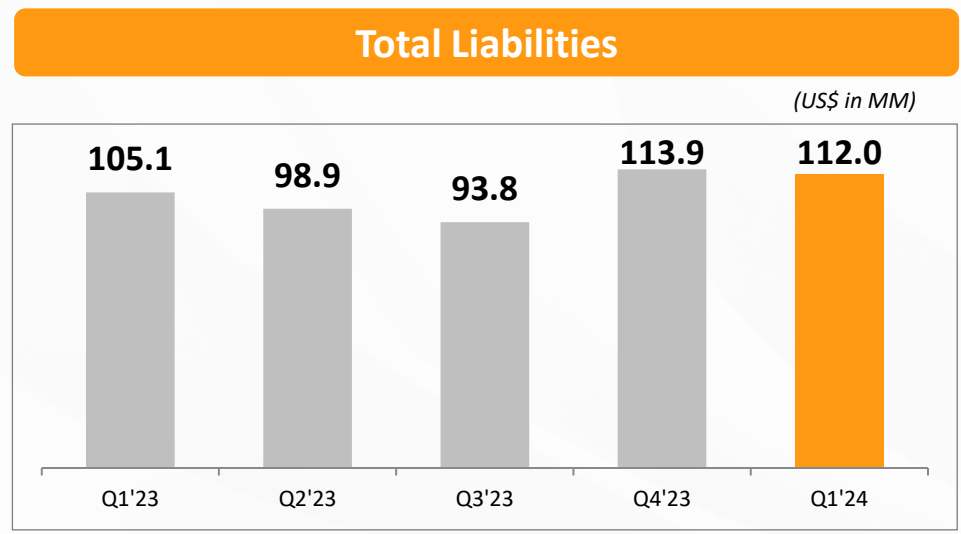
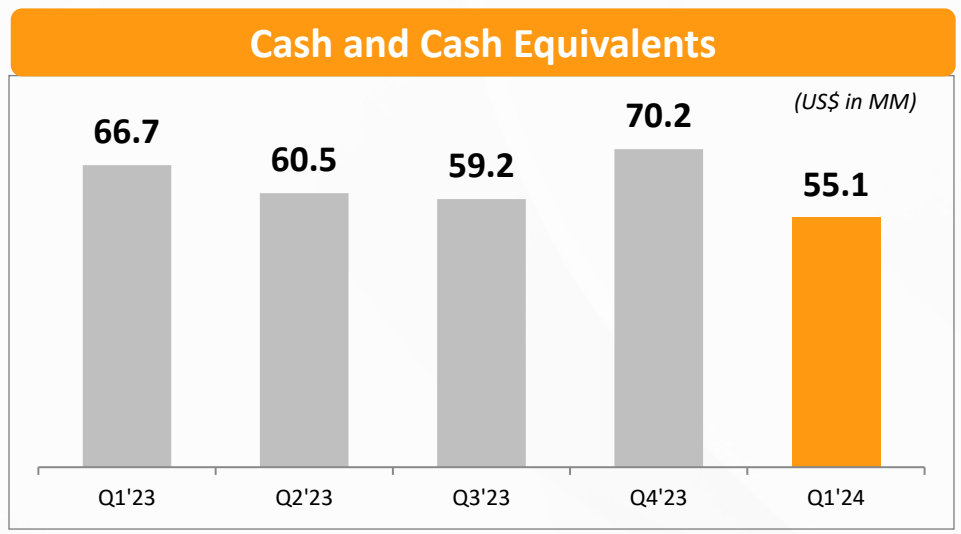
April 23: Emeren Group and Nuveen Infrastructure Finalize 354 MWp Battery Storage Portfolio in Italy with 2.83 GWh Capacity

Appendix

A photograph of a rooftop solar panel array at sunset. The panels are in the foreground, and a city skyline is visible in the background under a dramatic, cloudy sky.



* Net income (loss) attributed to Emeren Group Ltd



Income Statement



14

Unaudited Consolidated Statements of Operations (\$ in thousands, except ADS and share data)	Three Months Ended		
	Mar 31, 2024	Dec 31, 2023	Mar 31, 2023
Net revenues	\$ 14,787	\$ 44,000	\$ 12,876
Cost of revenues	(10,759)	(40,657)	(11,283)
Gross profit	4,028	3,343	1,593
Operating (expenses)/income:			
Sales and marketing	(142)	(105)	(92)
General and administrative	(4,022)	(7,097)	(4,396)
Other operating expenses	(550)	(2,287)	(108)
Total operating expenses	(4,714)	(9,489)	(4,596)
Loss from operations	(686)	(6,146)	(3,003)
Other (expenses)/income:			
Interest (expenses)/income, net	124	(244)	(133)
Investment income	-	39	77
Foreign exchange gains/(loss)	(3,235)	(1,390)	2,708
Total other income/(loss) , net	(3,111)	(1,595)	2,652
Loss before income tax	(3,797)	(7,741)	(351)
Income tax benefit	(176)	(2,116)	(264)
Loss, net of tax	(3,973)	(9,857)	(615)
Less: Net income (loss) attributed to non-controlling interests	431	(1,769)	(421)
Net Loss attributed to Emeren Group Ltd	(4,404)	(8,088)	(194)
Loss attributed to Emeren Group Ltd per ADS			
Basic	\$ (0.08)	\$ (0.15)	\$ (0.00)
Diluted	\$ (0.08)	\$ (0.15)	\$ (0.00)
Weighted average number of ADS used in computing income/(loss) per ADS*			
Basic	53,539,577	55,197,797	57,409,673
Diluted	53,539,577	55,197,797	57,409,673

*Each American depositary shares (ADS) represents 10 common shares

Balance Sheet



Unaudited Consolidated Balance Sheet (\$ in thousands)	As of		
	Mar 31, 2024	Dec 31, 2023	Mar 31, 2023
ASSETS			
Current assets:			
Cash and cash equivalents	\$ 55,061	\$ 70,174	\$ 66,729
Restricted cash	3	-	8
Short-investments in U.S. Treasury Bills	-	-	9,992
Accounts receivable trade, net	26,709	27,089	20,048
Accounts receivable unbilled	49,406	59,526	51,903
Advances to suppliers	4,850	4,283	625
Value added tax receivable	9,079	7,361	7,142
Prepaid expenses and other current assets, net	15,839	16,609	17,535
Project assets current	46,509	39,914	36,711
Deferred Cost	3,111	1,872	-
Total current assets	210,567	226,828	210,693
Property, plant and equipment, net	170,018	163,076	172,682
Project assets non-current	40,225	37,014	31,723
Goodwill	-	-	1,023
Operating lease right-of-use assets	20,037	20,037	22,350
Finance lease right-of-use assets	4,647	14,127	21,504
Other non-current assets	17,371	16,927	21,751
Total assets	\$ 462,865	\$ 478,009	\$ 481,726

Unaudited Consolidated Balance Sheet (\$ in thousands)	As of		
	Mar 31, 2024	Dec 31, 2023	Mar 31, 2023
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY			
Current liabilities:			
Short-term borrowings	945	1,069	1,487
Accounts payable	15,664	13,041	5,911
Advances from customers	5,243	5,375	2,885
Amounts due to related parties	5,830	4,967	2,171
Other current liabilities	18,837	22,054	20,120
Income tax payable	2,160	2,168	914
Salaries payable	670	718	550
Deferred revenue	2,997	3,177	-
Operating lease liabilities current	903	903	1,227
Failed sale-lease back and finance lease liabilities current	4,505	4,916	8,401
Total current liabilities	57,754	58,388	43,666
Long-term borrowings	23,028	23,001	22,024
Deferred tax liabilities, non-current	3,499	3,532	3,559
Operating lease liabilities non-current	18,247	18,247	20,500
Failed sale-lease back and finance lease liabilities non-current	9,450	10,772	15,341
Total liabilities	\$ 111,978	\$ 13,940	\$ 105,090
Shareholders' equity			
Common shares	806,714	806,696	806,283
Additional paid-in capital	14,757	14,728	13,941
Treasury stock	(48,116)	(41,938)	(33,200)
Accumulated deficit	(451,105)	(446,701)	(437,571)
Accumulated other comprehensive loss	(8,788)	(6,471)	(13,764)
Total equity attributed to Emeren Group Ltd	313,462	326,315	335,689
Noncontrolling interest	37,425	37,754	40,947
Total shareholders' equity	350,887	364,069	376,636
Total liabilities and shareholders' equity	\$ 462,865	\$ 478,009	\$ 481,726

Unaudited Consolidated Statement of Cash Flow (\$ in thousands)	Three Months Ended		
	<u>Mar 31, 2024</u>	<u>Dec 31, 2023</u>	<u>Mar 31, 2023</u>
Net cash provided by (used in) operating activities	\$ (3,283)	\$ 2,922	\$ (23,728)
Net cash provided by (used in) investing activities	(2,598)	7,006	(1,866)
Net cash used in financing activities	(8,397)	(4,916)	(16,150)
Effect of exchange rate changes	(831)	5,981	1,193
Net increase (decrease) in cash and cash equivalents and restricted cash	(15,110)	10,993	(40,551)
Cash and cash equivalents and restricted cash, beginning of the quarter	70,174	59,181	107,288
Cash and cash equivalents and restricted cash, end of the quarter	\$ 55,064	\$ 70,174	\$ 66,737

To supplement Emeren Group Ltd's financial statements presented on a US GAAP basis, Emeren Group Ltd provides non-GAAP financial data 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 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 impairment of long-lived assets, plus loss/(gain) on disposal of assets, plus foreign exchange loss/(gain).

Our management uses EBITDA, Adjusted EBITDA as financial measures to evaluate the profitability and efficiency of our business model. We use these non-GAAP financial measures to assess 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.

Adjusted EBITDA (\$ in thousands)	Three Months Ended		
	<u>Mar 31, 2024</u>	<u>Dec 31, 2023</u>	<u>Mar 31, 2023</u>
Net Loss	\$ (3,973)	\$ (9,857)	\$ (615)
Income tax expenses	176	2,116	264
Interest expenses, net	(124)	244	133
Depreciation & Amortization	1,848	2,003	2,050
EBITDA	\$ (2,073)	\$ (5,494)	\$ 1,832
Discount of electricity subsidy in China	133	603	(96)
Share based compensation	28	203	441
Impairment of long-lived assets	-	616	-
Interest income of discounted electricity subsidy in China	(161)	60	53
Foreign exchange loss (gain)	3,235	1,390	(2,709)
Adjusted EBITDA	\$ 1,162	\$ (2,622)	\$ (479)



emeren[®]
Empowering Renewables

Contact Information

Emeren Group Ltd

Suzanne Wilson

+1 (510) 631 6550

Suzanne.wilson@emeren.com

Emeren Group Ltd - Investor Relations

ir@emeren.com

The Blueshirt Group

Gary Dvorchak

+1 (323) 240-5796

gary@blueshirtgroup.co

