August 12, 2026

Second Quarter 2026 Results

Cautionary Statement Regarding Forward-Looking Statements

This presentation, as well as other statements we make, contains “forward-looking statements” within the meaning of the federal securities laws, which include any statements that are not historical facts. Such statements often contain words such as “expect,” “may,” “can,” “believe,” “predict,” “plan,” “potential,” “projected,” “projections,” “forecast,” “estimate,” “intend,” “anticipate,” “ambition,” “goal,” “target,” “think,” “should,” “could,” “would,” “will,” “hope,” “see,” “likely,” and other similar words. Forward-looking statements address matters that are, to varying degrees, uncertain, such as statements about our financial and operating performance guidance, targets and other forecasts or expectations regarding, or dependent on, our business outlook and strategy and expectations around our software-centric business; our ability to secure sufficient and timely inventory from suppliers; our ability to meet contracted customer demand; our ability to manage manufacturing or delivery delays; our ability to manage our supply chain and distribution channels; our acquisitions, joint ventures, partnerships and other alliances; forecasts or expectations regarding the energy transition and global climate change; the integration and optimization of energy resources; our business strategies and those of our customers; our ability to retain or upgrade current customers, further penetrate existing markets or expand into new markets; the effects of natural disasters and other events beyond our control; the impacts of the One Big Beautiful Bill Act (“OBBB”) on our business and that of our customers; the direct or indirect effects on our business of macroeconomic factors and geopolitical instability, such as the armed conflicts between Russian and Ukraine and in the Middle East; and our outlook and future results of operations, including revenue, adjusted EBITDA, and the other metrics presented herein.

Such forward-looking statements are subject to risks, uncertainties, and other factors that could cause actual results or outcomes to differ materially from those expressed or implied by such forward-looking statements, including but not limited to our inability to execute on, and achieve the expected benefits from, our operational and strategic initiatives, including from our cost reduction and restructuring efforts; our inability to successfully execute on our new software-centric strategy; the effects of the OBBB on our business and that of our customers; our inability to secure sufficient and timely inventory from our suppliers, as well as contracted quantities of equipment; our inability to meet contracted customer demand; supply chain interruptions and manufacturing or delivery delays; disruptions in sales, production, service or other business activities; general macroeconomic and business conditions in key regions of the world, including inflationary pressures, general economic slowdown or a recession, high interest rates, changes in monetary policy, changes in trade policies, including tariffs or other trade restrictions or the threat of such actions, government shutdowns and instability in financial institutions; the direct and indirect effects of widespread health emergencies on our workforce, operations, financial results and cash flows; geopolitical instability, such as the armed conflicts between Russian and Ukraine and in the Middle East; the results of operations and financial condition of our customers and suppliers; pricing pressures; severe weather and seasonal factors; our inability to continue to grow and manage our growth effectively; our inability to attract and retain qualified employees and key personnel; our inability to comply with, and the effect on our business of, evolving legal standards and regulations, including those concerning data protection, consumer privacy, sustainability, and evolving labor standards; risks relating to the development and performance of our software-enabled services; our inability to retain or upgrade current customers, further penetrate existing markets or expand into new markets; the risk that our business, financial condition and results of operations may be adversely affected by other political, economic, business and competitive factors; and other risks and uncertainties discussed in this presentation and in our most recent Forms 10-K, 10-Q and 8-K filed with or furnished to the SEC. If one or more of these or other risks or uncertainties materialize (or the consequences of any such development changes), or should our underlying assumptions prove incorrect, our actual results or outcomes, or the timing of these results or outcomes, may vary materially from those reflected in our forward-looking statements. Forward-looking statements and other statements in this presentation regarding our environmental, social, and other sustainability plans and goals are not an indication that these statements are necessarily material to the Company, investors or other stakeholders or required to be disclosed in our filings under U.S. securities laws or any other laws or requirements applicable to the Company. Forward-looking statements in this presentation are made as of the date of this presentation, and the Company disclaims any intention or obligation to update publicly or revise such forward-looking statements, whether as a result of new information, future events, or otherwise, except as required by law.

Non-GAAP measures

In addition to financial measures in accordance with U.S. GAAP, this presentation includes references to non-GAAP financial measures, including adjusted EBITDA, non-GAAP gross profit, and non-GAAP gross margin. We believe these non-GAAP measures provide useful supplemental information regarding certain financial and business trends relating to our financial condition and results of operations. We also believe that these non-GAAP financial measures provide an additional tool for investors to use in evaluating ongoing operating results and trends and in comparing our financial performance with other similar companies, many of which present similar non-GAAP financial measures to investors. These non-GAAP financial measures are in addition to, and should not be considered superior to, or a substitute for, financial results prepared in accordance with GAAP. Non-GAAP financial measures should not be considered in isolation and are subject to significant inherent limitations. The non-GAAP measures presented herein may not be comparable to similar non-GAAP measures presented by other companies. Reconciliation of these non-GAAP measures to their most directly comparable GAAP financial measures are included in the Appendix to this presentation.

Industry and Market Data

In this presentation, Stem relies on and refers to certain information and statistics obtained from third-party sources which it believes to be reliable, including reports by market research firms. Stem has not independently verified the accuracy or completeness of any such third-party information. This presentation may contain trademarks, service marks, trade names and copyrights of other companies, which are the property of their respective owners.

Second Quarter 2026 Results and Other Highlights

Driving sustained commercial progress and disciplined execution

Second Quarter 2026 Results

Revenue
$34M
(12)% YoY

Annual Recurring Revenue (ARR)
$62M
+7% YoY

GAAP/Non-GAAP Gross Margin
41% / 55%
+8 p.p. YoY / +6 p.p. YoY

Adjusted EBITDA
$6M
+63% YoY

Operating Cash Flow
$0.3M
+$22M YoY

Highlights

Increased PowerTrack™ software revenue by 3% QoQ and 11% YoY

PowerTrack EMS selected for 420 MWh hybrid deployment in Chile and two 80 MWh hybrid deployments in Hungary

Achieved fifth consecutive quarter of positive adjusted EBITDA

Technology leadership evidenced by The smarter E AWARD 2026 for PowerTrack EMS

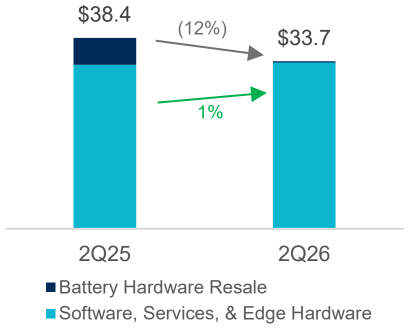
Reaffirming 2026 guidance across all metrics

See Appendix for definitions and reconciliation of non-GAAP financial measures to most directly comparable GAAP measures.

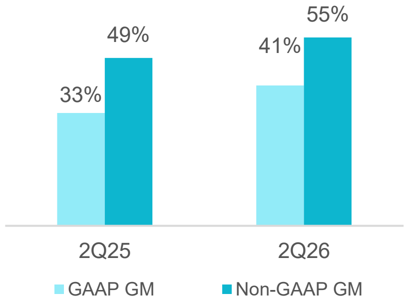
2Q 2026 Financial Metrics

$ millions, unless otherwise noted

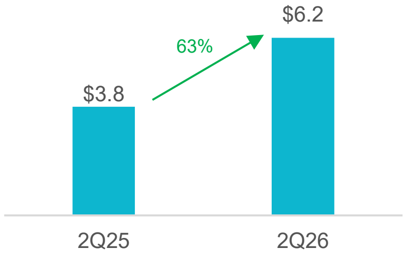
Revenue



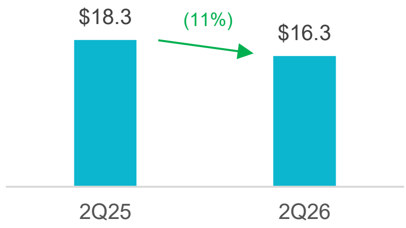
GAAP & Non-GAAP Gross Margin %



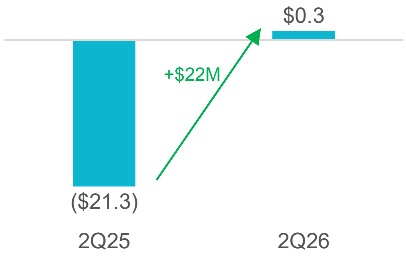
Adjusted EBITDA



Cash OpEx



Operating Cash Flow



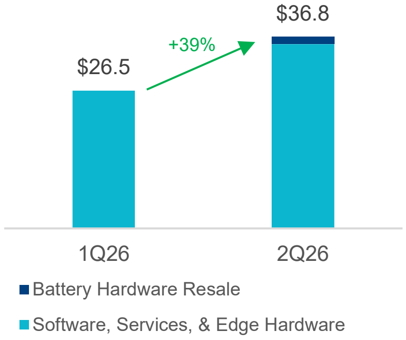
- Total revenue decrease driven by significantly less battery resale revenue ($0.3M in 2Q26 vs $5.4M in 2Q25)
- Margin improvements driven by favorable revenue mix
- Improved adjusted EBITDA YoY driven by improved gross margin and reduced operating expenses
- Operating cash flow up +$9M QoQ

See Appendix for definitions and reconciliation of non-GAAP financial measures to most directly comparable GAAP measures.

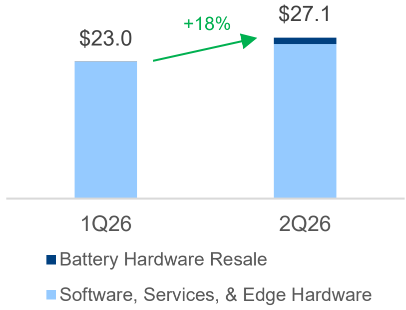
2Q 2026 Operating Metrics

$ millions, unless otherwise noted

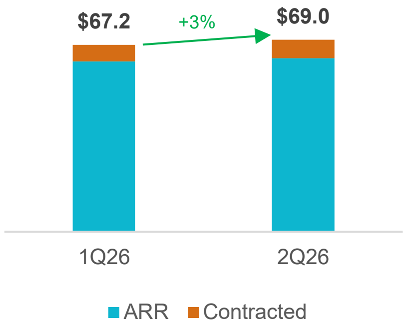
Bookings



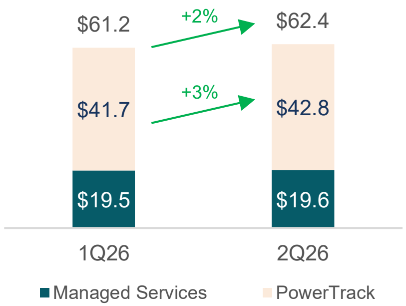
Contracted Backlog



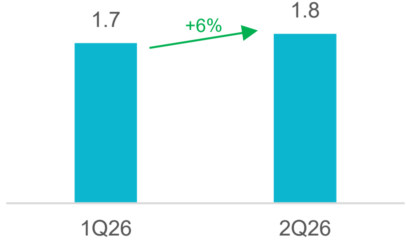
CARR



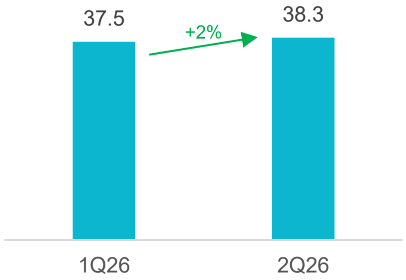
ARR



AUM – Storage (GWh)



AUM – Solar (GW)



- Bookings up nearly 40% sequentially due to increased PowerTrack software, edge hardware, and services bookings
- Edge hardware and services backlog up 13% QoQ
- Total ARR increased 7% YoY
- PowerTrack ARR up 13% YoY

stem See Appendix for definitions.

Reaffirming Full Year 2026 Guidance

$ millions, unless otherwise noted	Low	High
Total Revenue	$140	$190
Software, services, & edge hardware	$130	$150
Battery hardware resale	Up to $40	
Non-GAAP gross margin %	40% – 50%	
Adjusted EBITDA	$10	$15
Operating cash flow	$0	$10
Year-end ARR	$65	$70

Note: Sub-revenue items do not add to total revenue due to ranges and rounding.
See Appendix for definitions and reconciliation of non-GAAP financial measures to most directly comparable GAAP measures.

2026 Key Priorities

1) Drive operational leverage

2) Continue to strengthen core business

3) Build the foundation for accelerated growth in 2027+

stem

About Stem

Stem (NYSE: STEM) is a global leader reimagining technology to support the energy transition. We turn complexity into clarity and potential into performance.

Stem helps asset owners, operators, and energy stakeholders unlock the full value of their portfolios by enabling the intelligent development, deployment, and operation of clean energy assets. Stem's integrated software suite, PowerTrack^{TM}, is the industry-standard and best-in-class platform for asset monitoring and optimization and is backed by expert professional and managed services, all delivered under one roof. Designed to address complex energy challenges seamlessly, our technology transforms raw data into clear, actionable insights, providing the visibility and intelligence needed to drive performance. With projects across 55 countries, customers have trusted Stem for nearly 20 years to maximize the value of their clean energy investments.

Driven by human and artificial intelligence, Stem is unlocking energy intelligence.
Learn more at stem.com.

Appendix

Key Financial and Operating Metrics

$ millions unless otherwise noted	Three Months Ended June 30,		Six Months Ended June 30,	
	2026	2025	2026	2025
Key Financial Results				
Revenue	$33.7	$38.4	$62.7	$70.9
GAAP Gross Profit (Loss)	13.9	12.8	24.8	23.3
GAAP Gross Margin (%)	41%	33%	40%	33%
Non-GAAP Gross Profit	18.4	18.7	33.6	33.5
Non-GAAP Gross Margin (%)	55%	49%	54%	47%
Net Income (Loss)	(14.4)	202.5	(33.3)	177.5
Adjusted EBITDA	6.2	3.8	8.2	(0.8)
Key Operating Metrics				
Bookings	$36.8	$34.3	$63.3	$68.8
Contracted Backlog*	27.1	26.8	27.1	26.8
CARR*	69.0	69.2	69.0	69.2
ARR*	62.4	58.5	62.4	58.5
Solar Operating AUM (GW)*	38.3	32.7	38.3	32.7
Storage Operating AUM (GWh)*	1.8	1.7	1.8	1.7

*At period end.
See Appendix for definitions and reconciliation of non-GAAP financial measures to most directly comparable GAAP measures.

Supplemental Revenue Detail

$ in thousands	Three Months Ended June 30,		Six Months Ended June 30,	
	2026	2025	2026	2025
PowerTrack software	10,543	9,521	20,817	18,375
Edge hardware	14,750	12,086	25,076	22,349
Project and professional services	2,182	2,330	3,901	4,146
Subtotal	$27,475	$23,937	$49,794	$44,870
Managed services	5,893	9,003	12,574	16,054
Battery hardware resale	286	5,434	286	9,962
Total Stem Revenue	**$33,654**	**$38,374**	**$62,654**	**$70,886**

See Appendix for definitions.

Supplemental Margin Detail

	Three Months Ended June 30, 2026		Six Months Ended June 30, 2026	
	GAAP Gross Margin	Non-GAAP Gross Margin	GAAP Gross Margin	Non-GAAP Gross Margin
PowerTrack software	*64%*	*75%*	*64%*	*75%*
Edge hardware	*47%*	--	*43%*	--
Project and professional services	*59%*	--	*57%*	--
Managed services	*(19%)*	*38%*	*(13%)*	*40%*
Battery hardware resale	*10%*	--	*11%*	--
Total Stem Gross Margin	*41%*	*55%*	*40%*	*54%*

Note: GAAP and Non-GAAP gross margin are the same for edge hardware, project and professional services, and battery hardware resale.
See Appendix for definitions and reconciliation of non-GAAP financial measures to most directly comparable GAAP measures.

Reconciliation of GAAP Operating Expense to Cash Operating Expense

$ millions unless otherwise noted	Three Months Ended June 30,		Six Months Ended June 30,	
	2026	2025	2026	2025
GAAP Operating Expense	$21.6	$26.1	$46.7	$57.8
Less: Non-cash adjustments				
Depreciation and Amortization	(4.3)	(3.7)	(7.7)	(7.2)
Stock Compensation	(1.5)	(1.4)	(3.5)	(5.7)
Impairment of assets held for sale	0.5	--	(2.8)	--
Other adjustments	--	(2.7)	(0.1)	(3.6)
Cash Operating Expense	$16.3	$18.3	$32.6	$41.3
Revenue	$33.7	$38.4	$62.7	$70.9
Cash Operating Expense as % of Revenue	48%	48%	52%	58%

Reconciliation of GAAP and Non-GAAP Gross Margin

$ millions unless otherwise noted	Three Months Ended June 30,		Six Months Ended June 30,	
	2026	2025	2026	2025
Revenue	$33.7	$38.4	$62.7	$70.9
Cost of revenue	(19.8)	(25.6)	(37.9)	(47.6)
GAAP gross profit	$13.9	12.8	$24.8	$23.3
GAAP gross margin (%)	41%	33%	40%	33%
Adjustments to gross margin:				
Amortization of capitalized software & developed technology	4.4	4.5	8.7	8.8
Impairments	0.1	1.4	0.1	1.4
Non-GAAP gross profit	$18.4	$18.7	$33.6	$33.5
Non-GAAP gross margin (%)	55%	49%	54%	47%

Non-GAAP gross margin, as used in the Company's full year 2026 guidance, is a non-GAAP financial measure that excludes or has otherwise been adjusted for items impacting comparability. The Company is unable to reconcile projected non-GAAP gross margin to GAAP gross margin, its most directly comparable forward-looking GAAP financial measure, without unreasonable efforts, because the Company is currently unable to predict with a reasonable degree of certainty its change in amortization of capitalized software, impairments, and other items that may affect GAAP gross margin. The unavailable information could have a significant effect on the Company's full year 2026 GAAP financial results.

Reconciliation of Net Income (Loss) to Adjusted EBITDA

$ thousands unless otherwise noted	Three Months Ended June 30,		Six Months Ended June 30,	
	2026	2025	2026	2025
Net income (loss)	$(14,383)	$202,531	$(33,308)	$177,531
Adjusted to exclude the following:				
Depreciation and amortization[(1)]	11,507	12,926	22,025	24,621
Interest expense	7,510	4,072	14,869	8,362
Stock-based compensation	1,454	1,395	3,501	5,712
Gain on extinguishment of debt, net	--	(220,047)	--	(220,047)
Change in fair value of warrant liability	(503)	--	(2,914)	--
Recovery of accounts receivable write-off[(2)]	--	(3,500)	--	(3,500)
(Remeasurement of) impairment of assets held for sale	(545)	--	2,770	--
Provision for income taxes	13	475	125	533
Other (income) expenses[(3)]	1,173	5,965	1,158	5,978
Adjusted EBITDA	$6,226	$3,817	$8,226	$(810)

Adjusted EBITDA, as used in the Company's full-year 2026 guidance, is a non-GAAP financial measure that excludes or has otherwise been adjusted for items impacting comparability. The Company is unable to reconcile projected adjusted EBITDA to net income (loss), its most directly comparable forward-looking GAAP financial measure, without unreasonable effort, because the Company is unable to predict with a reasonable degree of certainty its change in stock-based compensation expense, depreciation and amortization expense, and other items that may affect net loss. The unavailable information could have a significant effect on the Company's full-year 2026 GAAP financial results.

(1) Depreciation and amortization reflects depreciation and amortization expense, impairment loss of energy storage systems, and impairment loss of project assets.

(2) As previously disclosed, the Company wrote off certain receivables determined to be uncollectible. During the three and six months ended June 30, 2025, the Company recovered $3.5 million of the receivables previously written off.

(3) Adjusted EBITDA for the three and six months ended June 30, 2026 included other expenses of $1.2 million and $1.2 million, respectively. For the three months ended June 30, 2026, other expenses includes $1.1 million for acquisition and divestiture related charges and $0.1 million of other non-recurring expenses. For the six months ended June 30, 2026, other expenses includes $1.1 million for acquisition and divestiture related charges and $0.1 million of other non-recurring expenses.

Reconciliation of GAAP and Non-GAAP Gross Margin

PowerTrack Software

$ millions unless otherwise noted	Three Months Ended June 30, 2026	Six Months Ended June 30, 2026
PowerTrack Software Revenue	$10.5	$20.8
Less: Cost of revenue	(3.8)	(7.4)
GAAP gross (loss) profit	$6.7	$13.4
GAAP gross margin (%)	64%	64%
Non-GAAP Gross Profit		
GAAP Revenue	$10.5	$20.8
Less: Cost of revenue	(3.8)	(7.4)
Add: Amortization of capitalized software & developed technology	1.1	2.2
Non-GAAP gross profit	$7.9	$15.6
Non-GAAP gross margin (%)	75%	75%

Non-GAAP gross margin as used in the Company's full year 2026 guidance, is a non-GAAP financial measure that excludes or has otherwise been adjusted for items impacting comparability. The Company is unable to reconcile projected non-GAAP gross margin to GAAP gross margin, its most directly comparable forward-looking GAAP financial measure, without unreasonable efforts, because the Company is currently unable to predict with a reasonable degree of certainty its change in amortization of capitalized software, impairments, and other items that may affect GAAP gross margin. The unavailable information could have a significant effect on the Company's full year 2026 GAAP financial results.

Reconciliation of GAAP and Non-GAAP Gross Margin

Managed Services

$ millions unless otherwise noted	Three Months Ended June 30, 2026	Six Months Ended June 30, 2026
Managed Services Revenue	$5.9	$12.6
Less: Cost of revenue	(7.0)	(14.2)
GAAP gross (loss) profit	$(1.1)	$(1.6)
GAAP gross margin (%)	(19%)	(13%)
Non-GAAP Gross Profit		
GAAP Revenue	$5.9	$12.6
Less: Cost of revenue	(7.0)	(14.2)
Add: Amortization of capitalized software & developed technology	3.3	6.6
Add: Impairments	--	--
Non-GAAP gross profit	$2.2	$5.0
Non-GAAP gross margin (%)	38%	40%

Non-GAAP gross margin as used in the Company's full year 2026 guidance, is a non-GAAP financial measure that excludes or has otherwise been adjusted for items impacting comparability. The Company is unable to reconcile projected non-GAAP gross margin to GAAP gross margin, its most directly comparable forward-looking GAAP financial measure, without unreasonable efforts, because the Company is currently unable to predict with a reasonable degree of certainty its change in amortization of capitalized software, impairments, and other items that may affect GAAP gross margin. The unavailable information could have a significant effect on the Company's full year 2026 GAAP financial results.

Definitions

Item	Definition
Annual Recurring Revenue ("ARR")	Annualized value from operating customer subscription contracts, including solar software, storage software & recurring managed services, and any recurring professional services contracts.
Bookings	Total value of executed customer purchase orders, as of the end of the relevant period (e.g. quarterly bookings or annual bookings). Customer purchase orders are typically executed 6 months ahead of installation. The booking amount includes (1) hardware revenue, which is typically recognized at delivery of the energy storage hardware and/or edge device to the customer, and (2) services revenue, which represents total nominal software and services contract value recognized ratably over the contract period.
Battery Hardware Resale Revenue	Sales of energy storage systems.
Contracted Annual Recurring Revenue ("CARR")	Annualized value from Stem customer subscription contracts with executed purchase orders signed in the period for systems that are not yet operating and all operating Stem customer subscription contracts, including solar software, storage software & recurring managed services, and some recurring professional services contracts.
Contracted Backlog	Total value of hardware and non-recurring services bookings with executed purchase orders in dollars, as reflected on a specific date. Backlog increases as new purchase orders are executed (bookings) and decreases as hardware is delivered and recognized as revenue and as services are provided.
Edge Hardware	Sales of edge device hardware to aid in the collection of site data and the real-time operation and control of a site.
Operating Cash Flow	Net cash provided by (used in) operating activities. Does not represent the change in balance sheet cash which will be further impacted by investing and financing activities.
Project and Professional Services Revenue	Full lifecycle energy services including development and engineering, procurement and integration, performance and operations support, and revenue tied to Development Company investments.
Solar Operating AUM	Total GW of solar systems in operation.
PowerTrack Software Revenue	Recurring SaaS revenue from our PowerTrack software.
Storage Operating Assets Under Management ("AUM")	Total GWh of storage systems in operation.
Managed Services Revenue	Includes (1) recurring revenue related to the operation and optimization of energy storage and hybrid portfolios managed by Stem and (2) Host Customer recurring and merchant revenues.