AMRC Prepared Remarks Q4 2025 FINAL

March 2, 2026

Leila Dillon – Chief Marketing Officer

Thank you, _____ , and good afternoon, everyone. We appreciate you joining us for today's call. Our speakers on the call today will be George Sakellaris, Ameresco's Chairman and Chief Executive Officer and Mark Chiplock, Chief Financial Officer. In addition, Josh Baribeau, our Chief Investment Officer, will be available during Q&A to help answer questions. Before I turn the call over to George, I would like to make a brief statement regarding forward-looking remarks.

Today's earnings materials contain forward-looking statements, including statements regarding our expectations. All forward-looking statements are subject to risks and uncertainties. Please refer to today's earnings materials, the safe harbor language on slide 2 of our supplemental information and our SEC filings for a discussion of the major risk factors that could cause our actual results to differ from those in our forward-looking statements. In addition, we use several non-GAAP measures when presenting our financial results. We have included the reconciliations of these measures and additional information in our supplemental slides that were posted to our website. Please note that all comparisons that we will be discussing today are on a year-over-year basis, unless otherwise noted.

I will now turn the call over to George. George?

George Sakellaris – CEO

Thank you, Leila, and good afternoon, everyone.

I am pleased to report that our fourth quarter results represented a great finish to a year of strong performance -- with annual results reaching the mid to high end of our revenue and profit guidance. Excellent execution by the Ameresco team, together with the recurring revenue contributions from our Energy Asset and O&M businesses, were key drivers to our success. And this success was achieved even amid concerns surrounding potential Department of Government Efficiency actions early in the year and the 6-week federal government shutdown in the fourth quarter.

Importantly, our results were broad-based, with growth across all three of our core business lines - including strong growth from our European operations. And while our team continued to be laser focused on contract execution - converting a record $1.5 billion of project backlog into revenue this year - we also saw excellent new business activity including meaningful project scope increases to our Federal backlog. This helped to drive our total awarded backlog to over $2.5 billion - up 13% from last year.

Also, Europe was a strong contributor this year and represents a real success story. We first entered Europe over 10 years ago with the small acquisition of a UK-based energy consulting firm. But more recently, we have focused on expanding our business in continental Europe. As doing business in Europe requires a localized presence, our European growth strategy has been driven by opportunistic acquisitions, such as Italy based ENERQOS, and partnerships in various target countries. We focus on smaller opportunities and then use the **Power of Ameresco** - our technology and process know-how, and financial resources - to accelerate and drive growth. Geographically, we have focused on Southern and Eastern Europe - areas which are experiencing higher rates of growth with fewer large domestic entrenched competitors.

Our 51% owned joint venture with the Greek-based Sunel Group is an excellent example of this approach. The joint venture was created in April of 2023 to pursue utility scale PV and battery energy storage opportunities. After great success in Greece, the joint venture has since expanded its business, including a few recent large wins in Romania.

We expect to continue to grow in Europe organically and through opportunistic acquisitions and partnerships. Europe not only represents an excellent growth market, but it also provides important diversification as demand drivers in Europe are not subject to the same US political and policy variables. We look forward to providing additional updates on this important aspect of our Company's future growth.

Before I hand the call over to Mark to cover our results and outlook, I'd like to briefly highlight a number of key industry growth drivers and how we believe Ameresco can benefit from them for years to come.

The first key driver is the rapidly growing demand for electricity. This is being driven by the electrification of buildings and transportation, the power needs of many high technology industries, and the growth in industrial manufacturing. Overall electricity demand is expected to increase by 78 percent by 2050, needing 80 gigawatts of capacity added every year for the next 20 years. Meeting this demand will be a significant challenge to our aging system of centralized generation and the associated transmission infrastructure. As a result, many of our customers are choosing to install onsite “behind the meter” generation and storage solutions. Ameresco has been providing a portfolio of these solutions since the founding of the company, including not only solar, but also battery energy storage systems, natural gas engines, gas turbines, fuel cells and microgrids. We are also exploring the next generation of energy infrastructure technologies like micro and small modular nuclear reactors. These power and storage solutions will be a key element to supporting ongoing global energy demand needs.

Second, increasing energy costs is another key industry driver for which Ameresco is well positioned to benefit from, particularly through our Building Efficiency solutions. As electricity prices rise, energy-efficiency investments made by our customers deliver faster payback and stronger returns. Energy efficiency is often the most economical solution for existing buildings. According to Frost & Sullivan, Ameresco is the nation’s largest provider of energy efficiency services which represent nearly half of our current project backlog.

Third, the increasing stress on the country’s aging energy infrastructure from high demand and the critical nature of uninterruptable power is quickly driving a growing demand for resilient energy solutions. “High nines power” is not only a must have for critical high technology industries, such as data centers, but also for industrial customers where even limited downtime can have significant cost and production consequences. Advancements in lithium battery technologies, as well as rapidly declining costs, have driven tremendous growth in the use of battery energy storage solutions over the last five years. Ameresco has a very long track record of providing resiliency solutions at military bases across the country - keeping their mission critical functions running in case of grid power interruptions – and making us a go to provider across all end markets.

As you can see, we believe Ameresco **is very well positioned** to benefit from these long-term trends that should help drive profitable growth for many more years to come.

Now I would like to turn over the call over to Mark to provide financial commentary on this quarter's excellent results as well as provide our outlook for 2026. Mark?

Mark Chiplock – CFO

Thank you, George.

This was another strong quarter for Ameresco, and a year defined by consistent execution. Despite the Q4 government shutdown, we delivered record quarterly revenue of $581 million, up 9% year over year, with growth across all of our core business lines. These results underscore the durability of our diversified business model, and the disciplined execution of our team.

Projects revenue grew 11%, driven by strong backlog conversion and continued solid performance from our European joint venture with Sunel. While we converted a significant amount of backlog in the quarter, we still maintained our total project backlog above $5 billion, reflecting sustained demand for our comprehensive energy infrastructure solutions.

Energy Asset revenue increased 5%, driven by the growth of our operating asset portfolio. We placed 87 MWe into operation during the quarter, including our 9th RNG facility, a large military solar-plus-storage installation, and the Nucor BESS system. For the year, we exceeded our guidance, placing 121 MWe of Energy Assets into operations, bringing our total operating assets to 838 MWe. We also added 30 MWe to our Energy Assets in Development, continuing to balance backfilling our energy asset pipeline, with our disciplined financial approach to new asset opportunities.

Our recurring O&M revenue increased 11%, reflecting continued attachment of long-term service agreements to our completed Project work. Our long-term O&M revenue backlog now stands at approximately $1.5 billion.

When you combine our Project backlog, and the future revenue streams from our recurring O&M business and portfolio of operating Energy Assets, we have over $10 billion in long-term revenue visibility. We believe that level of visibility is a real strength in this challenging environment.

And finally, our Other line of business, excluding the divestiture of our AEG business at the end of 2024, delivered solid year-over-year results.

Gross margin was 16.2%, up both sequentially and year over year. This reflects continued improvement in project mix, higher quality backlog, and disciplined cost management.

Operating expenses in the fourth quarter were $50.9 million compared to $47.8 million last year. The increase reflects targeted investments in people, project development and execution support as we manage revenue growth, more complex infrastructure projects, and continue replenishing backlog. Importantly, operating expenses are growing materially slower than gross profit, so we're still preserving operating leverage in the business. As we move into 2026, we expect to continue investing prudently to support demand and drive growth, which is reflected in our guidance.

Net income attributable to common shareholders was $18.4 million, with GAAP EPS of $0.34 and Non-GAAP EPS at $0.39. Adjusted EBITDA was $70 million, resulting in a margin of 12%. As a reminder, last year's fourth quarter adjusted EBITDA results included the $38 million gain on the sale of AEG.

Turning to our balance sheet, we ended the quarter with approximately $72 million in cash and corporate debt of approximately $300 million. Leverage under our senior secured facility was 2.7x, comfortably below the covenant level of 3.5x. During the quarter we secured approximately $175 million in new project financing commitments.

Adjusted cash flow from operations was approximately $36 million, including proceeds from ITC sales. On a longer-term basis, our 8-quarter, rolling average, adjusted cash from operations was approximately $54 million.

Now let me move to our 2026 guidance. We enter the year with strong business momentum and visibility supported by continued strength across our end markets. Increased industry demand, combined with the recurring revenue from our growing Energy Asset and O&M businesses, provides clear visibility into another year of strong growth.

As detailed in our press release, for 2026 we are guiding to approximately $2.1 billion of revenue and $283 million of adjusted EBITDA, at the midpoints of our ranges – representing growth of 9% and 19%, respectively. We expect to place approximately 100-120 MWe of energy assets into service, including 2 RNG plants.

For some quarterly shaping, the cadence of the year should follow our historical seasonal pattern, with a heavier weighting toward the second half. We expect revenues in the second half of the year to represent approximately 60% of our total revenue for 2026. This is consistent with our performance from the past couple of years.

As we look to the first quarter, which is seasonally our lowest revenue quarter, we expect revenue and Adjusted EBITDA to be generally consistent with Q1 of last year. The quarter reflects normal project timing and the recent severe weather that has impacted execution across several regions. As noted in the earnings release, Q1 EPS is expected to be lower year over year, primarily reflecting higher interest and depreciation expenses from our growing energy asset portfolio, as well as continued investment as we scale the business.

Before closing on guidance, I want to briefly clarify how certain structural items impact both Adjusted EBITDA and EPS. As George mentioned, we operate certain parts of our business through joint venture structures, including our Sunel JV in Europe. Where we have control, we consolidate 100% of revenue and expenses. However, a portion of both Adjusted EBITDA and net income is attributable to our JV partners and reflected as non-controlling interest. As a result, the adjusted EBITDA and EPS we report reflect **only Ameresco's ownership share** of those consolidated entities. Given these factors have a significant impact on our results, we've provided estimated ranges for

Income Attributable to Non-Controlling Interest in our 2026 guidance as detailed in our press release.

In summary, 2025 demonstrated the durability of our model. We delivered consistent growth, expanded backlog, improved margins, and maintained financial discipline. 2026 is shaping up to be another year of sustained, profitable growth for the company as we believe we can continue to benefit from the many positive secular trends driving demand for our energy solutions.

Now I'd like to turn the call back to George for closing comments.

George Sakellaris – CEO

Thank you, Mark.

As Mark mentioned, during 2026 we will be building on our excellent momentum from 2025 to deliver **another year of strong profitable growth**. Our highly differentiated portfolio of energy infrastructure and building efficiency solutions are well aligned with customer demand. Over our 26-year history, Ameresco has proven to be one of the most consistent providers of these solutions. We are making targeted investments this year as we focus on technical innovation and drive long term growth.

As you've heard today, we are very excited about our growth prospects for 2026 and beyond. We look forward to seeing many of you at upcoming meetings and conferences. In closing, I would like to once again thank our employees, customers and stockholders for our great success in 2025, and for their continued support in 2026.

Operator we would like to open the call to questions.