



stem

**A Global Leader
in AI-Driven
Energy Storage**

stem.com

The Grid is Transforming

Solar and wind are scaling up to power a fully decarbonized economy. But because renewables aren't always available, they can't enable a clean energy grid by themselves.

Smart energy storage is key to global decarbonization. It solves renewable intermittency by storing clean energy when it's generated and discharging it when it's needed. And along with artificial intelligence (AI)-powered software, it enables the fast, flexible grid of the future.

Stem delivers and operates battery storage solutions that maximize renewable energy generation and help build a cleaner, more resilient grid. Our market-leading Athena® software helps lower energy costs and solve renewable intermittency across the world's largest network of distributed energy storage systems.

Stem is a Global Leader in AI-driven Energy Storage

With more than a decade of market-leading experience, Stem offers customers exceptional service backed by the industry's best software.

Founded in 2009, Stem pioneered energy storage in markets across North America and the globe. Our Athena® smart energy software – the first AI for energy storage – uses advanced machine learning to optimize distributed energy resources and maximize benefits for end users, project developers, utilities and the grid.

**First pure play
smart energy
storage company**

trading as “STEM” on the
New York Stock Exchange

STEM
LISTED
NYSE

~1.4 GWh

Across 950+ sites
operating or contracted



22+ million

System runtime hours
under Athena®



The Stem Difference

Best-in-class Software

Stem's Athena® AI software is the most utilized, validated, and successful distributed energy resource (DER) optimization software in the world.

Unparalleled Experience

With hundreds of successful projects, Stem's ability to monetize storage helps customers maximize project ROI under any conditions.

Exceptional Service

Our dedication to customer success typically delivers 10-30% greater returns by adding incremental value throughout the life of a project.



“Throughout the lifecycle of evaluating and adopting energy storage, Stem brings unique value and greater ROI to our customers and partners through our leading software and services.”

-John Carrington, Stem CEO and Director

Customers We Serve

Stem helps a broad range of energy consumers and service providers achieve their goals with energy storage, often working directly with businesses, developers, utilities, and others. With the Stem Partner Network, Stem leverages channel sales to amplify our reach and enable hundreds of developers, EPCs, and their customers to capitalize on storage opportunities.

Enterprise, C&I, and Government

Stem helps business customers leverage energy storage to reduce costs, maximize renewable investments, avoid power outages, achieve sustainability goals, and integrate EV fleets.

Developers, EPCs, IPPs, and Asset Owners

Through the Stem Partner Network and Stem University, Stem provides educational, sales, and deployment support to help our partners sell more projects, accelerate time to value, and maximize lifetime ROI.

Electric Cooperatives, Utilities, and Load-serving Entities

With hundreds of projects across 40+ utility territories, Stem offers seamless integration with utility programs and dispatch platforms, real-time operating visibility, and an unparalleled track record of success.



*Not all customers shown

Clean Energy Storage Solutions

Athena®

Use an automated, scalable platform for DER management and optimization

Energy Storage

Tap Stem's intelligence to maximize battery savings and revenue.

Solar Plus Storage

Add storage to solar to increase project value by up to 90%.

Sustainability

Demonstrate leadership and maximize renewable energy.

Wholesale Energy Markets

Maximize revenues from current and future value streams.

Microgrids, Backup Power & Voltage Support

Avoid outages and maximize uptime.

Utility Bill Optimization

Reduce energy costs by leveraging storage and other DERs.

Demand Response

Earn revenues and stabilize a smarter, cleaner grid.

Commercial EV Charging

Achieve faster charging and smart charge management.

Professional Services

Build the business case and seamlessly deploy projects with help from our experts.

A Seamless Project Experience

Stem's expertise, networks, and dedicated support makes energy storage easy.

Design



Strategy &
Professional Services
Consulting



System Design &
Engineering

Deploy



Stem Partner
Network



Deep Supplier
Relationships

Operate



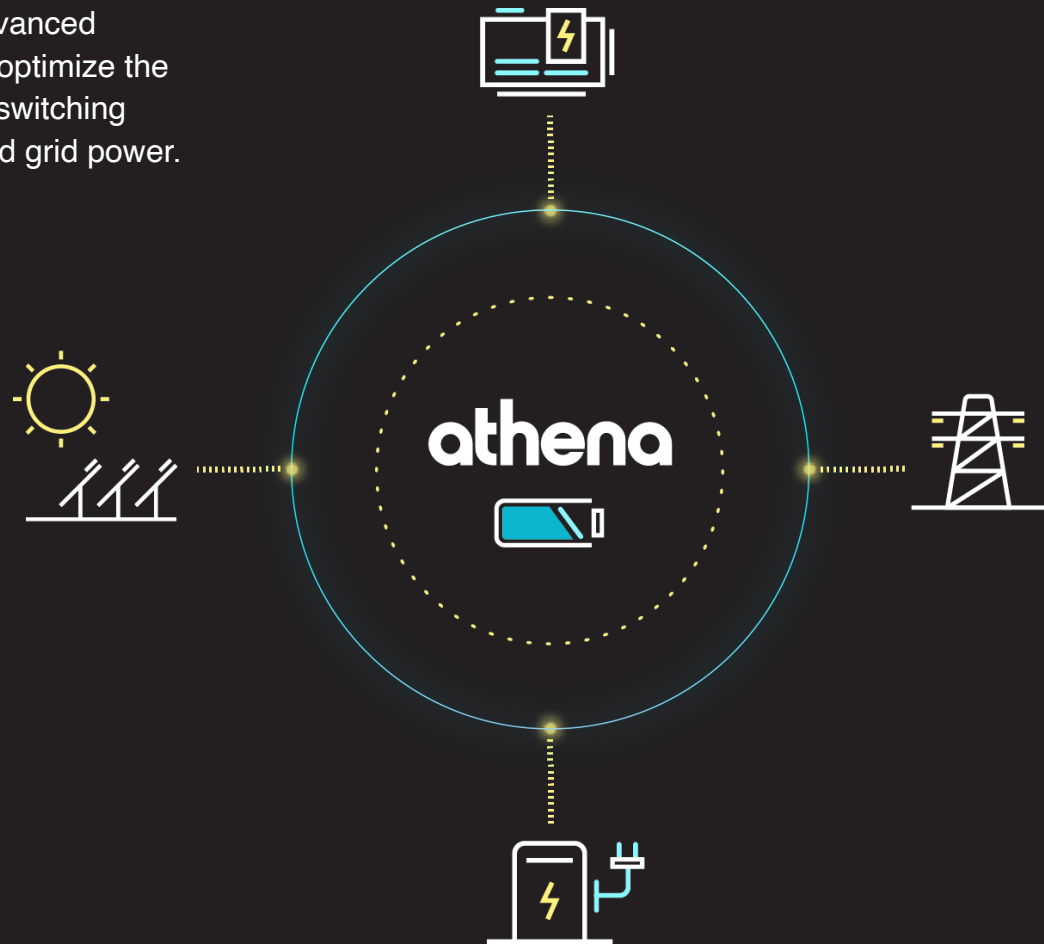
Athena® Revenue
Optimization



Dedicated 24/7
Support Team

How Athena[®] Works

Stem delivers and operates smart battery storage solutions for businesses, independent power producers, and utilities. Our market-leading Athena software uses advanced artificial intelligence and machine learning to optimize the operation of these batteries by automatically switching between battery power, onsite generation, and grid power.



Better Results with Athena®

On average, Stem customers see 10-30% greater project ROI. Stem's best-in-class Athena software uses advanced AI and machine learning to optimize value streams from battery storage and any DERs it's paired with.

Stem has taken over more than 100 energy storage systems that were previously managed by competitors. The performance improvements we've achieved show why Athena is the industry's leading software – and how Stem's unparalleled experience translates into value for customers.

stem

Manufacturer
+129%

Hospital
+42%

Water District
+86%

Project Highlights



Engineering, Procurement & Construction

Energy Storage, Backup Power, Utility Bill Optimization

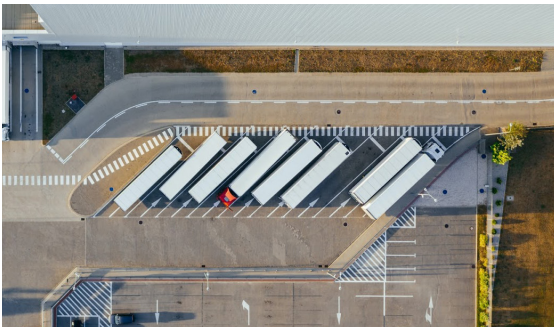
Stem helped Stockmans, a small EPC, land its first major energy storage project: a 1.8MWh system at a water treatment plant that will lower costs, provide up to four hours of backup power, and reduce GHG emissions under California's Equity Resiliency program.



Project Developer

Solar Plus Storage, MA SMART Optimization, Wholesale Energy Markets

Stem partnered with Syncarpha Capital to develop a 28WMh solar plus storage portfolio across five locations in Massachusetts, where our Athena software is maximizing revenues under state programs and automating participation in wholesale energy markets.



Global Logistics

Energy Storage, Utility Bill Optimization, Demand Response, Sustainability

At more than a dozen locations, Stem is helping a Fortune 100 delivery company lower energy costs, achieve sustainability goals, and strategize about advanced clean energy microgrids to support widespread fleet electrification.



Electric Co-op

Solar Plus Storage, Coincident Peak Mitigation, Renewable Integration

In Arkansas, Stem is working with a customer to integrate a 14MWh, front of meter energy storage system with solar PV to reduce wholesale demand charges for a local electric cooperative and provide renewable energy to multiple off-taker co-op members.



Public Authority

Energy Storage, Utility Bill Optimization, Demand Response, Sustainability

For the Massachusetts Water Resources Authority, Stem deployed energy storage at a water pumping station and an administrative building to lower energy costs, provide demand response, and contribute to state zero-emissions goals.



Asset Owner

Energy Storage, Utility Bill Optimization, Demand Response

Electrodes Holdings, a clean infrastructure joint venture, selected Stem from a competitive RFP process to take over operation of its 345MWh battery fleet across Southern California. In the first six months under Athena control, Stem increased customer savings and portfolio performance by more than 30%.

**Learn how Stem and our leading smart storage solutions can improve your project ROI.
Visit stem.com/contact-us.**

About Stem, Inc.

Stem (NYSE: STEM) provides solutions that address the challenges of today's dynamic energy market. By combining advanced energy storage solutions with Athena[®], a world-class AI-powered analytics platform, Stem enables customers and partners to optimize energy use by automatically switching between battery power, onsite generation and grid power. Stem's solutions help enterprise customers benefit from a clean, adaptive energy infrastructure and achieve a wide variety of goals, including expense reduction, resilience, sustainability, environmental and corporate responsibility and innovation. Stem also offers full support for solar partners interested in adding storage to standalone, community or commercial solar projects – both behind and in front of the meter. With the acquisition of AlsoEnergy, Stem is a leader in clean energy intelligence and optimization, bringing project developers, asset owners and commercial customers an integrated solution to maximize the value of solar and energy storage.

For more information, visit www.stem.com.

