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A Global Leader in AI-driven Clean Energy Solutions and Services

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.

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

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Clean Energy Solutions and Services

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. Today, Stem provides clean energy solutions and services designed to maximize the economic, environmental, and resiliency value of energy assets and portfolios. Stem's leading AI-driven enterprise software platform, Athena®, enables organizations to deploy and unlock value from clean energy assets at scale. Powerful applications, including AlsoEnergy's PowerTrack, simplify and optimize asset management and connect an ecosystem of owners, developers, assets, and markets. Stem also offers integrated partner solutions to help improve returns across energy projects, including storage, solar, and EV fleet charging.

First pure play smart energy storage company trading as "STEM" on the New York Stock Exchange	**2+ GWh** Across 950+ storage assets under management	**~22+ million** System runtime hours under Athena®

STEM
LISTED
NYSE

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The Stem Difference

Best-in-class Software

Stem's Athena® platform 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 clean energy assets 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 clean energy, Stem brings unique value and greater ROI to our customers and partners through our leading software and services.**"

-John Carrington, Stem CEO and Director

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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 Stem's Partner Program, 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 Stem's Partner Program 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

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Clean Energy Intelligence 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.

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A Seamless Project Experience

Stem's expertise, networks, and dedicated support simplify your clean energy management.

Design

Strategy & Professional Services Consulting

System Design & Engineering

Deploy

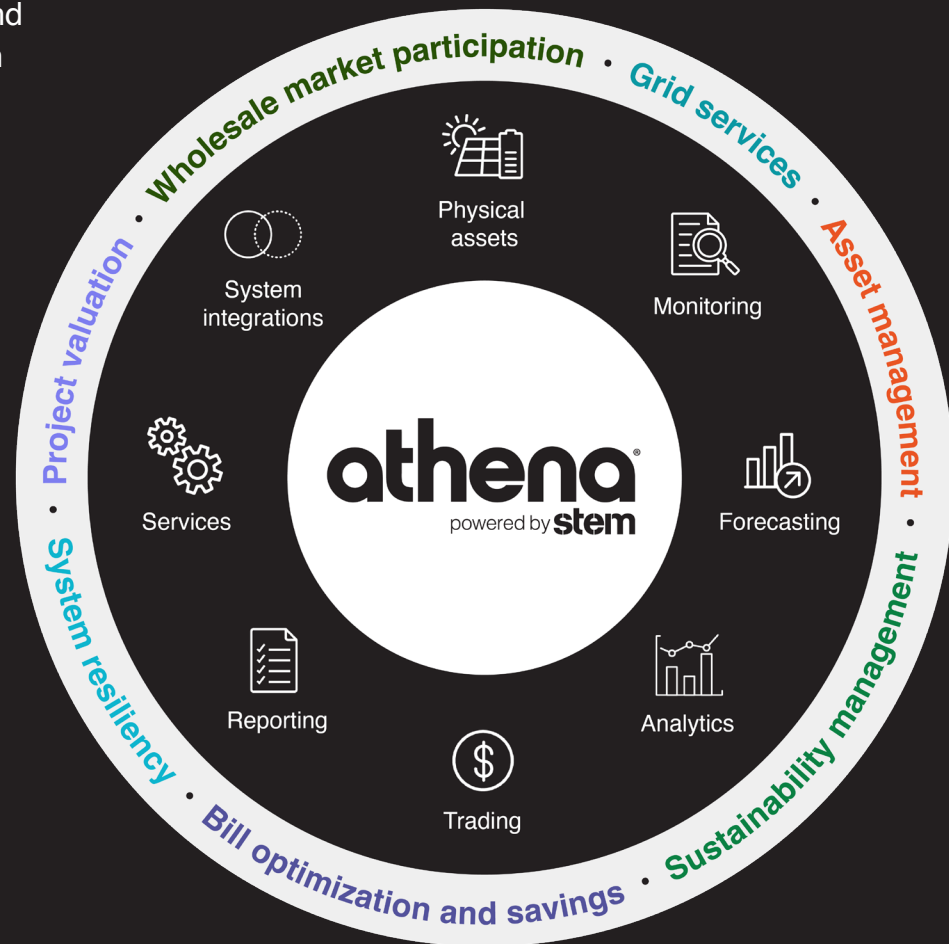**Stem's Channel Partner Program**

Deep Supplier Relationships

Operate

Athena® Revenue Optimization

Dedicated 24/7 Support Team

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How Athena® Works

Stem's Athena is the trusted enterprise platform that unlocks flexibility across the clean energy value chain. We deliver and operate energy optimization solutions and services using advanced artificial intelligence and machine learning to optimize and simplify your clean energy management.

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.

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Manufacturer
+129%

Hospital
+42%

Water District
+86%

Renewable Asset Management Software

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.

Ranked #1

Guidehouse Insights 3Q 2022 Leaderboard:
Solar and Storage Monitoring and Control Vendors

32+GW

Solar assets under management

200,000+

Solar sites worldwide

500+

Employees worldwide

10

Project Highlights

Engineering, Procurement & Construction

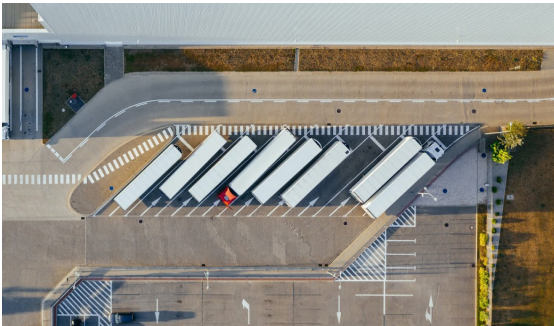**Energy Storage, Backup Power, Utility Bill Optimization**

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.

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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.

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About Stem, Inc.

Stem (NYSE: STEM) provides clean energy solutions and services designed to maximize the economic, environmental, and resiliency value of energy assets and portfolios. Stem's leading AI-driven enterprise software platform, Athena® enables organizations to deploy and unlock value from clean energy assets at scale. Powerful applications, including AlsoEnergy's PowerTrack, simplify and optimize asset management and connect an ecosystem of owners, developers, assets, and markets. Stem also offers integrated partner solutions to help improve returns across energy projects, including storage, solar, and EV fleet charging.

For more information, visit www.stem.com.