



Bloomenergy®

Q4 2020

EARNINGS

WED FEB 10, 2021

FORWARD-LOOKING STATEMENTS AND NON-GAAP FINANCIAL MEASURES

This presentation contains "forward-looking" statements that are based on our beliefs and assumptions and on information currently available to us. Forward-looking statements include all statements other than statements of historical fact, including information or predictions concerning our future financial performance, business plans and objectives, potential growth opportunities, financing plans, competitive position, technological or market trends, industry environment, potential market opportunities, and our outlook for fiscal 2021. Forward-looking statements are subject to known and unknown risks, uncertainties, assumptions, and other factors including, but not limited to, our limited operating history; the emerging nature of the distributed generation market and rapidly evolving market trends; the significant losses we have incurred in the past; our ability to service our existing debt obligations; our ability to be successful in new markets; the significant upfront costs of our Energy Servers and our ability to finance our customer's use of our products; delays in the development and introduction of new products or updates to existing products; our ability to drive cost reductions; the risk of manufacturing defects; the accuracy of our estimates regarding the useful life of our Energy Servers; the availability of rebates, tax credits and other tax benefits; our reliance on tax equity financing arrangements; our reliance upon a limited number of customers; our lengthy sales and installation cycle, construction, utility interconnection and other delays and cost overruns related to the installation of our Energy Servers; business and economic conditions and growth trends in commercial and industrial energy markets; global economic conditions and uncertainties in the geopolitical environment; overall electricity generation market; our ability to protect our intellectual property; the impact of the COVID 19 pandemic; and other risks and uncertainties. Moreover, we operate in very competitive and rapidly changing environments, and new risks may emerge from time to time. It is not possible for us to predict all risks, nor can we assess the impact of all factors on our business or the extent to which any factor, or combination of factors, may cause actual results to differ materially from those contained in any forward-looking statements we may make.

You should not rely upon forward-looking statements as predictions of future events. Although we believe that the expectations reflected in our forward-looking statements are reasonable, we cannot guarantee that the future results, performance, or events and circumstances described in the forward-looking statements will be achieved or occur. Moreover, neither we, nor any other person, assume responsibility for the accuracy and completeness of the forward-looking statements. We undertake no obligation to update any forward-looking statements for any reason after the date of this presentation to conform these statements to actual results or to changes in our expectations, except as required by law. These forward-looking statements should also be read in conjunction with the other cautionary statements that are included elsewhere in our public filings, including under the heading "Risk Factors" in our Annual Report on Form 10-K for the year ended December 31, 2019, our Quarterly Report on Form 10-Q for the quarter ended September 30, 2020 and subsequent filings with the SEC filed from time-to-time.

This presentation includes certain non-GAAP financial measures as defined by SEC rules. These non-GAAP financial measures are in addition to, and not a substitute for or superior to, measures of financial performance prepared in accordance with U.S. GAAP. There are a number of limitations related to the use of these non-GAAP financial measures versus their nearest GAAP equivalents. For example, other companies may calculate non-GAAP financial measures differently or may use other measure to evaluate their performance, all of which could reduce the usefulness of our non-GAAP financial measures as tools for comparison. We urge you to review the reconciliations of our non-GAAP financial measures to the most directly comparable U.S. GAAP financial measures set forth in the appendix to this presentation and in our earnings release, and not to rely on any single financial measure to evaluate our business.

Financial Performance

\$ in millions	Q420	YoY	2020	YoY
Acceptances (100kW)	450	16.6%	1,326	11.1%
Revenue	\$249.4	16.8%	\$794.2	1.1%
Non-GAAP Gross Margin % ¹	27.0%	11.3%	23.1%	4.9%
Non-GAAP Op Income (Loss) ¹	\$12.0	\$23.8	(\$6.9)	\$29.6
Adjusted EBITDA ¹	\$25.5	\$24.3	\$45.5	\$2.6
Adjusted EPS ¹	(\$0.08)	\$0.21	(\$0.67)	\$0.40
Ending Cash	-	-	\$416.7	10.4%

- Even in challenging environment, a record number of acceptances, up 11.1% for 2020 and 16.6% for Q4
- Product cost reductions driving improved profitability in gross margins
- Operating income gained momentum with significant improvement in Q4
- Ending cash up \$39 million on \$131 million lower debt, with an improved outlook for 2021

Note: Dollars in millions, except per share figures and percentages
 .1. Please reference appendix for GAAP to Non-GAAP reconciliations

Backlog and Acceptances

\$ in billions	2019	2020
Net Bookings (100kW)	1,793	1,337
Acceptances (100kW)	1,194	1,326
System Backlog (100kW)	1,983	1,994
System Contract Value	\$1.1	\$1.0
Service Backlog ¹	\$3.2	\$3.4
Total Backlog Value	\$4.3	\$4.4

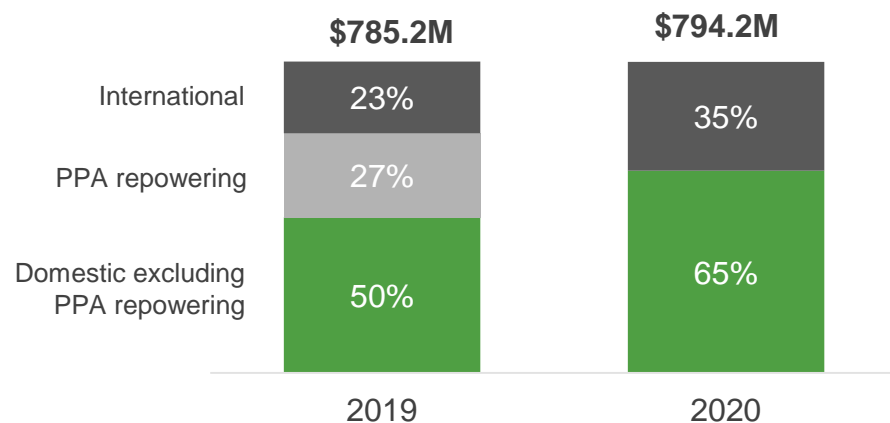
- Bookings paced acceptances in 2020, as our US customers were impacted by COVID-19 environment
- Building commercial momentum through the year, with most of the bookings completed in second half
- South Korea and SK E&C relationship remains strong with a robust pipeline
- Expanding market and identifying partners in the US and internationally

1. Includes value of service contracts from backlog and installed base; assuming annual renewals per contract terms and no cancellations

Revenue and Margin Analysis

\$ in millions	2019			Q420			2020		
	Revenue	Non-GAAP Gross Profit ¹	Non-GAAP Gross Margin ¹	Revenue	Non-GAAP Gross Profit ¹	Non-GAAP Gross Margin ¹	Revenue	Non-GAAP Gross Profit ¹	Non-GAAP Gross Margin ¹
Product	\$557.3	\$156.1	28.0%	\$171.8	\$69.3	40.3%	\$518.6	\$197.4	38.1%
Install	60.8	(9.1)	(15.0%)	28.8	(0.1)	(0.3%)	101.9	(11.7)	(11.5%)
Service	95.8	0.2	0.2%	32.1	(6.9)	(21.5%)	109.6	(19.7)	(18.0%)
Electricity	71.2	(4.2)	(5.9%)	16.6	5.0	30.1%	64.1	17.2	26.8%
Total	\$785.2	\$143.0	18.2%	\$249.4	\$67.3	27.0%	\$794.2	\$183.3	23.1%

Revenue Breakdown

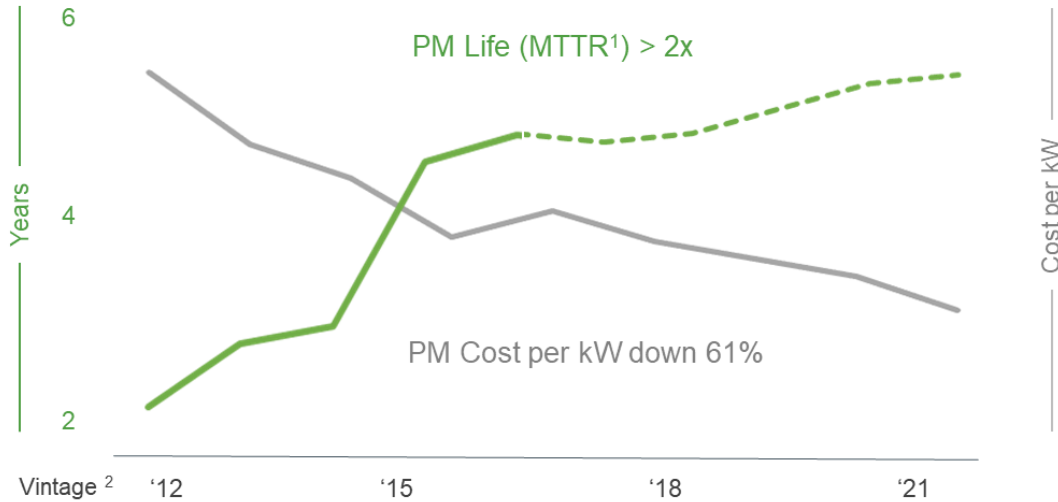


Product & Install per unit economics

\$ per kilowatt	2019	Q420	2020
ASP	\$5,597	\$4,732	\$4,776
TISC ²	4,226	3,100	3,425
Upfront Profit	\$1,331	\$1,632	\$1,351
Upfront Margin %	23.8%	34.5%	28.3%

Service Power Module Update

Lower Cost & Higher Power Module Life



- As part of our Service offering, Power Modules are replaced over the system’s “life cycle” and are 65% of Service costs
- Observed and projected Power Module life has more than doubled since 2012 and is over five and half years
- Power Module costs have decreased 61% since 2012 through improvements in quality, design and material costs
- Remote Monitoring & Control Centers (RMCC) monitor installed base for 200+ variables

SERVICES



1) Median time to replacement (MTTR) is the median time for a vintage year between the operational commencement & replacement
 2) Vintage year is the year PMs operational start date. Solid line are actuals (—) & dotted lines (- - -) observed as still in use

Cash Flow and Debt Analysis

Cash Flows (\$ in Millions)	Q420	2020
Beginning Balance	\$ 504.4	\$ 377.4
Operating Cash (CFOA) ¹	(18.7)	(98.7)
Investing Cash	(4.9)	(37.9)
Financing Cash	(64.1)	175.9
Ending Balance	\$ 416.7	\$ 416.7

¹ Cash flow from operating activities

- Cash balance increased \$39 million vs. 2019
- Total debt decreased \$131 million vs. 2019
- CFOA improved in Q4 driven by higher EBITDA and lower debt service cost

Cash Balances (\$ in Millions)	Q419	Q320	Q420
Restricted	\$ 174.6	\$ 179.1	\$ 169.8
Unrestricted	202.8	325.3	246.9
Total	\$ 377.4	\$ 504.4	\$ 416.7

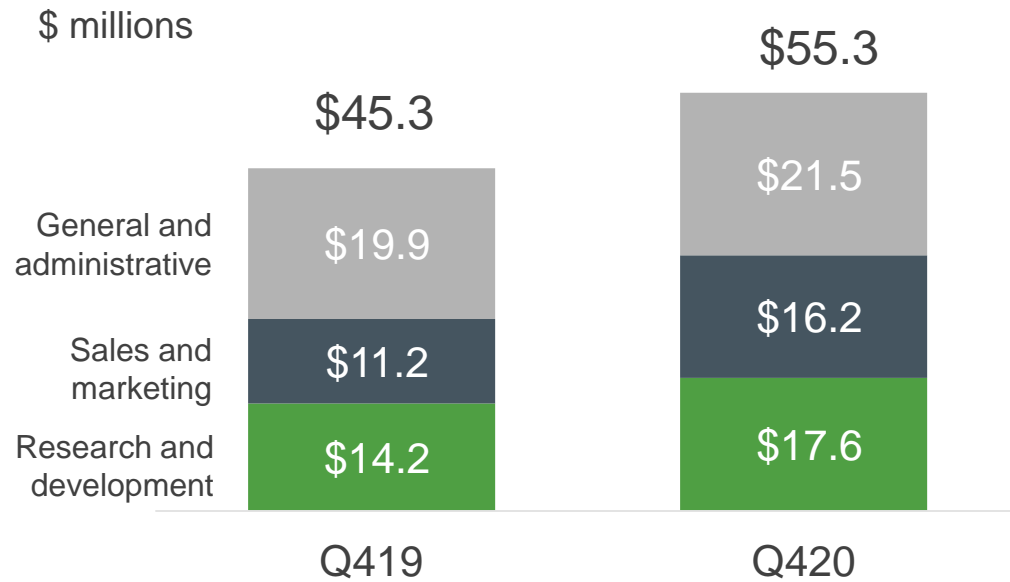
Debt Analysis ¹ (\$ in Millions)	Q419	Q320	Q420
Recourse	\$ 417.0	\$ 475.5	\$ 300.0
Non-Recourse	241.1	231.7	227.1
Total	\$ 658.1	\$ 707.2	\$ 527.1

¹ Part of \$230M convertible debt is classified as equity (additional paid-in-capital) for GAAP reporting of convertible note instruments (Q320:\$129M, Q420: \$127M)

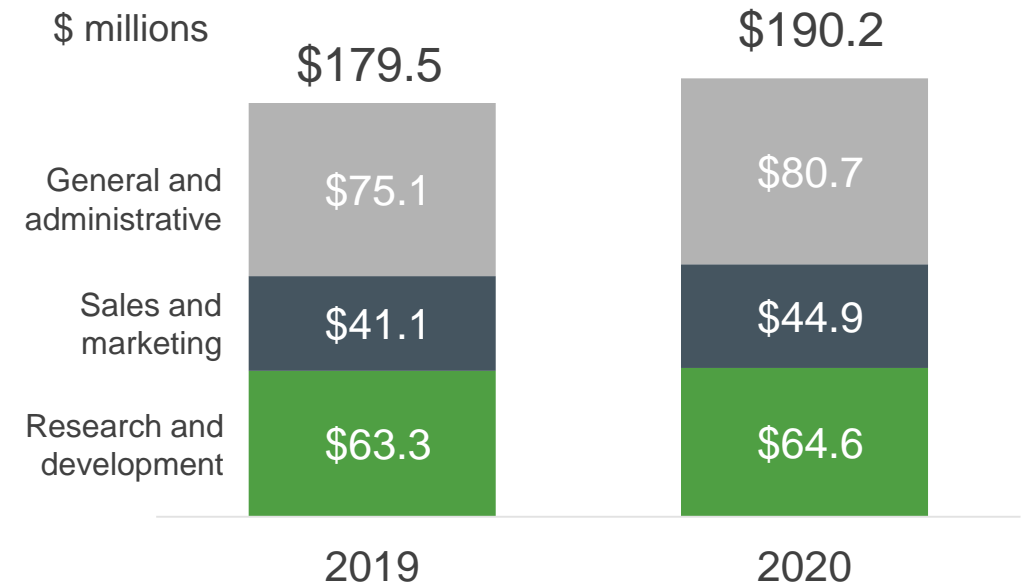
Reaffirming 2021 Financial Metrics Outlook

Metric	Analyst Day	
Revenue	\$950M-\$1B	✓
Non-GAAP Gross Margin %	~25%	✓
Non-GAAP Operating Margin %	~3%	✓
Cash flows from Operations	Approaching Positive	✓

Non-GAAP Operating Expenses¹ Overview



- Q420 operating expenses¹ increased 22.1% year over year
- Increase was driven by investment in our technology roadmap (Gen 7.5, hydrogen fuel cells, electrolyzers, marine solutions) and in sales and marketing initiatives to enable market and customer financing expansion



- FY20 operating expenses¹ increased 6.0% year over year
- Increase was driven by investment in our technology roadmap, initiatives to enable market and customer financing expansion and one-time fees associated with the restatement and debt restructuring related expenses

Summary

- Strong operating performance: acceptances, revenue, margin
- Gaining commercial momentum; expanding the map
- Anticipating service business profitability in 2021
- Liquidity position strengthened
- Reaffirming 2021 framework

Bloomenergy®

Q4 2020

APPENDIX

GAAP to Non-GAAP Reconciliation : Gross Margin and Operating Income

\$ in millions	Q419	Q420	2019	2020
Revenue	\$213.5	\$249.4	\$785.2	\$794.2
Gross Profit	\$24.9	\$63.6	\$97.6	\$165.8
Stock-based compensation – COGS	\$8.6	\$3.7	\$45.4	\$17.5
Non-GAAP Gross Profit	\$33.5	\$67.3	\$143.0	\$183.3
Non-GAAP Gross Margin %	15.7%	27.0%	18.2%	23.1%
OPEX	\$72.8	\$68.1	\$330.4	\$246.6
Stock-based compensation – OPEX	\$27.5	\$12.8	\$150.9	\$56.4
Non-GAAP Operating Income	(\$11.8)	\$12.0	(\$36.5)	(\$6.9)

GAAP to Non-GAAP Reconciliation : Adjusted EPS

\$ in millions	Q419	Q420	2019	2020
Net loss to common stockholders	(\$68.3)	(\$27.1)	(\$306.9)	(\$157.6)
Deemed dividend to noncontrolling interest	\$2.5	\$0.0	\$2.5	\$0.0
Loss for non-controlling interests	(\$5.2)	(\$4.5)	(\$19.1)	(\$21.5)
Gain on extinguishment of debt	\$0.0	\$0.0	\$0.0	\$12.9
Gain (loss) on derivatives liabilities	\$0.5	\$1.7	\$2.2	(\$0.5)
Fair value adjustments for certain PPA contracts	(\$0.6)	\$0.1	\$0.8	\$0.1
Stock-based compensation	\$36.1	\$16.5	\$196.3	\$73.9
Adjusted net loss	(\$35.0)	(\$13.2)	(\$124.2)	(\$92.7)
Net loss to Common Stockholders per share	(\$0.58)	(\$0.16)	(\$2.67)	(\$1.14)
Adjusted EPS	(\$0.29)	(\$0.08)	(\$1.07)	(\$0.67)
GAAP weighted average shares outstanding attributable to common, Basic and Diluted (in millions)	118.6	166.0	115.1	138.7
Adjusted weighted average shares outstanding attributable to common, Basic and Diluted (in millions)	119.5	166.0	116.1	138.7

GAAP to Non-GAAP Reconciliation : Adjusted EBITDA

\$ in millions	Q419	Q420	2019	2020
Net loss to common stockholders	(\$68.3)	(\$27.1)	(\$306.9)	(\$157.6)
Deemed dividend to noncontrolling interest	\$2.5	\$0.0	\$2.5	\$0.0
Loss for non-controlling interests	(\$5.2)	(\$4.5)	(\$19.1)	(\$21.5)
Gain on extinguishment of debt	\$0.0	\$0.0	\$0.0	\$12.9
Gain (loss) on derivatives liabilities	\$0.5	\$1.7	\$2.2	(\$0.5)
Fair value adjustments for certain PPA contracts	(\$0.6)	\$0.1	\$0.8	\$0.1
Stock-based compensation	\$36.1	\$16.5	\$196.3	\$73.9
Depreciation & amortization	\$13.6	\$13.4	\$78.6	\$52.3
Provision (benefit) for Income Tax	\$0.0	\$0.0	\$0.6	\$0.3
Interest Expense / Other Misc.	\$22.6	\$25.4	\$87.9	\$85.6
Adjusted EBITDA	\$1.2	\$25.5	\$42.9	\$45.5

GAAP to Non-GAAP Reconciliation : 2019 Gross Margin

\$ in millions	Revenue	GAAP Gross Profit	Stock-based compensation	Non-GAAP Gross Profit	Non-GAAP Gross Margin %
Product	\$ 557.3	\$ 121.9	\$ 34.2	\$ 156.1	28.0%
Install	60.8	(15.7)	6.6	(9.1)	(15.0%)
Service	95.8	(4.4)	4.6	0.2	0.2%
Electricity	71.2	(4.2)		(4.2)	(5.9%)
Total	\$ 785.2	\$ 97.6	\$ 45.4	\$ 143.0	18.2%

GAAP to Non-GAAP Reconciliation : 2020 Gross Margin

\$ in millions	Q420					2020				
	Revenue	GAAP Gross Profit	SBC ¹	Non-GAAP Gross Profit	Non-GAAP Gross Margin %	Revenue	GAAP Gross Profit	SBC ¹	Non-GAAP Gross Profit	Non-GAAP Gross Margin %
Product	\$ 171.8	\$ 66.7	\$ 2.6	\$ 69.3	40.3%	\$ 518.6	\$ 185.9	\$ 11.5	\$ 197.4	38.1%
Install	28.8	(0.8)	0.7	(0.1)	(0.3%)	101.9	(14.7)	2.9	(11.7)	(11.5%)
Service	32.1	(7.4)	0.4	(6.9)	(21.5%)	109.6	(22.7)	3.0	(19.7)	(18.0%)
Electricity	16.6	5.0	0.0	5.0	30.1%	64.1	17.2	0.0	17.2	26.8%
Total	\$ 249.4	\$ 63.6	\$ 3.7	\$ 67.3	27.0%	\$ 794.2	\$ 165.8	\$ 17.5	\$ 183.3	23.1%

.1. Stock-based compensation

GAAP to Non-GAAP Reconciliation : Operating Expenses

\$ in millions	Q419	Q420	2019	2020
Operating expenses:				
Research and development	\$22.1	\$21.7	\$104.2	\$83.6
Sales and marketing	\$17.4	\$18.8	\$73.6	\$55.9
General and administrative	\$33.3	\$27.6	\$152.6	\$107.1
Total operating expenses	\$72.8	\$68.1	\$330.4	\$246.6
Stock-based compensation:				
Research and development	\$7.9	\$4.1	\$40.9	\$19.0
Sales and marketing	\$6.2	\$2.6	\$32.5	\$11.0
General and administrative	\$13.4	\$6.1	\$77.5	\$26.4
Stock-based compensation (operating expenses)	\$27.5	\$12.8	\$150.9	\$56.4
Non-GAAP Operating expenses ¹ :				
Research and development	\$14.2	\$17.6	\$63.3	\$64.6
Sales and marketing	\$11.2	\$16.2	\$41.1	\$44.9
General and administrative	\$19.9	\$21.5	\$75.1	\$80.7
Total non-GAAP operating expenses¹	\$45.3	\$55.3	\$179.5	\$190.2

.1. Excluding stock-based compensation
Proprietary and Confidential

Bloomenergy®

Q4 2020

THANK YOU

WED FEB 10, 2021