

1 KEY RESULTS VS. CONSENSUS			
Metric	Reported	Consensus	vs. Cons.
Revenue	\$1.236B	\$1.08B	+14.4%
Adjusted EBITDA	\$299.5M	\$241.2M	+24.2%
Operating Income, Adjusted (vs. Year Ago)	\$285.7M	\$46.2M	+518%
Net Income, Adjusted	\$302.8M	\$211.7M	+43.0%
Diluted EPS, Adjusted	\$0.94	\$0.68	+38.2%
SEGMENT REVENUE			
Product Revenue	\$1,073.6M	\$917.2M	+17.1%
Installation Revenue	\$84.9M	\$73.1M	+16.1%
Service Revenue	\$67.6M	\$80.0M	-15.5%
Electricity Revenue	\$9.8M	\$10.7M	-8.4%
COMPANY METRICS			
Adjusted Gross Margin (vs. Year Ago)	34.5%	30.4%	+4.1 pp

2 | GUIDANCE AND OUTLOOK

2026 guidance was raised for the third time: revenue to \$4.4 billion to \$4.6 billion from \$3.9 billion to \$4.2 billion, adjusted operating income to \$960 million to \$1.03 billion from \$800 million to \$900 million, and adjusted EPS to \$3.10 to \$3.40 from \$2.55 to \$2.85. The approximately 34% adjusted gross margin outlook was reaffirmed. The midpoints imply fourth-quarter revenue of approximately \$1.448 billion. Management cautioned that the timing of a small number of year-end deliveries will determine where in the range results land. No 2027 guidance was provided.

3 | EARNINGS ANALYSIS

THE BEAT WAS PRODUCT-LED. Product revenue rose 179.4% year over year to \$1,073.6 million, 86.9% of sales and approximately 96% of the year-over-year increase in consolidated revenue, beating consensus by 17.1%. Installation also beat, while service revenue of \$67.6 million missed the \$80.0 million estimate and electricity revenue fell 5.2% year over year. The earnings acceleration is an equipment-volume and product-margin story, not yet a balanced expansion across equipment, installation, service, and electricity.

LEVERAGE DROVE MARGIN EXPANSION. Adjusted product gross margin expanded to 38.4% from 35.9% a year earlier on pricing strength and cost reductions, despite new production-line ramp costs and expedited deliveries. Total adjusted gross margin reached 34.5%. Adjusted operating expenses rose only 26.2% against 138.1% revenue growth, taking adjusted operating income to \$285.7 million and operating margin from 8.9% to 23.1%. Most of the expansion came from spreading expenses over a larger revenue base.

CASH CONVERSION IS THE PRINCIPAL QUALIFICATION. Operating cash flow was negative \$27.1 million and free cash flow negative \$180.6 million after \$153.5 million of capital expenditures. Contract assets absorbed \$430.3 million in the quarter and reached \$858.6 million, from \$241.2 million at year-end 2025; contract assets and receivables together exceeded quarterly revenue. Customer advances and supplier financing already offset much of the asset growth, so whether the deterioration is timing, as management characterizes it, depends on subsequent collection.

THE VERDICT REMAINS CONDITIONAL. The quarter demonstrated a substantially larger and more profitable equipment franchise, not yet a fully de-risked cash-generative infrastructure platform. The stance is constructive on operating fundamentals but conditional on the equity: a hold or valuation-dependent pass on incremental purchases is more defensible than an unconditional buy on the headline beat alone. The strongest upside catalyst is continued product-margin improvement with demonstrable collection of recognized revenue; the principal risk is working capital and expansion investment absorbing the economic benefit.

4 | KEY READ-THROUGHS

NEBIUS RECEIVES A MEANINGFUL EXECUTION SIGNAL
Nebius Group (NBIS), Oracle (ORCL), NVIDIA (NVDA) | Positive | Potentially high for Nebius; modest for Oracle, small for NVIDIA
Bloom's servers are ready for Nebius's 300 MW New Jersey data center, with planning approvals inside 3 months of signing and the initial power block ready about 2 months later. Equipment readiness reduces the chance fuel cells are the binding constraint, moving bottlenecks to construction, integration, and acceptance. The block's MW size was not disclosed.

BLACK HILLS DEMONSTRATES THAT DISTRIBUTED GENERATION CAN CREATE UTILITY EARNINGS
Black Hills Corporation (BKH) | Positive | High strategic significance; potentially material earnings contribution over 2027-2030
Black Hills' Google agreements run through 2048, contemplating up to 590 MW of grid-connected service plus management of approximately 2.1 GW of third-party resources through a private microgrid, with approximately \$150 million of expected 2030 net income. Utilities can earn capital returns and management fees even when another entity owns part of the generation.

FUEL CELLS ARE A CREDIBLE COMPETITOR FOR MARGINAL DATA-CENTER GENERATOR SPENDING
Cummins Inc. (CMI), Caterpillar Inc. (CAT) | Negative | Small near-term earnings impact; potentially moderate competitive significance
Bloom competes at meaningful scale: product revenue of approximately \$1.07 billion, product gross margin of 38.4%, and deployments in the 100 MW class. Where projects select fuel cells for primary power, combustion-equipment content per MW falls, with the attached maintenance and parts opportunity where backup generators are also displaced. No lost order was identified for either company.

ONSITE SUPPLY WEAKENS THE ASSUMPTION THAT ALL AI LOAD MUST PAY A GRID-SCARCITY PREMIUM
Constellation Energy (CEG), Talen Energy (TLN), Vistra (VST) | Negative | Small near-term earnings impact; potentially moderate longer-duration influence
A credible onsite alternative improves the large customer's outside option: where a fuel-cell system meets the schedule and reliability specification at an acceptable all-in cost, incumbents face constraints on the price and duration obtainable for future contracts. The call disclosed no lost contract for any of the three; the exposure is to scarcity-based valuation assumptions.