November 9, 2022

Third Quarter 2022

Earnings Results

FTC SOLAR

Forward-Looking Statements and Non-GAAP Financial Measures

This presentation contains forward looking statements. These statements are not historical facts but rather are based on our current expectations and projections regarding our business, operations and other factors relating thereto. Words such as “may,” “will,” “could,” “would,” “should,” “anticipate,” “predict,” “potential,” “continue,” “expects,” “intends,” “plans,” “projects,” “believes,” “estimates” and similar expressions are used to identify these forward-looking statements. These statements are only predictions and as such are not guarantees of future performance and involve risks, uncertainties and assumptions that are difficult to predict. With respect to the proposed acquisition discussed in this presentation, these risks, uncertainties and assumptions include risks related to (1) the occurrence of any event, change or other circumstances that could give rise to the termination of the negotiations and of the definitive agreement with respect to the proposed acquisition, (2) the inability to complete the proposed acquisitions, including due to failure to satisfy the closing conditions, (3) the impact of the ongoing COVID-19 pandemic on the parties’ ability to conduct diligence, negotiate and consummate the proposed acquisition, (4) the disruption of our current plans and operations as a result of time and effort necessary to consummate the proposed acquisition, (5) costs related to the proposed acquisition, (6) the inability to successfully merge goals and technology with the proposed acquisition company, if the acquisition is consummated, (7) the ability to recognize the anticipated benefits of the proposed acquisition (including expected orders and revenues for the proposed acquisition company, the expected EBITDA accretion and pipeline opportunities provided by the proposed acquisition company, which are based on our reasonable due diligence of such company and the information and representations that such company has made to us), which may be affected by, among other things, competition, brand recognition, the ability of the combined companies to grow and manage growth profitably and retain their key employees, (8) the failure of the combined companies to effectively scale tracker systems and solutions in certain international markets and (9) changes in applicable laws or regulations that impact the feasibility of the acquisitions or the operations of the combined companies. You should not rely on our forward-looking statements as predictions of future events, as actual results may differ materially from those in the forward-looking statements because of several factors, including those described in more detail above and in our filings with the U.S. Securities and Exchange Commission, including the section entitled “Risk Factors” contained therein. FTC Solar undertakes no duty or obligation to update any forward-looking statements contained in this presentation as a result of new information, future events or changes in its expectations, except as required by law.

This presentation also contains estimates and other statistical data made by independent parties and by the Company relating to market size and other data about the Company’s industry. This data involves a number of assumptions and limitations, and you are cautioned not to give undue weight to such data and estimates. In addition, projections, assumptions and estimates of the Company’s future performance and the future performance of the markets in which the Company operates are necessarily subject to a high degree of uncertainty and risk. Although the Company believes that the consulted third party sources are reliable, the Company cannot guarantee the accuracy or completeness of this information, and has not independently verified this information. Furthermore, new risks and uncertainties arise from time to time, and it is impossible for the Company to predict those events or how they may affect the Company. If any of these trends, risks or uncertainties actually occurs or continues, the Company’s business, revenue and financial results could be harmed, the trading prices of its securities could decline and you could lose all or part of your investment. All forward-looking statements attributable to the Company or persons acting on its behalf are expressly qualified in their entirety by this cautionary statement.

This presentation contains non-GAAP financial measures relating to our performance. You can find the reconciliation of these measures to the most directly comparable GAAP financial measure in the Appendix at the end of this presentation. The non-GAAP financial measures disclosed by the Company should not be considered a substitute for, or superior to, the financial measures prepared in accordance with GAAP. Please refer to the notes to reconciliation of non-GAAP financial measures in FTC Solar’s quarterly earnings release for a detailed explanation of the adjustments made to the comparable GAAP measures, the ways management uses the non-GAAP measures, and the reasons why management believes the non-GAAP measures provide investors with useful supplemental information.

Four Key Takeaways

1. Total backlog approaching $1 billion mark ($961m), growing nicely
   - $203m added since August 9
   - Continued international growth, including announcing largest project to-date in Australia (128mw)
2. $165m of $203m recent backlog additions not impacted by UFLPA
   - New solution for U.S. thin-film modules, filling gap in offering
   - Launched new 1P tracker, Pioneer, along with 500mw initial order
3. Continue to expect gross margin in 12%-18% range when revenue at $150m run-rate
   - Design-to-Value 20%+ cost reduction
   - Now focus on manufacturing cost, supported by HX expertise
   - Building high-margin DG business, two new portfolios in recent wins
4. Stable liquidity position
   - $50m in cash on balance sheet, $100m undrawn revolver, zero debt
   - Expect ~cash neutral in Q4

Q3 Financial Performance

(in thousands, except per share data and percentages)

	GAAP		Non-GAAP	
	Three months ended September 30,			
(in thousands, except per share data)	2022	2021	2022	2021
Revenue	$ 16,572	$ 52,989	$ 16,572	$ 52,989
Gross margin percentage	(57.4%)	(15.2%)	(49.8%)	(14.5%)
Total operating expenses	$ 17,179	$ 14,731	$ 9,147	$ 8,412
Loss from operations[a]	$ (26,694)	$ (22,770)	$ (17,734)	$ (16,091)
Net loss	$ (25,636)	$ (22,915)	$ (17,748)	$ (16,313)
Diluted loss per share	$ (0.25)	$ (0.24)	$ (0.17)	$ (0.17)

[a] Adjusted EBITDA for Non-GAAP

See reconciliations of all non-GAAP to GAAP measures in the appendix to this presentation.

Outlook

	4Q'22 Guidance
Revenue ($M)	$23-$27
Non-GAAP Gross Profit	$(3.5)-$0.0
Non-GAAP Gross Margin (%)	(15%)-0%
Non-GAAP OpEx ($M)	$10-$11
Adjusted EBITDA ($M)	$(14.5)-$(10.0)

Based on what we see today, we expect:

- 3Q: Low-water mark in revenue, margin
- 4Q: ~40%-60% revenue growth in 4Q off low 3Q base
- 1Q'23: Expect sequential revenue & margin improvement

Q&A

Appendix

Reconciliation of Non-GAAP Gross Margin and Operating Expenses

The following table reconciles Non-GAAP gross margin for the three months ended September 30, 2022, and 2021, respectively:

	Three months ended September 30,	
(in thousands, except percentages)	**2022**	**2021**
GAAP revenue	$ 16,572	$ 52,989
GAAP gross profit (loss)	$ (9,515)	$ (8,039)
Depreciation expense	116	31
Stock-based compensation	1,153	342
Severance	—	—
Other costs	—	—
Non-GAAP gross profit (loss)	$ (8,246)	$ (7,666)
Non-GAAP gross margin percentage	(49.8%)	(14.5%)

The following table reconciles GAAP operating expenses to Non-GAAP operating expenses for the three months ended September 30, 2022, and 2021, respectively:

	Three months ended September 30,	
(in thousands)	**2022**	**2021**
GAAP operating expenses	$ 17,179	$ 14,731
Depreciation expense	(66)	(22)
Amortization expense	(135)	—
Stock-based compensation	(6,354)	(5,039)
Non-routine legal fees	(842)	(988)
Severance	(311)	—
Other (costs) credits	(324)	(270)
Non-GAAP operating expenses	$ 9,147	$ 8,412

Reconciliation of Non-GAAP Loss from Operations

The following table reconciles GAAP loss from operations to Adjusted EBITDA for the three months ended September 30, 2022, and 2021, respectively:

	Three months ended September 30,	
(in thousands)	**2022**	**2021**
GAAP loss from operations	$ (26,694)	$ (22,770)
Depreciation expense	182	53
Amortization expense	135	—
Stock-based compensation	7,507	5,381
Non-routine legal fees	842	988
Severance	311	—
Other costs	324	270
Other income (expense)	(341)	(13)
Adjusted EBITDA	$ (17,734)	$ (16,091)

Reconciliation of Net Loss to Adjusted EBITDA and Adjusted Net Loss

The following table reconciles Net loss to Adjusted EBITDA and Adjusted Net Loss for the three months ended September 30, 2022, and 2021, respectively:

	Three months ended September 30,			
	2022		2021	
(in thousands, except shares and per share data)	Adjusted EBITDA	Adjusted Net Loss	Adjusted EBITDA	Adjusted Net Loss
Net loss per GAAP	$ (25,636)	$ (25,636)	$ (22,915)	$ (22,915)
Reconciling items -				
Provision (benefit) for income taxes	(151)	—	41	—
Interest expense, net	160	—	301	—
Amortization of debt issue costs in interest expense	—	177	—	173
Depreciation expense	182	—	53	—
Amortization of intangibles	135	135	—	—
Stock-based compensation	7,507	7,507	5,381	5,381
Gain from disposal of investment in unconsolidated subsidiary (a)	(1,408)	(1,408)	(210)	(210)
Non-routine legal fees (b)	842	842	988	988
Severance (c)	311	311	—	—
Other costs (d)	324	324	270	270
Adjusted Non-GAAP amounts	$ (17,734)	$ (17,748)	$ (16,091)	$ (16,313)
GAAP net loss per share:				
Basic	N/A	$ (0.25)	N/A	$ (0.24)
Diluted	N/A	$ (0.25)	N/A	$ (0.24)
Adjusted Non-GAAP net loss per share (Adjusted EPS):				
Basic	N/A	$ (0.17)	N/A	$ (0.17)
Diluted	N/A	$ (0.17)	N/A	$ (0.17)
Weighted-average common shares outstanding:				
Basic	N/A	102,164,455	N/A	94,596,519
Diluted	N/A	102,164,455	N/A	94,596,519

(a) Our management excludes the gain from current year collections of contingent contractual amounts arising from the sale in 2021 of our investment in our unconsolidated subsidiary when evaluating our operating performance.

(b) Non-routine legal fees represent legal fees and other costs incurred for matters that were not ordinary or routine to the operations of the business.

(c) Severance costs were incurred related to agreements with certain executives due to restructuring changes.

(d) Other costs include installment payments in both periods relating to a CEO transition event that occurred in 2021, as well as professional services associated with our IPO and a registration statement filing.

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Notes to Reconciliations of Non-GAAP Financial Measures

Notes to Reconciliations of Non-GAAP Financial Measures to Nearest Comparable GAAP Measures

We utilize Adjusted EBITDA, Adjusted Net Loss, and Adjusted EPS as supplemental measures of our performance. We define Adjusted EBITDA as net loss plus (i) provision (benefit) for income taxes, (ii) interest expense, net, (iii) depreciation expense, (iv) amortization of intangibles, (v) stock-based compensation, (vi) non-routine legal fees, severance and certain other costs (credits) and (vii) the loss (income) from our unconsolidated subsidiary. We also deduct the gains from the disposal of our investment in unconsolidated subsidiary and from extinguishment of our debt from net loss in arriving at Adjusted EBITDA. We define Adjusted Net Loss as net loss plus (i) amortization of debt issue costs and intangibles, (ii) stock-based compensation, (iii) non-routine legal fees, severance and certain other costs (credits), (iv) the loss (income) from our unconsolidated subsidiary and (v) income tax expense (benefit) of adjustments. We also deduct the gains or add back the losses from the disposal of our investment in unconsolidated subsidiary and from extinguishment of our debt from net loss in arriving at Adjusted Net Loss. Adjusted EPS is defined as Adjusted Net Loss on a per share basis using the weighted average diluted shares outstanding.

Adjusted EBITDA, Adjusted Net Loss, and Adjusted EPS are intended as supplemental measures of performance that are neither required by, nor presented in accordance with, U.S. generally accepted accounting principles ("GAAP"). We present Adjusted EBITDA, Adjusted Net Loss and Adjusted EPS, because we believe they assist investors and analysts in comparing our performance across reporting periods on an ongoing basis by excluding items that we do not believe are indicative of our core operating performance. In addition, we use Adjusted EBITDA, Adjusted Net Loss and Adjusted EPS to evaluate the effectiveness of our business strategies.