



November 10, 2021

Third Quarter 2021

Earnings Results





Forward-Looking Statements and Non-GAAP Financial Measures

This presentation contains forward-looking statements that involve substantial risks and uncertainties. All statements, other than statements of historical facts, contained in this presentation, including statements regarding the Company's strategy, future operations, future financial position, future revenues, projected costs, prospects, plans and objectives of management, are forward-looking statements. The words "anticipate," "believe," "continue," "could," "estimate," "expect," "intend," "may," "might," "plan," "potential," "predict," "project," "should," or "would," or the negative of these terms, or other comparable terminology are intended to identify forward looking statements, although not all forward-looking statements contain these identifying words. The Company may not actually achieve the plans, intentions or expectations disclosed in these forward-looking statements, and you should not place undue reliance on these forward-looking statements. Actual results or events could differ materially from the plans, intentions and expectations disclosed in these forward-looking statements. In addition, the forward-looking statements included in this presentation represent the Company's views as of the date of this presentation. The Company anticipates that subsequent events and developments will cause its views to change. However, while the Company may elect to update these forward-looking statements at some point in the future, it specifically disclaims any obligation to do so. These forward-looking statements should not be relied upon as representing the Company's views as of any date subsequent to the date of this presentation.

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.



Third Quarter & Recent Highlights

3Q revenue growth 6% q/q, 9mo. revenue up 18% y/y; Adjusted EBITDA toward high-end of guidance range

Added \$752 million to executed contracts and awarded orders YTD*, including \$267 million since August 1

Announced 1.7GW tracker supply agreement with leading project developer

Awarded three new projects in Australia, including largest there to-date, and first two projects in Africa

Added fourth SunPath contract

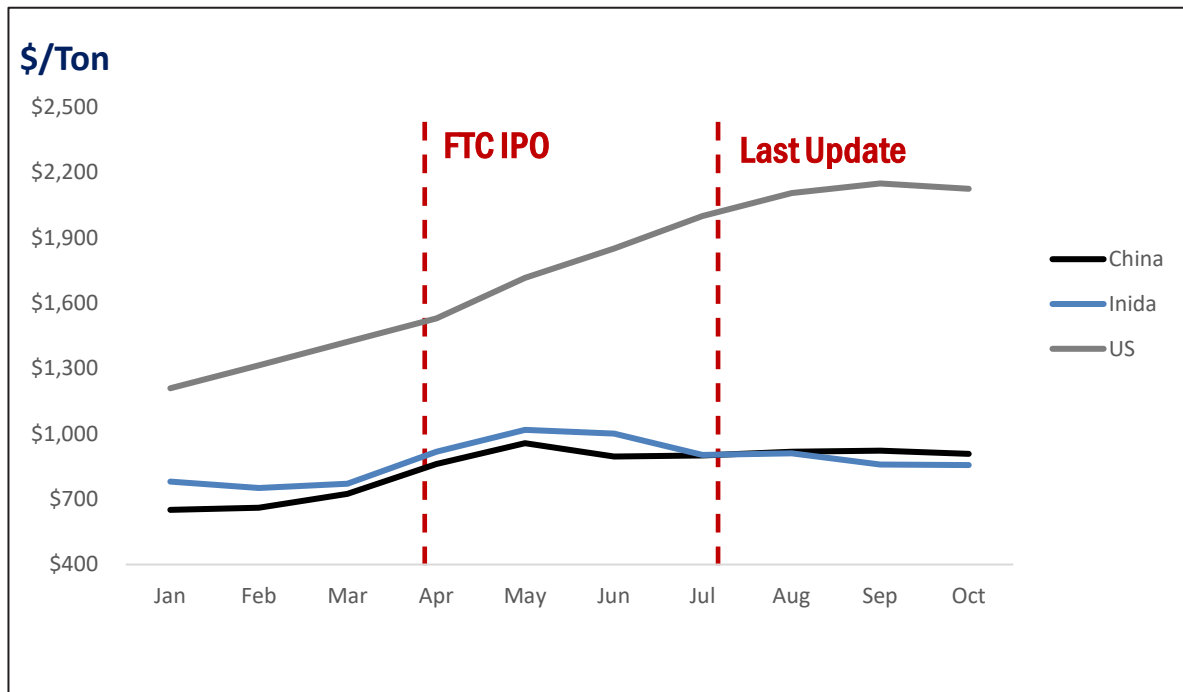
Continue to expect strong ~30%-50% sequential revenue growth in fourth quarter

* Through November 9, 2021 - Includes amounts included in first nine months reported revenue. Subtracting the amount included in first nine month revenue, the new balance is \$692 million for delivery in future periods.

- Steel pricing remains elevated
- Global logistics environment has worsened, with freight near record levels
- Module pricing and availability concerns

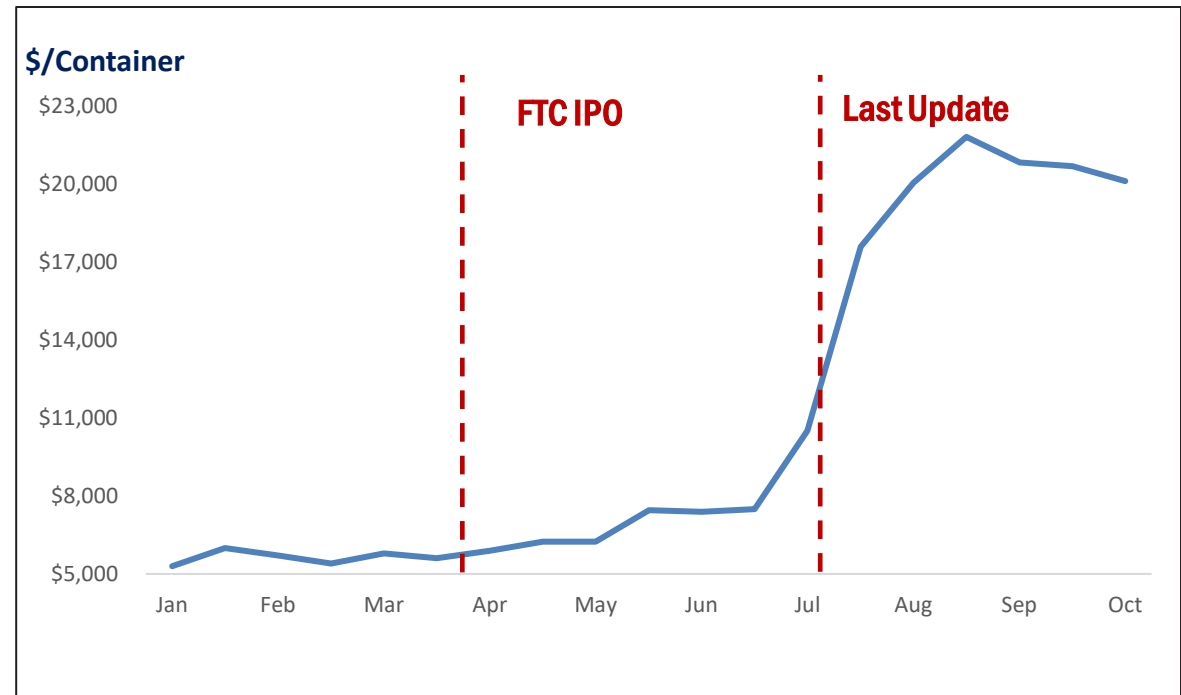
Steel

Hot Rolled Coil by Export Port



Freight

Baltic Index China/East Asia - NAMR East Coast





Q3 Financial Performance

(in thousands, except per share data and percentages)

	GAAP		Non-GAAP	
	Three Months Ended September 30,			
	2021	2020	2021	2020
Revenue	\$ 52,989	\$ 59,640	\$ 52,989	\$ 59,640
Gross margin	-15.2%	4.8%	-14.5%	4.9%
Operating expense	\$ 14,732	\$ 5,391	\$ 8,377	\$ 5,020
Operating loss	\$ (22,771)	\$ (2,525)	\$ (16,090)	\$ (2,074)
Net loss	\$ (22,915)	\$ (2,840)	\$ (16,313)	\$ (2,172)
Diluted EPS	\$ (0.24)	\$ (0.04)	\$ (0.17)	\$ (0.03)

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

Fourth Quarter

\$ mil.	3Q'21 Actual	4Q'21 Guidance
Revenue	\$53.0	\$70.0- \$80.0
Non-GAAP Operating Expenses	\$8.4	\$9.0 - \$10.0
Adjusted EBITDA	(\$16.1)	(\$12.5 – \$16.5)

Fourth Quarter

- Expect significant increase in revenue relative to third quarter ~30%-50%.
- Anticipated logistics impact to fourth quarter is approximately \$3-\$5 million

Full year 2021

- This outlook would result in full-year revenue between \$239-\$249 million, representing growth of 27%-33% y/y



Q&A

Appendix



Reconciliation of Non-GAAP Gross Margin and Operating Expense

The following table reconciles Non-GAAP Gross Margin for the three and nine months ended September 30, 2021 and 2020, respectively:

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2021	2020	2021	2020
GAAP gross profit (loss)	\$ (8,039)	\$ 2,866	(23,970)	\$ 8,464
Stock-based compensation	342	80	7,571	244
Other costs	-	-	460	-
Non-GAAP gross profit (loss)	(7,697)	2,946	(15,939)	8,708
Non-GAAP revenue	\$ 52,989	\$ 59,640	168,804	\$ 143,173
Non-GAAP gross margin	<u>-14.5%</u>	<u>4.9%</u>	<u>-9.4%</u>	<u>6.1%</u>

The following table reconciles GAAP Operating Expense to Non-GAAP Operating Expense for the three and nine months ended September 30, 2021 and 2020, respectively:

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2021	2020	2021	2020
GAAP Operating expense	\$ 14,732	\$ 5,391	\$ 79,291	\$ 14,051
Depreciation expense	(20)	(3)	(48)	(10)
Amortization of intangibles	-	-	-	(33)
Stock-based compensation	(5,039)	(369)	(50,960)	(1,138)
Other costs	(1,296)	\$ -	(4,733)	\$ -
Non-GAAP Operating expense	<u>\$ 8,377</u>	<u>\$ 5,019</u>	<u>\$ 23,550</u>	<u>\$ 12,870</u>



Reconciliation of Non-GAAP Operating Loss

The following table reconciles GAAP Operating Loss to Non-GAAP Operating Loss for the three and nine months ended September 30, 2021 and 2020, respectively:

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2021	2020	2021	2020
GAAP Operating loss	\$ (22,771)	\$ (2,525)	\$ (103,262)	\$ (5,587)
Depreciation expense	53	3	95	10
Amortization of intangibles	-	-	-	33
Stock-based compensation	5,381	449	58,531	1,382
Other costs	1,247	\$ -	5,136	\$ -
Non-GAAP Operating loss	<u>\$ (16,090)</u>	<u>\$ (2,073)</u>	<u>\$ (39,500)</u>	<u>\$ (4,162)</u>



Reconciliation of Net Loss to Adjusted EBITDA

The following table reconciles Net Loss to Adjusted EBITDA for the three and nine months ended September 30, 2020 and 2021, respectively:

	Three Months Ended		Nine Months Ended	
	September 30,		September 30,	
	2021	2020	2021	2020
	(in thousands)			
Net loss	\$ (22,915)	\$ (2,840)	\$ (82,707)	\$ (6,196)
Income tax (benefit)	41	24	137	(115)
Interest expense, net	128	70	227	303
Depreciation expense	53	3	95	10
Amortization of intangibles	—	—	—	33
Amortization of debt issuance costs	173	—	288	—
Stock-based compensation	5,381	449	58,531	1,382
(Gain) loss on extinguishment of debt(a)	—	34	(790)	75
(Gain) from disposal of equity investment	(210)	—	(20,829)	—
Non-routine legal fees (b)	988	—	1,763	—
Severance(c)	—	—	295	—
Other costs(d)	270	—	3,135	—
Loss from unconsolidated subsidiary(e)	—	186	354	345
Adjusted EBITDA	<u>\$ (16,091)</u>	<u>\$ (2,074)</u>	<u>\$ (39,500)</u>	<u>\$ (4,163)</u>

(a) The gain on extinguishment of debt for the nine months ended September 30, 2021 resulted from forgiveness of a loan under SBA's Paycheck Protection Program. See "Note -7 Debt and Other Borrowings".

(b) Represents legal fees incurred that were not ordinary or routine to the operations of the business.

(c) Represents severance accrued related to an agreement with an employee due to restructuring changes.

(d) Represents consulting fees in connection with operations and finance and other costs associated with our IPO and one-time CEO transition cost.

(e) Represents results of an entity that we do not consolidate, as our management excludes these results when evaluating our operating performance.



Reconciliation of Non-GAAP Net Loss

The following table reconciles Net Loss to Adjusted Non-GAAP Net Loss and Adjusted EPS for the three and nine months ended September 30, 2021 and 2020, respectively. All shares and per share amounts have been adjusted for a 8.25-for-1 share forward stock split which took effect on April 27, 2021:

	Three Months Ended		Nine Months Ended	
	September 30,		September 30,	
	2021	2020	2021	2020
	(in thousands, except per share data)			
Net loss	\$ (22,915)	\$ (2,840)	\$ (82,707)	\$ (6,196)
Amortization of intangibles	—	—	—	33
Amortization of debt issuance costs	173	—	288	—
Stock-based compensation	5,381	449	58,531	1,382
(Gain) loss on extinguishment of debt	—	34	(790)	75
(Gain) from disposal of equity investment	(210)	—	(20,829)	—
Non-routine legal fees	988	—	1,763	—
Severance	—	—	295	—
Other costs	270	—	3,135	—
Loss from unconsolidated subsidiary	—	186	354	345
Income tax expense of adjustments (a)	—	—	—	(3)
Adjusted Non-GAAP net loss	<u>\$ (16,313)</u>	<u>\$ (2,171)</u>	<u>\$ (39,960)</u>	<u>\$ (4,364)</u>

Adjusted Non-GAAP net loss per share (Adjusted EPS)

Basic	\$ (0.17)	\$ (0.03)	\$ (0.48)	\$ (0.06)
Diluted	\$ (0.17)	\$ (0.03)	\$ (0.48)	\$ (0.06)

Weighted-average Non-GAAP common shares outstanding:

Basic	94,596,519	67,567,724	83,860,250	69,857,468
Diluted	94,596,519	67,567,724	83,860,250	69,857,468

(a) Represents incremental tax expense of adjustments made to reconcile Net Loss to Adjusted Non-GAAP Net Loss driven from loss from unconsolidated subsidiary.



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

We present Adjusted EBITDA, Adjusted Non-GAAP Net Loss and Adjusted EPS as supplemental measures of our performance. We define Adjusted EBITDA as net loss plus (i) income tax (benefit) or expense, (ii) interest expense, (iii) depreciation expense, (iv) amortization of intangibles, (v) amortization of debt issuance costs, (vi) stock-based compensation (vii) gain on extinguishment of debt, (viii) gain from disposal in equity investment, (ix) non-routine legal fees, (x) severance, (xi) other costs and (xii) loss from unconsolidated subsidiary. We define Adjusted Net Loss as net loss plus (i) amortization of intangibles, (ii) amortization of debt issuance costs (iii) stock-based compensation, (iv) gain on extinguishment of debt, (v) gain from disposal in equity investment, (vi) non-routine legal fees, (vii) severance, (viii) other costs, (ix) loss from unconsolidated subsidiary and (x) income tax expense of adjustments. Adjusted EPS is defined as Adjusted Non-GAAP Net Loss Per Share using the weighted average basic and diluted shares outstanding.

Adjusted EBITDA, Adjusted Non-GAAP 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 Non-GAAP 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 Non-GAAP Net Loss and Adjusted EPS to evaluate the effectiveness of our business strategies.

Prior Quarter Adjustments

During the third quarter, the Company identified prior quarter errors related to basic and diluted earnings per share (EPS) calculation and overstated stock-based compensation. Although Management concluded these errors were not material to the prior quarter interim financial statements, the Company is correcting these errors by revising the previously issued unaudited consolidated financial statements as of June 30, 2021 and presenting the effect of the revision adjustment for the three and six months ended June 30, 2021. References herein to prior quarter net loss has been revised to reflect the decrease of \$3.4 million in stock-based compensation and the increase of \$0.09 in earnings per share. *(See Footnote 2 to our unaudited consolidated financial statements included in our filing of our Q3 Quarterly Report on Form 10-Q.)*