

Eos Energy Enterprises

Q1 2024 Financial Results

May 15, 2024



Eos. Positively ingenious.



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Key Metrics

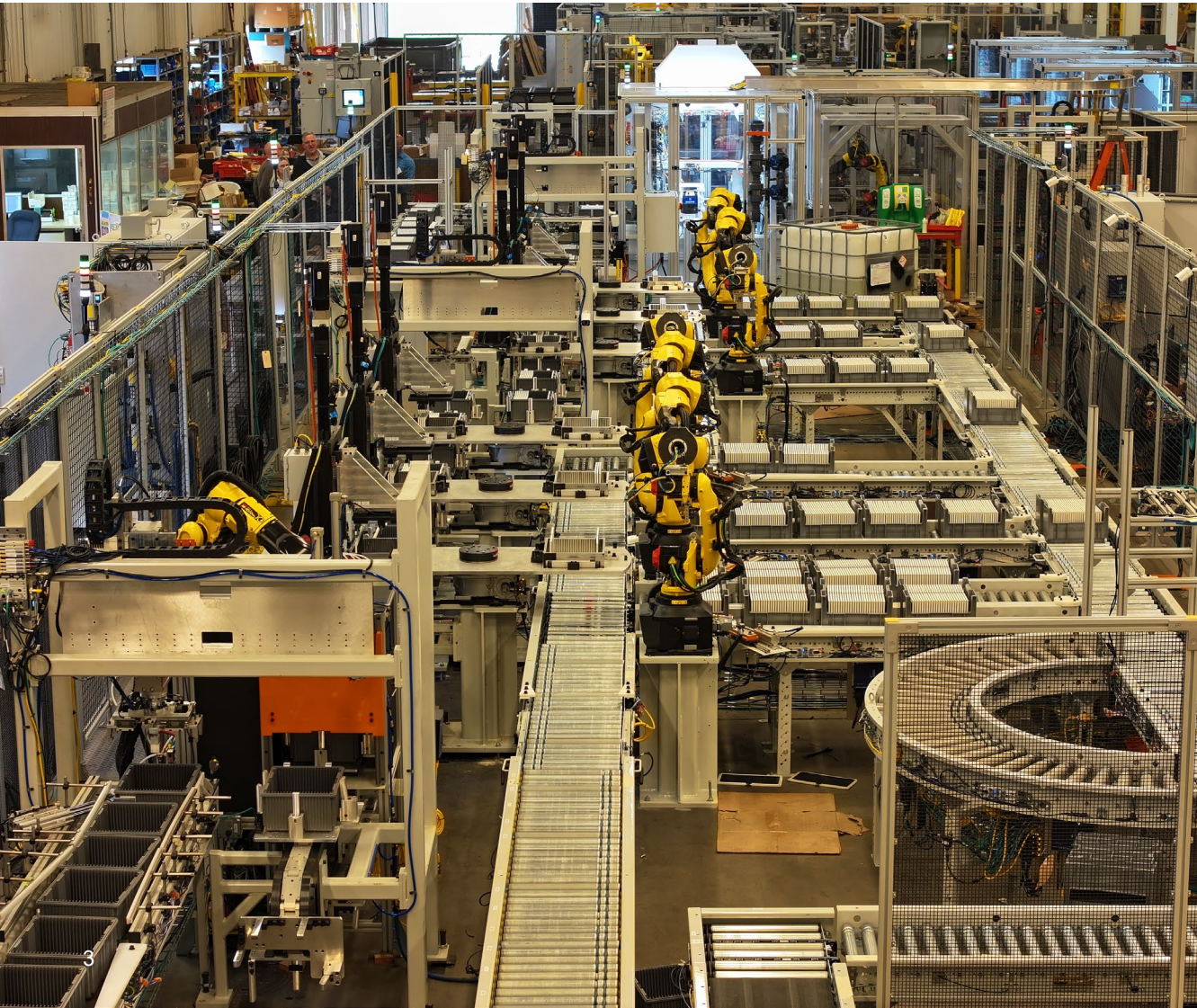
Backlog. Our backlog represents the amount of revenue that we expect to realize from existing agreements with our customers for the sale of our battery energy storage systems and performance of services. The backlog is calculated by adding new orders in the current fiscal period to the backlog as of the end of the prior fiscal period and then subtracting the shipments in the current fiscal period. If the amount of an order is modified or cancelled, we adjust orders in the current period and our backlog accordingly, but do not retroactively adjust previously published backlogs. We believe that the backlog is a useful indicator regarding the future revenue of our Company.

Pipeline. Our pipeline represents projects for which we have submitted technical proposals or non-binding quotes plus customers with letters of intent (“LOI”) or firm commitments. Pipeline does not include lead generation projects.

Booked Orders. Booked orders are orders where we have legally binding agreements with a Purchase Order (“PO”) or Master Supply Agreement (“MSA”) executed by both parties.

Completed Successful Line 1 Factory Acceptance Testing (FAT)

Installing line in Turtle Creek, PA for planned Q2 Site Acceptance Testing (SAT)



FAT Complete

- ✓ Final de-bugging & system integration completed in 6 weeks
- ✓ Achieved 12-second cycle time
- ✓ All process stations verified for design intent and function

SAT Q2 Planned Completion

- 1st equipment arriving and being installed in Turtle Creek Factory
- Operators trained on running the line during FAT
- Installation & commissioning plan on schedule

Running the Business Operationally

Continued progress toward goals outlined in December 2023 Strategic Outlook Call



Eos Z3 Cubes set on foundations in New Jersey

	Progress since 12/12/23	Cash Flow Impact
Z3 Performance Enhancements	<ul style="list-style-type: none"> Transitioned to lower-cost, higher energy density Z3 battery module Cut-in new Eos Z3™ inline energy cube 	<p>↓ Reduced manufacturing costs</p>
Path to Profitability	<ul style="list-style-type: none"> Secured 55% of 2024 direct material cost-out target Negotiated strategic supply agreements with larger US suppliers 	<p>↓ Lower product cost & working capital</p>
Field Operating Data	<ul style="list-style-type: none"> Shipped over 110 Z3 cubes to 5 customers Beginning customer commissioning 	<p>↑ Deliver & collect project milestones</p>
Commercial Momentum	<ul style="list-style-type: none"> Booked Pine Gate MSA extension Working 1.2 GWh in late-stage opportunities 	<p>↑ Customer deposits</p>
Digital Capability	<ul style="list-style-type: none"> Utilized Gen 2.3 operating data to improve Z3 BMS Improved operability through machine learnings 	<p>↓ Lower BMS cost</p>
Liquidity	<ul style="list-style-type: none"> Monetized 2023 Production Tax Credits Achieving DOE Loan requirements 	<p>↑ Fund company to profitability</p>

Operating Highlights

Commercial Pipeline¹

\$13.3 billion

Representing ~49 GWh

Booked Orders²

\$125 million

Representing 500 MWh

Orders Backlog at 3/31¹

\$602.7 million

Representing ~2.4 GWh



Discharge Energy³

3.0 GWh

~2.6 GWh in the field

Q1 Revenue²

\$6.6 million

100% Z3 production

Cash On Hand at 3/31¹

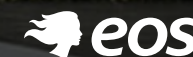
\$31.8 million

Not including ~\$14.5M restricted cash

(1) Numbers shown as of 3/31/2024

(2) For the three months ended 3/31/2024

5 (3) Numbers shown as of 5/6/2024



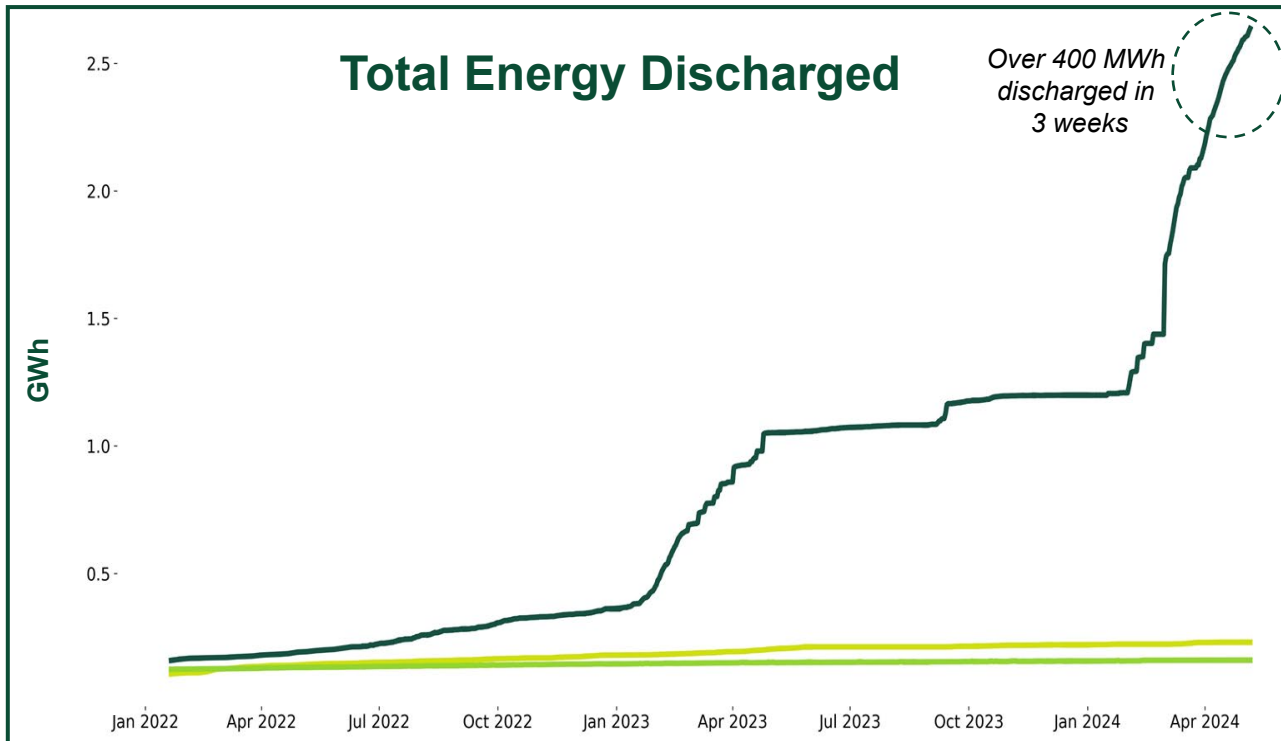
Commercial Opportunity Pipeline & Orders Backlog



Total Cumulative Energy Discharged Surpasses 3.0 GWh

Over 1.4 GWh discharged energy from Jan to April 2024 primarily by existing Gen 2.3 projects

2.6 GWh <i>Field</i>	.2 GWh <i>FAT</i>	.2 GWh <i>Lab</i>	3.0 GWh <i>TOTAL</i>
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North Carolina - >1 MWh Microgrid



New Jersey - 2 MWh Microgrid



Texas - 50 MWh Stand-Alone BESS

Building Znyth™ Operating Experience...Starting Z3 Project Commissioning

Current Commercial Activity

Q1 LOI conversion increased commercial backlog to over \$600M

Lead Generation ¹	Commercial Opportunity Pipeline - \$13.3B ¹		Backlog ¹	
	Active proposals	LOI / Firm commitments		
<p>\$9.5B ~37GWh</p> <p><i>Change vs. prior quarter</i></p> <p>↑ 40%</p> <ul style="list-style-type: none"> ✓ Feasibility study ✓ Develop project plan ✓ Monitor regulations 	<p>\$2.1B ~8GWh</p> <p>Technical proposal</p>	<p>\$9.9B ~35GWh</p> <p>Non-binding quote</p> <p>1.2 GWh in late-stage approvals. Awaiting grant awards, shortlisted project closure, and final contracting with Eos technology</p>	<p>\$1.3B ~6GWh</p>	<p>\$602.7M ~2.4GWh</p> <p>↑ 13%</p> <ul style="list-style-type: none"> ✓ Binding agreement ✓ Open closing conditions ✓ Purchase orders and/or MSA with down payment
	<p>↑ 7%</p> <ul style="list-style-type: none"> ✓ Clear project requirements ✓ Gather customer specs ✓ Analyze use cases ✓ Commercial & technical proposal 		<p>↓ 32%</p> <ul style="list-style-type: none"> ✓ Finalize commercial terms ✓ Contract negotiation ✓ Letter of intent ✓ Open closing conditions 	

Operational Performance & Capacity



Design Enhancements Driving Cost-Out

Transitioned to newer lower-cost Z3 battery module and Inline Cube

Lower-Cost, Higher Energy Density Z3 Battery Module



- ✓ 15% more energy per module
- ✓ Replaced titanium terminal electrodes with conductive plastic
- ✓ Simpler design in preparation for automation

Eos Z3™ Inline Energy Cube



- ✓ Improves speed of loading modules into a cube
- ✓ Simplifies site set-up and site energy density
- ✓ Accelerated timeline from install to first energy discharge

Cost Roadmap

Current Eos Z3™ Cube energy density up to 695 kWh¹

Additional Cost-Out Initiatives

Expected benefits starting Q2 2024

State-of-the-Art Line Implementation

Scheduled Q2 2024

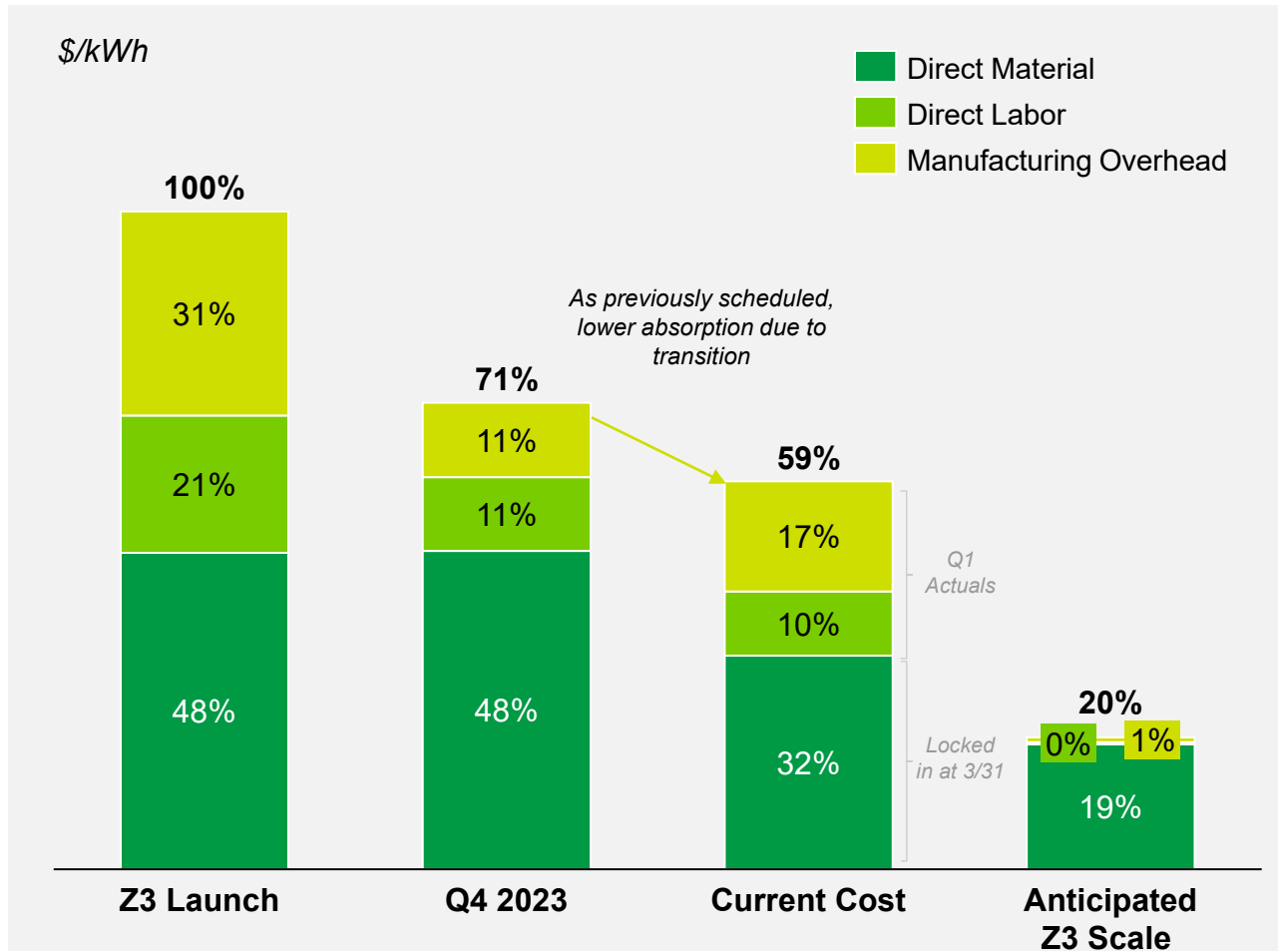
Additional Increase in Energy Density

Scheduled Q4 2024

Delivered against December 12th, 2023, Strategic Outlook Goals

Achieving Progress on Z3 Cost Out Target

Ahead of plan; accelerated direct material reductions while implementing lower-cost designed product



Manufacturing Overhead

- + Lower overhead absorption driven by cost-out & performance improvement implementation
- + Capacity sized to 1.25 GWh capacity

Direct Labor

- + Delivering variable labor productivity
- + Incremental DL efficiency from automation and volume

Direct Material

- + Delivering material input costs better than plan
- + 55% of 2024 target achieved though lower cost design & strategic supplier agreements

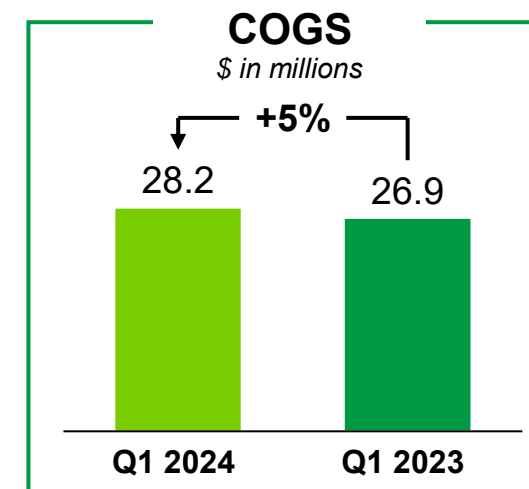
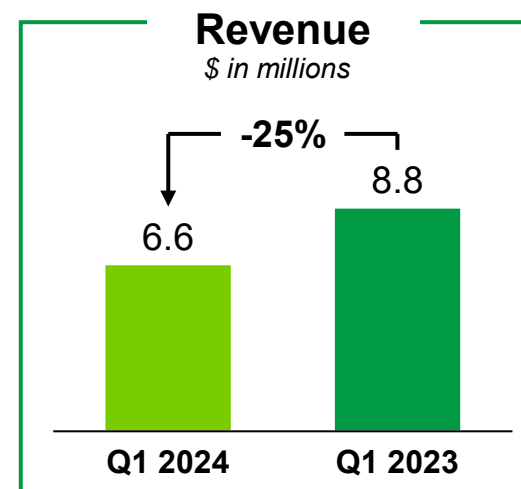
Scaled production continues to be largest cost-out opportunity as SoTA line 1 becomes operational

Financial Results & Forecast



First Quarter 2024 Eos Income Statement

(\$ in millions)	Q1 2024	Q1 2023
Revenue	6.6	8.8
Cost of Goods Sold	28.2	26.9
Gross Loss	(21.6)	(18.1)
R&D expense	5.2	5.4
SG&A expense	14.2	14.0
Loss from write-off of PP&E	0.1	0.8
Grant (income) / expense	-	-
Operating Loss	(41.1)	(38.3)
Interest expense, net / related party	9.1	18.6
Change in fair value of warrants and derivatives	(3.4)	13.1
Loss on debt extinguishment	-	1.6
Other (income) / expense	(0.1)	0.0
Income tax expense	0.0	(0.0)
Net Loss	(46.7)	(71.6)

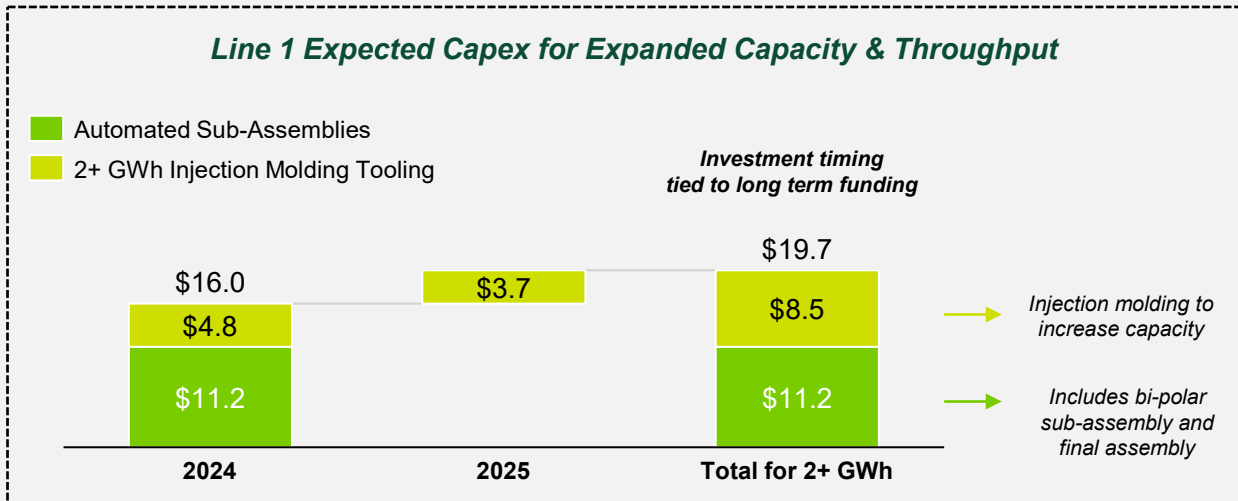
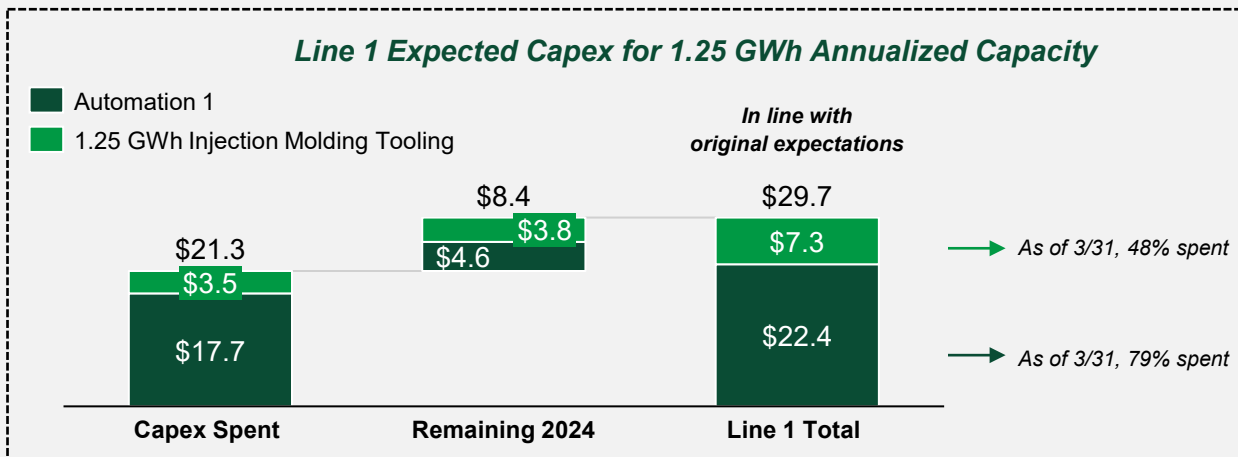


Business Highlights:

- + **Revenue down 25%** on 18% lower unit volume due to revenue recognition timing
- + **5% higher COGS** while manufacturing **28% higher unit volume**
- + Operating expenses of **\$19.5 million, a 3% decrease** vs. prior year
- + Operating loss of **\$41.1 million or \$36.6 million** excluding non-cash items of **\$4.5 million** such as stock-based compensation, depreciation and amortization and loss from write down of PP&E
- + Net Loss of **\$46.7 million, 35% improvement** vs. prior year

Efficient Capital Model to Scale Capacity

1.25 GWh capacity on budget for SotA Line 1; further investment to increase capacity and throughput



Investment Highlights

1.25 GWh ~\$30M

2+ GWh, Incremental ~\$20M

Equivalent to \$25M/GWh

IRA Production Tax Credits \$ in millions

Capacity	Investment	Tax Credits
1.25 GWh	~\$30	\$56+
2+ GWh	~\$50	\$90+

Bi-Polar Sub-Assembly Automation

- ✓ Increased quality, output and process capability
- ✓ Improve labor efficiency by ~87%
- ✓ Support incremental capacity to 2+ GWh
- ✓ Expected to improve sub-assembly yield by ~4.5%

Investment on budget & in line with original expectations

Reaffirming Fiscal Year 2024 Outlook

Revenue

\$60M - \$90M

Expect to increase manufacturing volumes in Q4 2024 in alignment with cost road map

Contribution Margin

Positive in Q4

Defined as sales price less direct labor, direct materials, and includes the benefit of the production tax credits

Upcoming Key Events

SotA Line 1 SAT

Scheduled for Q2 2024

Stifel 2024 Cross Sector Conference

June 5, 2024

Evercore ISI Global Clean Energy & Transition Technologies

June 12, 2024

Q2 Earnings Call

August 2024

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