

# Eos Energy Enterprises

## FY 2024 Financial Results

March 05, 2025



Eos. Positively ingenious.



# Disclaimer

**Forward-Looking Statements** This presentation includes “forward-looking statements” within the meaning of the “safe harbor” provisions of the Private Securities Litigation Reform Act of 1995. Forward-looking statements include, but are not limited to, statements regarding expected revenue for the fiscal years ended December 31, 2025, our path to profitability and strategic outlook, statements regarding orders backlog, and opportunity pipeline, statement regarding our expectation that we can continue to increase product volume on our state-of-the-art manufacturing line, statements regarding future expansion and its impact on our ability to scale up operations, statement regarding our expectation that we can continue to strengthen our overall supply chain, statements regarding our expectation that our new comprehensive insurance program will provide increased operational and economic certainty, statements that refer to the delayed draw term loan with Cerberus, milestones thereunder and the anticipated use of proceeds, statements that refer to outlook, projections, forecasts or other characterizations of future events or circumstances, including any underlying assumptions. The words “anticipate,” “believe,” “continue,” “could,” “estimate,” “expect,” “intends,” “may,” “might,” “plan,” “possible,” “potential,” “predict,” “project,” “should,” “would” and similar expressions may identify forward-looking statements, but the absence of these words does not mean that a statement is not forward-looking. Forward-looking statements are based on our management’s beliefs, as well as assumptions made by, and information currently available to, them. Because such statements are based on expectations as to future financial and operating results and are not statements of fact, actual results may differ materially from those projected. Factors which may cause actual results to differ materially from current expectations include, but are not limited to: changes adversely affecting the business in which we are engaged; our ability to forecast trends accurately; our ability to achieve the operational milestones under the DDTL; our ability to generate cash, service indebtedness and incur additional indebtedness; our ability to raise financing in the future; our customers’ ability to secure project financing; the amount of final tax credits available to our customers or to Eos pursuant to the Inflation Reduction Act, the timing and availability of future funding under the Department of Energy Loan facility, or the timing of funding and the final size of any loan that is approved; the possibility of a government shutdown while we work to meet the applicable conditions precedent and finalize loan documents with the U.S. Department of Energy Loan Programs Office or while we await notice of a decision regarding the issuance of a loan from the Department of Energy Loan Programs Office; our ability to develop efficient manufacturing processes to scale and to forecast related costs and efficiencies accurately; fluctuations in our revenue and operating results; competition from existing or new competitors; the failure to convert firm order backlog and pipeline to revenue; risks associated with security breaches in our information technology systems; risks related to legal proceedings or claims; risks associated with evolving energy policies in the United States and other countries and the potential costs of regulatory compliance; risks associated with changes to U.S. trade environment; our ability to maintain the listing of our shares of common stock on NASDAQ; our ability to grow our business and manage growth profitably, maintain relationships with customers and suppliers and retain our management and key employees; risks related to the adverse changes in general economic conditions, including inflationary pressures and increased interest rates; risk from supply chain disruptions and other impacts of geopolitical conflict; changes in applicable laws or regulations; the possibility that Eos may be adversely affected by other economic, business, and/or competitive factors; other factors beyond our control; risks related to adverse changes in general economic conditions; and other risks and uncertainties indicated in the company’s most recent annual report on Form 10-K and subsequent reports on Forms 10-Q and 8-K, including those under the heading “Risk Factors” therein, and other factors identified in Eos’s prior and future SEC filings with the SEC, available at [www.sec.gov](http://www.sec.gov). Eos cautions that the foregoing list of factors is not exclusive and not to place undue reliance upon any forward-looking statements, which speak only as of the date made. Eos does not undertake or accept any obligation to release publicly any updates or revisions to any forward-looking statements to reflect any change in its expectations or any change in events, conditions or circumstances on which any such statement is based.

## Industry and Market Data

In this presentation, we rely on and refer to information and statistics regarding market participants in the sectors in which Eos competes and other industry data. We obtained this information and statistics from third party sources, including reports by market research firms and company filings. We have not independently verified the accuracy or completeness of, and disclaim and liability with respect to, such third-party sources and the data therein that have been included in this presentation.

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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.

# Non – GAAP Financial Measures

To provide investors with additional information regarding our financial results, we have disclosed in this earnings presentation non-GAAP financial measures, including adjusted EBITDA and adjusted earnings per share (EPS), which are non-GAAP financial measures as defined under the rules of the SEC. These non-GAAP financial measures should be considered supplemental to, not a substitute for, or superior to, the financial measures of the Company's calculated in accordance with U.S. generally accepted accounting principles ("GAAP"). The Company believes adjusted EBITDA, and adjusted EPS are useful measures in evaluating its financial and operational performance distinct and apart from financing costs, certain non-cash expenses and non-operational expenses.

We believe that non-GAAP financial information, when taken collectively may be helpful to our investors in assessing its operating performance. There are a number of limitations related to the use of these non-GAAP financial measures and their nearest GAAP equivalents. For example, the Company's definitions of non-GAAP financial measures may differ from non-GAAP financial measures used by other companies. Below is a description of the non-GAAP financial information included herein as well as reconciliations to the most directly comparable GAAP measure. You should review the reconciliations below but not rely on any single financial measure to evaluate our business.

Adjusted EBITDA is defined as earnings (net loss) attributable to Eos adjusted for interest expense, income tax, depreciation and amortization, non-cash stock-based compensation expense, change in fair value of debt and derivatives, debt extinguishment, and other non-cash or non-recurring items as determined by management which it does not believe to be indicative of its underlying business trends. Adjusted EPS is defined as GAAP net loss per common share as adjusted for non-cash stock-based compensation expense change in fair value of debt and derivatives and debt extinguishment per common share.

# Operating Highlights

Commercial Pipeline<sup>1</sup>

**\$14.4 billion**

Representing ~55 GWh

Booked Orders<sup>2</sup>

**\$310.7 million**

Representing ~1.2 GWh

Orders Backlog at 12/31<sup>1</sup>

**\$682.2 million**

Representing ~2.6 GWh



Discharge Energy<sup>3</sup>

**5.2 GWh**

~4.8 GWh in the field

2024 Revenue<sup>2</sup>

**\$15.6 million**

\$7.3m Q4 2024

Total Cash<sup>1,4</sup>

**\$103.4 million**

Excludes \$40.5m Q1 Cerberus draw

(1) Numbers shown as of 12/31/2024

(2) For the twelve months ended 12/31/2024

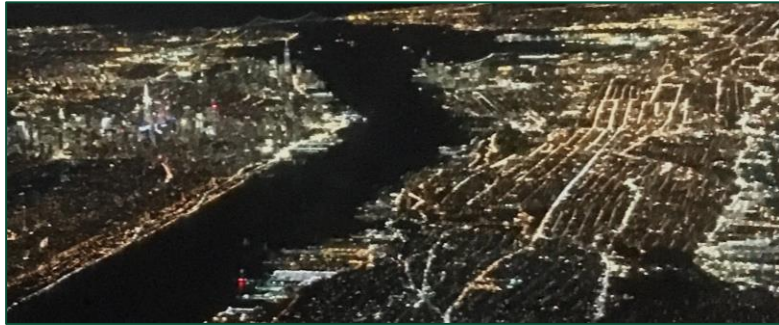
(3) Numbers shown as of 2/20/2025

4 (4) Includes cash and restricted cash



# Scaling Operations in a High-Growth Environment

## External Landscape



Global electricity demand, expected to more than double by 2050<sup>1</sup>

~25% energy storage CAGR over next 10 years<sup>2</sup>

Short-term regulatory uncertainties

## Commercial Growth



Customers buy storage solutions, not battery technologies

Market competes on LCOS, not product features

Energy security, safety, & reliability accelerating demand

## Operational Scale



Set new monthly output records each of last 2 months

Sub-assembly automation drives capacity & cost-out

Readily available capacity required to deliver GWh+ projects

# Expanding American-Made Energy Storage Capacity

*Increased demand signals for safe, multi-cycle long duration energy storage*

## Mon Valley Works

Maintaining  
**> 98%**  
First pass yield

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Achieved  
**9.53**  
Second cycle time

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Finalizing new  
factory location

## Capacity Expansion

Q2/Q3  
Sub-assembly  
automation

*Bipolars & Terminals*

2H 2025  
Containerization  
efficiency

*~5x cube throughput*

**RFQ 3 SotA lines**

**6+ GWh**

*Sub-assembly, module manufacturing & cube assembly*

## Factory 2 Works

**8 states**  
responding to RFPs

*Down select to 3 finalists by 4/1*

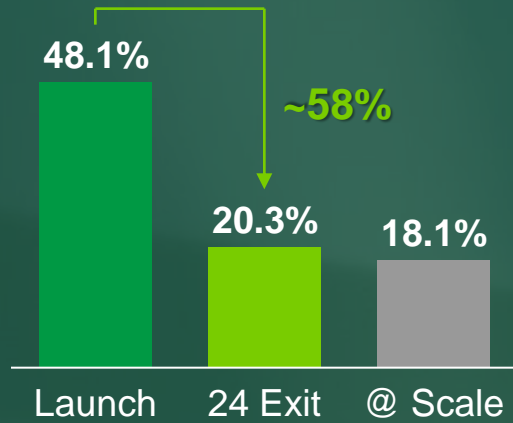
Negotiating  
state incentive  
packages

Site  
selection  
shortlisted

# Deliver Profitable Z3 Growth

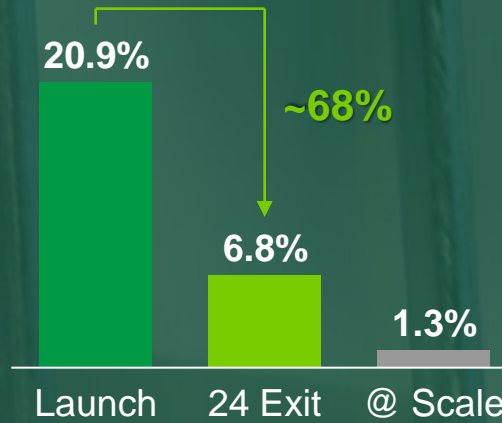
Realized 56% cost-out from launch; 77% volume adjusted cost-out

## Direct Material



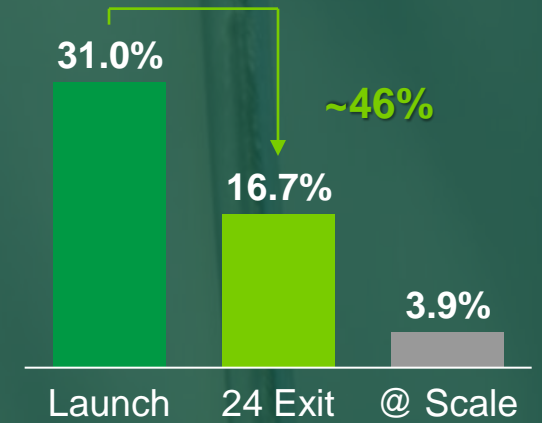
Exceeded operating plan  
Built 2025 opportunity pipeline

## Labor



SotA line 1 on plan  
Sub-assembly automation timing

## Mfg. Overhead



Managed controllable costs  
Lower volume throughput

# Strong Pipeline Aligned to Eos Value Proposition

\$24.6 billion, 96 GWh total commercial activity

| Lead Generation <sup>1</sup>  | Opportunity Pipeline <sup>1</sup> | Orders Backlog <sup>1</sup>    | Commercial Vitality                               |
|-------------------------------|-----------------------------------|--------------------------------|---|
| <b>\$10.2B</b><br>~41GWh      | <b>\$14.4B</b><br>~55GWh          | <b>\$682M</b><br>~2.6GWh       | <b>~80%</b><br>Added since 2023 <sup>2</sup>      |
| YoY Change<br><b>↑ 50%</b>    | <b>↑ 9%</b>                       | <b>↑ 28%</b>                   | <b>+122%</b><br>5+ hour duration YoY <sup>3</sup> |
| <b>+\$3.4B</b><br>Added in Q4 | <b>36%</b><br>Standalone Storage  | <b>~30+%</b><br>LCOS advantage | <b>+28%</b><br>Avg. deal size YoY <sup>3</sup>    |

(1) Numbers shown as of 12/31/24  
(2) Represents opportunity pipeline  
(3) Represents lead generation and opportunity pipeline

# Launched Full Bankability Offering

*Providing multiple options to ensure customer returns*



|   |   |   |
|---|---|---|
| <b>3<sup>rd</sup> Party Validation</b><br>Cerberus Capital Management<br>Department of Energy<br>California Energy Commission<br>BNEF Tier 1 Supplier<br>DNV Tech Certification | <b>Production Capability</b><br>State-of-the-Art Manufacturing<br><br>1.25 GWh current annualized capacity<br><br>2 GWh by YE 2025<br><br>Project AMAZE 8 GWh | <b>System Performance</b><br><br><b>3M+</b><br>Test Cycles <sup>1</sup><br><br><b>~34K</b><br>Field Cycles<br><br>Customer use case modeling/testing capability |
| <b>Suite of Insurance Products</b><br>Warranty Backstop<br>Technology Performance Guarantee<br>ITC Bridge & Clawback<br>Surety Bonds  | <b>Customer Warranty</b><br>BESS industry standards<br>3-year standard warranty<br>5 & 10-year option available<br>Product quality & performance              |   |

**Teaming Agreement**  
*Integrated U.S. BESS solution*

**~50 GWh**  
*Joint total addressable pipeline opportunity*

**~\$1.4B**  
**5.5+ GWh**  
*Integrated solution identified since engagement*

9 (1) Test cycles represent all cycles ran in Edison Test and R&D Center

# Fourth Quarter 2024 Financials

| (\$ in millions)  | Q4 '24  | Q4 '23 | % Change |
|---|---------|--------|----------|
| <b>Revenue</b>  | 7.3     | 6.6    | 10%      |
| <b>Gross Profit (Loss)</b>                                | (23.5)  | (23.7) | 1%       |
| Operating Expenses  | 28.2    | 18.5   | -52%     |
| <b>Operating Profit (Loss)</b>                            | (51.7)  | (42.2) | -22%     |
| <b>Net Income (Loss)<br/>Attributable to Shareholders</b> | (268.1) | (41.2) | U        |
| <b>EBITDA (Loss)</b>                                      | (260.2) | (30.2) | U        |
| <b>Adjusted EBITDA (Loss)</b>                             | (44.6)  | (37.2) | -20%     |

## Highlights

Increased customer project shipments

19.7% energy density improvement

Improved product margin

+35 pts. gross margin % YoY

Cash Operating Expenses Primarily Flat

88% of variance non-cash items

Improved underlying Z3 adjusted EBITDA

Higher debt issuance costs and  
Gen 2.3 PP&E write-off

# Full Year 2024 Financials

| (\$ in millions)  | 2024           | 2023           | % Change    |
|---|----------------|----------------|-------------|
| <b>Revenue</b>  | <b>15.6</b>    | <b>16.4</b>    | <b>-5%</b>  |
| <b>Gross Profit (Loss)</b>                                | <b>(83.3)</b>  | <b>(73.4)</b>  | <b>-13%</b> |
| Operating Expenses  | 91.9           | 79.5           | -16%        |
| <b>Operating Profit (Loss)</b>                            | <b>(175.2)</b> | <b>(152.9)</b> | <b>-15%</b> |
| <b>Net Income (Loss)<br/>Attributable to Shareholders</b> | <b>(685.9)</b> | <b>(229.5)</b> | <b>U</b>    |
| <b>EBITDA (Loss)</b>                                      | <b>(649.7)</b> | <b>(163.5)</b> | <b>U</b>    |
| <b>Adjusted EBITDA (Loss)</b>                             | <b>(156.6)</b> | <b>(130.9)</b> | <b>-20%</b> |

## Highlights

Revenue variance driven by Q3 Cube shipments, partially recovered in Q4

Lower Z3 material cost more than offset by sub-assembly labor & scaling project mgmt. team

\$7.7 million higher cash operating expense, invested in sales, sourcing, software engineering, & controllership

Adjusted EBITDA further impacted by debt issuance costs, PP&E write down

# Fiscal Year 2025 Guidance

## 2025 Revenue Guidance

**\$150m - \$190m**

*At least 10x full-year 2024 results*

- Staged subassembly automation Q2/Q3
- Increase containerization capacity 2H25
- Higher project service revenue 2H25

# Strengthening Eos Leadership

## Chief Commercial Officer

**Nathan Kroeker**



- Secured \$859m in Eos financing
- Experienced energy operating leader

## Chief Financial Officer

**Eric Javidi**



- 15+ year energy industry veteran
- Multiple global CFO positions

# APPENDIX

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# GAAP to Non-GAAP Reconciliations

## RECONCILIATION OF NET LOSS TO ADJUSTED EBITDA

(In thousands)

|   | For the three months<br>ended December 31, |                    | For the twelve months<br>ended December 31, |                     |
|---|--|--------------------|---|---------------------|
|   | 2024                                       | 2023               | 2024  | 2023                |
| <b>Net loss</b>                                   | \$ (268,124)                               | \$ (41,208)        | \$ (685,870)                                | \$ (229,506)        |
| add: Interest expense                             | 5,248                                      | 8,565              | 28,217                                      | 56,236              |
| add: Income tax expense                           | 4  | 6                  | 21  | 31                  |
| add: Depreciation and amortization                | 2,640                                      | 2,435              | 7,899                                       | 9,751               |
| <b>EBITDA loss</b>                                | (260,232)                                  | (30,202)           | (649,733)                                   | (163,488)           |
| add: Stock based compensation                     | 7,840                                      | 3,934              | 18,780                                      | 14,057              |
| add (deduct): Change in fair value of derivatives | 244,877                                    | (10,922)           | 576,614                                     | 14,997              |
| deduct: Change in fair value of debt              | (37,099)                                   | —                  | (33,823)                                    | —                   |
| (deduct) add: (Gain) loss on debt extinguishment  | —  | —                  | (68,478)                                    | 3,510               |
| <b>Adjusted EBITDA loss</b>                       | <u>\$ (44,614)</u>                         | <u>\$ (37,190)</u> | <u>\$ (156,640)</u>                         | <u>\$ (130,924)</u> |

# GAAP to Non-GAAP Reconciliations

## RECONCILIATION OF NET INCOME (LOSS) TO ADJUSTED EARNINGS (LOSS) PER SHARE

(In thousands)

|  | For the three months<br>ended December 31, |                 | For the twelve months<br>ended December 31, |                  |
|--|--|-----------------|---|------------------|
|  | 2024                                       | 2023            | 2024  | 2023             |
| <b>Net loss attributable to common shareholders</b>                                  | \$ (481,516)                               | \$ (41,208)     | \$ (964,200)                                | \$ (229,506)     |
| add: Stock based compensation  | 7,840                                      | 3,934           | 18,780                                      | 14,057           |
| add (deduct): Change in fair value of derivatives                                    | 244,877                                    | (10,922)        | 576,614                                     | 14,997           |
| deduct: Change in fair value of debt   | (37,099)                                   | —               | (33,823)                                    | —                |
| (deduct) add: (Gain) loss on debt extinguishment                                     | —  | —               | (68,478)                                    | 3,510            |
| Adjusted net loss attributable to common shareholders                                | <u>(265,898)</u>                           | <u>(48,196)</u> | <u>(471,107)</u>                            | <u>(196,942)</u> |
| <b>Basic and diluted loss per share attributable to common shareholders</b>          |  |                 |   |                  |
| Basic  | \$ (2.20)                                  | \$ (0.25)       | \$ (4.55)                                   | \$ (1.81)        |
| Diluted  | \$ (2.20)                                  | \$ (0.25)       | \$ (4.55)                                   | \$ (1.81)        |
| <b>Basic and diluted adjusted loss per share attributable to common shareholders</b> |  |                 |   |                  |
| Basic  | \$ (1.22)                                  | \$ (0.29)       | \$ (2.22)                                   | \$ (1.55)        |
| Diluted  | \$ (1.22)                                  | \$ (0.29)       | \$ (2.22)                                   | \$ (1.55)        |
| <b>Weighted average shares of common stock</b>                                       |  |                 |   |                  |
| Basic  | 218,640,092                                | 164,780,351     | 212,039,775                                 | 126,967,756      |
| Diluted  | 218,640,092                                | 164,780,351     | 212,039,775                                 | 126,967,756      |