

FTC Solar, Inc
Supplemental Information
December 31, 2021

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FTC Solar, Inc.
Non-GAAP Financial Presentation

(in thousands, except percentages, shares and per share data)	2019	2020					2021				
	FY 12/31	1Q	2Q	3Q	4Q	FY 12/31	1Q	2Q	3Q	4Q	FY 12/31
Revenue:											
Product	\$ 43,085	\$ 30,469	\$ 42,849	\$ 48,879	\$ 36,728	\$ 158,925	\$ 56,462	\$ 35,755	\$ 45,582	\$ 89,598	\$ 227,397
Service	10,039	1,907	8,308	10,761	7,451	28,427	9,245	14,353	7,407	12,123	43,128
Total revenue	53,124	32,376	51,157	59,640	44,179	187,352	65,707	50,108	52,989	101,721	270,525
Cost of revenue:											
Product	43,624	23,665	44,540	46,433	41,007	155,645	54,928	36,241	47,717	90,991	229,877
Service	10,863	1,649	7,916	10,261	7,920	27,746	10,592	22,280	12,938	18,111	63,921
Total cost of revenue	54,487	25,314	52,456	56,694	48,927	183,391	65,520	58,521	60,655	109,102	293,798
Non-GAAP gross profit (loss)	(1,363)	7,062	(1,299)	2,946	(4,748)	3,961	187	(8,413)	(7,666)	(7,381)	(23,273)
Non-GAAP gross profit (loss) as % of revenue	(2.6%)	21.8%	(2.5%)	4.9%	(10.7%)	2.1%	0.3%	(16.8%)	(14.5%)	(7.3%)	(8.6%)
Product	(1.3%)	22.3%	(3.9%)	5.0%	(11.7%)	2.1%	2.7%	(1.4%)	(4.7%)	(1.6%)	(1.1%)
Service	(8.2%)	13.5%	4.7%	4.6%	(6.3%)	2.4%	(14.6%)	(55.2%)	(74.7%)	(49.4%)	(48.2%)
Operating expenses - unallocated											
Research and development	3,909	1,079	1,499	1,422	1,165	5,165	1,939	1,837	1,908	1,651	7,335
Selling and marketing	1,871	473	809	1,032	1,160	3,474	1,091	1,249	1,089	945	4,374
General and administrative	3,910	2,120	1,872	2,566	3,825	10,383	3,821	5,200	5,415	6,373	20,809
Total operating expenses - unallocated	9,690	3,672	4,180	5,020	6,150	19,022	6,851	8,286	8,412	8,969	32,518
Other expense	—	—	—	1	(1)	—	—	46	13	8	67
Adjusted EBITDA	\$ (11,053)	\$ 3,390	\$ (5,479)	\$ (2,075)	\$ (10,897)	\$ (15,061)	\$ (6,664)	\$ (16,745)	\$ (16,091)	\$ (16,358)	\$ (55,858)

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Non-GAAP Financial Presentation

(in thousands, except percentages, shares and per share data)	2019	2020					2021				
	FY 12/31	1Q	2Q	3Q	4Q	FY 12/31	1Q	2Q	3Q	4Q	FY 12/31
Adjusted EBITDA	\$ (11,053)	\$ 3,390	\$ (5,479)	\$ (2,075)	\$ (10,897)	\$ (15,061)	\$ (6,664)	\$ (16,745)	\$ (16,091)	\$ (16,358)	\$ (55,858)
Depreciation	12	3	4	3	4	14	9	33	53	137	232
Amortization	400	33	—	—	—	33	—	—	—	—	—
Stock based compensation	906	458	475	448	437	1,818	449	52,701	5,381	3,234	61,765
Non-routine legal fees	—	—	—	—	—	—	15	775	988	1,013	2,791
Severance	—	—	—	—	—	—	—	295	—	1,003	1,298
Other costs	—	—	—	—	—	—	882	1,969	270	1,806	4,927
Operating income (loss)	(12,371)	2,896	(5,958)	(2,526)	(11,338)	(16,926)	(8,019)	(72,518)	(22,783)	(23,551)	(126,871)
Interest expense, net	454	112	121	70	61	364	14	200	301	299	814
Gain from disposal of investment in unconsolidated subsidiary	—	—	—	—	—	—	—	(20,619)	(210)	—	(20,829)
(Gain) loss on extinguishment of debt	—	—	41	34	41	116	(790)	—	—	—	(790)
(Income) loss from unconsolidated subsidiary	709	(478)	637	186	(1,744)	(1,399)	218	136	—	—	354
Income (loss) before income taxes	(13,534)	3,262	(6,757)	(2,816)	(9,696)	(16,007)	(7,461)	(52,235)	(22,874)	(23,850)	(106,420)
Provision (benefit) for income taxes	(39)	(158)	19	24	32	(83)	(19)	115	41	32	169
Net income (loss)	(13,495)	3,420	(6,776)	(2,840)	(9,728)	(15,924)	(7,442)	(52,350)	(22,915)	(23,882)	(106,589)
Other comprehensive income (loss):											
Foreign currency translation adjustments	—	8	(16)	(12)	17	(3)	(1)	7	3	1	10
Comprehensive income (loss)	\$ (13,495)	\$ 3,428	\$ (6,792)	\$ (2,852)	\$ (9,711)	\$ (15,927)	\$ (7,443)	\$ (52,343)	\$ (22,912)	\$ (23,881)	\$ (106,579)
GAAP net income (loss) per share:											
Basic	\$ (0.22)	\$ 0.05	\$ (0.09)	\$ (0.04)	\$ (0.15)	\$ (0.23)	\$ (0.11)	\$ (0.61)	\$ (0.24)	\$ (0.25)	\$ (1.24)
Diluted	\$ (0.22)	\$ 0.04	\$ (0.09)	\$ (0.04)	\$ (0.15)	\$ (0.23)	\$ (0.11)	\$ (0.61)	\$ (0.24)	\$ (0.25)	\$ (1.24)
Non-GAAP amounts:											
Net income (loss)	\$ (11,477)	\$ 3,430	\$ (5,623)	\$ (2,172)	\$ (10,994)	\$ (15,359)	\$ (6,676)	\$ (16,970)	\$ (16,313)	\$ (16,653)	\$ (56,612)
Loss per share-basic	\$ (0.18)	\$ 0.05	\$ (0.08)	\$ (0.03)	\$ (0.17)	\$ (0.22)	\$ (0.10)	\$ (0.20)	\$ (0.17)	\$ (0.17)	\$ (0.66)
Loss per share-diluted	\$ (0.18)	\$ 0.04	\$ (0.08)	\$ (0.03)	\$ (0.17)	\$ (0.22)	\$ (0.10)	\$ (0.20)	\$ (0.17)	\$ (0.17)	\$ (0.66)
Weighted-average common shares outstanding:											
Basic	62,043,383	67,334,111	74,612,811	67,567,724	65,922,933	68,810,533	66,875,469	86,156,309	94,596,519	96,021,632	86,043,051
Diluted	62,043,383	77,105,419	74,612,811	67,567,724	65,922,933	68,810,533	66,875,469	86,156,309	94,596,519	96,021,632	86,043,051