



2023 Interim Financial Results Presentation

September 2023

- Invinity Energy Systems (**AIM:IES**)
- A global **leader** in vanadium flow batteries
- **Largest fleet** of flow batteries ever deployed (>1200 modules)
- Standardised, **factory-built** products
- **Sales pipeline** over 5 GWh
- Installing **largest flow batteries** across U.S., UK, Can, Aus



79
PROJECTS
Across 15 countries on five continents

70
MWH
Deployed or contracted

134
EMPLOYEES
The most experienced team in flow batteries

73
PATENTS
Granted or pending, plus trade secrets

15+
YEARS
R&D investment in product and manufacturing



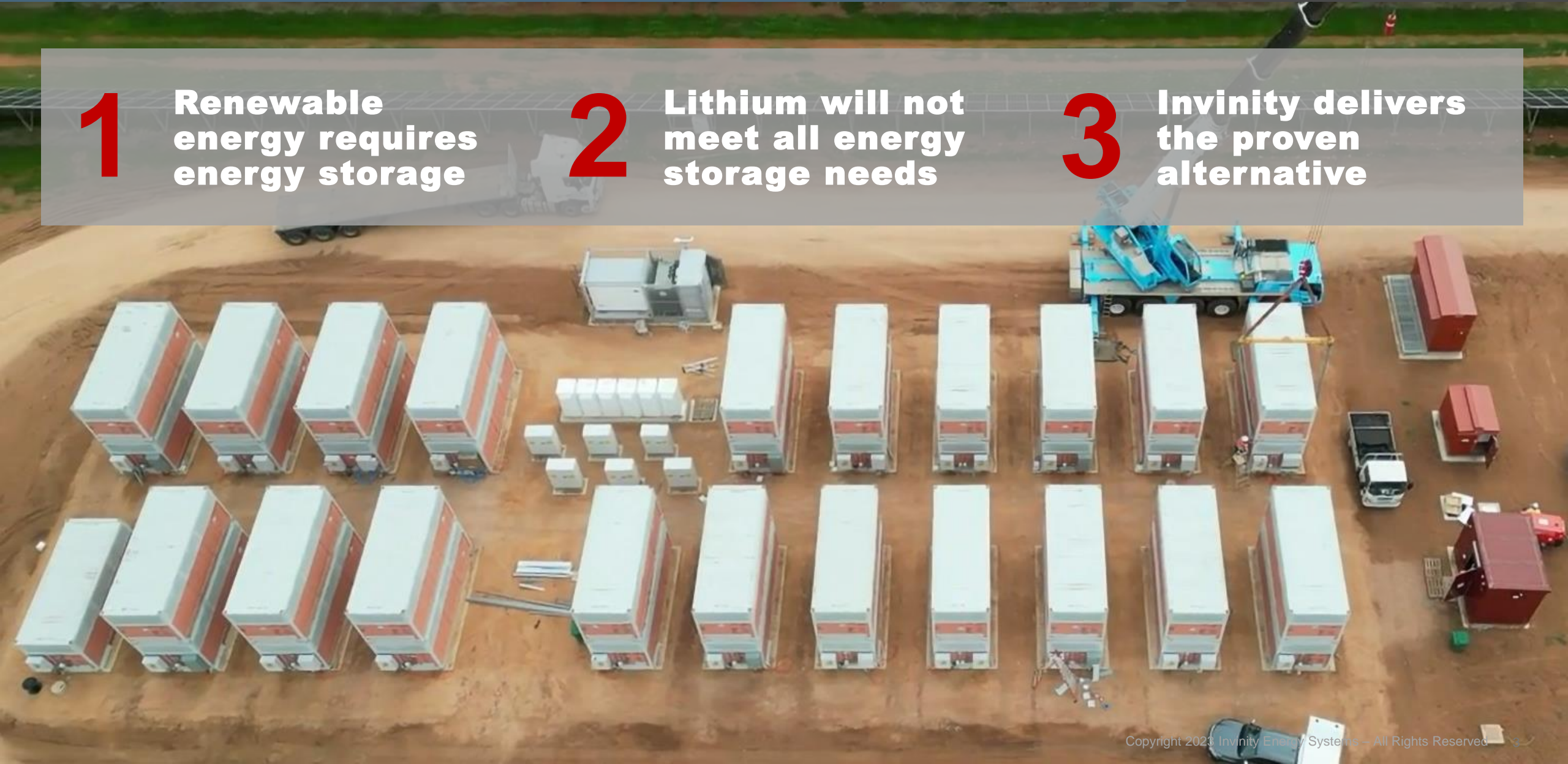
EDF Renewables' 5 MWh Invinity VS3, Oxford UK

Why Invinity Will Succeed

1 Renewable energy requires energy storage

2 Lithium will not meet all energy storage needs

3 Invinity delivers the proven alternative



2023 INTERIM FINANCIAL RESULTS

Significant progress on the pathway to profitability

£14.8m total income (H1 2022: £1.5m) - **10x increase**

£3.3m gross loss (H1 2022 loss: £2.1m)

- Chappice Lake (8.4 MWh) & Spencer Energy (8 MWh) - previously disclosed loss-making contracts
- Viejas (10 MWh) - positive product gross margin

£12.6m loss from operating activities (H1 2022 loss: £12.1m)

26.5 MWh delivered in H1 2023 (H1 2022: 3.41 MWh) – **7x increase**

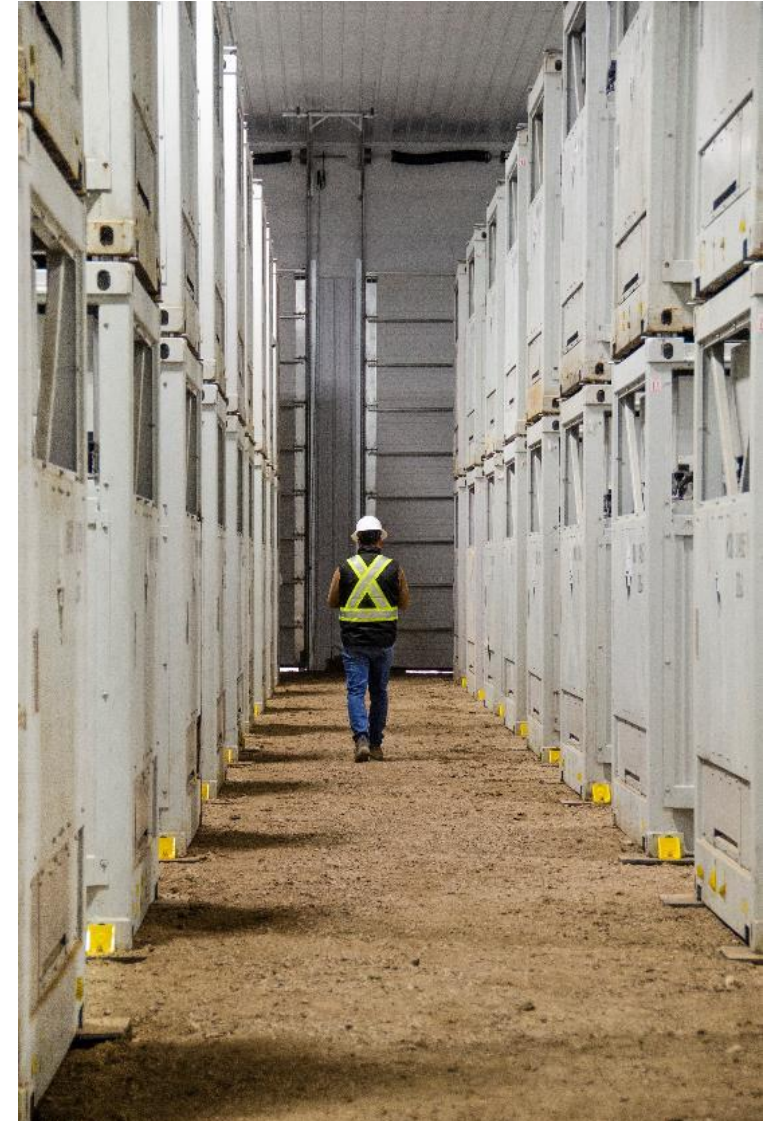
15.6 MWh manufactured in H1 2023 (H1 2022: 5.94 MWh) – **2.5x increase**

£24.9m revenue backlog* for 2023 delivery

* as at 23 September 2023 – defined as both contracted orders already recognised in 2023 and contracted orders capable of delivery over the remainder of 2023

£4.7m total inventory and net related working capital (H1 2022: £1.2m)

£12.9m period end cash (H1 2022: £16.1m) following **£23m** equity raise in Q1 2023, including **£2.5m strategic investment** from Taiwanese technology group Everbrite



2023 Interims: Profit and Loss Statement

Profit and Loss: £'000	H1 2023	H1 2022
Revenue	14,812	1,416
Grant Income against Direct Costs	11	141
Total Revenue and Grant Income	14,823	1,557
Direct Costs (excluding Grant Income)	(18,143)	(3,685)
Gross Profit	(3,320)	(2,269)
Staff costs	(6,205)	(4,378)
R&D costs	(428)	(1,428)
Professional fees	(409)	(1,496)
Sales and Marketing costs	(299)	(183)
Facilities and Office costs	(154)	(210)
Other Admin expenses	(1,764)	(1,165)
Admin Expenses	(9,259)	(8,860)
Provision for Onerous Contracts	0	364
Transfer agreement	0	(1,240)
Other	(9)	(52)
Other items of Operating Income and Expenditure	(9)	(928)
Loss from Operations	(12,588)	(12,057)

Notes

- 2023 revenue principally driven by delivery of Chappice Lake, Spencer Energy and Viejas
- Positive product gross margin on Viejas as anticipated
- Staff costs increased as result of investment in headcount
- R&D costs shown on a net basis (after recoveries from Gamesa Electric)
- Professional fees reduction a result of continued efforts to limit expenditure
- >£1m non cash (Share based payments & depⁿ)
- Finance income and costs impacted by repayment of Riverfort Facility

2023 Interims: Balance Sheet & Cashflows

2023 Interim Balance Sheet: £'000	H1 2023		H1 2022	
Total Inventory	3,681		5,797	
Pre-paid Inventory	3,136		5,074	
Total Inventory and Pre-paid Inventory		6,817		10,868
Trade and Other Receivables		4,151		1,731
Accrued Income		1,857		326
Deferred Revenue		(3,884)		(4,988)
Trade Payables		(3,341)		(2,262)
Onerous Contract provision		(856)		(4,495)
Net Position		4,744		1,180

2023 Cash and other: £'000	H1 2023		H1 2022	
Cash and Cash Equivalents		12,929		16,130
Derivative Financial Instruments*		0		0
		12,929		16,130
* Excludes warrant valuation				

Notes

- £3.6m increase in net value of contract activity
- £6.8m of Inventory and Pre-paid Inventory
- Derivative element relating to Riverfort Facility expensed (repaid in March 2023)

CURRENT TRADING

Traction Now: VS3 Commercial Momentum

- Actively delivering against **£24.9m backlog**
- **6 MWh of VS3s** sold year-to-date
- **£11m DESNZ LODES** continues development

Future Path: Mistral Progress

- **100 MWh of next-generation launch projects** announced
- **Strong sales pipeline growth** ahead of formal product launch in 2024

Enhanced Operations and Market Presence

- **Invinity and partner** manufacturing operations continue to expand capabilities
- Delivering on LDES putting Invinity **at the forefront of emerging policy and markets**



Invinity's Chappice Lake Installation

Delivered in 2023

Indian Energy, United States

Microgrid | 10 MWh | 44 VS3s | 15 MW PV



Installed in 2023

Spencer Energy, Australia

PV Dispatch / FCAS | 8 MWh | 41 VS3s | 6 MW PV



Operational in 2023

Chappice Lake Solar & Storage, Canada

Merchant Trading | 8.4 MWh | 38 VS3s | 21 MW PV



Mistral builds on Invinity’s proven core technology. Meeting the **global storage imperative** with class-leading performance, simplified installation, reduced maintenance and **dramatically lower costs**.

	VS3		Mistral	Improvement
Efficiency	67%	➔	78%	17%
MWh Footprint	96m ²	➔	38m ²	60%
Field Wiring Connections	11	➔	4	55%
Tanks and Pumps	12	➔	2	83%
Battery Controllers	7	➔	2	71%
Levelised Cost	\$0.11/kWh	➔	\$0.06/kWh	45%

Mistral



First customer ship: 2024

Progressing Mistral: DOE Announcement

The U.S. DOE selected Invinity and its partners for two awards that will fund 84 MWh of Mistral VFBs.

LDES Demonstration Program

- Invinity partnered with NRCO, a national body encouraging decarbonisation of 300+ rural energy cooperatives.
- Five NRCO members have each committed to 14.4 MWh of Mistral VFBs for a total of 72 MWh.
- Revenue service expected starting 2025.

LDES Lab Call

- Invinity partnered with PNNL, one of the DOE's leading national labs in energy storage.
- A 12 MWh Mistral array will serve as a platform for evaluating applications and services suitable for LDES.
- Operation expected starting H1 2025.



Project Overview

BC CICE Funded project

- Pilot prototype announced mid-2023 as expected under programme's timelines
- 1.2 MWh Mistral prototype to be deployed near Invinity's Vancouver manufacturing site
- Supported by CAD\$ 0.5m funding from BC CICE
- Expected to be operational in H1 2024

Everdura Project Upgraded to Mistral

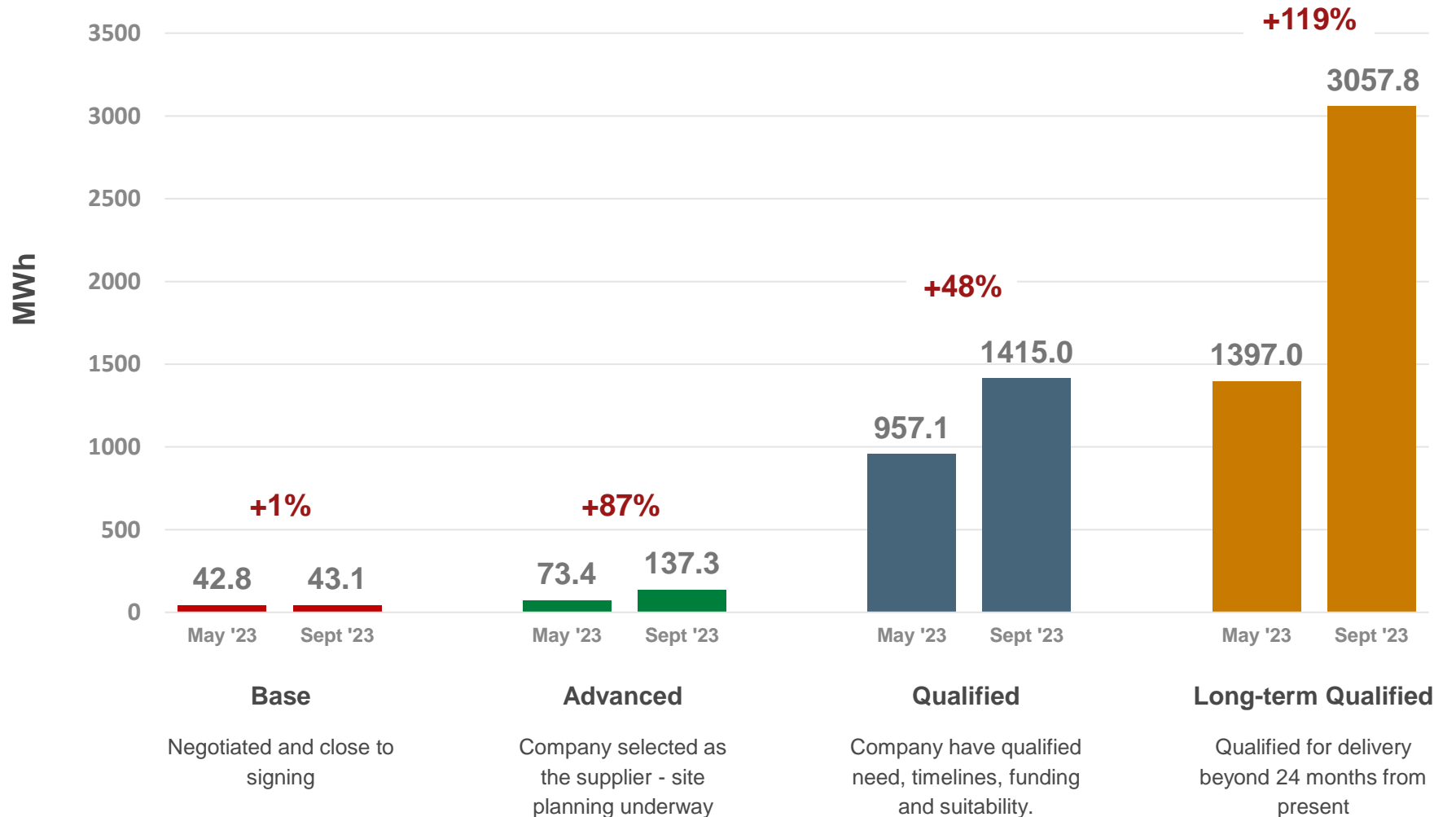
- Company's first commercial order for Mistral is to Taiwanese strategic partner, shipping due in late 2024
- 14.4 MWh Mistral battery
- Used to balance Taiwan's electric grid through Enhanced Dynamic Regulation services
- Once operational, expected to be largest of its kind in Taiwan and the first time a VFB has provided regulation services for Taiwanese grid



Continued Growth in Sales Pipeline

Growth across Advanced and Qualified pipeline categories reflects VS3 traction and Mistral opportunity.

- **Lithium limitations** becoming more clear
- **Policy support** for domestic solutions in core markets
- **Regulation emerging** to enhance long-duration storage profitability.



Scaling to meet growing North American demand

- Expanded Vancouver factory now operational
- Up to 200 MWh per year into North America
- Key part of U.S. supply chain (Inflation Reduction Act, ITC)

Baojia manufacturing plant operational

- Delivering components to Vancouver, Bathgate
- Final deliveries to Asia Pacific, including Australia
- Key part of GWh+ Mistral supply chain.

MoU towards Taiwanese manufacturing

- Targeting strategic manufacturing for Invinity products in Taiwan
- Greater access to Asian energy storage markets
- Underlines value of partnerships in Invinity's strategy



Larry Zulch and Matt Harper addressing guests at Vancouver Open House June 2023

Recognised by governments in the UK and North America



Scottish Energy Minister **Gillian Martin MSP** outlined how Invinity's products play a critical role in the global energy transition in July 2023 at the Company's **Bathgate** facility.



Canada's Energy and Natural Resources Minister **Jonathan Wilkinson** launched Canada's first Clean Energy Strategy and hosted a clean energy roundtable with other B.C.-based clean tech companies in August 2023 at the Company's newly expanded **Vancouver** facility.



Invinity CCO **Matt Harper** addressed the House of Lords Science and Technology Committee on the benefits, commerciality and scalability of Invinity's VFBs for the UK energy storage market – his second address to a **House of Lords** committee.

Deliver on backlog

- *Scale up manufacturing*
- *Scale up delivery capabilities*
- *Scale up supply chain*

Deliver Mistral

- *Focus on economics*
- *Focus on capability*
- *Focus on manufacturability*

Close new deals

- *Engage with the market*
- *Engage with governments and regulators*
- *Engage with developers*

Operational Excellence

- *Improve margins*
- *Improve systems and processes*
- *Improve value to shareholders*

- **Accessing a large market**
 - Global sales staff
 - 5 GWh sales pipeline
 - Widespread government support
- **Fit-for-purpose product: Mistral**
 - Proven Invinity technology
 - Dramatic improvement in scale/economics
 - U.S. DOE support
- **Supportive partnerships**
 - Asian strategic investment
 - Strong product development partnership
 - EPCs in U.S. and worldwide

£11 million UK government grant

U.S. DOE grants for 84 MWh Mistral projects

Total of 99.6 MWh Mistral projects announced

£24.9 million backlog for customer deliveries in 2023

Completing project deliveries for 2023 revenue

