




2024 INTERIM RESULTS

September 2024



- A global leader in **vanadium flow batteries** for the energy transition
- Longer-duration, safer, more durable **alternative** to lithium-ion batteries
- Standardised, **factory-built** products
- **More than 1,200** flow batteries delivered globally
- Sales pipeline **over 6 GWh**
- **Tier 1** energy storage manufacturer per BNEF
- **Joint development** and commercialisation partner  GamesaElectric

Global Footprint
75 MWh



EDF Renewables
5 MWh
Oxford, UK



Yadlamalka Energy
8 MWh
South Australia



Elemental Energy
8.4 MWh
Alberta, Canada



82

PROJECTS

Across 15
countries on five
continents

75

MWH

Deployed or
contracted

151

EMPLOYEES

Believed to be the
most experienced
team in flow
batteries

81

PATENTS

Granted or
pending, plus
trade secrets

15+

YEARS

R&D investment
in product and
manufacturing

2024 Achievements Since Fundraise

U.S. Follow-on Sale

- 4 MWh Sale to EDF Renewables in California
- CEC-funded project

Manufacturing expansion

- Lease signed on 26,000 sq ft UK manufacturing facility

UK & Scottish Governments Minister visits

- Gillian Martin MSP, Acting Cabinet Secretary for Net Zero tours Motherwell on her second visit to Invinity's facilities
- Kirsty McNeill MP, Parliamentary Under Secretary of State for Scotland, visits Motherwell alongside Adam Howard from UK Infrastructure Bank

Commercial
Financial
Mistral
Operational
Corporate
Market

May

June

July

August

September

2024 Funding

- £57.4m Fundraise
- £25m UKIB Strategic Investment
- £3m KIP strategic investment

Key Benefits:

- £18m ringfenced capital for UK LDES projects
- Working capital to support manufacturing expansion
- Redomiciliation process begun

Motherwell launch and Bathgate improvements

- Motherwell takes UK manufacturing capacity to 500 MWh per year
- Announced semi-automation process to be implemented at Bathgate

Mistral Sale

- 1.2 MWh sale to Gamesa Electric

Board Changes

- Jonathan Marren appointed CEO

HY24 Results – in line with recent guidance

- £1.6m Total Income
- £11.4m loss from operating activities

Commercial Team expansion

- Head of UK and EU Sales
- Director of Market Intelligence
- VP of Business Development

UK Manufacturing status

- Made in Britain accreditation confirmed

Corporate Priorities

Commercial Update

Deal Flow

- Deal closure in 2024 slower than expected
- Commercial Pipeline remains materially unchanged

Revenue Visibility

- 2024 covered (signed contracts)
- 2025 materially covered (signed contracts + match-funded projects that are yet to close)
- 2026 ~50% covered (Government match-funded but yet to close)

Key Markets

- UK & Europe
- North America
- Australia & Asia (via partners)

Recent Commercial Hires:

- Head of Sales for UK and Europe (UK based)
 - 25 years' experience in **energy sales** with Siemens, Schneider Electric, Babcock & Wilcox and Capgemini
- Vice President of Business Development (U.S. based)
 - 25+ years' experience in U.S. energy market and has **strong links with U.S. Department of Energy**
- Director of Market Intelligence (UK based)
 - 15 years' experience in **UK and European energy markets**

Focus – Accelerating deal flow:

- All three hires are focused on **refining Invinity's commercial strategy and accelerating the conversion** of our c.6 GWh pipeline across each of our core markets
- Targeting and securing **more licence and royalty partners** in non-core markets
- Improving visibility on deal-flow and reducing time taken to close deals through **enhanced use of financial modelling and data-driven analysis**



LODES Project

- Tripartite discussions are progressing strongly
- All parties actively engaged in finalising the project's structure and contracts
- £11m matched-funding already secured from DESNZ
- Invinity's counterparty is a major international renewable energy project developer

DOE-funded projects

- Continuing to progress positively
- LDES Lab Call funded project advancing well
 - Partner: **Pacific Northwest National Labs**
 - A **12 MWh Mistral array** will serve as a platform for evaluating applications and services suitable for LDES
 - Invinity and PNNL together presented this project at the DOE's annual Energy Storage Grand Challenge Summit



Department for
Energy Security
& Net Zero



U.S. DEPARTMENT OF
ENERGY



- 1.2 MWh Mistral sale to Gamesa Electric
- The battery will be installed at a hybrid wind, solar and battery storage demonstration facility near Zaragoza, Spain
- The battery is expected to be **the first Mistral product to be shipped to a customer site**
- The project is expected to be operational within Q1 2025



- General commercial launch and first pilot customer shipments remain on track to occur before year end
- Production cost down programme is in progress and will lead to incrementally improved margins across 2025 and beyond. Mistral volumes expected to ramp gradually throughout 2025 before commencing volume production in 2026.

Mistral Cost Down Programme Focus

- **Decrease part count and simplify assembly**
- **Transition component supply to best-cost regions**
- **Adopt high volume production methods**
- **Implement automation to enhance quality**



Direct sales in core markets of UK and North America

- Retain full manufacture and sales operation in core geographies – delivering **higher margin sales**
- Leverage **growing manufacturing capability** and existing sales network
- **Direct commercial engagement** – drive demand and enhance value perception
- Manufacturing capabilities in core markets remains **central to future R&D** and product optimisation
- Retain **control over lead times** and quality
- Opportunity to explore selective **contract manufacturing** as the business scales

Licence Mistral design outside core markets for revenue-based royalty

- Manufacture and sell Mistral batteries **via licence and royalty** partners, IP retained by Invinity
- Presents **capex-light model** to scale revenue, retaining control over design and product
- Relationships pursued with **effective** commercial, operational, and manufacturing partners
- Use territorial agreements to **drive engagement** and higher royalty rates
- **Support partners** to increase their effectiveness and commitment
- Retain **stack manufacture in-house** to protect core IP

- **500 MWh** Motherwell facility now operational
- New semi-automated stack production line on order
 - Expected to be **operational in Bathgate facility during H1 2025**
 - Expected to result in **material reduction in stack production costs**
- Further Progress:
 - **UK:** Secured approval to use “Made in Britain” mark on products
 - **U.S.:** Positive discussions ongoing with multiple partners
 - Intention to achieve domestic content requirements in U.S. under Inflation Reduction Act in time for Mistral volume production
 - **Australia:** Qualified new electrolyte with new local supplier customer
 - Trial project ongoing with Horizon Power, Western Australia’s regional Energy Provider



12 Month Corporate Priorities

The Company has 5 key corporate priorities to deliver on over the next 12 months

- Ship remaining VS3 orders to support revised 2024 year-end revenue forecasts
- Launch the Mistral product for general sale before 2024 year-end
- Close deals from commercial pipeline to support volume ramp in line with forecasts
- Further advance the production cost down programme for the Mistral product and incrementally improve product margins across 2025 and beyond
- Review capital allocation across the business and drive operational efficiencies



H1 2024 Financial Results

Building a Sustainable Business

Key Highlights

Invinity is focused on building a sustainable, cash-generative business

£1.6m total income¹ (H1 2023: £14.8m) in line with recent guidance

- Driven by VFB deliveries and supporting services to customers across other projects

4 MWh of sales closed during Period (H1 2023: 5.38 MWh)

- 6.2 MWh manufactured during the period, of which 2.1 MWh has been delivered

£11.4m loss from operating activities (H1 2023 loss: £12.6m) in line with recent guidance

- Reflecting modest improvement in gross loss position

Debt free with £49.2m of cash (including short term investments) at 30 June 2024 (H1 2023: £12.9m)

- May 2024 fundraise cornerstoned by £25m from UK Infrastructure Bank

Enhanced UK Manufacturing

- 26,000 sq ft Motherwell facility takes UK manufacturing capacity to 500 MWh per year
- Semi-automated stack production line ordered for Bathgate

Mistral on track for commercial launch and general sale by Invinity before year end

- Production prototype achieving and exceeding expectations
- First pilot customer shipments expected to commence before year end

Post Period

- Jonathan Marren appointed CEO
- 1.2 MWh Mistral order for hybrid (wind, solar and battery storage) demonstration facility in Spain



¹Includes sales revenue and project related grant income

HY 2024 Profit and Loss Statement

| 2023 Profit and Loss: £'000 | HY 2024 | | HY 2023 | |
|--|---------|-----------------|---------|-----------------|
| Revenue | | 1,637 | | 14,812 |
| Grant Income against Direct Costs | | - | | 11 |
| Total Revenue and Grant Income | | 1,637 | | 14,823 |
| Direct Costs (excluding Grant Income) | | (2,750) | | (18,143) |
| Gross Loss | | (1,113) | | (3,320) |
| Staff Costs | (6,840) | | (6,141) | |
| R&D Costs | (1,029) | | (811) | |
| R&D Recoveries | 145 | | 853 | |
| Sales and Marketing Costs | (398) | | (388) | |
| Facilities and Office Costs | (277) | | (222) | |
| Depreciation and Amortisation | (501) | | (409) | |
| Professional Fees | (345) | | (409) | |
| Other Admin Expenses | (1,051) | | (1,732) | |
| Admin Expenses | | (10,296) | | (9,259) |
| Other | 17 | | (9) | |
| Other items of Operating Income and Expenditure | | 17 | | (9) |
| Loss from Operations | | (11,392) | | (12,588) |

Notes

- HY 2024 revenue reflects 2.1 MWh of deliveries and other supporting services provided to customers on projects in existing core markets
- Improved gross loss position relative to prior period
- Minor increase in staff costs due to investment to support project deliveries
- Research & Development costs increased during period however outstanding tax credits and grants to offset these costs expected to come through later in 2024
- Professional fees and other admin expenses inc. software, expenses, PEOs, director fees, bank fees, insurance, IT services and equipment decreased £0.7m reflecting better financial and operational management.

HY 2024 Balance Sheet & Cashflows

| 2024 Balance Sheet: £'000 | HY 2024 | | FY 2023 | | HY 2023 | |
|---|---------|--------------|---------|--------------|---------|--------------|
| Total Inventory | 4,437 | | 3,288 | | 3,681 | |
| Pre-paid Inventory | 1,960 | | 1,073 | | 3,136 | |
| Total Inventory and Pre-paid Inventory | | 6,397 | | 4,361 | | 6,817 |
| Trade and Other Receivables | | 1,530 | | 2,496 | | 4,151 |
| Accrued Income | | 897 | | 888 | | 1,857 |
| Deferred Revenue | | (1,454) | | (1,312) | | (3,884) |
| Trade Payables | | (2,062) | | (2,166) | | (3,341) |
| Onerous Contract Provision | | (474) | | (333) | | (856) |
| Net Position | | 4,834 | | 3,934 | | 4,744 |

| 2024 Cash and other: £'000 | HY 2024 | FY 2023 | HY 2023 |
|----------------------------|---------------|--------------|---------------|
| Cash and Cash Equivalents | 46,243 | 5,014 | 12,929 |
| Short-term Investments | 3,000 | - | - |
| Total Position | 49,243 | 5,014 | 12,929 |

Notes

- £0.9m increase (FY23 to HY24) in net position
 - Reflecting improved financial management of commercial and operational activity
- Net cash position on a zero-debt basis
- Cash of £49.2m as at 30 June 2024 after £57.4m fundraising in May 2024
- Inventory position is building to match deliveries to customers in 2024

Questions?



Utility-Grade Energy Storage