**FUSION FUEL**<sup>™</sup>





# 1Q 2024 PRESENTATION

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#### **Financial Update Presentation**

The Company's consolidated financial data is prepared in accordance with International Financial Reporting Standards as adopted by the International Accounting Standards Board ("IFRS") and is denominated in Euros (" $\mathbb{E}$ UR" or " $\mathbb{E}$ "). The numbers shown in this presentation have not been audited and therefore may vary to the final financial results disclosed by the company as part of the annual report. The unaudited consolidated financial data reflects, in the opinion of management, all adjustments, consisting of normal recurring adjustments, considered necessary for a fair statement of the Company's financial data for the periods indicated. The unaudited consolidated financial statements and notes thereto for the year ended December 31, 2023 included in the Company's Annual Report on Form 20-F for the year ended December 31, 2023.

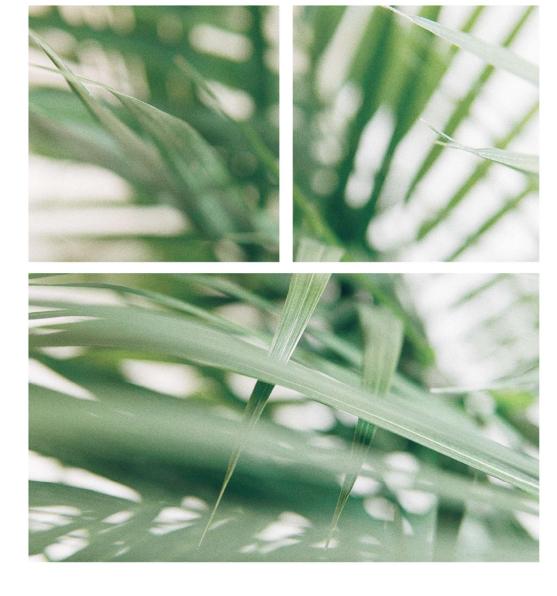
#### Use of Social Media as a Source of Material News

The Company uses, and will continue to use, its LinkedIn profile, website, press releases, and various social media channels, as additional means of disclosing information to investors, the media, and others interested in the Company. It is possible that certain information that the Company posts on social media or its website, or disseminates in press releases, could be deemed to be material information, and the Company encourages investors, the media and others interested in the Company to review the business and financial information that the Company posts on its social media channels, website, and disseminates in press releases, as such information could be deemed to be material information.

- Focus on Fusion
- Industry Perspectives
- Q1 Highlights
- Commercial Update
- 2024 Milestones and Priorities

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# 01 — FOCUS ON FUSION



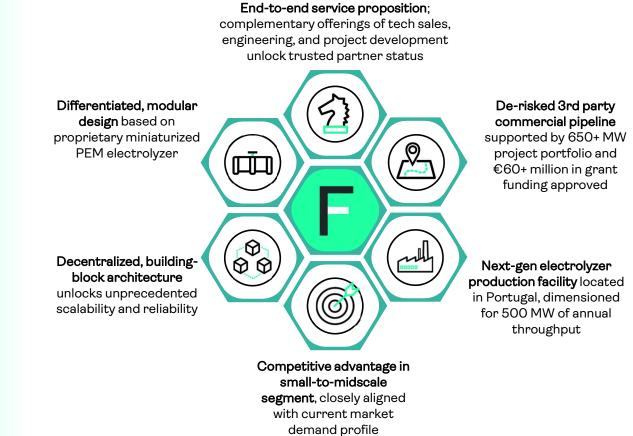
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#### 01 - FOCUS ON FUSION

# LEADING PURE PLAY HYDROGEN SOLUTIONS COMPANY

Unlocking the energy transition through the design and development of innovative green hydrogen solutions



# 01 - INDUSTRY AND MARKET PERSPECTIVES

# The green hydrogen sector is at a crossroads characterized by asymmetrical supply and demand dynamics...

- Supply no longer a bottleneck; underutilized production capacity awaiting clarity on demand
- Large and ongoing gap between planned production and offtake; perception of green premium continues to hamper long-term contracted offtake
- Global project pipeline remains in neutral; project financing landscape is challenging, making bankable projects with government funding highly attractive assets
- Slow rollout of subsidy mechanisms continues to be roadblock, but funding beginning to shake loose
- Growth in demand increasingly fueled by smaller-scale, emerging use-cases (e.g., commercial mobility, steel, cement and other industrial uses, power)
- Balance sheet strength continues to be an area of focus for investors
- Execution of capital management and product retooling strategies beginning to take effect

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# 02 — Q1 FINANCIALS & HIGHLIGHTS



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# 02 – Q1 2024 HIGHLIGHTS

#### Key Developments in Q1 2024

- Received notification of IPCEI approval from European Commission for 630 MW HEVO-Portugal Project
- Raised ~€6 million from at-the-market program to strengthen capital position
- Awarded €1.015 million grant from European Commission as part of H2tALENT consortium
- Received provisional grant approval for 25 MW HEVO-Aveiro green hydrogen project
- Convened EGM to secure shareholder approval allowing the Company to allot securities above 20% annual cap

#### Subsequent Events

- Drew down on the first tranche (\$1.15 million) of the Macquarie convertible note facility
- Completed installation of 300 kW HEVO-Chain system for global cement major
- Signed tech sale contract for 100 kW HEVO-Chain system for hospital client in Iberia
- Implemented portfolio approach with strategic commercial relationships with opportunity for multi-project follow-on

#### 02 - FINANCIAL DATA (UNAUDITED)

Key Financial Results / Metrics (€'000)	1Q 2024	4Q 2023
Profit/loss		
Revenues	-	1,637
Cost of goods sold	(54)	(9,394)
SG&A	(4,260)	(3,201)
Pre-tax loss	(5,139)	(11,381)
Balance sheet		
Non-current assets	32,411	32,662
Cash balance	1,503	1,147
Inventory	4,371	3,672
Trade payables	10,498	11,015
Equity	5,010	3,715
Employees		
Headcount at end of period (FTE)	117	124
Production Staff : Non-Production Staff	51:66	53 : 71
Grants		
Grants Approved	54,800	61,015
Grant Payments Received to date	11,353	11,353

#### Key developments in Q12024

#### Inflows

No revenues or grant inflows during Q1 2024. Inflows from impaired inventory sales of €0.24 million.

#### Outflows

Increase in SG&A of €1.1 million. 4Q 2023 included credits of €1.6 million (grant income) and forfeiture of share-based compensation (€1.4 million) On a grossed-up basis, SG&A decreased by €1.53 million.

Decrease in payables of €1.38 million.

#### Capital

Over 5 trading days in February 2024, we sold 2,345,452 class A ordinary shares for net proceeds of \$6,398,264 at an average sales price of \$2.73 per share through our ATM facility. We paid \$165,878 in commissions to agents as part of these trades.

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# <mark>03</mark> — COMMERCIAL UPDATE



### **03 – INAUGURAL HEVO-CHAIN COMMISSIONING**

- 300 kW turn-key facility in commissioning process for global cement manufacturer. Acceptance testing underway with handover expected in early June.
- The cement industry is a priority commercial focus area:
  - Commercially viable without grants
  - Typically, smaller-scale projects (<3 MW)
  - Low pressure application, no incremental compression required
  - Cement kilns need 3-4 days to preheat, making continuity and availability of supply of critical importance
- Client has requested proposals for four follow-on projects ranging from 300 kW to 1.7 MWs, reflecting the competitiveness of our technology and the value of our end-to-end service proposition.

The HEVO-Chain is particularly well-suited to address the demands of the cement industry thanks to several unique design and operating advantages







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# **03 – COMMERCIAL ADVANTAGES OF HEVO ARCHITECTURE**

#### Availability Efficiency Building-block design enables Market-leading system efficiency and Ū production to closely match variable cost-effective low-amperage power equipment. Reduces costs of green power input (3-100% nominal load), hydrogen production ensuring continuity of operation **HC-CONTAINER HC-CUBE** ZMZS FUSION FUE HC-CUBE F **HEVO**<sup>™</sup> Performance Scalability Plug-and-play modules as small Decentralized architecture as 20kW unlock customizable, <u>ani</u>l eliminates contagion effect and significantly reduces the cost and small-scale deployment and flexibility in system design complexity of service & replacement

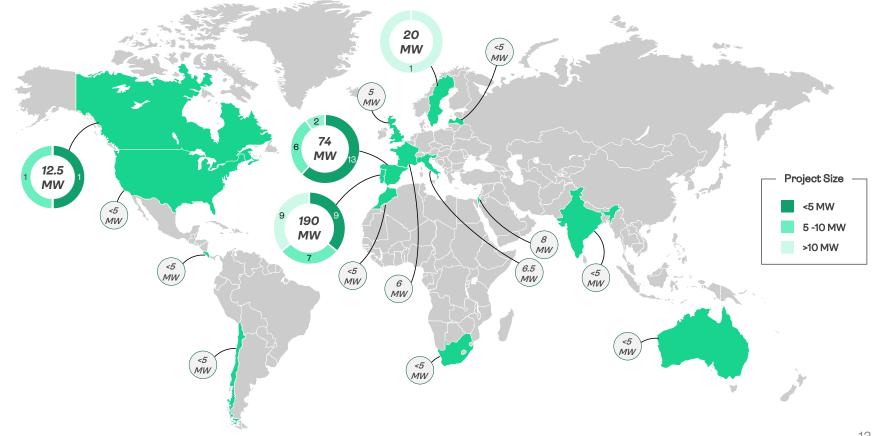
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### **03 – COMMERCIAL OFFERS MARKET MAP**

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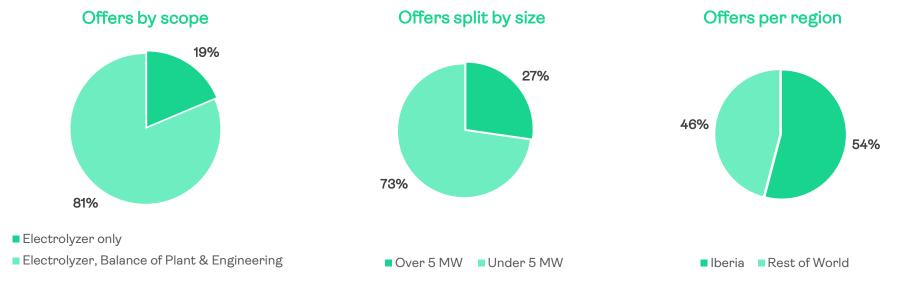


Over the last six months we have significantly expanded our commercial efforts outside the Iberian market

Note: market map excludes Fusion Fuel's company-owned project portfolio and includes only third-party offers made.

### **03 – COMMERCIAL PIPELINE DEVELOPMENT**

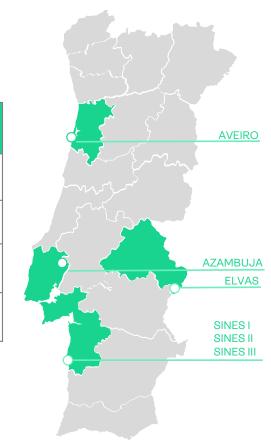
- Focus on new markets and expanded service offerings to capture higher share of wallet.
- Nearly 50% of offers are from outside Iberia and over 80% of offers include electrolyzer supply as well as engineering and balance of plant procurement services.
- Offers are focused on smaller-scale opportunities where the HEVO-Chain solution has a meaningful competitive advantage.
  73% of the offers made to date are for projects below 5 MW.



# **03** – FUSION FUEL PROJECT PORTFOLIO UPDATE

# Fusion Fuel Own Projects

Project	Electrolyzer Capacity (MW)	H <sub>2</sub> Production (tpa)	Grants Secured (€ million)	Update
Sines I, II & III	630	62,463	✓ (32.5 + IPCEI)	In discussions with potential project investor / off-takers
Elvas	4	186	(3.6)	MoU signed and currently undergoing due diligence with off- takers
Azambuja	4	300	(3.9)	In discussions with several offtake partners and project investors
Aveiro	25	2,100	(5.0)	Grant awarded in Mar 2024, awaiting grant contract signature; In discussions with offtake partners and project investors



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# 03 - IPCEI - HEVO - PORTUGAL

#### WHAT IPCEI DESIGNATION MEANS

- "Important Project of Common European Interest" (IPCEI). One of 33 projects selected as part of the H2Infra Program.
- Funding negotiations can now start with government stakeholders and the European Investment Bank.
- One of Portugal's most ambitious green hydrogen projects, led by Fusion Fuel with multiple key partners.
- Expected to be a significant contributor to Fusion Fuel's revenue line over its three phases.

#### **1. GREEN HYDROGEN PRODUCTION**

- Supply of 62,000 tons p.a. of green hydrogen via the Sines H<sub>2</sub> pipe ring
- 630 MW of electrolyzer capacity
- ~650,000 tons of CO<sub>2</sub> p.a. avoided



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#### **3. EXPORTATION ROUTE**

- Establishing a route to Northern Europe through the off-taker
- Supporting Europe's energy transition and decarbonization efforts



#### 2. OFF-TAKE

- 62,000 tons of green hydrogen can produce up to 332,565 tons of green ammonia
- Project partner is a major player in European green ammonia space



# 03 - HotALENT - CLEAN HYDROGEN PARTERNSHIP

H<sub>a</sub>tALENT

Fusion Fuel has joined a network of 16 Hydrogen Valleys across Europe

**Operating as a 28-partner** consortium, Fusion Fuel, as Work Package Leader will lead the development of the Hydrogen Production Infrastructure and its integration into the Sines backbone

Tightly tied to our Sines Portfolio, serving as the perfect testing ground

#### Hydrogen Valleys in the Clean Hydrogen JU

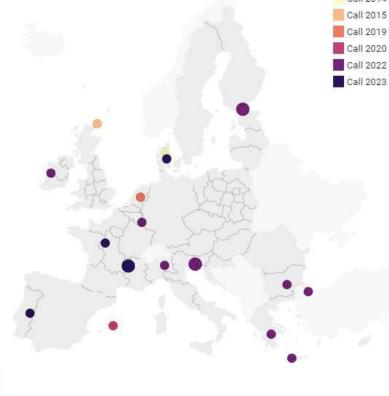
CALL Call 2014 Call 2015 Call 2019 Call 2020 Call 2022

**Consortium Grant Approved** of €9m, of which €1m applies to the Fusion Fuel component.

Enables the completion of FEL I & FEL II studies, and delivery of equipment to projects in Portugal.

Strengthens strategic partnerships with the 27 consortium partners that work across the hydrogen value chain over 6 countries.

17 Co-funded by the European Union. Views and opinions expressed are however those of the Fusion Fuel only and do not necessarily reflect those of the European Union or the Clean Hydrogen Joint Undertaking. Neither the European Union nor the granting authority can be held responsible for them.

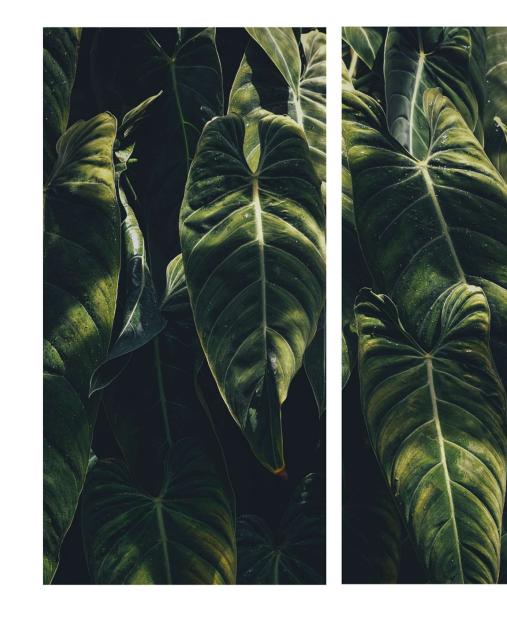


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# <mark>04</mark> — 2024 MILESTONES



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# 04 – 2024 PRIORITIES & VALUE DRIVERS

#### 1. Deliver and install several HEVO-Chain systems and plant related engineering services

- ☑ Delivered first HEVO-Chain system to global cement client
- Successfully deliver six to seven full HEVO-Chain systems to European clients, including five full project deliveries

#### 2. Strengthen balance sheet and capital position

- ☑ Operationalized first tranche of the \$20 million Macquarie facility
- □ Further strengthen capital position with complementary and strategic sources of capital

#### 3. Broaden the target market for HEVO-Chain

- ☑ Broadened our commercial reach to have live commercial offers in 16 markets across multiple industries
- □ Certify HEVO-Chain solution for the North American and Australian markets

#### 4. Continue to reduce operational costs and ensure effective resource allocation

- ☑ Reduced HEVO product transformation costs by ~70% and a personnel reduction of ~30% year on year
- □ Continue to right-size company structure and costs, and make strategic resource allocation changes

# 5. Pursue strategic commercial and production partnerships

- Developed relationships with multi-project developers around €100 million in offers with 3 core partners
- D Pursue strategic partnerships across the hydrogen value chain and within key geographies

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