

### **Preamble**

The following content is completely qualified by the legal disclosures on the slide following this one.

Our goal is to share with you some of our strategic thinking and financial analysis we are using to guide the growth of our business. The content is in line with our principles of being accountable and transparent with shareholders.

We operate in a hyper dynamic economic environment. That's a fancy way of saying things change quickly. What we are telling you here is based on our estimates and assumptions which are our best guess. We reserve the right to revise our point of view based on new information and changes in the business environment.

Despite an uncertain, dynamic environment, we must plan and make operating and investment decisions. This presentation lays some of that out for your review.



## **Legal Disclosure & Disclaimer**

This presentation includes forward-looking statements within the meaning of the Private Securities Litigation Reform Act that reflect our current views with respect to, among other things, our operations, business strategy, interpretation of prior development activities, plans to develop and commercialize our products and services, potential market opportunity, financial performance and needs for addition. We have used words like "anticipate," "believe," "could," "estimate," "expect," "future," "intend," "may," "plan," "potential," "project," "will," and similar terms and phrases to identify forward-looking statements in this presentation.

The forward-looking statements contained in this presentation are based on management's current expectations and are subject to substantial risks, uncertainty and changes in circumstances. Actual results may differ materially from those expressed by these expectations due to risks and uncertainties, including, among others, those related to our ability to obtain additional capital on favorable terms to us, or at all, the success, timing and cost of ongoing or future operations, the lengthy and unpredictable nature of the project development, and technology process and businesses in which we currently engage or may engage.

These risks and uncertainties include, but may not be limited to, those described in our filings with the SEC. Forward-looking statements speak only as of the date of this presentation, and we undertake no obligation to review or update any forward-looking statement except as may be required by applicable law.

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This presentation contains statistical and market data that we obtained from industry publications, reports generated by third parties, and third-party studies. Although we believe that the publications, reports, and studies are reliable as of the date of this presentation, we have not independently verified such statistical or market data.

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In addition to figures prepared in accordance with U.S. Generally Accepted Accounting Principles ("GAAP"), Soluna from time to time presents alternative non-GAAP performance measures, e.g., EBITDA, adjusted EBITDA, Return on Invested Capital ("ROIC"), and Internal Rate of Return ("IRR"). For more information on the non-GAAP financial measures used in this presentation, please see the Appendix.



#### **EXECUTIVE SUMMARY**

## **Company Overview**



Al is the fastest growing technology today, with exponentially growing demand for compute and a corresponding insatiable demand for power and data center availability.



Bitcoin mining is consolidating into fewer, larger, mining companies who prefer scalable, wellmanaged, and costadvantaged hosting partners.



Clean energy goes to waste due to curtailment and there's a critical shortage of power for AI, HPC, and Bitcoin mining.

Soluna bridges this gap unlocking stranded renewable energy and turning it into scalable computing power.



Co-locating data centers **behind the meter** at renewable power generation enables us to bypass long interconnection queues, improve power economics, and accelerate time-to-market.

Our mission is to make renewable energy a global superpower using computing as a catalyst. We develop and operate digital infrastructure that taps into a growing global opportunity: the convergence of renewable energy and High Performance Computing (HPC). We call this model Renewable Computing<sup>TM</sup>.



## **2025 Corporate Focus**

## Develop Al

Form partnerships to harness the value of our considerable and growing pipeline by developing AI/HPC data center joint ventures. Building governance, advisory and employee AI/HPC expertise in support of expected growth strategy.

## Optimize Projects

Energize Project Dorothy 2. And enhancing the profitability, operational efficiency, and customer mix of our operating data centers, while improving overall customer satisfaction.

## Capital Formation

Pursuing financing opportunities to support key growth initiatives, including Projects Kati and Rosa. Leveraging strength of project cash flows to refinance and/or pull forward value of existing projects and to deploy debt financing in new projects.

## Grow Pipeline

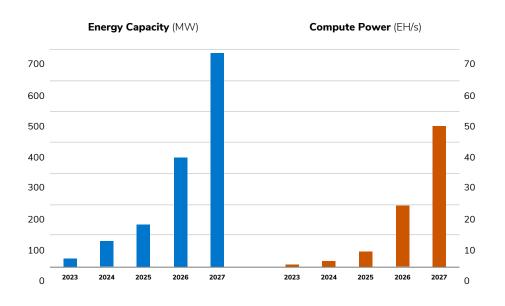
Increasing the number of curtailment assessments completed with power partners, advancing more projects to shovel-ready status, and executing additional project term sheets.

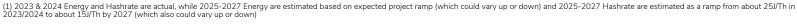


## **Energized Data Center Capacity and Growth**

We are building the largest clean-energy-powered Bitcoin infrastructure platform.

Year	Energy (MW) <sup>1</sup>	Hashrate (EH/s2) <sup>1</sup>
2023	25	1.0
2024	75	2.9
2025	129	5.8
2026	368	19.8
2027	696	46.4







## **Illustrative Earnings Potential**

#### Base case - \$55 Hashprice<sup>3</sup>

#### Non-GAAP Financials

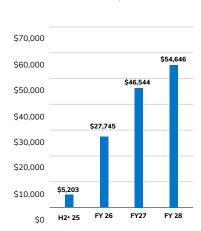
Substantial potential ramp of Consolidated Total Revenue and Adj. EBITDA<sup>1,2</sup> driven by completion of the following projects:

- Dorothy 2
- Kati 1
- Additional Projects (illustrative model assume 2 similarly sized projects to Kati)

#### Consolidated Total Revenue



#### Consolidated Total Adj. EBITDA<sup>1,2</sup>





<sup>(1)</sup> Consolidated Adj. EBITDA is total company EBITDA, including any Soluna SG&A. (2) Soluna's ownership stake in each of the projects varies. See following slides for more details.

<sup>(3)</sup> Hashprice is a term created by Luxor Technology in 2019. It is a measure used in the Bitcoin mining industry to represent the revenue earned per unit of hashrate (usually per petahash per second, or TH/s). It is calculated by dividing the total daily mining revenue by the total network hash rate, giving an indication of the profitability of mining operations. Changes in Bitcoin price, network difficulty, and transaction fees all influence Hashprice. Actual Hashprice may vary substantially from illustrative modeled Hashprice.

<sup>(4)</sup> H2 is 2nd half or 3rd and 4th quarters of 2025

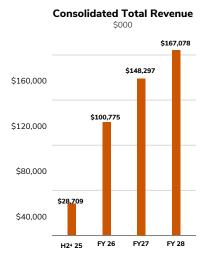
<sup>(5)</sup> See Appendix for management statements on non-GAAP measures.

## **Illustrative Earnings Potential**

#### Upside case - \$75 Hashprice<sup>3</sup>

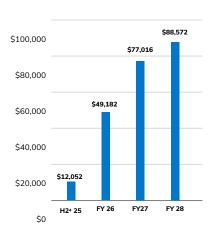
Non-GAAP Financials

Additional \$20 of Hashprice vs. base case adds approximately \$35 million to annual Consolidated Total Adj. EBITDA<sup>1,2</sup> by 2028.



\$0







<sup>(1)</sup> Consolidated Adj. EBITDA is total company EBITDA, including any Soluna SG&A.

<sup>(2)</sup> Soluna's ownership stake in each of the projects varies. See slides later in the presentation for more details.

<sup>(3)</sup> Hashprice is a term created by Luxor in 2019. It is a measure used in the Bitcoin mining industry to represent the revenue earned per unit of hashrate (usually per petahash per second, or TH/s). It is calculated by dividing the total daily mining revenue by the total network hash rate, giving an indication of the profitability of mining operations. Changes in Bitcoin price, network difficulty, and transaction fees all influence hashprice. Actual hashprice may vary substantially from illustrative modeled hashprice.

<sup>(4)</sup> H2 is 2nd half or 3rd and 4th quarters of 2025

<sup>(5)</sup> See Appendix for management statements on non-GAAP measures.

55 \$

55 \$ 55 \$

#### Base case - \$55 Hashprice

#### Non-GAAP Financials

Kati 1		-	87		87		15,929		21,870		22,059
Project X		-	-		-		1,907		21,363		21,963
Project Y		470	-		1.050		C 400		8,603		21,843
Demand Response		473	583		1,056		6,498		10,452		11,557
SHI Revenue Growth (%)	\$	9,853	\$ 11,980	\$	21,833	\$	79,166	\$	<b>117,539</b> 48.5%	\$	<b>132,808</b> 13.0%
Sophie		1,134	1,234		2,368		4,835		4,835		4,848
Dorothy 1A		724	997		1,721		5,774		5,835		5,856
Dorothy 1B		1,362	1,719		3,081		5,982		5,982		6,004
Dorothy 2		844	2,211		3,055		11,115		11,215		11,252
Kati 1		-	(43)		(43)		5,854		9,389		9,596
Project X		-	-		-		119		8,748		9,466
Project Y		-	-		-		-		2,892		9,256
Demand Response	_	473	583	_	1,056	_	6,498	_	10,452	_	11,557
Total Site-Level EBITDA		4,538	6,700		11,238		40,176		59,349		67,834
SHI SG&A and Other Income / Expense		(3,017)	(3,017)		(6,035)		(12,431)		(12,804)		(13,188)
Consolidated Adj. EBITDA	\$	1,520	\$ 3,683	\$	5,203	\$	27,745	\$	46,544	\$	54,646
consolidated / taj. EDITO/ t		15.4%	30.7%		23.8%		35.0%		39.6%		41.1%

#### Notes:

Soluna's ownership in each of the projects varies. See Appendix for more details.

H2 is 2nd half or 3rd and 4th quarters of 2025

See Appendix for management statements on non-GAAP measures.



Hashprice (\$/PH/s / Day)

#### Base case - \$55 Hashprice

#### Non-GAAP Financials

(in USD 000, except as noted)		Q3 25		Q4 25		H2 25		FY 26		FY 27		FY 28
Consolidated Adj. EBITDA	\$	1,520	\$	3,683	\$	5,203	\$	27,745	\$	46,544	\$	54,646
Less: D1A Non-Controlling Partner, SLC Less: D1B Non-Controlling Partner, Navitas		(804) (774)		(979) (916)		(1,783) (1,690)		(5,437) (3,281)		(4,419)		(2,805)
Less: D2 Non-Controlling Partner Less: Kati Non-Controlling Partner		(612)		(1,730)		(2,342)		(9,025)		(7,012)		(4,939)
Less: Project X Non-Controlling Partner Less: Project Y Non-Controlling Partner		-		-		-		(768)		(7,968)		(8,466)
Add: O&M margin to SLNH Add: Admin fees to SLNH SLNH Adi. EBITDA	\$	405 108 (157)	Ċ	418 92 <b>598</b>	Ś	823 200 <b>441</b>	Ś	2,027 655 <b>5,955</b>	Ś	2,122 654 <b>14,900</b>	\$	2,111 654 <b>21,033</b>
Margin (%)	3	-1.6%	,	5.0%	,	2.0%	,	7.5%	7	12.7%	7	15.8%
Key Assumptions:												
Hashprice (\$/PH/s / Day)					\$	55	\$	55	\$	55	\$	55

#### Notes:

Soluna's ownership in each of the projects varies. See Appendix for more details.

H2 is 2nd half or 3rd and 4th quarters of 2025

See Appendix for management statements on non-GAAP measures.



#### **Upside case - \$75 Hashprice**

#### Non-GAAP Financials

(in USD 000, except as noted)	Q3 25		Q4 25		H2 25		FY 26		FY 27		FY 28
Sophie	\$ 2,347	\$	2,463	\$	4,809	\$	9,899	\$	9,899	\$	9,919
Dorothy 1A	2,223		2,386		4,609		16,989		17,222		17,266
Dorothy 1B	5,180		5,225		10,404		20,150		20,150		20,201
Dorothy 2	2,723		4,969		7,691		23,681		23,905		23,965
Kati 1	-		139		139		20,748		27,929		28,212
Project X	-		-		-		2,810		27,337		28,059
Project Y	-		-		-		-		11,403		27,902
Demand Response	473		583		1,056		6,498		10,452		11,557
SHI Revenue	\$ 12,945	\$	15,764	\$	28,709	\$	100,775	\$	148,297	\$	167,078
Growth (%)									47.2%		12.7%
Sophie	1,841		1,976		3,817		7,822		7,822		7,841
Dorothy 1A	1,192		1,484		2,676		8,545		8,643		8,670
Dorothy 1B	2,744		3,112		5,856		11,356		11,356		11,391
Dorothy 2	1,371		3,302		4,673		15,762		15,863		15,912
Kati 1	-		8		8		10,619		15,369		15,671
Project X	-		-		_		1,012		14,652		15,483
Project Y	-		-		-		-		5,664		15,237
Demand Response	 473	_	583	_	1,056	_	6,498	_	10,452	_	11,557
Total Site-Level EBITDA	7,621		10,465		18,087		61,614		89,820		101,761
SHI SG&A and Other Income / Expense	(3,017)		(3,017)		(6,035)		(12,431)		(12,804)		(13,188)
Consolidated Adj. EBITDA	\$ 4,604	\$	7,448	\$	12,052	\$	49,182	\$	77,016	\$	88,572
Margin (%)	35.6%		47.2%		42.0%		48.8%		51.9%		53.0%
Key Assumptions:											
Hashprice (\$/PH/s / Day)				\$	75	\$	75	\$	75	\$	75

#### Notes:

Soluna's ownership in each of the projects varies. See Appendix for more details.

H2 is 2nd half or 3rd and 4th quarters of 2025

See Appendix for management statements on non-GAAP measures.



#### **Upside case - \$75 Hashprice**

#### Non-GAAP Financials

(in USD 000, except as noted)	Q3 25	Q4 25	H2 25	FY 26	FY 27		FY 28
Consolidated Adj. EBITDA	\$ 4,604	\$ 7,448	\$ 12,052	\$ 49,182	\$ 77,016	\$	88,572
Less: D1A Non-Controlling Partner; SLC Less: D1B Non-Controlling Partner; Navitas Less: D2 Non-Controlling Partner	(1,204) (1,451) (977)	(1,395) (1,598) (2,487)	(2,599) (3,049) (3,465)	(7,504) (5,913) (12,250)	(3,995) (5,913) (6,669)		(4,007) (5,931) (6,687)
Less: Kati Non-Controlling Partner	-	(6)	(6)	(9,265)	(12,561)		(12,770)
Less: Project X Non-Controlling Partner Less: Project Y Non-Controlling Partner	-	-	-	(1,388)	(12,063)		(12,640
Add: O&M margin to SLNH	408 108	421 92	829 200	2,043 655	2,140 654		2,129 654
SLNH Adj. EBITDA Margin (%)	\$ <b>1,487</b> 11.5%	\$ <b>2,475</b> 15.7%	\$ <b>3,962</b> 13.8%	\$ <b>15,560</b> 15.4%	\$ <b>33,356</b> 22.5%	\$	<b>36,851</b> 22.1%
Add: Admin fees to SLNH  SLNH Adj. EBITDA  Margin (%)	\$ 108 1,487	\$ 92 <b>2,475</b>	\$ 200 <b>3,962</b>	\$ 655 <b>15,560</b>	\$	654 <b>33,356</b>	654 <b>33,356</b> \$
ey Assumptions: Hashprice (\$/PH/s / Day)			\$ 75	\$ 75	\$ 75	\$	75

#### Notes:

Soluna's ownership in each of the projects varies. See Appendix for more details.

H2 is 2nd half or 3rd and 4th quarters of 2025

See Appendix for management statements on non-GAAP measures.



## **Key Earnings Power Assumptions**

### Hashprice

\$55 Base / \$75 Upside Case

## Kati 1

Dec 2025: Initial energization

June 2026: 100% ramped up

Capacity to be a mix of hosting models, including many that are substantially similar to those secured in Dorothy 2

## Dorothy 2

May 2025: Initial energization

Jan 2026: 100% ramped up

Site is fully contracted and hosting contract terms are expected to average ~\$70/MWh<sup>1</sup> in revenue

### D1A

Assumes hashrate and J/TH improvements in 2026 as hosted customers begin to turn over

New customers expected to achieve contract terms similar to those secured at Dorothy 2

#### D<sub>1</sub>B

Assumes no refresh of miner equipment

### Demand Response

Demand response revenues reflect expected program participation and internal outlook on bid competitiveness

## Projects X and Y

Assumes two follow-on project deployments modeled on Kati 1

### Al

No Al revenue illustrations assumed





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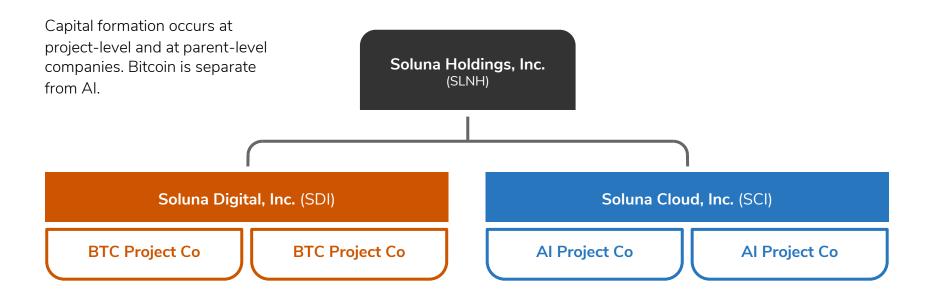


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## Our Corporate Structure Supports Flexible Capital Formation for Infrastructure





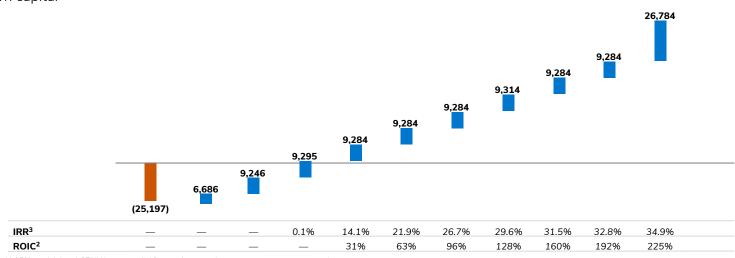
## Bitcoin Data Center Project<sup>1</sup> Project Return on Invested Capital (ROIC<sup>2</sup>)

YR 3

YR 4

• 44 months to return capital

- 34.9% IRR<sup>3</sup>
- 225% ROIC2



YR 5

YR 6

YR 7

YR 8

YR 1

YR 2



Net Cash Flow<sup>4</sup>

YR 115

CAPEX

YR 10

YR 9

<sup>(1)</sup> Key assumptions: a) \$55 hashprice b) 95% availability c) 35MW capacity d) 10 years from initial energization to project recapitalization

<sup>(2)</sup> ROIC = Return on Invested Capital = sum of cumulative Net Cash Flow divided by sum of CAPEX

<sup>(3)</sup> IRR = Internal Rate of Return - discount rate that makes the net present value (NPV) of Net Cash Flow equal to \$0

<sup>(4)</sup> Net Cash Flow and CAPEX are consolidated Project Cash Flows

<sup>(5)</sup> Includes terminal value from asset sale of \$500k/MW after 10 years of operations

<sup>(6)</sup> See Appendix for management statements on non-GAAP measures.

## Bitcoin Data Center Project<sup>1</sup> Soluna ROIC<sup>2</sup> (25% ownership)

YR 1

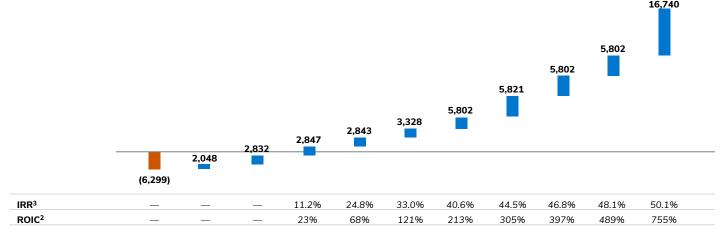
YR 2

YR 3

YR 4

• 38 months to return capital

- 50.1% IRR<sup>3</sup>
- 755% ROIC2



YR 5

YR 6

YR 7

YR8



Net Cash Flow<sup>4</sup>

YR 115

CAPEX

YR 10

YR 9

<sup>(1)</sup> Key assumptions: a) \$55 hashprice b) 95% availability c) 35MW capacity d) 10 years from initial energization to project recapitalization

<sup>(2)</sup> ROIC = Return on Invested Capital = sum of cumulative Net Cash Flow divided by sum of CAPEX

<sup>(3)</sup> IRR = Internal Rate of Return - discount rate that makes the net present value (NPV) of Net Cash Flow equal to \$0

<sup>(4)</sup> Net Cash Flow and CAPEX are consolidated Project Cash Flows

<sup>(5)</sup> Includes terminal value from asset sale of \$500k/MW after 10 years of operations

<sup>(6)</sup> See Appendix for management statements on non-GAAP measures.

# We finance our projects using a combination of Project Level Equity and Debt

ProjectCo	Soluna Owner Equity	Spring Lane Owner Equity	Navitas Equity	Soluna Developer Profit "Pre-Flip" <sup>5</sup>	Soluna Developer Profit "Post-Flip" <sup>6</sup>	Debt
Dorothy 1A	14.6%	85.4%	-	0%	10%/50% <sup>(1)</sup>	-
Dorothy 1B	51%	-	49%	n/a	n/a	-
Dorothy 2	0% <sup>3</sup>	100%	-	7.5%	50% <sup>(2)</sup>	-
Sophie	100%	-	-	n/a	n/a	\$5M

<sup>(1)</sup> Soluna as Developer receives 0% of equity cash flows until equity owners achieve a 1.0x Multiple on Invested Capital ("MOIC"); thereafter, developer receives 10% of equity cash flows. Once equity owners achieve a 16% Extended Internal Rate of Return ("XIRR"), the developer's share increases to 50%.



<sup>(2)</sup> Soluna as Developer receives 7.5% of equity cash flows until equity owners achieve a 18% XIRR; thereafter, developer receives 50% of equity cash flows.

<sup>(3)</sup> Subject to ongoing capital formation and partner discussion, this could grow.

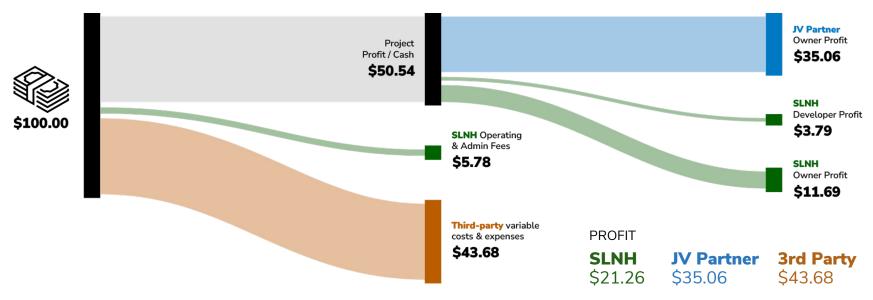
<sup>(4)</sup> See Appendix for management statements on non-GAAP measures.

<sup>(5) &</sup>quot;Pre Flip" refers to project timeline prior to reaching the JV partner target economics, at which time the % of developer profit increases to 50% of all project cash flow

<sup>(6) &</sup>quot;Post Flip" refers to project timeline after reaching the JV partner target economics, at which time the % of developer profit increases to 50% of all project cash flow

## Project Cash Flows Bitcoin Hosting Pre Flip<sup>1,2,3</sup>

We make money from services fees, developer profit and our share of owner profit.



<sup>(1) &</sup>quot;Pre Flip" refers to project timeline prior to reaching the JV partner target economics, at which time the % of developer profit increases to 50% of all project cash flow



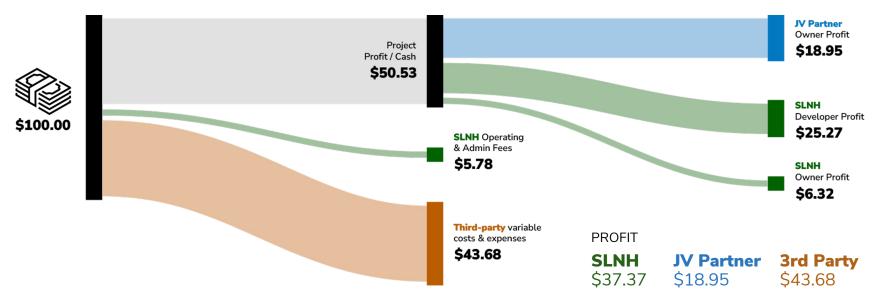
<sup>(2)</sup> All values are indicative based on certain key assumptions which may vary from any actual project specifically (3) Key assumptions: a) 20% O&M margin and fixed Admin Fees; b) 7.5% Developer Profit; c) 25% / 75% Ownership

SLNH / JV Partner

<sup>(4)</sup> See Appendix for management statements on non-GAAP measures.

## **Project Cash Flows Bitcoin Hosting Post Flip<sup>1,2,3</sup>**

After the "Flip" our developer profit increases significantly.



<sup>(1) &</sup>quot;Post Flip" refers to project timeline after reaching the JV partner target economics, at which time the % of developer profit increases to 50% of all project cash flow

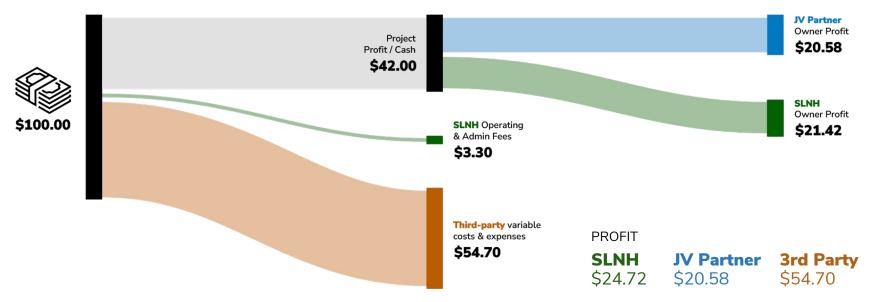


<sup>(2)</sup> All values are indicative based on certain key assumptions which may vary from any actual project specifically (3) Key assumptions: a) 20% O&M margin and fixed Admin Fees; b) 7.5% Developer Profit; c) 25% / 75% Ownership

SI NH / JV Partner (4) See Appendix for management statements on non-GAAP measures.

## **Project Cash Flows Bitcoin Prop Mining**<sup>1,2</sup>

We make money from services fees and our share of owner profit.



<sup>(1)</sup> All values are indicative based on certain key assumptions which may vary from any actual project specifically (2) Key assumptions: a) 20% O&M margin and fixed Admin Fees; b) 51% / 49% Ownership SLNH / JV Partner



<sup>(3)</sup> See Appendix for management statements on non-GAAP measures.

## **Summary of Existing Debt<sup>1</sup>**

**\$14.0m** subsidiary debt (no Soluna Holdings guarantee);

\$10.1m GreenCloud debt (with Soluna Holdings guarantee)<sup>2</sup>

Debt Tranche (Entity) / (Guarantor)	Total	Amort Remaining
GreenCloud (Cloud) / (Holdings) <sup>3</sup>	\$10,055	~2 years
Spring Lane Equipment (Dorothy 2) / (None) <sup>4</sup>	\$250	n/a
Galaxy Digital (Sophie) / (Sophie Holdings) <sup>5</sup>	\$4,550	~4.75 years
Total Amortizing	\$14,855	
NYDIG (Marie Borrowing) / (Marie) <sup>6</sup>	\$9,183	n/a
Total	\$24,038	

<sup>(1)</sup> As of March 31st 2025, stated in \$ thousands unless otherwise noted



<sup>(2)</sup> Debt held at below listed entities with below listed guarantor(s), if applicable

<sup>(3)</sup> GreenCloud note (original principal \$12.5m, borrower Soluna AL CloudCo, LLC and guarantors Soluna Cloud, Inc., and Soluna Holdings, Inc., 3 year amortization from June 2024) (4) Springlane Equipment note (\$250k related to Project Kati, borrower Soluna DVSL II ComputeCo, LLC and no guarantor, non amortizing, expected payoff upon Dorothy 2

completion or Kati project finance closing)

<sup>(5)</sup> Galaxy Digital note (original principal \$5.0m, borrower Soluna SW, LLC and guarantor Soluna SW Holdings, LLC, 5 year amortization from March 2025)

<sup>(6)</sup> NYDIG note (original principal of \$14.4, borrower Soluna MC Borrowings, LLC and guarantor Soluna MC, LLC, no longer amortizing, no operating assets)

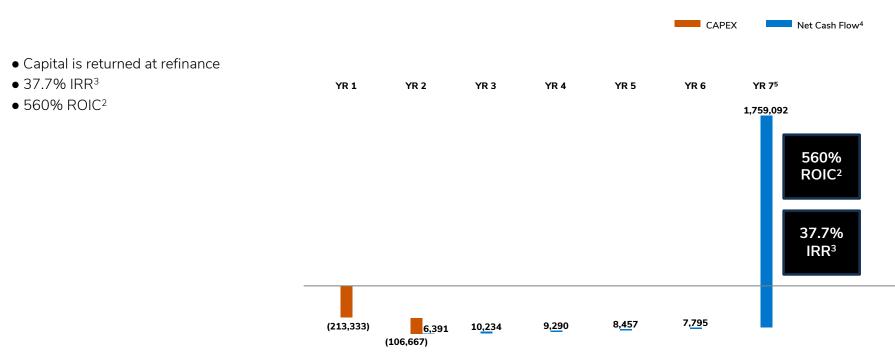
## **Existing Debt<sup>1</sup> By Entity**

**\$14.0m** subsidiary debt (no Soluna Holdings guarantee); Soluna Holdings, Inc. **\$10.1m** GreenCloud debt (with Soluna Holdings guarantee) (SLNH) Soluna Digital (SDI) Soluna Cloud (SCI) **Project Sophie** Project Marie<sup>2</sup> **SDI SL Borrowing** Soluna AL CloudCo<sup>3</sup> HoldCo GreenCloud -**Project Marie** SpringLane -**Project Sophie** \$0.3m \$10.1m **Borrowing** NYDIG - \$9.2m **Galaxy - \$4.6m SLNH Debt Guarantees Subsidiary ONLY Debt Guarantees** 

- (1) See prior slide entitled "Summary of Existing Debt" additional notes that cover this slide.
- (2) Project Marie data center was decommissioned and has no remaining assets.
- (3) Soluna AL CloudCo has ceased operations and has no remaining assets.



## AI / HPC Data Center Project<sup>1</sup> ROIC<sup>2</sup>



<sup>(1)</sup> Key assumptions: (a) Assumes 18-month build period and subsequent 5 years of operations. (b) Capitalized with non-amortizing, ROIC-based construction debt (~60% LTC, 3-year tenor), refinanced at month 12 into bullet term loan (SOFR + 375 bps, 5–10 year tenor) post-lease signing, (c) 100 MW gross capacity



<sup>(2)</sup> ROIC = Return on Invested Capital = sum of cumulative Net Cash Flow divided by sum of CAPEX

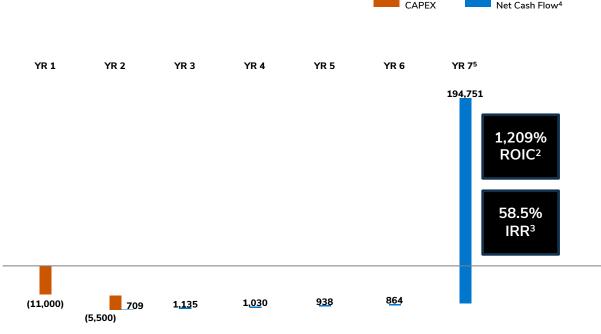
<sup>(3)</sup> IRR = Internal Rate of Return - discount rate that makes the net present value (NPV) of Net Cash Flow equal to \$0 (4) Net Cash Flow and CAPEX are consolidated Project Cash Flows after debt service

<sup>(5)</sup> Includes terminal value from asset sale at 3x capex-build after 5 years of operations

<sup>(6)</sup> See Appendix for management statements on non-GAAP measures.

## AI / HPC Data Center<sup>1</sup> Soluna ROIC<sup>2</sup>

- Significant uplift to both IRR and ROIC, driven by equity uplift of delivering power and land to the project
- 58.5% IRR3
- 1.209% ROIC2



(1) Key assumptions: (a) Assumes 18-month build period and 5 years of operations. (b) Capitalized with non-amortizing, ROIC-based construction debt (~60% LTC, 3-year tenor), refinanced at month 12 into bullet term loan (SOFR + 375 bps, 5-10 year tenor) post-lease signing, (c) 100 MW gross capacity, (d) Assumes Soluna equity ownership of 11.1%

(2) ROIC = Return on Invested Capital = sum of cumulative Net Cash Flow divided by sum of CAPEX

(3) IRR = Internal Rate of Return - discount rate that makes the net present value (NPV) of Net Cash Flow equal to \$0

(4) Net Cash Flow and CAPEX are consolidated Project Cash Flows after debt service (5) Includes terminal value from asset sale at 3x capex-build after 5 years of operations

(6) See Appendix for management statements on non-GAAP measures.



## Non-GAAP Measure

## **Management Definitions**

This presentation contains various non-GAAP financial measures which are defined on the following slide, each of which is not calculated in accordance with GAAP. Presentations of these non-GAAP financial measures are intended to aid investors in better understanding the factors and trends affecting the Company's performance and liquidity. However, investors should not consider these non-GAAP financial measures as a substitute for financial measures determined in accordance with GAAP. The Company cannot reconcile these measures without unreasonable effort because certain items that impact net income and other reconciling metrics are out of the Company's control and/or cannot be reasonably predicted at this time. Other companies may define these terms in different ways. See our annual report on Form 10-K for the year ended December 31, 2024 for an explanation of how management uses EBITDA, adjusted EBITDA and other measures in its operations.



### **Non-GAAP Measure**

## **Management Definitions**

Consolidated Adjusted EBITDA: total EBITDA, as adjusted by management for certain one-time impacts, on a fully consolidated basis, regardless of actual Soluna ownership percentage.

**Developer Profit:** profit and cash paid to project developer from Project Profit/Cash.

**EBITDA**: Earnings Before Interest, Taxes, Depreciation, and Amortization: a measure of a company's operating performance that shows earnings before accounting for financing costs, tax expenses, and non-cash charges.

IRR – Internal Rate of Return: the discount rate that makes the net present value (NPV) of a series of cash flows equal to zero, reflecting the annualized rate of return earned on an investment.

MOIC - Multiple on Invested Capital: number of times the initial quantity of invested capital dollars that has been returned by distributions of project cash flows.

NPV - Net Present Value: the sum of the present values of all expected future cash flows from an investment, minus the initial investment cost, used to assess profitability.

**O&M Margin, Operating & Admin Fees:** fees (and margin) paid to Soluna as the developer for ongoing operations, maintenance and administrative services provided to projects.

Owner Profit: profit and cash paid to project owners from Project Profit/Cash after paying Developer Profit.

Project Profit/Cash: profit and cash available to project owners after paying 3rd party expenses and O&M (Operating) / Admin Fees.

ROIC - Return on Invested Capital: percentage of the initial quantity of invested capital dollars that has been returned by distributions of project cash flows.

**SOFR – Secured Overnight Financing Rate**: is a benchmark interest rate that reflects the cost of borrowing cash overnight using U.S. Treasury securities as collateral and is published daily by the Federal Reserve Bank of New York.

Soluna SG&A – Soluna Selling, General & Administrative: expenses incurred that are not directly attributable to operating projects, excluding stock compensation, impairment expense, and other miscellaneous non-cash expenses but including other income/expense.

Variable Costs & Expenses: costs of revenue and direct expenses that, when subtracted from project revenue, yield Project Profit/Cash.

XIRR – Extended Internal Rate of Return: the annualized rate of return for a series of cash flows occurring at irregular intervals.

