

SOLUNA
HOLDINGS

SOLUNA
COMPUTING

January 2022 Flash

February 2022



Preamble

- ▶ The following discussion is **completely qualified by the legal disclosures** on the several pages 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 discussion 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 additional financing. 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.



Legal Disclosure & Disclaimer

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Legal Disclosure & Disclaimer

Use of Projections and Illustrations This presentation contains certain financial forecasts and illustrations. Neither Soluna's [nor Soluna Holdings] independent auditors have studied, reviewed, compiled or performed any procedures with respect to the projections for the purpose of their inclusion in this presentation. The material in this presentation is for illustrative purposes only and should not be relied upon as being necessarily indicative of future results.

To supplement our consolidated financial statements, which are prepared and presented in accordance with GAAP, we use the following non-GAAP financial measures: non-gaap revenue, cash contribution margin, cash contribution margin excluding tornado, adjusted cost of cryptocurrency revenue and adjusted EBITDA contribution. The presentation of this financial information is not intended to be considered in isolation or as a substitute for, or superior to, the financial information prepared and presented in accordance with GAAP.

Use of Estimates in Monthly Presentations

Numbers presented BEFORE the release of Form 10-Q for fourth quarter ended December 31st, 2021, are monthly estimates and subject to change upon final accounting adjustments and entries. These monthly estimates are presented as an illustration of management's review of key metrics that help in understanding the performance of the Company. Readers are strongly encouraged to review this presentation in connection with the Company's Quarterly Report on Form 10-Q for the period ended March 31, 2021, Company's Quarterly Report on Form 10-Q for the period ended June 30, 2021, Company's Quarterly Report on Form 10-Q for the period ended September 30, 2021, and the Company's Annual Report on Form 10-K for the year ended December 31, 2020.



Key Operating Principles



Alignment of Interests & Transparency

Private equity firm owns 30%⁽¹⁾



High Velocity Execution

Senior Brookstone personnel involved in active executive capacity



Focus on Return of Invested Capital (ROIC) & Capital Discipline



Long-Term Strategy Beyond Crypto

(1) Calculated as a percent of total undiluted shares





**Excess energy from
renewable sources**

**We buy *curtailed*
energy from
renewable power
plants and convert it
to clean, low-cost
global computing.**



**Batch-oriented
Computing
*like cryptocurrency
mining***



The opportunity beyond crypto is *Batchable Computing*

\$10B

Digital currencies

\$5B

Pharma research

\$40B

Graphics/video processing

\$40B

Scientific research



Agenda

In this presentation, we will be covering the following items:



Business Update



**January 2022
results in detail**

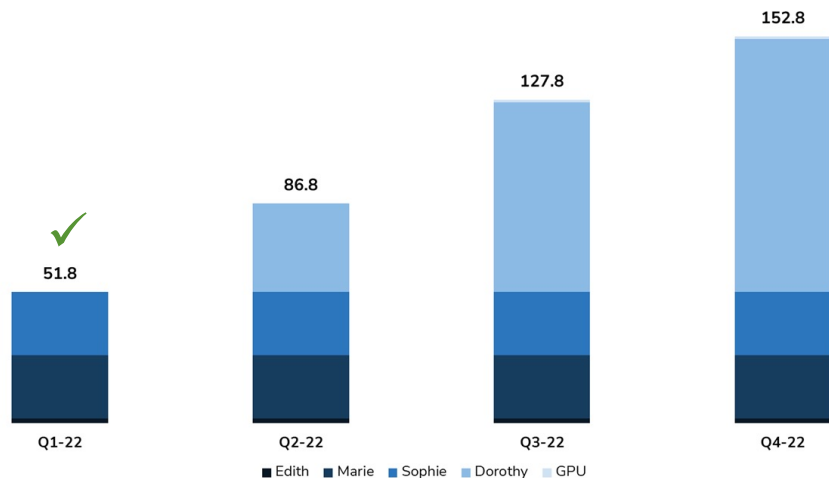


Business Update

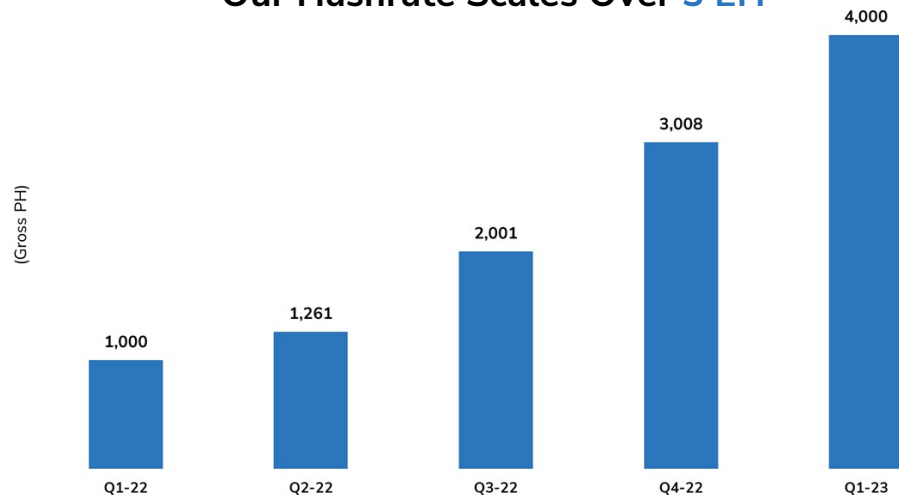


Our **Targets** For 2022

Our Energized Capacity Ramps Over **150 MW**



Our Hashrate Scales Over **3 EH**



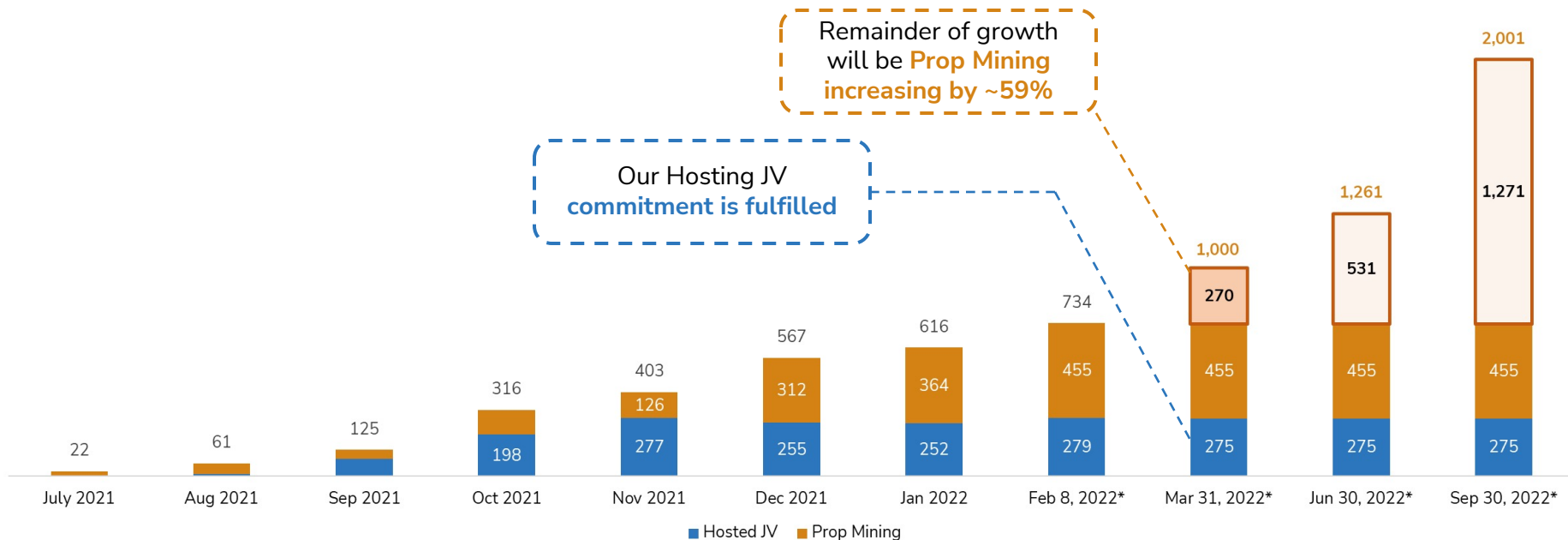
Note: 2022 Earnings Power Illustration released on January 19th, 2022. Not updated since original publication. Press release and presentation can be viewed [here](#).



We have now energized **52 MW**

Our hashrate continues the ramp to **1 EH/s**

Consolidated Hashrate (SHA-256, PH/s)



Note: Management Estimate
March 31, 2022: +/- 30 days



All plugs and infrastructure are now ready

Ramped up and shakedown completed for installation of compute to achieve **1 EH/s**

- ▶ Transformer upgrades completed at Marie
- ▶ No material shutdowns planned for active sites
- ▶ Roll-off of Legacy hosting at Marie completed on January 24th, about 60 days early
- ▶ **Ready to go full bore**



Business Summary



January 2022 BTC Equivalent mined **increased 11% MoM**

- ▶ Despite a 17% decrease in average BTC price between December (\$49,263) and January (\$41,114)



If planned transformer upgrades were excluded, BTC Equivalent mined would **have increased 20% MoM**



Marie scaled to 25 MW on February 10th

- ▶ Brief delay due to ice in KY and days of freezing weather in January
- ▶ Planned transformer upgrades complete



Hashrate continues to scale and expect to hit **1 EH/s** by the end of March (+/- 30 days)



Important developments across our facilities



Edith

We continue to optimize equipment mix at this mature facility

- ▶ 9.29 PH/s as of February 8th



Sophie

Scaled up to 25 MW and **fully energized** on December 31st, 2021

- ▶ 235.06 PH/s as of February 8th. Site continues ramp
- ▶ We will continue plugging-in miners upon delivery



Marie

Scaled up to 25 MW and **fully energized** on February 10th, 2022

- ▶ Planned transformer upgrades complete
- ▶ Waiting for power company approval to close purchase
- ▶ We are engaging constructively with the utility
- ▶ Current operating framework allows Soluna to use the facility on economic terms that mirror proposed transaction
- ▶ The sellers' hosting customers were rolled off on January 24th
- ▶ 489.84 PH/s as of February 8th
- ▶ We are managing the entire facility under contract with seller



Dorothy

- ▶ Equipment and materials continue to arrive for construction
- ▶ Transformers begin to arrive this month
- ▶ Will begin site civil work in February
- ▶ Getting set to **break ground**



A closer look at January

- ✓ Marie Transformer upgrades have been **completed**
- ✓ Marie site is ready to take in equipment up to **25 MW**

If planned transformer upgrades at Marie were excluded, revenue and contribution margin for January would have been **higher by ~7%**

	Combined Jan 2022*	Marie Transformer Upgrades*	Combined Pro-Forma Jan 2022*	BTC Price Impact*
Revenue (Non-GAAP)	\$3,005	\$233	\$3,238	\$596
Prop Mining	\$2,476	\$177	\$2,653	\$491
Hosting	\$529	\$56	\$585	\$105
Cash Contribution Margin (Non-GAAP)	\$1,900	\$138	\$2,038	
Prop Mining	\$1,698	\$118	\$1,815	
Hosting	\$203	\$20	\$223	
Cash Contribution % (Non-GAAP)	63%	59%	63%	
Prop Mining	69%	66%	68%	
Hosting	38%	36%	38%	
BTC Equivalent Mined	73.09	5.66	78.75	14.49
Prop Mining	60.23	4.31	64.53	11.94
Hosting	12.86	1.35	14.22	2.55

*Estimate

Marie excludes pass-through revenue and expenses from Legacy Hosting customers. Electricity/Direct Costs reduced by Marie "Prepaid Lease Cost" August 2021 onward. For details on legacy hosting, see appendix. For more information on these non-GAAP financial measures, please see the section captioned "Reconciliation of non-GAAP results of operations to the nearest comparable GAAP measures". To supplement our consolidated financial statements, which are prepared and presented in accordance with GAAP, we use the following non-GAAP financial measures: non-gaap revenue, contribution margin, cash contribution margin, adjusted cost of cryptocurrency revenue and adjusted EBITDA contribution. The presentation of this financial information is not intended to be considered in isolation or as a substitute for, or superior to, the financial information prepared and presented in accordance with GAAP.





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January 2022 Flash



Consolidated Soluna Computing Non-GAAP Historical Financials^(A)

► Pro-Forma estimate excludes impact of Marie transformer upgrades which are now complete

(\$ in 000s) (Unaudited)

	Actual Q1 21	Actual Q2 21	Jul 21	Aug 21	Sep 21	Actual Q3 21	Estimate Oct 21	Estimate Nov 21	Estimate Dec 21	Estimate Q4 21	Estimate FY 21	Estimate Jan 22	Estimate Pro-Forma Jan 22
Revenue (Non-GAAP)	\$995	\$1,657	\$494	\$943	\$931	\$2,368	\$2,142	\$2,632	\$3,243	\$8,017	\$13,036	\$3,005	\$3,238
Prop Mining	995	1,657	494	839	686	2,018	1,661	1,960	2,641	6,261	10,932	2,476	2,653
Hosting	0	0	0	104	245	349	481	672	602	1,755	2,104	529	585
Electricity/Direct Costs*	\$143	\$324	\$117	\$149	\$265	\$532	\$567	\$594	\$987	\$2,148	\$3,147	\$970	
Prop Mining	143	324	117	121	110	348	314	283	661	1,258	2,073	643	
Hosting	0	0	0	28	155	184	253	312	326	890	1,074	326	
Overhead Costs	\$109	\$72	\$18	\$47	\$67	\$132	\$131	\$95	\$254	\$480	\$793	\$135	
Prop Mining	109	72	18	47	67	132	131	95	254	480	793	135	
Hosting	0	0	0	0	0	0	0	0	0	0	0	0	
Adjusted Cost of Cryptocurrency Revenue 2** (Non-GAAP)	\$251	\$396	\$136	\$196	\$332	\$664	\$698	\$689	\$1,241	\$2,628	\$3,940	\$1,105	
Prop Mining	251	396	136	168	177	481	445	378	915	1,737	2,866	779	
Hosting	0	0	0	28	155	184	253	312	326	890	1,074	326	
Cash Contribution Margin (Non-GAAP)	\$744	\$1,261	\$358	\$747	\$599	\$1,703	\$1,444	\$1,943	\$2,002	\$5,389	\$9,097	\$1,900	\$2,038
Prop Mining	744	1,261	358	671	509	1,538	1,215	1,582	1,726	4,524	8,066	1,698	1,815
Hosting	0	0	0	75	90	166	229	360	276	865	1,031	203	223
Cash Contribution % (Non-GAAP)	74.8%	76.1%	72.5%	79.2%	64.3%	71.9%	67.4%	73.8%	61.7%	67.2%	69.8%	63.2%	62.9%
Prop Mining	74.8%	76.1%	72.5%	80.0%	74.2%	76.2%	73.2%	80.7%	65.4%	72.3%	73.8%	68.6%	68.4%
Hosting	n/a	n/a	n/a	72.8%	36.7%	47.4%	47.5%	53.6%	45.8%	49.3%	49.0%	38.3%	38.1%
Cash Contribution Margin excluding Tornado (Non-GAAP)	\$744	\$1,261	\$358	\$747	\$599	\$1,703	\$1,444	\$1,943	\$2,138	\$5,524	\$9,233	\$1,900	\$2,038

*Includes Electricity and Hosting costs

**Excludes Depreciation and R&D Expenses

Note: Pro-forma January 2022 is a management estimate

(A) Marie excludes pass-through revenue and expenses from Legacy Hosting customers. Electricity/Direct Costs reduced by Marie "Prepaid Lease Cost" August 2021 onward. For details on legacy hosting, see appendix. For more information on these non-GAAP financial measures, please see the section captioned "Reconciliation of non-GAAP results of operations to the nearest comparable GAAP measures". To supplement our consolidated financial statements, which are prepared and presented in accordance with GAAP, we use the following non-GAAP financial measures: non-gaap revenue, contribution margin, cash contribution margin, adjusted cost of cryptocurrency revenue and adjusted EBITDA contribution. The presentation of this financial information is not intended to be considered in isolation or as a substitute for, or superior to, the financial information prepared and presented in accordance with GAAP.



Consolidated Soluna Computing Operating Metrics^(A)

Key Operating Metrics:	Q1 21	Q2 21 ⁽¹⁾	Jul 21	Aug 21	Sep 21	Q3 21 ⁽²⁾	Oct 21	Nov 21	Dec 21	Q4 21 ⁽³⁾	FY 21 ⁽⁴⁾	Jan 22
Avg. MW Deployed	1.63	3.34	3.28	4.13	7.15	4.85	15.01	20.09	24.31	19.80	9.33	30.18
Prop Mining	1.63	3.34	3.28	3.81	3.48	3.52	8.71	12.01	16.18	12.30	6.39	22.38
Hosted MW (Legacy)	-	-	-	-	-	-	-	-	-	-	-	-
Hosted JV	-	-	-	0.32	3.67	1.99	6.30	8.08	8.13	7.50	5.30	7.80
Avg. Hashrate (SHA-256, PH/s)	-	21.49	22.12	60.59	125.16	69.29	316.22	402.80	566.69	428.57	173.12	616.45
Prop Mining	-	21.49	22.12	50.80	43.83	38.92	118.10	125.51	311.95	185.19	81.86	364.25
Hosted JV	-	-	-	9.79	81.33	45.56	198.12	277.29	254.74	243.38	164.25	252.20
Avg. Hashrate (Scrypt, GH/s)	-	221.90	219.00	177.00	166.50	187.50	177.70	173.13	144.25	165.03	191.48	140.99
Avg. BTC Price	45,336	46,498	34,445	45,709	45,940	42,031	57,912	60,621	49,263	55,932	47,449	41,114
BTC Equivalent Mined	21.95	35.64	14.34	20.62	20.27	56.33	36.99	43.42	65.83	143.33	274.74	73.09
Prop Mining	21.95	35.64	14.34	18.36	14.92	48.02	28.67	32.33	53.61	111.95	230.39	60.23
Hosting	-	-	-	2.27	5.34	8.31	8.31	11.08	12.22	31.38	44.35	12.86

(1) Average of April 2021 - June 2021

(2) Average of July 2021 - September 2021

(3) Average of October 2021 - December 2021

(4) Average of January 2021 - December 2021

(A) Marie excludes pass-through revenue and expenses from Legacy Hosting customers. Electricity/Direct Costs reduced by Marie "Prepaid Lease Cost" August 2021 onward. For details on legacy hosting, see appendix. For more information on these non-GAAP financial measures, please see the section captioned "Reconciliation of non-GAAP results of operations to the nearest comparable GAAP measures". To supplement our consolidated financial statements, which are prepared and presented in accordance with GAAP, we use the following non-GAAP financial measures: non-gaap revenue, contribution margin, cash contribution margin, adjusted cost of cryptocurrency revenue and adjusted EBITDA contribution. The presentation of this financial information is not intended to be considered in isolation or as a substitute for, or superior to, the financial information prepared and presented in accordance with GAAP.



Edith: Non-GAAP Historical Financials



(\$ in 000s) (Unaudited)

	Actual	Actual				Actual	Estimate	Estimate	Estimate	Estimate	Estimate	Estimate
	Q1 21	Q2 21	Jul 21	Aug 21	Sep 21	Q3 21	Oct 21	Nov 21	Dec 21	Q4 21	FY 21	Jan 22
Revenue	891	988	277	345	284	905	324	317	222	864	3,648	150
Electricity/Direct Costs*	121	133	41	50	49	140	49	54	39	143	537	45
Overhead Costs**	101	71	18	16	28	63	19	20	19	58	293	22
Adjusted Cost of Cryptocurrency Revenue 1*** (Non-GAAP)	\$223	\$204	\$60	\$66	\$77	\$203	\$68	\$74	\$58	\$200	\$830	\$67
Cash Contribution Margin (Non-GAAP)	\$668	\$784	\$217	\$278	\$206	\$702	\$256	\$243	\$164	\$664	\$2,818	\$83
Cash Contribution %	75.0%	79.4%	78.5%	80.8%	72.8%	77.6%	79.0%	76.7%	73.9%	76.8%	77.3%	55.3%

*Includes Electricity costs

**Excludes \$23k of project equipment repairs

***Excludes Depreciation and R&D Expenses

Key Operating Metrics:

	Q1 21 ⁽¹⁾	Q2 21 ⁽²⁾	Jul 21	Aug 21	Sep 21	Q3 21 ⁽³⁾	Oct 21	Nov 21	Dec 21	Q4 21 ⁽⁴⁾	FY 21 ⁽⁵⁾	Jan 22
Avg. MW Deployed	1.63	1.76	1.79	1.77	1.74	1.77	1.78	1.78	1.75	1.77	1.73	1.60
Avg. Hashrate (SHA-256, PH/s) ⁽⁶⁾	n/a	8.69	10.18	10.38	11.44	10.67	11.85	11.63	10.60	11.36	10.24	9.57
Avg. BTC Price	45,336	46,498	34,445	45,709	45,940	42,031	57,912	60,621	49,263	55,932	47,449	41,114
BTC Equivalent Mined	19.65	21.25	8.03	7.54	6.17	21.53	5.60	5.23	4.51	15.44	76.87	3.66

(1) Average of January 2021 - March 2021

(2) Average of April 2021 - June 2021

(3) Average of July 2021 - September 2021

(4) Average of October 2021 - December 2021

(5) Average of January 2021 - December 2021

(6) We did not track the Hashrate for the first quarter

For more information on these non-GAAP financial measures, please see the section captioned "Reconciliation of non-GAAP results of operations to the nearest comparable GAAP measures". To supplement our consolidated financial statements, which are prepared and presented in accordance with GAAP, we use the following non-GAAP financial measures: non-gaap revenue, contribution margin, cash contribution margin, adjusted cost of cryptocurrency revenue and adjusted EBITDA contribution. The presentation of this financial information is not intended to be considered in isolation or as a substitute for, or superior to, the financial information prepared and presented in accordance with GAAP.



Sophie: Non-GAAP Historical Financials



(\$ in 000s) (Unaudited)

	Estimate Oct 21	Estimate Nov 21	Estimate Dec 21	Estimate Q4 21	Estimate FY 21	Estimate Jan 22
Revenue	543	1,048	1,181	2,772	2,772	1,294
Electricity/Direct Costs*	182	159	385	726	726	349
Overhead Costs	77	27	139	242	265	57
Adjusted Cost of Cryptocurrency Revenue 1** (Non-GAAP)	\$258	\$186	\$524	\$968	\$991	\$405
Cash Contribution Margin (Non-GAAP)	\$285	\$862	\$657	\$1,804	\$1,781	\$888
Cash Contribution %	52.4%	82.3%	55.6%	65.1%	64.2%	68.7%
Cash Contribution Margin excluding Tornado (Non-GAAP)	\$285	\$862	\$759	\$1,906	\$1,883	\$888

*Includes Electricity costs

**Excludes Depreciation and R&D Expenses

Key Operating Metrics:	Oct 21	Nov 21	Dec 21	Q4 21 ⁽¹⁾	FY 21 ⁽¹⁾	Jan 22
Avg, MW Deployed	4.43	7.63	10.12	7.39	7.39	13.83
Avg. Hashrate (SHA-256, PH/s) ⁽⁴⁾	42.32	77.64	157.37	92.44	92.44	205.95
Avg. BTC Price	57,912	60,621	49,263	55,932	47,449	41,114
BTC Equivalent Mined	9.38	17.29	23.97	49.56	58.42	31.47

(1) Average of October 2021 - December 2021

Note: BTC Price in FY 21 column is the average of January 2021 to December 2021

For more information on these non-GAAP financial measures, please see the section captioned "Reconciliation of non-GAAP results of operations to the nearest comparable GAAP measures". To supplement our consolidated financial statements, which are prepared and presented in accordance with GAAP, we use the following non-GAAP financial measures: non-gaap revenue, contribution margin, cash contribution margin, adjusted cost of cryptocurrency revenue and adjusted EBITDA contribution. The presentation of this financial information is not intended to be considered in isolation or as a substitute for, or superior to, the financial information prepared and presented in accordance with GAAP.



Marie: Non-GAAP Historical Financials(A)



► Pro-Forma estimate excludes impact of Marie transformer upgrades which are now complete

(\$ in 000s) (Unaudited)

	Actual Q1 21	Actual Q2 21	Jul 21	Aug 21	Sep 21	Actual Q3 21	Estimate Oct 21	Estimate Nov 21	Estimate Dec 21	Estimate Q4 21	Estimate FY 21	Estimate Jan 22	Estimate Pro-Forma Jan 22
Revenue (Non-GAAP)	\$104	\$668	\$217	\$598	\$647	\$1,463	\$1,274	\$1,267	\$1,840	\$4,381	\$6,616	\$1,561	\$1,794
Prop Mining	104	668	217	494	402	1,114	793	595	1,238	2,626	4,512	1,032	1,209
Hosting	0	0	0	104	245	349	481	672	602	1,755	2,104	529	585
Electricity/Direct Costs*	\$23	\$190	\$76	\$99	\$216	\$392	\$336	\$381	\$562	\$1,279	\$1,884	\$576	
Prop Mining	23	190	76	71	61	208	83	70	236	389	811	249	
Hosting	0	0	0	28	155	184	253	312	326	890	1,074	326	
Overhead Costs	\$0	\$0	\$0	\$30	\$24	\$54	\$35	\$48	\$96	\$180	\$235	\$57	
Prop Mining	0	0	0	30	24	54	35	48	96	180	235	57	
Hosting	0	0	0	0	0	0	0	0	0	0	0	0	
Adjusted Cost of Cryptocurrency Revenue 2** (Non-GAAP)	\$23	\$190	\$76	\$130	\$240	\$446	\$371	\$429	\$659	\$1,459	\$2,118	\$632	
Prop Mining	23	190	76	101	85	263	119	118	333	569	1,045	306	
Hosting	0	0	0	28	155	184	253	312	326	890	1,074	326	
Cash Contribution Margin (Non-GAAP)	\$81	\$478	\$141	\$468	\$407	\$1,016	\$903	\$837	\$1,181	\$2,922	\$4,498	\$929	\$1,066
Prop Mining	81	478	141	393	317	851	674	477	905	2,056	3,467	726	844
Hosting	0	0	0	75	90	166	229	360	276	865	1,031	203	223
Cash Contribution % (Non-GAAP)	78.1%	71.6%	64.8%	78.3%	62.9%	69.5%	70.9%	66.1%	64.2%	66.7%	68.0%	59.5%	59.5%
Prop Mining	78.1%	71.6%	64.8%	79.5%	78.9%	76.4%	85.0%	80.2%	73.1%	78.3%	76.8%	70.3%	69.8%
Hosting	n/a	n/a	n/a	72.8%	36.7%	47.4%	47.5%	53.6%	45.8%	49.3%	49.0%	38.3%	38.1%
Cash Contribution Margin excluding Tornado (Non-GAAP)	\$81	\$478	\$141	\$468	\$407	\$1,016	\$903	\$837	\$1,215	\$2,955	\$4,531	\$929	\$1,066

*Includes Electricity and Hosting costs

**Excludes Depreciation and R&D Expenses

Note: Pro-forma January 2022 is a management estimate

(A) Marie excludes pass-through revenue and expenses from Legacy Hosting customers. Electricity/Direct Costs reduced by Marie "Prepaid Lease Cost" August 2021 onward. For details on legacy hosting, see appendix. For more information on these non-GAAP financial measures, please see the section captioned "Reconciliation of non-GAAP results of operations to the nearest comparable GAAP measures". To supplement our consolidated financial statements, which are prepared and presented in accordance with GAAP, we use the following non-GAAP financial measures: non-gaap revenue, contribution margin, cash contribution margin, adjusted cost of cryptocurrency revenue and adjusted EBITDA contribution. The presentation of this financial information is not intended to be considered in isolation or as a substitute for, or superior to, the financial information prepared and presented in accordance with GAAP.



Marie: Hosting JV Non-GAAP Historical Financials^(A)



▶ Pro-Forma estimate excludes impact of Marie transformer upgrades which are now complete

(\$ in 000s) (Unaudited)

	Jul 21	Aug 21	Sep 21	Actual Q3 21	Estimate Oct 21	Estimate Nov 21	Estimate Dec 21	Estimate Q4 21	Estimate FY 21	Estimate Jan 22	Estimate Pro-Forma Jan 22
Revenue (Non-GAAP)	\$0	\$104	\$245	\$349	\$481	\$672	\$602	\$1,755	\$2,104	\$529	\$585
Electricity/Direct Costs*	0	28	155	184	253	312	326	890	1,074	326	
Overhead Costs	0	0	0	0	0	0	0	0	0	0	
Adjusted Cost of Cryptocurrency Revenue 2** (Non-GAAP)	\$0	\$28	\$155	\$184	\$253	\$312	\$326	\$890	\$1,074	\$326	
Cash Contribution Margin (Non-GAAP)	\$0	\$75	\$90	\$166	\$229	\$360	\$276	\$865	\$1,031	\$203	\$223
Cash Contribution % (Non-GAAP)	n/a	72.8%	36.7%	47.4%	47.5%	53.6%	45.8%	49.3%	49.0%	38.3%	38.1%

*Includes Electricity and Hosting costs

**Excludes Depreciation and R&D Expenses

Key Operating Metrics:	Jul 21	Aug 21	Sep 21	Q3 21 ⁽¹⁾	Oct 21	Nov 21	Dec 21	Q4 21 ⁽²⁾	FY 21 ⁽³⁾	Jan 22
Avg. MW Deployed	-	0.32	3.67	1.99	6.30	8.08	8.13	7.50	5.30	7.80
Avg Hashrate (SHA-256, PH/s)	-	9.79	81.33	45.56	198.12	277.29	254.74	243.38	164.25	252.20
Avg. BTC Price	34,445	45,709	45,940	42,031	57,912	60,621	49,263	55,932	47,449	41,114
BTC Equivalent Mined	-	2.27	5.34	8.31	8.31	11.08	12.22	31.38	44.35	12.86

(1) Average of July 2021 - September 2021

(2) Average of October 2021 - December 2021

(3) Average of January 2021 - December 2021

Note: Pro-forma January 2022 is a management estimate

(A) Marie excludes pass-through revenue and expenses from Legacy Hosting customers. Electricity/Direct Costs reduced by Marie "Prepaid Lease Cost" August 2021 onward. For details on legacy hosting, see appendix. For more information on these non-GAAP financial measures, please see the section captioned "Reconciliation of non-GAAP results of operations to the nearest comparable GAAP measures". To supplement our consolidated financial statements, which are prepared and presented in accordance with GAAP, we use the following non-GAAP financial measures: non-gaap revenue, contribution margin, cash contribution margin, adjusted cost of cryptocurrency revenue and adjusted EBITDA contribution. The presentation of this financial information is not intended to be considered in isolation or as a substitute for, or superior to, the financial information prepared and presented in accordance with GAAP.



Marie: Operating Metrics(A)



Key Operating Metrics:	Q1 21	Q2 21 ⁽¹⁾	Jul 21	Aug 21	Sep 21	Q3 21 ⁽²⁾	Oct 21	Nov 21	Dec 21	Q4 21 ⁽³⁾	FY 21 ⁽⁴⁾	Jan 22
Avg. MW Deployed	0.00	1.58	1.49	2.36	5.41	3.09	8.80	10.67	12.45	10.64	7.46	14.75
Prop Mining	0.00	1.58	1.49	2.04	1.74	1.76	2.50	2.59	4.32	3.14	2.16	6.95
Hosted MW (Legacy)	-	-	-	-	-	-	-	-	-	-	-	-
Hosted JV	-	-	-	0.32	3.67	1.99	6.30	8.08	8.13	7.50	5.30	7.80
Avg. Hashrate (SHA-256, PH/s)	-	12.80	11.94	50.21	113.72	58.62	262.05	313.53	398.72	324.77	205.06	400.93
Prop Mining	-	12.80	11.94	40.42	32.39	28.25	63.93	36.24	143.98	81.38	40.81	148.73
Hosted JV	-	-	-	9.79	81.33	45.56	198.12	277.29	254.74	243.38	164.25	252.20
Avg. Hashrate (Scrypt, GH/s)	0.00	221.90	219.00	177.00	166.50	187.50	177.70	173.13	144.25	165.03	191.48	140.99
Avg. BTC Price	45,336	46,498	34,445	45,709	45,940	42,031	57,912	60,621	49,263	55,932	47,449	41,114
BTC Equivalent Mined	2.30	14.37	6.30	13.09	14.09	34.80	22.00	20.90	37.34	78.32	139.43	37.96
Prop Mining	2.30	14.37	6.30	10.82	8.75	26.49	13.69	9.81	25.13	46.94	95.08	25.10
Hosting	-	-	-	2.27	5.34	8.31	8.31	11.08	12.22	31.38	44.35	12.86

(1) Average of April 2021 - June 2021

(2) Average of July 2021 - September 2021

(3) Average of October 2021 - December 2021

(4) Average of January 2021 - December 2021

(A) Marie excludes pass-through revenue and expenses from Legacy Hosting customers. Electricity/Direct Costs reduced by Marie "Prepaid Lease Cost" August 2021 onward. For more information on these non-GAAP financial measures, please see the section captioned "Reconciliation of non-GAAP results of operations to the nearest comparable GAAP measures". To supplement our consolidated financial statements, which are prepared and presented in accordance with GAAP, we use the following non-GAAP financial measures: non-gaap revenue, contribution margin, cash contribution margin, adjusted cost of cryptocurrency revenue and adjusted EBITDA contribution. The presentation of this financial information is not intended to be considered in isolation or as a substitute for, or superior to, the financial information prepared and presented in accordance with GAAP.





Appendix



Repeated From Our Earnings Power Illustration⁽¹⁾

Earnings Power Illustration: Various BTC Prices

(in 000's)	Q1-22	Q2-22	Q3-22	Q4-22	FY22	Q1-23
Scenario 1: BTC is \$20,000						
Total Revenue	6,528	7,450	12,062	20,104	46,145	25,393
Contribution Margin (Non-GAAP)	3,437	3,932	7,344	13,372	28,085	17,483
Contribution Margin %	52.6%	52.8%	60.9%	66.5%	60.9%	68.8%
Run-Rate Contribution Margin	13,747	15,728	29,377	53,487	-	69,930
Scenario 2: BTC is \$45,000						
Total Revenue	10,328	14,612	22,223	35,300	82,462	42,755
Contribution Margin (Non-GAAP)	7,236	11,093	17,505	28,567	64,402	34,845
Contribution Margin %	70.1%	75.9%	78.8%	80.9%	78.1%	81.5%
Run-Rate Contribution Margin	28,945	44,374	70,022	114,268	-	139,378
Scenario 3: BTC is \$60,000						
Total Revenue	12,667	19,220	29,164	46,394	107,445	56,334
Contribution Margin (Non-GAAP)	9,575	15,702	24,446	39,662	89,385	48,424
Contribution Margin %	75.6%	81.7%	83.8%	85.5%	83.2%	86.0%
Run-Rate Contribution Margin	38,301	62,808	97,785	158,647	-	193,697
Combined Gross PH/s	1,000	1,261	2,001	3,008	3,008	4,000

Note: The three scenarios represent changes in BTC price only

(1) 2022 Earnings Power Illustration released on January 19th, 2022. Not updated since original publication. Press release and presentation can be viewed [here](#).



Our data centers are named after **catalyzers**



TNT

Renamed to



Edith

Edith Clarke was a pioneer in electrical engineering & power transmission. **She was a first** in so many ways. **The first woman to earn an MSc degree at MIT** in 1919. The **first woman employed as an electrical engineer** at General Electric in 1921. The **first full-time electrical engineering professor** in 1947, at University of Texas. We're influenced by Edith's firsts. **It drives us to** help make renewable, affordable energy the world's primary power source.



Anaconda

Renamed to



Sophie

Sophie Wilson is a detailed oriented designer who helped invent and deploy ARM technology. This was key to unlocking the mobile and custom chip revolution. She found ways to use processors **in more simple ways**. We're building a data center to help the grid. We're using Sophie's methods to **blend details and simplicity** for our first greenfield project.



Python

Renamed to






Marie

Marie Curie was a fearless seeker of truth—a pioneer in the field of radioactivity. **She won two Nobel Prizes**. In pursuit of the truth, Soluna is constructing a data center with **complete transparency** to help make the grid stable. Why such transparency? **So, everyone can see & know what must happen**, to do the right things. Including the players that have typically had a dark & controlling influence, making reckless decisions. **But no longer**.



Impact of Tornado on December 2021 site-level economics

(\$ in 000s)

	 Sophie			 Marie			 Edith	Estimate Combined
	Estimate	Tornado	Estimate	Estimate	Tornado	Estimate	Estimate	Pro-Forma
	Dec 21	Impact*	Pro-Forma	Dec 21	Impact*	Pro-Forma	Dec 21	Dec 21
Revenue (Non-GAAP)	\$1,181	\$185	\$1,366	\$1,840	\$56	\$1,895	\$222	\$3,484
Prop Mining	1,181	185	1,366	1,238	40	1,278	222	2,866
Hosted JV	-	-	-	602	16	618	-	618
Cash Contribution Margin (Non-GAAP)	\$657	\$102	\$759	\$1,181	\$34	\$1,215	\$164	\$2,138
Prop Mining	657	102	759	905	28	933	164	1,856
Hosted JV	-	-	-	276	5	281	-	281

Marie excludes pass-through revenue and expenses from Legacy Hosting customers. Electricity/Direct Costs reduced by Marie "Prepaid Lease Cost" August 2021 onward. For more information on these non-GAAP financial measures, please see the section captioned "Reconciliation of non-GAAP results of operations to the nearest comparable GAAP measures". To supplement our consolidated financial statements, which are prepared and presented in accordance with GAAP, we use the following non-GAAP financial measures: non-gaap revenue, contribution margin, cash contribution margin, adjusted cost of cryptocurrency revenue and adjusted EBITDA contribution. The presentation of this financial information is not intended to be considered in isolation or as a substitute for, or superior to, the financial information prepared and presented in accordance with GAAP.

*Estimate



Consolidated Soluna Computing Non-GAAP Historical Financials With Legacy Hosting

(\$ in 000s) (Unaudited)

	Actual Q1 21	Actual Q2 21	Jul 21	Aug 21	Sep 21	Actual Q3 21	Estimate Oct 21	Estimate Nov 21	Estimate Dec 21	Estimate Q4 21	Estimate FY 21	Estimate Jan 22
Revenue	\$995	\$1,657	\$494	\$1,366	\$1,264	\$3,124	\$2,437	\$2,811	\$3,348	\$8,595	\$14,372	\$3,057
Prop Mining	995	1,657	494	839	686	2,018	1,661	1,960	2,641	6,261	10,932	2,476
Hosting	0	0	0	527	579	1,106	776	851	707	2,334	3,440	580
Electricity/Direct Costs*	\$143	\$324	\$117	\$640	\$671	\$1,428	\$906	\$836	\$1,207	\$2,950	\$4,845	\$1,095
Prop Mining	143	324	117	190	171	479	366	341	726	1,434	2,380	720
Hosting	0	0	0	450	500	950	540	494	481	1,515	2,465	375
Overhead Costs	\$109	\$72	\$18	\$37	\$81	\$136	\$131	\$92	\$221	\$444	\$761	\$140
Prop Mining	109	72	18	37	81	136	131	92	221	444	761	140
Hosting	0	0	0	0	0	0	0	0	0	0	0	0
Adjusted Cost of Cryptocurrency Revenue 1** (Non-GAAP)	\$251	\$396	\$136	\$677	\$752	\$1,564	\$1,037	\$928	\$1,429	\$3,394	\$5,605	\$1,236
Prop Mining	251	396	136	227	252	615	497	434	948	1,879	3,140	860
Hosting	0	0	0	450	500	950	540	494	481	1,515	2,465	375
Contribution Margin (Non-GAAP)	\$744	\$1,261	\$358	\$689	\$513	\$1,560	\$1,400	\$1,883	\$1,919	\$5,201	\$8,767	\$1,821
Prop Mining	744	1,261	358	612	434	1,404	1,163	1,526	1,693	4,383	7,792	1,616
Hosting	0	0	0	77	79	156	236	357	226	819	975	205
Contribution % (Non-GAAP)	74.8%	76.1%	72.5%	50.5%	40.5%	49.9%	57.4%	67.0%	57.3%	60.5%	61.0%	59.6%
Prop Mining	74.8%	76.1%	72.5%	72.9%	63.3%	69.6%	70.1%	77.9%	64.1%	70.0%	71.3%	65.3%
Hosting	n/a	n/a	n/a	14.7%	13.6%	14.1%	30.4%	41.9%	32.0%	35.1%	28.3%	35.3%

*Includes Electricity and Hosting costs

**Excludes Depreciation and R&D Expenses

For more information on these non-GAAP financial measures, please see the section captioned "Reconciliation of non-GAAP results of operations to the nearest comparable GAAP measures". To supplement our consolidated financial statements, which are prepared and presented in accordance with GAAP, we use the following non-GAAP financial measures: contribution margin, adjusted cost of cryptocurrency revenue and adjusted EBITDA contribution. The presentation of this financial information is not intended to be considered in isolation or as a substitute for, or superior to, the financial information prepared and presented in accordance with GAAP.



Consolidated Operating Metrics With Legacy Hosting

Key Operating Metrics:	Q1 21	Q2 21 ⁽¹⁾	Jul 21	Aug 21	Sep 21	Q3 21 ⁽²⁾	Oct 21	Nov 21	Dec 21	Q4 21 ⁽³⁾	FY 21 ⁽⁴⁾	Jan 22
Avg. MW Deployed	1.63	3.34	3.28	14.32	15.67	11.09	22.21	24.61	27.36	24.73	9.79	30.57
Prop Mining	1.63	3.34	3.28	3.81	3.48	3.52	8.71	12.01	16.18	12.30	4.79	22.38
Hosted MW (Legacy)	-	-	-	10.18	8.52	9.35	7.20	4.52	3.05	4.92	6.69	1.26
Hosted JV	-	-	-	0.32	3.67	1.99	6.30	8.08	8.13	7.50	5.30	7.80
Avg. Hashrate (SHA-256, PH/s)	-	21.49	22.12	60.59	125.16	69.29	316.22	402.80	566.69	428.57	173.12	616.45
Prop Mining	-	21.49	22.12	50.80	43.83	38.92	118.10	125.51	311.95	185.19	81.86	364.25
Hosted JV	-	-	-	9.79	81.33	45.56	198.12	277.29	254.74	243.38	164.25	252.20
Avg. Hashrate (Scrypt, GH/s)	0.00	221.90	219.00	177.00	166.50	187.50	177.70	173.13	144.25	165.03	143.61	140.99
Avg. BTC Price	45,336	46,498	34,445	45,709	45,940	42,031	57,912	60,621	49,263	55,932	47,449	41,114
BTC Equivalent Mined	21.95	35.64	14.34	29.88	27.52	74.33	42.08	46.37	67.96	153.67	302.88	74.35
Prop Mining	21.95	35.64	14.34	18.36	14.92	48.02	28.67	32.33	53.61	111.95	230.39	60.23
Hosting	-	-	-	11.53	12.60	26.31	13.40	14.04	14.35	41.73	72.49	14.12

(1) Average of April 2021 - June 2021

(2) Average of July 2021 - September 2021

(3) Average of October 2021 - December 2021

(3) Average of January 2021 - December 2021

For more information on these non-GAAP financial measures, please see the section captioned "Reconciliation of non-GAAP results of operations to the nearest comparable GAAP measures". To supplement our consolidated financial statements, which are prepared and presented in accordance with GAAP, we use the following non-GAAP financial measures: contribution margin, adjusted cost of cryptocurrency revenue and adjusted EBITDA contribution. The presentation of this financial information is not intended to be considered in isolation or as a substitute for, or superior to, the financial information prepared and presented in accordance with GAAP.



Marie: Non-GAAP Historical Financials With Legacy Hosting



(\$ in 000s) (Unaudited)

	Actual Q1 21	Actual Q2 21	Jul 21	Aug 21	Sep 21	Actual Q3 21	Estimate Oct 21	Estimate Nov 21	Estimate Dec 21	Estimate Q4 21	Estimate FY 21	Estimate Jan 22
Revenue	\$104	\$668	\$217	\$1,021	\$981	\$2,219	\$1,569	\$1,446	\$1,945	\$4,960	\$7,951	\$1,612
Prop Mining	104	668	217	494	402	1,114	793	595	1,238	2,626	4,512	1,032
Hosting	0	0	0	527	579	1,106	776	851	707	2,334	3,440	580
Electricity/Direct Costs*	\$23	\$190	\$76	\$590	\$622	\$1,288	\$675	\$623	\$783	\$2,081	\$3,582	\$701
Prop Mining	23	190	76	140	122	338	135	128	302	566	1,117	326
Hosting	0	0	0	450	500	950	540	494	481	1,515	2,465	375
Overhead Costs	\$0	\$0	\$0	\$20	\$38	\$58	\$35	\$46	\$64	\$145	\$203	\$61
Prop Mining	0	0	0	20	38	58	35	46	64	145	203	61
Hosting	0	0	0	0	0	0	0	0	0	0	0	0
Adjusted Cost of Cryptocurrency Revenue 1** (Non-GAAP)	\$23	\$190	\$76	\$610	\$660	\$1,347	\$711	\$668	\$847	\$2,226	\$3,785	\$763
Prop Mining	23	190	76	161	160	397	171	174	366	710	1,320	387
Hosting	0	0	0	450	500	950	540	494	481	1,515	2,465	375
Contribution Margin (Non-GAAP)	\$81	\$478	\$141	\$411	\$321	\$873	\$858	\$777	\$1,098	\$2,734	\$4,166	\$850
Prop Mining	81	478	141	334	242	717	622	421	872	1,915	3,192	645
Hosting	0	0	0	77	79	156	236	357	226	819	975	205
Contribution % (Non-GAAP)	78.1%	71.6%	64.8%	40.2%	32.7%	39.3%	54.7%	53.8%	56.5%	55.1%	52.4%	52.7%
Prop Mining	78.1%	71.6%	64.8%	67.5%	60.3%	64.4%	78.5%	70.8%	70.5%	72.9%	70.7%	62.5%
Hosting	n/a	n/a	n/a	14.7%	13.6%	14.1%	30.4%	41.9%	32.0%	35.1%	28.3%	35.3%

*Includes Electricity and Hosting costs

**Excludes Depreciation and R&D Expenses

For more information on these non-GAAP financial measures, please see the section captioned "Reconciliation of non-GAAP results of operations to the nearest comparable GAAP measures". To supplement our consolidated financial statements, which are prepared and presented in accordance with GAAP, we use the following non-GAAP financial measures: contribution margin, adjusted cost of cryptocurrency revenue and adjusted EBITDA contribution. The presentation of this financial information is not intended to be considered in isolation or as a substitute for, or superior to, the financial information prepared and presented in accordance with GAAP.



Reconciliation of non-GAAP results of operations to the nearest comparable GAAP measures



Reconciliation Of Non-GAAP Results

Reconciliation from Cost of Cryptocurrency Revenue to Adjusted Cost of Revenue (Non-GAAP)

Q1 2021

(\$ in 000s) (Unaudited)

	Soluna Computing							
	Edith	Marie	Sophie	Corporate	Total	MTII	Corporate	Consolidated
Product revenue (GAAP)	\$0	\$0	\$0	\$0	\$0	\$1,337	\$0	\$1,337
Cryptocurrency revenue (GAAP)	\$891	\$104	\$0	\$0	\$995	\$0	\$0	\$995
Cost of product revenue (GAAP)	0	0	0	0	0	452	0	452
Cost of cryptocurrency revenue (GAAP):								
Electricity/Direct costs*	120	23	0	0	143	0	0	143
Overhead costs	170	9	6	0	185	0	0	185
Total cost of cryptocurrency revenue (GAAP)	\$290	\$31	\$7	\$0	\$328	\$0	\$0	\$328
Cost of revenue (GAAP)	\$290	\$31	\$7	\$0	\$328	\$452	\$0	\$780
Depreciation	68	8	0	0	76	17	0	93
Adjusted Non-GAAP Cost of Revenue 1**	\$222	\$23	\$7	\$0	\$251	\$435	\$0	\$687

*Includes Hosting costs

**Excluding Depreciation and R&D Expenses



Reconciliation Of Non-GAAP Results

Reconciliation from Revenue and Cost of Revenue to Contribution Margin (Non-GAAP)

Q1 2021

(\$ in 000s) (Unaudited)

	Soluna Computing							
	Edith	Marie	Sophie	Corporate	Total	MTII	Corporate	Consolidated
Product revenue (GAAP)	\$0	\$0	\$0	\$0	\$0	\$1,337	\$0	\$1,337
Cryptocurrency revenue (GAAP)	\$891	\$104	\$0	\$0	\$995	\$0	\$0	\$995
Cost of product revenue (GAAP)	0	0	0	0	0	452	0	452
Cost of cryptocurrency revenue (GAAP)	290	31	7	0	328	0	0	328
Cost of revenue (GAAP)	\$290	\$31	\$7	\$0	\$328	\$452	\$0	\$780
Depreciation	68	8	0	0	76	17	0	93
Contribution Margin (Non-GAAP)*	\$669	\$81	(\$7)	\$0	\$744	\$902	\$0	\$1,645

*Excludes R&D Expenses, SG&A Expenses



Reconciliation Of Non-GAAP Results

Reconciliation from Cost of Cryptocurrency Revenue to Adjusted Cost of Revenue (Non-GAAP)

Q2 2021

(\$ in 000s) (Unaudited)

	Soluna Computing							
	Edith	Marie	Sophie	Corporate	Total	MTII	Corporate	Consolidated
Product revenue (GAAP)	\$0	\$0	\$0	\$0	\$0	\$1,647	\$0	\$1,647
Cryptocurrency revenue (GAAP)	\$988	\$669	\$0	\$0	\$1,657	\$0	\$0	\$1,657
Cost of product revenue (GAAP)	0	0	0	0	0	502	0	502
<u>Cost of cryptocurrency revenue (GAAP):</u>								
Electricity/Direct costs*	208	265	0	0	472	0	0	472
Overhead costs	71	0	1	0	73	0	0	73
Total cost of cryptocurrency revenue (GAAP)	\$279	\$264	\$1	\$0	\$545	\$0	\$0	\$545
Cost of revenue (GAAP)	\$279	\$264	\$1	\$0	\$545	\$502	\$0	\$1,047
Depreciation	74	74	0	0	149	17	0	166
Adjusted Non-GAAP Cost of Revenue 1**	\$204	\$190	\$1	\$0	\$396	\$485	\$0	\$881

*Includes Hosting costs

**Excluding Depreciation and R&D Expenses



Reconciliation Of Non-GAAP Results

Reconciliation from Revenue and Cost of Revenue to Contribution Margin (Non-GAAP)

Q2 2021

(\$ in 000s) (Unaudited)

	Soluna Computing							
	Edith	Marie	Sophie	Corporate	Total	MTII	Corporate	Consolidated
Product revenue (GAAP)	\$0	\$0	\$0	\$0	\$0	\$1,647	\$0	\$1,647
Cryptocurrency revenue (GAAP)	\$988	\$669	\$0	\$0	\$1,657	\$0	\$0	\$1,657
Cost of product revenue (GAAP)	0	0	0	0	0	502	0	502
Cost of cryptocurrency revenue (GAAP)	279	264	1	0	545	0	0	545
Cost of revenue (GAAP)	\$279	\$264	\$1	\$0	\$545	\$502	\$0	\$1,047
Depreciation	74	74	0	0	149	17	0	166
Contribution Margin (Non-GAAP)*	\$784	\$478	(\$1)	\$0	\$1,261	\$1,162	\$0	\$2,423

*Excludes R&D Expenses, SG&A Expenses



Reconciliation Of Non-GAAP Results

Reconciliation from GAAP Revenue to Non-GAAP Revenue

Q3 2021

(\$ in 000s) (Unaudited)

	Soluna Computing							
	Edith	Marie	Sophie	Corporate	Total	MTII	Corporate	Consolidated
Product revenue (GAAP)	\$0	\$0	\$0	\$0	\$0	\$1,949	\$0	\$1,949
Cryptocurrency revenue (GAAP)	\$905	\$2,219	\$0	\$0	\$3,124	\$0	\$0	\$3,124
<i>less</i> Legacy Hosting Revenue	0	757	0	0	757	0	0	757
Revenue (Non-GAAP)	\$905	\$1,463	\$0	\$0	\$2,368	\$1,949	\$0	\$4,317



Reconciliation Of Non-GAAP Results

Reconciliation from Cost of Cryptocurrency Revenue to Adjusted Cost of Revenue (Non-GAAP)

Q3 2021

(\$ in 000s) (Unaudited)

	Soluna Computing					MTII	Corporate	Consolidated
	Edith	Marie	Sophie	Corporate	Total			
Product revenue (GAAP)	\$0	\$0	\$0	\$0	\$0	\$1,949	\$0	\$1,949
Cryptocurrency revenue (GAAP)	\$905	\$2,219	\$0	\$0	\$3,124	\$0	\$0	\$3,124
Cost of product revenue (GAAP)	0	0	0	0	0	661	0	661
<u>Cost of cryptocurrency revenue (GAAP):</u>								
Electricity/Direct costs*	140	1,288	0	0	1,428	0	0	1,428
Overhead costs	166	134	15	0	315	0	0	315
Total cost of cryptocurrency revenue (GAAP)	\$306	\$1,422	\$15	\$0	\$1,743	\$0	\$0	\$1,743
Cost of revenue (GAAP)	\$306	\$1,422	\$15	\$0	\$1,743	\$661	\$0	\$2,404
Depreciation	81	75	0	0	156	19	0	175
Project Equipment Repairs	23	0	0	0	23	0	0	23
Adjusted Non-GAAP Cost of Revenue 1**	\$203	\$1,347	\$15	\$0	\$1,564	\$642	\$0	\$2,206
<i>/less</i> Legacy Hosting Cost of Revenue	0	770	0	0	770	0	0	770
<i>/less</i> Prepaid Lease Cost	0	130	0	0	130	0	0	130
Adjusted Non-GAAP Cost of Revenue 2**	\$203	\$446	\$15	\$0	\$664	\$642	\$0	\$1,306

*Includes Hosting costs

**Excluding Depreciation and R&D Expenses



Reconciliation Of Non-GAAP Results

Reconciliation from Revenue and Cost of Revenue to Contribution Margin & Cash Contribution Margin (Non-GAAP)

Q3 2021

(\$ in 000s) (Unaudited)

	Soluna Computing							
	Edith	Marie	Sophie	Corporate	Total	MTII	Corporate	Consolidated
Product revenue (GAAP)	\$0	\$0	\$0	\$0	\$0	\$1,949	\$0	\$1,949
Cryptocurrency revenue (GAAP)	\$905	\$2,219	\$0	\$0	\$3,124	\$0	\$0	\$3,124
Cost of product revenue (GAAP)	0	0	0	0	0	661	0	661
Cost of cryptocurrency revenue (GAAP)	306	1,422	15	0	1,743	0	0	1,743
Cost of revenue (GAAP)	\$306	\$1,422	\$15	\$0	\$1,743	\$661	\$0	\$2,404
Depreciation	81	75	0	0	156	19	0	175
Project Equipment Repairs	23	0	0	0	23	0	0	23
Contribution Margin (Non-GAAP)*	\$702	\$873	(\$15)	\$0	\$1,560	\$1,307	\$0	\$2,867
<i>plus</i> Prepaid Lease Cost	0	130	0	0	130	0	0	130
<i>plus</i> Legacy Hosting Contribution Margin	0	13	0	0	13	0	0	13
Cash Contribution Margin (Non-GAAP)*	\$702	\$1,016	(\$15)	\$0	\$1,703	\$1,307	\$0	\$3,010



Reconciliation Of Non-GAAP Results

Reconciliation from GAAP Revenue to Non-GAAP Revenue

Q4 2021

(\$ in 000s) (Unaudited)

	Soluna Computing					MTII	Corporate	Consolidated
	Edith	Marie	Sophie	Corporate	Total			
Product revenue (GAAP)	\$0	\$0	\$0	\$0	\$0	\$2,263	\$0	\$2,263
Cryptocurrency revenue (GAAP)	\$864	\$4,960	\$2,772	\$0	\$8,595	\$0	\$0	\$8,595
less Legacy Hosting Revenue	0	579	0	0	579	0	0	579
Revenue (Non-GAAP)	\$864	\$4,381	\$2,772	\$0	\$8,017	\$2,263	\$0	\$10,280



Reconciliation Of Non-GAAP Results

Reconciliation from Cost of Cryptocurrency Revenue to Adjusted Cost of Revenue (Non-GAAP)

Q4 2021

(\$ in 000s) (Unaudited)

	Soluna Computing							
	Edith	Marie	Sophie	Corporate	Total	MTII	Corporate	Consolidated
Product revenue (GAAP)	\$0	\$0	\$0	\$0	\$0	\$2,263	\$0	\$2,263
Cryptocurrency revenue (GAAP)	\$864	\$4,960	\$2,772	\$0	\$8,595	\$0	\$0	\$8,595
Cost of product revenue (GAAP)	0	0	0	0	0	728	0	728
<u>Cost of cryptocurrency revenue (GAAP):</u>								
Electricity/Direct costs*	143	2,081	726	0	2,950	0	0	2,950
Overhead costs	148	610	586	0	1,345	0	0	1,345
Total cost of cryptocurrency revenue (GAAP)	\$291	\$2,692	\$1,312	\$0	\$4,295	\$0	\$0	\$4,295
Cost of revenue (GAAP)	\$291	\$2,692	\$1,312	\$0	\$4,295	\$728	\$0	\$5,023
Depreciation	91	466	344	0	901	17	0	918
Project Equipment Repairs	0	0	0	0	0	0	0	0
Adjusted Non-GAAP Cost of Revenue 1**	\$200	\$2,226	\$968	\$0	\$3,394	\$711	\$0	\$4,105
<i>/less Legacy Hosting Cost of Revenue</i>	0	590	0	0	590	0	0	590
<i>/less Prepaid Lease Cost</i>	0	177	0	0	177	0	0	177
Adjusted Non-GAAP Cost of Revenue 2**	\$200	\$1,459	\$968	\$0	\$2,628	\$711	\$0	\$3,339

*Includes Hosting costs

**Excluding Depreciation and R&D Expenses



Reconciliation Of Non-GAAP Results

Reconciliation from Revenue and Cost of Revenue to Contribution Margin & Cash Contribution Margin (Non-GAAP)

Q4 2021

(\$ in 000s) (Unaudited)

	Soluna Computing							
	Edith	Marie	Sophie	Corporate	Total	MTII	Corporate	Consolidated
Product revenue (GAAP)	\$0	\$0	\$0	\$0	\$0	\$2,263	\$0	\$2,263
Cryptocurrency revenue (GAAP)	\$864	\$4,960	\$2,772	\$0	\$8,595	\$0	\$0	\$8,595
Cost of product revenue (GAAP)	0	0	0	0	0	728	0	728
Cost of cryptocurrency revenue (GAAP)	291	2,692	1,312	0	4,295	0	0	4,295
Cost of revenue (GAAP)	\$291	\$2,692	\$1,312	\$0	\$4,295	\$728	\$0	\$5,023
Depreciation	91	466	344	0	901	17	0	918
Project Equipment Repairs	0	0	0	0	0	0	0	0
Contribution Margin (Non-GAAP)*	\$664	\$2,734	\$1,804	\$0	\$5,201	\$1,552	\$0	\$6,753
<i>plus</i> Prepaid Lease Cost	0	177	0	0	177	0	0	177
<i>plus</i> Legacy Hosting Contribution Margin	0	11	0	0	11	0	0	11
Cash Contribution Margin (Non-GAAP)*	\$664	\$2,922	\$1,804	\$0	\$5,389	\$1,552	\$0	\$6,941
<i>plus</i> Tornado Impact (Management Estimate)	0	34	102	0	135	0	0	135
Cash Contribution Margin (Non-GAAP) excluding Tornado*	\$664	\$2,955	\$1,905	\$0	\$5,524	\$1,552	\$0	\$7,076

*Excludes R&D Expenses, SG&A Expenses



Reconciliation Of Non-GAAP Results

Reconciliation from GAAP Revenue to Non-GAAP Revenue

FY 2021

(\$ in 000s) (Unaudited)

	Soluna Computing					MTII	Corporate	Consolidated
	Edith	Marie	Sophie	Corporate	Total			
Product revenue (GAAP)	\$0	\$0	\$0	\$0	\$0	\$7,196	\$0	\$7,196
Cryptocurrency revenue (GAAP)	\$3,648	\$7,952	\$2,772	\$0	\$14,372	\$0	\$0	\$14,372
less Legacy Hosting Revenue	0	1,335	0	0	1,335	0	0	1,335
Revenue (Non-GAAP)	\$3,648	\$6,617	\$2,772	\$0	\$13,036	\$7,196	\$0	\$20,233



Reconciliation Of Non-GAAP Results

Reconciliation from Cost of Cryptocurrency Revenue to Adjusted Cost of Revenue (Non-GAAP)

FY 2021

(\$ in 000s) (Unaudited)

	Soluna Computing					MTII	Corporate	Consolidated
	Edith	Marie	Sophie	Corporate	Total			
Product revenue (GAAP)	\$0	\$0	\$0	\$0	\$0	\$7,196	\$0	\$7,196
Cryptocurrency revenue (GAAP)	\$3,648	\$7,952	\$2,772	\$0	\$14,372	\$0	\$0	\$14,372
Cost of product revenue (GAAP)	0	0	0	0	0	2,343	0	2,343
<u>Cost of cryptocurrency revenue (GAAP):</u>								
Electricity/Direct costs*	611	3,657	726	0	4,993	0	0	4,993
Overhead costs	555	753	609	0	1,917	0	0	1,917
Total cost of cryptocurrency revenue (GAAP)	\$1,166	\$4,409	\$1,335	\$0	\$6,910	\$0	\$0	\$6,910
Cost of revenue (GAAP)	\$1,166	\$4,409	\$1,335	\$0	\$6,910	\$2,343	\$0	\$9,252
Depreciation	314	624	344	0	1,282	70	0	1,352
Project Equipment Repairs	23	0	0	0	23	0	0	23
Adjusted Non-GAAP Cost of Revenue 1**	\$830	\$3,785	\$991	\$0	\$5,606	\$2,273	\$0	\$7,878
<i>/ess</i> Legacy Hosting Cost of Revenue	0	1,360	0	0	1,360	0	0	1,360
<i>/ess</i> Prepaid Lease Cost	0	307	0	0	307	0	0	307
Adjusted Non-GAAP Cost of Revenue 2**	\$830	\$2,119	\$991	\$0	\$3,939	\$2,273	\$0	\$6,212

*Includes Hosting costs

**Excluding Depreciation and R&D Expenses



Reconciliation Of Non-GAAP Results

Reconciliation from Revenue and Cost of Revenue to Contribution Margin & Cash Contribution Margin (Non-GAAP)

FY 2021

(\$ in 000s) (Unaudited)

	Soluna Computing							
	Edith	Marie	Sophie	Corporate	Total	MTII	Corporate	Consolidated
Product revenue (GAAP)	\$0	\$0	\$0	\$0	\$0	\$7,196	\$0	\$7,196
Cryptocurrency revenue (GAAP)	\$3,648	\$7,952	\$2,772	\$0	\$14,372	\$0	\$0	\$14,372
Cost of product revenue (GAAP)	0	0	0	0	0	2,343	0	2,343
Cost of cryptocurrency revenue (GAAP)	1,166	4,409	1,335	0	6,910	0	0	6,910
Cost of revenue (GAAP)	\$1,166	\$4,409	\$1,335	\$0	\$6,910	\$2,343	\$0	\$9,252
Depreciation	314	624	344	0	1,282	70	0	1,352
Project Equipment Repairs	23	0	0	0	23	0	0	23
Contribution Margin (Non-GAAP)*	\$2,818	\$4,166	\$1,781	\$0	\$8,766	\$4,923	\$0	\$13,690
<i>plus</i> Prepaid Lease Cost	0	307	0	0	307	0	0	307
<i>plus</i> Legacy Hosting Contribution Margin	0	25	0	0	25	0	0	25
Cash Contribution Margin (Non-GAAP)*	\$2,818	\$4,498	\$1,781	\$0	\$9,097	\$4,923	\$0	\$14,021
<i>plus</i> Tornado Impact (Management Estimate)	0	34	102	0	135	0	0	135
Cash Contribution Margin (Non-GAAP) excluding Tornado*	\$2,818	\$4,531	\$1,883	\$0	\$9,233	\$4,923	\$0	\$14,156

*Excludes R&D Expenses, SG&A Expenses



Reconciliation Of Non-GAAP Results

Reconciliation from GAAP Revenue to Non-GAAP Revenue

January 2022

(\$ in 000s) (Unaudited)

	Soluna Computing							
	Edith	Marie	Sophie	Corporate	Total	MTII	Corporate	Consolidated
Product revenue (GAAP)	\$0	\$0	\$0	\$0	\$0	\$178	\$0	\$178
Cryptocurrency revenue (GAAP)	\$150	\$1,612	\$1,294	\$0	\$3,057	\$0	\$0	\$3,057
less Legacy Hosting Revenue	0	52	0	0	52	0	0	52
Revenue (Non- GAAP)	\$150	\$1,561	\$1,294	\$0	\$3,005	\$178	\$0	\$3,183



Reconciliation Of Non-GAAP Results

Reconciliation from Cost of Cryptocurrency Revenue to Adjusted Cost of Revenue (Non-GAAP)

January 2022

(\$ in 000s) (Unaudited)

	Soluna Computing							
	Edith	Marie	Sophie	Corporate	Total	MTII	Corporate	Consolidated
Product revenue (GAAP)	\$0	\$0	\$0	\$0	\$0	\$178	\$0	\$178
Cryptocurrency revenue (GAAP)	\$150	\$1,612	\$1,294	\$0	\$3,057	\$0	\$0	\$3,057
Cost of product revenue (GAAP)	0	0	0	0	0	62	0	62
Cost of cryptocurrency revenue (GAAP):								
Electricity/Direct costs*	45	701	349	0	1,095	0	0	1,095
Overhead costs	52	403	346	0	801	0	0	801
Total cost of cryptocurrency revenue (GAAP)	\$98	\$1,105	\$694	\$0	\$1,897	\$0	\$0	\$1,897
Cost of revenue (GAAP)	\$98	\$1,105	\$694	\$0	\$1,897	\$62	\$0	\$1,959
Depreciation	30	342	289	0	661	5	0	666
Project Equipment Repairs	0	0	0	0	0	0	0	0
Adjusted Non-GAAP Cost of Revenue 1**	\$67	\$763	\$405	\$0	\$1,236	\$57	\$0	\$1,292
less Legacy Hosting Cost of Revenue	0	54	0	0	54	0	0	54
less Prepaid Lease Cost	0	77	0	0	77	0	0	77
Adjusted Non-GAAP Cost of Revenue 2**	\$67	\$632	\$405	\$0	\$1,105	\$57	\$0	\$1,162

*Includes Hosting costs

**Excluding Depreciation and R&D Expenses



Reconciliation Of Non-GAAP Results

Reconciliation from Revenue and Cost of Revenue to Contribution Margin & Cash Contribution Margin (Non-GAAP)

January 2022

(\$ in 000s) (Unaudited)

	Soluna Computing							
	Edith	Marie	Sophie	Corporate	Total	MTII	Corporate	Consolidated
Product revenue (GAAP)	\$0	\$0	\$0	\$0	\$0	\$178	\$0	\$178
Cryptocurrency revenue (GAAP)	\$150	\$1,612	\$1,294	\$0	\$3,057	\$0	\$0	\$3,057
Cost of product revenue (GAAP)	0	0	0	0	0	62	0	62
Cost of cryptocurrency revenue (GAAP)	98	1,105	694	0	1,897	0	0	1,897
Cost of revenue (GAAP)	\$98	\$1,105	\$694	\$0	\$1,897	\$62	\$0	\$1,959
Depreciation	30	342	289	0	661	5	0	666
Project Equipment Repairs	0	0	0	0	0	0	0	0
Contribution Margin (Non- GAAP)*	\$83	\$850	\$888	\$0	\$1,821	\$121	\$0	\$1,942
<i>plus</i> Prepaid Lease Cost	0	77	0	0	77	0	0	77
<i>plus</i> Legacy Hosting Contribution Margin	0	2	0	0	2	0	0	2
Cash Contribution Margin (Non- GAAP)*	\$83	\$929	\$888	\$0	\$1,900	\$121	\$0	\$2,021
<i>plus</i> Tornado Impact (Management Estimate)	0	0	0	0	0	0	0	0
Cash Contribution Margin (Non- GAAP) excluding Tornado*	\$83	\$929	\$888	\$0	\$1,900	\$121	\$0	\$2,021

*Excludes R&D Expenses, SG&A Expenses



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