

## **Investor Presentation**

September 2021

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In connection with the Proposed Business Combination, Novus intends to file with the Securities and Exchange Commission ("SEC") a registration statement on Form S-4 containing a preliminary proxy statement/prospectus of Novus, and, after the registration statement is declared effective, Novus will mail a definitive proxy statement/prospectus relating to the Proposed Business Combination to its stockholders. Shareholders and other interested persons are urged to read the preliminary proxy statement/prospectus and the amendments thereto and the definitive proxy statement/prospectus and any other relevant documents filed with the SEC when they become available because they will contain important information about Novus, Energy Vault and the Proposed Business Combination. When available, the definitive proxy statement/prospectus and other relevant materials for the Proposed Business Combination will be mailed to stockholders of Novus as of a record date to be established for voting on the Proposed Business Combination. Shareholders will also be able to obtain free copies of the preliminary proxy statement/prospectus, the definitive proxy statement/prospectus and other documents filed with the SEC, once available, without charge, at the SEC's website located at www.sec.gov, or by directing a request to: Novus Capital Corporation II, 8556 Oakmont Lane, Indianapolis, IN 46260. Novus, Shareholders in respect of the Proposed Business Combination and the other matters set forth in the registration statement. Information regarding Novus' Annual Report on Form 10-K for the fiscal year ended December 31, 2020, which was filed with the SEC's website at www.sec.gov, or by directing a request to: Novus Capital Corporation II, 8556 Oakmont Lane, Indianapolis, IN 46260. Additional information regarding the participants in the proxy solicitation and a description of their direct and indirect interests, by security holdings or otherwise, will be contained in the proxy statement/prospectus relating to the Proposed Business Combinat

#### **Forward Looking Statements**

Certain statements included in this Presentation that are not historical facts are forward-looking statements for purposes of the safe harbor provisions under the United States Private Securities Litigation Reform Act of 1995. Forward-looking statements generally are accompanied by words such as "believe," "may," "will," "estimate," "continue," "anticipate," "anti

Additional risks related to Energy Vault's business in particular include, but are not limited to: the Company has not yet deployed its technology at scale in commercial deployments; the long bidding and sales cycle in the industry; the success of the project incorporating the Company's systems; governmental regulation; environmental regulation; environmental regulation; most of the Company's asles pipeline is not in the form of definitive agreements; the Company's ability to negotiate and enter into definitive agreements on favorable terms, if at all; construction delays; potential defects in the Company's systems, whether in the design, manufacturing or assembly or otherwise; the impact of competing technologies; intellectual property-related claims; ability to expand operationally; ability to attract and retain qualified personnel; ability to continue to source materials and components locally; ability of the Company's systems to provide favorable economic benefits to customers as compared to competing technologies; and the continued demand for renewable energy.



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If any of these risks materialize or Novus's or Energy Vault's assumptions prove incorrect, actual results could differ materially from the results implied by these forward-looking statements. There may be additional risks that neither Novus nor Energy Vault presently know or that Novus and Energy Vault currently believe are immaterial that could also cause actual results to differ from those contained in the forward-looking statements. In addition, forward-looking statements reflect Novus's and Energy Vault's expectations, plans, or forecasts of future events and views as of the date of this Presentation. Novus and Energy Vault anticipate that subsequent events and developments will cause Novus's and Energy Vault's assessments to change. However, while Novus and Energy Vault may elect to update these forward-looking statements at some point in the future, Novus and Energy Vault's assessments of any date subsequent to the date of this Presentation. Accordingly, undue reliance should not be placed upon the forward-looking statements. Neither Energy Vault, Novus, nor any of their respective affiliates have any obligation to update this Presentation.

#### **Use of Projections**

This Presentation contains projected financial information with respect to Energy Vault. Such projected financial information constitutes forward-looking information, and is for illustrative purposes only and should not be relied upon as necessarily being indicative of future results. The assumptions and estimates underlying such financial forecast information are inherently uncertain and are subject to a wide variety of significant business, economic, competitive, and other risks and uncertainties that could cause actual results to differ materially from those contained in the prospective financial information contained in this Presentation, and the inclusion of such information in this Presentation should not be regarded as a representation by any person that the results reflected in such forecasts will be achieved.

Neither Novus's nor the Company's independent auditors have audited, reviewed, compiled or performed any procedures with respect to the purpose of their inclusion in this Presentation, and, accordingly, neither of them expressed an opinion or provided any other form of assurance with respect thereto for the purpose of this Presentation.

#### **Financial Information; Non-GAAP Financial Measures**

The financial information and data contained this Presentation is unaudited and does not conform to Regulation S-X. Accordingly, such information and data may not be included in, may be adjusted in, or may be presented differently in, any proxy statement/prospectus or registration statement or other report or document to be filed or furnished by Novus with the SEC. Some of the financial information and data contained in this Presentation, such as adjusted EBITDA, EBITDA, EBITDA, BITDA-CapEx and EV/EBITDA, has not been prepared in accordance with United States generally accepted accounting principles ("GAAP"). Novus and Energy Vault believe these non-GAAP measures of financial results provide useful informant to management and investors regarding certain financial and business trends relating to Energy Vault's financial condition and results of operations. Energy Vault's management uses these non-GAAP measures for trend analyses, for purposes of determining management incentive compensation, and planning purposes.

Novus and Energy Vault believe that the use of these non-GAAP financial measures provides an additional tool for investors to use in evaluating projected operating results and trends in and in comparing Energy Vault's financial measures with other similar companies, many of which present similar non-GAAP financial measures to investors. Management does not consider these non-GAAP measures in isolation or as an alternative to financial measures determined in accordance with GAAP. The principal limitation of these non-GAAP financial measures is that they exclude significant expenses and income that are required by GAAP to be recorded in Energy Vault's financial statements. In addition, they are subject to inherent limitations as they reflect the exercise of judgments by management about which expense and income are excluded or included in determining these non-GAAP financial measures. In order to compensate for these limitations, management presents non-GAAP financial measures in connection with GAAP results. You should review Energy Vault's audited financial statements, which will be included in the registration statement and proxy statement to be filed with the SEC. A reconciliation of projected non-GAAP financial measures has not been provided as such reconciliation is not available without unreasonable efforts.

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#### **Conflicts of Interest**

In addition, Guggenheim Securities, LLC ("Guggenheim Securities") is engaged as financial advisor to Energy Vault in connection with the Proposed Business Combination, and certain executives of Guggenheim Securities of Energy Vault, which will be converted into shares of common stock of Novus in the transaction. As a result, it is possible that Guggenheim Securities and its affiliates and representatives may be or may be perceived as being adverse to the interests of Energy Vault or Novus in the context of the placement or otherwise. None of Guggenheim Securities and its affiliates and representatives will be under any obligation or duty as a result of Guggenheim Securities' engagement as placement agent to take any action or refrain from taking any action, or to exercise or not exercise any rights or remedies, that they may otherwise be entitled to take or exercise in respect of any such investment or Guggenheim Securities' engagement as financial advisor to Energy Vault.



### Risk Factors

Unless the context requires otherwise, all references to the "Company," "we" "us" or "our" refer to the business of Energy Vault, Inc. and its consolidated subsidiaries. The risks presented below are certain of the general risks related to the business of the Company, and such list is not exhaustive. The list below is qualified in its entirety by disclosures contained in future documents to be filed or furnished by the Company and Novus Capital Corporation II ("Novus"), with the United States Securities and Exchange Commission ("SEC"), including the documents filed or furnished in connection with the proposed transactions between the Company and Novus. The risks presented in such filings will be consistent with those that would be required for a public company in its SEC filings, including with respect to the business and securities of the Company and Novus and the proposed transactions between the Company and Novus, and may differ significantly from and be more extensive than those presented below.

The risks described below are not the only ones the Company or Novus faces. Additional risks that are not currently believed to be immaterial may also impair our business, financial condition or results of operations. You should review the investor presentation and perform your own due diligence prior to making an investment in Novus.

#### **Litigation and Regulatory Risks**

- The energy industry is highly regulated, and if we fail to comply with national, federal, state and local laws, rules, regulations and guidance, our business could be adversely affected.

- We are subject to licensing and operational requirements that result in substantial compliance costs, and our business would be adversely affected if our licenses are impaired.
- Litigation, regulatory actions and compliance issues could subject us to significant fines, penalties, judgments, remediation costs, negative publicity and requirements resulting in increased expenses.
- Laws, regulations and rules relating to privacy, information security, and data protection could increase our costs and adversely affect our business opportunities. In addition, the ongoing costs of complying with such laws, regulations and rules could be significant.
- Changes in regulatory enforcement policies and priorities may negatively impact the management of our business, results of operations, and ability to compete.
- Our business may depend on the continued availability of rebates, tax credits and other financial incentives. The reduction, modification, or elimination of government economic incentives could cause our revenue to decline and harm our financial results.

- As a private company, we have not endeavored to establish and maintain public company-quality internal control over financial reporting. If we fail to establish and maintain proper and effective internal control over financial reporting as a public company, our ability to produce accurate and timely financial statements could be impaired, investors may lose confidence in our financial reporting and the trading price of our common stock may decline.

#### **Intellectual Property**

- We may be unable to protect, defend, maintain or enforce intellectual property on which our business depends, including as against existing or future competitors. Failure to protect defend, maintain and enforce that intellectual property could result in our competitors offering similar products, potentially adversely affecting our growth and success.

- Our patents and, patent applications if issued, may not provide adequate protection to create a barrier to entry. The provisional and non-provisional patent applications that we own may not issue as patents or provide adequate protection to create a barrier to entry, which may hinder our ability to prevent competitors from selling products similar to ours.

- We may be subject to third-party claims of infringement, misappropriation or other violation of intellectual property rights, or other claims challenging our agreements related to intellectual property, which may be time-consuming and costly to defend, and could result in substantial liability.

#### **Business and Operating Risks; Projections**

- Our limited operating history and our nascent industry make evaluating our business, the risks and challenges we may face and future prospects difficult.
- We have incurred significant losses in the past and may not be able to achieve profitability in the future.
- The engineering of our systems is still in the prototype stage, and there is no guarantee that we will be successful in implementing our systems.

- There is no assurance that non-binding letters of intent and other indications of interest will be converted into binding orders, sales, bookings or committed offtake contracts. Customers may cancel or delay the non-binding letters of intent and other indications of interest in our sales pipeline. As a result, our operating results may be materially lower than our projected results of operations.

- The size of our systems may negatively impact our ability to enter into contracts with customers or obtain government permits and approvals.
- Our systems are based on novel technologies to produce energy and potential customers may be hesitant to make a significant investment in our technology or abandon the technology they are currently using.
- The long sales cycles for our products may cause us to incur significant expenses without offsetting revenues.
- Because of the long sales cycles and the expected limited number of customers, our operating results will likely fluctuate significantly from quarter to quarter.

- The implementation of our business plan and strategy may require additional capital. If we are then unable to achieve sufficient sales to generate that capital, it may create substantial doubt about our ability to pursue our business objectives and achieve profitability or to continue as a going concern. If adequate capital is not available to us, including due to the cost and availability of funding in the capital markets, our business, operating results and financial condition may be harmed.

- There is no assurance that we will be able to execute on our business model, including market acceptance of our planned products, or identify potential new customers.
- There is no prototype for our EVx systems. If our EVx systems contain manufacturing or construction defects, our business and financial results could be harmed.
- Our systems involve a lengthy sales and installation cycle, and if we fail to close sales on a regular and timely basis it could harm our business.
- Our business is subject to risks associated with construction, cost overruns and delays, including those related to obtaining government permits and approvals, and other contingencies that may arise in the course of completing installations.
- The failure of our suppliers to continue to deliver necessary raw materials that meet the specifications for our systems in a timely manner could cause installation delays, cancellations, penalty payments and damage to our reputation.
- There is no assurance that we will obtain equity project financing as needed.

### Risk Factors (cont.)

#### Business and Operating Risks; Projections (cont.)

- The performance of our systems may be affected by factors outside of our control, which could result in harm to our business and financial results.

- If we are not able to continue to reduce our cost structure in the future, our ability to become profitable may be impaired.
- If we fail to manage our growth effectively, our business and operating results may suffer.
- If we are unable to attract and retain key employees and hire qualified management, technical, engineering, and sales personnel, our ability to compete and successfully grow our business could be harmed.
- Expanding operations internationally could expose us to risks.
- Our projections are subject to significant risks, assumptions, estimates and uncertainties. As a result, our projected revenues, market share, expenses and profitability may differ materially from our expectations.
- Certain estimates of market opportunity and forecasts of market growth may prove to be inaccurate.
- Incorrect estimates or assumptions by management in connection with the preparation of our consolidated financial statements could adversely affect our reported assets, liabilities, income, revenue or expenses.
- We may be exposed to fluctuations in currency exchange rates.
- Unanticipated changes in our income tax rates or exposure to additional tax liabilities may affect future financial results.
- Operational costs can be difficult to predict and may include costs from requirements related to the decommissioning of our systems.

#### **Renewable Energy Industry and Energy Storage Industry**

- Our future growth is dependent upon the competition, pace and depth of renewable energy adoption and energy storage technologies, which are emerging industries. If the markets for renewable energy and energy storage do not develop as we expect, or if they develop more slowly than we expect, our business, prospects, financial condition and operating results could be adversely affected.

- Even if renewable energy and energy storage become more widely adopted, our gravity energy storage technology may not achieve widespread market acceptance.
- If competitive energy storage technologies become less expensive over time, our gravity energy storage technology may become less cost-effective as compared to competing technologies.

- There is no assurance that our expectations that the price of traditional sources of power generation will become more competitive than hydrocarbon-based power generation will prove correct. A significant energy transition away from hydrocarbons may never occur or not occur or not occur at the rates we expect.

- Fuel prices, including volatility in the cost of diesel or a prolonged period of low gasoline and natural gas costs, could decrease incentives to transition to renewable energy.

- We operate in the highly competitive energy industry and there is increasing competition. Many of our competitors may have significantly more financial and other resources than we do and if we do not compete effectively, our competitive positioning and our operating results will be harmed.

- Our operating success depends on our ability to hire and retain key personnel, including a highly skilled and diverse management team with experience in the renewable energy and energy storage sectors.
- If any of our products are or are alleged to be defective in design or manufacturing or experience other failures, we may be compelled to undertake recalls or take other actions, which could adversely affect our business, prospects, operating results, reputation and financial condition.
- Insufficient warranty reserves to cover future warranty claims could adversely affect our business, prospects, financial condition and operating results.

- Our future growth depends upon our ability to maintain relationships with third parties, and the terms and enforceability of many of these relationships are not certain. We rely on our existing suppliers and source suppliers for critical components, and to complete building out our supply chain, while effectively managing the risks due to such relationships, which could result in increased supply costs.

- Our systems include complex software and technology systems and do not have a meaningful history of commercial operation, and there can be no assurance such systems and technology will perform as expected or that software, engineering or other technical defects will not be discovered until after a system is installed and operated by a customer. In addition, the development and updating of these systems will require us to incur potentially significant costs and expenses.

- Our facilities or systems could be damaged or adversely affected as a result of disasters or other unpredictable events. Any prolonged disruption in operations would adversely affect our business, prospects, financial condition and operating results.

- We could be liable for environmental damages resulting from our operations.

#### **Other Risks**

- Cyber-attacks and other security breaches could have an adverse effect on our business, harm our reputation and expose us to liability.
- Sales of a substantial number of shares of our securities in the public market, including those issued upon exercise of Warrants, could cause the market price of our common stock to drop significantly.
- Changes in business, economic, or political conditions, including overall changes in demand, are beyond our control and could impact our business, resulting in lower revenues and other adverse effects to our results of operations.
- Our business is subject to interruptions, delays or failures resulting from natural catastrophic events, geopolitical instability, war, terrorism, public health crises and other unexpected events.
- Action by governmental authorities and local residents to restrict construction or use of our systems in their localities could substantially harm business and financial results.
- Our financial condition and results of operations as well as those of potential customers could be adversely affected by the COVID-19 pandemic, which has caused a material adverse effect on the level of economic activity around the world, including in the markets we serve.
- We may acquire other businesses, which could require significant management attention, disrupt our business, dilute stockholder value and adversely affect operating results.
- Negative publicity could result in a decline in our growth and have a material adverse effect on our business, our brand and our results of operations.

### Risk Factors (cont.)

#### Other Risks (cont.)

- We do not intend to pay dividends for the foreseeable future.

- We will have broad discretion in the use of the net proceeds to us from this offering and may not use them effectively.

- Provisions in our charter documents and under Delaware law could make an acquisition of our company more difficult, limit attempts by our stockholders to replace or remove our current management, limit our stockholders' ability to obtain a favorable judicial forum for disputes with us or our directors, officers, or employees, and limit the market price of our common stock.

- If securities or industry analysts do not publish research, or publish inaccurate or unfavorable research, about our business, or if they adversely change their recommendations regarding our common stock or if our results of operations do not meet their expectations, the market price of our common stock and trading volume could decline.

- We are an emerging growth company, and any decision on our part to comply only with certain reduced reporting and disclosure requirements applicable to emerging growth companies could make our common stock less attractive to investors and could make it more difficult to compare our performance to the performance of other public companies.

- Following the consummation of the Business Combination, we expect to incur significant increased expenses and administrative burdens as a public company, which could negatively impact our business, financial condition and results of operations.

- The SEC has recently issued guidance on the accounting treatment of warrants. Novus has accounted for its outstanding warrants as a warrant liability and will be required to determine the value warrant liability quarterly, which could have a material impact on the Company's financial position and operating results. Such guidance may also require Novus to restate or revise its financial statements, make new SEC filings or file amendments to existing filings or amend certain provisions of the warrant agreement.

- The price of our common stock and warrants may be volatile and subject to wide fluctuations.

- Future resales of our common stock after the consummation of the Business Combination may cause the market price of our securities to drop significantly, even if our business is doing well.

- We may be subject to securities litigation, which is expensive and could divert management attention.

- The Company's management has limited experience operating a public company.

### Transaction Summary



#### Key Highlights

**Energy storage momentum** is one of the largest and most compelling new market opportunities

Significant TAM with  $\sim$  \$640bn global investment in energy storage through 2040<sup>1</sup>

**Proven technology / local supply chain** One of the most efficient, commercially viable and safe energy storage solutions; local manufacturing and job creation

**Developed pipeline of customers** with >361 engagements representing ~\$32bn in potential Energy Vault projects<sup>2</sup> over the next 5-10 years

**30-40% lower LCOE** (Levelized Cost of Energy) expected than the current alternative storage technologies

**Environmentally sustainable solution** capable of utilizing waste material (i.e. coal ash, retired wind blades, mining tailings, etc.) for beneficial re-use as the base storage medium

#### Source: Bloomberg NEF, Bloomberg and company disclosures

Note: LCOE defined as the long-term discharge offtake price needed to recoup all project expenses (capex, opex, interest, taxes, and charging costs) over the lifetime of the system. [<sup>1</sup> Bloomberg NEF and HSBC Climate Radar. [<sup>2</sup> Represents total financial value of projects estimated to be delivered over the next five years. [<sup>3</sup> Represents \$17.6mm of existing cash on balance sheet as of 30-Jun-2021 and \$98.3mm of proceeds from Series C capital raise, which does not include up to an additional \$8.7mm reserved for potential issuance to strategic investors.

#### Pro Forma Capital Structure

- Energy Vault stockholders rolling 100% of their equity
- ~\$458mm cash on balance sheet after proceeds and net of transaction fees to fund growth (assuming no redemptions by public shareholders of Novus II)
  - Energy Vault balance sheet cash of \$116mm<sup>3</sup>
  - PIPE size of ~\$100mm
  - Novus II (NYSE:NXU) has ~\$288mm of cash in trust account
- Transaction expected to fully fund business model through cash flow positive in 2024

#### Valuation

- Enterprise Value of ~\$1.1bn
- Attractive valuation versus other energy storage, energy transition and electrification technology peers
- Backed by reputable and long-term investors



#### ENERGY VAULT Enabling a Renewable World



Robert Piconi Co-Founder, CEO



Andrea Pedretti Co-Founder, CTO



Andrea Wuttke CFO

#### Novus Capital Corporation II



Bob Laikin CEO / Director



Larry Paulson Non-Executive Chairman

#### The Global Energy Transition Has Significant Momentum from Society, Investors, Corporations and Governments



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Energy Vault is the creator of gravity-based, grid-scale energy storage solutions that are critical to power resiliency and the world's transition to renewable energy

> Mohammed Bin Rashid Al Maktoum Solar Park 1.05 GW expanding to 5 GW by 2030 (Dubai)

Proposed Energy Vault ERC Energy Resiliency Center - 1 GWh (Dubai)



olar Project: Energy generation from sunrise to sunset

**Energy Vault: Energy generation on demand** 



## Our Vision

*To be the preeminent energy storage company of the 21st century* 

## Our Mission

To accelerate the decarbonization of our planet by introducing the most advanced, environmentally sound and economical energy storage technologies



### Experienced Management Team & Board of Directors



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#### Management Team

**Novus Capital Corporation II** 

ENERGY VAULT

Board of Directors

Enabling a Renewable World

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## 1. Clear Market Need for Energy Vault



### Renewables as Percent of Total Production to Substantially Increase after 2020

As renewable energy production increases, renewable energy storage must keep pace to prevent intermittent power outages



Source: EIA U.S. Monthly Energy Review March 2021; IRENA World Energy Transition Outlook 2021

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# The Increase in Renewables is Driving Demand for Energy Storage

Global grid-scale energy storage projects are projected to increase more than **6x** in capacity over the next 10 years



Source: US Department of Energy: Energy Storage Grand Challenge Market Report 2020, World Energy Council, US Energy Information Administration, Journal of Energy Storage, Bloomberg NEF, Lazard

Note: Hydrogen RTE rated between 25% - 45%, shown at 50% for illustrative purposes. Energy Vault RTE based on prototype testing. | 1 Assumes \$325 / kWh unit price.

### Available Energy Storage Today

Significant drawbacks in scalability, economics and environmental risks limit deployment options



Source: Bloomberg NEF, DOE global storage database



# Energy Vault's Technology Meets Customer Needs and Outperforms Other Alternatives

		ENERGY VAULT Enabling a Renewable Work:	Pumped Hydro	Lithium <sup>1</sup>	Other Mech. / Thermal	Energy Vault Solves Utilities' Needs
Cost	<ul><li>Capex, opex and end-of-life</li><li>Degradation</li></ul>					<ul> <li>1. Low cost - levelized (Capex, Opex, EoL)</li> <li>2. Highly scalable (GWh+); local supply</li> </ul>
Size / Scale	<ul> <li>Ability to serve GWh / utility scale storage needs</li> <li>Significant localized supply chain</li> </ul>					<ul> <li>chain (jobs+)</li> <li>3. Flexibility – power and duration</li> <li>(2 to 12+ hours)</li> </ul>
Flexibility	<ul><li>Location and environment agnostic</li><li>Operating temperature range</li><li>Duration</li></ul>					4. No degradation in storage medium; I long asset life
Sustainability	<ul> <li>Technical life</li> <li>Safety (no fire / gas risks)</li> </ul>					5. Safe and sustainable – no fire / chemical risk, net zero
Efficiency	<ul> <li>Round-trip Efficiency (RTE)</li> <li>Energy density</li> </ul>	$\bullet$				Energy Storage Market Existing Storage
ESG Profile	<ul> <li>Waste remediation</li> <li>Local manufacturing minimizes carbon footprint</li> <li>Full lifecycle sustainability</li> </ul>					
						New Storage Opportunities

Source: Bloomberg NEF, DOE global storage database

<sup>1</sup> Per S&P Global, Tesla owns ~83% of the US lithium-ion battery capacity



97%

# Energy Vault's Technology Aligns with the Primary Market Demand for 2-12+ Hour Discharge Duration



Source: World Energy Council, US Energy Information Administration, Journal of Energy Storage, BNEF, Lazard



## 2. Energy Vault Overview



### Company Evolution: 5 Years of Testing and Validation



### Energy Vault: Unmatched Energy Storage Breakthrough

Combining conventional physics with 21st century software and material science



#### Industry Innovations for a Competitive Advantage

Energy Vault synthesized four established industries and added advanced computer control and cutting-edge material science to create an energy storage economics breakthrough

- Advanced Trajectory Computation
- Applied Computer Vision
- Material Science (Caltech + CEMEX Polymer)
- Waste Material Sequestration Technology
- Proprietary System Design



ENERGY VAULT

# **EV**<sub>x</sub>: Core Proven Technology "In a Box"



Simplified "Building Design" (compliant with all international building codes)



Modular and Flexible (duration and size)

so

bottom ash



glass fibers

Fully Recyclable (waste material)

### Patent Portfolio and Key Intellectual Property Overview

Energy Vault has taken a deliberate and thoughtful approach to protecting its IP and trade secrets

**Our patents and pending patent** applications provide a competitive advantage over competitors and protect certain key elements of our technologies

Issued patents in the US

Pending<sup>1</sup> patents, 18 of which are international



EVx System

#### Patents focus on four primary aspects of our technology and process:

- 1 Using blocks to store energy
- 2 Generating electricity by lowering the blocks
- Grabbing mechanism and method (3) for lifting and lowering blocks



Damped self-centering mechanism



Structural engineering study completed

Patents protect visible components, AI software kept as proprietary trade secret

<sup>1</sup> Includes 1 allowed patent.



### The first Commercial Scale system in Switzerland validated the Foundational Technology

### Connected to the Swiss National Grid in July 2020

### EV<sub>1</sub> Performance Results Above Expectations



### Physically Smaller Solution than Existing Energy Infrastructure



# Energy Vault's Technology Significantly Outperforms New Entrants Into the Energy Storage Space



Source: Bloomberg NEF June 2020 Energy Storage Review.

<sup>1</sup> Levelized cost of energy assumes one cycle per day for project life.

<sup>2</sup> ESS LCOE is based off of 2023E values.



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### Cost and Performance Advantage Over Lithium-ion

#### Third-Party Analysis From Top 3 US Utility Company<sup>1</sup>:





	10 MW / 40MWh (4 Hour System)		Lithium-ion		Lithium-ion
	2021 Capex (initial outlay)	298.0	350.0 <sup>2</sup>	$\checkmark$	
Ownership	Capex (Repowering Cells) <sup>3</sup>	0.0	76.9	$\checkmark$	
$(in \notin kWhac)$	O&M³	45.8	77.5	$\checkmark$	
	Total Cost of Ownership	343.8	504.4	$\checkmark$	
	Discharge Duration in hours	2-12+	0.5 – 4	$\checkmark$	
	Safety (both technologies are autonomous operations – no human onsite)	No risk of fire or release of hazardous gases	Risk of fire & release of hazardous gases	$\checkmark$	
	Round-trip Efficiency (RTE)	83% - 85%	87% - 89%		$\checkmark$
Operational Factors	End-of-Life (EoL)	<ul> <li>Eco-friendly supply chain</li> <li>CCR sequestration</li> <li>No risk with EoL disposal</li> </ul>	<ul> <li>Complex supply chain</li> <li>No environmental benefit</li> <li>Significant risk/cost EoL disposal</li> </ul>	~	
	Energy Footprint (ft²/MWh)	865	200		$\checkmark$
	Noise Levels (dBA)	65	<65 - 704		

<sup>1</sup> Lithium-ion data based on actual quotes provided to Top Utility Company in Q1 2021. Top 3 based on market cap per Statista, April 2020. |<sup>2</sup> Lowest Lithium-ion kwh system costs published to date. Price parity not expected until after 2030. | <sup>3</sup> NPV at 5%. |<sup>4</sup> Follow City/County limits for noise measured from project fence line.

#### Circular Economies Create Economic Value While Eliminating Environmental Liabilities Causing Global Warming

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Source: American Coal Ash Association, IEA, Global Wind Energy Council

<sup>1</sup> North Carolina Public Staff Utilities Commission, S&P Global, Earthjustice; calculated based on \$140,000 clean-up cost per acre.

reducing environmental liabilities for **Energy Vault customers** 

#### Illustrative Replacement of 3 GW Coal Power Plant with Energy Vault Storage + Solar



#### John Amos Power Plant

Putnam, West Virginia

Size of Plant: 2,900 MW In service date: 1973 SO<sub>2</sub> Emissions: 5,265 tons per year NO<sub>2</sub> Emissions: 6,285 tons per year CO<sub>2</sub> Emissions: 15,011,480 tons per year After: Energy Vault Resiliency Center



#### Energy Vault Resiliency Center (EVRC)

Storage capacity: 500 MWh In service date: 2023 (project idea) SO<sub>2</sub> Emissions: 0 tons per year NO<sub>2</sub> Emissions: 0 tons per year CO<sub>2</sub> Emissions: 0 tons per year

Source: Clean Air Task Force



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### Energy Vault is Purpose-Built to Serve the Global Energy Transition at Scale

Low Cost Scalable Flexible Gravity-based energy storage system offers a **lower expected levelized cost than any current technology available – capex, opex and EOL** 

**No topographical / geologic dependencies,** can be built anywhere you can put a building – **100% local supply chain / job** focus decreases production bottlenecks and eliminates country-specific material dependencies

Modular solution that can uniquely serve high power needs at **both shorter and longer GWh durations (2 – 12+ hours). Resilient to harsh conditions** and high ambient operating temperatures with no material increases in opex

Unlike lithium chemical batteries, potential energy at height and block composites have **no storage capacity loss over time** 

Sustainable

Degradation

No chemical, fire or safety risks; **Uniquely capable of utilizing waste materials** (i.e. coal bottom ash, mine tailings, fiberglass) to manufacture mobile masses; **Long asset operational lifespan;** low carbon footprint





## 3. Customers and Growth Visibility



### Rapidly Expanding, Global Blue-Chip Engagements

\$32+ billion sales funnel of customer engagements under discussion over the next 5 years<sup>1</sup>



<sup>1</sup> Represents total potential contracted value of 361 potential engagements over the next 5 years.

**★** Customer Engagements

## Project Delivery Scope

#### Outsourced assembly and construction model supports rapid growth and global execution



Note: Revenue recognition will be on percent completion, not at cash received.

<sup>1</sup> Figures shown represent total MWh and \$ value of projects to be delivered over the next five years.

Legend Energy Vault Scope

Outsourced (EPC) Scope

### Early-Stage Opportunities Provide Robust Visibility | \$ in millions



<sup>1</sup> Figures shown represent total monetary value of projects to be delivered over the next five years.



### Q4 2021 to Q2 2022 Key Customer Deployments Under Discussion

7 customer projects projected to reach NTP over the next 12 months underpinned by executed agreements or letters of intent with 8 customers representing 1,223 MWh and \$368 million in potential sales, and advanced commercial proposals with 21 additional customers





#### Bookings, Deliveries, and Revenues



# 2024 Business Contribution (\$ in millions)

	Customer Owned	EV C	)wned	Total
Revenues	\$1,460 Number of Projects 18 Average Project Size (MWh) 284 Average selling price (\$/kWh) \$260	Cumulative Proj. up t Average Project Size Capital Invested (\$ m	\$59 o 2024: 6 (MWh): 177 illion): \$354	\$1,519
Gross Income Margin	\$414 28%	Return on Capital Employed <sup>1</sup> (unlevered)	16%	
Adj. EBITDA <sup>1</sup> Margin	\$322 22%		\$44 76%	<b>\$366</b> 24%
	Total Cost of Ownership Comparis	son² (\$/kWh) with Li-ion	Batteries	
		<b>III ENERGY VAULT</b>	hium-ion	
	Initial Capex <sup>3</sup> Additional Capex (Degradation <sup>4</sup> ) O&M <sup>4</sup> Total Cost of Ownership	\$260 0 40 <b>\$300</b>	\$300 68 67 \$435	

<sup>1</sup> ROCE calculated over the life of the project while Adj. EBITDA reflects 2024E projections only. |<sup>2</sup> Based on top US utility economic comparison. Assumes 35 year useful asset life. |<sup>3</sup> 4 hours duration. |<sup>4</sup> NPV at 5%.



## 4. Financial Profile



### Two Complementary Revenue Models Based on Customer Preference

	Customer Owned	Energy Vault Owned
Payment Structure	<ul> <li>20% at Contract Signing</li> <li>10% at Site Groundbreaking</li> <li>60% at Construction Milestones</li> <li>10% at Customer Acceptance</li> <li>Recurring annual software license, monitoring and maintenance support</li> </ul>	<ul> <li>Recurring Monthly Payment (\$/kW-month) over asset technical life</li> </ul>
Customers	<ul><li>Utilities</li><li>IPPs</li><li>Large Industrials</li></ul>	<ul><li>Utilities</li><li>IPPs</li><li>Large Industrials</li></ul>
Target Returns	<ul> <li>20-30% Gross Margin</li> </ul>	<ul> <li>16% unlevered IRR</li> </ul>
Financing	<ul> <li>Working Capital</li> </ul>	<ul><li>Capex from Balance Sheet</li><li>Project financing would be value add</li></ul>
Revenue Split <sup>1</sup>	• 97%	<ul> <li>3% (the "Energy Vault Owned" model further accelerates market adoption)</li> </ul>

<sup>1</sup> Represents percent of 2021E-2025E cumulative revenue.



### Projected Financial Profile | (\$ in millions)



<sup>1</sup> Adj. EBITDA calculated as revenue less COGS less operating expenses, inclusive of SG&A and R&D. Reconciliation to GAAP is not provided as it cannot be made without unreasonable burden.

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# Projected Cash Needs To Fund Growth (\$ in millions)

#### <u>Commentary</u>

- 2021 2022: Initial investments in company-owned projects help drive market adoption and future growth
- 2023 2024: Impacts of product cost out, project mix enhanced by remediation and owned projects generate strong operating cash flow, while the company continues to fund growth
- 2025: Cash flow from operations increases as business scales concurrent with reduction in investments

	2021	2022	2023	2024	2025	Total
Cash Flow from Operations						
CFO Excl. Changes in Working Capital	(\$24)	(\$9)	\$68	\$254	\$464	\$753
Net Changes in Working Capital	0	(17)	(21)	(89)	(109)	(236)
Total Cash Flow from Operations	(\$24)	(\$26)	\$47	\$165	\$355	\$517
Cash Flow from Investing						
Mobile Mass Machines	(\$25)	(\$15)	(\$45)	(\$108)	(\$112)	(\$305)
Technology Investments	0	(15)	(5)	0	0	(20)
Equity Project Investments	0	(181)	(143)	(48)	0	(371)
Other CapEx	(0)	(0)	(0)	(0)	(10)	(11)
Total Cash Flow from Investing	(\$25)	(\$211)	(\$193)	(\$156)	(\$122)	(\$707)
Cash Flow from Financing						
Project Financing <sup>1</sup>	\$0	\$118	\$93	\$31	\$0	\$242
Total Cash Flow from Financing	\$0	\$118	\$93	\$31	\$0	\$242
Total Change in Cash	(\$49)	(\$120)	(\$53)	\$40	\$233	
Ending Cash Balance <sup>2</sup>	\$409	\$289	\$236	\$276	\$510	

Transaction expected to fully fund business model through cash flow positive in 2024

<sup>1</sup> Assumes 65% project financing for capital expenditures related to Equity Project Investments at an illustrative 8% interest rate and 30% tax rate.

<sup>2</sup> Assumes \$458mm cash on balance sheet post-transaction and no redemptions by NOVUS II shareholders.





## 5. Transaction Overview



# Detailed Transaction Overview ~\$1.1bn Enterprise Value | \$100mm PIPE

	Transaction Highlights						
Cash Sources	<ul> <li>Novus II Corporation has ~\$288mm in cash held in the trust account</li> <li>PIPE size of \$100mm</li> </ul>						
Valuation	<ul> <li>~\$1,134mm EV with strong balance sheet</li> <li>Attractive valuation versus other energy storage and energy transition companies</li> </ul>						
Capital Structure	<ul> <li>~\$458mm in cash on balance sheet (assuming no redemptions) to fund growth and expansion</li> </ul>						
<ul> <li>Set Solution cash on balance sheet (assuming no redeflictions) to growth and expansion</li> <li>Founders' Shares</li> <li>PIPE Investors 6%</li> <li>Novus II Investors 18%</li> <li>Existing Energy Vault Shareholders<sup>3</sup> 72%</li> </ul>							

Process Description									
Sources and Uses									
Sources	\$mm	Uses	\$mm						
Estimated Cash Held in Trust	\$ 287.5	Cash to Balance Sheet	\$ 458.4						
PIPE Proceeds	100.0	Debt Paydown	0.0						
Adjusted Cash <sup>1</sup>	115.9	Payment of Transaction Fees	45.0						
Total Sources	\$ 503.4	Total Uses	\$ 503.4						

Pro Forma Capitalization				
Pre-Money Equity Value	\$ 1,140.0			
(+) SPAC Shareholders	287.5			
(+) PIPE Shareholders	100.0			
(+) Founder Shareholders	64.7			
Post-Money Equity Value	\$ 1,592.2			
(+) Debt	0.0			
(-) Cash to Balance Sheet	(458.4)			
Enterprise Value	\$ 1,133.8			

Pro Forma Ownership <sup>2</sup>									
Ownership Breakdown	Shares (mm)	%	\$mm						
Existing Energy Vault Shareholders <sup>3</sup>	114.0	71.6 %	\$ 1,140.0						
Novus II Investors	28.8	18.1	287.5						
PIPE Investors	10.0	6.3	100.0						
Founders' Shares <sup>4</sup>	6.5	4.1	64.7						
Equity Ownership	159.2	100.0 %	\$ 1,592.2						

<sup>1</sup> Represents \$17.6mm of existing cash on balance sheet as of 30-Jun-2021 and \$98.3mm of proceeds from Series C capital raise, which does not include up to an additional \$8.7mm reserved for potential issuance to strategic investors. |<sup>2</sup> Pro forma ownership structure based on PIPE of \$10.00m at \$10.00 per share, assuming no redemption by Novus II shareholders. Excludes impact of public and private warrants. |<sup>3</sup> Pro forma ownership of Energy Vault's existing shareholders is calculated at 114.0 million Novus II shares, using a pro forma share price of \$10.00, on a fully diluted basis. Certain existing Energy Vault equity holders will also be entitled to receive up to an aggregate of 9.0 million additional shares that will vest in three equal parts contingent upon the occurrence of post-closing share prices of \$15.00, \$20.00 and \$30.00 within 3 years after closing. | <sup>4</sup> Pro forma ownership attributed to the Founders' Shares is calculated as 6.5mm Novus II shares, using a pro forma per share price of \$10.00, which reflects the impact of the Founders' expected agreement to accept 90% of the shares that they would otherwise be entitled to as full consideration in the Business Combination.

### Operational Benchmarking



Source: Energy Vault projected figures per Energy Vault, Bloomberg, Capital IQ, and company disclosures; market data as of September 2, 2021

<sup>1</sup> ChargePoint's 2023E EBITDA Margin is (8)% and shown as 0% for illustrative purposes. <sup>2</sup> Heliogen's 2023E EBITDA Margin is (47)% and shown as 0% for illustrative purposes.

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### Valuation Benchmarking: EV / Revenue



Source: Energy Vault projected figures per Energy Vault, Bloomberg, Capital IQ, and company disclosures; market data as of September 2, 2021 Note: Median excludes Energy Vault multiple.

<sup>1</sup> Based on Energy Vault enterprise value of \$1.1bn.



### Valuation Benchmarking: EV / EBITDA



Source: Energy Vault projected figures per Energy Vault, Bloomberg, Capital IQ, and company disclosures; market data as of September 2, 2021 Note: Median excludes Energy Vault multiple. Multiples marked as NM when below 0.0x or above 100.0x. <sup>1</sup> Based on Energy Vault enterprise value of \$1.1bn.

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Enabling a Renewable World

# Fully Distributed Enterprise Value Sensitivities (\$ in millions)



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#### Novus II Investment Thesis



Innovate within an Existing Market

Has a Committed and Capable Management Team

Leadership Position in its Industry

Has the Potential to Grow Through Further Acquisition Opportunities

Operating Stability with Significant Growth Potential

**Consideration of ESG Factors** 



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# 6. Appendix

# Illustrative Fully Diluted Share Count and Ownership (Share count in millions)

Share Price:	\$ 10.00	\$ 12.00	\$ 14.00	\$ 16.00	\$ 18.00	\$ 20.00	\$ 25.00	\$ 30.00
SPAC Shareholders <sup>1</sup>	29	29	29	29	29	29	29	29
SPAC Shareholder Warrants <sup>1</sup>	-	1	3	4	5	6	6	7
SPAC Founder Shares <sup>1</sup>	6	6	6	6	6	6	6	6
PIPE Shareholders	10	10	10	10	10	10	10	10
Existing Energy Vault Shareholders <sup>2</sup>	114	114	114	114	114	114	114	114
Existing Energy Vault Shareholder Earnout Shares <sup>3</sup>	-	-	-	3	3	6	6	9
Post-Money Equity Value (\$mm)	\$ 1,592	\$ 1,921	\$ 2,279	\$ 2,685	\$ 3,049	\$ 3,461	\$ 4,356	\$ 5,342

Implied Ownership:	\$ 10.00	\$ 12.00	\$ 14.00	\$ 16.00	\$ 18.00	\$ 20.00	\$ 25.00	\$ 30.00
SPAC Shareholders <sup>1</sup>	18.1 %	18.4 %	19.4 %	19.8 %	20.3 %	20.1 %	20.4 %	20.2 %
SPAC Founders	4.1	4.0	4.0	3.9	3.9	3.8	3.8	3.7
PIPE Shareholders	6.3	6.3	6.2	6.0	6.0	5.9	5.8	5.7
Existing Energy Vault Shareholders <sup>2</sup>	71.6	71.3	70.4	70.3	69.8	70.2	70.0	70.3
Total	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %

Source: Novus financials.

Note: Assumes no redemption by Novus shareholders.

<sup>1</sup> SPAC shareholder warrant dilution assumes ~9.58mm public warrants outstanding with a strike price of \$11.50 per share and optional redemption at \$18.00 and ~5.17mm private placement warrants outstanding with a strike price of \$11.50 and no mandatory redemption. Assumes treasury stock method. |<sup>2</sup> Does not include up to an additional ~1mm shares which maybe become issuable in connection with the Series C capital raise. |<sup>3</sup> Existing Energy Vault shareholder earnout shares assume 9.0 million additional shares that will vest in three equal parts contingent upon the occurrence of post-closing share prices of \$15.00, \$20.00 and \$30.00 within 3 years after closing.