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Q1 FY2024 Earnings Presentation

July 26, 2023

Disclaimer

Cautionary Note About Forward-Looking Statements

This presentation is made by Nextracker, Inc. (the "Company") and contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, that involve substantial risks and uncertainties. All statements other than historical factual information are forward-looking statements, including without limitation statements regarding: our financial and operating outlook and guidance; our strategies, mission, plans, objectives and goals; the market demand for our products, solutions and services; our ability to compete with existing and new competitors in existing and new markets; estimates of the cost of solar, the Company's carbon offsets, installation and operations savings, energy yields, and improvements to levelized cost of energy; projections regarding the U.S. and global demand for solar and addressable market and market size; macro-economic trends; panel availability; growth opportunities and plans for future operations, products and services; the expansion of our US manufacturing and production volumes; and any other statements that address events or developments that we intend or believe will or may occur in the future. Terminology such as "will," "may," "should," "could," "would," "believe," "anticipate," "intend," "plan," "expect," "estimate," "project," "target," "possible," "potential," "forecast" and "positioned" and similar references to future periods are intended to identify forward-looking statements, although not all forward-looking statements are accompanied by such words. Forward-looking statements are based on assumptions and assessments made by our management in light of their experience and perceptions of historical trends, current conditions, expected future developments and other factors they believe to be appropriate, and speak only as of the date of this presentation.

Forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause our actual results, performance or other events to be materially different from any future results, performance or other events expressed or implied by the forward-looking statements. Given these uncertainties, you should not place undue reliance on forward-looking statements. Our actual future results, performance or other events may be materially different from what we expect. Important factors that could cause actual results, performance or other events to differ materially from our expectations include: the demand for solar energy and, in turn, our products; competitive pressures within the solar tracker industry; competition from conventional and other renewable energy sources; variability in our results of operations, including as a result of fluctuations in our customers' businesses as well as seasonal weather-related disruptions; the reduction, elimination or expiration of government incentives for or regulations mandating the use of, renewable energy and solar energy; our reliance on our suppliers and any problems with our suppliers or disruptions in our supply chain; changes in the global trade environment, including the imposition of import tariffs; the impact of the COVID-19 pandemic on our business, financial results and financial condition; an increase in interest rates, or a reduction in the availability of tax equity or project debt financing, impacting the ability of project developers and owners to finance the cost of a solar energy system; a loss of one or more of our significant customers, their inability to perform under their contracts, or their default in payment to us; defects or performance problems in our products; delays, disruptions or quality control problems in our product development operations; severe weather events, natural disasters and other catastrophic events; our continued expansion into new markets; electric utility industry policies and regulations; decreases in the price of electricity; our failure to protect our intellectual property and trade secrets or to successfully defend against third-party claims of infringement; and cybersecurity or other data incidents.

For a further description of the risks and uncertainties that could cause actual results to differ from those expressed in these forward-looking statements, as well as risks relating to the business of the Company in general, see the Company's periodic filings with the Securities and Exchange Commission (the "SEC"), including its Annual Report on Form 10-K for the year ended March 31, 2023,, and any current and periodic reports filed thereafter. Except as required by law, the Company assumes no obligation and does not intend to update these forward-looking statements or to conform these statements to actual results or to changes in the Company's expectations, even if new information becomes available in the future.

Industry and Market Data

Market data and industry information used throughout this presentation are based on management's knowledge of the industry and the good faith estimates of management. We also relied, to the extent available, upon management's review of independent industry surveys and publications and other publicly available information prepared by a number of third-party sources. All of the market data and industry information used in this presentation involves a number of assumptions and limitations, and you are cautioned not to give undue weight to such estimates. Although we believe that these sources are reliable as of their respective dates, we cannot guarantee the accuracy or completeness of this information, and we have not independently verified this information. Projections, assumptions and estimates of our future performance and the future performance of the industry in which we operate are necessarily subject to a high degree of uncertainty and risk due to a variety of factors. These and other factors could cause results to differ materially from those expressed in our estimates and beliefs and in the estimates prepared by independent parties.

Trademarks included herein are the property of the owners thereof and are used for reference purposes only. Such use should not be construed as an endorsement of the solutions and services descried herein.

Non-GAAP Financial Measures

We present adjusted EBITDA, adjusted free cash flow, and proforma adjusted EPS as supplemental measures of performance that are neither required by, nor presented in accordance with, accounting principles generally accepted in the United States of America ("GAAP"). We present these non-GAAP financial measures because we believe they assist investors and analysts in comparing our performance across reporting periods on a consistent basis by excluding items that we do not believe are indicative of our core operating performance. In addition, we may use Adjusted EBITDA as a factor in evaluating management's performance when determining incentive compensation and to evaluate the effectiveness of our business strategies.

Among other limitations, these measures do not reflect our cash expenditures or future capital expenditures or contractual commitments (including under the Tax Receivable Agreement), do not reflect the impact of certain cash or non-cash charges resulting from matters we consider not to be indicative of our ongoing operations and do not reflect the associated income tax expense or benefit related to those charges. In addition, other companies in our industry may calculate these measures differently from us, which further limits their usefulness as comparative measures. Because of these limitations, non-GAAP financial measures should not be considered in isolation or as substitutes for performance measures calculated in accordance with GAAP. We compensate for these limitations by relying primarily on our GAAP results and using non-GAAP financial measures on a supplemental basis. You should review the reconciliations of these non-GAAP measures to the most directly comparable GAAP measure included as an appendix to this presentation and not rely on any single financial measure to evaluate our business.

Q1 Fiscal Year 2024 Highlights

FY Q1 Revenue

$ 480M

19% Y/Y Growth

FY Q1 Adj EBITDA

$ 84M

161% Y/Y Growth

Business Highlights

- Innovation that delivers customer value ongoing; upcoming product announcements planned at RE+ (Sept '23)
- Significant customer wins in FYQ1; new record backlog
- Global manufacturing expansion progressing steadily
- IRA updates positive but further clarification needed
- Completed successful secondary offering
- Continuing to navigate headwinds of project permitting and module availability in the US
- Increasing annual revenue and adjusted EBITDA guidance

1.) Backlog includes executed contracts or purchase orders with deposit, build of materials, and ship dates, as well as executed volume commitment agreements (VCAs) with customer deposits for multiple projects.
See Appendix for definition of metrics and reconciliations of each non-GAAP financial measure to the most directly comparable financial measure stated in accordance with GAAP.

Nextracker's U.S. Supply Chain

SILICON RANCH | MSS steel tubes USA | USS United States Steel

- Dedicated new factory in Memphis with key industry, public sector, and association stakeholders
- >25 GWs of contracted capacity for key components at >10 facilities across USA[1]
- US steel sourcing mostly from electric arc furnace mills – significantly lower carbon than most overseas steel
- Additional new factories and lines in-process; new announcement planned for Aug 2023

Nextracker / MSS Factory Dedication, May 2023 Memphis

[1] As of 06/30/2023

Nextracker Q1FY24 Demand Update

- Strong demand and sales momentum globally
- Backlog >$3B
- IRA rules clarification not slowing demand
- We believe 30% ITC providing foundation for IRA

More than 10 GW of Global Wins in Q1FY24

[1]The Nextracker pins represent the approximate geographies of multiple projects contained in over 10 GW of EPC agreements and VCAs signed in the quarter. EPC stands for Engineering, Procurement, and Construction and VCA is Volume Commitment Agreement typically signed with project developers and owners

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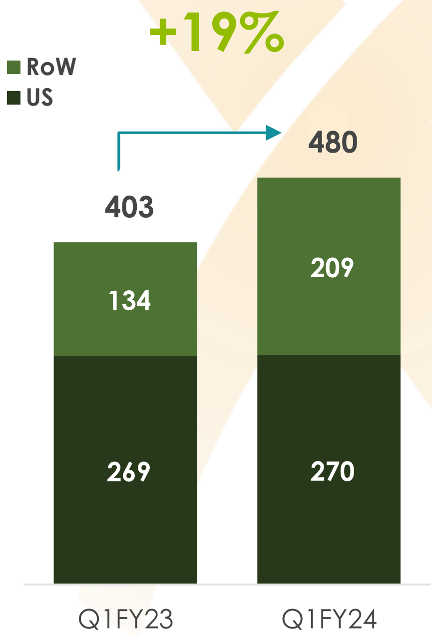
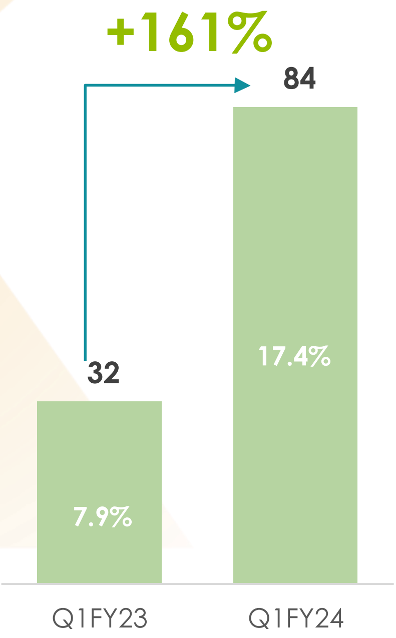
Financial Update

Q1 2024 Results

Revenue ($mm)



Adj. EBITDA ($mm)



Key Highlights

- Revenue growth on track, US approximately 56% of revenue; RoW 44%
- Improved execution, reduced logistics costs, and higher volume benefitted Q1 profitability
- NWC management, customer deposits and Adj. EBITDA driving $225M FCF for the quarter

See Appendix for definition of metrics and reconciliations of each non-GAAP financial measure to the most directly comparable financial measure stated in accordance with GAAP.

Balance Sheet and Liquidity

Key Highlights

Strong Capital Structure

- Liquidity as of June 30, 2023, $855M[1]
- Limited debt: term loan $150M
- Maturity 5 years, no significant repayments until FY28
- Debt/Adj EBITDA < 1[2]

$M	Q4 FY'23	Q1 FY'24
Cash	130	355
AR & Contract Assets	569	543
Inventory	138	137
Other Current Assets	35	82
Current Assets	**872**	**1,117**
Non-Current Assets	**547**	**540**
TOTAL ASSETS	**1,420**	**1,657**
AP & Accruals	271	351
Deferred Revenue	176	251
Other Current Liabilities	60	78
Current Liabilities	**507**	**680**
Long-Term Debt	147	147
Other Non-Current Liabilities	280	272
Non-Current Liabilities	**427**	**420**
Equity	**485**	**557**
TOTAL EQUITY & LIABILITIES	**1,420**	**1,657**

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1. As of June 30, 2023, liquidity equals cash plus undrawn revolver of $500M
2. As of June 30, 2023; calculated using LTM Adjusted EBITDA

FY2024 Updated Guidance

Revenue

$2.2-$2.4B

21% Y/Y Growth at Midpoint
+$100M vs Prior Guidance

Adj. EBITDA[1,3]

$290-$340M

51% Y/Y Growth at Midpoint
+$30M vs Prior Guidance

Adj. EPS [2,3]

$1.45-$1.65

GAAP $1.20 - $1.40

Assumptions:

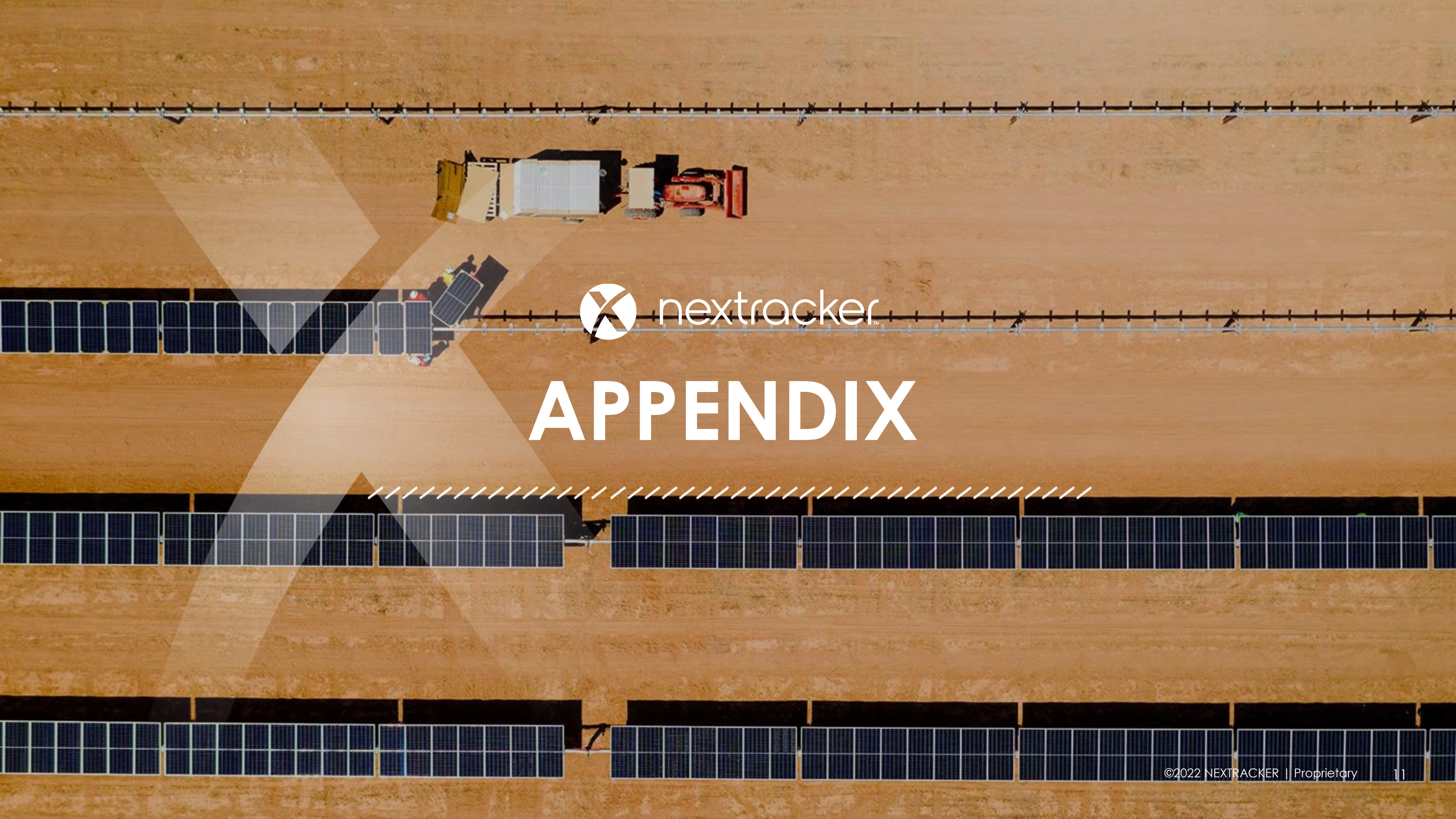
- Interest and Other Expense $15M - $20M
- Adjusted Income Tax Rate 15% - 20%
- WASO of 147.5M
- Excludes possible benefits related to IRA tracker manufacturing tax credits

Q2 Fiscal 2024 Outlook Highlights:

- Revenue up 15% -20% Y/Y
- Adj EBITDA margin 13% – 14%, up 400 - 500 bps Y/Y

1. Adjusted EBITDA excludes approximately $35 million for stock-based compensation, and intangible amortization included in GAAP net income.
2. Adjusted earnings per share excludes $0.25 for stock-based compensation expense and net intangible amortization included in GAAP earnings per share.
3. See Appendix for definition of metrics and reconciliations of each non-GAAP financial measure to the most directly comparable financial measure stated in accordance with GAAP.

Q&A



APPENDIX

GAAP NET INCOME TO ADJUSTED EBITDA

$M	Q1 FY'23	Q1 FY'24
GAAP Net Income	**24**	**64**
Net Interest	(0)	1
Provision for Income Taxes	6	9
Depreciation Expense	1	1
Intangible Amortization	1	0
Stock-Based Compensation Expense	1	8
Adjusted EBITDA	**32**	**84**

For fiscal quarters Q1 2023 and Q1 2024, adjusted free cash flow of $2.4 million and $225.1 million, respectively, is calculated by reducing net cash provided by (used by) operating activities of $2.8 million and $225.8 million, respectively, by purchases of property and equipment, net of proceeds from the disposal of property and equipment, of $0.4 million and $0.7 million, respectively.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Thank You