

ASPEN AEROGELS, INC.

Consolidated Statements of Cash Flows

	Year Ended December 31,		
	2023	2022	2021
	(In thousands)		
Cash flows from operating activities:			
Net loss	\$ (45,811)	\$ (82,738)	\$ (37,094)
Adjustments to reconcile net loss to net cash used in operating activities:			
Depreciation	15,318	9,222	9,440
Gain on extinguishment of debt	—	—	(3,734)
Accretion of interest on convertible note - related party	4,403	5,110	—
Amortization of convertible note issuance costs	37	32	—
Amortization of debt discount due to modification of convertible note – related party	888	—	—
Amortization of debt issuance costs	—	—	18
Provision for bad debt	(93)	115	(85)
Stock compensation expense	10,954	9,385	5,176
Reduction in the carrying amount of operating lease right-of-use assets	2,859	2,640	1,618
Changes in operating assets and liabilities:			
Accounts receivable	(12,552)	(37,042)	(4,643)
Inventories	(16,651)	(10,551)	1,112
Prepaid expenses and other assets	(7,401)	(3,155)	(2,324)
Accounts payable	4,583	5,318	7,379
Accrued expenses	6,808	5,184	6,983
Deferred revenue	(3,530)	4,525	(543)
Operating lease liabilities	(2,424)	(2,444)	(1,497)
Other liabilities	—	—	(434)
Net cash used in operating activities	(42,612)	(94,399)	(18,628)
Cash flows from investing activities:			
Capital expenditures	(175,455)	(177,974)	(13,778)
Net cash used in investing activities	(175,455)	(177,974)	(13,778)
Cash flows from financing activities:			
Proceeds from underwritten public offering, net of underwriting discounts and commissions	—	267,948	—
Issuance costs from underwritten public offering	—	(452)	—
Proceeds from issuance of convertible note related party	—	100,000	—
Issuance costs from convertible note	—	(185)	—
Proceeds from employee stock option exercises	1,659	553	2,301
Payments made for employee restricted stock tax withholdings	(420)	(2,362)	(2,713)
Proceeds from at-the-market offering net of commissions and fees of \$2,269 and \$601	—	73,349	19,420
Fees and issuance costs from at-the-market offering	—	(616)	(43)
Proceeds from registered direct offering of common stock	75,000	—	—
Fees and issuance costs from registered direct offering of common stock	(623)	—	—
Proceeds from private placement of common stock	—	50,000	75,000
Fees and issuance costs from private placement of common stock	(139)	(137)	(1,491)
Repayment of prepayment liability	—	(9,728)	—
Net cash provided by financing activities	75,477	478,370	92,474
Net (decrease) increase in cash, cash equivalents and restricted cash	(142,590)	205,997	60,068
Cash, cash equivalents and restricted cash at beginning of period	282,561	76,564	16,496
Cash, cash equivalents and restricted cash at end of period	\$ 139,971	\$ 282,561	\$ 76,564
Supplemental disclosures of cash flow information:			
Interest paid	\$ 1	\$ 153	\$ 236
Income taxes paid	\$ —	\$ —	\$ —
Supplemental disclosures of non-cash activities:			
Right-of-use assets obtained in exchange for new operating lease liabilities	\$ 10,380	\$ 3,030	\$ 12,092
Capitalized Interest	\$ 6,084	\$ 2,723	\$ —
Increase in debt discount due to modification of convertible note – related party	\$ —	\$ 4,097	\$ —
Changes in accrued capital expenditures	\$ (8,217)	\$ 31,970	\$ 4,701

See accompanying notes to consolidated financial statements.