



Revasum, Inc. December 2018 Quarterly Update

- Fiscal year ending 31 December 2018 (FY18) preliminary unaudited total revenue of US\$27.3 million (compares to US\$27.5 million forecasted total revenue in the IPO Prospectus), including US\$21.6 million of system sales (compares to US\$21.6 million forecasted system sales Prospectus amount).
- System backlog for the six months to 30 June 2019 (1H FY19) now under confirmed purchase orders of US\$13.9 million (approximately 84% of the \$16.5 million forecasted system sales amount for 1H FY19 in the IPO Prospectus), including two recently signed technical development programs with major semiconductor wafer manufacturers.
- Successful completion of the Company's IPO and listing on the Australian Securities Exchange.
- David J. Roeloffs was appointed to the role of Vice President of Operations.
- Paul Mirabelle and Vivek Rao were appointed to Revasum's Board as Independent Non-Executive Directors.
- 31 December 2018 cash balance of US\$24.4 million (compares to US\$24.5 million forecasted statutory cash balance Prospectus amount) and no debt.

San Luis Obispo, California – 30 January, 2019: Leading semiconductor equipment company, Revasum, Inc. (ASX: RVS, 'Revasum' or the 'Company') is pleased to release a quarterly update for the period ending 31 December 2018.

"We are very pleased to report solid results, as we continue to build on the IPO momentum," noted Jerry Cutini, President and Chief Executive Officer. "Our main objective in 2019 is to finish development of our new products through partnerships with our customers, as well as expanding our team to ensure we're delivering the most value possible for the 5G, Automotive and IoT semiconductor equipment markets."

Commercial Update

The Company is pleased to report preliminary unaudited revenue of US\$16.7 million for 2H FY18 (an increase of 132% from 2H FY17) and US\$27.3 million for FY18 (an increase of 118% from FY17 and compares to US\$27.5 million forecasted total revenue in the IPO Prospectus). These amounts include US\$13.5 million of system sales for 2H FY18 (an increase of 170% from 2H FY17) and US\$21.6 million for FY18 (an increase of 148% from FY17 and compares to US\$21.6 million forecasted system sales in the IPO Prospectus).

As of the date of this announcement, the Company is pleased to advise that US\$13.9 system backlog for the six months to 30 June 2019 (1H FY19) million is now under confirmed purchase orders. This amount is approximately 84% of the \$16.5 million forecasted system sales amount for 1H FY19 in the IPO Prospectus (increased from approximately 50% at the date of the Prospectus, being 9 November 2018). The backlog includes two recently signed technical development programs with major



semiconductor wafer manufacturers. The Company is pleased with this progress and is in active discussions with a range of customers that it expects to place orders.

Operational Update

In October 2018, the Company appointed Paul Mirabelle and Vivek Rao to Revasum's Board of Directors as Independent Non-Executive Directors. Mr. Mirabelle is a business executive based in Australia with extensive leadership experience across both private and public companies, specializing in strategy, international growth, mergers and acquisitions, and private equity-backed ventures. Mr. Rao is a semiconductor capital equipment specialist with more than 21 years' experience in the global industry. Mr. Rao is presently the President and Chief Operations Officer of SPT Micro-technologies and is currently a Non-Executive Director of BluGlass Limited (ASX: BLG).

On 4 December 2018, Revasum successfully completed its initial public offering and listed its CHESS Depository Interests (CDIs) on the ASX receiving net funds of US\$21.3 million.

In December 2018, the Company appointed David J. Roeloffs to the role of Vice President of Operations. Mr. Roeloffs will be responsible for manufacturing operations and global supply chain management, which are fundamental to Revasum as a world-class semiconductor equipment manufacturing company. Mr. Roeloffs brings more than 22 years' experience in industrial engineering, worldwide sourcing, inventory/materials management, sales, and operations planning and cycle time reduction.

Headcount as of 31 December 2018 was 106 full-time employees (increased from 59 as of 31 December 2017).

December 2018 Cash Flow

Revasum's receipts from customers for the 31 December 2018 quarter totaled US\$4.1 million, bringing total customer receipts for FY18 to US\$20.9 million. Trade receivables as of 31 December 2018 grew substantially when compared to the prior year as a result of the growth in number of shipments and the large number of systems shipped in December 2018. Additionally, the Company received US\$2.3 million in payments from its largest customer subsequent to 31 December 2018, relating to systems shipped in 2018. Revasum's net operating cash outflows for the 31 December 2018 quarter was US\$4.5 million, and US\$7.9 million for FY18. For FY18, these outflows included payments of US\$0.8 million of IPO-related transaction costs.

Net investing cash outflows for the 31 December 2018 quarter was US\$1.0 million, and US\$1.8 million for FY18. These amounts include both the purchase of property, plant, and equipment, as well as amounts spent on capitalized product development.



Net financing cash inflows for the 31 December 2018 quarter was US\$24.2 million, and US\$31.7 million for FY18. These amounts include net funds of US\$21.3 million received upon its successful IPO and listing on the ASX and \$0.4 million of IPO-related costs paid directly.

As a result of the cash flows listed above, Revasum finished the 31 December 2018 period with a cash balance of US\$24.4 million (compares to US\$24.5 million forecasted statutory cash balance Prospectus amount) and no debt.

Safe Harbor Statement

This announcement and the accompanying Appendix 4C contain forward-looking statements, which address a variety of subjects including, for example, financial projections, our statements regarding expected events, including expected revenue and earnings, system shipments, expected product offerings, product development, market adoption and technical advances. Statements that are not historical facts, including statements about our beliefs, plans and expectations, are forward-looking statements. Such statements are based on our current expectations and information currently available to management and are subject to a number of factors and uncertainties, many of which are outside the control of the Company, which could cause actual results to differ materially from those described in the forward-looking statements. The Company's management believes that these forward-looking statements are reasonable as and when made. However, you should not place undue reliance on any such forward-looking statements because such statements speak only as of the date they are made. Revasum does not undertake any obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as required by law or the ASX Listing Rules. In addition, forward-looking statements are subject to certain risks and uncertainties that could cause actual results, events and developments to differ materially from our historical experience and our present expectations or projections.

About Revasum, Inc. (ASX: RVS)

Revasum (ARBN: 629 268 533) manufactures market-leading wafer processing equipment for the global semiconductor industry at 200mm and below. Its portfolio of production proven, reliable CMP, grinding and polishing equipment supports device and substrate producers in critical growth markets including IoT, 5G, and automotive. Revasum's products serve a broad range of market segments such as silicon, silicon carbide, power, RF communications, LED, MEMS, semiconductor and other mobile applications. Revasum's equipment and processes are designed and developed in close collaboration with its customers. As a result, each system meets or exceeds customer's requirements for quality, performance, and cost.



For more information, www.revasum.com.

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Appendix 4C

Quarterly report for entities subject to Listing Rule 4.7B

Name of entity

Revasum, Inc.

ARBN

629 268 533

Quarter ended ("current quarter")

31 December 2018

Consolidated statement of cash flows	Current quarter \$US'000	Year to date (12 months) \$US'000
1. Cash flows from operating activities		
1.1 Receipts from customers	4,118	20,936
1.2 Payments for		
(a) research and development	(70)	(1,471)
(b) product manufacturing and operating costs	(6,208)	(21,528)
(c) advertising and marketing	(346)	(1,135)
(d) leased assets	(22)	(87)
(e) staff costs	(703)	(1,939)
(f) administration and corporate costs ⁽¹⁾	(1,295)	(2,683)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	15	15
1.5 Interest and other costs of finance paid	-	(26)
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	-	-
1.8 Other (provide details if material)	-	-
1.9 Net cash from / (used in) operating activities	(4,511)	(7,918)
2. Cash flows from investing activities		
2.1 Payments to acquire:		
(a) property, plant and equipment	(169)	(411)
(b) businesses (see item 10)	-	-
(c) investments	-	-
(d) intellectual property	-	-
(e) other non-current assets (capitalized development costs)	(827)	(1,363)

Consolidated statement of cash flows		Current quarter \$US'000	Year to date (12 months) \$US'000
2.2	Proceeds from disposal of:		
	(a) property, plant and equipment		
	(b) businesses (see item 10)	-	-
	(c) investments	-	-
	(d) intellectual property	-	-
	(e) other non-current assets	-	-
2.3	Cash flows from loans to other entities	-	-
2.4	Dividends received (see note 3)	-	-
2.5	Other	-	-
2.6	Net cash from / (used in) investing activities	(996)	(1,774)

3.	Cash flows from financing activities		
3.1	Proceeds from issues of shares ⁽²⁾	21,343	21,543
3.2	Proceeds from issue of convertible notes ⁽³⁾	-	7,089
3.3	Proceeds from exercise of share options	-	-
3.4	Transaction costs related to issues of shares, convertible notes or options ⁽⁴⁾	(407)	(407)
3.5	Proceeds from borrowings	-	-
3.6	Repayment of borrowings	(21)	(241)
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Other (proceeds from exercise of warrants)	3,250	3,750
3.10	Net cash from / (used in) financing activities	24,165	31,734

4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of quarter/year to date	5,790	2,406
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(4,511)	(7,918)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(996)	(1,774)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	24,165	31,734
4.5	Effect of movement in exchange rates on cash held	-	-
4.6	Cash and cash equivalents at end of quarter	24,448	24,448

- (1) Current quarter (Q4) administration and corporate costs include IPO-related payments of \$0.7 million. Year to date, administration and corporate costs include IPO-related payments of \$0.8 million.
- (2) Proceeds from the issue of shares in the current quarter were received net of banker's fees of \$1.2 million.
- (3) Proceeds from the issue of convertible notes year to date were received net of banker's fees of \$0.7 million.
- (4) Transaction costs related to issues of shares include IPO-related payments of \$0.4 million.

5. Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter \$US'000	Previous quarter \$US'000
5.1 Bank balances	4,434	5,790
5.2 Call deposits	20,014	-
5.3 Bank overdrafts	-	-
5.4 Other (provide details)	-	-
5.5 Cash and cash equivalents at end of quarter (should equal item 4.6 above)	24,448	5,790

6. Payments to directors of the entity and their associates	Current quarter \$US'000
6.1 Aggregate amount of payments to these parties included in item 1.2	168,526
6.2 Aggregate amount of cash flow from loans to these parties included in item 2.3	-
6.3 Include below any explanation necessary to understand the transactions included in items 6.1 and 6.2	

Payment of executive director (CEO and CFO) salaries, independent director fees, and reimbursement of expenses.

7. Payments to related entities of the entity and their associates	Current quarter \$US'000
7.1 Aggregate amount of payments to these parties included in item 1.2	-
7.2 Aggregate amount of cash flow from loans to these parties included in item 2.3	-
7.3 Include below any explanation necessary to understand the transactions included in items 7.1 and 7.2	

8. Financing facilities available <i>Add notes as necessary for an understanding of the position</i>	Total facility amount at quarter end \$US'000	Amount drawn at quarter end \$US'000
8.1 Loan facilities	-	-
8.2 Credit standby arrangements	-	-
8.3 Other (please specify)	-	-
8.4 Include below a description of each facility above, including the lender, interest rate and whether it is secured or unsecured. If any additional facilities have been entered into or are proposed to be entered into after quarter end, include details of those facilities as well.		

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9. Estimated cash outflows for next quarter	\$US'000
9.1 Research and development	100
9.2 Product manufacturing and operating costs	5,500
9.3 Advertising and marketing	200
9.4 Leased assets	29
9.5 Staff costs	750
9.6 Administration and corporate costs	1,000
9.7 Other (incl. capitalized development costs)	2,100
9.8 Total estimated cash outflows	9,679

10. Acquisitions and disposals of business entities (items 2.1(b) and 2.2(b) above)	Acquisitions	Disposals
10.1 Name of entity	-	-
10.2 Place of incorporation or registration	-	-
10.3 Consideration for acquisition or disposal	-	-
10.4 Total net assets/(liabilities)	-	-
10.5 Nature of business	-	-

Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.



Sign here:

(Director)

Date: 30 January 2019

Print name: Ryan Benton

Notes

1. The quarterly report provides a basis for informing the market how the entity's activities have been financed for the past quarter and the effect on its cash position. An entity that wishes to disclose additional information is encouraged to do so, in a note or notes included in or attached to this report.
2. If this quarterly report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.