

REVASUM

# We're Creating the Worlds First End-to-End Silicon Carbide Processing Platform

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Although Revasum believes that these measures provide useful information about the financial performance of Revasum, they should be considered as supplements to the income statement measures that have been presented in accordance with the Australia Accounting Standards and IFRS and not as a replacement for them.

## Financial Data

All dollar values are in US dollars (US\$) unless otherwise presented.



# Leadership Team



**Scott Jewler**  
CEO

- >30 years semiconductor industry veteran
- Broad global leadership experience
- Operations, R&D, Sales & Marketing and Corporate Development
- USA, Taiwan, Japan, Singapore
- Equipment, Materials, Device Fabrication, Device Assembly & Test
- Mitsubishi Chemical, Globalfoundries, Amkor Technology, Powertech Technology



**Bruce Ray**  
CFO

- >25 years of post MBA experience
- Multi-industry executive leadership
- Strategic planning, Operations, Financial Planning & Analysis, M&A, Change Management, Business Development and Sales
- Cannon Corporation, Trimble Navigation, Sanluisobispo.com, Excite@Home, Intel Corporation



**Fred Sun, PhD**  
VP R&D

- ~30 years innovative technology & product development and R&D management
- >20 years servicing WW semiconductor customers
- Created dozens of products generating >\$1B sales cumulatively
- Sharply market & customer-oriented
- Equipment-consumables-process integration expert
- Ecolab, Stockhausen, Cabot Microelectronics



**Bill Kalenian**  
VP Engineering

- Experienced engineering executive with 25+ years CMP and wafer grinding experience
- Led and participated in development and commercialization of 8 CMP and grinding platforms and numerous technological innovations and patents
- Agile product development, engineering management processes and tools, SEMI/CE regulatory compliance
- Semiconductor equipment and advanced materials, fabrication techniques, wafer handling, robotics/automation

# End-to-end platform providing foundational technology for the high-growth Silicon Carbide industry

80+

Patents for CMP,  
Grind & Polish

600+

Worldwide Active  
Tool Install Base

\$22.7M

FY22 Total Revenue +  
unrealized 2023 Bookings

100%

In-house R&D and  
Manufacturing

60+

Employees, San Luis  
Obispo, California, USA.

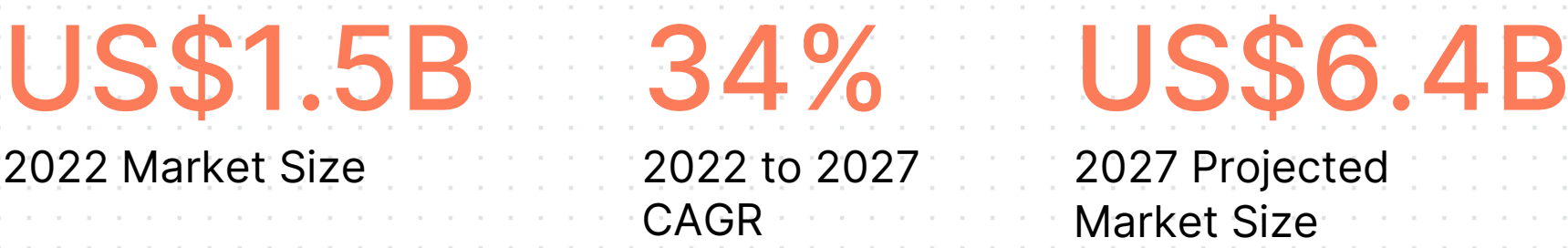
Our tools enable innovation across technology and industry



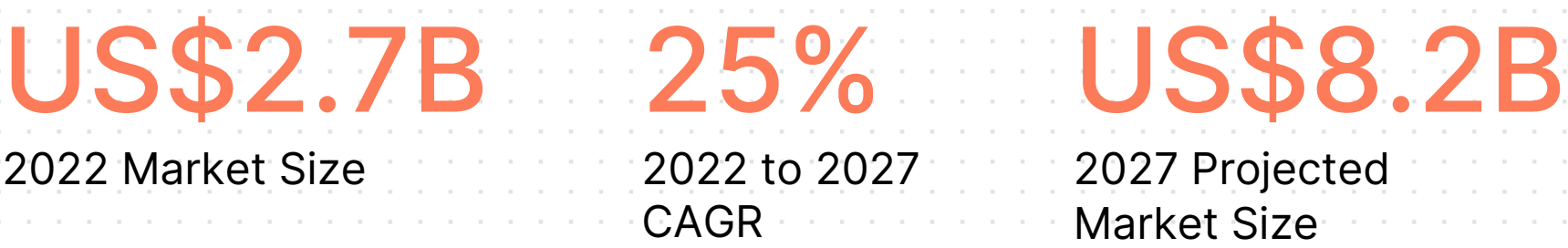
# Current State of Market

# Market

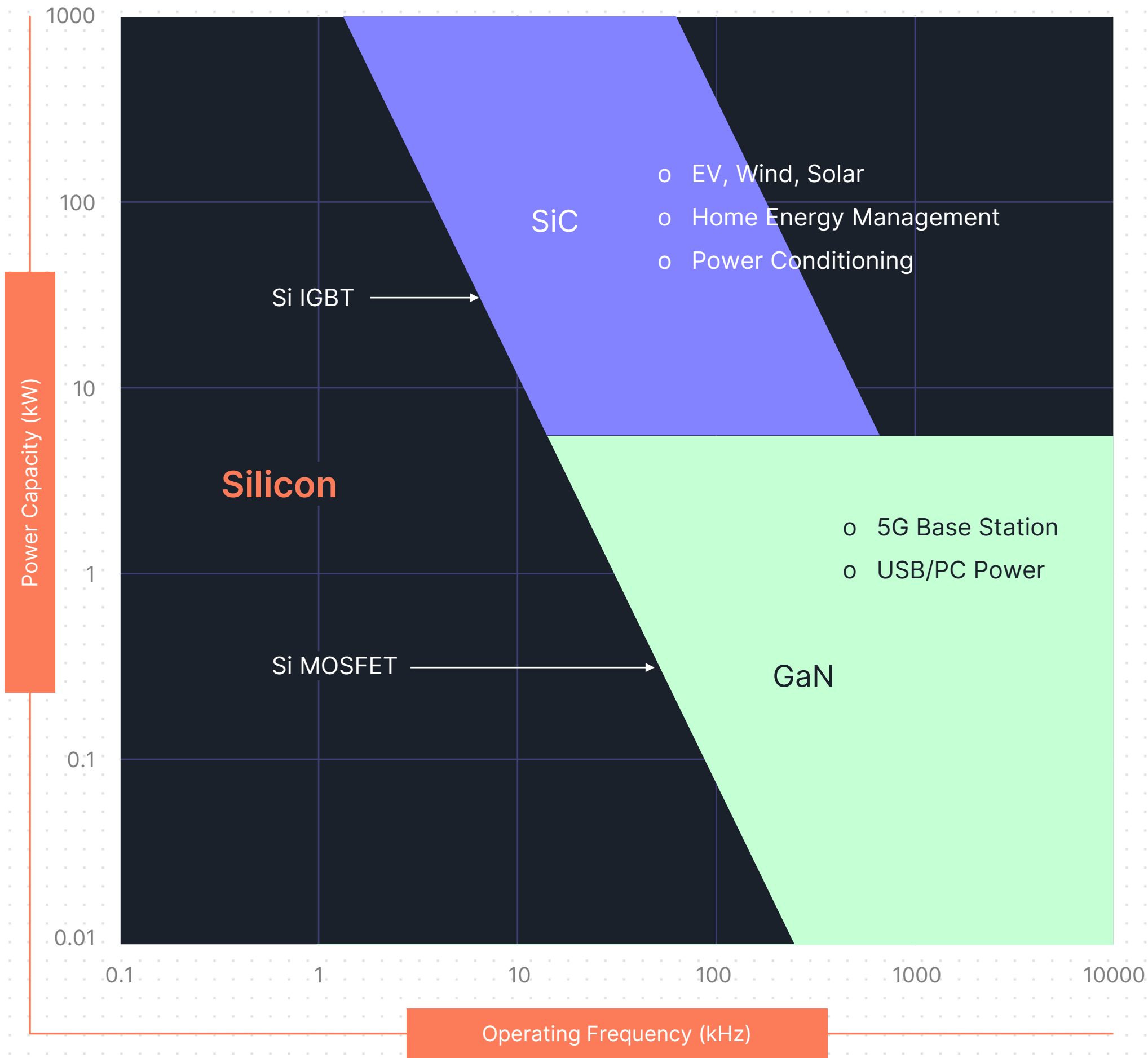
## Silicon Carbide Devices<sup>1</sup>



## GaN Devices<sup>2</sup>



1,2 Grand View Research



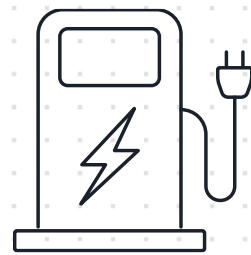


# Silicon Carbide – EV Is Just The Beginning



## Vehicle Electrification

- Extend Range
- Reduce Weight



## EV Charging

- Faster Charging
- Higher Efficiency



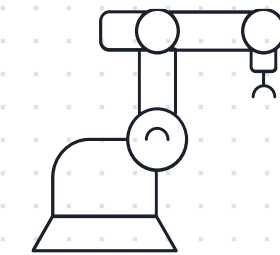
## Renewable Energy

- Solar
- Wind
- Energy Storage



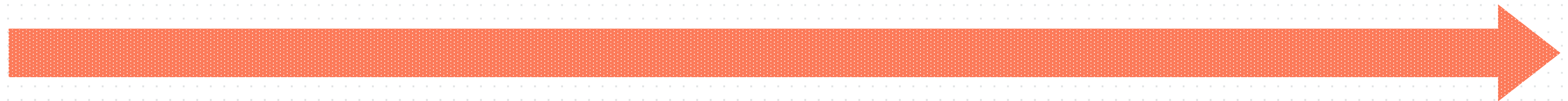
## Server & Telecom

- Power Conservation

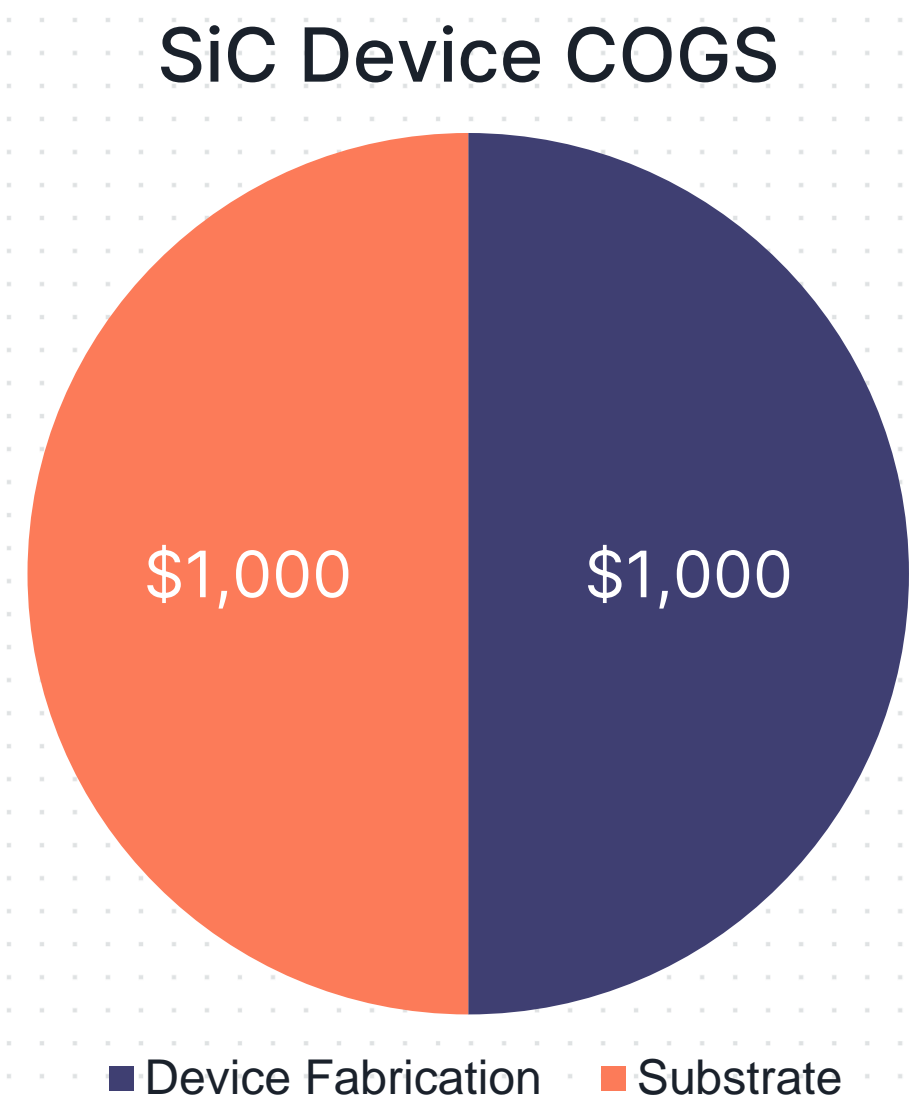


## Industrial Power

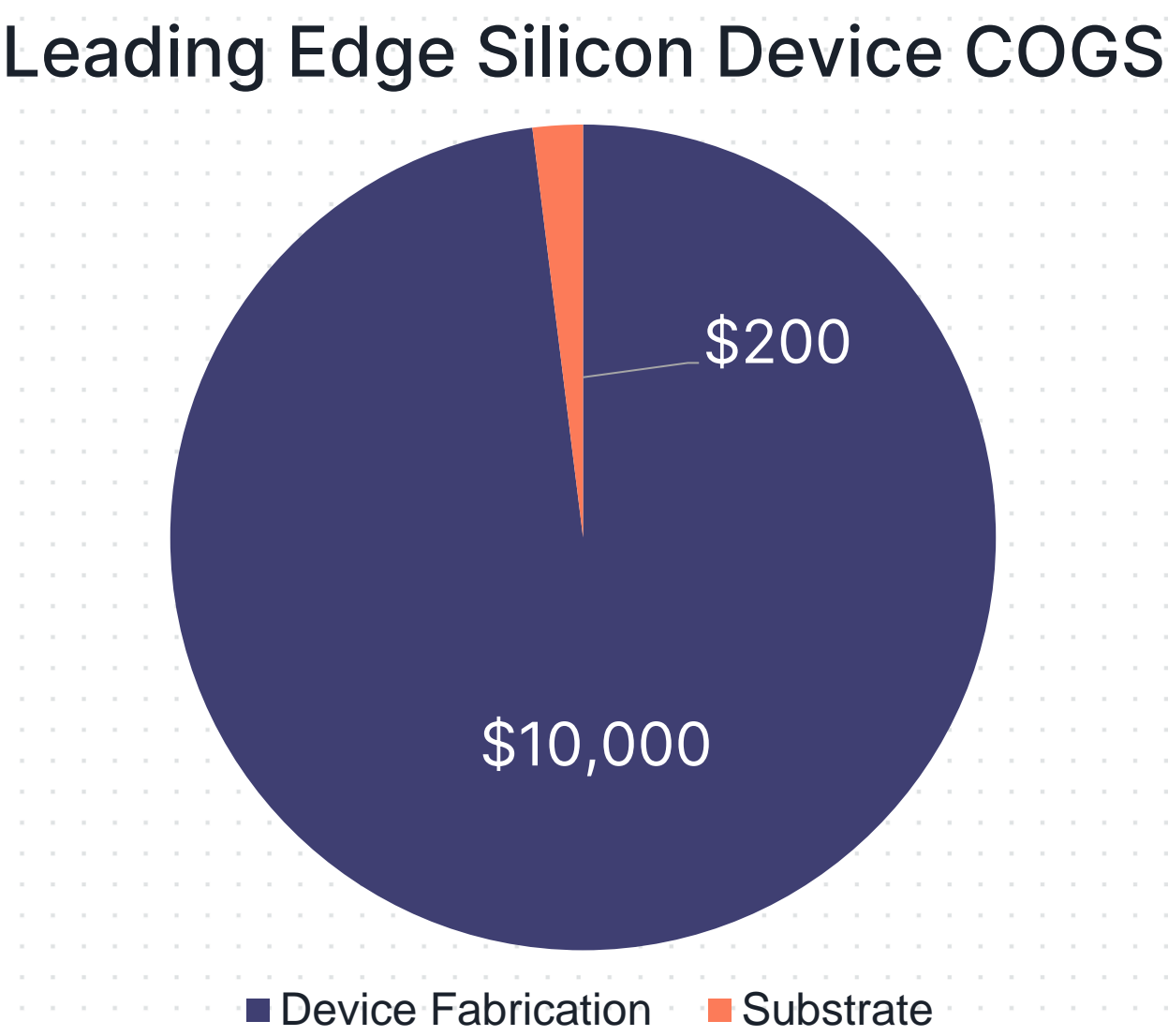
- Servo Driver
- Electric Rail



# SiC Substrate Enables SiC Device Performance



SiC substrates contribute a significantly higher portion of SiC device wafer cost of goods sold than Si Substrates for Silicon device wafers



Value is derived from SiC properties rather than extremely fine feature size device fabrication



# Product Lineup

# The only fully-automated and integrated single-wafer grinding and polishing platform for silicon carbide



**7AF-HMG**

Silicon Carbide Grinder



**6EZ**

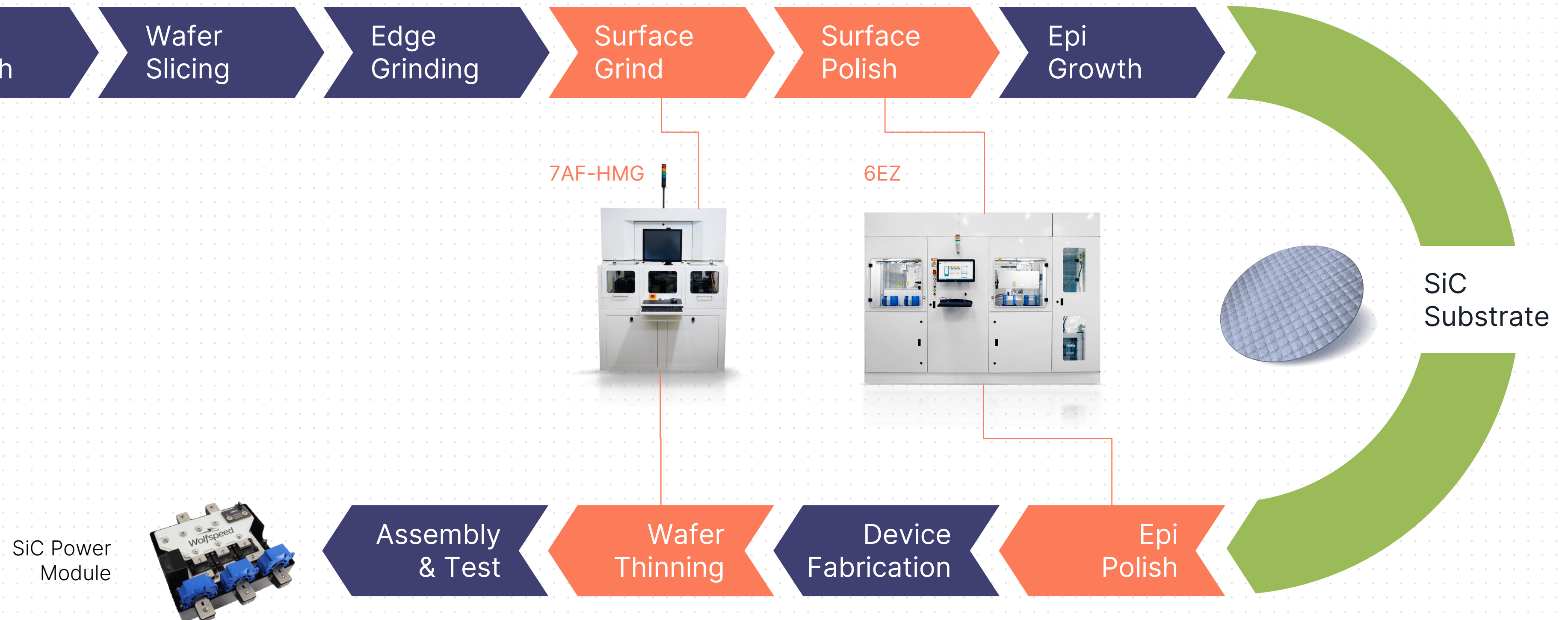
Silicon Carbide Polisher

Substrate grinding and polishing are critical steps in compound semiconductor substrate manufacturing

Co-optimization of grind and polish can significantly improve device cost and yield

Revasum Equipment + Process Solutions enable best in class substrate surface preparation and device wafer thinning

# SiC Manufacturing Flow

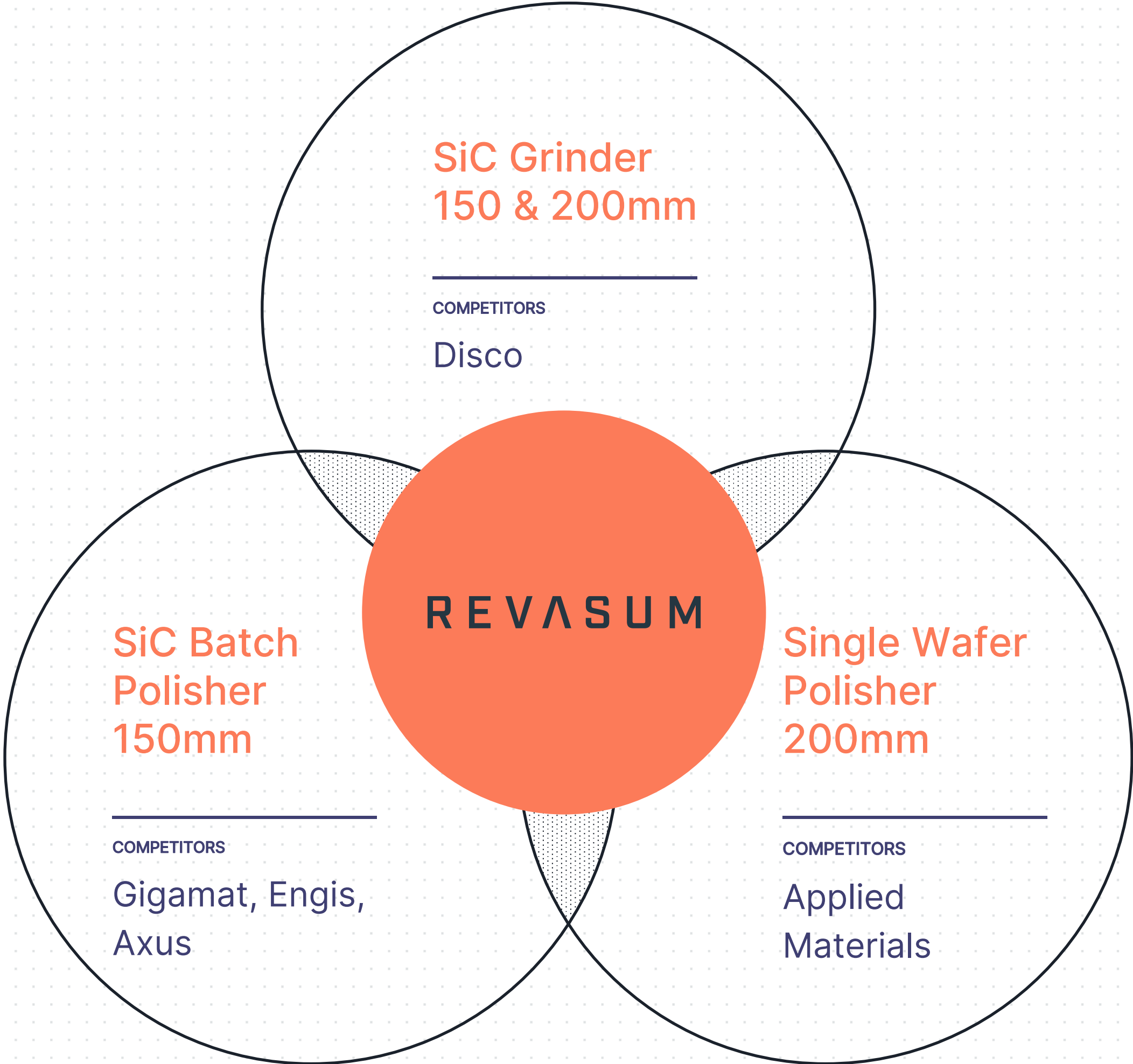


# Competition



**Silicon Carbide is the new frontier  
with few competitive equipment  
suppliers in a high-growth market**

Revasum is the only  
global supplier of both  
SiC grinding and  
polishing equipment



# Strategy & Outlook

# Mid Term Growth Strategy

## Customer Partnerships and Responsiveness

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- Leverage customer relationships to deliver the most cost-effective technology to meet market needs
- Become more agile than larger diversified competitors to optimize product fit to market

## More Efficient and Sustainable Products

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- Next generation polisher with >2x throughput of 6ez and 30% lower consumable usage
- Faster and stiffer grinder for productivity and wheel life extension (consumable cost reduction)

## Expansion of Lucrative Consumable Materials Market

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- Path to manufacturing line is through equipment manufacturer
- Grind: >\$400k/year/tool
- Polish: >\$700k/year/tool
- Currently capturing about \$2M in consumable sales annually
- Expansion opportunities under study



# Financial Highlights

# Forward Looking Statements

This presentation contains forward looking statements, including statements of current intention, statements of opinion and predictions as to possible future events. Forward looking statements should, or can generally, be identified by the use of forward-looking words such as “believe”, “expect”, “estimate”, “will”, “may”, “target” and other similar expressions within the meaning of securities laws of applicable jurisdictions and include but are not limited to the expected outcome of the acquisition. Indications of, and guidance or outlook on, future earnings or financial position or performance are also forward-looking statements. Such statements are not statements of fact and there can be no certainty of outcome in relation to the matters to which the statements relate. These forward-looking statements involve known and unknown risks, uncertainties, assumptions and other important factors that could cause the actual outcomes to be materially different from the events or results expressed or implied by such statements. Those risks, uncertainties, assumptions and other important factors are not all within the control of Revsum and cannot be predicted by Revasum and include changes in circumstances or events that may cause objectives to change as well as risks, circumstances and events specific to the industry, countries and markets in which Revasum operates. They also include general economic conditions, exchange rates, interest rates, competitive pressures, selling price, market demand and conditions in the financial markets which may cause objectives to change or may cause outcomes not to be realized.

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# FY 22 Financial and Operational Highlights

## Financial Highlights

- FY22 revenue of US\$14.7M (FY21: US\$13.7M), a 7.6% increase year on year (YOY)
- Other revenue of US\$7.1M (FY21: US\$6.2M), a 14% increase year on year (YOY)
- Equipment gross margin of 26.1% (FY21: 23.8%)
- Healthy total backlog of US\$8.0M as of 26 January 2022 (US\$8.6M as of 25 February 2022)

## Operational Highlights

- New management: Scott Jewler CEO, Bruce Ray CFO, and Fred Sun CTO
- 6EZ polisher
  - Shipped 2<sup>nd</sup> polisher to a major customer
  - Multiple orders for the 6EZ 200mm conversion kit
  - Next generation Tolosa project revamped and kicked off
- Expanded the wafer back grind footprint of 7AF shipping a second customer repeat units and 3 wafer back grind units in backlog
- Resolved supply chain issues with a critical component

# Q1'23 Financial and Operational Highlights

## Financial Highlights

- Total revenue of US\$4.28 million increased nominally despite comparing to the best quarter of 2022 (Q1 FY22: US\$4.28 million, an increase of 140%+ compared to Q1 FY21)
- Operating expenses in Q1 FY23 were US\$2.55 million (Q1 FY22: US\$3.05 million), a decrease of 16.4%
- Inventory reduction efforts continued, at the end of Q1 FY23 was US\$8.82 million (Q4 FY22: US\$9.32 million), a decrease of 5.4% QOQ and down US\$1.71 million or 16.2% vs the Q2 FY22 peak of US\$10.53 million
- Free Cash Flow declined to negative US\$0.72 million (Q4 FY22: negative US\$0.85 million), a decrease of 15.2% QoQ and down US\$3.60 million or 83.3% vs Q1 FY22 negative US\$4.33 million
- Total backlog of US\$7.53 million as of 16 May 2023, inclusive of US\$5.09 million in equipment orders
- Secured additional financing and restructured debt
  - Secured additional financing of up to US\$2,000,000 from Firsthand Technologies with principal and interest payments deferred until the SQN note is repaid;
  - Reached agreement with SQN to bring the company out of default, delay principal payments, re-amortize the loan to relieve principal and interest (P&I) pressure in 2024 and 2025, and lower the minimum liquidity requirement

## Operational Highlights

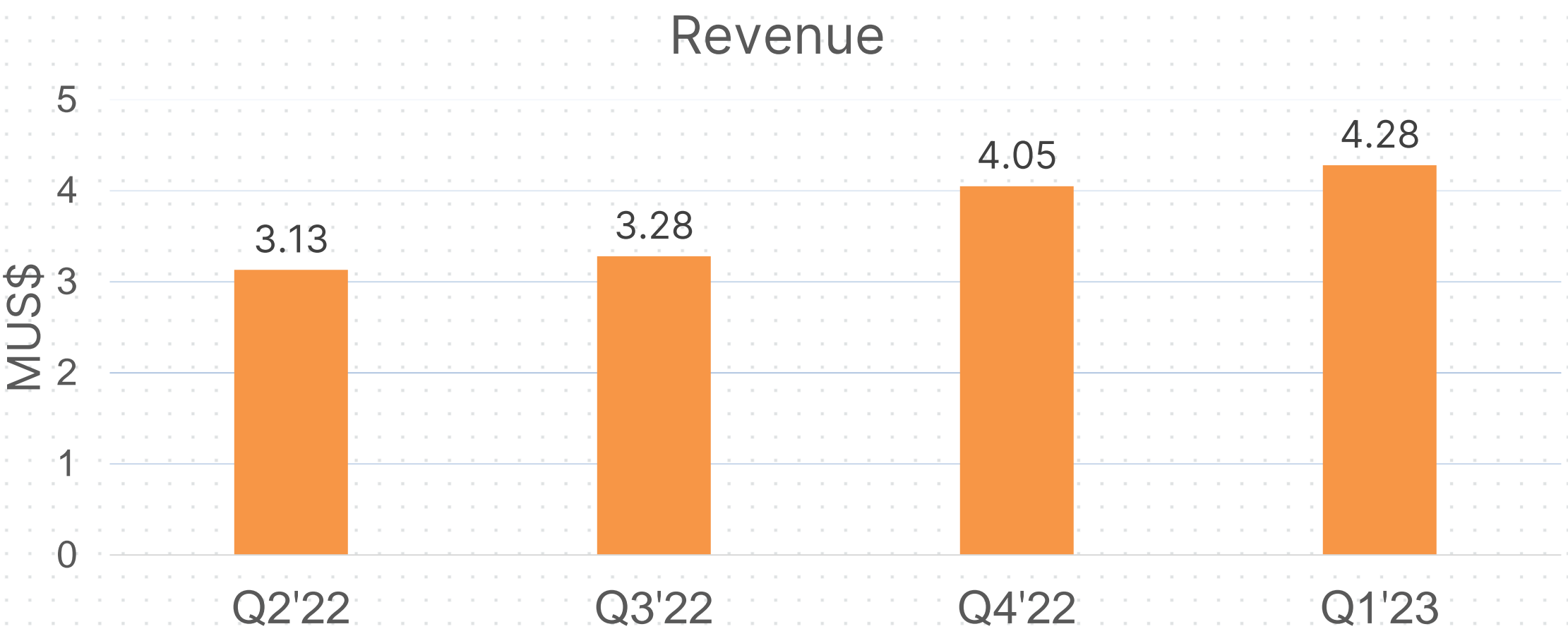
- 6EZ polisher
  - Completed installation of 6EZ chemical mechanical polishing system at 2nd large customer manufacturing facility and entered into process qualification
  - Released software and machine setting upgrades to enable a ~20% Increase in equipment productivity
  - 200mm conversion kit was shipped to one customer and a second conversion kit is on order to ship to another customer
  - Work continued on design of the next generation CMP tool called Tolosa



# Operating Discipline and Continuous Improvement

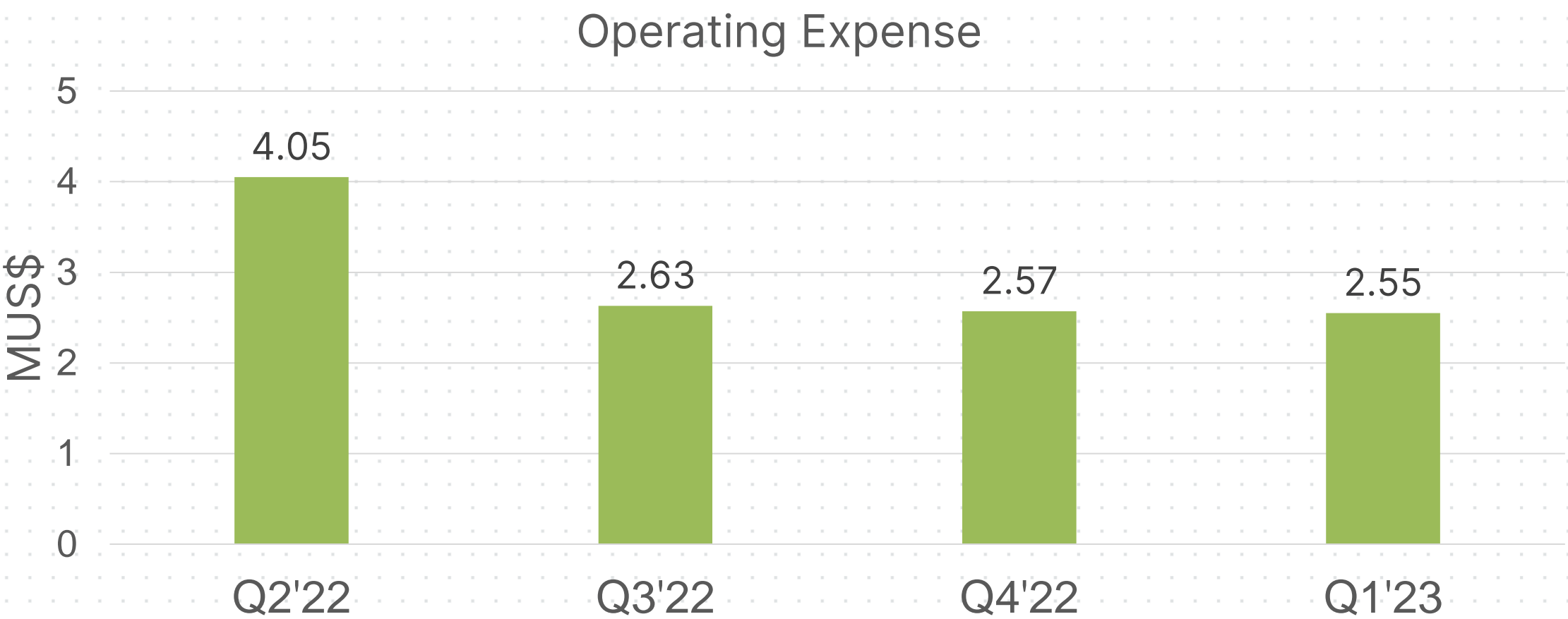
- **Revenue Growth**

- 3 consecutive quarters of revenue growth
- Growth trend expected to continue in Q2'23



- **Operating Expense Control**

- Restructuring actions since Q2'22 will yield US\$1.5 million in annualized savings
- Complete review of recurring expenses and contracts has resulted in >US\$500 thousand in annualized savings



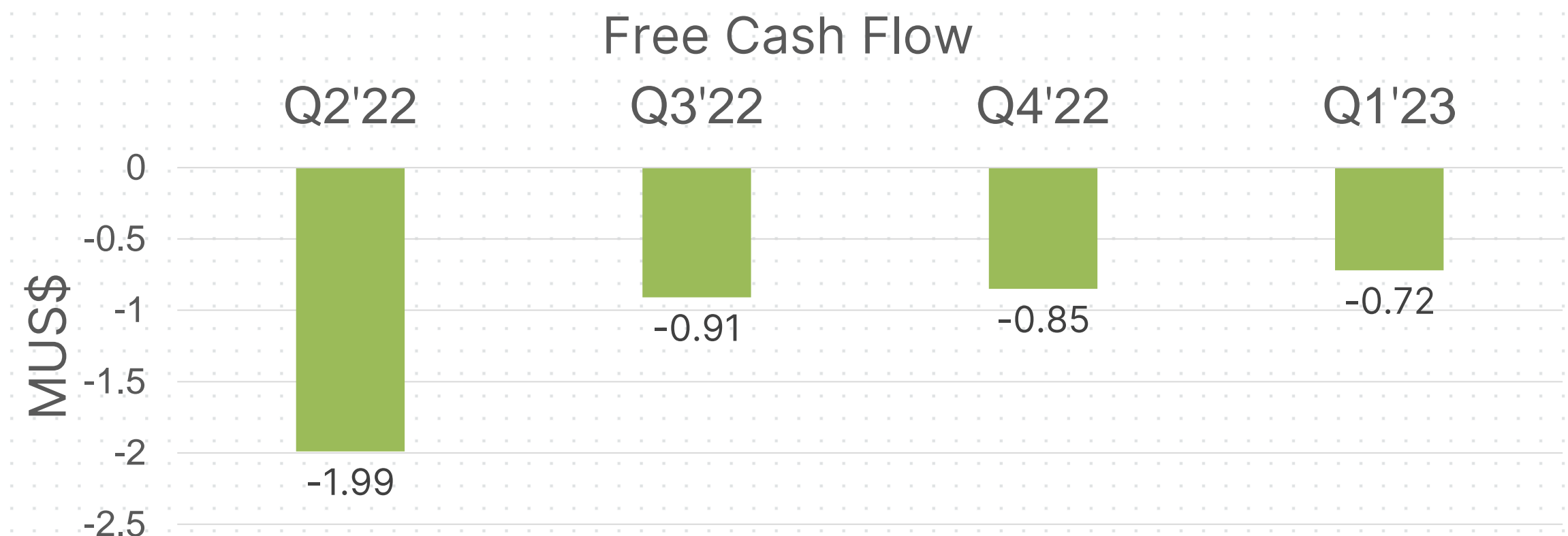
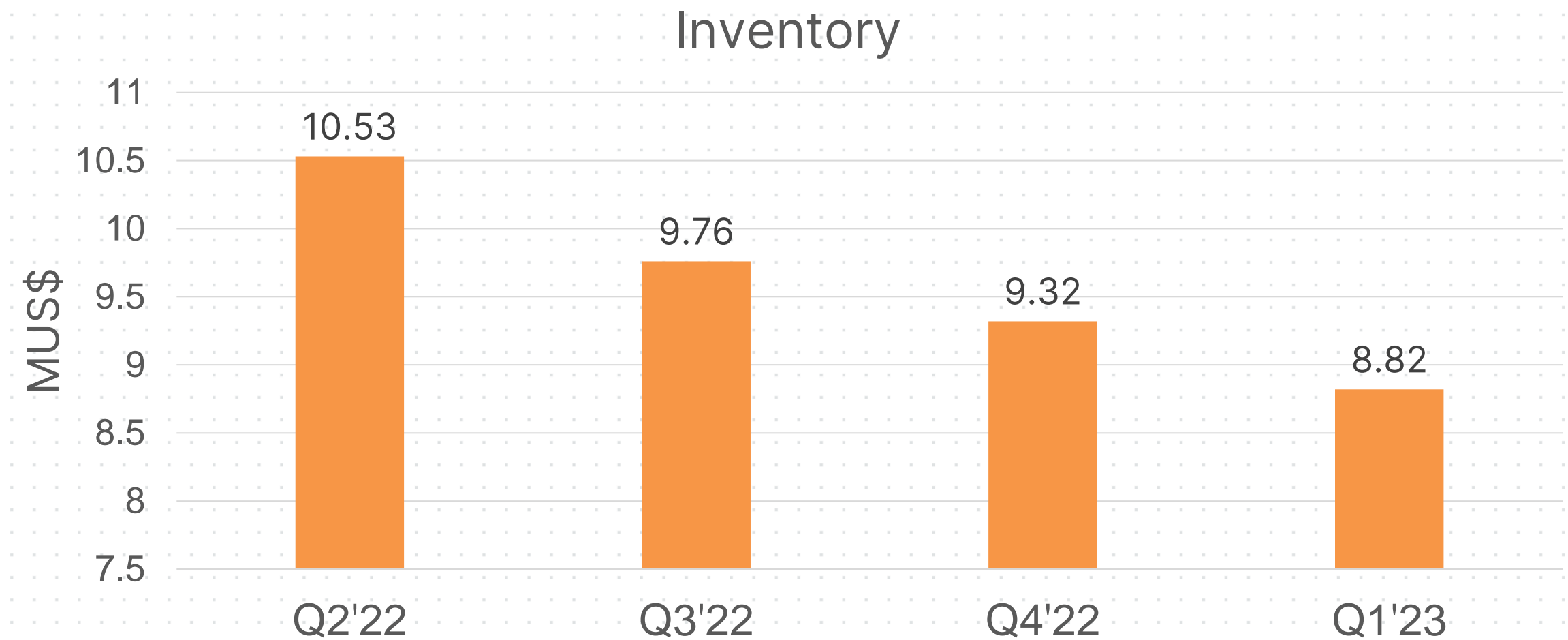
# Operating Discipline and Continuous Improvement, continued

- **Inventory reduction**

- Inventory build through Q2'22 result of:
  - Over investment in CMP tool parts
  - Imbalance due to grinder supply chain constraints
- Introduced rule-based risk purchasing
- Increased tool and parts shipments

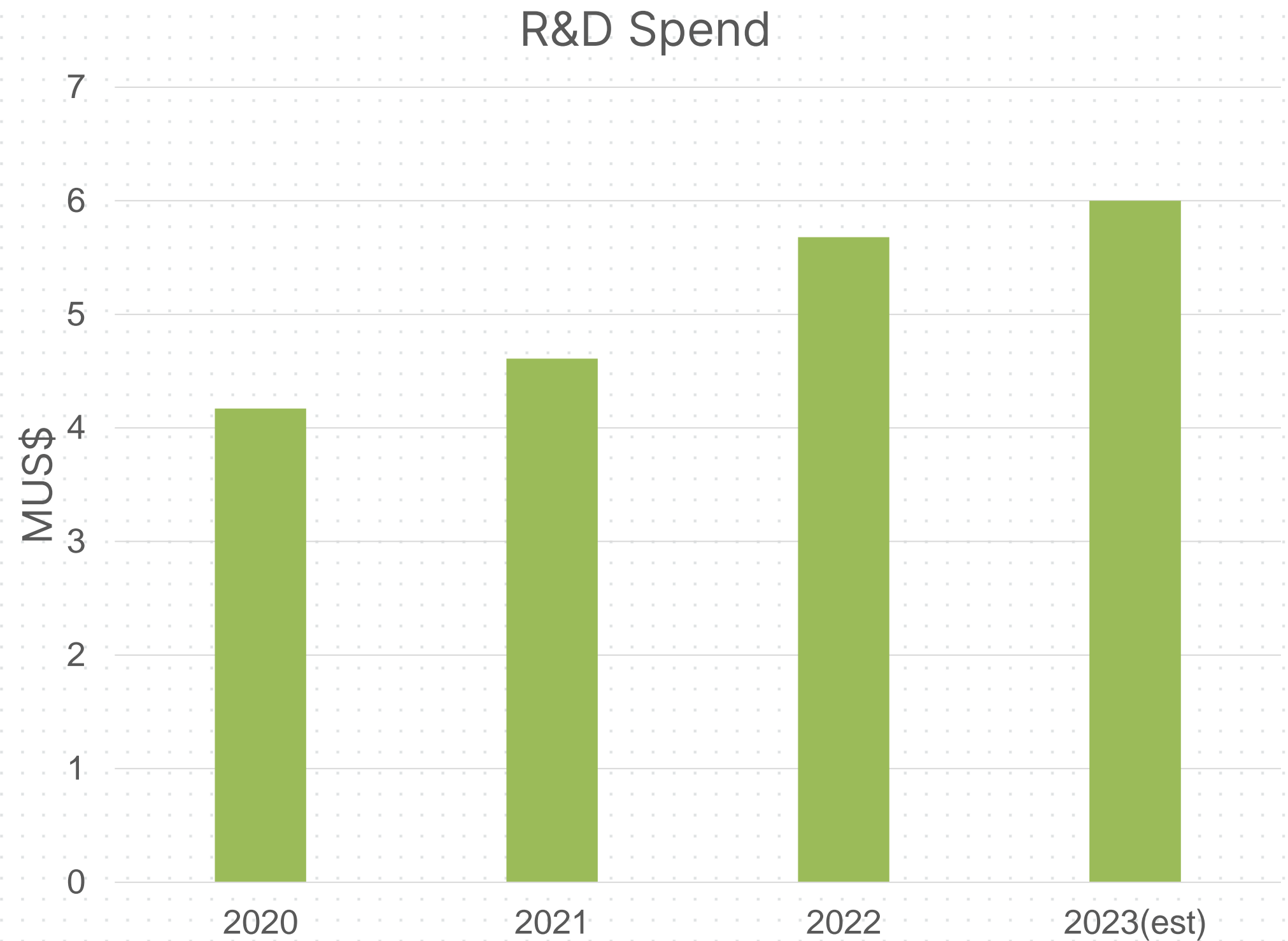
- **Free Cash Flow improvement**

- Annualized operating expense reductions of more than US\$2 million since Q2'22
- US\$1.7 million in inventory reductions since Q2'22



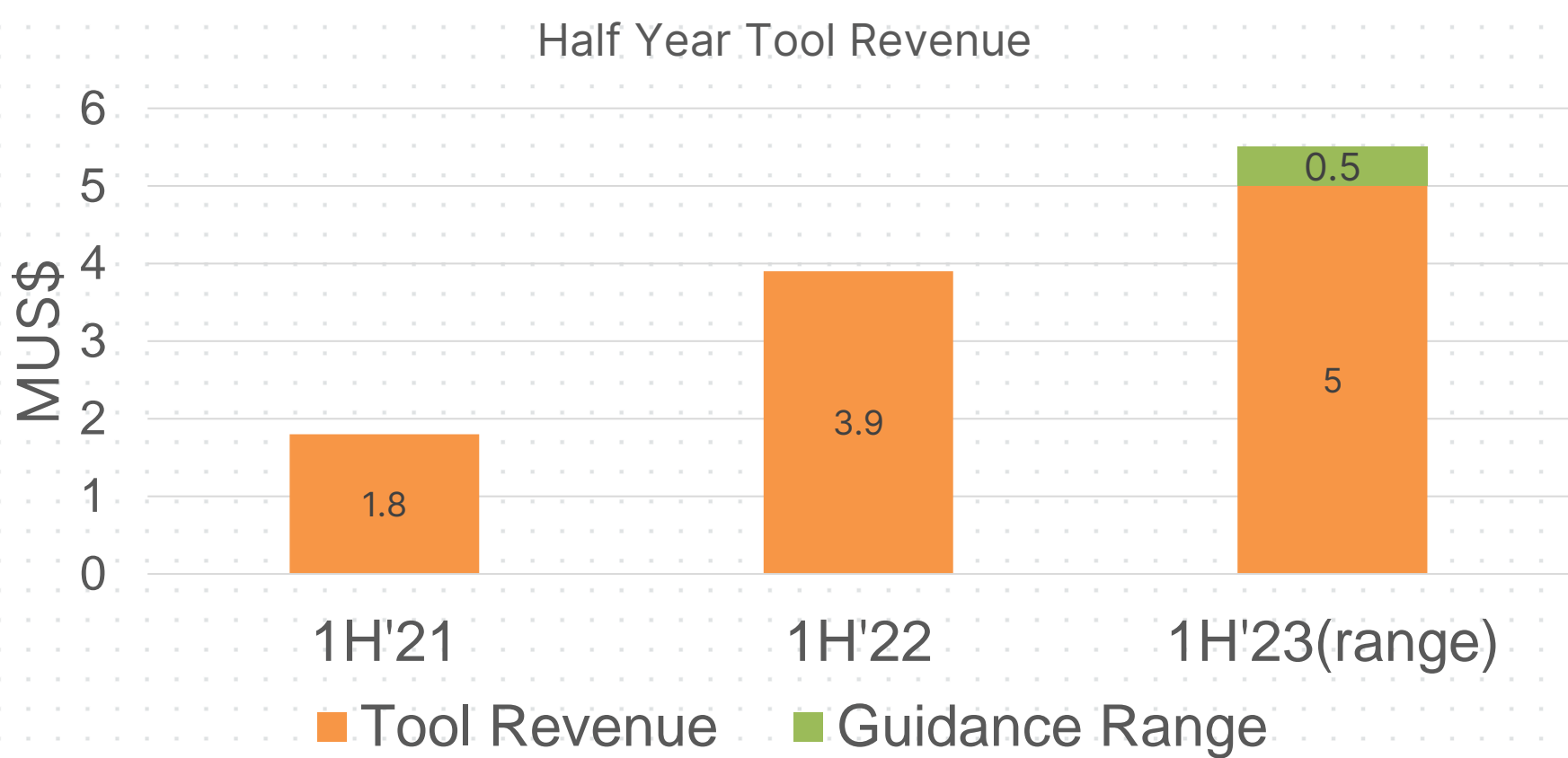
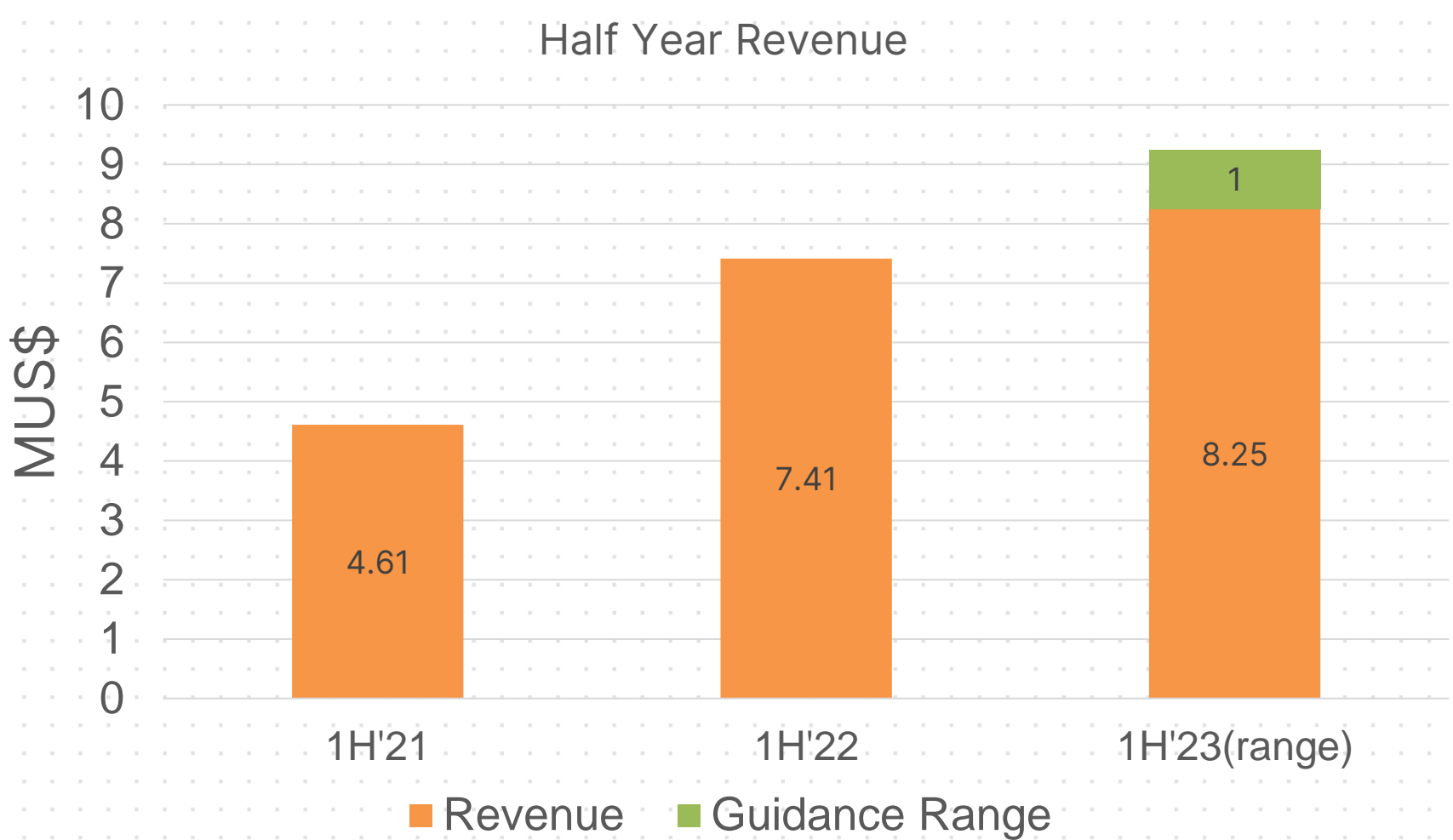
# Investment in Future Products and Product Improvements is a Top Priority

- Continue investment in technology is critical to success in fast growing compound Semiconductor market
- Key accomplishments in 2022 and 2023 YTD
  - Recipe control head angle option for 7AF-HMG
  - >20% increase in 6EZ sprint capacity
  - Hardening of 6EZ for high reliability when operated with new highly acidic slurries
  - Modernization of metrology for improved correlation with customers
  - Improved SW reliability and user experience



# 1H'23 Revenue Guidance

- Growth is accelerating with 1H Revenue expected to finish from US\$8.25M to \$9.25M up 11% to 25% YoY
- 1H'23 Equipment Revenue is expected to finish from US\$5.0M to \$5.5M up 27% to 40% YoY
- Other Revenue is expected to grow modestly YoY







Q & A

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