

# **Energizing Innovation**™

for wearable devices & connected sensors

September 2020

# Safe Harbor Statement

This report includes forward-looking statements covered by the Private Securities Litigation Reform Act of 1995. Because such statements deal with future events, they are subject to various risks and uncertainties and actual results for fiscal year 2017 and beyond could differ materially from the Company's current expectations. Forward-looking statements, including estimates of capacity, selling price and other material considerations, are identified by words such as "anticipates," "projects," "expects," "plans," "intends," "believes," "estimates," "targets," and other similar expressions that indicate trends and future events.

Factors that could cause the Company's results to differ materially from those expressed in forward-looking statements include, without limitation, variation in demand and acceptance of the Company's products and services, the frequency, magnitude and timing of raw-material-price changes, general business and economic conditions beyond the Company's control, timing of the completion and integration of acquisitions, the consequences of competitive factors in the marketplace including the ability to attract and retain customers, results of continuous improvement and other cost-containment strategies, and the Company's success in attracting and retaining key personnel. The Company undertakes no obligation to revise or update forward-looking statements as a result of new information, since these statements may no longer be accurate or timely.

Thinfilm financial reports may be accessed via the following web page: <a href="https://thinfilmsystems.com/investor-relations/presentations-webcasts/">https://thinfilmsystems.com/investor-relations/presentations-webcasts/</a>



# our focus – superior energy density, longer life

Disrupting the market with steel, stacking, scale



# Designing & manufacturing premium microbatteries

- > 2x energy density
- 2-3x recharge cycles / lifetime
- Safer than Li-ion



# Leveraging proprietary IP & unique technology platform

- Unmatched expertise on steel
- Validated roll-to-roll process
- Multi-cell stacking innovation
- Company owned, fully equipped ISO9001 facility



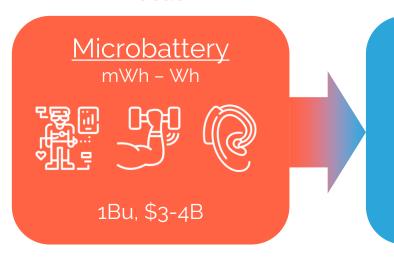
# Addressing unique market requirements

- Form factor & energy density for wearables
- Long lifetime & reliability for hearables and connected sensors



# market overview

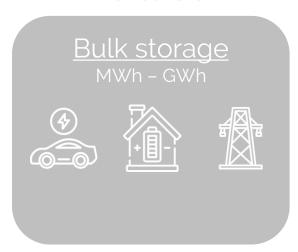
**Focus** 



**Future** 



For others...



**Energy** density

**Product** highlights

Technology platform

thinfilm

Volumetric

600 → 1000 Wh/l

Ultrathin form factors
Long lifetime
Application-specific pricing

Solid-state chemistry Roll-to-roll steel Stacking innovation Volumetric 1000+ Wh/l

Standard form factors Rapid charging

New anode Electrolyte improvement Gravimetric Wh/kg

Maximum capacity
Commodity pricing (per Wh)

Gigafactory

# microbatteries – our entry market

Established, growing markets; well aligned to existing factory

### **Initial focus**

### **Medical Wearables**

### **150M Units**

Continuous glucose monitoring, temperature monitoring, physiological monitoring

### Hearables

### 350M Units

Hearing assist, wireless headphones



### Subsequent expansion

### **Connected Sensors**

### 250M Units

Environmental sensors, commercial smart buildings, smart manufacturing

# Sports & Fitness Wearables

### 350M Units

Activity measurement, smart apparel



# novel architecture transforming microbatteries

# Established anode-less solid state chemistry

- Invented in 1990s
- Requires no further invention
- Demonstrated entitlement energy densities within months

# Deliver superior performance microbatteries at scale

### Innovative cell stacking & packaging

- Leverages steel hermeticity
- Delivers high volumetric energy density
- Enables form factor customization

### Proven ultrathin steel substrates

- Proprietary Thinfilm development
- Reliably shipped millions of EAS units
- Roadmap down to 10 microns

### Installed ~\$40M scale-up R2R factory

- Sheet-to-sheet development line
- Cost-effective path to high volume
- Supports technology roadmap



# delivering value to target markets



### **Premium Product**

2x energy density
2-3x longer life
2x charging speed
No risk of fire/explosion
Form factor options

### Hearables: lower OEM costs with longevity

SSLB 1000+ cycles (vs. 300-400 for li-ion)

- supports full nightly charge over 3-4 years
- reduces OEM warranty/service expenses

### Wearables: never-before-possible form factors

SSLB energy densities allow same battery life in ½ current volume SSLB shape options match wearable shape, contours

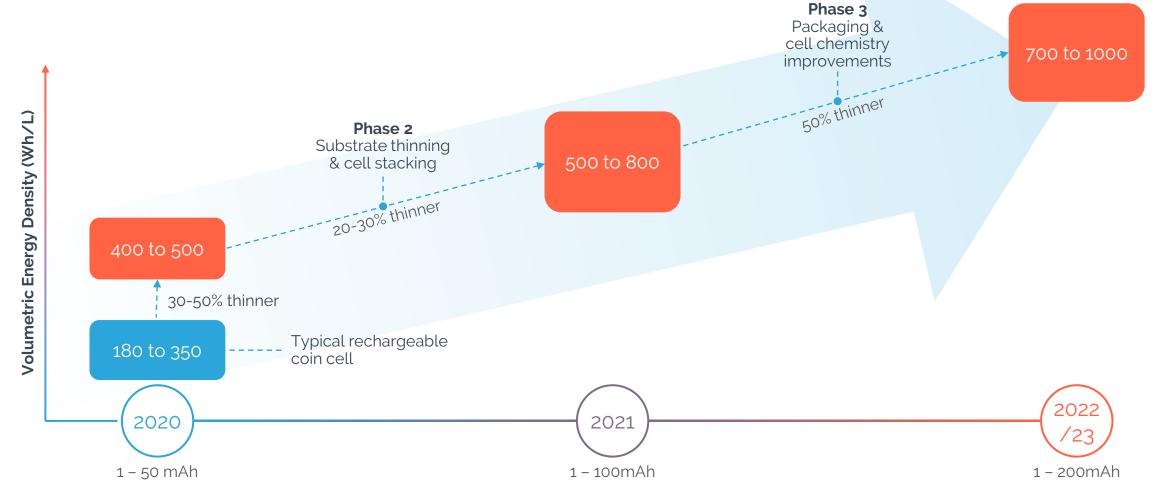
### Sensors: safe, perpetual operation

SSLB cycling enables long-life trickle charging via energy harvesting - minimize or eliminate sensor maintenance costs due to failed battery SSLB safety allows placement in hard-to-reach areas



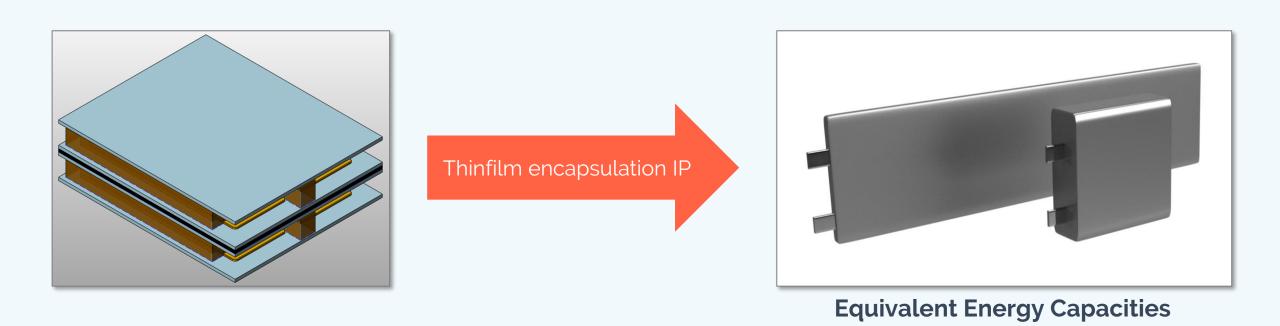
# developing leading energy densities

Expanding capacity while reducing thickness





# stacking innovation to increase capacity Unique stacking techniques

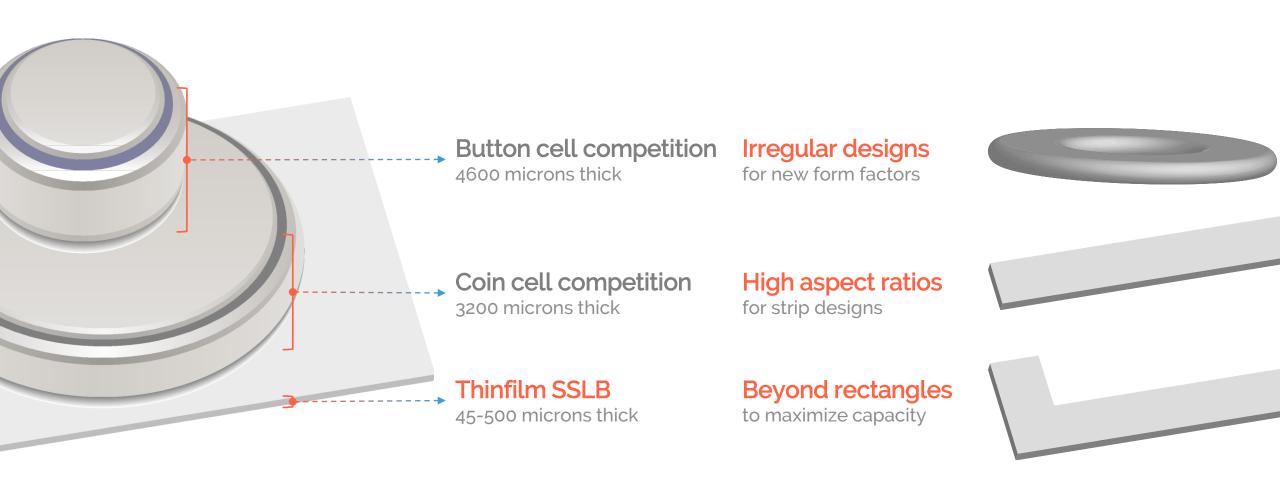


High-efficiency stacking expands inherent SSLB energy density advantages to larger capacities



# providing ultrathin form factors

Dramatic reduction in minimum thickness; new shape potential





# strategic investments



### Developing a technology & manufacturing platform within existing ISO9001-certified facility

- High energy density, mAh-class Solid-state Lithium Batteries
- Cell stacking technology



### **Producing premium microbattery products**

- Energy storage capacity scaling to 200mAh with superior cycling performance
- Form factor options enable thinner, more comfortable wearables



### **Executing go-to-market strategy**

- Targeting market leading OEM customers in diverse markets
- Partnering with leaders in wireless power, energy harvesting, power management



# execution

Developing SSLBs exceeding the Cash generation 10M+ units energy density of rechargeable coin cells Cashflow breakeven Phase 3 enhancements First SSLB product revenue Phase 2 enhancements Customer Customer design-ins (2+) Multiple validation First samples batterysamples on Thinfilm specific IP equipment filings **Technical** Commercial 2020 2021 2022 2023



# energizing wearables & connected sensors

Winning through steel, stacking, scale

### **Opportunity**

- Billion-unit end markets
- 3-4B USD addressable opportunity
- 1-4 USD premium pricing

### Differentiation

- Premium microbattery products
- Rechargeable with > 2x energy density
- 2-3x cycling improvement vs. Li-ion
- Safe and reliable
- Customization potential → stickiness

Sustained cash generation based on defendable technical differentiation Full factory EBITDA potential \$100M+



# contact



Kevin Barber
Chief Executive Officer
<a href="mailto:kevin.barber@thinfilmsystems.com">kevin.barber@thinfilmsystems.com</a>

