



**ENSURGE™**

# Q1 2022 Preliminary Report

25 May 2022

**Kevin Barber**

CEO

# 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 2021 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.

Ensurge financial reports and presentations may be accessed online at <https://ensurge.com/investor-relations/>

# Q1 2022 Overview

# Ensurge Micropower

Delivering differentiated solid-state lithium microbatteries into existing billion-unit market



Novel solid-state lithium microbattery architecture



Own proven roll-to-roll manufacturing facility

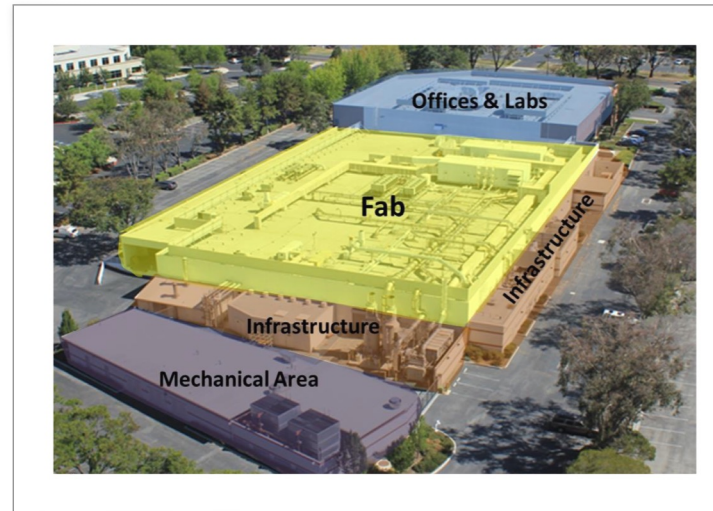


Intellectual property in architecture, barriers, materials, and packaging



**40+ employees**  
semiconductor and battery veterans

## San Jose, CA



- 20,000 ft<sup>2</sup> (2,000 m<sup>2</sup>) cleanroom
- 70,000 ft<sup>2</sup> (6,500 m<sup>2</sup>) office & labs



Higher energy densities, faster charging, form factor flexibility



Five signed customer agreements, additional agreements in pipeline



~\$100M EBITDA potential in current factory, based on mix



Initial production ramp target end of 2022

# Significant Progress during Q122



## Technology Progress

Achieved higher unit cell cycling performance

Validated packaging materials and ensured packaging provides hermetic sealing

Optimizing fully packaged microbatteries that meet capacity and cycling targets for customer samples



## Commercial Progress

Our customers continue to validate our strategy and value propositions

Existing customers remain actively engaged and are in the process of integrating the Ensurge microbattery into their products

New customers with strong interest because the products are not possible without the Ensurge microbattery



## Team

Hired two key packaging technologists to accelerate packaging innovation

Hired two key equipment engineers focused on enabling end-to-end ultra-thin handling as well as production readiness



## 2022 Ongoing Focus

Convert current and new customer agreements into active product designs with initial revenue in Q4

Broaden customer activities across all target markets

Customer qualification of Ensurge technology & product

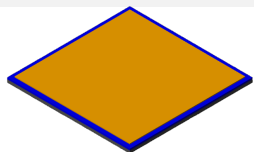
Establish operational readiness for production ramp

# Q1 '22 financials

	Q1 2022	Q4 2021	Q3 2021	Q2 2021	Q1 2021
<b>Beginning Cash:</b>	\$6,853	\$13,050	\$7,053	\$9,418	\$5,790
<b>Expenses (non-gaap):</b>					
<b>Operations</b>	\$808	\$504	\$794	\$660	\$583
<b>R&amp;D</b>	\$689	\$896	\$998	\$856	\$947
<b>Sales &amp; Marketing</b>	\$215	\$181	\$213	\$226	\$154
<b>G&amp;A</b>	\$1,434	\$1,489	\$1,228	\$1,409	\$947
<b>Facilities</b>	\$1,198	\$1,208	\$1,222	\$1,068	\$1,083
<b>Total Operating Expenses</b>	\$4,344	\$4,278	\$4,455	\$4,219	\$3,714
<b>Cash Adjustments:</b>					
<b>Capital Purchases</b>	\$302	\$225	\$399	\$1,077	\$138
<b>Utica Payments (P&amp;I)</b>	\$1,311	\$1,311	\$2,863 <sup>1</sup>	\$563	\$596
<b>Changes in Working Capital</b>	\$18	\$383	\$320	\$(552)	\$147
<b>Total Cash Adjustments</b>	\$1,631	\$1,919	\$3,582	\$1,088	\$881
<b>Total of Operating Expenses and Cash Adjustments</b>	\$5,975	\$6,197	\$8,037	\$5,307	\$4,595
<b>Proceeds of Offering</b>	\$10,796	-	\$14,034	\$2,942	\$8,223
<b>Ending Cash</b>	\$11,674	\$6,853	\$13,050	\$7,053	\$9,418

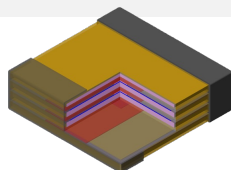
1 – Utica principal "catch-up" payment in Q3 21'

# Technology Progress



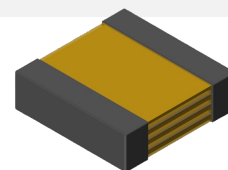
## Unit cells that meet capacity and cycles targets

- ✓ Achieved capacity and cycling targets
- ✓ Demonstrated superior performance
  - ✓ **3X faster charging**
  - ✓ **5C high-pulse discharge**
- ✓ Using 10um steel enabling high energy density and form factor flexibility



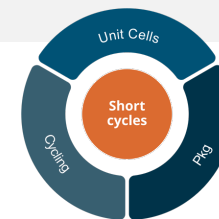
## Achieve ambient free packaging and hermeticity

- ✓ Validated internal packaging materials remain neutral during battery operation
- ✓ Developed innovative solution to prevent ambient penetration that can degrade cycling performance
- ✓ Filing multiple patents based on new architecture



## Integrate to achieve sample capacity and cycling

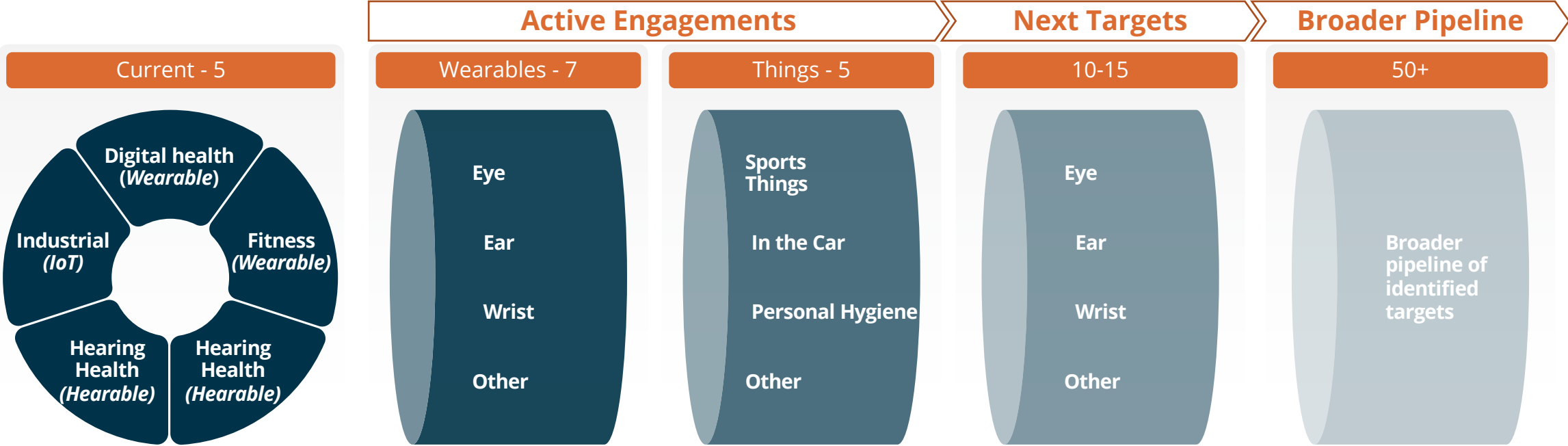
- ✓ Significant achievement of end-to-end handling of ultra-thin substrates
- ✓ Integrated battery, unit cell processing, stacked and packaged microbatteries
  - Remaining requirement to consistently meet the initial target cycling performance
  - Solution identified that is undergoing validation
  - Expect to provide Ensurge microbattery samples to customers shortly



## Cycles of learning

- Rate of learning is set by processing times and testing/evaluation times
- Unit cell manufacturing time reduced to 9 days
- Packaging process time reduced to 9 days
- Cycle testing is based on rate of charging, typically two weeks or more
- Acceleration of cycles of learning by a factor of 2

# Customer Engagement



**From samples to production...**

Helping customers build boards for Ensurge microbatteries now

Provide initial samples to signed customers

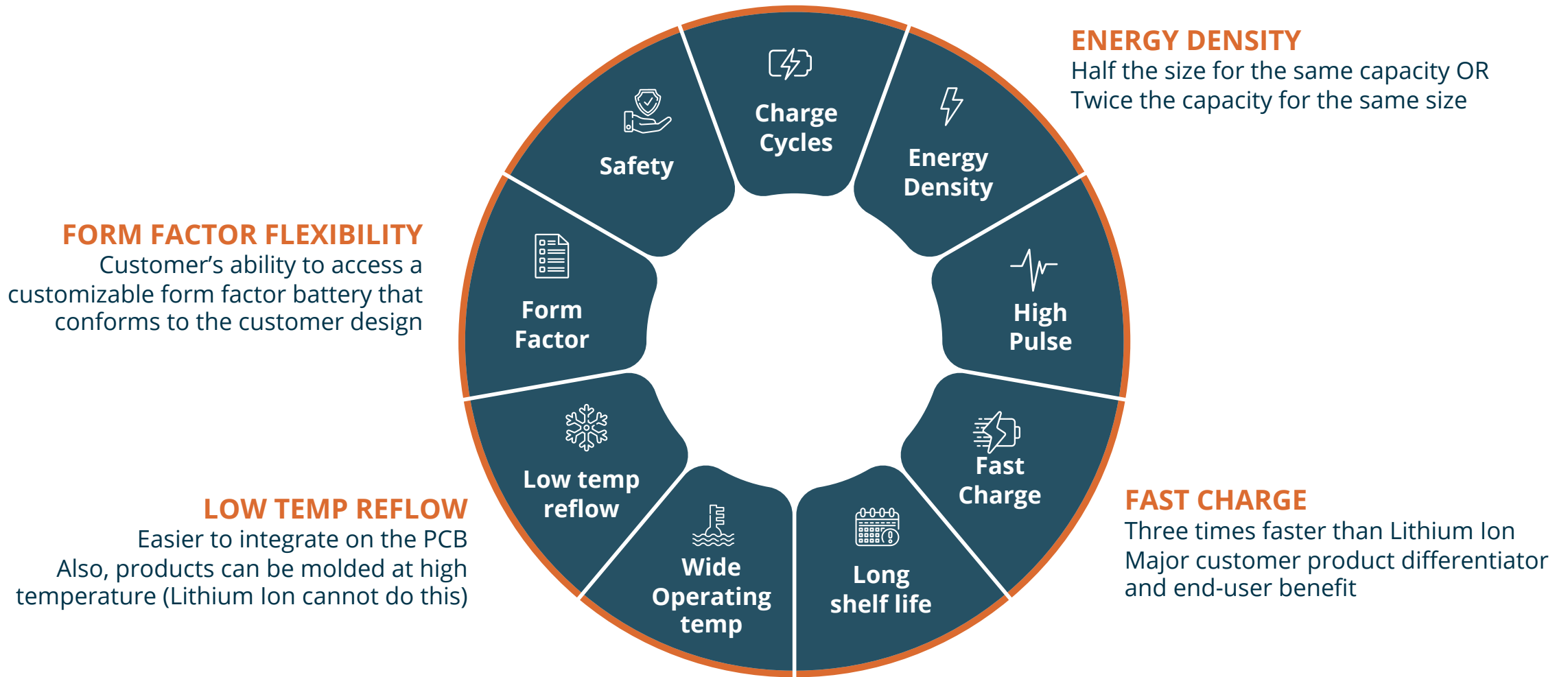
Broaden sample engagements

Support design-in of Ensurge microbattery

Deliver product in-time for customer ramp

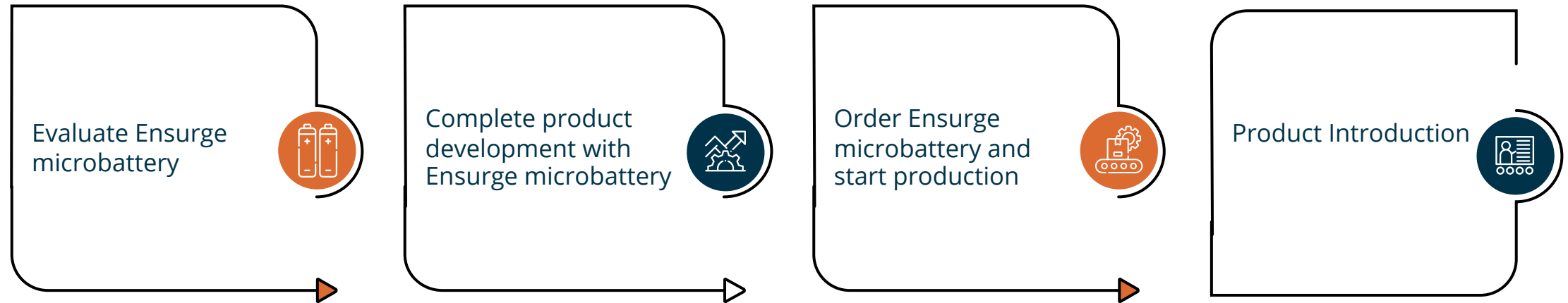


# Value Propositions Driving Customer Engagements



# Customer's Product Development Process

## Customer Development Process



### SHORTER TIME TO REVENUE CUSTOMERS

- Want samples now
- Strongest alignment with Ensurge value propositions
- Smaller, agile companies with faster evaluation and development time
- Initial revenue in Q422-1H23; growing beyond

### LONGER TIME TO REVENUE CUSTOMERS

- Many want samples now for evaluation
- Strong alignment with Ensurge value propositions
- Mid-size to large companies with longer evaluation and development time
- Initial revenue in 2H2023; growing beyond



# How Ensurge Wins

# First mAh Solid-State Lithium Microbattery\*



## Ensurge microbattery unique benefits

- Higher energy density – 2X
- Customizable form factor



## Benefits of solid-state vs. Li-Ion

- Fast charge – 3X
- High pulse discharge - 5X+
- Charge cycles – 2X+



\* mAh and microbattery refer to 1-100 mAh capacity required by a range of personal electronics, medical devices and IoT connected sensors

# Novel Microbattery Architecture

## Ultra-thin 10 $\mu$ m steel substrate

- High energy density
- High mechanical strength

## Innovative cell-stacking & packaging

- Maximizes energy density
- Customizable
- Contacts for direct PCB connection







## Roll-to-Roll manufacturing facility

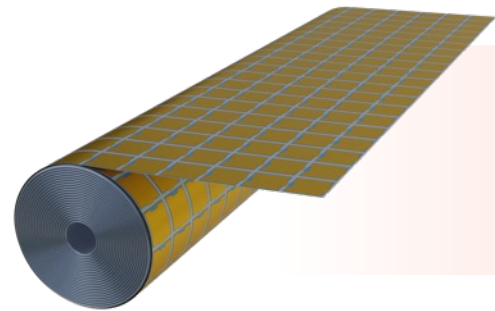
- High throughput, low cost
- Conventional manufacturing environment

## Established anode-less solid-state chemistry

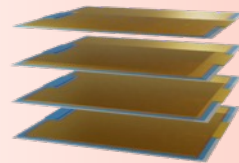
- Lower cost
- 1000+ cycles
- Rapid charging and high pulse discharge

# Ensurge: performance and customizability, at scale

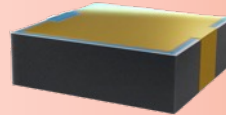
		energy density more battery life per unit volume	recharge cycles longer lasting hearables, wearables, sensors	charging speed improved user experience	safety no fire, explosion, heat risk	form factor enabling unique end products
	<b>Ensurge SSLB</b>	2x	2-3x	2x		rectangle ultra thin
	vs.					
	<b>Li-ion button cell</b>	1x	1x	1x		thick circle



Scale via roll-to-roll fabrication



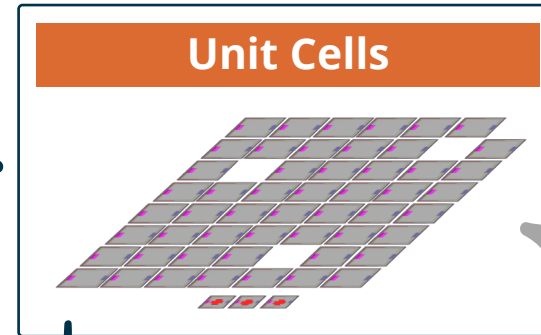
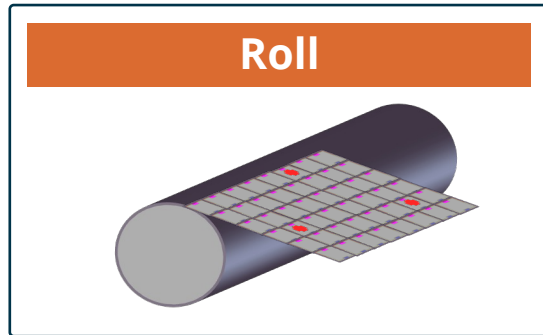
precision stacking & encapsulation



Microbattery product platform

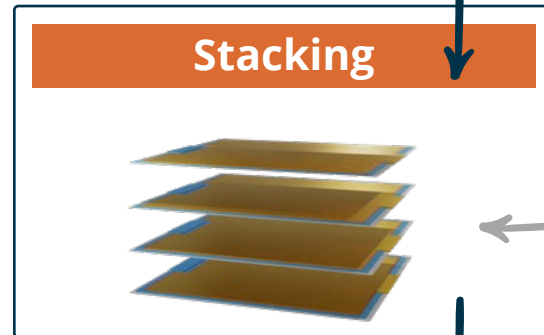
# Ensurge Microbattery

Roll-to-roll deposition of cathode and solid electrolyte



Unit cells cut from roll

Multiple unit cells of the same size stacked to form a single Ensurge microbattery



Customize Height (# of stacks)

Customize Length & Width

**Form Factor Flexibility**

Stacked cells encapsulated and connectors added on both sides



**Reflow & SMT Compatible**

# Summary

## First mAh solid state lithium microbattery



### Novel architecture

- Superior energy density, lifetime, charging vs. Lithium-ion
- Customizable form factors
- 10µm steel substrate & innovative stacking/packaging



### Billion-unit, ten-billion \$ addressable market

- Hearables, wearables, sensors
- Improves existing applications and enables new ones



### Barriers to entry

- Extensive IP
- Thin film and roll-based manufacturing know-how



### Existing, production-grade factory

- \$40M equipment for high-capacity roll-to-roll mfg.



### Profitable

- EBITDA potential w/ existing facility ~\$100M







**Thank You**