



## Investor Presentation

*29<sup>th</sup> September 2021*

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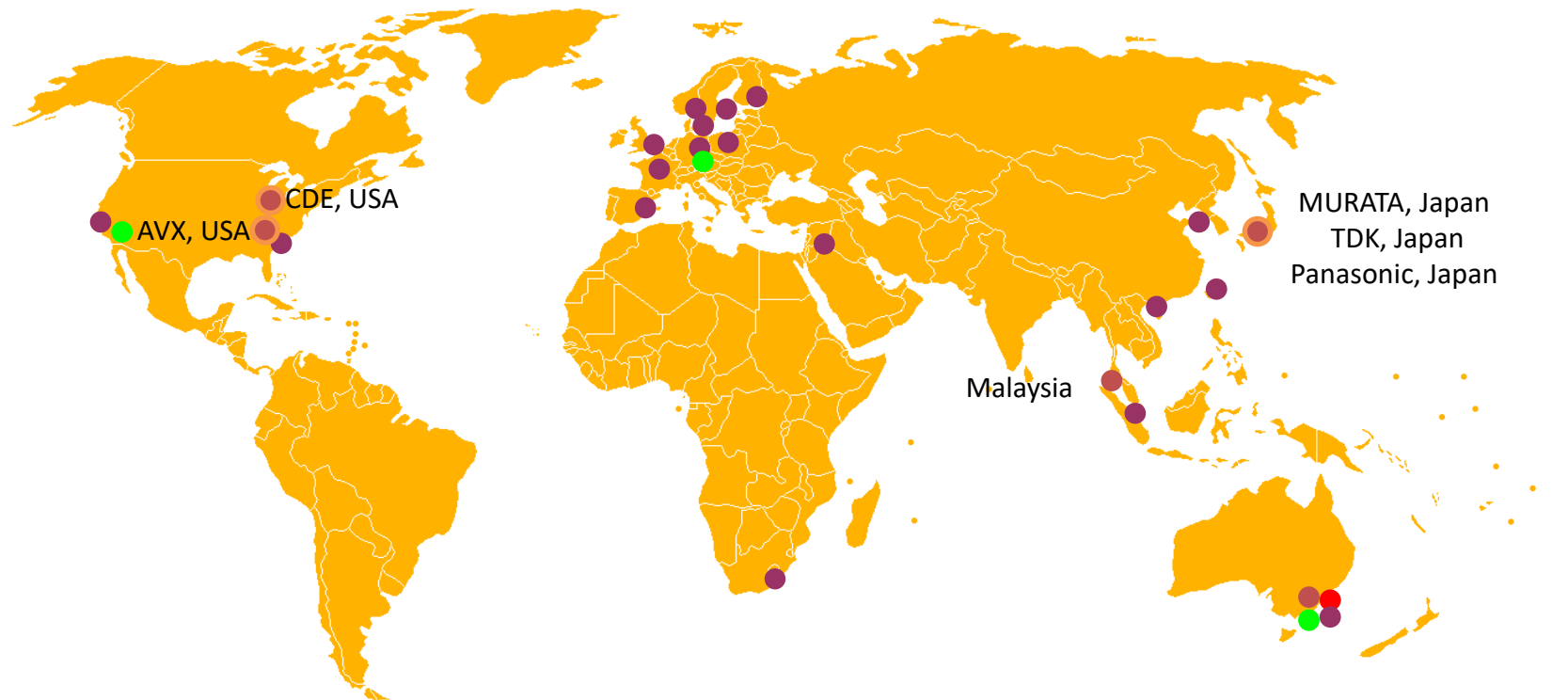
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# About CAP-XX

- A market leader in prismatic, high power supercapacitors
- Dual strategies of IP licencing and product sales
- Strong IP licensed to multinationals Murata, AVX, TDK, CDE & Panasonic
- Target applications are high growth (>US\$100m pa) IoT markets
- 30+ million CAP-XX supercapacitor cells sold
- Successfully relocated Murata's newest supercapacitor production lines from Japan to Australia and recommenced production
- New product launches in the pipeline



# About CAP-XX



- HQ, R&D, product & manufacturing development in Australia
- Volume manufacturing in Malaysia
- Global market coverage via local sales agents

- Headquarters
- Manufacturing & Licences
- R&D & Engineering
- Sales Agents

# Latest developments: FY21



- Revenue up 14% up on corresponding half-year
- Product sales up 30% driven by IoT markets
- Sales order book at end FY20/21 more than 160% higher than same time FY19/20
- Interest from global multinational companies increasing
- Ex-Murata production line and new facility project completed within budget and shipping to customers
- New facility handed over to Operations who are implementing production ramp up
- Aggregate level of customer enquiries well exceeds the full capacity
- CAP-XX is vigorously pursuing Maxwell and other companies for patent infringement

# Latest developments: FY21 Financials

- Adjusted EBITDA\* Loss is A\$0.4 million when adjusted for Murata Project Costs & related R&D Tax Rebate (net A\$1.56 million), patent infringement costs (A\$0.3 million) and one-off bad debt provision (A\$0.2 million) (2019: Loss of A\$1.6 million)
- Unadjusted EBITDA\* Loss (A\$2.5 million) (2019: Loss A\$4.2 million)
- Total sales revenue of A\$4.1 million up 14%. Product sales up 30%
- Like for like gross margin decreased to 43% from 52% mainly due to reduced licencing revenue
- Underlying Total Expenses excluding share-based payments A\$5.9m down A\$0.6 million (10%)
- Cash reserves as at 30<sup>th</sup> June 2021 were A\$0.2 million before net cash proceeds from capital raise (A\$4.8 million), EBT Transaction (A\$0. 7million) and expected R&D tax rebate (A\$3.2 million) (Cash Reserves: 31<sup>st</sup> December 2019: A\$1.8 million).

\* Adjusted EBITDA excludes amortisation of employee share options; project costs, patent infringement expenses and “one-off” expenses. EBITDA excludes amortisation of employee share options.

# CAP-XX Profit & Loss

Profit & Loss \$AUD 000's	Full-year ended 30 June 2021 (audited)	Full-year ended 30 June 2020 (audited)	YOY Variance Analysis	
			\$	%
Product Revenue	3,517	2,709	808	30
Royalty/Licensing	584	879	(295)	(34)
<b>Revenue from sale of goods and services</b>	<b>4,101</b>	<b>3,588</b>	<b>513</b>	<b>14</b>
Cost of sale of goods and services – Current Year	(2,341)	(1,721)	(620)	(36)
<b>Reported Gross Margin</b>	<b>1,759</b>	<b>1,867</b>	<b>(108)</b>	<b>(6)</b>
<b>Gross Margin %</b>	<b>42.9%</b>	<b>52.0%</b>		
Other revenue	1	24	(23)	n/a
Other income	388	368	20	5
Total expense	(5,855)	(6,483)	628	10
Project Expense	(2,767)	(3,729)	962	26
Share based expense	(105)	(280)	175	63
Tax benefit	3,048	3,324	(276)	(8)
<b>Reported Net Loss</b>	<b>(3,531)</b>	<b>(4,909)</b>	<b>1,378</b>	<b>28</b>
Eligible R & D Expenditure (Estimate)	(7,007)	(7,361)	(354)	(5)
Earnings/(Loss) – Cents Per Share	(0.8)	(1.3)		
EBITDA - Reported	(2,492)	(4,168)	(1,676)	(40)
EBITDA - Adjusted	(404)	(1,584)	1,180	75

# CAP-XX Balance Sheet

Balance Sheet \$AUD 000's	As at 30 June 2021 (audited)	As at 30 June 2020 (audited)	YOY Variance Analysis \$
Cash	182	2,895	(2,713)
Other current assets	5,066	5,481	(415)
<b>Total current assets</b>	<b>5,248</b>	<b>8,376</b>	<b>(3,128)</b>
<b>Total non-current assets</b>	<b>3,244</b>	<b>1,762</b>	<b>1,482</b>
Right-of use Assets	2,906	3,198	(292)
<b>Total assets</b>	<b>11,398</b>	<b>13,336</b>	<b>(1,938)</b>
<b>Total current liabilities</b>	<b>3,796</b>	<b>3,043</b>	<b>(753)</b>
Lease liabilities	2,580	2,660	80
<b>Total non-current liabilities</b>	<b>65</b>	<b>46</b>	<b>(19)</b>
<b>Total liabilities</b>	<b>6,442</b>	<b>5,749</b>	<b>(693)</b>
<b>Net Assets</b>	<b>4,957</b>	<b>7,587</b>	<b>(2,630)</b>



# CAP-XX Cash Flow

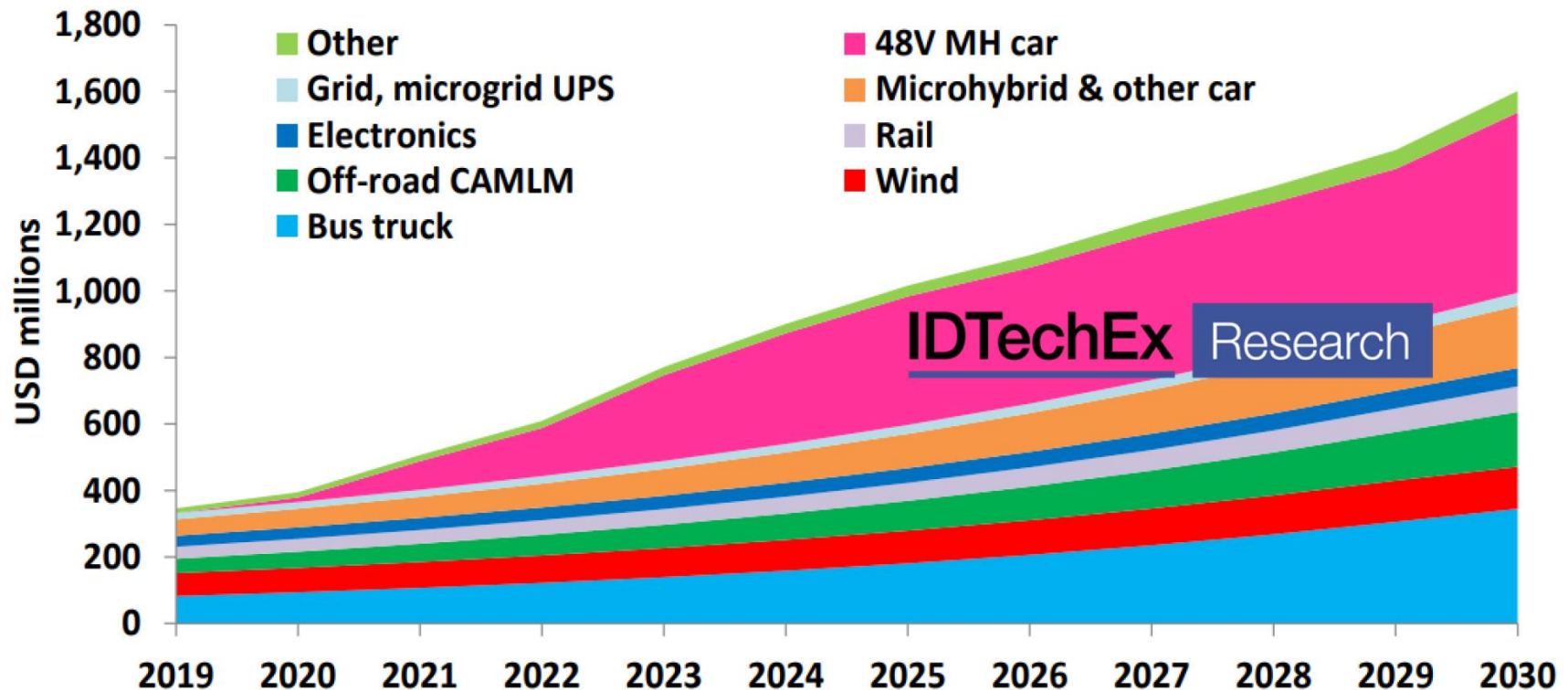
<b>Cash Flow</b> \$AUD 000's	Full-year ended 30 June 2021 <i>(audited)</i>	Full-year ended 30 June 2020 <i>(audited)</i>	<i>YOY Variance Analysis</i> \$
Net cash outflow from operating activities	(2,851)	(4,457)	1,606
Net cash outflow from investing activities	(1,707)	(1,084)	(623)
Cash flow from financing activities	1,807	6,030	(4,223)
Net increase (decrease) in cash and cash equivalents	(2,751)	489	(3,240)
Opening cash	2,895	2,429	466
Effects of exchange rate changes	38	(23)	61
Closing cash	182	2,895	(2,713)

# Acquisition of Murata production line completed

- Customer demand building – demand from top 10 potential customers already exceeds annual capacity
- More than 75% of Murata's customers by value expected to be retained
- Target Gross Margin's expected to be achieved
- Ex-Murata production line project completed and within budget of A\$5.3m for Total Project Cost despite COVID-19 challenges
- New manufacturing premises at Seven Hills completed after extensive fit out
- 3 of 4 production lines commissioned and handed over to operations
- DMF/DMT products, within customer requirements, being shipped to customers
- Operations to continue ramping production as per plan through remainder of 2021
- DMH line expected to be commissioned by 2022 depending on customer pull and CAP-XX resources

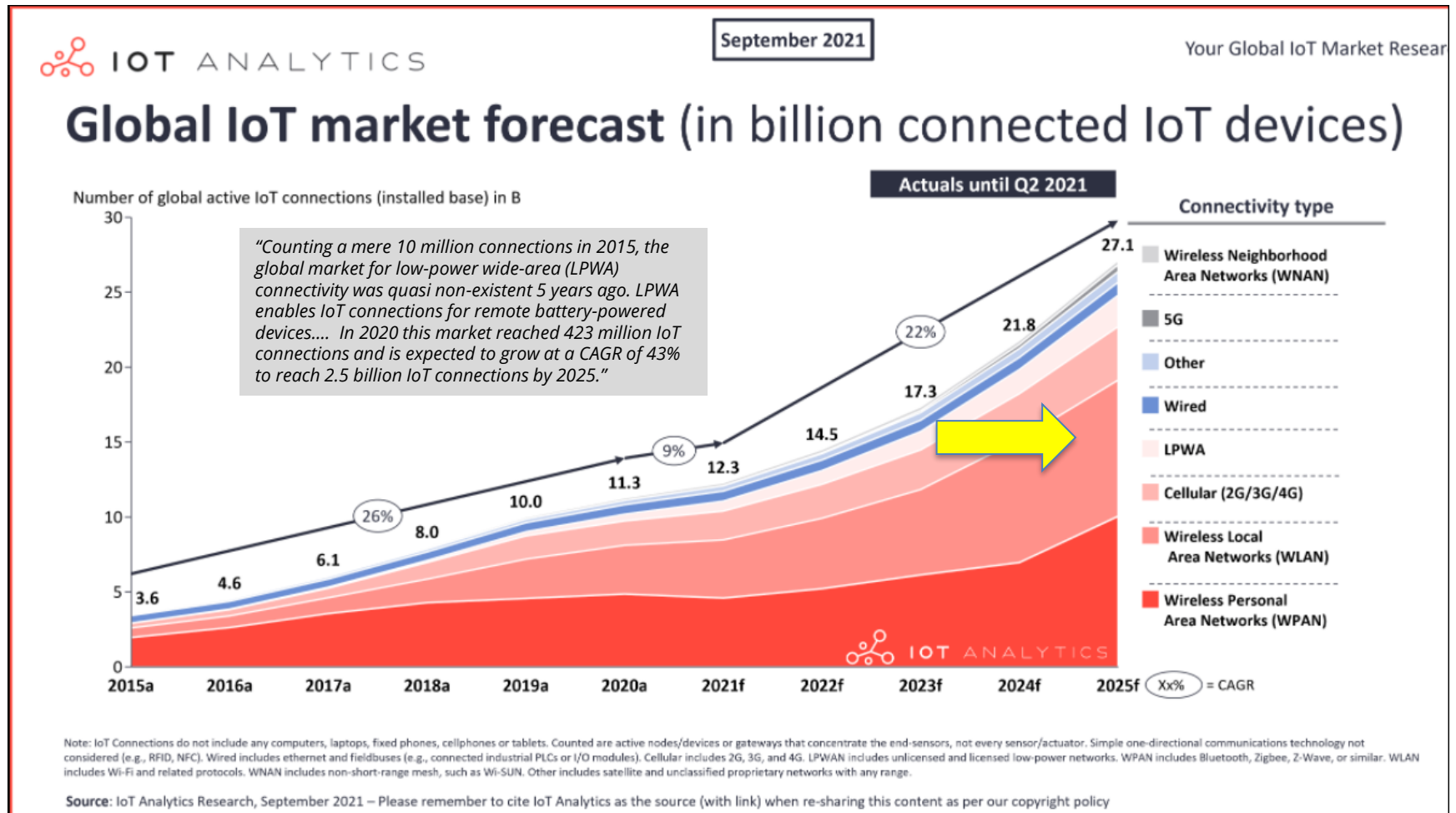
# Supercapacitors market growth

## Supercapacitor value market 2019-2030

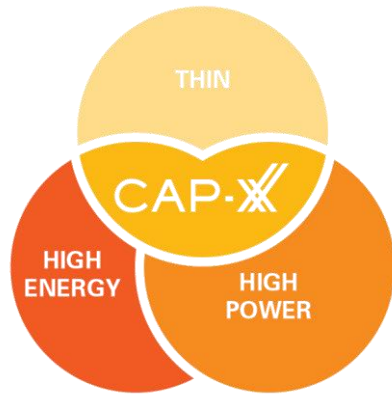


Source : IDTechex report: Supercapacitors: Applications, Players, Markets 2020-2040

# IoT market growing exponentially



# Key markets – automotive customers

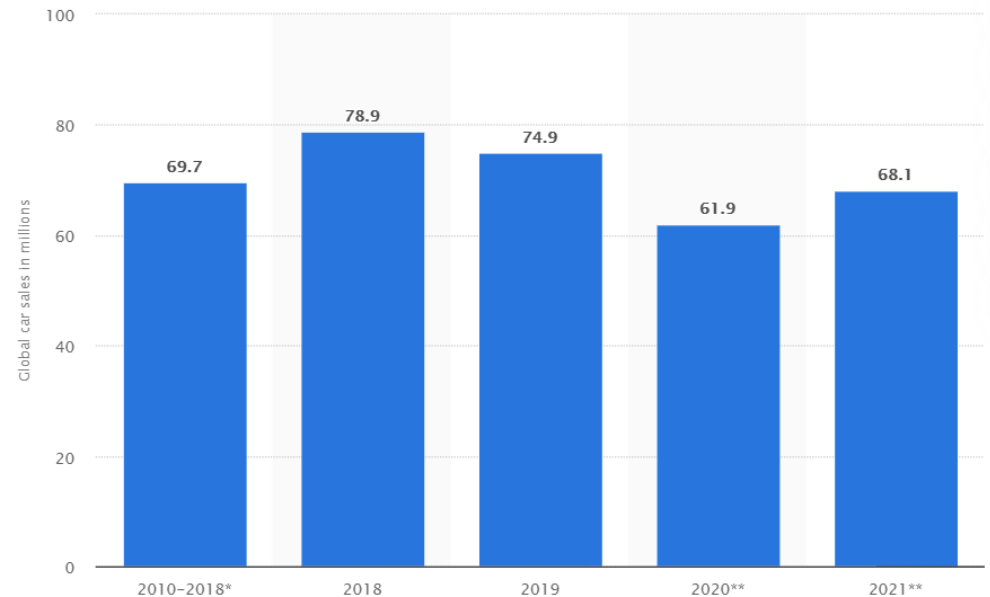


IN THE NEWS

**CAP-XX Supercaps Selected by Jack for First Windshield Breakage Detection IoT Device**

May 4, 2021

Number of cars sold worldwide between 2010 and 2021  
(in million units)



© Statista 2020

**2021 = 68 Million Asset Tracking Devices Shipping**

# Key markets – smart locks customers

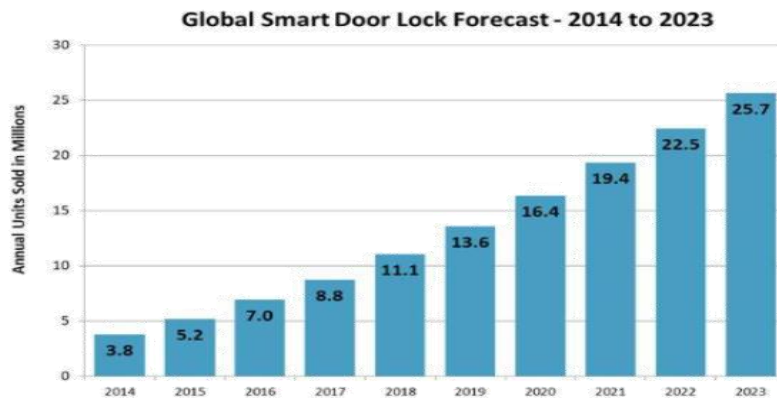


IN THE NEWS

## VAIMOO Selects CAP-XX Supercapacitors for Smartphone Connected e-Bike Sharing System

April 26, 2021

**2021 = 19.4 Million Smart Locks sold and CAGR of 15% through to 2029**



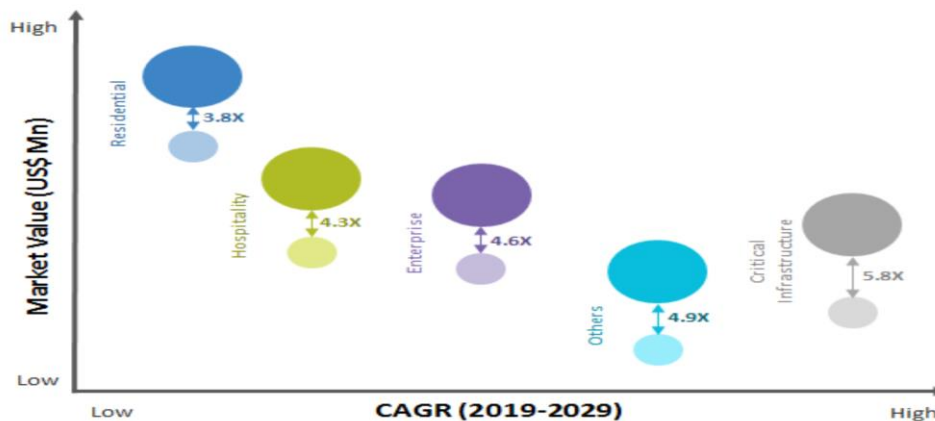
Source: Strategy Analytics Smart Home Strategies (SHS)

STRATEGYANALYTICS

Smart Door-lock Forecast 2014 to 2023 (Graphic: Business Wire)

**Global Smart Lock Market:**  
Opportunity Analysis by Application

Fact.MR



Source: Fact.MR

# Key markets – medical device customers



GLOBAL MEDICAL DEVICE CONNECTIVITY MARKET, BY REGION (USD BILLION)

IN THE NEWS

**Portal Instruments Selects CAP-XX Supercaps for Needle-Free Jet Injection Platform**

March 15, 2021

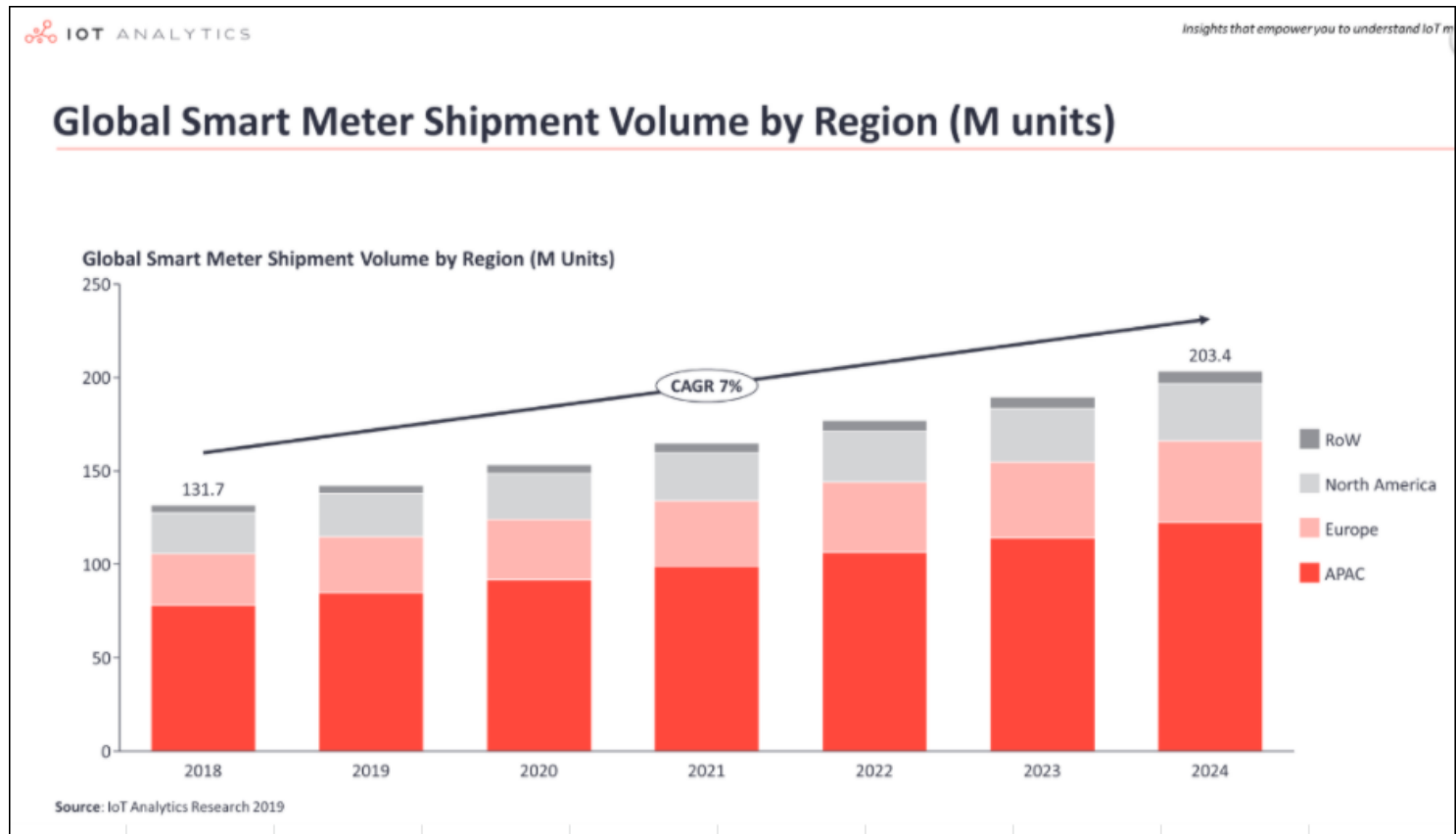


Source : Markets and Markets - Medical Device Connectivity Market – Global Forecast 2025



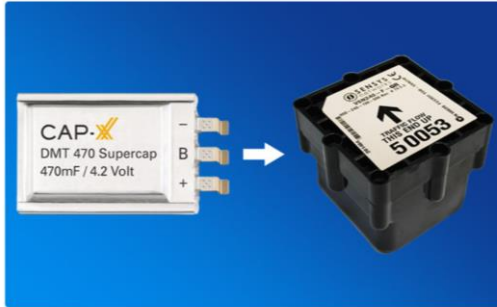
# Key markets – smart meters

2021 = 150 Million Smart Meters Shipping





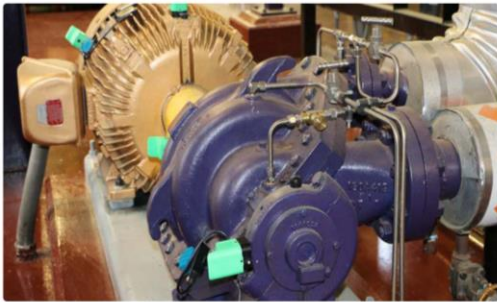
# Key markets – industrial IoT customers



IN THE NEWS

## Sensys Networks Selects CAP-XX Ultra Thin Supercapacitors for In-Road Wireless Vehicle Detection IoT System

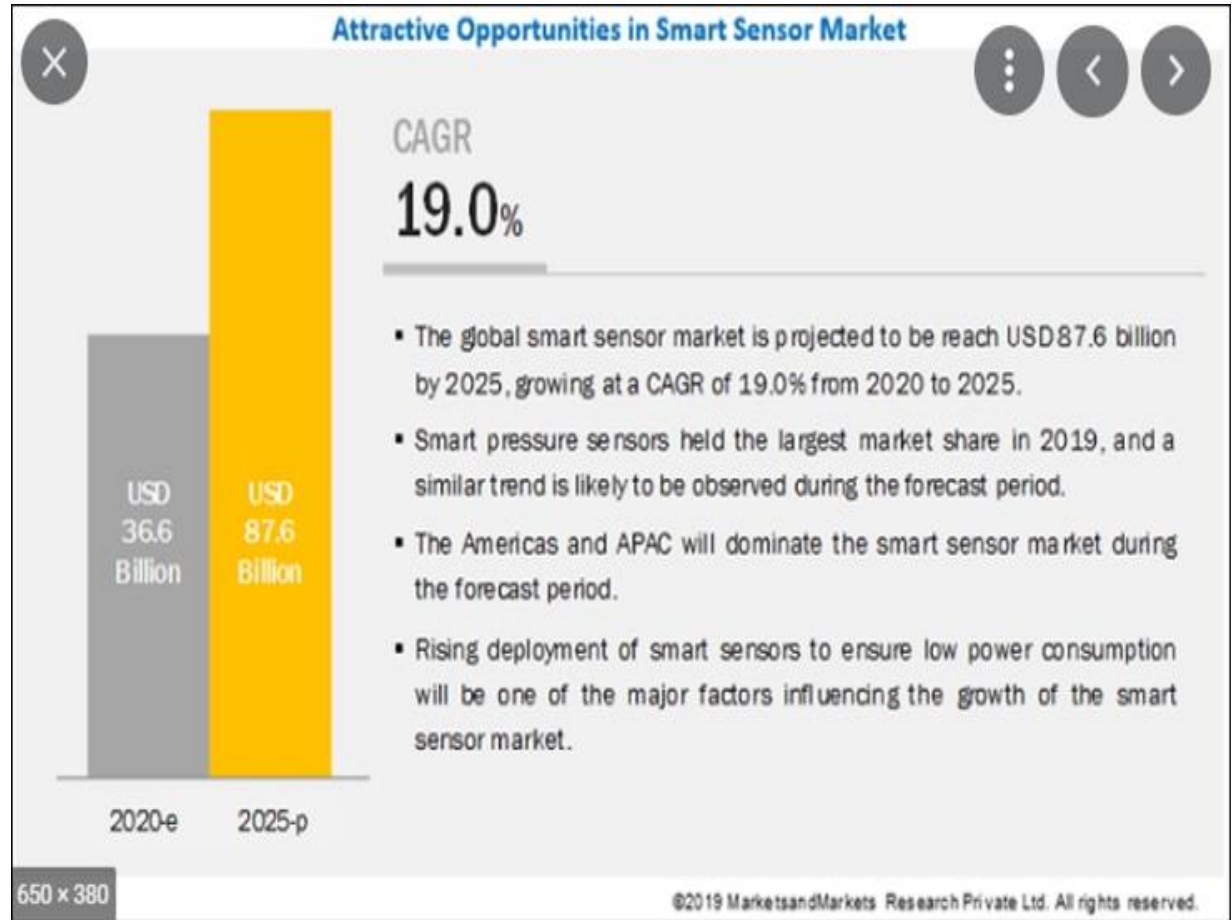
June 16, 2021



IN THE NEWS

## Everactive Selects CAP-XX Supercaps for Batteryless Wireless Self-Powered Industrial Monitoring IoT Systems

May 31, 2021



# Key markets – energy harvesting customers



IN THE NEWS

## Epishine Selects CAP-XX High Efficiency Supercaps for Thin Indoor Light Energy Harvesting Solution

February 16, 2021

# Supercapacitor competitive landscape



Source : Company



## Summary:

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- Increasing interest from global multinational companies.
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- New facility handed over to Operations.
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For more information, contact:

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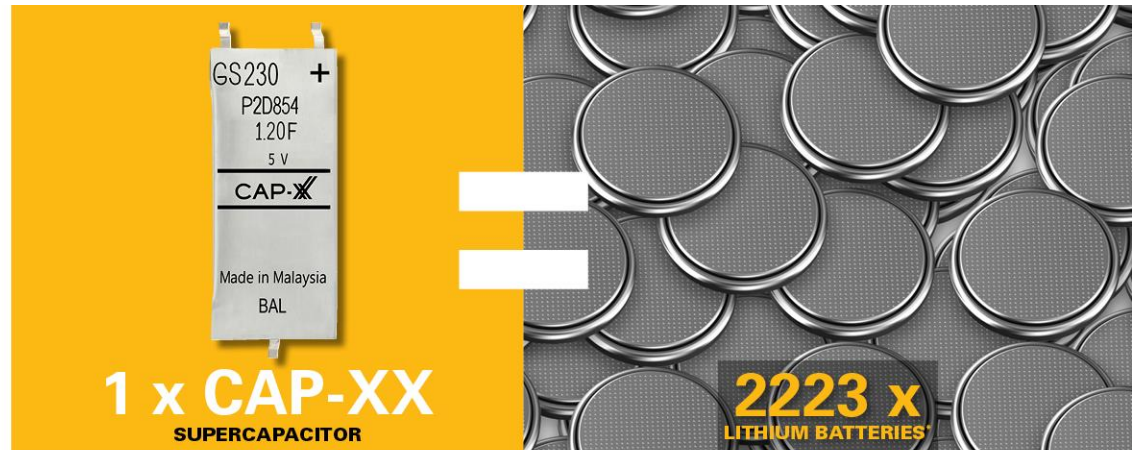
[Anthony.Kongats@cap-xx.com](mailto:Anthony.Kongats@cap-xx.com)

or visit us at:

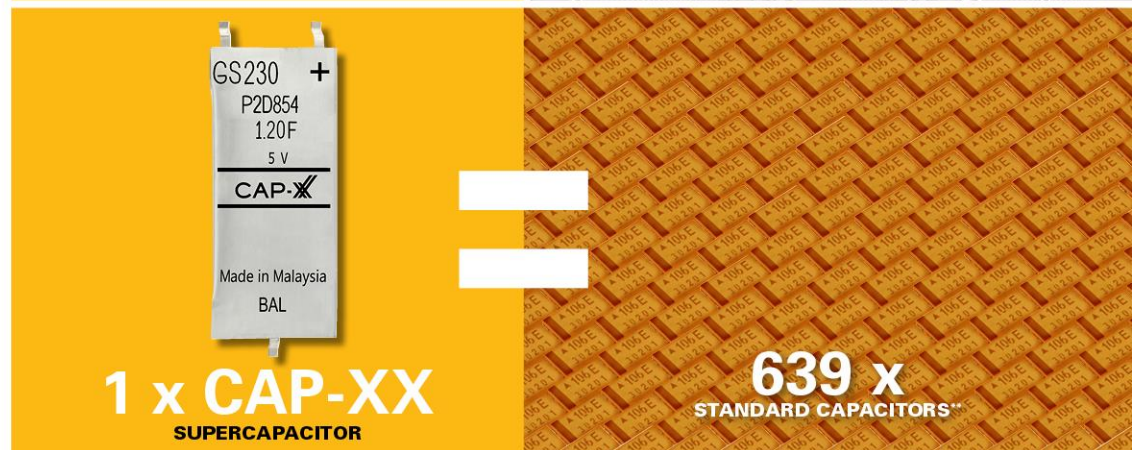
[www.cap-xx.com](http://www.cap-xx.com)

# What a supercapacitor does

**POWER DELIVERED**



**ENERGY STORED**



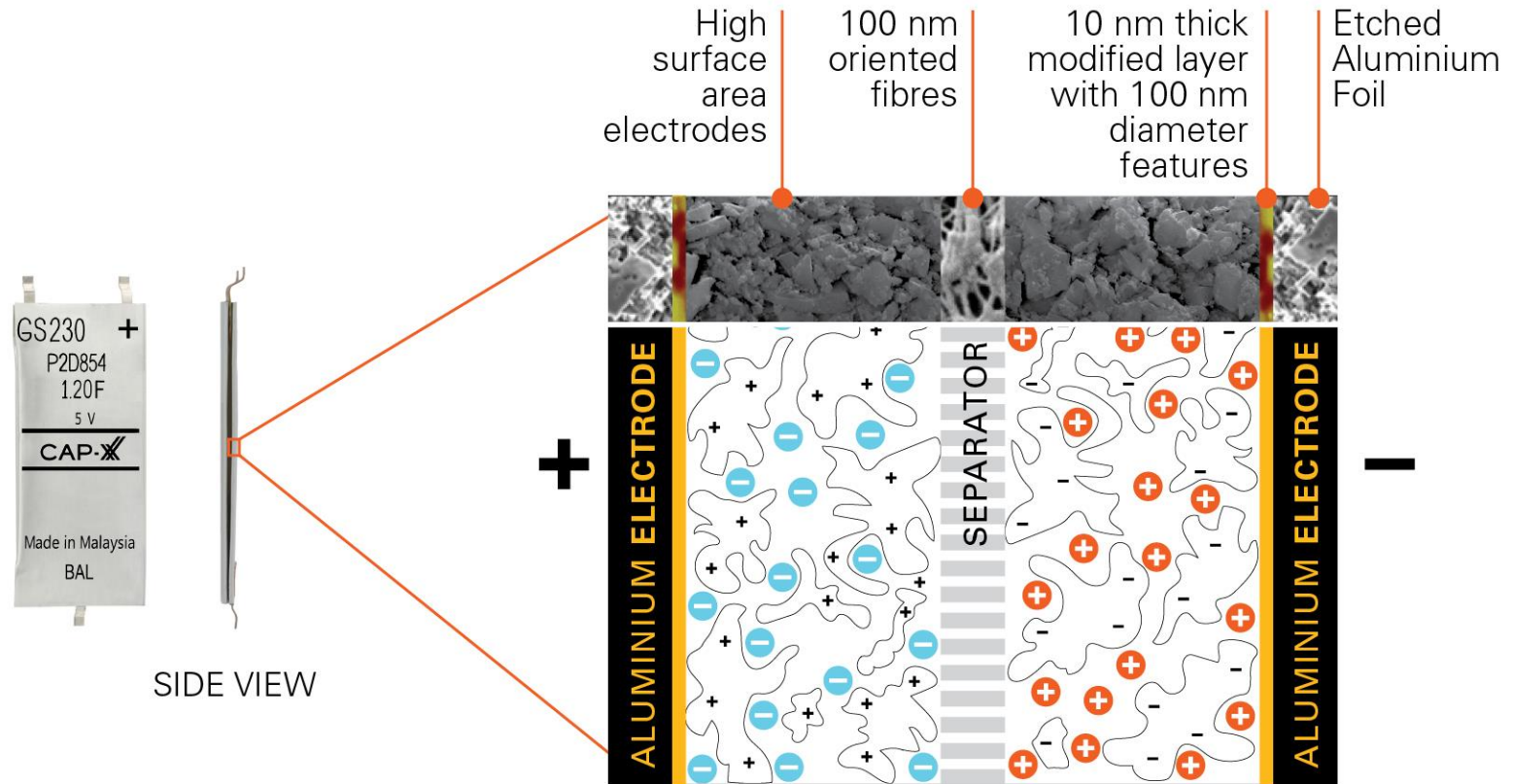
\*Comparison based on Energizer CR2032

\*\*Comparison based on Tantalum 106 E

Source : Company



# How a supercapacitor works



Source : Company

CAP-XX

