



CrayoNano Q2 2022 Financial Results

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Presenters today



Jo Uthus

CEO



Jens Kielland

CFO



About CrayoNano

- Global presence with headquarters in **Norway** and **Taiwan**
- Pioneers in **nanotechnology**-based **semiconductor** components
- **Strong technology IP** portfolio with **300+ patents** (87 granted, 148 filed, 180+ licensed from partner)
- Enabling Environmental, Social and corporate Governance (**ESG**) solutions with our partners
- Our first product line of **radically efficient UV-C LEDs** are vital components for the **fast-growing** disinfection markets
- **Fab-lite** business model utilizing global supply chain

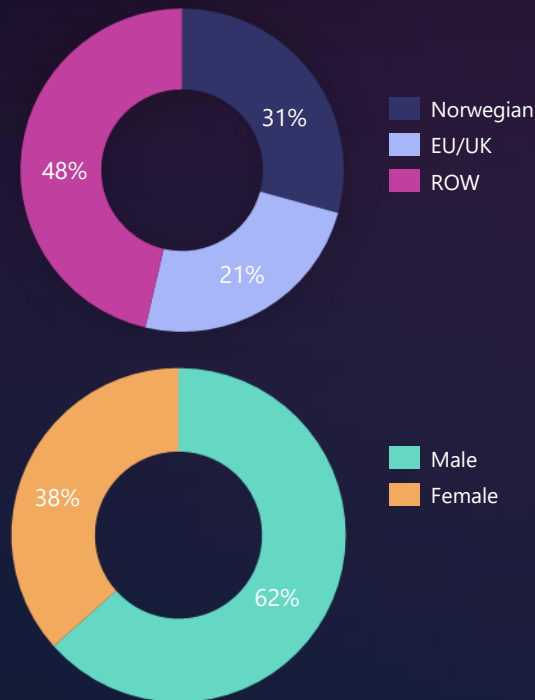




Planned Ramp Up Continues

- **Continue our controlled market entry**
 - Our first product, the CrayoLED™, sampled and in testing with key customers
- **CrayoNano Fab2 (Taiwan) Cleanroom in progress**
 - Cleanroom in partner facility in qualification phase
- **Investing for planned ramp up**
 - Increased spending with pre-purchase of materials, key hires and operational readiness
- **Contemplating private placement to support growth**
 - Appointed DNB Markets and SB1M as advisors for private placement to support our accelerations plans and long-term funding requirements

Growing team, now 16 nationalities





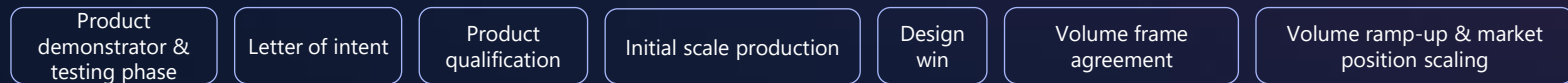
Working with Industry-leading System Integrators


Creating high quality customer relationships

- Engaged with system integrators and have commenced selling with a select group of key customers
- Production has started following successful test manufacturing
- First key customers have begun to receive product for operational testing, ensuring a high-quality market entry
- 3 signed letters of intent, supporting 2022 and 2023 volumes

*"I was **impressed** with the initial specifications of the CrayoNano CrayoLED™ measured in our **lab** and look forward to learning more about their products and applying those"*

- Tier 1 Customer



CrayoNano Today 



Taiwan Design and Manufacturing Centre

Fab2 Operational from Q4

- CrayoNano Fab2 cleanroom (pictured) is in the Qualification phase and will complete in Q4
 - ~4 week delay due to steel and labor shortages
 - >500m2 facilities for CrayoNano Fab 2 office and Cleanroom infrastructure

Taiwan remains key for acceleration strategy

- Increased activities toward Taiwan operations scaling
 - Utilization of 3000m2 partner fab and cleanrooms
- Taiwan remains key for acceleration strategy
 - Geographically strategic for supply chain management
 - Concentration of semiconductor talent and industrial know-how
 - Outside Taiwan, capacity in existing cleanrooms remains an alternative

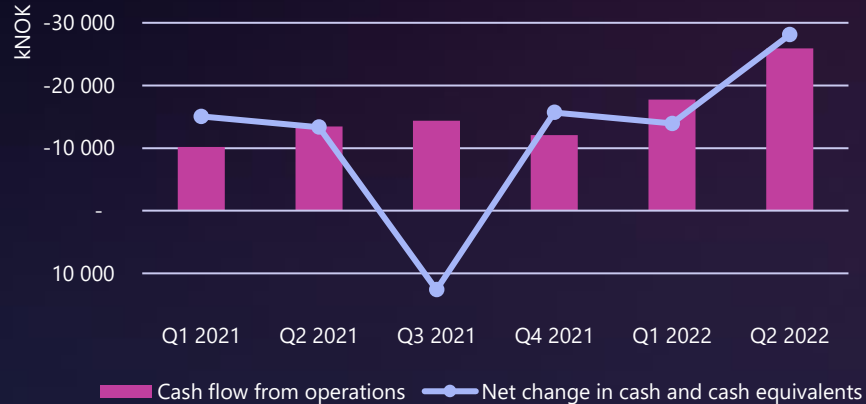
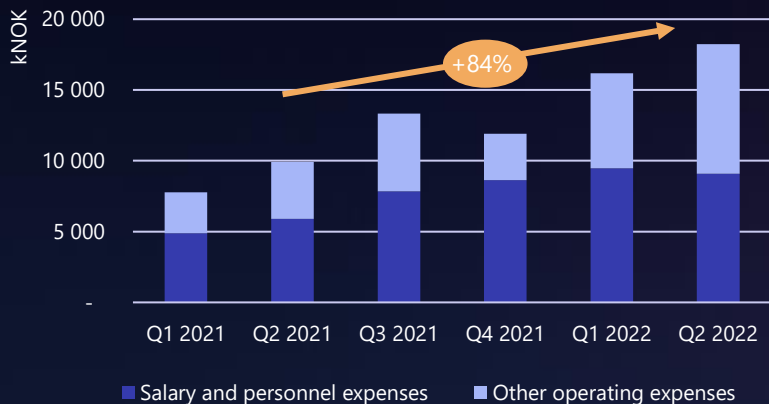


Financial Update



Investment to Support Accelerated Growth Plan

- Cash spending increased to NOK 28m in Q2 2022 due to increased activities necessary to execute our market entry



Salary and personnel expenses with 54% growth YoY as we strengthen our organizational structure towards product-centric and manufacturing operations

Other operating expenses increased 128% YoY:

- CrayoNano Fab 2 scaling operations and facilities
- Increase in strategic R&D partner activities
- Internal ramp up

Increased cash spending in Q2 2022 explained by both higher OPEX and net working capital changes

- Pre-purchases to secure materials for production ramp up in H2-22



Strategy & Outlook



Capital Markets Update

Private placement

- Contemplating a private placement to support acceleration plans, with a signed term sheet for a NOK 50m (EUR 5m) investment from the EIB, whilst seeking other anchor investors
- Growth capital will be used to support the ongoing acceleration plan, including support for mass volume production in 2024, and the continued development of our unique technology beyond UV-C LEDs
- Appointed DNB Markets and Sparebank1 Markets as advisors in connection with the capital raise

Listing Process / Euronext Growth update

- Continue to prepare for planned listing on Euronext Growth

Strong Funding Base

- Cash balance NOK 58m at quarter end and will begin generating revenue in H2



Key Takeaways of Q2

Strong commercial engagement

Strong demand for our first UV-C LED product, and optimistic of the continued growth of its use and application

Continue to deliver operational growth according to plan, with first test units shipped and positive customer feedback

Operational readiness and supply chain

Establishing our in-house Fab2 Taiwan operations continues according to plan

On track to fulfil orders and begin generating revenue in the second half of 2022, with volume production underway

Fund the acceleration

Private placement underway to fund our acceleration plans and long-term funding requirements



Q&A



Appendices

P&L

Condensed profit and loss statement (unaudited)

	Q2 2022	Q2 2021	YTD 2022	YTD 2021	FY 2021
<i>(Figures in NOK thousands)</i>					
Sales revenue	0	0	0	303	303
Other revenue and public grants	2,065	2,595	4,961 ¹	3,476	8 022
Total revenues	2,065	2,612	4,961	3,780	8 326
COGS	0	0	0	289	289
Gross margin commercial revenue	0	0	0	14	14
Payroll and related costs	9,076	5,897	18,548	10,784	27 260
Other operating costs	9,149	3,998	15,860	6,874	15 655
EBITDA	-16,160	-7,300	-29,447	-14,168	-34 879
Depreciation	1,594	1,503	3,455	3,002	6 007
EBIT	-17,755	-8,803	-32,903	-17,170	-40 886
Net financial items	-485	69	-726	-104	-215
Net profit before tax	-18,239	-8,734	-33,629	-17,273	-41 101
Tax expense	-4,013	-1,922	-7,398	-3,800	-9 737
Net profit (loss)	-14,227	-6,813	-26,230	-13,474	-31 364
# shares in 1000	28,401	27,229	28,401	27,229	28 401
Earnings pr share (NOK)	-0.50	-0.25	-0.92	-0.49	-1.10

- Pre commercial phase - revenue comes from public grants
- P&L presented is net of capitalized R&D
- Good cost-control
- Current burn-rate (Q2-22) around NOK 9m per month

¹ Restatement of booked public grants in Q1 2022 due to recategorization of R&D activities

Balance sheet

Condensed balance sheet

(unaudited)

(Figures in NOK thousands)

	HY 30.06.2022	HY 30.06.2021	FY 31.12.2121
Assets			
Development, patents and licenses	61,202	42 416	58 581
Deferred tax assets	33,307	19 972	25 909
Tangible fixed assets	12,896	15 449	14 042
Financial fixed assets	1,059	2 061	2 061
Total non-current assets	108,464	79 897	100 593

Current assets

Trade and other receivables	11,249	12 036	6 093
Cash and cash equivalents	58,047	103 181	100 092
Total current assets	69,296	115 217	106 185
Total assets	177,760	195 114	206 778

Equity and liabilities

Equity

Share Capital	568	545	568
Share premium account	234,399	215 630	234 362
Additional paid in capital	2,596	2 596	2 596
Retained earnings	-95,455	-51 333	-69 224
Total equity	142,109	167 438	168 302

Liabilities

Convertible loans	-	9 977	-
Liabilities to finance institutions	9,080	10 400	10 593
Trade payables	3,709	1 842	3 518
Government charges	2,232	626	1 486
Other liabilities	20,630	4 831	22 878
Total liabilities	35,651	27 676	38 476
Total equity and liabilities	177,760	195 114	206 778

- **Strong financial position of NOK 58m in cash equivalents at end of Q2-22**
- **Increase in non-current assets due to capitalized development**
- **Equity at 79,9 %**

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Disrupting the fast
growing markets for
disinfection



CrayoNano AS

Sluppenvegen 6, Trondheim, Norway

+47 72 92 98 60

investor@crayonano.com