# NOVONI



# HALF-YEAR UPDATE 23 FEBRUARY 2018



accelerating the global development and adoption of Lithium Ion Battery technologies for a cleaner energy future

NOVONIX Limited (ASX:NVX)

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### **NOVONIX HALF-YEAR HIGHLIGHTS**

- On-track for execution of strategy to deliver the world's highest-performance battery anode materials and battery testing technology
- Pilot manufacturing plant now operating and our first product is looking very good
- Strong sales growth for battery testing services (BTS), 5X bigger building & staffing-up
- Strengthening of the Board with Admiral Robert Natter and pending appointment of Andrew Liveris, AO
- **A\$5m in placements** undertaken, including A\$1m from Mr Liveris and Admiral Natter
- Strengthening of the balance sheet with 100% early conversion of A\$16.1m loan notes
- Strong growth and outlook for the global Lithium Ion Battery market

First high-purity graphite anode material produced at the PUREgraphite pilot plant in USA is exhibiting results that exceed competitors' products and our expectations

- Physical characteristics of product from the Pilot Plant are the best we have seen of any material
- Electrochemical testing underway - expected to be very good

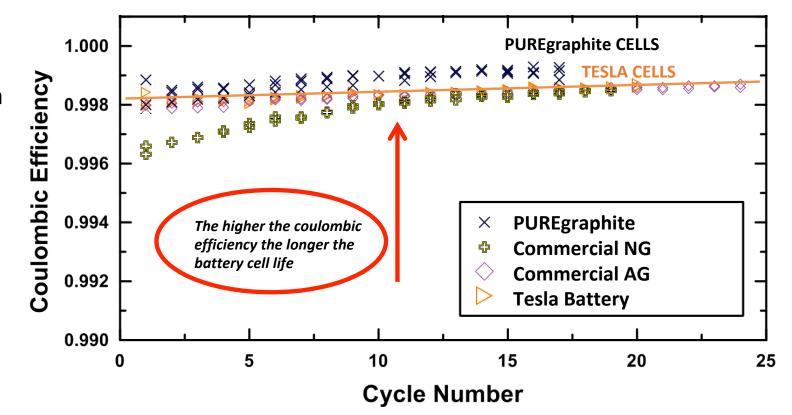


Image: Furnace Section of PUREgraphite Pilot Plant, Chattanooga, Tennessee, USA

# PUREgraphite anode material exceeding benchmarks

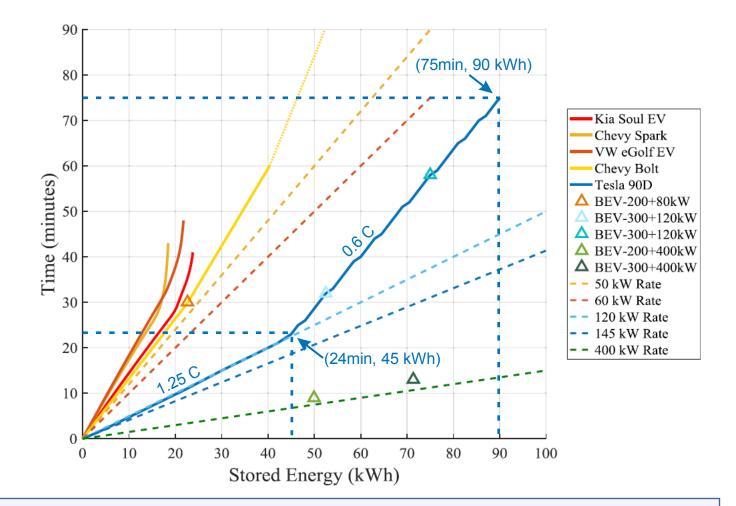
#### PUREgraphite's highperformance anode material:

- consistently demonstrating very high electrochemical performance above benchmarks for commerciallyavailable natural and artificial graphite anode materials, and
- exceeds performance of what we regard as the industry best benchmark - PANASONIC/TESLA EV cell (sourced from the vehicle)



# PUREgraphite now focused on Extreme Fast Charging (XFC)

- Charge rates for all EV batteries is a major issue today for the industry
- Graphite is a critical factor in achieving maximum charge rate
- Fast charging is restricted **by lithium plating** on graphite anode electrode, resulting in rapid capacity loss
- Thinner electrodes can be used to address the problem, but with 2X increase in cost and 2X decrease in volumetric energy density, this will not solve the EV challenge
- PUREgraphite now focused on optimizing graphite anode materials for **XFC**



# PUREgraphite has expertise and IP in <u>both</u> artificial graphite (AG) and natural graphite (NG) anode materials, now biased to <u>artificial graphite</u> – why?

- Our extensive research shows that AG consistently and significantly outperforms NG in terms of electrochemical efficiency (cell life)
- Battery cell life is paramount for EV and ESS markets (as opposed to consumer electronics)
- NG consistently and marginally outperforms AG in capacity (energy density)
- A blend of AG and NG can optimise performance characteristics but overall our view is that there will be a bias to AG for battery life and safety benefits for EV and ESS
- PUREgraphite IP and capability across both AG and NG is a strength aligned with industry trends for Electric Vehicles (EV) and Energy Storage Systems (ESS)

Note: Artificial graphite (AG), also known as synthetic graphite, is manufactured from petroleum feedstock whereas natural graphite is extracted from the earth (mining activity)

# Independent research also predicts that artificial graphite anode material will dominate

#### Transition of LiB material market size: Anode

100.0%



138.9%

122.8% [Source: Yano Research Institute]

100.0%

336.831

#### (unit:tonne 2017 2018 2019 2020 2014 2013 2015 2016 (Estimated) (Forecast) (Forecast) (Forecast) Share Share Share Share Share Share Share Share Natural Graphite 29.230 46.3% 34,740 43.5% 40,680 39.1% 56.303 38.2% 62.304 35.5% 73,103 32.5% 82.838 30.2% 93,781 27.8% YoY 118.9% 117.1% 138.4% 110.7% 117.3% 113.3% 113.2% 32,498 42,740 60.270 85,585 106,287 143,545 231,293 Artificial Graphite 51.4% 53.6% 57.9% 58.0% 60.5% 63.7% 181.381 66.1% 68.7% YoY 131.5% 141.0% 142.0% 124.2% 135.1% 126.4% 127.5% Carbon(HC+SC) 960 1.5% 1,200 1.5% 1,400 1.3% 1,800 1.2% 2,180 1.2% 2,595 1.2% 3,095 1.1% 3,660 1.1% YoY 125.0% 116.7% 128.6% 121.1% 119.0% 119.3% 118.3% LTO 414 0.7% 1,029 1.3% 1,621 1.6% 3,567 2.4% 4.339 2.5% 5,115 2.3% 5.880 2.1% 6.540 1.9% YoY 248.6% 157.5% 220.0% 121.7% 117.9% 115.0% 111.2% 77 103 290 601 824 1,121 1.557 Silicon/Metal alloy 0.1% 0.1% 161 0.2% 0.2% 0.3% 0.4% 0.4% 0.5% YoY 155.6%

180 1%

141.7%

100.0%

147.545

Changes in Global LiB Anode materials Market (Unit Sales:2013-2020 Forecast)

Changes in Global LiB Anode materials Market (Unit Sales: 2013-2020 Forecast)

104.132

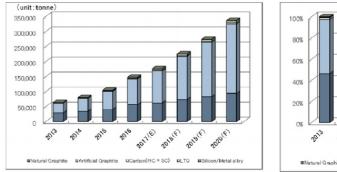
130.59

100.0%

134 5%

126.3

79.813





100.0%

137.1%

128.29

100.0%

225,182

136.0%

121.8%

100.0%

274.315

207.2%

119.1%

175,711

Natural Graphite 
 Artificial Graphite 
 Carbon(HC + SC) 
 LTO 
 Silicon/Metal allog

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24

Total

YoY

63,179

100.0%

# NOVONIX technology continues to be embraced by tier one global companies with new and repeat sales

- Strong sales for the half year with many new and repeat customers from around the world including 10 companies on the Fortune 500 list including world leading consumer electronics and battery manufacturing companies
- Customer relationships help position NOVONIX for the introduction of future products and services
- Note: Many of these companies cannot be named due to confidentiality terms agreed by NOVONIX



Image: NOVONIX Ultra High Precision Chargers

### And NOVONIX BTS is expanding, recruiting new expert staff



Image: Kathlyne Nelson PhD NVX Sales Representative Started in January 2018

- PhD graduate from the Jeff Dahn Research Group at Dalhousie University (sponsored by TESLA Motors/Energy)
- In-depth research experience on lithium-ion batteries with the goal of improving energy density, safety, lifetime and cost of batteries

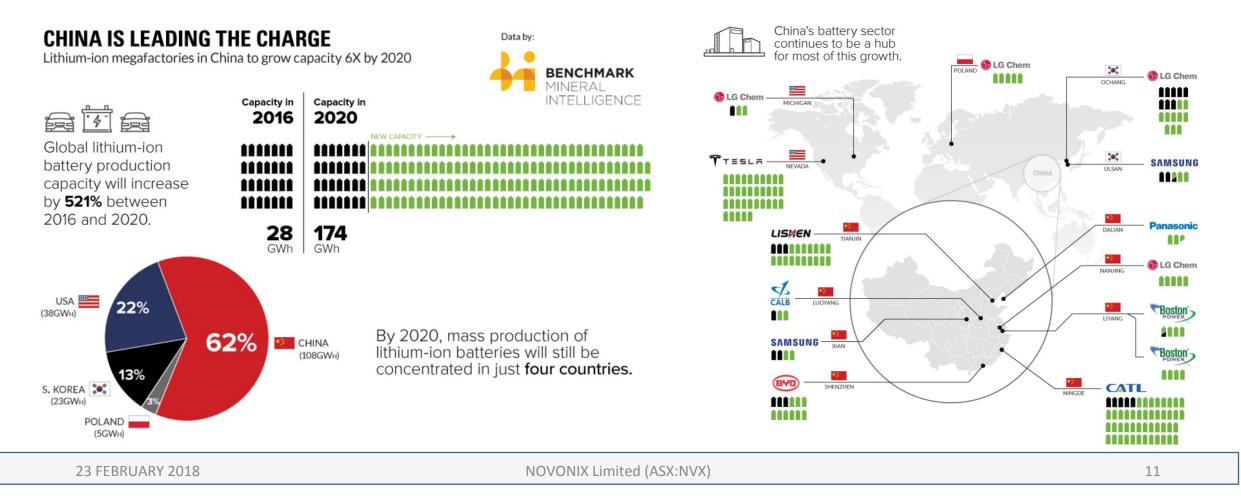


Image: Ken Broom Lithium-ion Battery Industry Expert Starts in April 2018

- 26 years in lithium-ion battery industry
- COO for China BAK Battery in Shenzhen for six years (2007 to 2013) and they are now No 5 in China with 1.5 GWh production in 2017
- Formerly responsible for 4 battery plants
- Experience in large scale battery plant business development, operations, research and development, sales, marketing, China and North America

# Strong Market Dynamics: Rapid growth in production of lithium-ion batteries...

#### **6X growth in Lithium-ion megafactories by 2020** – Source: BENCHMARK MINERALS



### ...being driven by ambitious EV targets by governments and auto-makers

Exhibit 89: Governments have announced ambitious EV targets...

Key government targets for EV adoption

Country	Target	Time range
UK	Ban ICE sales	from 2040
	60% of car and van sales	by 2030
	100k EVs in London	by 2020
Germany	1 million by 2020	by 2020
	6 million by 2030	by 2030
France	Ban ICE sales	from 2040
	2mn EVs	by 2020
	400k EVs in Paris	by 2020
	7mn charging points	by 2030
Netherlands	200k E∀s	by 2020
	1mn EVs	by 2025
China	8% of sales	by 2018
	5mn NEVs	by 2020
	7mn NEV sales p.a.	by 2025
India	6-7mn NEV sales p.a. (as of 2015)	by 2020
	100% EV sales	by 2030
Quebec (Canada)	15.5% of sales	by 2025
California (US)	15% of sales	by 2025

**Exhibit 90:** ... which automakers are racing to meet Key automakers' EV/PHEV sales targets government targets for EV adoption

Target	Time range
500,000 vehicles sold p.a.	by 2018
1 mn vehicles sold p.a.	by 2020
1mn electrified cars (cumulative)	by 2025
1mn EV sales p.a. (25% of total)	by 2025
30 EV models	by 2025
	2017
15-25% of sales	by 2025
10 new EV models	by 2022
40% of nameplates to have an electrified version	by 2020
70% of sales in China to be electrified	by 2025
2 new EV models	in 2018
>18 additional EV/FCV models	by 2023
20% of sales in Europe	by 2020
4.52mn p.a. (in China)	by 2020
	500,000 vehicles sold p.a. 1 mn vehicles sold p.a. 1mn electrified cars (cumulative) 1mn EV sales p.a. (25% of total) 30 EV models 15-25% of sales 10 new EV models 40% of nameplates to have an electrified version 70% of sales in China to be electrified 2 new EV models >18 additional EV/FCV models 20% of sales in Europe

Source: IEA, Country governments, Goldman Sachs Global Investment Research

Source: ICCT, Company data, Goldman Sachs Global Investment Research

### NOVONIX INVESTMENT HIGHLIGHTS

#### Established brand in the rechargeable lithium-ion battery industry

• NOVONIX is an established brand name known for making the most accurate battery cell test equipment in the world

#### Global footprint of blue-chip customers and sales in 12 countries

• Our battery cell test equipment now used by leading battery, auto and equipment makers and researchers including PANASONIC, CATL, TESLA, BOSCH, Dyson, 3M, Alcatel-Lucent, DALHOUSIE University, Pacific Northwest National Laboratory, Helmholtz Institute and many others

#### Innovative new products and process being commercialised

• Developing and commercialising new innovations in battery anode materials, anode manufacturing processes, battery cell test equipment and electrolytes

#### Backed by a world-class natural graphite resource in Australia

• NOVONIX owns a high grade, long-life natural graphite deposit in Queensland, Australia

#### Backed by a board experienced in building and running billion dollar businesses

• Extensive experience in BD, resources, energy, advanced materials, battery industry, project financing, project delivery, operations and scaling

#### **Highly-incentivised Board and Management**

• The Board and Management hold ~45% of the equity in the company

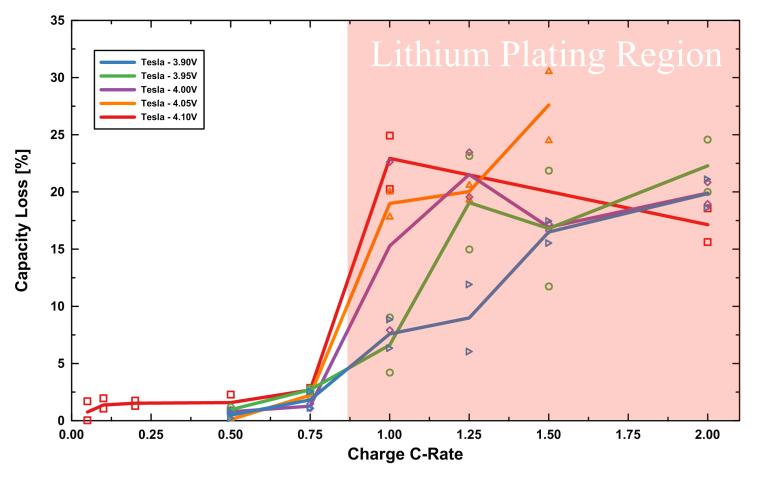
#### Great opportunity to position at an early stage in a global market with exponential growth

• Exponential demand for rechargeable lithium-ion batteries being driven by EV and energy storage demand growth

#### And for the technically minded – here is some of our PUREgraphite data

# How good are current EV battery cells?

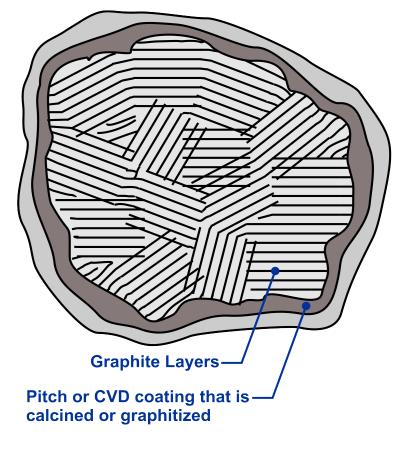
- Tesla Model S batteries
- Charge CC to different cutoff voltages
  - 3.90-4.10V
  - 80-100%SOC
- <u>All cells start to plate</u> <u>lithium at 1C</u>

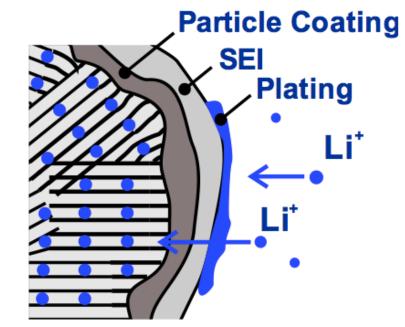


## For those who know anode materials – here is the challenge

#### **Optimisation of Lithium intercalation**

- Particle coating:
  - CVD
  - Pitch
- SEI coating
  - Increased by additives such as VC, LiBOB, etc.
  - Resistance can change over time
  - Needed for life





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