

Carbon Revolution – Business Update & Capital Raising

COVID-19 Impact & Actions



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a placement of new fully paid ordinary shares in Carbon Revolution (New Shares) to institutional investors and certain existing institutional shareholders under section 708A of Corporations Act 2001 (Cth) (Corporations Act) as modified by ASIC Corporations (Disregarding Technical Relief) Instrument 2016/73 (Placement); and

an offer of New Shares to eligible Carbon Revolution shareholders in Australia and New Zealand under a share purchase plan in accordance with ASIC Corporations (Share and Interest Purchase Plans) Instrument 2019/547 (SPP) (the Placement and SPP together, the Offer).

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Important notices and disclaimer

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This document is authorised for release by the Board of Directors of Carbon Revolution Limited



Decisive and pre-emptive action

Pre COVID-19, Carbon Revolution confirmed its outlook was in line the with Prospectus forecast including:

- 1. OEM and underlying consumer demand was strong
- 2. Production ramp-up was progressing well
- 3. Cash position as of 13 March 2020 of \$27 million

Global demand for Carbon Revolution wheels continues to be strong

- 1. Global market place for carbon fibre wheels is unchanged and demand for Carbon Revolution products remains strong
- 2. Carbon Revolution continues to meet customer requirements
- 3. Business opportunity remains sound with continued increase in demand for Carbon Revolution products expected

Half Year Carbon Revolution was on track

- 1. Wheels sales increase year on year 171% and strong growth in engineering revenue
- 2. Scale benefits had commenced hitting the bottom line e.g. Sales, General and Administration expense (SG&A) per wheel 54% down on prior corresponding period (pcp)
- 3. Industrialisation was progressing well with the rate of wheel production increasing
- 4. Significant operations ramp up for the second half was on track
- 5. Outlook was confirmed in line with prospectus forecast



The developing global and local automotive manufacturing situation

The developing global and local situation with respect to COVID-19 has changed dramatically. For example:

- 1. On 14 March, Ferrari announced a two week closure & seeing first signs of supply chain issues
- 2. Global supply chains, including in the automotive supply chain, are under stress (Lamborghini and Fiat closures)
- 3. Stress on supply of raw materials expected

Local business environment is expected to be materially disrupted by Covid-19 outbreak

- 1. Availability of labour force impacts
- 2. Impact of Covid-19 mitigation strategies on existing workforce

The company is taking decisive and pre-emptive action

- 1. Ceasing recruitment activity related to our plan to increase production volumes to minimise the risks from increased contact through the recruiting and hiring process
- 2. Equity raising of \$25m+ to ensure the company can withstand a prolonged COVID-19 impact period and then resume growth trajectory
- 3. Post capital raising, Carbon Revolution expects to have sufficient working capital (including proceeds from the Offer) to carry out its stated objectives, including to meet its operational requirements and planned capital investment in the business.



FY20 Implications of COVID-19 containment measures

Impacts include:

- 1. Ceasing growth related recruitment delays delivery of the current production ramp-up plan
- 2. Ramp-up still expected to occur with new equipment and existing staff, just at a lower rate
- 3. Production rate for June 2020 expected to remain broadly in line with prospectus forecast
- 4. Sales likely to be 87% of prospectus forecast, approximately \$54m (~ 260% growth yoy)
 - Assumes customers continue to purchase to plan
 - Assumes no negative impacts on supply chain continuity
 - Assumes production does not need to stop or be further constrained
- 5. EBIT expected to reduce by approximately \$5m, via lower gross profit due to lower production and sales
- 6. No longer expect to become EBITDA positive during Q4 FY20
- 7. Cash usage expected to increase, impacted by lower EBIT whilst trade working capital increase continues



Offer structure

Equity raising	 Carbon Revolution will undertake an institutional placement to eligible institutional investors to raise \$25m The issue price for the Placement has been set at \$1.50 per Security ("Issue Price") Approximately 16.7m new shares to be issued, equivalent to 13.1% of total shares currently on issue With a \$25m raising, pro forma net cash post the completion of the Placement will be approximately ~\$50.5 million
Use of proceeds	 The proceeds of the Placement will be used as follows: \$13m to fund increases in working capital (including for purchases of additional raw materials and to increase working capital for FY21); \$7m to fund operating expenditure, given it is likely Carbon Revolution will become EBITDA positive later than expected; \$3.8m to strengthen Carbon Revolution's cash balance throughout calendar year 2020; and \$1.2m to fund the costs of undertaking the Placement and SPP.
Ranking	New shares issued under the Placement and SPP will rank pari passu with existing securities
Underwriting	The Placement is not underwritten
Security Purchase Plan	 It is expected that a Security Purchase Plan ("SPP") will follow the completion of the Placement with eligible shareholders in Australia and New Zealand invited to apply for up to \$30,000 of new shares free of brokerage and costs The price for new shares to be issued under the SPP is expected to be the Issue Price of \$1.50 The SPP is likely to be capped at \$3m and will not be underwritten The proceeds of the SPP will provide Carbon Revolution with a further strengthened cash balance throughout calendar year 2020 Further details about the SPP will be provided to eligible shareholders in the SPP booklet expected to be despatched following the Placement



Indicative timetable

Description	Date
Record date for SPP	7.00pm (Melbourne time)
Record date for SFF	Tuesday 17 March 2020
Trading halt lifted, investor presentation and ASX announcement released	Wednesday 18 March 2020
Settlement of new shares under the Placement	Friday 20 March 2020
Allotment and commencement of trading of new shares under the Placement	Monday 23 March 2020
SPP offer expected to open and booklet despatched	Wednesday 25 March 2020
SPP offer closing date	Wednesday 15 April 2020
Announce results of SPP	Monday 20 April 2020
SPP allotment date	Wednesday 22 April 2020
Despatch of holding statements and trading of new shares issued under the SPP commences	Thursday 23 April 2020

All dates and times are indicative only and subject to change. Unless otherwise specified, all times and dates refer to AEDT.



Overview

This section discusses some of the key risks associated with any investment in Carbon Revolution, which may affect the value of Carbon Revolution shares. The risks set out below are not listed in order of importance and do not constitute an exhaustive list of all risks involved with an investment in Carbon Revolution. Before investing in Carbon Revolution, you should be aware that an investment in Carbon Revolution has a number of risks, some of which are specific to Carbon Revolution and some of which relate to listed securities generally, and many of which are beyond the control of Carbon Revolution. Before investing in Carbon Revolution shares, you should consider whether this investment is suitable for you. Potential investors should consider publicly available information on Carbon Revolution (such as that available on the websites of Carbon Revolution and ASX and information on key risks included in the November 2019 prospectus), carefully consider their personal circumstances and consult their stockbroker, solicitor, accountant or other professional adviser before making an investment decision.

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	Summary The size of the total and the size of the siz
RISKS	• There is a risk that Carbon Revolution's operations are further disrupted by the spread of COVID-19. For example, the information in this presentation assumes that customers
associated with	continue to purchase to plan, Carbon Revolution's supply chain is not disrupted and Carbon Revolution does not need to cease production at its factory.
COVID-19	• Some of Carbon Revolution's customers are located in countries which are heavily impacted by the spread of COVID-19. For example, Ferrari is located in Italy and has recently announced that it will cease production for 2 weeks.
	• In the event that customers reduce or cease ordering wheels or factory disruptions cause Carbon Revolution to reduce production of its wheels or cease producing wheels altogether, this will have a material negative impact on Carbon Revolution's ability to achieve its forecasts. Carbon Revolution may also experience issues meeting required production under customer contracts.
	 Furthermore, Carbon Revolution may continue to incur costs even though its production may cease, for example to meet its obligations to pay employees or equipment or material suppliers, and this may have a negative impact on Carbon Revolution's cash flow position and financial position.
	Government policies or other authoritative directions may substantially impact or curtail Carbon Revolution operations.
Carbon	There is a risk that Carbon Revolution's industrialisation plans and growth strategy may not be successful, or may take longer or cost more than anticipated, which would adversely
	affect Carbon Revolution's financial position and performance.
not be able to	Significant technological, engineering and logistical challenges must be overcome in order for Carbon Revolution's industrialisation plans to be achieved. There is a risk that this
execute its	process may take longer or cost more than anticipated, not achieve the cost reductions or scale anticipated, or that unforeseen issues may arise during the engineering or
	commissioning process for new equipment. There is also a risk that the capital cost of expanding operations may be higher than anticipated resulting in a lower return on
	investment than expected. If Carbon Revolution cannot automate and scale its manufacturing process, it will have a material adverse impact on Carbon Revolution's performance and prospects.
	 There are a range of factors which may result in demand for Carbon Revolution's wheels being lower than anticipated, and many of these factors are outside Carbon Revolution's control. If demand for Carbon Revolution's wheels is lower than anticipated, this will adversely impact Carbon Revolution's ability to generate revenue which will in turn impact on Carbon Revolution's financial performance and prospects.
	Risks associated with COVID-19 Carbon Revolution may not be able to execute its plans and forecasts



Topic	Summary
Relationships with customers may deteriorate	 Carbon Revolution has only nine customer programs (with less than nine OEMs (being Original Equipment Manufacturers)), and losing any one of these may significantly adversely affect its financial performance and prospects. Failing to enter into additional supply contracts and attract additional OEM customers will negatively impact on Carbon Revolution's prospects and likely future financial performance. A range of factors may lead to an OEM terminating its existing supply contract with Carbon Revolution, or not seeking additional supply contracts with Carbon Revolution, or may lead to OEMs to discontinue their relationships or discussions with Carbon Revolution (including where an engineering contract is in place).
Carbon Revolution is not yet profitable or cash flow positive	 Carbon Revolution is not yet profitable and does not generate enough funds from its operations to continue those operations. Carbon Revolution is the borrower under a loan with Ronal AG, under which Carbon Revolution must pay Ronal the principal amount outstanding, which will be \$13 million, plus accrued interest, by 30 June 2021, and may be required to make pre-payments before this time. Carbon Revolution is also party to the a loan arrangement with the State of Victoria, under which Carbon Revolution was provided with an early advance of \$5.5 million which is outstanding and is expected to be repayable on 30 June 2021. Carbon Revolution's ability to raise additional funds if required, to meet its operational requirements and repay Ronal or the State of Victoria, through debt or the issue of securities will be subject to factors beyond the control of Carbon Revolution and its Directors, including general factors affecting the economy and capital markets (including COVID-19). There is no guarantee that such funding, whether debt, equity or otherwise, will be obtained or available on favourable terms, or at all. Any inability to raise funds when required may adversely impact on Carbon Revolution's financial performance and prospects. Finally, Carbon Revolution has a limited operating history and has not yet become profitable and, as such, its operating history does not provide a meaningful basis for investors to evaluate the business or its financial performance and future prospects.
Carbon Revolution is subject to inherent risks in the development and use of new technology	 The implementation of new technology and manufacturing processes may be challenging and involves risks inherent in the development and use of new technology and in particular, the manufacturing of composite materials which is known to be complex. Failure to properly implement new technology may result in Carbon Revolution's product failing during trials, failing to gain customer approval or being difficult to profitably commercialise. The cost and time required to develop new wheel technology and to obtain customer validation for new wheels can be uncertain. If Carbon Revolution is unable to successfully continue to develop its existing or new technology, it may not be able to achieve its growth plans, which would adversely affect its operations, financial position and performance. The above risks may also result in higher scrap rates and quality issues than anticipated after customer validation and commencement of production. Higher scrap rates or quality issues may result in higher costs, and/or delays in deliveries to customers, which could result in Carbon Revolution being required to pay costs or damages to its customers, or result in negative customer perception about Carbon Revolution's ability to meet its supply obligations under its supply contracts. This in turn could adversely impact Carbon Revolution's ability to secure new programs, which would have an adverse impact on its ability to generate revenues.



Topic	Summary
Carbon Revolution's operations may be restricted by third-party intellectual property rights	 Carbon Revolution relies on its own technology to develop, manufacture and sell its carbon fibre wheels. A number of Carbon Revolution's competitors are also developing carbon fibre wheel technology. There is a risk that these competitors may create, or have already created, intellectual property rights (including patents) that restrict Carbon Revolution's ability to exploit its own technology. In particular, Carbon Revolution is aware of certain granted patents and patent applications relating to certain key technologies used in carbon fibre wheels which have been filed by competitors and industry participants in countries which are key markets into which Carbon Revolution supplies its carbon fibre wheels (including the US, Australia, Europe, Japan, and China). To the extent it might be claimed that Carbon Revolution infringes any such patent or patent application (if granted), Carbon Revolution believes that it has reasonable grounds to defend any such claim either on the basis that it does not infringe or that it could successfully challenge the validity of these patents or patent applications (if granted). Furthermore, Carbon Revolution believes that technological developments that it has recently made, which could be applied to both future and existing wheel programs, are likely to reduce such risk of infringement. However, if these patents or patent applications (if granted) are found to be valid and Carbon Revolution is found to infringe them (where it cannot take alternative steps such as modifying its technology or entering into licensing or royalty arrangements), that may materially restrict Carbon Revolution from selling its wheels to its OEM customers. It is also possible that third parties may challenge Carbon Revolution's intellectual property rights or assert intellectual property infringement, breach of confidentiality or make similar claims against Carbon Revolution (or its customers) under patent, trade secret or other intellectual property laws. Such cla
Carbon Revolution's may not be able to retain key staff and effectively manage its workforce	 Carbon Revolution's ability to effectively execute its business strategy depends upon the performance and expertise of its key Management personnel. The loss of key management personnel, or any delay in their replacement, or any extended period where key management personnel are unable to work may therefore adversely affect Carbon Revolution's operations and future performance. The achievement of Carbon Revolution's growth plans requires the services of additional technical, manufacturing and sales staff. Carbon Revolution may not be able to attract and retain the services of such people, and this may limit Carbon Revolution's growth and consequently adversely affect Carbon Revolution's prospects and future financial performance. The most recent enterprise agreement covering Carbon Revolution's production workforce has passed its nominal expiry date. The negotiation of new Enterprise Agreements or changes to awards from time to time may increase the overall costs of running Carbon Revolution's business and such increased costs may not be able to be passed through to customers in full or at all.



Topic	Summary
Carbon	There is a risk that events, including many of the risks described in this section, may damage Carbon Revolution's reputation and brand, including through negative publicity,
Revolution may	disputes and negative customer experiences.
suffer	Damage to Carbon Revolution's reputation may reduce the demand for Carbon Revolution's wheels, adversely impact relationships with key customers, suppliers, employees or
reputational	government grant providers and diminish the prospects of securing new programs with existing and new OEM customers.
damage	Product liability claims brought against Carbon Revolution may result in Carbon Revolution paying damages, an increase in insurance premiums, reputational harm and could
	have materially adverse effects on Carbon Revolution's activities, business, operating results, financial position and reputation.
Carbon	The growth of Carbon Revolution is dependent on its ability to increase the volume of wheels that it sells, however the addressable wheel market may be smaller than Carbon
Revolution's	Revolution anticipates. Furthermore, market acceptance of Carbon Revolution's wheels may not be as wide as anticipated.
estimates of	If the acceptance of Carbon Revolution's wheels is lower or if the size of the market in which it operates is smaller than anticipated, this may restrict Carbon Revolution's ability
demand may be	to sell wheels and generate revenue which, in turn, may adversely affect the profitability of Carbon Revolution.
incorrect	
Carbon	Carbon Revolution operates in a competitive industry, and its competitors could include existing wheel manufacturers, new entrants and OEMs. Carbon Revolution's competitive
Revolution's	position may deteriorate, as a result of the action of any of these participants.
competitive	• For example, there are various market participants who are also developing lightweight wheel technologies and/or carbon fibre wheels, which could ultimately be superior or
position may	gain greater market approval than Carbon Revolution's wheels.
deteriorate	Any such actions of new or existing competitors may reduce the volume of wheels sold by Carbon Revolution or the price at which it can sell wheels. This, in turn, may adversely
	affect Carbon Revolution's operating and financial performance.



Topic	Summary
Carbon	Carbon Revolution has a portfolio of intellectual property rights that supports the commercialisation of its wheels. The commercial value of the intellectual property is dependent
Revolution may	on legal protections provided by a combination of patent rights, registered trademarks, copyright, confidentiality obligations, trade secrecy laws and other intellectual property
be involved in	rights. These legal mechanisms, however, do not guarantee that Carbon Revolution will be able to enforce its intellectual property rights and stop relevant infringement or
disputes	breaches of its intellectual property, or that Carbon Revolution's competitive position will be maintained.
regarding	Litigation may be necessary, where commercially feasible, from time to time to enforce Carbon Revolution's rights in its technology and intellectual property. Such litigation can
intellectual	be costly and could have adverse effects on Carbon Revolution's activities, business, operating results and financial position. Likewise, a failure to succeed in protecting any such
property	rights may equally have a materially adverse effect on Carbon Revolution's activities, business, operating results and financial position.
Other risks	A range of other risks apply to Carbon Revolution and an investment in its shares. Some of these are set out in Carbon Revolution's replacement prospectus dated 8 November 2019.



Appendix B – Selling restrictions

International offer restrictions

This document does not constitute an offer of new ordinary shares (**New Shares**) of Carbon Revolution Limited in any jurisdiction in which it would be unlawful. In particular, this document may not be distributed to any person, and the New Shares may not be offered or sold, in any country outside Australia except to the extent permitted below.

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This document has not been registered, filed with or approved by any New Zealand regulatory authority under the Financial Markets Conduct Act 2013 (the **FMC Act**). The New Shares are not being offered or sold in New Zealand (or allotted with a view to being offered for sale in New Zealand) other than to a person who:

- is an investment business within the meaning of clause 37 of Schedule 1 of the FMC Act;
- meets the investment activity criteria specified in clause 38 of Schedule 1 of the FMC Act;
- is large within the meaning of clause 39 of Schedule 1 of the FMC Act;
- is a government agency within the meaning of clause 40 of Schedule 1 of the FMC Act; or
- is an eligible investor within the meaning of clause 41 of Schedule 1 of the FMC Act.

