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**Business Overview Presentation**

**August 2020**

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## *Pioneer and Leading Provider of GaN Power Conversion Devices*

### At a Glance

- **OTCQB:** TGAN
- **Founded:** 2007; headquartered Goleta, CA
- **Employees:** 87  
(18 PhDs >300 years of GaN expertise)
- **Patents:** Best-in-class technology backed by >1,000 patents
- **Full Production Capabilities:** high-volume wafer fab in Japan
- **World-wide** base with U.S., Japan strength
- **Total Revenue:** \$11.9 million in 2019

#### Strategic Investors

KKR

nexperia  
YASKAWA

M  
MARELLI

### End Market Applications

- **Power Adapters / Compute**



- **Data Center / Comm Infrastructure**



- **Broad Industrial**



- **Automotive EV and Charging**



### Products

- Leader in high voltage (650V and above) GaN
- Comprehensive portfolio with multiple generations; <1 failure per billion hours in field
- First JEDEC and AEC-Q101 qualified 650V devices available in the market

## Executive Management Team

## Select Non-Employee Board Members



**Mario Rivas**

- CEO, Board Member
- 30+ years experience
- CEO of ANADIGICS



**Primit Parikh, Ph.D.**

- Co-founder, COO, Board Member of Transphorm Japan
- 20+ years experience



**Umesh Mishra, Ph.D.**

- Co-founder
- CTO, Board Member
- 30+ years experience



**David Kerko**

- Global Foundries, Director and TE Connectivity, Director
- KKR (20+ years)



**Cameron McAulay**

- CFO
- 15+ years experience



**Philip Zuk**

- VP Technical Marketing
- 20+ years experience



**Yifeng Wu, Ph.D.**

- SVP Engineering
- 20+ years experience

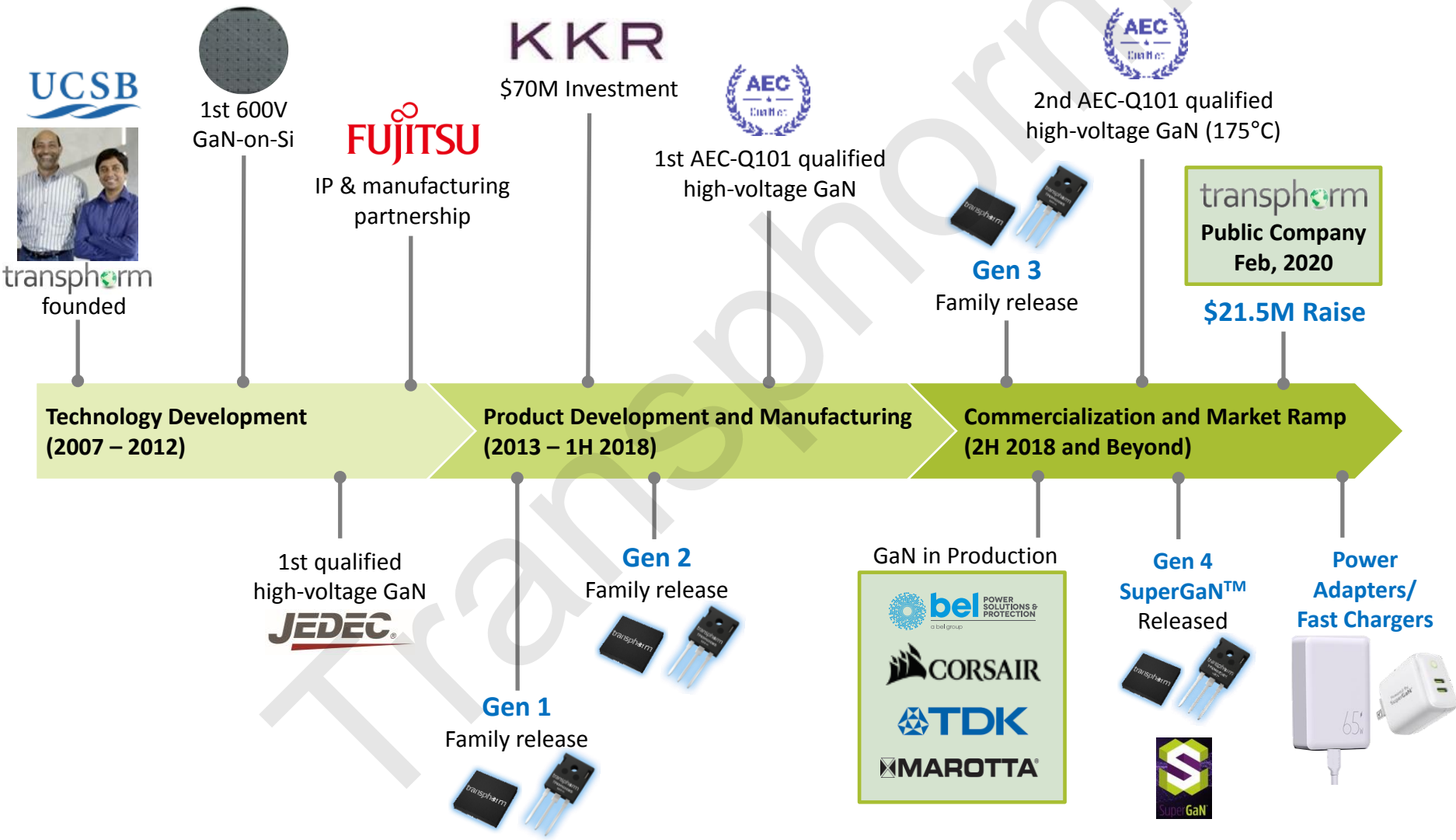



**Eiji Yatagawa**

- KKR Japan



# History of Milestone Achievements

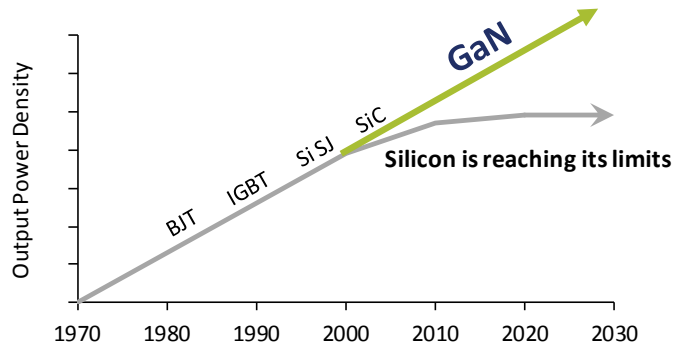


	<p>Funding and development agreement for customized versions of GaN devices for use high-efficiency servo motor drives in robotics applications</p>
	<p>6-inch wafer fab in Aizu, Japan with manufacturing and IP partnership to supply GaN power conversion devices</p>
	<p>Second source for GaN products in automotive market, includes funding, development, IP licensing and foundry transfer</p>
	<p>\$18.5M three-year contract with U.S. Navy to establish source of advanced GaN epiwafer materials for the Department of Defense</p>
	<p>Joint reference designs to integrate Transphorm's Gen IV GaN FET devices with Microchip's dsPIC Digital Signal Controllers (DSCs)</p>
	<p>Partner customer and joint development agreement on GaN products for automotive applications</p>



## “Moore’s Law” for Power Electronics

*GaN Provides the Path to Continue to Scale Power Densities*



## GaN versus Silicon & Silicon Carbide

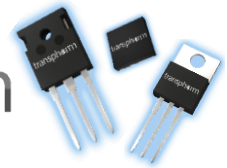
### Intrinsic Performance Advantages

- GaN offers higher efficiencies with lowest losses in power conversion at any Voltage range
- GaN can operate at much higher frequency

### Relative Cost Advantages

- GaN on Silicon less expensive than Silicon Carbide
- GaN offers lower system cost than Silicon
- Roadmap for GaN to approach cost parity with Silicon at device-level

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**99%**

Efficiency

**40%**

Higher Power Density

**20%**

Lower System Cost

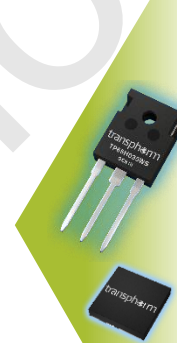
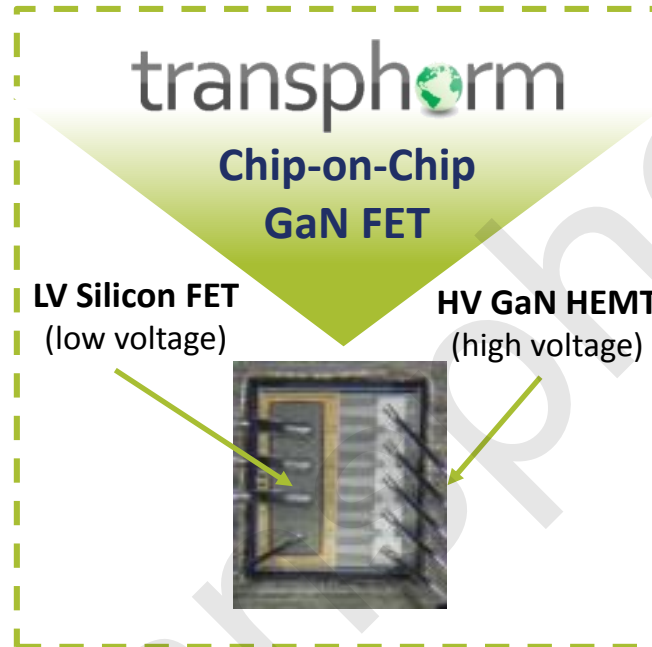
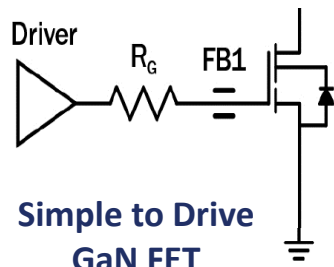
***Smaller, Lighter, and Cooler Power Systems Drives Increased Functional Value***

*Delivering High Performance with High Reliability*

## Standard Gate Driver

### Examples:

- Silicon Labs
- ON Semiconductor
- Texas Instruments



Best-in-Class Gate Robustness

High Noise Immunity Easy to Drive

Best-in-Class Performance

Qualification JEDEC, Q101

## Quality and Reliability On the Market

- 3rd generation product family in the market and ramping, 4<sup>th</sup> generation released
- Several billion device operating field hours
- < 1 failures per billion hours of field operation





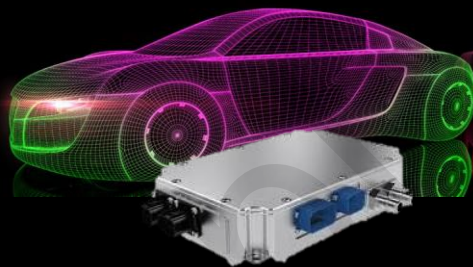
**500M+ 5G handsets  
in 2021<sup>(1)</sup>**



## 5G – Power Devices

- Smartphones
- Laptops/Tablets
- Gaming Consoles

**12M+ Electric Vehicles  
in 2025<sup>(2)</sup>**



## EV – Power Devices

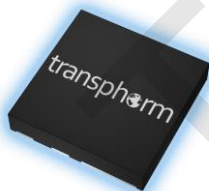
- On-board Chargers
- Power Converters
- Power Inverters

**\$1B+ GaN RF Market  
in 2022<sup>(3)</sup>**



## 5G – RF Devices

- Infrastructure
- High-Frequency Broadband
- DoD



GaN Power FET



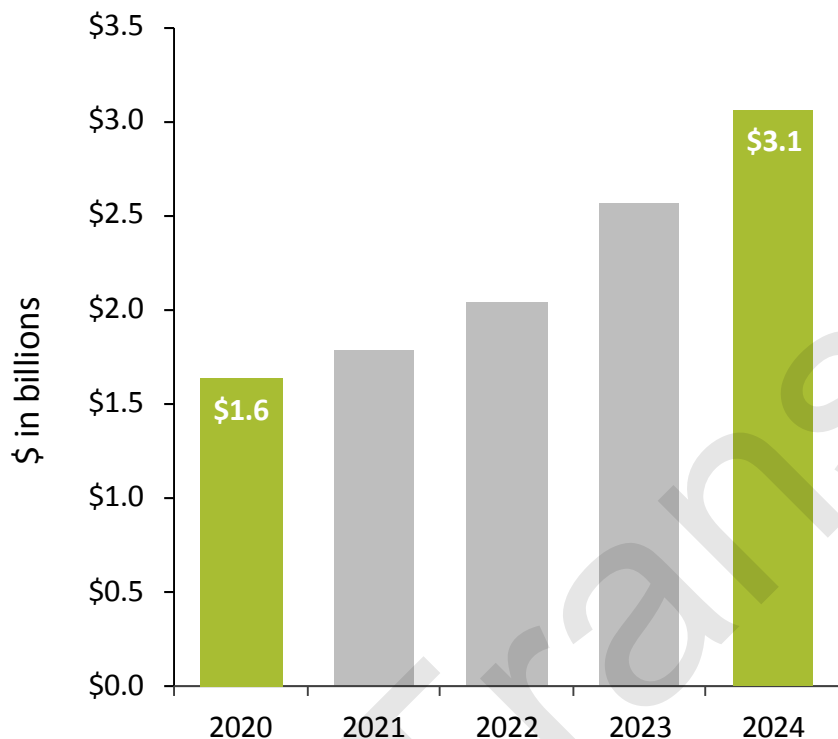
Epiwafer

Notes:

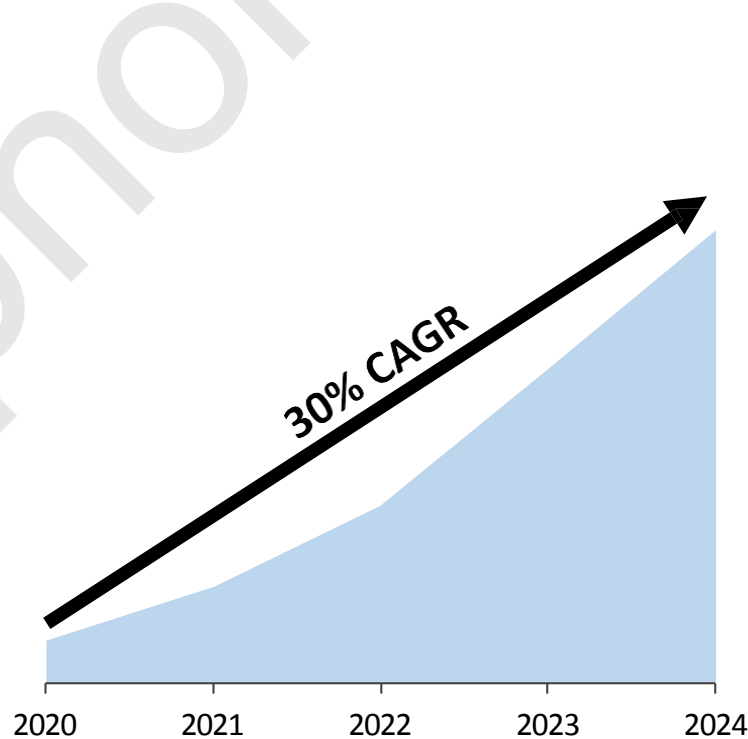
- 1) BofA Global Research
- 2) ReportsnReports: Global and China Electric Vehicle (BEV, PHEV) Industry Report, 2019-2025
- 3) Strategy Analytics: RF GaN Market Forecast: 2018 - 2023

# Large Market Opportunity for GaN

Total Addressable Market for GaN<sup>(1)</sup>



GaN Adoption Curve<sup>(2)</sup>



**Upside to TAM Expected From Electric Vehicle Powertrain Starting in 2024**

Notes:

1) Sources: IDC (Data Center / Comm Infrastructure); Statista (Power Adapters / Compute); Yole, IHS (Broad Industrial); Forbes, Frost and Sullivan, IEA, InsideEVs, Statista, Robotics & Automation (Automotive). TAM values are then calculated based on available technology, competition and value add to market.

2) IHS Markit: Power Semiconductor Intelligence Service – PCIM Europe 2019.

## End Market Applications and GaN Benefits

## GaN TAM<sup>(1)</sup>

Near Term

### Power Adapters / Compute



- Lower thermals
- Improved power density
- Smaller form factors
- Lower system cost

2020 → 2024  
\$562M → \$616M

### Data Center / Comm Infrastructure



- Ability to double available power in standardized server and 5G telecom form factors

2020 → 2024  
\$637M → \$794M

### Broad Industrial



- Reduces size/weight of systems
- More efficient charging for battery and/or battery-powered equipment and vehicles

2020 → 2024  
\$219M → \$733M

### Automotive EV and Charging



- Reduces size/weight
- Resulting in longer distance per charge

2020 → 2024  
\$170M → \$916M

*(Excludes EV powertrain)*

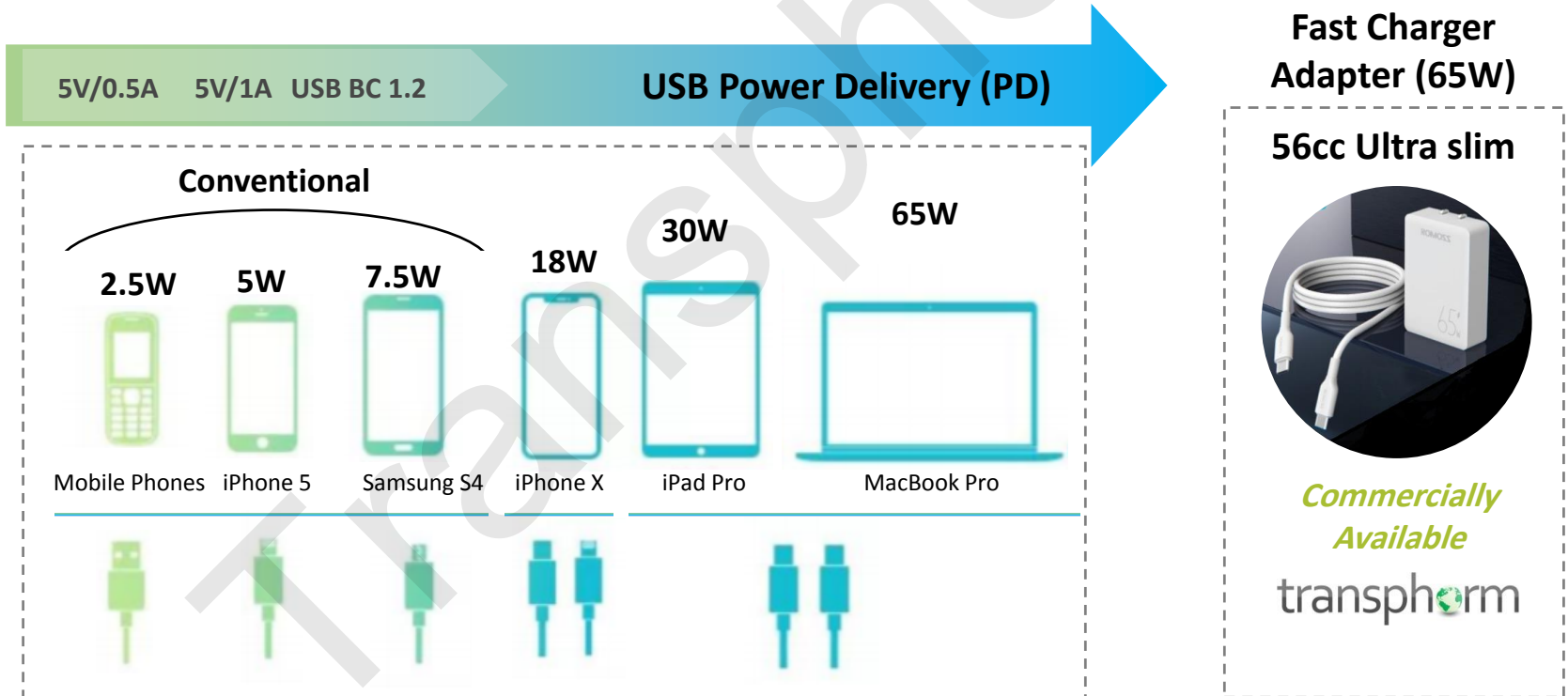
Long Term

Notes:

1) Sources: IDC (Data Center / Comm Infrastructure); Statista (Power Adapters / Compute); Yole, IHS (Broad Industrial); Forbes, Frost and Sullivan, IEA, InsideEVs, Statista, Robotics & Automation (Automotive). TAM values are then calculated based on available technology, competition and value add to market.

## One Power Adapter for Multiple Portable Devices

- Fast Chargers can adapt power level for different products with same charger
- Future phones / 5G smart phones require and utilize 65 Watts for fast charging
- GaN enables a smaller form factor and higher efficiency



**High-Volume Market With Potential for Accelerated Ramp**

## GaN Offers Substantial Systems Cost Savings within Data Centers

- 40% of total operational costs come from energy to power and cool server racks
- GaN enables **~2x increase in power density, 98%+ efficiency**



- Smaller
- Lighter
- Cooler

AC Line (208 Vac) to 400 Vdc to 48 Vdc



- \$103K saved/year\*
- 397 tons reduced carbon footprint\*\*

Global Server Units  
(Existing Install Base)  
**10.3M**

## Global Server/Power Supply Shipments<sup>(1)</sup>

2019 **10.3M** → 5.4% CAGR 2025 **14.1M**

Notes:

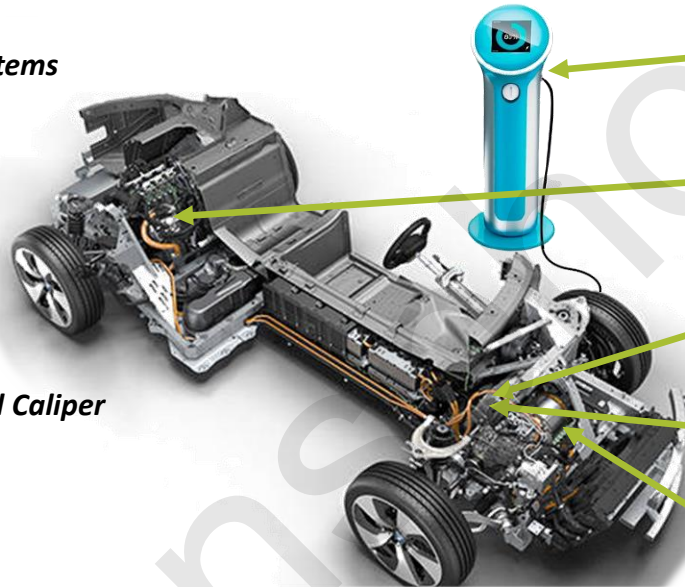
- 1) IDC: Worldwide Quarterly Server Tracker | June 2020
- 2) Grand View Research: Server Market Size, Share, Industry Growth Report, 2019-2025
- 3) Gartner: Forecast: Servers, All Countries, 2018-2024, 2Q20 Update

\* Based on 5MW Class Data Center

\*\* Based on existing rectifiers with 92% efficiency | Source: EPA estimated one kWh produces 1.52 pounds of carbon dioxide (excl. line-losses)

## GaN Applications for Electric Vehicles

- *High Power Drive By Wire Systems*
- *Climate Control (Heat Pump)*
- *Air conditioning (AC Motor)*
- *12 V battery charging*
- *Parking brakes using actuated Caliper*
- *Suspension Control*



- AC Charging Pole (Level I & II)
- DC-AC Auxiliary Inverter (1.5 kW – 2 kW)
- DC-DC Aux. Power Module (APM) (1 kW – 7 kW)
- AC-DC On Board Charger (OBC) (3.3 kW- 11 kW)
- EV Powertrain 50kW-250kW  
*SiC and Si IGBT (today)*  
*Larger GaN die (future)*

## Electric Vehicle (EV) Unit Outlook<sup>(1)</sup>

2020 **3.1M** → **23% CAGR** → 2030 **25.9M**



## GaN TAM In Automotive<sup>(2)</sup>

2025 **\$2.4B** → **20% CAGR** → 2030 **\$6.0B** *(Including EV Powertrain)*

Notes:

1) Global EV outlook. Source: Forbes, June 2018, contributor: Neil Winton.  
 2) IEA, InsideEVs, Statista, Robotics & Automation, PntPower.com. Includes OBC, DC – DC, Inverter content, and EV charging poles. Based on GaN technology available and Transphorm management’s projections.





Leading global independent supplier to the automotive sector with 60,000 employees, 170 facilities and R&D centers across Asia, Americas, Europe and Africa. Headquartered in Japan with annual revenue of \$15 billion in 2019.

- Preferred customer and joint development agreement executed in Feb 2020
- Top 10 shareholder of Transphorm, with long-term commitment
- Roadmap and technical collaboration on new GaN products for auto applications



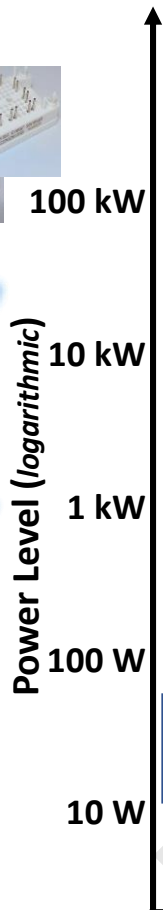
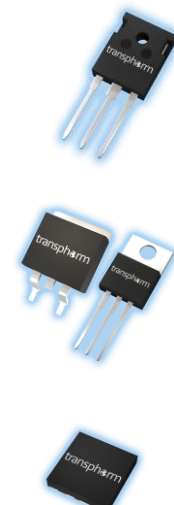
Global company and leading expert in high-volume production of reliable and essential semiconductor components that meet the stringent standards required by the automotive industry.

- Cooperation agreement, investment and licensing agreement closed in April 2018
- \$50 million for Transphorm, in return for equity, IP licensing, foundry transfer and Automotive market access
- Allows for better Automotive market penetration and creates a 2nd source for GaN

# Comprehensive GaN Product Portfolio

Wide breadth of 600V to 900V and JEDEC through AEC-Q101

Technology	On Resistance (mΩ)	Current Capability (A)
Gen III 650V	150/70/50/35	5 to 47
Gen IV 650V	480/300/50/35	2.6 to 47
Gen V* 650V	15	95
Gen III 900V	50	34



Wall Plug Adapter

Fast/Other Charger Adapter

Servo Motor Drive

Consumer/ Computing PSU (gaming)

Server/ Telecom PSU UPS

Auto DC-DC On-board Charger

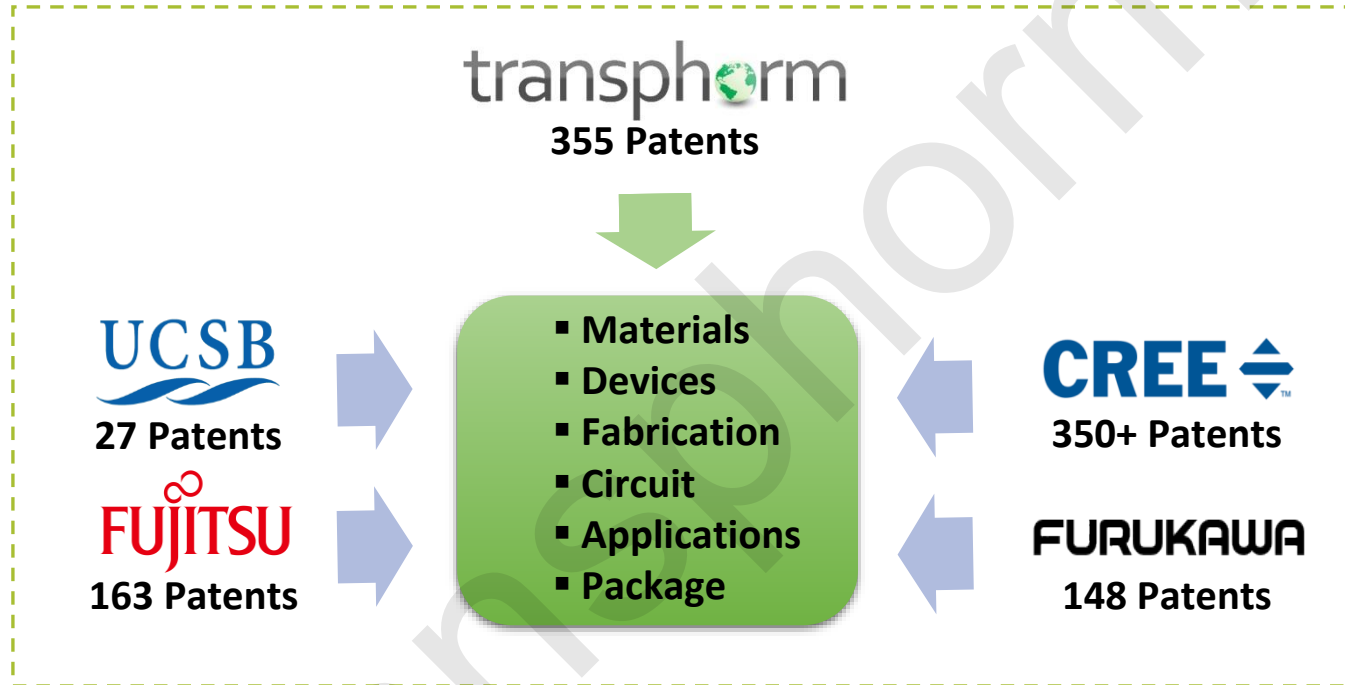
Drivetrain Inverter



\* In development, Gen V to be released in 2021

# Industry's Strongest GaN IP Position

*1,000+ Worldwide Owned and Licensed Patents*



- Patent portfolio valued in excess of \$225 million (owned + exclusive licensed)<sup>1</sup>

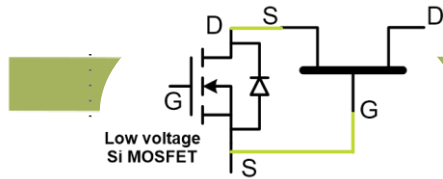


- KnowMade: “Transphorm today has the dream patent portfolio for all those who want to benefit from strategic advantages in GaN power electronics market”

<sup>1</sup>2020 Patsnap valuation based on 40+ independent criteria. Transphorm’s GaN portfolio value included only owned or exclusively licensed patents.

# In-House Capabilities Span Complete Value Chain

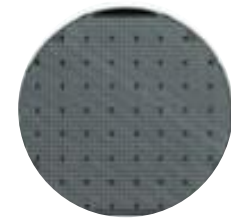
## 1. GaN FET design



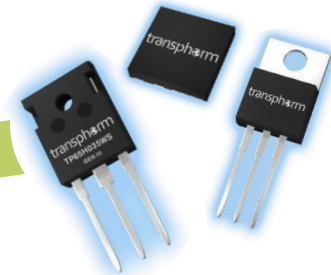
## 2. Epi technology and manufacturing



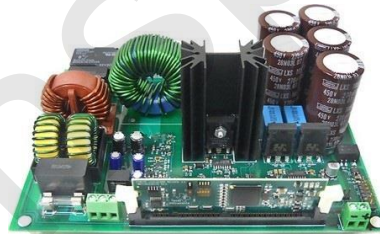
## 3. Wafer fab



## 4. Packaging



## 5. Applications-driven resources



## 6. End market/application



*End-to-End Process Drives Innovation and Leadership in GaN Technology*

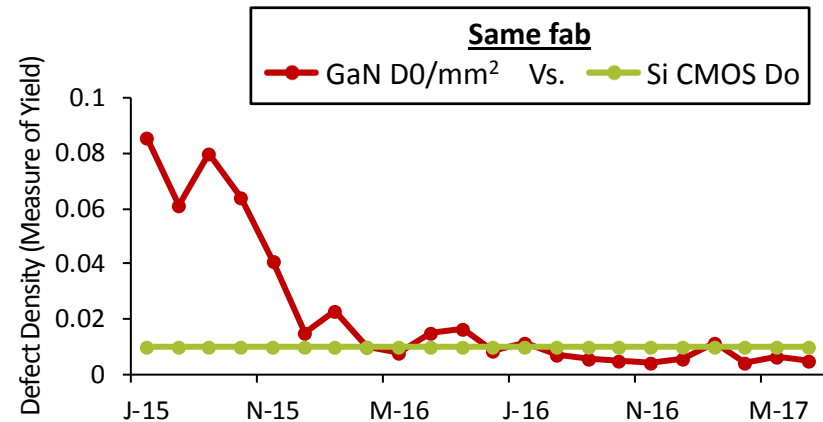
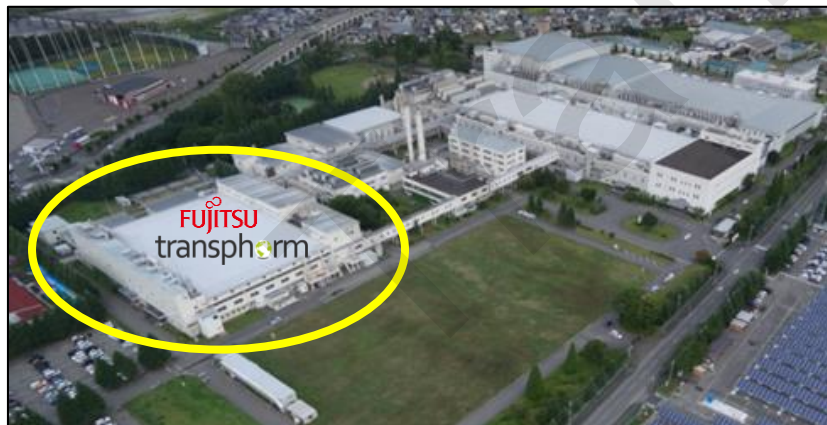
## In-House Material Growth Capability (MOCVD and Epi Wafer)

- Multiple epi production reactors in Goleta-CA and Aizu-Japan with plans to expand
- \$18.5M contract with U.S. Navy, establishing Transphorm as one-stop domestic supplier of GaN Epi for RF – DoD/Commercial 5G



## High-Volume Wafer Fab In Japan With Fujitsu (Joint Venture)

- Capacity to handle tens of millions GaN parts / year, scalable on demand
- High volume 6-inch manufacturing
- Several million GaN die manufactured in last two years
- Defect densities same as Silicon CMOS wafers
- Fully qualified GaN on Silicon under comprehensive SPC control



## Key Product and Partnership Priorities

### Backed by Strong Value Proposition

**Secured multiple Adapter design wins, sampling Gen 4 to industrial and server customers, sampling/releasing new products and reference designs**

- 2<sup>nd</sup> half products and building for 2021 revenues

**Build and execute on key strategic partnerships and automotive EV focus**

- Nexperia (licensing, 2<sup>nd</sup> source), Yaskawa (NRE, Servo drive & Motion control) and Marelli (long-term Automotive)
- Gen 5 product development execution for automotive/EV opportunities

**Execution on Government programs and securing RF Epi sales**

- Navy program revenues and 2-3 RF GaN epi orders

**Production  
with Multiple  
Customers**

**Best-in-Class  
Q+R, < 1 FIT  
JEDEC, AEC**

**1,000+  
Patent  
Portfolio**

**Strong  
Products  
& Roadmap**

**High-Volume  
Wafer Mfg.  
in Place**





## Financials

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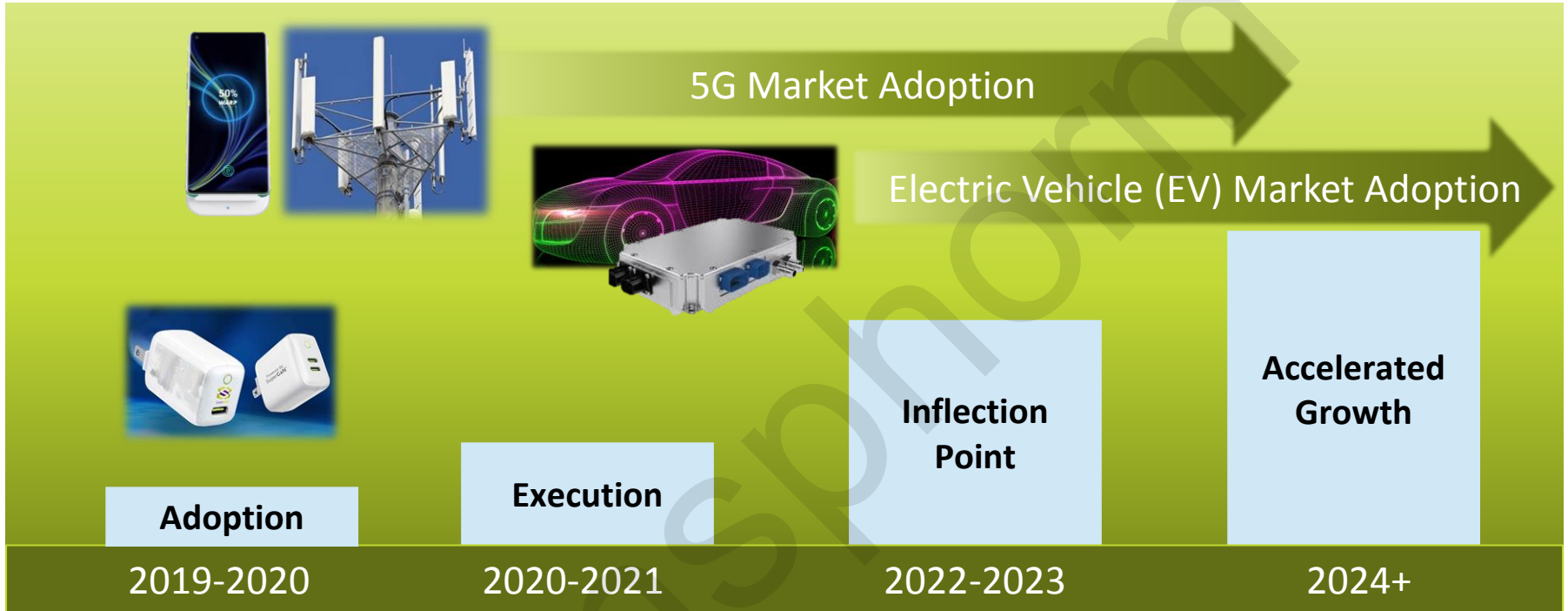
## Income Statement

	12 Months to 12/31/18	12 months to 12/31/19	3 months to 3/31/20	3 months to 6/30/20	6 months to 6/30/20
Revenue	1.4	11.9	1.1	6.3	7.4
Cost of Goods Sold	4.6	6.5	1.5	1.2	2.7
<b>Gross Profit/(Loss)</b>	<b>(3.2)</b>	<b>5.4</b>	<b>(0.4)</b>	<b>5.1</b>	<b>4.7</b>
Operating Expenses	18.6	17.4	5.1	4.1	9.2
Other Income/Expense	3.9	3.4	(1.2)	3.2	1.9
<b>Operating Profit</b>	<b>(25.8)</b>	<b>(15.3)</b>	<b>(4.2)</b>	<b>(2.27)</b>	<b>(6.4)</b>

## Balance Sheet

<i>Numbers in \$m's</i>	As at 12/31/18	As at 12/31/19	As at 3/31/20	As at 6/30/20
Cash and cash equivalents	3.1	2.9	14.6	9.4
Current assets	2.0	2.3	3.9	3.9
Fixed & Intangible assets	5.4	5.1	4.6	4.4
<b>Total assets</b>	<b>10.5</b>	<b>10.3</b>	<b>23.2</b>	<b>17.7</b>
Short-term debt	3.3	25.5	25.6	21.0
Current liabilities	3.2	5.2	4.8	4.5
Long-term debt	25.9	16.2	13.9	15.6
<b>Total Liabilities</b>	<b>32.4</b>	<b>46.9</b>	<b>44.3</b>	<b>41.1</b>
Shareholders deficit	(21.9)	(36.6)	(21.2)	(23.4)
<b>Liabilities and stockholders equity</b>	<b>10.5</b>	<b>10.3</b>	<b>23.2</b>	<b>17.7</b>

# Phases of Revenue Growth



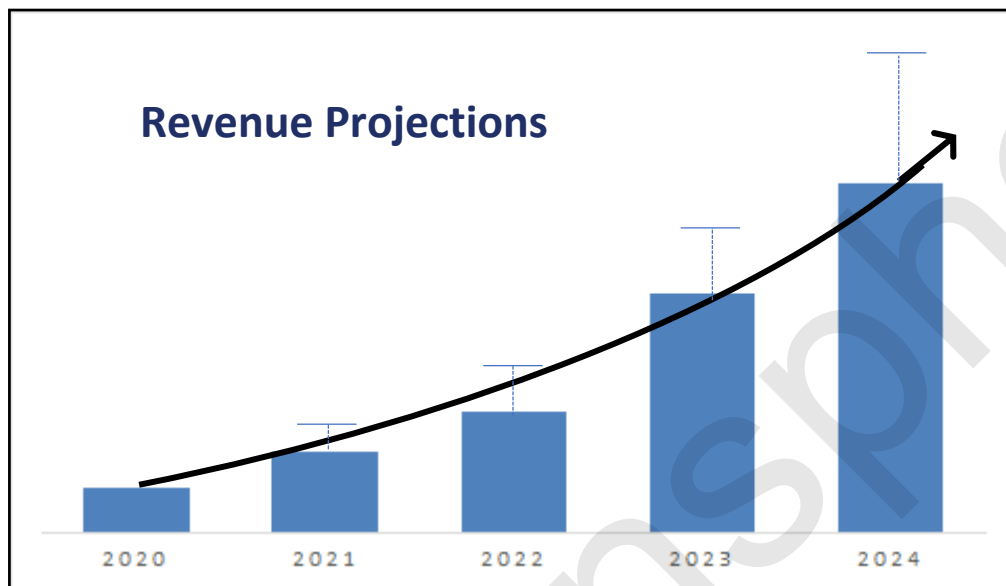
- Licensing revenue
- Secured Govt. contract
- Gen 3 revenue, Automotive qualified
- Gen 4 release, design wins
- Initial Power Adapter/Charger revenue
- Auto partner/customer

- Licensing revenue
- Add Govt. contracts
- High-vol. Adapter ramp
- Growth in servers, industrial
- Growth in RF Epi Sales
- 900V Gen 3
- Gen 5 release

- Broad market growth, including 5G Penetration
- Automotive programs reaching production
- Gen 5 revenue ramp
- 1200V release
- New Govt. contracts
- Target profitability

- Continued broad market expansion
- Automotive adoption growth, revenue ramp
- Leader in EV, Consumer and RF Epi segments
- Positive cash generation
- Increase internal investment in growth

## *Building a High-Growth, Cash Generating Business*



### Target Model:

5 year CAGR range: **50-80%**

Gross Margin: **40%+**

Operating Margin: **20%+**

Free Cash Flow: **10%+**

### Operating Guidelines

- Accelerating top-line growth and GaN adoption across all target end markets
- OpEx for continued development of best-in-class products and IP portfolio
- CAPEX investment for increased scale

## *Transphorm is a Pioneer and Leading Provider of GaN Power Conversion Devices*

- ❖ **Disruptive Technology** – GaN Enables Next Generation Power Conversion Solutions
- ❖ **Commercially Ramping** – Technology and Product Development Completed
- ❖ **Large Markets Across Diverse Applications** – Power Adapters, Auto EVs, Data Centers...
- ❖ **Best-In-Class GaN Technology** and Industry's **Strongest IP Position (>1,000 patents)**
- ❖ Validation From **Blue Chip Partners, Customers & the U.S. Department of Defense (Navy)**
- ❖ Talented Team Led by **World-Renowned GaN Experts (>300 Years of GaN Expertise)**



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**Thank You**