# **Energy Tech: Decarbonizing Commercial Vehicles** ROMEO POWER & RMG ACQUISITION CORP. TO MERGE

**OCTOBER 2020** 









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2

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#### Additional Information

In connection with the Business Combination, RMG intends to file a registration statement on Form S-4 (the "Registration Statement"), which will include a preliminary proxy statement to be distributed to holders of RMG's common stock in connection with RMG's solicitation of proxies for the vote by RMG's stockholders with respect to the Business Combination and other matters as described in the Registration Statement, as well as the prospectus relating to the offer of the securities to be issued to Romeo's stockholders in connection with the completion of the Business Combination. After the Registration Statement has been filed and declared effective, RMG will mail a definitive proxy statement, when available, to its stockholders. INVESTORS AND SECURITY HOLDERS ARE URGED TO READ THE PROXY STATEMENT/PROSPECTUS, ANY AMENDMENTS THERETO AND ANY OTHER DOCUMENTS FILED WITH THE SEC CAREFULLY AND IN THEIR ENTIRETY WHEN THEY BECOME AVAILABLE BECAUSE THEY WILL CONTAIN IMPORTANT INFORMATION ABOUT RMG, ROMEO AND THE BUSINESS COMBINATION. RMG stockholders will also be able to obtain copies of the proxy statement/prospectus and definitive proxy statement (when available) and other documents filed with the SEC by RMG through the SEC's website at www.sec.gov. Participants in the Solicitation

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# **Transaction Summary**

# Romeo and RMG combination to publicly list a dynamic, innovative battery technology company

### Romeo Team



Lauren Webb **Chief Financial Officer** 

Lionel Selwood, Jr Chief Executive Officer

**Michael Patterson** Founder and Chief Sales Officer

#### **RMG Team & Romeo Director Nominees**





President and COO

### **Proposed Transaction Overview**

- Romeo Systems, Inc. (Romeo) is an industry leader in the design and manufacturing of energy-dense lithium-ion ("Li-ion") battery packs and modules, focused on the electrification of commercial vehicles globally
- Romeo to combine with RMG Acquisition Corp. (RMG, NYSE: RMG), a publicly listed special purpose acquisition company with ~\$234mm cash held in trust<sup>1</sup> and a focus on disruptive technologies in the energy and industrial areas
- Robert Mancini, CEO, and Phil Kassin, President and COO, from RMG to join Romeo Board, adding their substantial business, financial, legal and public board experience to the governance and operations of the company
- Transaction reflects a \$900mm pre-money equity valuation for Romeo, representing a highly attractive opportunity to invest in a leader in commercial vehicle electrification
  - Romeo to receive ~\$340mm cash at closing to fund its attractive growth opportunities<sup>2</sup>
  - Romeo will use proceeds from the Transaction as growth capital primarily to fund expansion of production capacity; working capital to support increasing production demand; and substantial R&D activities devoted to developing the next generation of battery systems technology
  - All-primary transaction; existing Romeo shareholders, including management and strategic partner BorgWarner (BWA), are rolling virtually 100% of their equity and collectively are expected to own 67% of the pro forma company at closing
  - \$1.3Bn post-money Equity Value
- \$993mm Enterprise Value, with no material debt outstanding at closing
  - Represents 1.3x EV / 2023E Revenue, a highly attractive entry multiple relative to peer group

Chief Executive Officer



# **RMG Acquisition Corp. Overview**

### **Highly Experienced RMG Management Team**



#### **Jim Carpenter**

- Chairman
- Founder and CEO of Riverside Management Group
- Former CEO of Horsehead Industries
- Co-Founder of Mohegan Energy
- Founding Investor & Board Member of Allied Resource Corp.

## Bob Mancini

#### **CEO** and Director

- Former Partner, Founder & Co-Head of Power Investment Business at Carlyle (NASDAQ:CG)
- Former Managing Director of Goldman Sachs (NYSE:GS)
- Co-Founder & Head of Power Investment Business. Founder & Head of Commodities Principal Investment Business at Goldman Sachs (NYSE:GS)
- Former Chairman & CEO of Cogentrix Energy

### Phil Kassin

- President, COO and Director
- Former Senior Managing Director of Evercore (NYSE:EVR) Former Head of M&A & Financing at Access Industries
- Former Board Member and Chairman of the Finance &
- Investment Committee at LyondellBasell (NYSE:LYB) Senior investment banking roles at Morgan Stanley,
- Goldman Sachs, Merrill Lynch and AIG



HORSEHEAD

THE CARLYLE GROUP

Goldman

Cogentrix

Sachs

ALLIED RESOURCE CORPORATION

Access Industries



Morgan Stanley

### **RMG Acquisition Corp. Overview**

- RMG Acquisition Corp. ("RMG") is NYSE listed SPAC which completed its \$230mm IPO on February 12, 2019
- RMG Management Team has significant public company board experience (NYSE, NASDAQ, and TSX)
- Sponsored by Riverside Management Group, a leading merchant bank with ~25 years of experience in M&A advisory and principal investing
- Anchor investors include: BlackRock



### RMG's Due Diligence Conducted on Romeo

- ✓ General corporate, employment matters and benefits, legal, litigation and potential claims, intellectual property, environmental health and safety, contract review, real estate and joint venture capital structure due diligence performed by Latham & Watkins
- ✓ Technical due diligence performed by Roland Berger
- ✓ Accounting and Tax due diligence performed by Grant Thornton
- ✓ Business due diligence completed by RMG

RMG led extensive multi-month long industry-wide commercial, business, technological, financial and legal due diligence effort, engaging leading experts and advisors

# **Romeo Power Investment Highlights**

Across all battery technology categories, Romeo is a clear industry leader



Through Romeo's differentiated offerings and superior technology, we believe that Romeo is well-positioned to capture an industry-leading share of the estimated \$665Bn global CV TAM

# Today's Agenda

# **1** Romeo Power Overview

Leading Provider of Battery
 Packs and Battery Management Systems

**Validated Technology & Products** 

# **2** Transaction Overview







# **Romeo Power Overview**

Leading Provider of Battery Packs and Battery Management Systems

### Section 1

# **Romeo Power at a Glance**

Powered By World Leading Technology

**Founded in 2016** By former leaders from Tesla, SpaceX, Amazon, Apple, and Samsung

~100 Dedicated employees60+ Battery-Specific Engineers

 \$765mm
 \$1.2Bn
 \$1.6Bn

 2023E Rev.
 2024E Rev.
 2025E Rev.

7 GWh Capable / 113,000 sq. ft. State-of-the-art manufacturing facility located in Los Angeles, California

Strategic Investor and JV partner BorgWarner



### **BUILT BY MARKET LEADING EXPERTISE**

**Romeo Power Modular and Scalable Product Design Approach** 

Assembled elite team of more than 60 battery-specific engineers and manufacturing experts dedicated to advancing the global frontier of electric vehicle energy technology



### **BATTERY MANAGEMENT INTELLIGENCE**

Battery Management System (BMS) with proprietary algorithms optimizes safety, industry leading performance and longevity



### PATENTED TECHNOLOGY & LONG-TERM ENERGY INNOVATION ROAD MAP

Protected future as market leader in battery design and manufacturability and cutting-edge battery management system



### LEADING EDGE TECHNOLOGY AT COMPETITIVE TOTAL COST OF OWNERSHIP

Modular design drives scalability while allowing ability to efficiently configure and customize to individual customer needs; flexible and efficient manufacturing process

Romeo Partnership with BorgWarner Significantly De-Risks Production Execution

# Romeo Power at a Glance (Cont'd)

# **Core Product Offering**



Romeo's Industry Leading Battery Packs are Manufactured in Los Angeles

**Core Business: Battery Modules and Packs** 

# **World Class Strategic Partnerships**

Strategic partnerships significantly reduce execution risks and deliver competitive advantages

# **BorgWarner**

### **Global Production & GSM**

- \$50mm investment in Romeo in 2019
- BorgWarner Inc. is a global tier 1 automotive supplier with world-class manufacturing, engineering and technology development expertise
- BWA has annual revenue of approximately \$10Bn, over 60 manufacturing facilities globally and deep relationships across the global vehicle customer universe and supply chain
- BWA has a rapidly growing alternative propulsion portfolio including industry-leading power electronics and EV drivetrain components

# **CHERITAGE**®

### **Environmental Management**

- Early strategic and financial backer of Romeo and PIPE participant
- Heritage Environmental Services ("Heritage") is a leader in the environmental, waste management and recycling services industry with an extensive history of managing / recycling all battery types for thousands of customers
  - Focus on sustainability and reuse of applications
  - Deep expertise in materials and environmental solutions
- The Heritage Group and affiliates own 31.6% of Heritage Crystal Clean (NASDAQ:HCCI), a wellestablished leader in environmental services
- Romeo will work with leading BEV OEM's to convert 500 diesel trucks owned by Heritage and its affiliates to BEV









# **Romeo Solves the Key Challenges of Electrification**

**Translates to Robust Demand for Romeo Solutions From Incumbents and New Entrants** 



Order Book with Customers Representing ~68% Market Share of the Class 8 Truck Market in North America

<sup>1</sup> Market Share of Class 8 Truck Manufacturers in North America, Based on IHS-Markit

# **Core Focus on Battery and Module Packs**



# **Competitive Advantage**

# How Romeo will seek to win the largest market share

### 3 1. Configurable Current Collector

- Serves multiple voltage motors
- Enables fast upgrade to battery electric vehicle (BEV)
- 2. Battery Pack Family
  - Modular solution serves multiple markets
- 3. Larger Packs
  - 1 MWh packs deliver the best BEV solution for long-haul
- 孩 4. Cell Science
  - Not being bound to any one cell supplier enables Romeo to deliver the BEST cell per application
- **5.** Advanced Proprietary BMS
  - Integrated safety features
- 6. Design, Testing and Production
  - Full service in-house enables redundant quality checks

Denotes Area of IP

Romeo Has Created a Compelling Solution through its Differentiated Technology Moat

### Energy Density<sup>1</sup>



### Defined Pathway with Continuous Potential Improvements Until 2030

<sup>1</sup> Energy density at pack level

# **Attractive Growth Opportunity**





### Sustainable projected run-rate EBITDA Margin: +20%

# **Evolution of Romeo**

Demonstrating major milestone achievements and progress on vision in less than four years



## **On-Going Mission Fulfillment**

- Execute on innovation portfolio and continue disciplined R&D to maintain and widen technology lead
- Deliver and grow signed contracts
- Strengthen partnerships with the most innovative industry leading and developing cell providers
- Expand manufacturing footprint





# Attractive and Large Addressable Market Opportunity



ncludes Heavy, Medium and Light commercial vehicles and Bus vehicles unit sold in 2019; assumes addressable content per vehicle as per company estimates.<sup>2</sup> Through JV with BorgWarner

# **Accelerating Electrification of Vehicles**

All vehicles classes are rapidly shifting towards electric

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Regulatory developments driven by consumer / societal pressures to reduce CO2 are helping drive rapid adoption of zero emission vehicles



California proposed world's first zero-emission sales mandate on commercial trucks, including 40% of trucks sold to be zero-emission by 2035 and 100% by 2045



12+ U.S. States announced plans to make every new medium- and heavy-duty vehicle sold within their borders fully electric by 2050



Between 2025-2029, European Union fleet-wide average CO2 emissions must be 15% lower compared to 2019 levels; By 2030 they must be 30% lower



Projected Global Passenger Car EV vs. ICE Sales Growth (2020E-2040E)

# Secured Partnerships and Committed Revenue in the CV Space

Addressable Market Opportunity with \$310mm in Committed Revenue and Significant Upside Opportunity



### Romeo Development, MOU, Prototype and Production Customers



Contracted revenue.<sup>2</sup> Binding provision with Minimum Order Quantity (MOQ) over three-year period.<sup>3</sup> Binding provision with MOQ over five-year period

# Strategic Joint Venture with BorgWarner

Enables acceleration of Romeo growth and significantly de-risks production execution

# BorgWarner

- BorgWarner Inc. is a **global tier 1 automotive supplier** with world-class manufacturing, engineering and technology development expertise
- BWA has annual revenue of approximately \$10Bn, over 60 manufacturing facilities globally and deep relationships across the global vehicle customer universe and supply chain
- BWA has a rapidly growing alternative propulsion portfolio including industryleading power electronics and EV drivetrain components



### 🔗 BWA Equity Investment in Romeo

- BWA invested \$50mm in Romeo's capital raise in 2019 for a 20% equity stake and representation on Romeo's Board
- Provides significant third-party validation of Romeo's technological leadership and massive market opportunity

### 🕖 Joint Venture

- In conjunction with equity investment, BWA and Romeo formed a joint venture to pursue opportunities globally in light vehicles and in HD/MD CVs outside of North America. BWA holds 60% JV equity ownership to Romeo's 40%
- Cements partnership with the world's preeminent vehicle supplier to accelerate Romeo's global growth and bolsters operational execution

### BWA Commercial Relationship

- BWA provides design, engineering, manufacturing, sales and services expertise to Romeo and to the Romeo / BWA JV
- Provides flexibility for both entities to rapidly scale operations in highly capital efficient manner while maintaining high levels of product quality

Romeo Partnership with BorgWarner Significantly De-Risks Production Execution

# Strategic Joint Venture with BorgWarner (Cont'd)

Aligned key objectives and responsibilities within the JV



# **Strategic Partnership with Heritage for Responsible Environmental Controls**



- Heritage is a leader in the environmental, waste management and recycling services industry with an extensive history of managing / recycling all battery types for thousands of customers
- Focus on sustainability and reuse applications
- Deep expertise in materials and environmental solutions
- The Heritage Group and affiliates also owns 31.6% of Heritage Crystal Clean (NASDAQ:HCCI)



### Investment in Romeo

• The Heritage Group was an early investor in Romeo and has been actively supporting the growth of the business

### Fleet Conversion Contract

- Romeo will work with leading BEV OEM's to convert 500 diesel trucks owned by Heritage and its affiliates to BEV
  - 125 trucks per year 2021-2025
  - Total estimated product sales of \$54mm
  - Projected ROI of 50% and IRR of 26%

### Strategic Partnership with Revenue Share

 Together Romeo and Heritage are developing a battery reuse and recycling facility with capacity to process Romeo's lithium ion batteries at the end of life. Romeo first batteries will reach end of life between 2025 and 2027. In the interim, Heritage's current recycling customers will provide the batteries for recycling. Romeo will contribute initial capital for the facility in return for a 30% share of net profits

Romeo Partnership with Heritage Brings 500 Vehicle Conversion Opportunity and Significant Profit Share

# **Experienced Leadership Team**





# **Romeo Power Overview**

Validated Technology & Products

### Section 1



# **Engineering Overview**

Strong team with relevant combined experience across key engineering disciplines

### **Romeo Engineering Overview**

- 60+ battery-specific engineers
- Deep knowledge experts team across all core engineering disciplines including electrical, thermal, chemical, mechanical, electrochemistry
- Team members experienced with multiple prolific vehicle launches
- Combining automotive, space, and aviation tech to create the most advanced battery systems for electric vehicles
- 7 GWh-capable, fully functional manufacturing and R&D center located in Los Angeles, California

#### **Representative Product Launch Experience of Romeo Engineering Team**











LOCKHEED MARTII



SPACEX

SIEMENS

chnologies



R



BOSCH

Qualcom

Tesla Roadster

Tesla Model S

S Tesla Model X

Faraday Future FF91

Fiat 500e Porsche Cayenne Hybrid

Apache Helicopter SpaceX Dragon Rocket



### Select Professional Experience

TESLA

BOMBARDIER

# **Technology Overview**

# Romeo's batteries use a modular design and best-in-class components

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### **Cell Science**

- Cell procurement is a carefully guided process with rigorous testing and validation processes to ensure only the best cells are selected
- Romeo's packs and modules are cell-agnostic, allowing the company to use only the best for each application, and adapt and change as new cells come to market



### Module Technology

- Flexible and customizable design acts as a building block which allows for custom packs without needing months / years of additional R&D for each prototype
  - Modules are designed to meet the highest safety standards and have undergone extensive testing and broad-based customer validation, both at the individual pack and module level



### Pack Technology

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- Mechanical pack design addresses key requirements – from durability and crashworthiness to manufacturability, serviceability, and recyclability
- Flexible design allows the company to reach significant scale and a broad range of customer needs without incurring significant additional costs and overhead



### BMS

- Battery management system serves as complete solution for monitoring and control
- Romeo's BMS are built on a highly configurable platform, allowing it to support a wide variety of architectures, and driving lower cost and a faster time to market when compared to peers



Exhaustive Testing In-House

#### Developed by Romeo In-House

# 1 Cell Science & Technology

A highly selective process allows Romeo to use only the top-tier quality cells

#### **Multi-tiered Cell Validation Cell Supplier Selection** Over 200 Cells Tested from 10 Suppliers Romeo's extensive cell selection process allows the company to rigorously test hundreds of cells and choose only the best for each application, based on energy density, guality and safety standards **Beginning of Life** Verify supplier claims, and evaluate **Electrical Characterization** state of chemistry ~ Stage Validate mechanical properties .G Chem SAMSUNG Welding Evaluation **10 Cells Qualified** Characterize and verify quality of **Reproducibility Evaluation Broad Spectrum of Cells and Chemistry for Multiple Applications** supplier manufacturing processes 2 Verify mature cell can pass Stage 1000 Romeo's stringent safety metrics Moderate requirements Single Cell Safety Test 6 Cells Qualified · Longest range, and longest life 800 Density (Wh/I) Fastest Charge High power low density 600 Evaluation of long term behavior Cycling / Calendar Aging for specific application S Identify parameters for battery 400 Stage **Open Circuit Voltage** management system Energy Collect data to strengthen battery Degradation 200 pack warranty **Only 4 Cells Ultimately Fast Charging** 80 120 160 200 240 280 320 40 0 360 Qualified Specific Energy (Wh/kg)



# 2 Module Technology

Flexible and efficient building block for configurable, scalable energy storage

#### **Hermes Module**



### **Key Attributes**

- Market-leading automotive building block with active high cooling performance
- 20-30% more energy density than same-size competitor packs<sup>1</sup>
- High stability and *superior thermal management* (<4 °C Temp delta)
- Patented cold-plate technology allows for *quick integration into Class* 1 to Class 8 electric motors
- Electrical isolation protection achieved without compromising energy density or thermal performance
- Liquid active cooling within *slimmest volume factor* (7% of volume)
- No fire propagation during single or multiple cell failures
- **2hr baseline charge time** for optimal life (20min, fast charge to 80%)
- Highest manufacturing rate at <100 ms per Cell</li>

# **3** Pack Technology

Customers are willing to pay a premium for integrated products from their battery solution provider



Using 4 major cells, with 8 voltage variants and 6 different packs, Romeo is able to create <u>192 products</u> utilizing the same module, manufacturing line, process and test sequence, allowing for high customizability and product expansion with ease

Representative only, non-exhaustive list of potential end markets or offerings. Romeo does develop more than one module in-house

# 4 Battery Management System (BMS)

Among the most flexible and configurable systems in the market today

Romeo's BMS offers a complete solution for monitoring and controlling complex battery systems for automotive applications

#### Features

- Voltage, current, temperature, isolation measurements
- Operating modes, contactor, pre-charge and charge control
- Safety measures isolation monitoring, high voltage interlock, manual service disconnect, hardware and software protections
- Advanced battery control algorithms
- Advanced diagnostics and prognostics
- Field configurability for fast and convenient integration
- Support over-the-air updates
- Cybersecurity
- Automotive ISO 26262 compliant<sup>1</sup>

### Value Proposition



- Built on highly configurable platform
- Self-diagnostics
- Supports wide variety of architectures
- Operates with virtually every vehicle engine control
   unit
- Proven exceptional real world performance
- Low cost and robust
- Scalable from 48V to 1000V
- Faster time to market

### Advanced Algorithms

- Others only measure voltage, temperature and current, leading to increased buffers and cost
- Romeo utilizes a series of sophisticated realtime onboard models as a result of proprietary testing and algorithm developments:
  - More accurate remaining range estimation
  - More accurate battery health estimation
  - Enables safer and faster charging





# **State-of-the-Art Production Facility**

# In-house design, manufacturing and testing capabilities for Romeo North America

### Site Highlights

- 113,000 ft<sup>2</sup> North American Headquarters, strategically located in Los Angeles to attract the best industry talent
- Deliberately designed to allow for cost effective expansion of productions lines to 7 GWh / year capability
- All key battery development labs in-house, including:
  - Reliability, Testing & Validation Lab
  - Battery Cell Test Lab (Form Factor Agnostic)
  - Battery Safety & Test Facility Section
  - Battery Management Systems Engineering
- IS09001 Certified & UL2580 Certified<sup>1</sup>

### Production Facility Outside of Los Angeles



### **Romeo Facility Overview**



While many competitors outsource most testing and some assembly, Romeo's complete in-house solution-set allows the company to protect IP, ensure quality control and accelerate development and production

# **Innovation Roadmap**

Significant strides have been and continue to be made in order to position Romeo as a breakaway leader



Innovation and the Mindset of Consistently Improving Have Been at the Forefront of Romeo's Business, Allowing the Company to Achieve Milestones Far Ahead of its Competitors

Romeo has developed a plan to execute over the next three years in product advancements and innovations designed to achieve new ground-breaking products, further its competitive advantage and unlock significant future growth potential

# Among the Highest Energy Density in the Market

Romeo is among the leaders in gravimetric energy density

### Gravimetric and Volumetric Energy Density (Pack)<sup>1</sup>



# Commentary • In the commercial vehicle segment, gravimetric density is the primary KPI Larger space in CVs allow for flexibility in fitting battery packs in the vehicle, rendering volumetric density less important Certain restrictions still apply, depending on the pack position (e.g., height restriction) Emerging pack providers represent a significant improvement over current mainstream EVs on the market Romeo is leading in energy density relative to direct competitors' current products and in a similar range with 2021E generation Romeo energy density data based on identified product improvements for current and NextGen packs

Sources: Roland Berger, Management Estimates

Proterra battery pack: energy density included is the maximum value specified by Proterra; Akasol 2021: gravimetric energy density included is the maximum value specified by Akasol; BMZ: Module-level energy density adjusted by 10% to estimate pack level energy density

# **Battery Lifecycle Management**

Romeo's proprietary technology enables the quickest fast charge while maintaining battery capacity





# **Thermal Event Safety**

# Designing a safe battery system using a collaborative effort across multiple knowledge domains

Romeo's Solution at Work

### **Thermal Event Mitigation**

Electrical Design
<ul> <li>Rational fusing hierarchy down to the single cell</li> <li>Multiple disconnects and pyro devices</li> </ul>
Pack Design
<ul><li>Venting strategy and methodology</li><li>Crash mitigation strategy</li></ul>

- Allows for continuous destructive testing and failure analysis, providing quick and precise feedback for the safest product designs
- In-house testing capabilities include:
- Cell, module, pack and destructive testing (fire and mechanical)
- Materials and components stability / dielectric withstand at high voltage
- Testing and validation of venting strategies
- Abuse testing covers most stringent safety standards
- Safety group director with 10+ years of battery safety experience



Experiencing Thermal Runaway

# **Designed for Cell & Material Recovery at End of Life**

Romeo keeps sustainability at the forefront



# Machine Learning to Optimize Battery Life and Warranty Coverage

Romeo's machine learning provides incremental future revenue opportunities with fleets

### **Machine Learning**

- Romeo applies algorithms for life optimization of electric fleets based on field operation data
- Ride sharing or truck fleet companies can maximize total fleet battery health (effective total asset life) by leveraging machine learning to help make choices on the following:
  - Vehicles to deploy
  - Routes to take
  - Optimal charging schedule

### Aging as a Result of Charge Time Optimization





# **Intellectual Property Overview**

# Romeo has taken a deliberate approach in protecting its IP and trade secrets



### Select IP Overview

## Battery Structure, Interconnect, Sensing and Balancing

- Enables high throughput micro-laser welding
- Protects Romeo's current manufacturing and design methods, allowing a highly configurable approach
- Blocks competition from adopting errorless micro-laser welding and subsequently, higher throughput rates



- Single or multi-layered current collector enables product variants and quick new product deployment
- Enables high throughput micro laser welding for speed of manufacturing time
- Creates additional safety features via ternary fusing

### Battery Vapor Chamber

- Key technology for battery cooling and thermal management
- Protects proprietary findings which will be core to future battery evolution
  - Utilizes gas to liquid, and liquid to gas phase change
  - Lightweight with highest possible heat transfer coefficient
  - Enables new regime of power capability

39



# **Transaction Overview**

### Section 2



# **Proposed Transaction Overview**

#### **Transaction Structure**

- RMG and Romeo Power have agreed to enter a business combination on October 5, 2020; the transaction is expected to close in Q4 2020
- It is anticipated that the post-closing company will be listed on NYSE under the ticker RMO and retain its Romeo Power name

#### Valuation

- Transaction reflects a \$900mm pre-money equity valuation for Romeo, representing a highly attractive opportunity to invest in a leader in commercial vehicle electrification
  - Romeo to receive ~\$340mm cash at closing to fund its attractive growth opportunities
  - \$1,334mm post-money Equity Value
- \$993mm Enterprise Value, with no material debt outstanding at closing
  - Represents 1.3x EV / 2023E Revenue, a highly attractive entry multiple relative to peer group

### **Capital Structure**

- The transaction will be funded by a combination of ~\$234mm cash held in trust and \$150mm in PIPE proceeds
- All-primary transaction; existing Romeo shareholders, including management and strategic partner BorgWarner (BWA) are rolling virtually 100% of their equity and collectively are expected to own 67% of the pro forma company at closing

# **Romeo Power Projected Financial Overview**

\$ in millions	2020E	2021E	2022E	2023E	2024E	2025E
Income Statement Items						
Product	\$ 5	\$ 134	\$ 399	\$ 710	\$ 1,043	\$ 1,462
Engineering Services	\$ 2	\$ 3	\$ 3	\$ 11	\$ 16	\$ 22
BMI Revenue	\$ O	\$ O	\$ 7	\$ 37	\$ 88	\$ 156
JV Royalty / Service Support	\$ 3	\$ 3	\$ 3	\$ 7	\$ 10	\$ 11
Total Romeo Revenue	\$ 11	\$ 140	\$ 412	\$ 765	\$ 1,156	\$ 1,650
% Growth	39 %	1,193 %	195 %	86 %	51 %	43 %
(-) Direct Materials	\$6	\$ 134	\$ 349	\$ 543	\$ 771	\$ 1,041
(-) Other COGS	\$ 8	\$ 15	\$ 23	\$ 38	\$ 55	\$ 75
Gross Profit	(\$ 4)	(\$ 10)	\$ 40	\$ 182	\$ 331	\$ 534
Gross Profit Margin %	nm	nm	10 %	24 %	29 %	32 %
(-) R&D	\$6	\$ 19	\$ 26	\$ 28	\$ 35	\$ 45
(-) Other Operating Expenses	\$ 12	\$ 25	\$ 33	\$ 64	\$ 99	\$ 151
EBITDA	(\$ 22)	(\$ 54)	(\$ 19)	\$ 91	\$ 196	\$ 338
EBITDA Margin %	nm	nm	nm	12 %	17 %	20 %
Income From JV	(\$ 1)	(\$ 1)	(\$ 1)	(\$ 7)	\$ 2	\$ 7
Key Balance Sheet and Cash Flow Items						
Net Working Capital	(\$ 1)	(\$ 55)	(\$ 30)	(\$ 31)	(\$ 30)	(\$ 46)
% of Revenue	(11 %)	(39 %)	(7 %)	(4 %)	(3 %)	(3 %)
Capital Expenditures	\$ 1	\$ 59	\$ 50	\$ 30	\$ 65	\$ 41
% of Revenue	5 %	43 %	12 %	4 %	6 %	3 %

#### Commentary

- Strong pipeline built with commercialization and production ramp commencing in 2021
- \$412mm Revenue in 2022E and \$1.65Bn Revenue in 2025E at a 59% CAGR
- 32% Gross Margin profile in 2025E as Romeo benefits from scale volume and pack input efficiencies
- Company commitment to disciplined R&D spend for continued technology leadership
- EBITDA margins projected to expand to 20% in 2025E as Romeo consolidates its market position and deepens portfolio penetration, including BMI product
- Capex budget supports best-inclass tooling and standing up manufacturing lines to meet strong customer demand

42

# **Joint Venture Projected Financial Overview**

\$ in millions	2020E	2021E	2022E	2023E	2024E	2025E
Income Statement Items						
Total JV Revenue	\$ 0	\$ 4	\$ 9	\$ 229	\$ 547	\$ 708
% Growth	nm	nm	133 %	2,363 %	139 %	29 %
(-) JV Royalty	\$ O	\$ O	\$ O	\$4	\$ 7	\$9
(-) Other COGS	\$ O	\$ 4	\$ 9	\$ 210	\$ 478	\$ 618
Gross Profit	\$ 0	\$ 0	\$ 0	\$ 15	\$ 62	\$ 81
Gross Profit Margin	4 %	5 %	5 %	6 %	11 %	11 %
(-) JV Service Support Costs	\$ 3	\$2	\$ 2	\$2	\$ 2	\$2
(-) Operating Expenses	\$ O	\$ O	\$ 1	\$ 21	\$ 36	\$ 36
EBITDA	(\$ 3)	(\$ 3)	(\$ 3)	(\$ 9)	\$ 23	\$ 43
EBITDA Margin %	nm	nm	nm	nm	4 %	6 %
JV Net Income	(\$ 3)	(\$ 3)	(\$ 3)	(\$ 18)	\$ 5	\$ 17

Romeo Power's financials will include 40% of JV's net income

#### Commentary

- \$708mm JV Revenue in 2025E with a 76% CAGR from 2023E – 2025E, and access to global CV opportunity
- Romeo offers engineering support to the JV at a 15% premium to cost, reflected in Romeo Power Revenue
- Tiered IP license agreement paying Romeo Power a \$7mm flat fee royalty and 0.75% of Revenue over \$500mm in 2025E
- Romeo Power will provide technical engineering personnel and operating assets to the JV

# **Pro Forma Equity Ownership**

### Sources and Uses<sup>1,2</sup>

\$ in millions	\$	%
Newly Issued RMG Shares	\$897	70%
Estimated Cash Held in Trust <sup>3</sup>	\$234	18%
PIPE Proceeds	\$150	12%
Total Sources	\$1,281	100%
Equity Consideration to Existing Romeo Power Shareholders	\$897	70%
Estimated Romeo Net Debt	\$3	0.3%
Cash to Balance Sheet	\$341	27%
Payment of Estimated Transaction Fees	\$40	3%
Total Uses	\$1,281	100%

- All Romeo Power convertible debt and equity holders will receive stock in public company (no cash paid to Romeo Power shareholders at closing)
- Proceeds for transaction will be used to capitalize balance sheet for ~\$340mm
- Romeo will use proceeds to primarily fund:
  - Expansion of production capacity in its state-of-the-art manufacturing facility
  - Working capital to support increasing production demand
  - Substantial research and development activities devoted to developing the next generation of battery systems technology
- Completion of the transaction is expected to occur during the fourth quarter of 2020

### **Pro Forma Valuation**<sup>4</sup>

\$ in millions, except per share data	
Share Price	\$10.00
Pro Forma Shares Outstanding	133.4
Equity Value	\$1,334
Plus: Debt	-
Less: Cash to Balance Sheet	\$341
Enterprise Value	\$993

### Post Money Ownership<sup>4</sup>



<sup>1</sup> Based on Romeo capital structure as of June 30, 2020; \$7mm of existing convertibles notes to convert to equity at closing. <sup>2</sup> Assumes no redemptions from the public shareholders of RMG. <sup>3</sup> Cash in Trust value at July 31, 2020. <sup>4</sup> Values shown assuming \$10 per RMG share for illustrative purposes; does not include impact of 7.6 and 4.6 million public and sponsor out-of-the-money warrants

# **Romeo Pro Forma Valuation**

Opportunistic entry point relative to future transportation and energy technology peers

<b>POWER TE</b>		LOGY	
Years After De-SPAC	T+3	T+4	T+5
Mgmt Projections	2023E	2024E	2025E
Revenue	\$ 765	\$ 1,156	\$ 1,650
EBITDA	\$ 91	\$ 196	\$ 338
% Margin	12 %	17 %	20 %
EV / Revenue	1.3 x	<b>0.9 x</b>	0.6 x
EV / EBITDA	10.9 x	5.0 x	2.9 x

Attractive valuation

Market reference points



+ Additional Upside: Romeo valuation does not include BWA JV revenue opportunity

Sources: Company materials, Capital IQ and Bloomberg as of September 30, 2020

Nikola Investor Presentation dated March 3, 2020. <sup>2</sup> Based upon Wall Street consensus research estimates at IPO and Capital IQ as of March 3, 2011. <sup>3</sup> Since IPO

# **Valuation Benchmarking**

## **Enterprise Value / Revenue**

Enterprise Value / Revenue



Sources: Company materials, Capital IQ as of September 30, 2020

<sup>1</sup> Truck Component Companies assumes median of Cummins, Allison, Meritor and Dana. <sup>2</sup> Truck OEM Companies include Volvo, Paccar, Traton and Navistar

# Valuation Benchmarking (Cont'd)

# **Enterprise Value / EBITDA**

Enterprise Value / EBITDA



Sources: Company materials, Capital IQ as of September 30, 2020

<sup>1</sup> Truck OEM Companies include Volvo, Paccar, Traton and Navistar. <sup>2</sup> Truck Component Companies assumes median of Cummins, Allison, Meritor and Dana

# **Operational Benchmarking**



48



Leading the Way Towards Electrification of the Global Transportation Industry



Leader in Battery Technology



**Enabling Zero Emissions at Scale** 



Leading the Charge in Green Energy Accessibility