

# Investor Presentation

October 2021



# Who is AML3D?

## Company Snapshot

- **AML3D** is a leading technology firm specialising in advanced software for metal additive manufacturing allowing game changing large scale 3D metal printing.
- Wire Additive Manufacturing (WAM®) involves the deposition of metal, layer upon layer, in precise geometric shapes.
- This technique allows the creation of improved parts and extensively reduced lead times.
- **AML3D's** patented Wire Additive Manufacturing (WAM®) process creates stronger parts in a more cost - effective manner than traditional processes.



### VISION

We utilise new technologies to pioneer and lead metal additive manufacturing globally



### MISSION

We partner with our clients to enable them to become globally competitive.  
We do this by helping them establish Industry 4.0 capability through our additive manufacturing solutions using IOT Technology

### VALUES

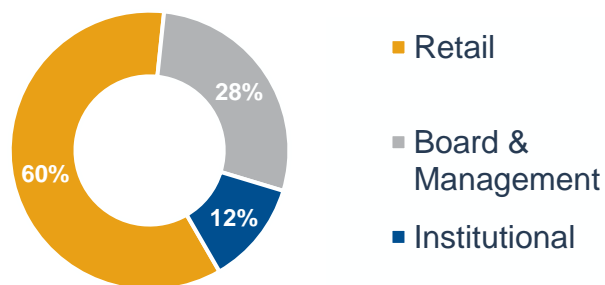
Integrity | Collaborative | Can Do | Team Focused | Creative

# AML3D – Corporate Snapshot

## CAPITAL STRUCTURE – 25 October 2021

ASX Code	ASX:AL3
Share Price (25/10/2021)	\$0.155
Shares on Issue	~150.4m
Options on Issue	9.5m
Market Capitalisation	~A\$23.3m
Cash (as of 30 September 2021)	~A\$5.4m
Enterprise Value	~A\$17.9m

## REGISTER BREAKDOWN\*



\*As at 1st October

Australian Patent 2019251514. AML3D®, WAM®, WAMSoft®, ARCEMY® are all registered trademarks for AML3D Limited.

## Recent Activity

- Receipts from customers of \$1.2 million in FY21 (up 823% from \$130k in FY20)
- Seven ARCEMY® modules have increased in-house printing capability to ~30tpa

## Broader Growth Strategy

- Grow contract manufacturing customer base to deliver long-term material contracts
- Commercially focused R&D, for technology innovation and product development



# AML3D – Board & Key Management



**Stephen Gerlach**  
*Chairman*

Stephen is Chancellor of Flinders University. He is also the Chairman of Adelaide Capital Partners. Formerly the Chairman of Santos Group and Elders Australia Ltd.



**Andrew Sales**  
*Managing Director*

A Chartered Engineer and a renowned expert in welding technology with 30 years of global experience in the resources sector, holding various roles in upper management.



**Sean Ebert**  
*Non-Exec. Director*

Sean has over 25 years of executive and board level experience within the oil and gas, mining, resources, and emerging technologies sectors in Australia and internationally.



**Leonard Piro**  
*Non-Exec. Director*

Former Deputy Chief Executive of the SA Department of Trade and Economic Development and Chief Executive of Automotive Industry Transformation Taskforce.



**Kevin Reid**  
*Non-Exec. Director*

Chartered Accountant with 24 years practice as a partner with PwC and BDO practicing as an assurance expert. He has experience with a wide range of listed companies.

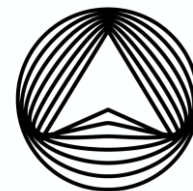


**Hamish McEwin**  
*CFO*

A leader with 25 years of accounting, finance, and senior management roles. Hamish specialises in driving operational transformation and nurturing talent.

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AML3D Proprietary Technology



AML3D®



# WAM<sup>®</sup>: Advantages of Our Technology

## WAM<sup>®</sup> Technology vs Typical Subtractive :

- Up to 30% stronger than cast or forged parts
- 75% faster customisation without tooling investments
- 70% cost reduction through weight, time and logistics

## WAM<sup>®</sup> Technology vs Powder Additive 3D :

- Greater ability to penetrate global markets and sectors
- Larger range and availability of metal alloys
- Stronger/fully dense microstructures



CERTIFIED



STRONGER



FASTER



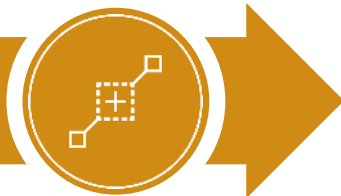
EFFICIENT



SUSTAINABLE

# Why AML3D?

**DISRUPTIVE**



Front runner in a disruptive multi-billion \$ market targeting global expansion

**CERTIFICATIONS**



Key certifications (including ISO 9001 and Lloyd's Register, DNV-GL) and IP in place

**KEY CUSTOMERS**



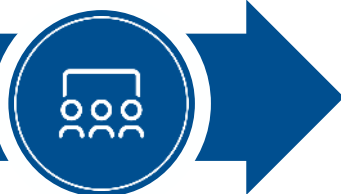
Foundation customers secured to deliver long-term contract revenue

**EMMISSIONS REDUCTION**



ARCEMY® unit sales and contract manufacturing driving greater efficiency

**COMMERCIALISATION OF R&D SPEND**



Combining 3D printing with in-house software commercialises emerging sectors



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ARCEM

## AML3D Market Opportunity & Business Model



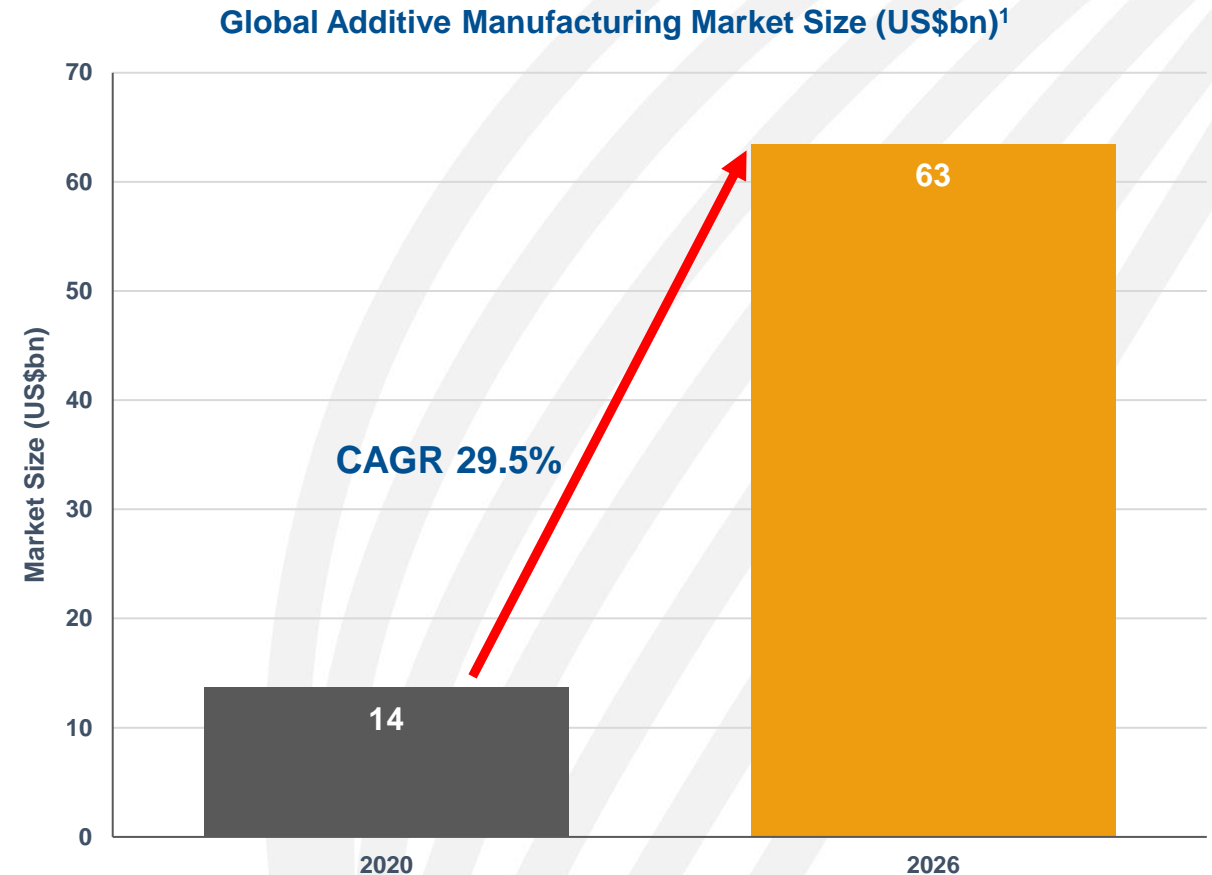
AML3D®



# Market Opportunity

Additive manufacturing market expected to grow at a **CAGR of 29.5% to 2026**

- Market size increase estimated at US\$63 billion by 2026<sup>2</sup>
- AML3D's WAM® technology poised to capture market share as emissions targets set
- Growth reflects the commercialisation in industries such as automotive, aerospace & defence



**AML3D WAM® technology is market leading and driving revenue growth in a massive and exponentially growing market**

# AML3D: Multiple Business Streams



## CONTRACT MANUFACTURING

- Fee for Service
- Production of specialist parts saving customers time and money



## ARCEMY® UNIT SALES

- High demand for in-house 3D printing capability
- Unit sales representing a significant segment of sales



## WAMSOFT® LICENSING

- Annual service fee, including training, software updates and staffing



## RESEARCH & TECHNOLOGY

- Optimising process and feedstock alloys to deliver the best solution in the market
- Highly focused on developing new and improved Alloys for Wire feedstock Sales

**Management team onboard to drive value and deliver sustainable returns for shareholders**

# ARCEMY® Sales Penetrating Target Markets

## ARCEMY® Units a Catalyst for Sector Advancement Internationally & Domestically

- **Units delivered to engineering and manufacturing firms in both Singapore and Australia**
  - Providing foothold into APAC region and establishes brand awareness internationally
- **Metalworks industry order demonstrates AML's flexibility in producing specialised ARCEMY® units**
  - Continued demand for in – house manufacturing capabilities, with customers favouring the flexibility, higher deposition speeds and reduced downtime provided by ARCEMY® units
- **Significant growth in target markets use of 3D printed additive manufacturing**
  - Target markets experiencing growth include: Marine, Aerospace, Defence, Space, Mining, Oil & Gas





# The Customer Journey

FROM 6 MONTHS TO 2 YEARS

MILESTONE

## ENGAGEMENT

Initial engagement through approaches or targeted marketing



## PROTOTYPE

Build of component in line with bespoke customer requirements

## TESTING

Stringent and intensive testing of product to prove its strength and capability, compliance to standards



## TECHNICAL

Successful testing INITIATES technical scoping of the products, certification process and negotiation of project T&C's

## CONTRACT

Successful testing delivers material long-term contract for improved 3D printed product



## REVENUE

Sustainable and ongoing revenue generated



Long-term ongoing customer revenue can take anywhere from six months to two years

# Current Customer Pipeline Selected Examples

	FY21	FY22	FY23	FY24
Contract Manufacturing – Aerospace and Defence				
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High Certainty



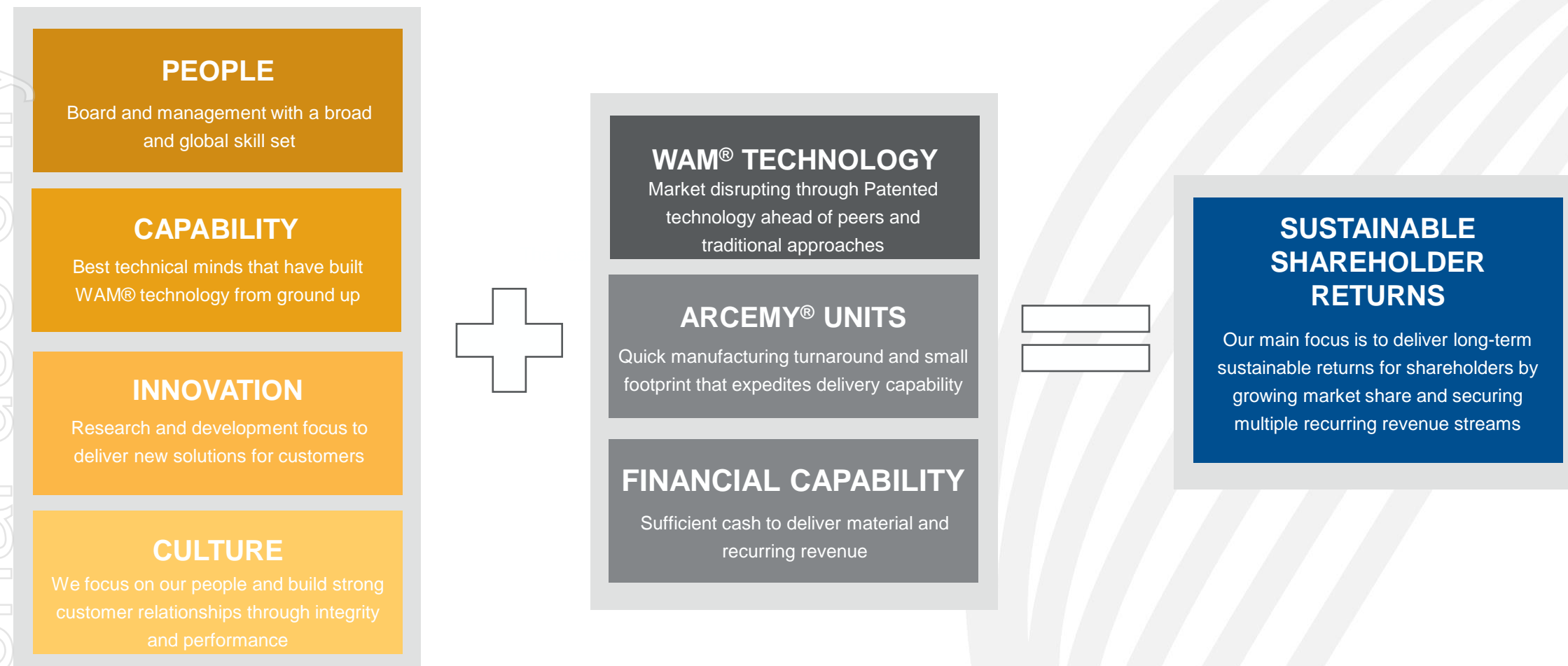
High Prospect



Completion Date



# AML3D: Foundation for success and returns in place

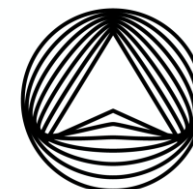


Our values drive our approach to innovate, satisfy customers and ultimately deliver sustainable shareholder returns



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AML3D Technology Developments & R&D



AML3D®

# 1. Breakthrough In Wire Feedstock

## Exciting Opportunities in Wire Additive Manufacturing (WAM®)

- Progress from Deakin University contributes to the development of a new, high strength, aluminum-scandium wire feedstock for WAM®
- New alloy with AML3D's technology will provide a clear competitive advantage for AML3D and our customers

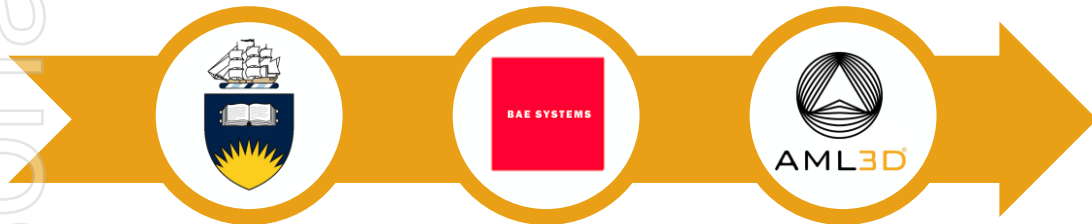




## 2. Factory of the Future With BAE Systems

### Joining BAE's and Flinders University's Research & Development Facility

- Joining a global leader in defence and collaborating highlights the best-in-class technology AML3D has built
- Joint Research Program with Flinders University to investigate corrosion resistance properties of WAM<sup>®</sup> for application in submersed marine environments
- Feeds into applications for Oil & Gas and Offshore Wind Farm components





# 3. Next Generation Printing Technology

## Next-Generation Hybrid Printing is 5x Faster than Existing Printers

- Twin wire technology further improves machine productivity to reach 30 kilograms per hour for larger scale components
- Hybrid ARCEMY® combines WAM®/final machining software and allows for “one-stop” delivery of finished products
- AML3D with CSIRO is implementing a new material strength prediction software application for the Company's WAMSoft® expected to roll out in 2022

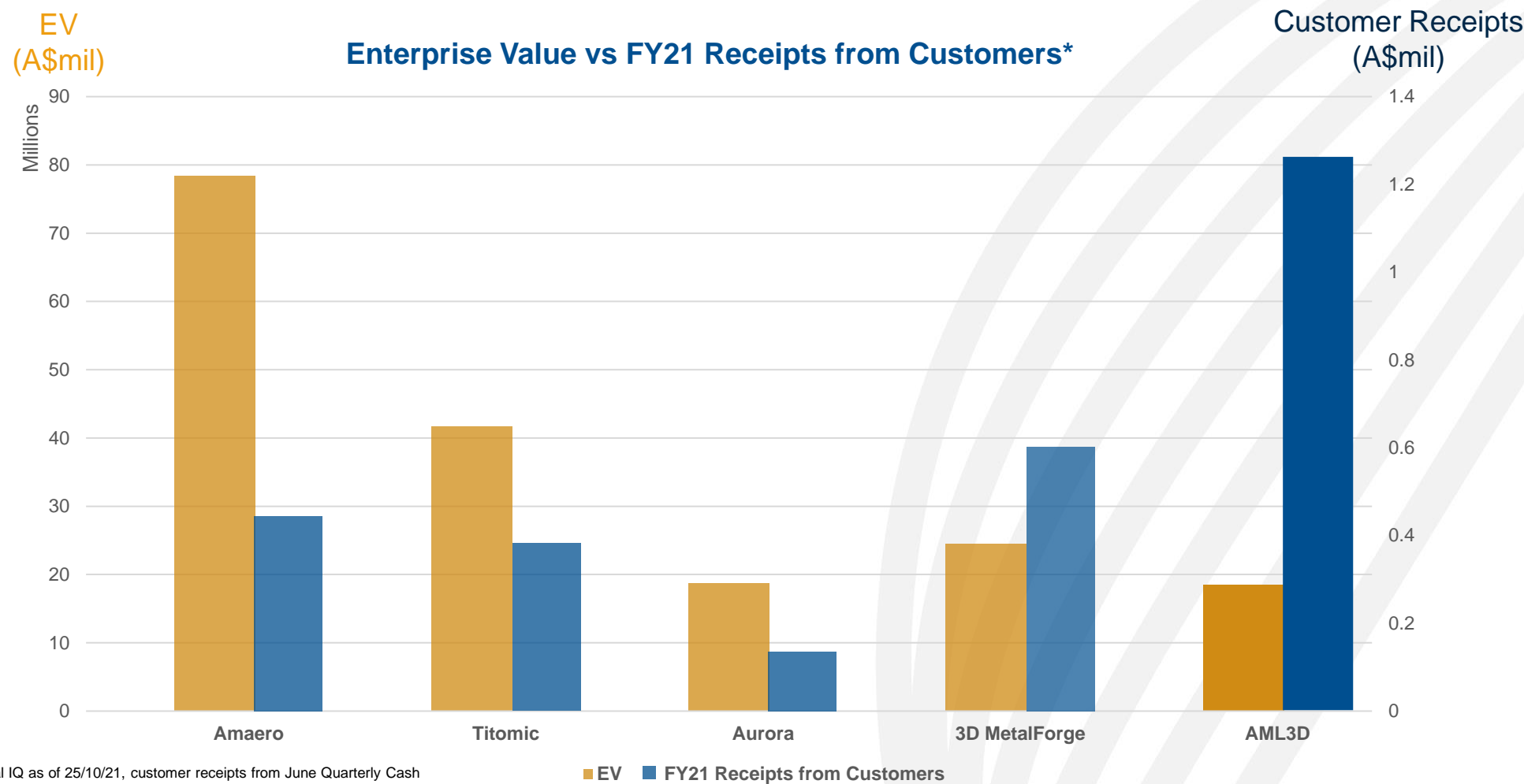


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AML3D Pricing Relative to Peers



# Peer Comparisons



\*Enterprise Value sourced from S&P Capital IQ as of 25/10/21, customer receipts from June Quarterly Cash Flow Reports. 3D MetalForge customer receipts annualised due to January 2021 listing on the ASX.

AML3D significantly undervalued when Enterprise Value against Customer Receipts is compared with peers



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# Investor Presentation

Thank you



AML3D