



ROBO^{3D}

Investor Presentation

December 2015

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Robo3D – Investment Opportunity

Falcon Minerals Limited (ASX: FCN) (“Falcon” or “Company”) has signed a Binding Term Sheet with Albion 3D Investments Pty Ltd (“Albion 3D”) for the acquisition of 100% of the issued capital of Albion 3D on a debt-free basis. Albion 3D has been funding and holds the rights to acquire 51% of Robo3D, Inc., a fast growing USA-based company that designs and markets a range of consumer-focused products in the emerging 3D printing industry (“Robo3D”) (the “Transaction”). Falcon proposes to change its name to i3D Technologies.

Highlights

- Robo3D delivering strong revenue growth with high margins
- Robo3D rated amongst top selling desktop 3D printer on amazon.com
- Robo3D has contracted highly experienced commercialisation partner Crowd & Co to underpin growth strategy
- Crowd & Co, based in San Diego, California will provide comprehensive sales, marketing, distribution & logistics infrastructure to Robo3D
- Albion 3D will have invested USD\$1.5 million in Robo3D at settlement
- Falcon Minerals Ltd to invest a further USD\$1.0 million in Robo3D post capital raising
- Albion Capital mandated to identify future investment opportunities in related 3D technologies for Falcon Minerals (to be renamed i3D Technologies)

partnering of capital and commercialisation infrastructure...

Consumer Technology and Hardware Brands

nest



- Reinventing unloved but important home products
- Founded in 2010
- >\$80m funding
- Acquired by Google in 2014 for \$3.2bn

Oculus



- Next-generation virtual reality technology
- Founded in 2012
- \$91m funding
- \$2.4m crowdfunding
- Acquired by Facebook in 2014 for \$2bn

GoPro
Be a HERO.

- Leading activity image capture company
- Founded in 2010
- \$205k initial funding in 2010 + \$288m 2011/12
- IPO 2014, Market Cap \$7.8bn



LIFEPROOF™
LET'S GO!

- Protective cases for smartphones
- Founded in 2010
- \$2.5m funding
- Acquired by Otterbox in 2013 for \$327m

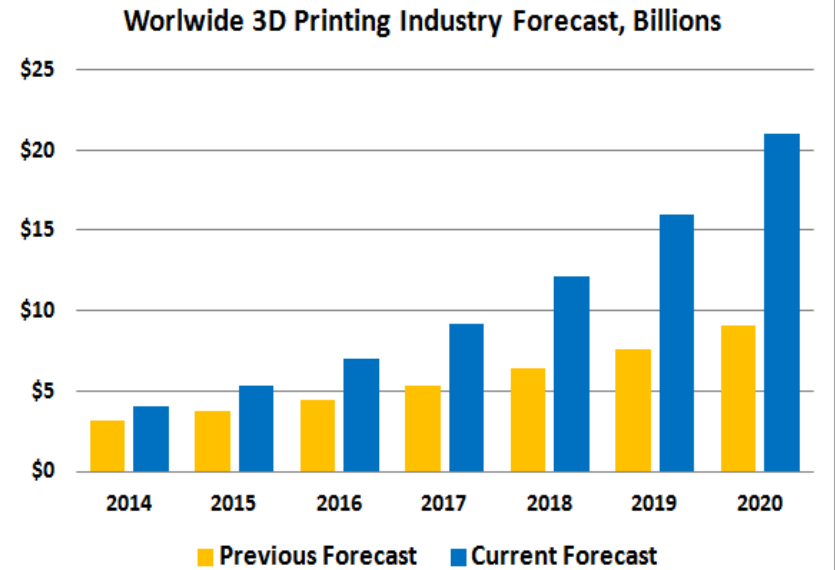


Crowd & Co was
commercialisation partner

potential for high returns ...

The 3D Printing Market

- Wohlers, the pre-eminent 3D printing industry research company, expects the size of the USA additive manufacturing market to reach US\$12.8bn by 2018
- Robo3D operates in a sub-segment of this market, the “desktop” 3D printing segment, defined as systems that sell for < US\$5,000
- The US market is forecast to grow to c. US\$300m-\$500m by 2018 (Wohlers Report 2015), however Wohlers have regularly upgraded their estimates
- Unit sales of desktop 3D printers have doubled each of the past two years reaching an estimated 139k units in 2014
- Desktop 3D printer revenue increased an estimated 98% to an estimated US\$174m in 2014
- MakerBot, a competitor to Robo3D, was acquired by Stratasys for US\$600m in 2013
- There is no clear dominant brand in the desktop segment of the market



Source: Wohlers 2015 Report

rapidly growing market ready for mass market adoption...

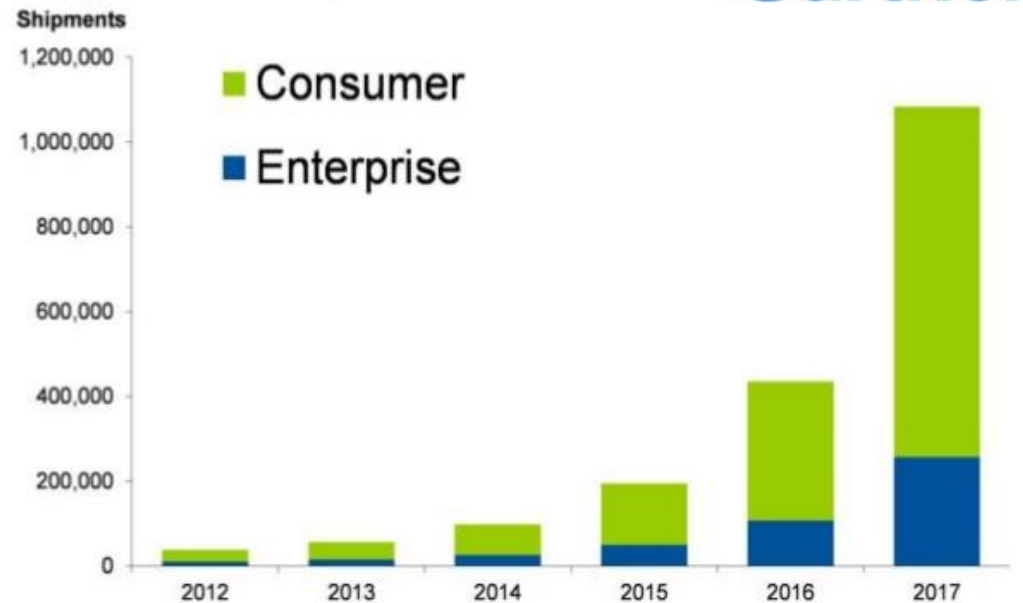
3D Printing Market Trends

“Additionally, the recent “Maker” movement (putting power in the hands of the people to design, manufacture and market their own goods) has created a flood of consumer curiosity and interest which we believe will materialize into a significant new market segment.

We see the addition of those two opportunities as more than tripling the addressable market.”

DISRUPTIVE INNOVATIONS II, Ten More Things to Stop and Think About Citi GPS: Global Perspectives & Solutions, May 2014, p52

Expected 3D printer sales



Source: Gartner (October 2013): 3D Printer Shipments Worldwide (printers with less than US\$100,000 list price)
March 27th 2014 3D Publishing Conference 7

explosive growth forecast for consumer segment ...

Who Uses Desktop 3D Printers

EARLY ADOPTERS

Hobbyist

Individuals that have found a specific niche that can use 3D printer for (toys, jewellery, figurines)

Maker/Hacker

Individuals that are interested in the tech side of the DIY culture, regardless of educational background

PROSUMERS

Artists/Designers

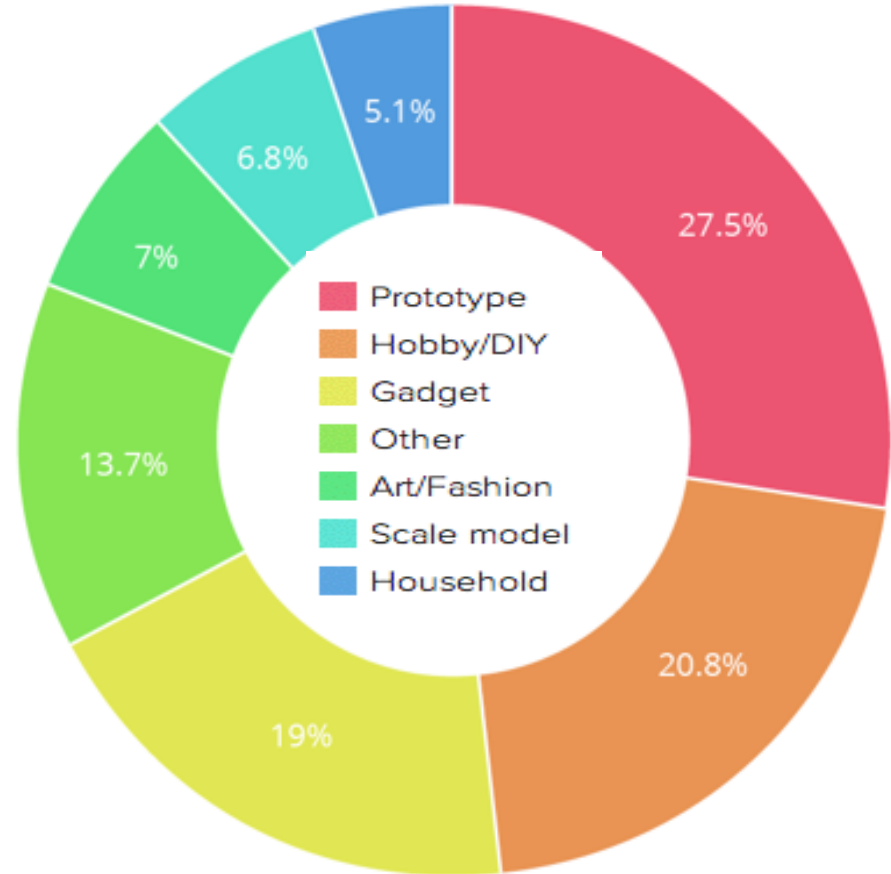
Individuals who utilise 3D printing to create artworks or design prototypes

Education

Institutions that want to incorporate the technology for educational purposes

Business

SMEs / large companies that utilise the technology to design or prototype



extensive range of target end users ...

Who is Robo3D



Coby Kabili

- Vision is to provide an affordable 3D printer with an excellent user experience and an accessible ecosystem for which each user can use, share, and display their own creations.
- Founded by Braydon Moreno & Jacob Kabili in 2012.
- Product launched via Kickstarter in December 2012 raising USD\$650k.
- Despite capital constraints (funded by Kickstarter and bootstrapped by Founders), Robo3D has gained significant traction in the key USA market.
- Demonstrated ability to sell and distribute via eCommerce as well as internationally through distributors
- 20+ FTE's based in San Diego, USA.
- Robo3D is experiencing strong growth across its business, generating revenue of c.USD\$1.9 million in the nine months to September 2015, compared to c.USD\$0.9 million over the corresponding nine month period in 2014



Braydon Moreno

strong growth and momentum despite capital constraints...

Why Robo3D

Key Highlights

- Double the footprint capacity compared to much of the competition (800 vs. 400 cubic inches)
- Compatible with over 15+ materials vs. typical 3-4 materials
- Unique software system to sell data codes at retail outlet (think iTunes card) offering a “Plug & Print “ solution
- Open source programming offering access & compatibility with numerous creative user designs
- Patent pending on colourising the printing substrate to produce vibrant colours via the 3D print according to wavelength activation
- Affordable at USD\$799 per unit
- Strong gross margins



leading technical capability...

Robo3D Competitor Analysis



*Official Autodesk Partner

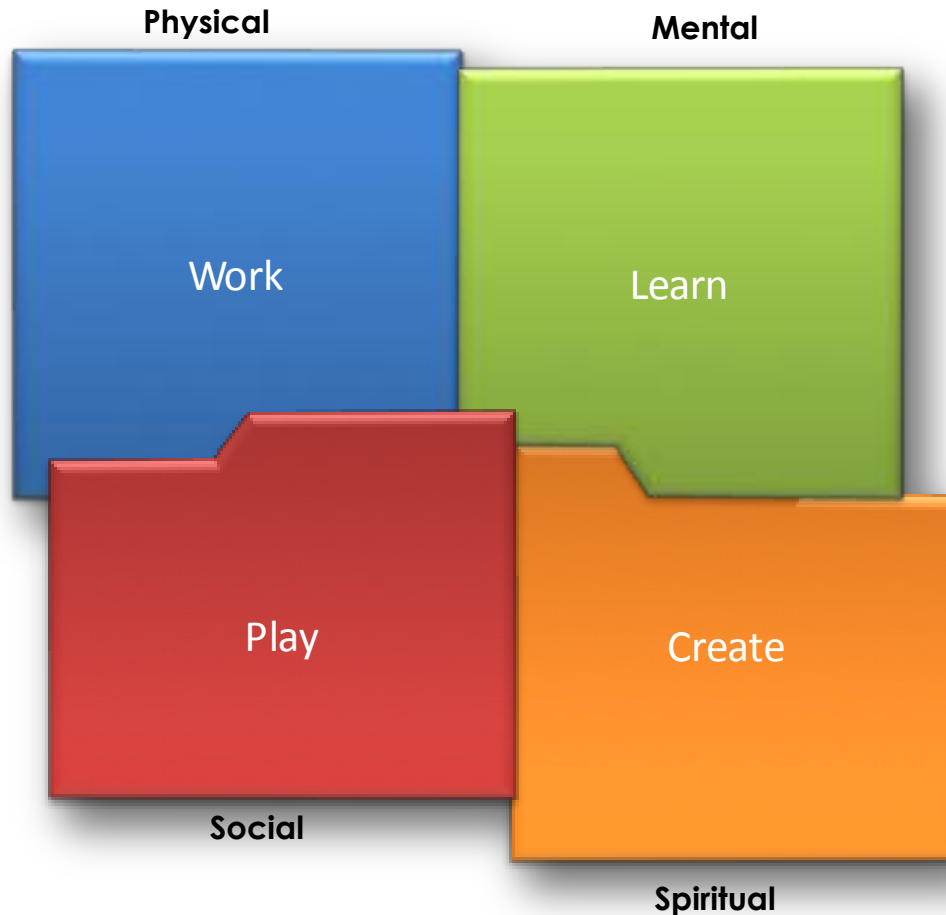
| | Makerbot | Cube | Dremel | XYZ | Flashforge | Robo3D |
|-----------------------|-----------------|--------------------|-----------------|--|-------------------------------------|---|
| Print Size 'mm | 252 x 199 x 150 | 152 x 152 x152 | 230 x 150 x 140 | 200 x200 x 190 | 225 x 145 x 150 | 254 x 228 x 203 |
| Resolution | 100 microns | 70 microns | 100 microns | 100 microns | 100 microns | 50 microns |
| Speed | 40 mm/s | 15 mm/s | 40 mm/s | 60 mm/s | 60 mm/s | 80 mm/s |
| Materials | PLA | PLA, ABS | PLA | PLA, ABS | PLA, ABS | 15+ materials |
| Other | Wifi | Wifi Dual Heads | | Heated Build Plate Auto- calibration Scanning abilities | Heated Build Plate Dual Heads | Heated Build Plate Auto- calibration Product Content Packs Ships with Autodesk* |
| Price | \$2,899 | \$999 | \$999 | \$599 | \$997 | \$799 |

compelling value proposition...

Robo3D Positioning

Ideal for Work – Design, architecture, prototyping. High level precision and resolution. Largest print size (8"x9"x10") in its class. 15+ materials to choose from and resolution as fine as 50 microns!

Have Fun – Play your 3D printed guitar, Fly your 3D printed drone or race your 3D printed car. Let Robo3D expand your fun in real space.



Great to Learn – Discover the world of 3D creation and how to turn digital ideas into physical reality.

Go Wild! – Design amazing new creations with our easy to use software and digital print packs.

positioned for customer engagement...

Robo3D Momentum

- Channel distribution has been predominately online only:
 - robo3D.com, bestbuy.com and amazon.com
- Sales per month around 150-200 units before Crowd & Co
- Bricks & mortar retail channels launched in October 2015 with Best Buy and Microcenter
- Distributors and re-sellers signed in USA, Canada, Latin America & Europe
- Advanced negotiation with leading “Young Innovators” programme targeting education markets
- Blue chip corporate end users validating technical capability



“Our Robo3D printer inspired our students to deliver better than expected results to challenging designs. With collaboration and support from Robo3D, we have found tremendous success pushing boundaries and exceeding expectations through the imagination and hard work of our students. Thank you!!!”

Jason Fontaine (Youth Program Coordinator, NASA)



“Robo3D has been instrumental to allowing our robotics startups to accelerate their rapid prototyping and get to commercialisation faster.”

Ping Wang (Director, Qualcomm Robotics Accelerator)

sales and distribution gaining momentum...

Robo3D Momentum cont'd

Existing Customers



Amazon:
Launched October 2014



Fry's Electronics:
Launched March 2015
~40 stores



Micro Center:
Launched September 2015
~ 25 stores



Synnex (re-seller):
Launched September 2015

Best Buy Online:
Launched July 2014



Best Buy:
Launched October 2015
~1,400 stores

Target Customer Launches in 2016



Staples:
~3,400 stores



Target:
~1,800 Stores



Sam's Club:
Entry into Walmart
167 stores



Walmart:
~3,400 stores



Game Stop:
~4,700 stores



Costco:
~700 stores

sales and distribution gaining momentum...

Robo3D Momentum cont'd



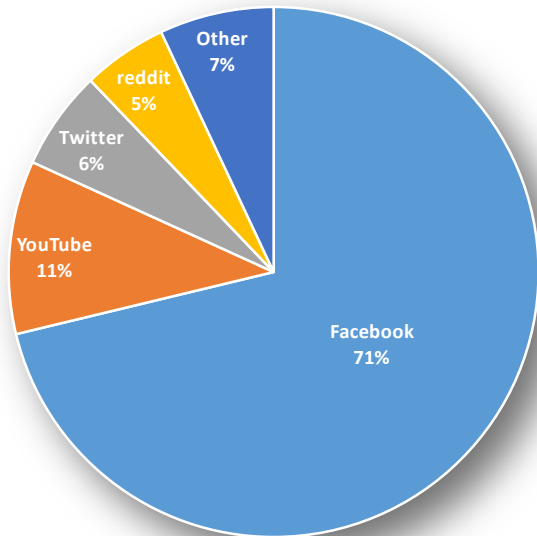
In-store placement at Best Buy features end-caps celebrating:

- The printer
- Examples of 3D prints and materials
- Examples of types of filament
- Examples of product packs
- Videos of how to use Robo3D

prominent retail “in-store” store locations...

Robo3D Momentum cont'd

- Strong focus on social media engagement
- Currently 30,000+ followers via social outlets (3rd biggest following in 3D category)



"Every day I'm getting inspired by real life problems and then I'm using my Robo3D printer to resolve it!"
Kamil Kociszewski

"As an entrepreneur who's mission is to develop an economic means of combating climate change, having the ability to rapid prototype something for minimal cost is incredibly powerful and is what allows myself and our team to continue. Robo3D has been and continues to be an important part in seeing our project come to life."
Jaeson Cardiff



<https://www.youtube.com/watch?v=g4ZUJ1d-Jks>

Views: 444,132

strong social media engagement ...

Robo3D Momentum cont'd

Elders come face to face with a 3D printer (VIDEO)



GSTYLE MAGAZINE

MOBILE ENTERTAINMENT 6-ZONE AUTO CULTURE GEAR REVIEWS LIFESTYLE

I.T. CONCERNS STACKING UP? We can help. Dedicated Hosting Services

ROBO 3D R1: 3D Printing for the Holidays?

By Jason Anderson | December 2014

With all the other gifts that people are buying this year, would 3D printing be one that came to mind? It looks like ROBO 3D is looking to capitalize while 3D printing is slowly becoming the in thing to do. ROBO 3D is a 3D Printer that is hitting the market at an affordable price at \$799.99. Yes right off the back, that might now sound affordable. But then again neither is a 64GB iPhone 6 Plus and that doesn't even make anything.

With the ROBO 3D you could spend your next holiday season making cool gifts for others instead of buying. Some of the items they



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Inspirational dad uses 3D printer to teach blind daughter

An adoptive father explains how he uses his Robo 3D printer to teach his blind daughter



TIMES of SAN DIEGO

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Five Questions for a San Diego Startup: ROBO 3D

By Mike Freeman | 4:07 p.m. Jan. 9, 2014 | Updated 4:13 p.m.



Mashable

4.0k

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TIME

Best-Case Scenario

With its \$600 price tag, the **RoBo 3D** gains mass-market appeal. The product pops up just about everywhere, from designer studios to home offices to smoothie shops. President Obama hails the RoBo 3D as an example of American innovation at its best: cutting-edge technology at an affordable price for “all the folks on Main Street.” In a bipartisan resolution, **Congress** agrees to pump millions into 3D printing technology, with a special sum reserved for RoBo.

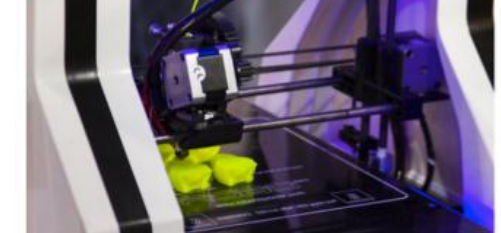
The San Diego Union-Tribune

NEWS SPORTS BUSINESS ARTS LIFESTYLE MILITARY OPINION VIDEO OPINIONS DEALS & CLASSIFIED

3D printing aims for the mainstream

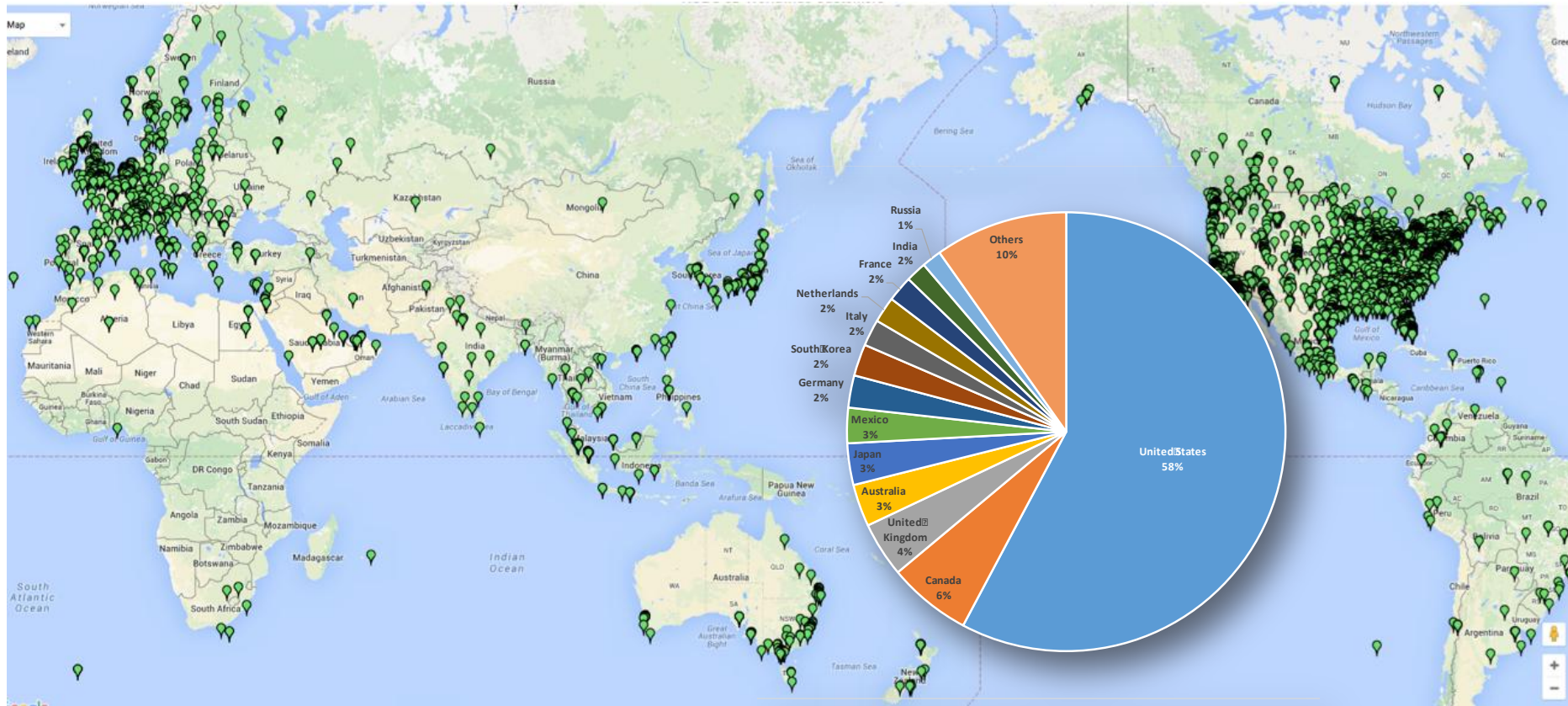
Success at companies demonstrated the technology at this year's International CES

By Mike Freeman | 4:07 p.m. Jan. 9, 2014 | Updated 4:13 p.m.



media and PR awareness is growing ...

Robo3D Momentum cont'd

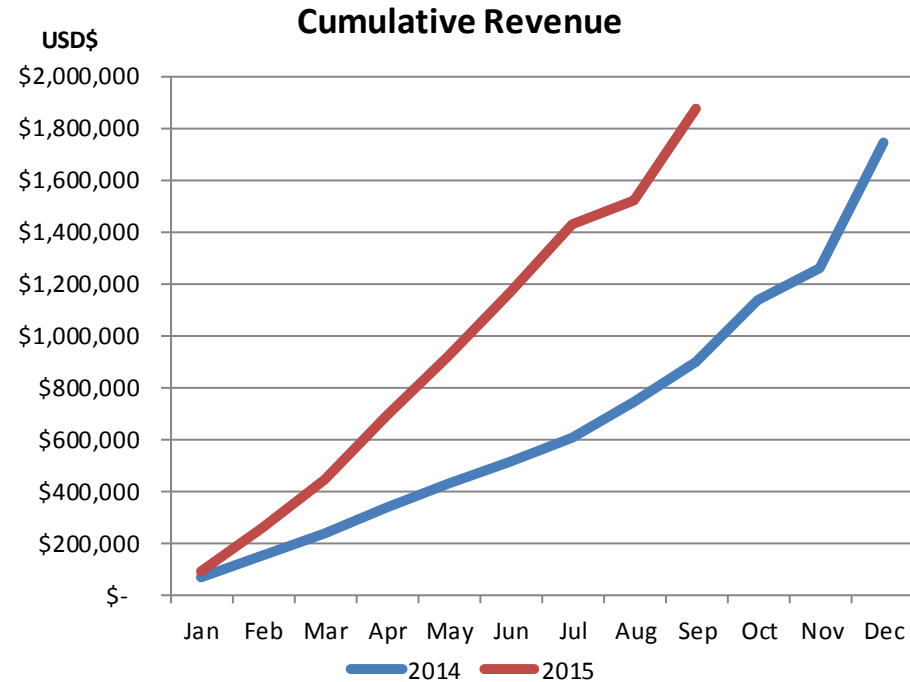
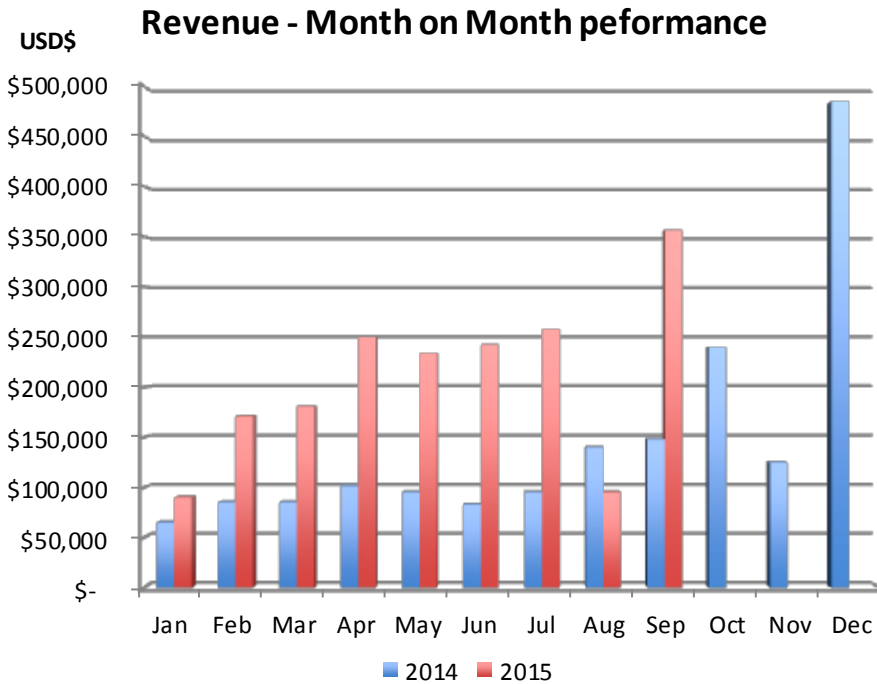


International – 42% of Robo3D sales have been made internationally. Top international markets are Canada, United Kingdom, Australia, Japan, Mexico and Germany.

sales in 2,400+ cities across the world ...

Robo3D Revenue growth

- Robo3D has shown consistently strong month-on-month revenue growth
- Robo3D is experiencing strong growth across its business, generating revenue of c.USD\$1.9 million in the nine months to September 2015, compared to c.USD\$0.9 million over the corresponding nine month period in 2014



Note: unaudited figures.

revenue growth is strong...

Introducing a Commercialisation Partner

Product innovators still face significant hurdles getting products to market:

- Lack of marketing expertise – engineers/inventors are not marketers
- Poor understanding of retail sales channels
- Limited knowledge of E-commerce/social media strategies
- Overwhelming number of 3rd party platforms to utilise
- Lack expertise and scale to manage manufacturing and logistics
- Early stage consumer technology market too small for VCs
- Managing working capital requirements
- Meeting timeframe deadlines

To accelerate access to key sales channels, Robo3D has identified and procured the services of Crowd & Company (“Crowd”) to provide specialist commercialisation services and infrastructure to Robo3D.

commercialisation is challenging for product innovators...

Commercialisation with Crowd & Co

Crowd & Co was established by majority shareholder Dan Koziol to exploit fast growing emerging technology. Located in San Diego, California, Crowd & Co will provide Robo3D:



- Comprehensive sales, marketing, distribution and logistics personnel and supporting infrastructure
- Go-to-Market pathway via eCommerce, retail and international sales channels
- Key relationships with large retailers and distributors providing opportunity for rapid revenue growth
- Relationships with emerging manufacturers particularly in Mexico
- Sophisticated product validation process via crowdfunding/crowdsourcing platforms
- End-to-end supply chain management and fulfilment solutions, utilising JV partner (WorldTrans Services, Inc.) providing companies with all-in-one turnkey solutions to streamline their operations
- Attractive partner model allowing Robo3D founders to concentrate on design & engineering

expert partner in sales and distribution ...

Crowd & Co Case Study

Crowd & Co was the commercialisation partner for LifeProof (in same way proposed for Robo3D):



- LifeProof established in Australia in 2010 as provider of protective smartphone cases for the consumer market
- Won best product at 'The Launch' conference in San Francisco, March 2011 and launched into retail in September 2011
- Excellent execution of social media, brand development and retail strategy resulted in US\$300 million+ sales from start-up in 24 months
- Company was sold for US\$327 million to major competitor Otterbox in May 2013
- Investors received a 20x return within 2 years

Crowd & Co generated 20x return for LifeProof investors ...

Crowd & Co Key Executives



Dan Koziol (CEO)

- Highly experienced marketing professional
- Expert knowledge of crowd sourcing/crowd funding strategies
- Deep relationships with major sales channel partners
- Successful track record developing product-based start-ups



Kevin Morse (CFO/COO)

- Kevin is an innovative hands-on CPA (inactive)/MBA Financial Officer with proven leadership skills in directing finance and accounting functions in manufacturing, medical device, technology, service, and franchise based companies.
- He is the former CFO at LifeProof, SeQual Technologies, Abtech Systems, and Controller at Cox Communications.



Crowd & Co Key Executives



Steve Banowit (VP – Brands)

- Steve Banowit has over twenty years experience in the financial sector with Salomon Brothers Inc., J.P. Morgan's institutional fund management practice, and World Bank in Washington, D.C.
- He joined The Motley Fools establishing an asset management company and then served as Director of the private funds business.



Susan Tabor (VP – Systems)

- As former CS manager at LifeProof, Susan is an experienced customer service expert and a brilliant trainer and builder of infrastructure and people.
- She is an expert in CS and ordering systems and helps companies establish the infrastructure for customer service to provide state-of-the-art customer support, loyalty and continued revenue streams.



Crowd & Co Key Executives



Grace Cupat (Snr Director - eCommerce)

- Over 20+ years of experience in eCommerce, specialising in online web development, search engine optimisation, marketing online marketing strategies.
- Experience in both backend development and UX/UI design. Proven track record in the eCommerce sales growth and implementation of new trends.



Mark Zickel (Director - Channel Sales)

- Mark has over 25 years experience in building and managing business requiring expertise in International Trade (China, Mexico, India, Latin America, European Union, United States).
- He also has experience in both wholesale and retail (brick & mortar and eCommerce) Sales and Marketing, Gifts and Promotion, Direct-to-Consumer Branding Product Development: Consumer Electronics, Outdoor and Leisure, Specialty, Mass Production, Packaging, Inventory Management and Logistics.



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