



robo

Make the imagined

Investor presentation

December 2016

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Forward looking statements

This document contains certain “forward-looking statements”, including statements identified by use of words such as ‘believes’, ‘estimates’, ‘anticipates’, ‘expects’, ‘predicts’, ‘intends’, ‘targets’, ‘plans’, ‘goals’, ‘outlook’, ‘aims’, ‘may’, ‘will’, ‘would’, ‘could’ or ‘should’ and other similar words that involve risks and uncertainties.

Such forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties and other factors, many of which are beyond the control of Robo, which may cause actual results to differ materially from those expressed or implied in such statements.

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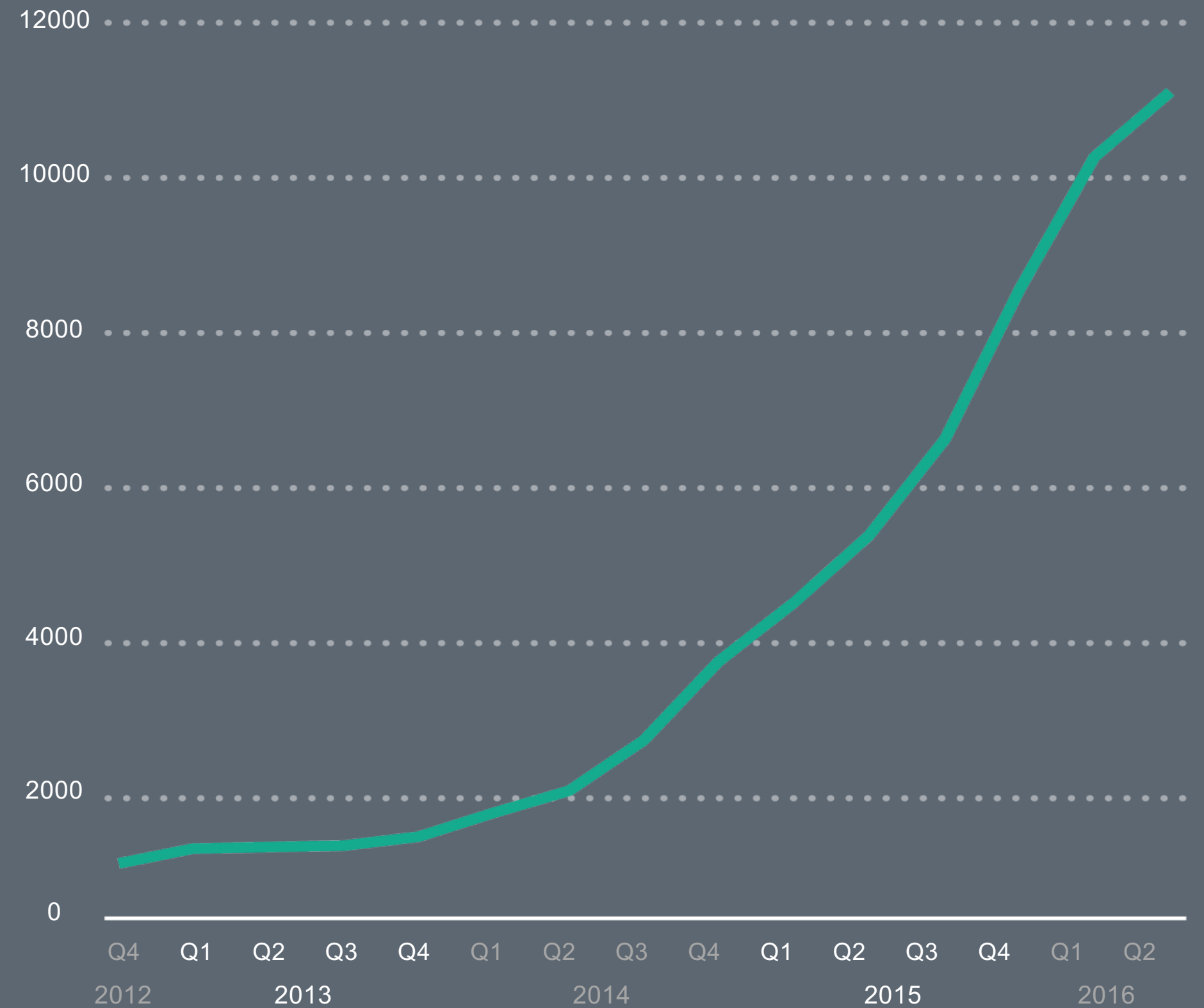
Robo 3D Limited is a California-based company that designs and distributes 3D printers and associated products for the desktop segment of the 3D printing industry.

Robo 3D Limited listed on the Australian Securities Exchange on 22 December 2016 under the code **RBO** after successfully raising A\$6.0 million.

Key highlights

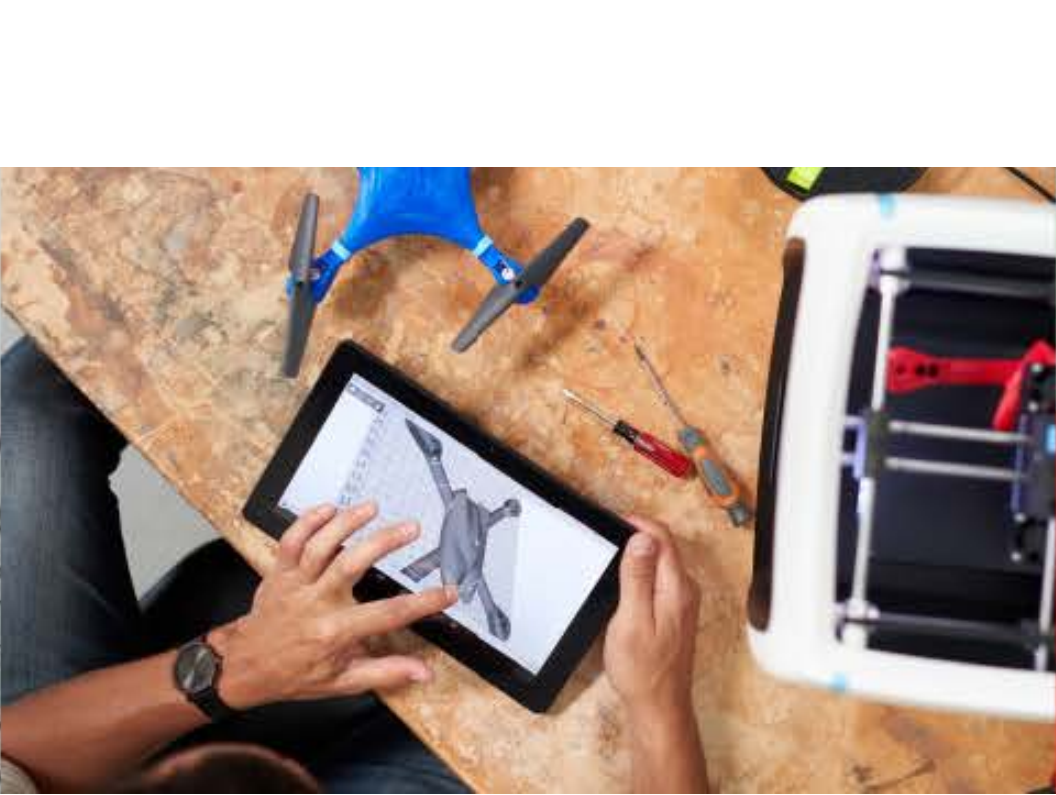
- Robo 3D generated **US\$4.4 million revenue** for financial year ended 30 June 2016, up 85%.
- Release of **two new 3D printer models**, the “Robo C2” (just released) and the award-winning “Robo R2” (Feb/March 2017 release) expected to drive 2017 growth.
- **Strong sales momentum** with recent launches on the online stores of large USA retailers Target and Office Depot.
- Established sales footprint through **large USA retail customers** including Amazon, Best Buy and Staples.
- **International expansion** underway with recent signing of distributors in Canada, Mexico and Australia.
- Strong industry tailwinds with desktop 3D printing segment estimated to be **growing at 30% per annum** according to industry experts, Wohlers Associates.
- Robo is well-positioned, and leveraged to scale.
- **Robo 3D Limited provides ASX investors with the only exposure to a brand in the fastest growing segment of the 3D printer industry.**

Cumulative number of 3D printers sold





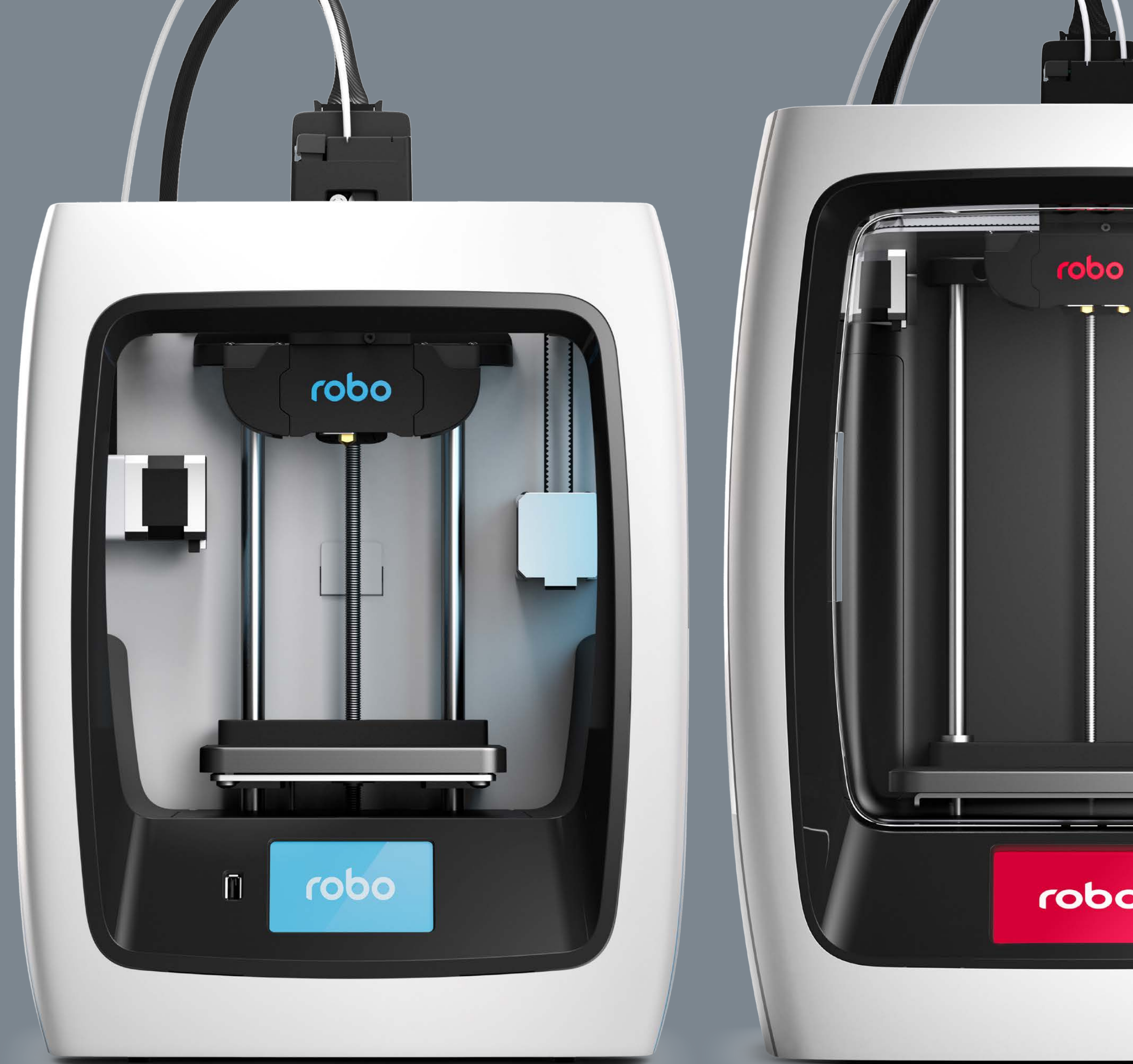
Corporate snapshot of Robo 3D Limited



Make the **imagined**

Leveraging a vision to provide everyone a fun, easy 3D printing experience — and empower them to bring their ideas to life with a high-quality printer whose feature set includes everything you'd expect in a modern connected smart device —

Robo was born.



Capital structure

ASX Code: RBO
 Total Shares on Issue: 238.4m

Options: 14.0m
 Exercise price of \$0.15, 3 year term, 24 months escrow

Founder Performance Rights: 5.6m
 Executive Performance Rights: 4.9m
 Employee Performance Rights: 3.5m

Issue Price: \$0.10
 Market Capitalisation: \$23.8m

Cash: \$6.0m
 Enterprise Value¹: \$17.8m

1. Before transaction fees and completion costs.

Top 10 shareholders

#	Holder Name	% Issued Capital
1	Denlin Nominees Pty Ltd	9.83%
2	Oaktone Nominees Pty Ltd	8.43%
3	Jacob Kabili	7.56%
4	Braydon Moreno	7.56%
5	Tribeca Nominees Pty Ltd	4.60%
6	RFL Capital Pty Ltd	4.42%
7	Syracuse Capital Pty Ltd	3.35%
8	Tim Grice	3.23%
9	Merrill Lynch (Australia) Nominees	3.21%
10	The Penrose Corporation	2.62%
Top 10% of Total Issued Capital		54.81%

Notes:

1. Incoming Directors and management hold 24.4% of the issued capital.
2. 38.0% of total issued shares are restricted (held in escrow) for 24 months from quotation date.
3. Directors and employees hold 100% of the Performance Rights.
4. Free float upon listing will be 58.8% of total issued capital.

Board of Directors



Ryan Legudi
Managing Director

Over 13 years of experience in number of advisory and corporate finance roles in Australia and the UK, specialising in advising and structuring private equity buyouts and early stage investments, with a particular focus on software and technology. Holds a Bachelor of Commerce, Diploma of Information Systems, and is a member of the Institute of Chartered Accountants of Australia.



Tim Grice
Executive Director (Corporate Development)

Experienced business advisor and capital markets professional with over 30 years of experience. He has held a number of senior advisor positions at national and international stockbroking firms and been involved in raising capital for many emerging companies in technology, biotechnology and resources. He is a previous director of Eureka Energy Ltd and 4DS Memory Ltd (4DS).



Braydon Moreno
Executive Director (Marketing) & Co-Founder

Mr Moreno is a San Diego State University (SDSU) graduate with a Bachelor of Science in Marketing and Entrepreneurship. Mr Moreno co-founded Robo 3D in 2012, launching the company via a successful crowdfunding campaign on Kickstarter, raising approximately US\$650,000 in pre-orders. He was named in Dealerscope's "40 under 40" for consumer electronics in 2015.



Patrick Glovac
Non-Executive Director

Co-founded GTT Ventures Pty Ltd, a boutique corporate advisory firm, specialising in funding and advising companies in the resource and technology sector. Mr Glovac is the Non-Executive director of ASX listed Cirrus Networks Limited (CNW) and Sovereign Gold Limited (SOC). Holds a Bachelor of Commerce majoring in Finance, Banking, Management and also holds a Diploma of Management.

Management Team



Randall Waynick
Chief Operating Officer & Vice President of Sales

Over 30 years of experience in sales and management in consumer electronics including 25 years at Sony in the USA where he was Senior Vice President/General Manager of the "Home Products" division (revenue US\$5 billion+ p.a.). Was then Chief Sales Officer of Vizio Inc., a large TV and audio products business, before becoming Vice President of North America Sales at LifeProof, a start-up mobile phone case manufacturer with leading premium waterproof cases, taking revenue to US\$350m+ in 24 months. Holds a Bachelor of Arts, Psychology and Criminal Justice, a Master of Science in Administration, and Ph.D., Organization and Management.



Jacob Kabili
Chief Technology Officer & Co-Founder

Graduated from San Diego State University (SDSU) with a Bachelor of Science (Bioengineering). During his studies, Mr. Kabili developed a prototype of a desktop 3D printer that formed the basis of the launch of Robo 3D's first model which launched on Kickstarter in late 2012, raising approximately US\$650,000 in pre-orders. Currently Chief Technology Officer at Robo 3D where he has overseen the development of the company's next generation range of 3D printers.



Justin Mouchacca
Company Secretary & Financial Controller

Director of Leydin Freyer, an accounting and advisory business, with over 10 years of experience in the accounting profession and extensive experience in relation to public company responsibilities, including ASX and ASIC compliance, control and implementation of corporate governance, statutory financial reporting, reorganisation of Companies and shareholder relations. Holds a Bachelor of Business majoring in Accounting.



Background to transaction

- Falcon Minerals Limited (ASX: FCN) (**FCN**) signed a Binding Term Sheet with Albion 3D Investments Pty Ltd (**Albion3D**) for the acquisition of 100% of the issued capital of Albion 3D.
- Albion 3D has been funding and held the rights to acquire 100% of Robo 3D, Inc., a fast growing USA-based company that distributes 3D printers and associated products for the desktop segment of the emerging 3D printing industry (**Robo**).
- Albion 3D has invested a total of US\$2.5 million into Robo 3D prior to the listing.
- FCN completed an over-subscribed capital raising in December, raising the maximum of \$6.0 million.
- FCN has changed its name to Robo 3D Limited and commenced trading on the ASX on 22 December 2016.
- Funds will be used to complete the ASX listing and drive growth of Robo market share.



About our Industry



Who uses desktop 3D printers

3D printing at forefront of “third industrial revolution” ...

Early adopters

Hobbyist

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

Maker/Hacker

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

Prosumers

Artists/Designers

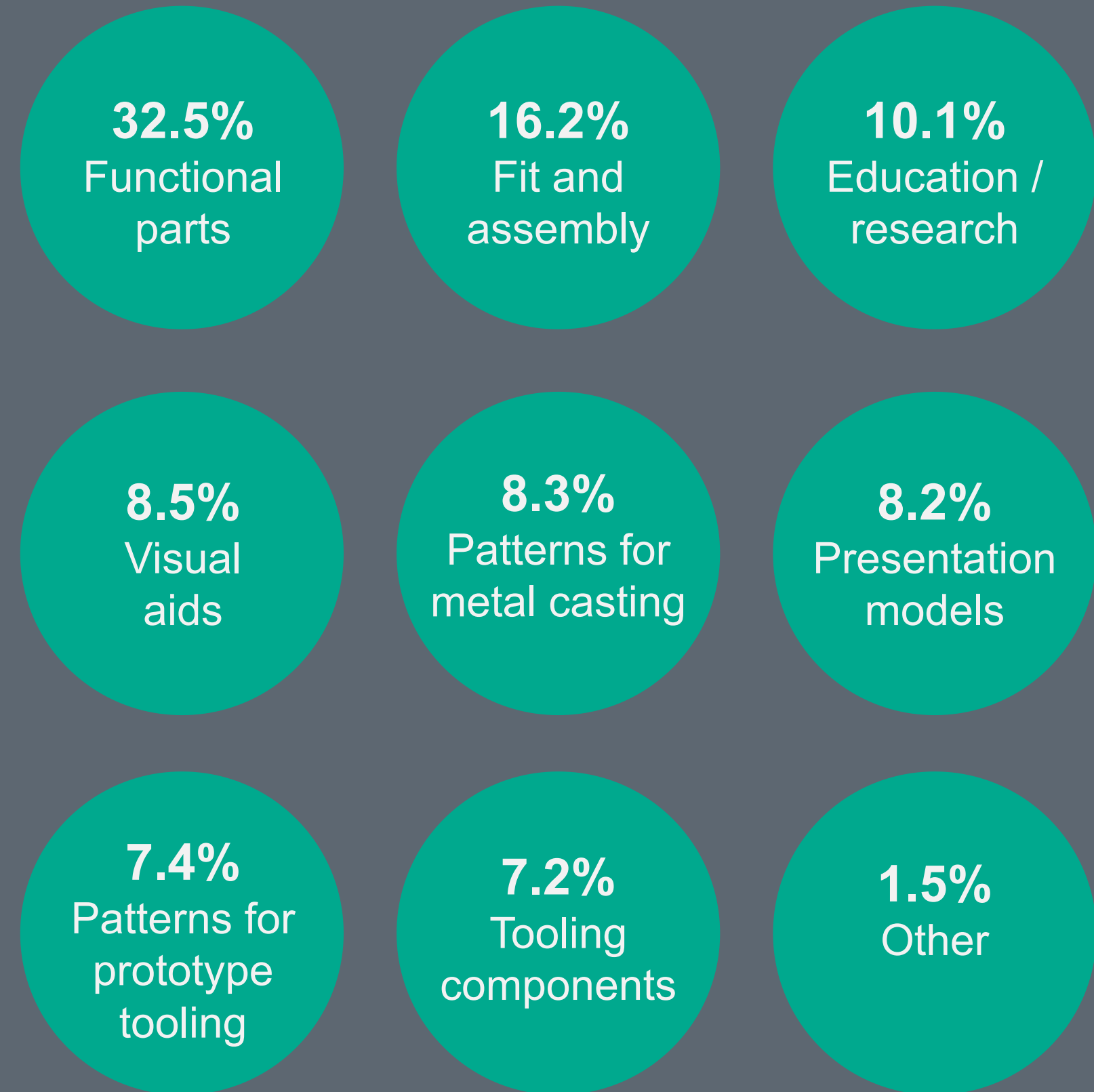
- Individuals who utilise 3D printing to create artworks or design prototypes

Education

- Institutions that want to incorporate the technology for educational purposes

Business

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



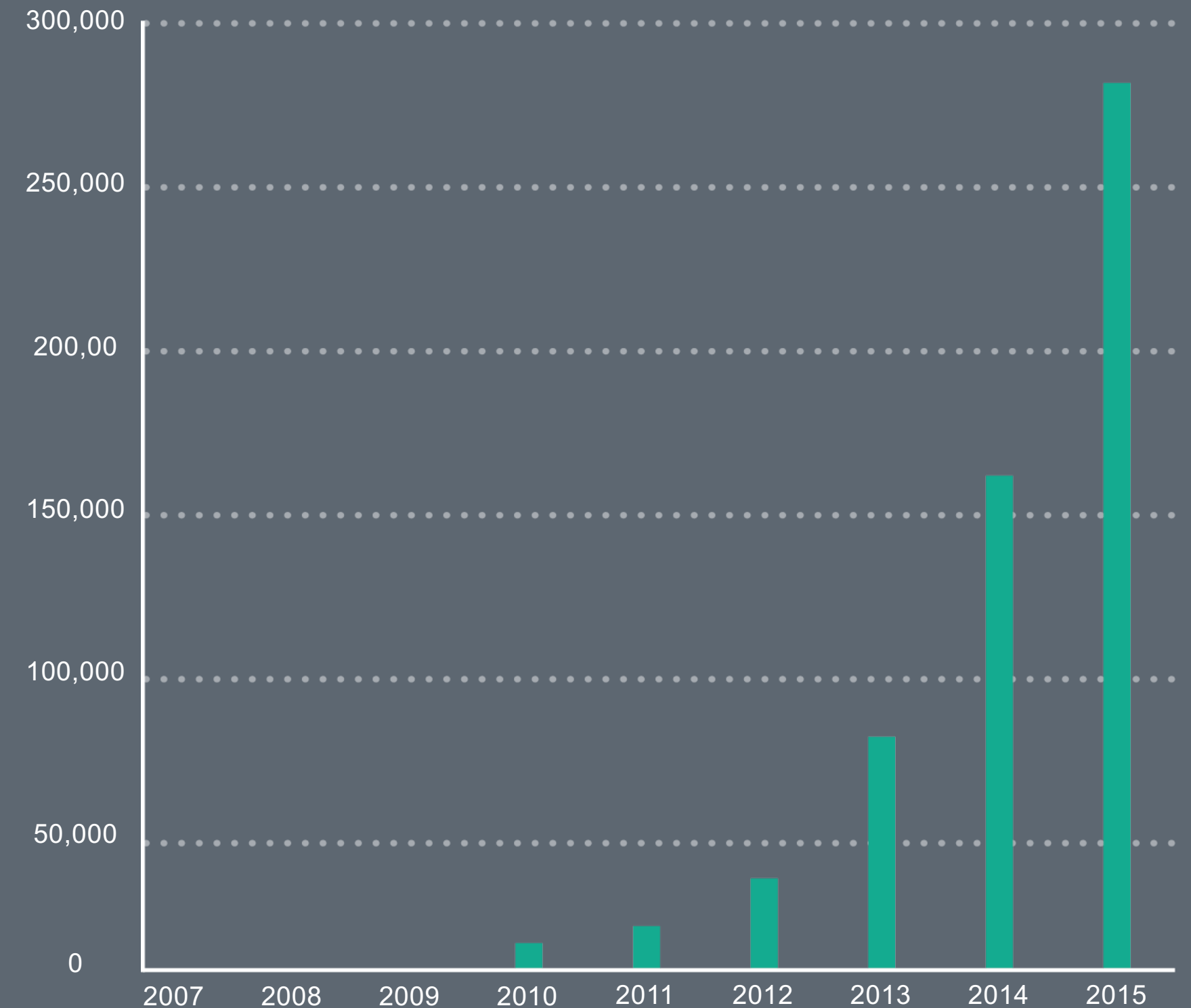
Source: Wohlers Report 2016, page 23

The 3D printing market

Rapidly growing market ready for mass market adoption...

- Wohlers, the pre-eminent 3D printing industry research company, estimated that the worldwide additive manufacturing market, which includes printers, manufacturing systems, parts, products, and aftermarket services, grew 25.9% from 2014 to reach US\$5.2 billion at the end of 2015.
- Sales of 3D printers represented US\$2.4 billion of the total market.
- Robo 3D operates in a sub-segment of this market, the “desktop” 3D printing segment, defined as systems that sell for < US\$5,000.
- Growth in unit sales in the desktop segment grew an estimated 69.7% in 2015 to reach 278,385 units, with revenues reaching c. US\$293.6 million.
- MakerBot, a competitor to Robo, was acquired by Stratasys for US\$600m in 2013.
- There is no clear dominant brand in the desktop segment of the market.

Desktop 3D printer units sales



Source: Wohlers Report 2016, page 149

Significant macro **tailwinds**

3D printing poised at the intersection of education & the digital revolution ...

Issues

- Widening gap between what is taught at school and what is needed in the (future) workplace
- Unemployment driven by structural decline of traditional blue collar jobs, particularly in manufacturing

3D printing and education curriculum

Responses

- Urgent need to update education curriculum, with major refocus on STEAM based curriculum from K-12
- Government funding focused on enabling teacher & student access to technology
- Government driving pathways to entrepreneurship via incubators



In September 2015, the World Economic Forum recognised 3D printing as one of 6 software and service mega trends which is shaping societies... *“The Digitisation of Matter: physical objects are “printed” from raw materials via additive, or 3D printing, a process that transforms industrial manufacturing, allows for printing products at home and creates a whole set of human health opportunities”.*



Where we came from
and where we are going

The image shows two men standing in a workshop or factory. The man on the left is wearing a light blue button-down shirt and dark pants, holding a tablet. The man on the right is wearing a blue and white plaid shirt and dark pants, with his arms crossed. In the background, there are shelves with various items, including what looks like 3D printed parts and a 3D printer. The text 'Seeds of success' is overlaid on the image in a white and blue font.

Seeds of success

In January 2013, two San Diego State University entrepreneurs set out to push the boundaries of 3D printing with the successful Kickstarter launch of Robo R1 — a high-quality 3D printer that was affordable, easy to use and accessible for almost anyone.

The campaign raised US\$650,000 in just 45 days and the R1 quickly became one of the best-selling desktop 3D printers in the United States.

But it was only the beginning...

Vision

Create **easy-to-use** 3D printing solutions that provide anyone the ability to create something.

Goal

Share the technology and bring it to every home, so everyone can **bring ideas to life**.

What's Next

Build a full ecosystem around consumer-accessible hardware, materials, our community of users, and high-quality content, proving that you don't need an engineering degree to **unleash the power of creativity**.

Early customer success

Existing Customers



~3,400 total stores



~1,450 total stores



~ 25 total stores



~40 total stores

New Customers



Target.com online store



OfficeDepot.com online store



Crutfield.com online store

Potential Customers



~250 total stores



~1,800 total stores



~3,400 total stores



~4,700 total stores



~110 total stores

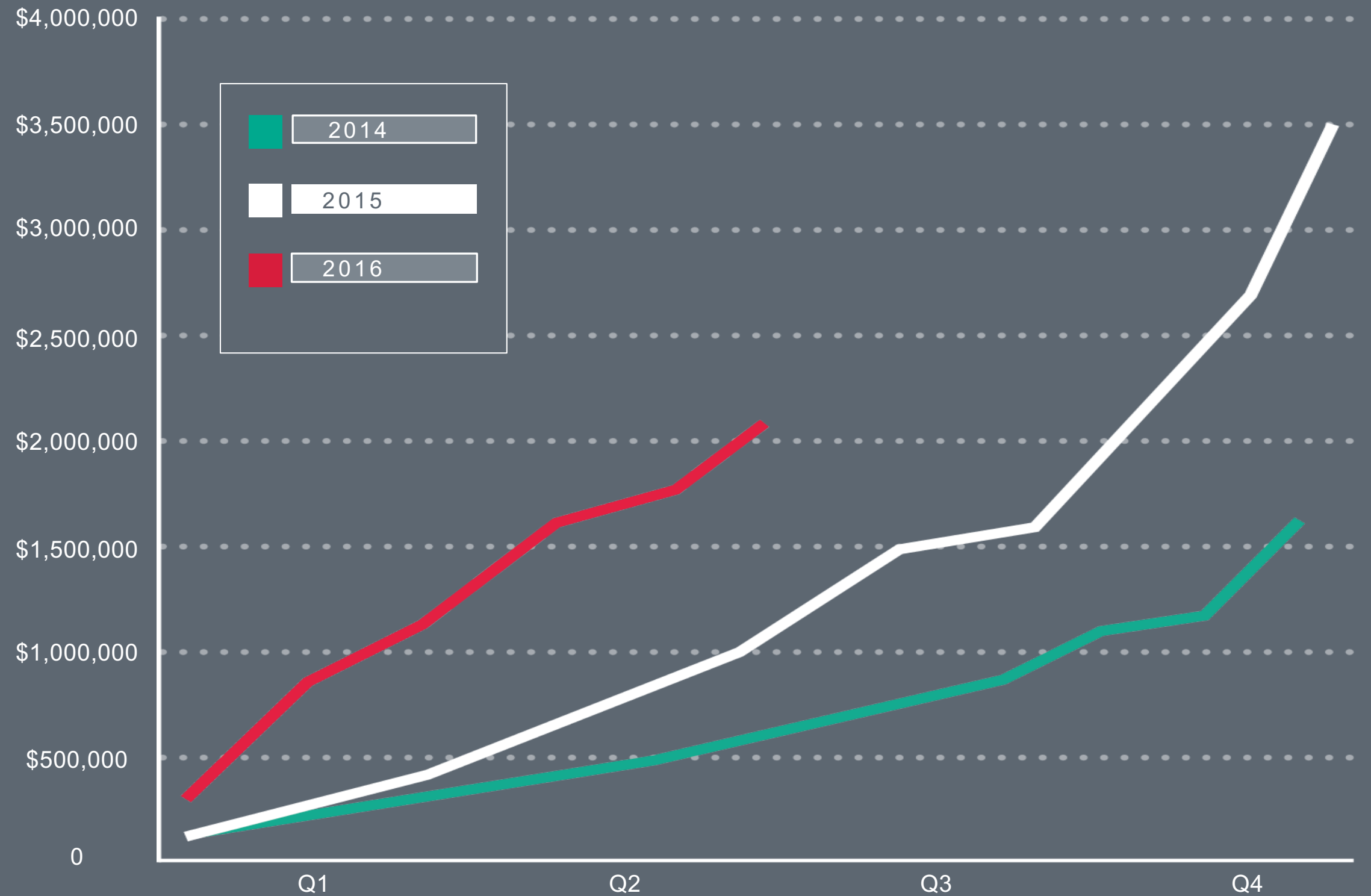
PLUS international distribution

Robo 3D sales growth

Sales momentum is strong...

- Robo 3D has experienced strong growth across its business, generating revenue of c. US\$4.4 million in the 12 months to June 2016, compared to c. US\$2.4 million over the corresponding prior year period (audited), an increase of approximately 85%.
- Sales of US\$2.1 million for the six months ended 30 June 2016, c. 80% higher than corresponding period last year.
- During the March quarter of 2017, Robo will be selling the Robo C2 and Robo R2 model 3D printers, which is expected to drive growth in the second half of the 2017 financial year, compared to selling just the R1+ model 3D printer in the corresponding prior period.

Cumulative sales



Source: Wohlers Report 2016, page 149

A growing Robo faithful

3D Robotics

“Robo is my favorite 3D printer — it’s rock solid and reliable. Auto-leveling makes all the difference.”

Chris Anderson

CEO at 3D Robotics,
Former Editor-in-chief At Wired Magazine



Robo Worldwide

Over 2400 Cities across
98 countries

Kickstarter campaign

*Early pre-release access to
Robo C2 and Robo R2*

400+ printers sold in 30 days



Online community

*Highly engaged, and growing active
social community*

130,000 fans

Robo at home

More and more people want to personalize the objects in their home — at any given moment. And our products give them the ability to do just that.



Fly a 3D printed drone



Play a 3D printed guitar



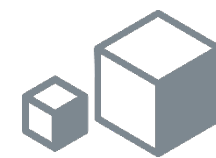
Customize a 3D printed frame





Robo **at work**

The modern workplace often features an open environment that operates exclusively on large-scale group-think, where teams interact cross-functionally. Our products make the most of these efforts.



Large sizes,
higher resolution



Fast, accurate
prototyping




Network enabled to
multiple printers

Robo **at school**


3D printing offers a great learning platform for students and teachers alike. Our products give students a wonderful way to develop their own designs, solve problems and explore new ideas, and then print and test their ideas right away — and are great tools to teach the Next Generation Science Standards (NGSS).



Inspire kids to make anything



Class-time is highly-engaging



Supports STEAM curricula





Business
strategy

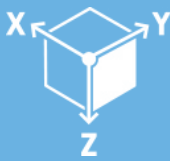
Pioneering a complete 3D ecosystem





Make more with robo C2

The Robo C2 compact smart 3D printer with Wi-Fi gives you the freedom to make whatever you can imagine right from your mobile device using the Robo app.



Efficient 5 x 5 x 6" print size



3.5" built-in color touch screen



Class-leading print speed



Automatic self-leveling removable bed



Dual high-speed fans quickly cool each print



Prints 20+ materials types that don't require a heat bed

Released December 2016

Make greatness with robo R2

The Robo R2 high-performance smart 3D printer with Wi-Fi lets you tackle large-scale projects and make whatever you can imagine right from your mobile device using the Robo app.



Sizable 8 x 8 x 10" print size



5" built-in color touch screen



On-board camera for remote print monitoring



Class-leading print speed



Removable, heated and automatic self-leveling print bed



Dual high-speed fans quickly cool each print



Ability to add an additional extrusion head and print two materials at once



Prints 30+ materials types

Feb/March 2017 release



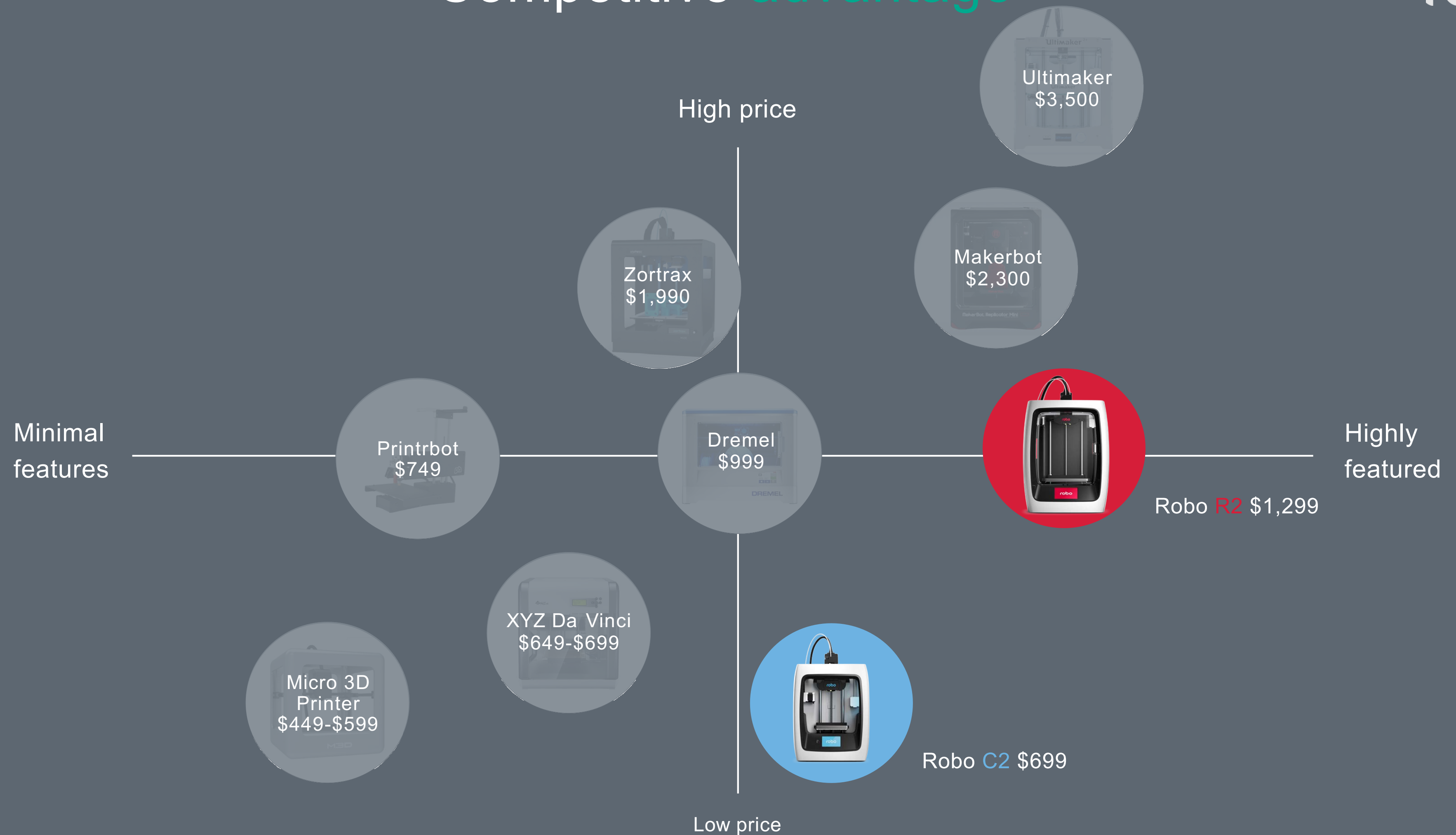


CES Innovation Award

Robo was awarded the CES Best in Innovation award for Robo R2, in the lead-up to the annual Consumer Electronics Show — the largest international consumer electronics trade show.

Products chosen as CES Best of Innovation Honorees are given to only the best product or technology in each category. Entries are evaluated on their engineering, aesthetic and design qualities, intended use/function and user value, how the design and innovation of the product directly compares to other products in the marketplace and the unique/novel features that are present.

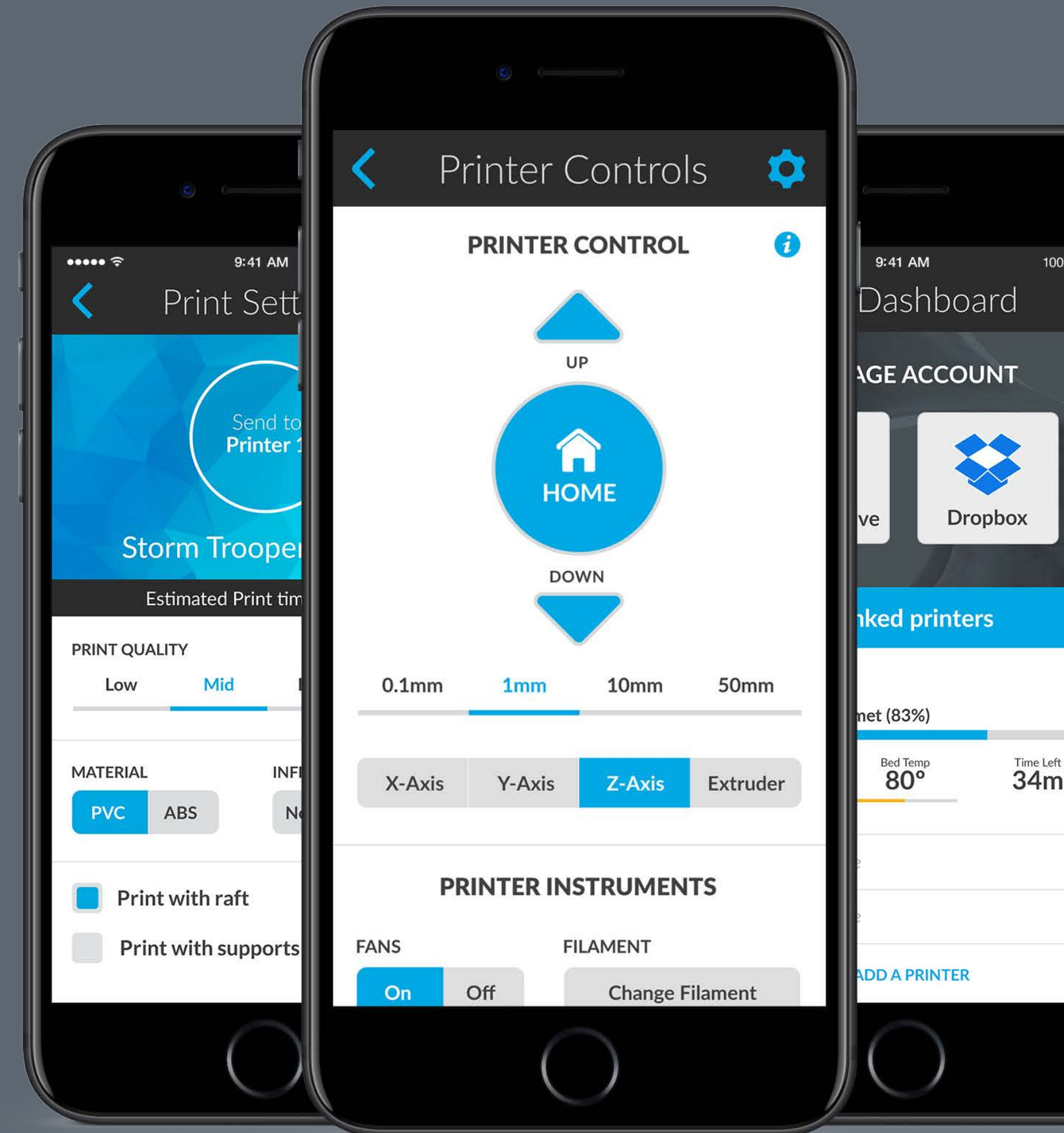
Competitive advantage



Make smarter with the Robo app

Simply download the free Robo app to experience the next level in 3D printing and get more out of everything you make (Android coming soon).

- Connect and print right from your mobile device
- Monitor the progress of every print
- Manage multiple prints and printers at once
- Manual control panel lets you handle every detail with precision
- Connect to cloud libraries and access thousands of 3D models
- Make in-app purchases (filaments, accessories, print kits and more)



Customizable print kits

Ready-to-print kits give you everything you need to make something uniquely yours.

- Customize, print, assemble and fly your own Quadcopter Drone
- More kits coming soon





Filaments

High-quality filament, manufactured to strict quality standards. Wide selection of colors and materials, including specialities:

- PLA
- ABS
- Wood-filled
- Carbon fiber

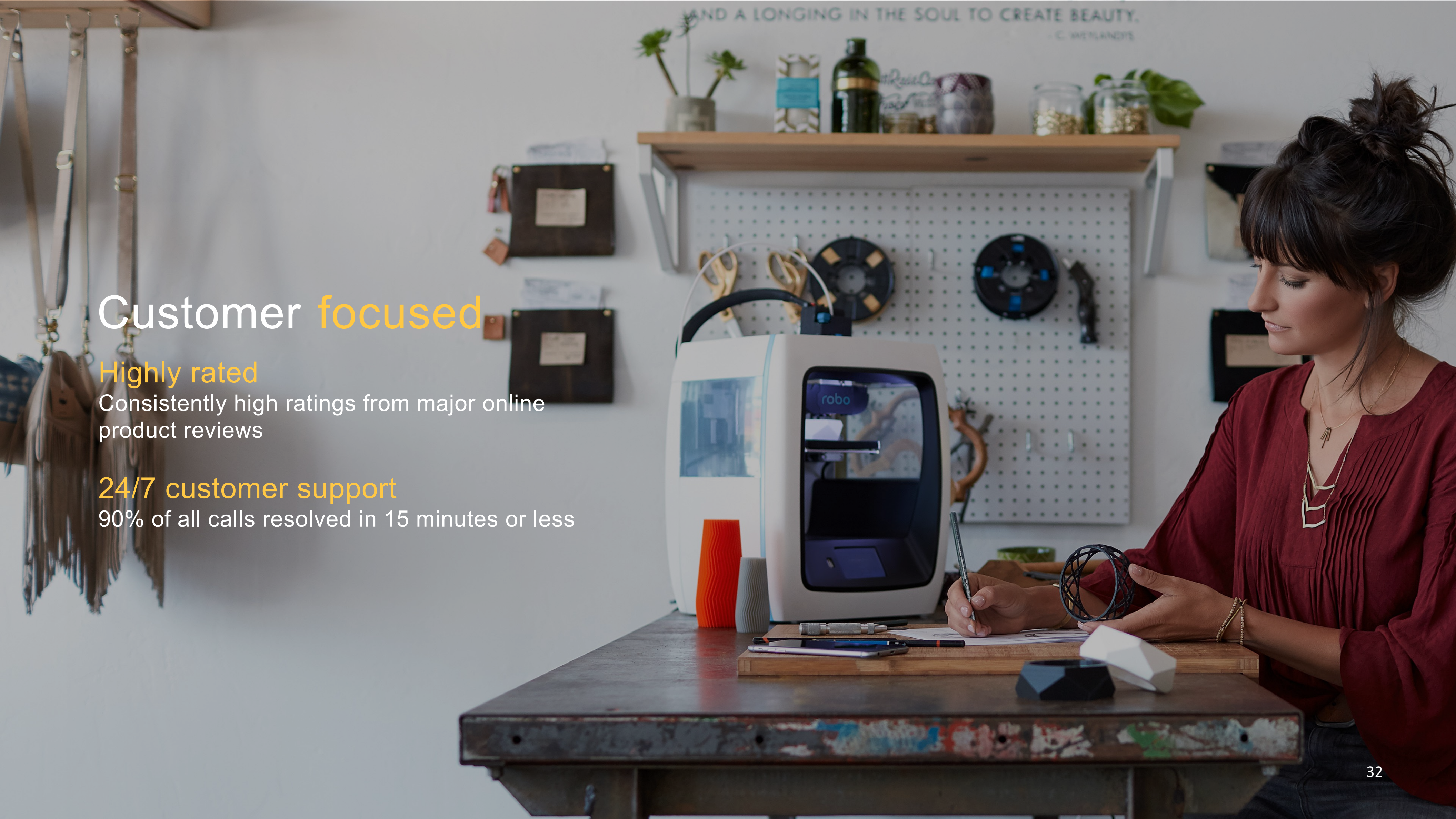
Customer **focused**

Highly rated

Consistently high ratings from major online product reviews

24/7 customer support

90% of all calls resolved in 15 minutes or less



Robo 3D strategic goals

Existing customer expansion

- Expand physical store locations across existing retail customers
- Increase sales volumes at existing locations
- Grow direct-to-consumer business via robo3D.com and Amazon
- Increase number of products sold per transaction (i.e. printer + filament)

New customer growth

- Open new USA retail sales channels
- Re-launch distribution into key European markets
- Launch into Australia and selected Asian markets

Increase presence In education markets

- Develop alliances with key providers of 3D-related curriculum
- Partner with existing technology vendors to education segment
- Support initiatives to drive Science, Technology, Engineering, Art and Mathematics (“STEAM”) in schools

Product innovation

- Launch “Robo C2” and “Robo R2”
- Launch new innovative materials
- Expand 3D print kit offering
- Focus on product enhancements that improve customer experience

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