



TechKnowInvest Conference  
October 2017

**robo**  
Make the imagined

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# Robo 3D Capital Structure

|   |          |
|---|----------|
| ASX Code:                                   | RBO      |
| Total Shares on Issue:                      | 258.9m   |
| Options:                                    | 16.0m    |
| Founder Performance Rights <sup>1</sup> :   | 5.6m     |
| Executive Performance Rights <sup>1</sup> : | 4.9m     |
| Employee Performance Rights <sup>1</sup> :  | 3.5m     |
| Share Price <sup>2</sup> :                  | \$0.053  |
| Market Capitalisation:                      | \$13.7m  |
| Net Debt/(Cash) <sup>3</sup> :              | (\$1.0m) |
| Enterprise Value:                           | \$12.7m  |

1. Performance rights begin vesting upon \$7.5m of revenue being achieved
2. Closing share price on 23 October 2017
3. Balance at 30 June 2017

***Robo makes trusted, easy to use and beautifully designed 3D printing products that empower everyone, everywhere***

# A complete 3D ecosystem



Desktop app



Mobile app



Print kits



Educational curriculum

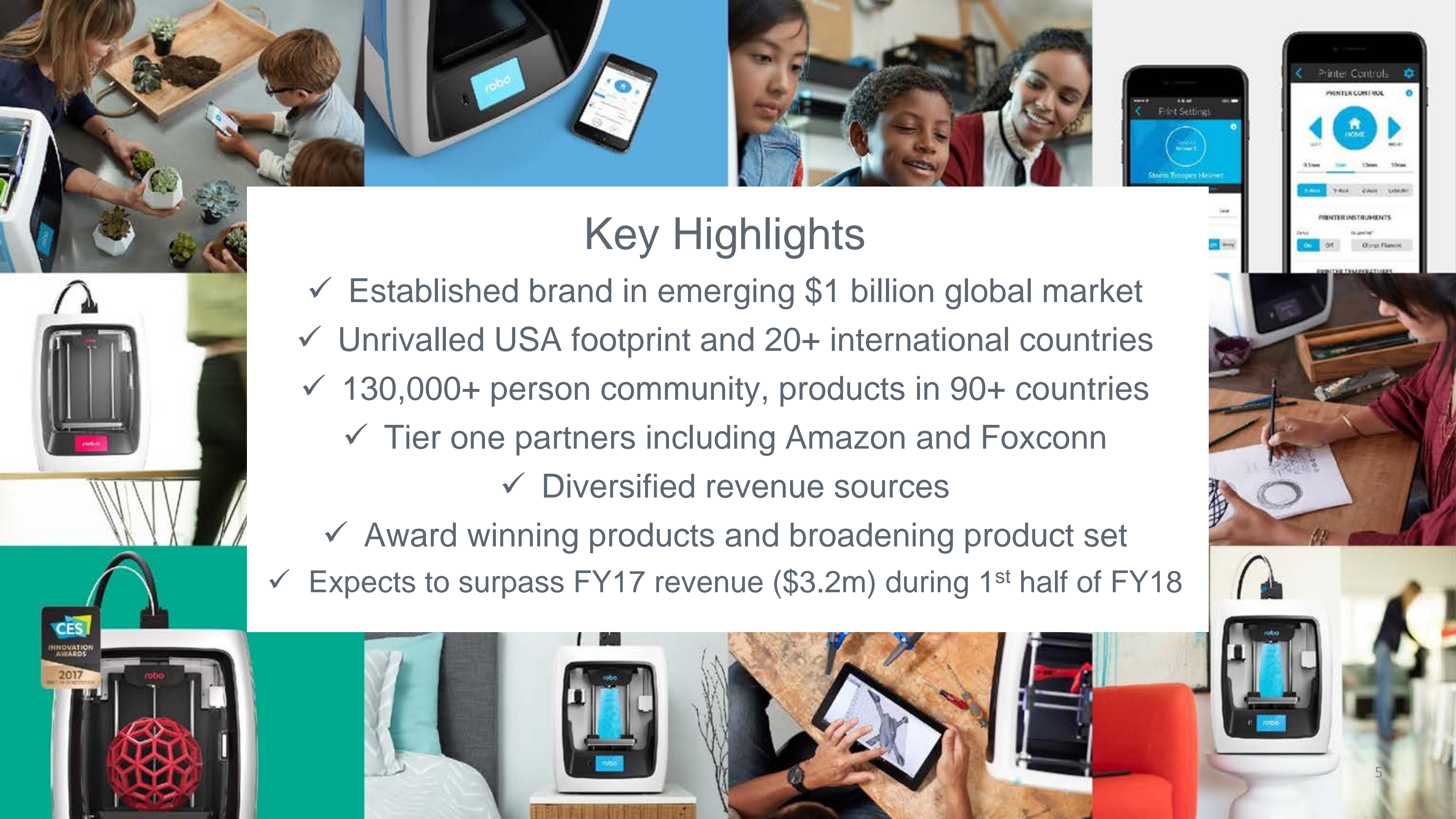


Print packs



Materials





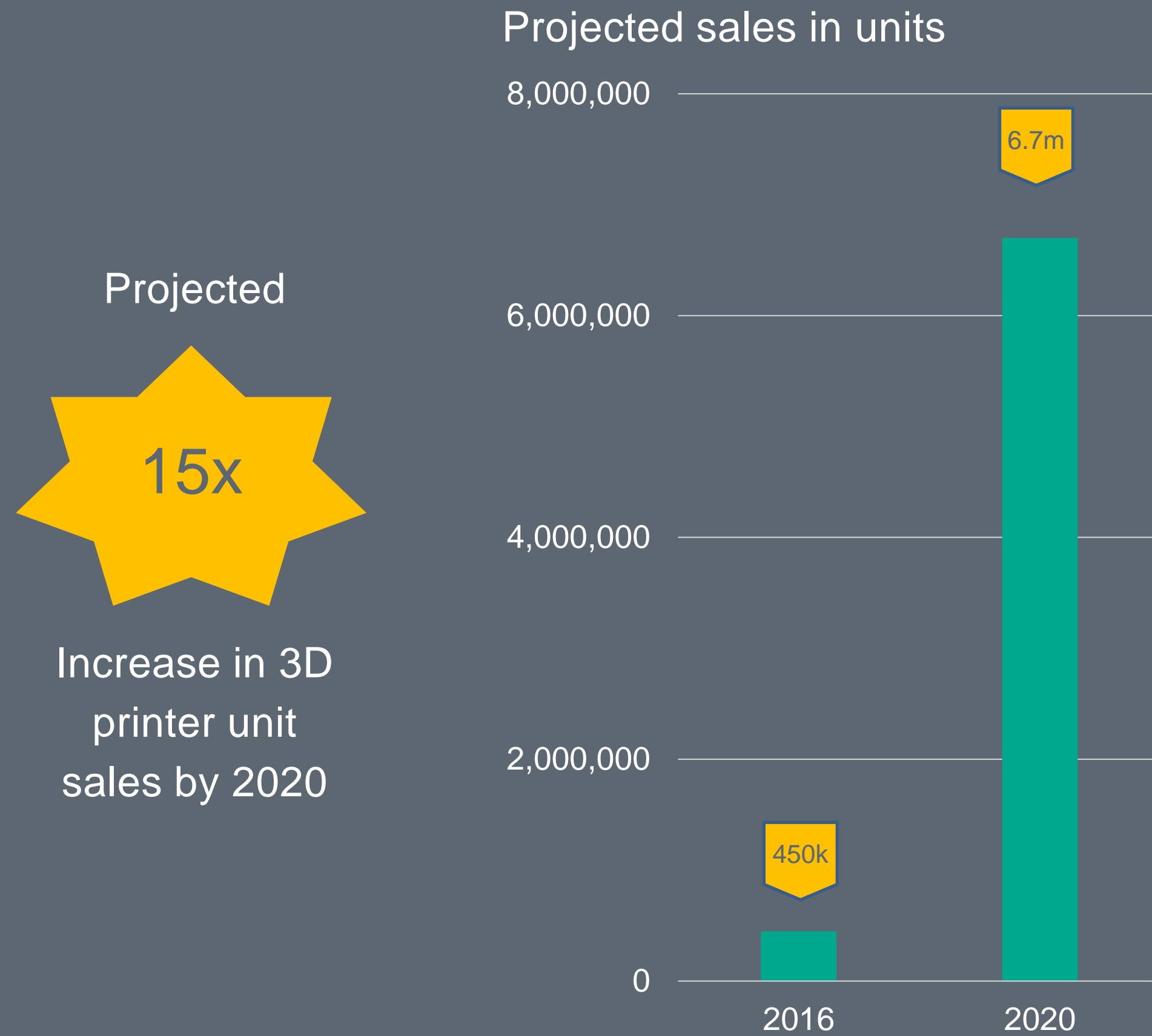
## Key Highlights

- ✓ Established brand in emerging \$1 billion global market
- ✓ Unrivalled USA footprint and 20+ international countries
- ✓ 130,000+ person community, products in 90+ countries
- ✓ Tier one partners including Amazon and Foxconn
  - ✓ Diversified revenue sources
- ✓ Award winning products and broadening product set
- ✓ Expects to surpass FY17 revenue (\$3.2m) during 1<sup>st</sup> half of FY18



**CAUTION:** Hot Surface! Do not touch or remove when hot. To prevent damage, do not remove until printer has a power off.  
**ATTENTION:** Surface chaude! Ne touchez pas et n'enlevez pas lorsque chaude. Pour éviter les dommages, ne pas retirer quand la puissance est allumée.  
**ADVERTENCIA:** Superficie caliente! No tocar ni retirar mientras está caliente. Para evitar daños, no retirar mientras la cama de la impresora está encendida.

# Rapidly growing \$6 billion+ industry driven by education



- Desktop/personal 3D printer shipments expected to be more than 6.7 million by 2020.
- Total spending estimated to grow to \$21 billion in 2020.
- Education a major driver of growth today ... and in the future (the next wave of consumers).
- Addressable market in USA education system alone is c. 300,000 units

Source: Gartner

# 3D printing adoption is accelerating across all industries

**ELECTROLUX TRIALS 3D PRINTED SPARE PARTS ON DEMAND WITH SPARE PARTS 3D**

RUSHABH HARIA - OCTOBER 19TH 2017 - 11:29PM 0 0

**FIRST EVER US STERNUM REPLACEMENT WITH 3D PRINTED COMPOSITE IMPLANT**

RUSHABH HARIA - OCTOBER 19TH 2017 - 3:14PM 0 0

**DWS 3D PRINTING BRINGS YACHT LUXURY TO LIFE IN AMBITIOUS ITALIAN PROJECT**

BEAU JACKSON - OCTOBER 18TH 2017 - 4:51PM 0 0

**3D PRINTING PART OF £13 MILLION INNOVATION PUSH AT LUSH COSMETICS**

BEAU JACKSON - OCTOBER 19TH 2017 - 5:17PM 0 0

**AMBIONICS 3D PRINTED PROSTHETIC ARM FOR INFANTS ENTERS CLINICAL TRIALS**

BEAU JACKSON - OCTOBER 20TH 2017 - 4:50PM 0 0

**LIFELIKE 3D PRINTED BACKBONE REPLICAS WILL PREPARE SURGEONS FOR SPINAL OPERATIONS**

RUSHABH HARIA - OCTOBER 05TH 2017 - 9:16AM 0 0





robo

# Our Strategy



## How we will do it

- Premium products with broad appeal
- Beautifully designed and manufactured
- Unparalleled support
- Leading user experience
- Fully integrated with other technologies

## Value (the Robo story)

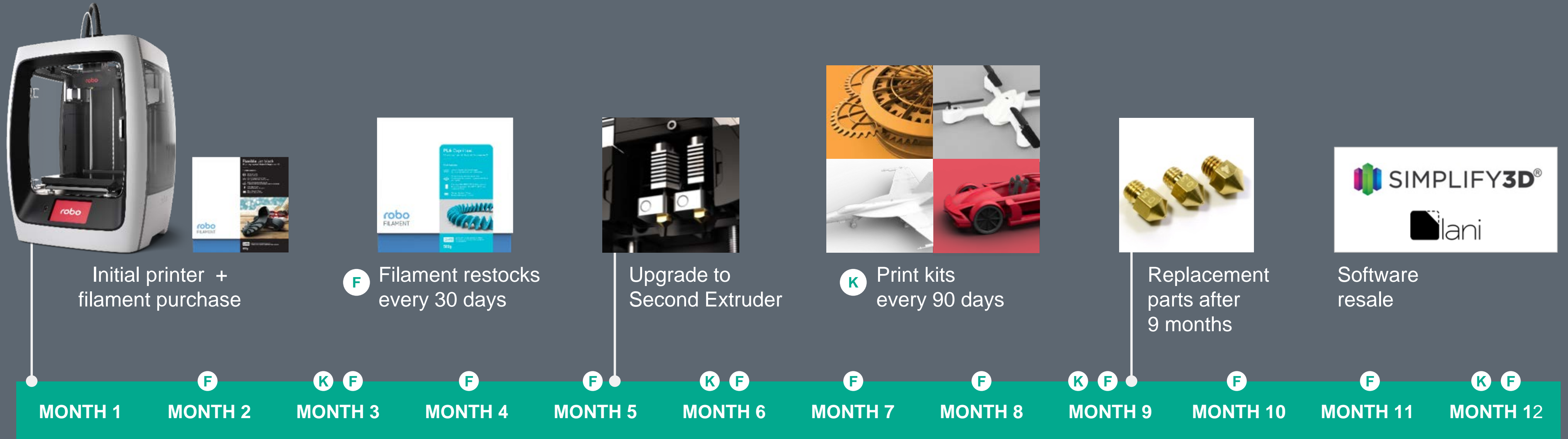
Performance

Features

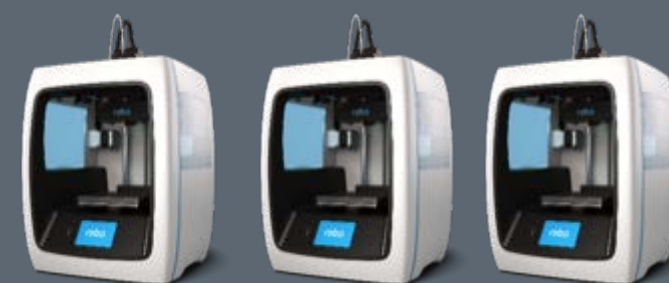
Experience

# Diversified revenue model

Potential lifetime value of end customer



## POTENTIAL FUTURE SOURCES OF REVENUE



3D print farm services



3D file content

# Technology already widely used ... adoption is accelerating



## PROFESSIONALS

- Design studios
- Prototyping and modelling
- 3D print shops
- Engineering firms
- Medical research

## ENTREPRENEURS

- Sole-traders
- Small to medium business
- Short-run manufacturers

## EDUCATORS

- Elementary school
- Secondary school
- University / College
- Vocational design schools
- Clubs and afterschool programs

## MAKERS

- Hobbyists
- Modellers
- Tinkerers
- Home builders
- Clubs

# Our community members are doing amazing things...



**robo3d**  
San Diego, California [Follow](#)

**robo3d** Architecture model, GI Joe living room, or your favorite Sims house, you can do it all with your Robo 3D printer! @Pitcherj is our print of the week winner with this awesome model. For a chance to be featured and win some filament, show us what you've been making on your Robo, by tagging #Robo3D!

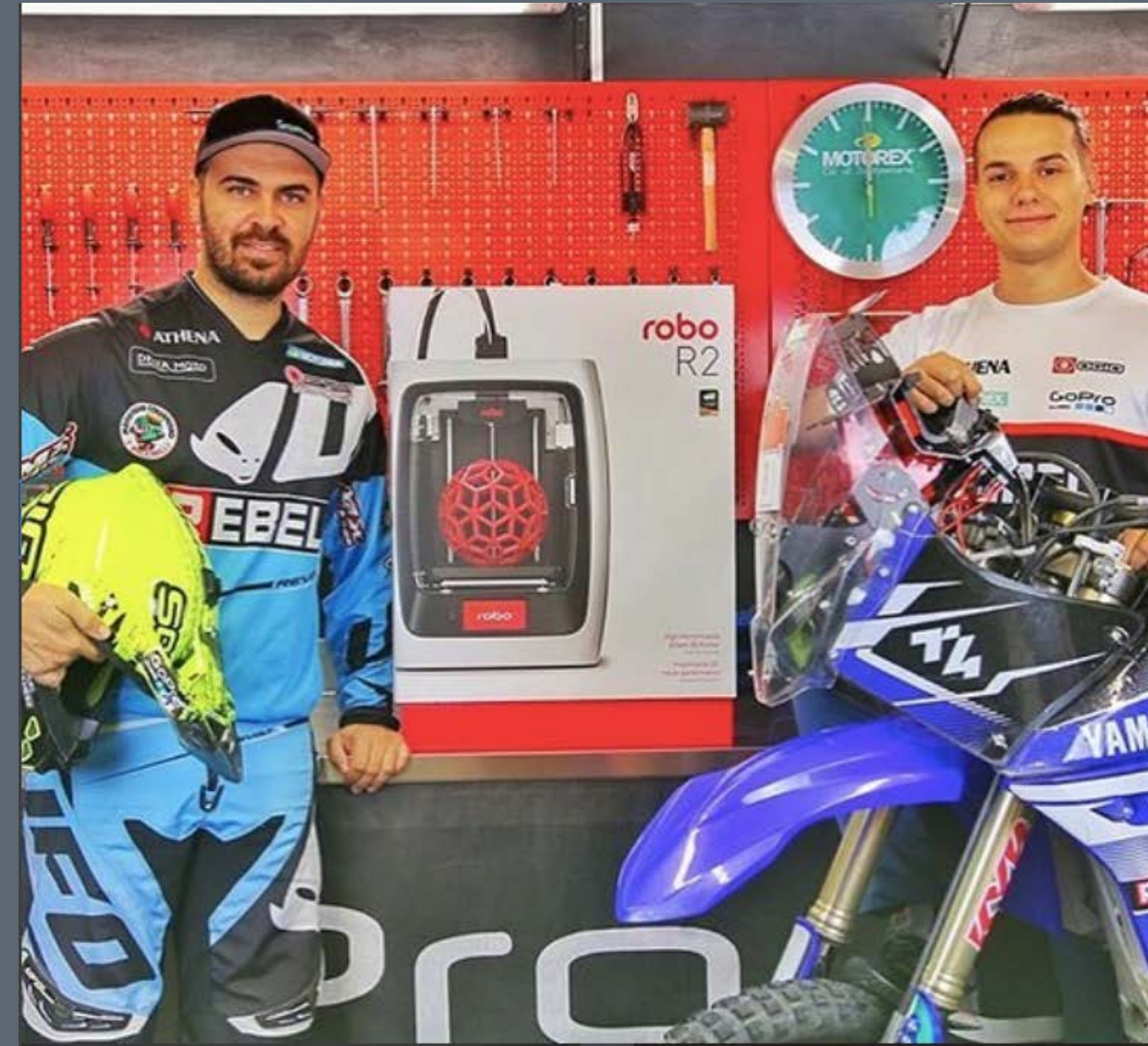
**robo3d** #roboC2 #3dprinter #3printed #3Dprint #robolution #roboR2 #robor1plus #Robo3D

**carrythehat** Great print! We have a robo



218 likes

APRIL 10



**robo3d** [Follow](#)

**robo3d** @manuelleucchese is not only a loyal Robo user, but he's also a professional Dakar racer. He just recently got an R2 to help prototype parts for his motorcycles.

**robo3d** #robo #robo3d #robolution #robor2 #roboc2 #3dprint #3dprinting #3dprinter #3dprinted #motocross #mx #Dakar

**jiacollection** great pictures

**sandychettri** Wow Dakar racer. Great respect. It has to be one of the most challenging race out there.



118 likes

SEPTEMBER 23

Log in to like or comment.

# Our community members are doing amazing things...



 **robo3d**  
San Diego, California [Follow](#)

**robo3d** @stuntlogan has been hard at work with his Robo R2 creating this fully functioning prosthetic hand for his cousin. It's always amazing seeing 3D printing elevating people's lives.

**robo3d** #3dprinters #3dprinting #3dprinted #3dprint #robor2 #robo #roboc2 #Robo3D #robor1 #robomed #prosthetic #helpingothers

mentaldream35 👍👍👍



264 likes

JULY 23

[Log in to like or comment.](#)



 **robo3d**  
San Diego, California [Follow](#)

**robo3d** learning more about biology print by print. Our newest generation printers are helping students learn more every day. Tag us using #Robo3D

**robo3d** #Robo3D #Robo #RoboR2 #RoboC2 #RoboR1+ #3dprint #3dprinting #3dprinted #3dprinter #Biology #Sharks #RoboEDU

nephco Rawr! 🐾



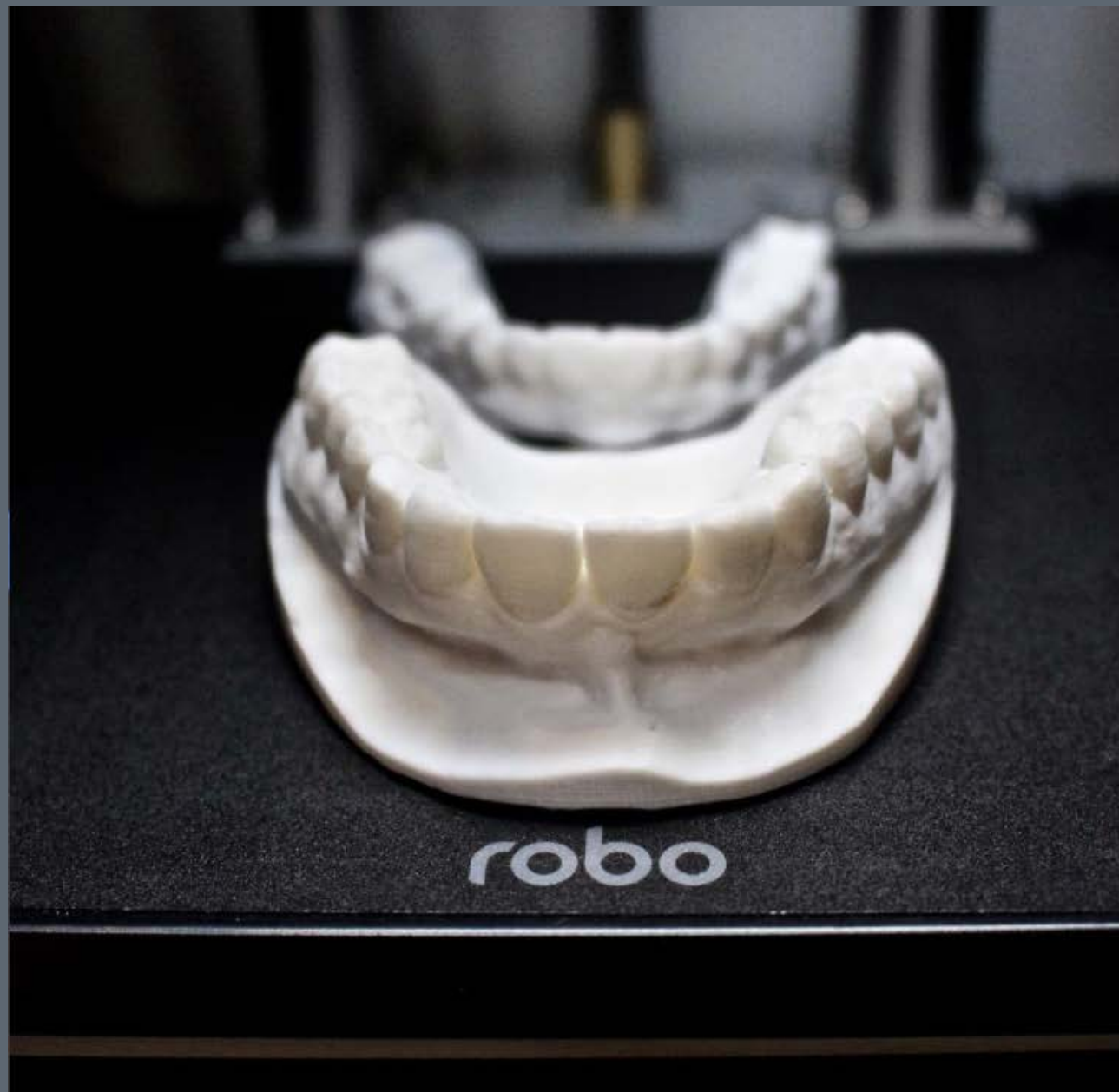
253 likes

SEPTEMBER 19

[Log in to like or comment.](#)



# Our community members are doing amazing things...



**robo3d** San Diego, California [Follow](#)

**robo3d** One of the largest growing uses of 3D printing is dental imagery and the new ability to quickly create crowns, bridges and molds.

**robo3d** #Robo #Robo3D #RoboR2 #RoboC2 #3DPrint #3Dprinted #3dprinter #innovate #3Dprinting #RoboR1+

**enlightened3d** #innovationmotivation

**critterbots** Your picture is really so professional!!!

**silvestresde** With what plastic can you do those?

**bubble.bomb** They 3d print Invisalign braces too

214 likes  
6 DAYS AGO

[Log in to like or comment.](#)



**robo3d** San Diego, California [Follow](#)

**robo3d** @wemake3d used their R1+ to 3D print this amazing bicycle. We don't think it'll win the Tour De France, but we would certainly ride it.

**robo3d** #robo #robo3d #robolution #robor1 #roboc2 #robor2 #3dprinting #3dprinted #3dprint #3dprinter #bicycle #cycling

**gogogone\_nyc** Nice, how much weight can that hold? Greetings from NYC

**jerrygrauman** This is an incredible feat for any engineer. Way to go!!!

**line10entertainment** This is freakin' awesome!!!

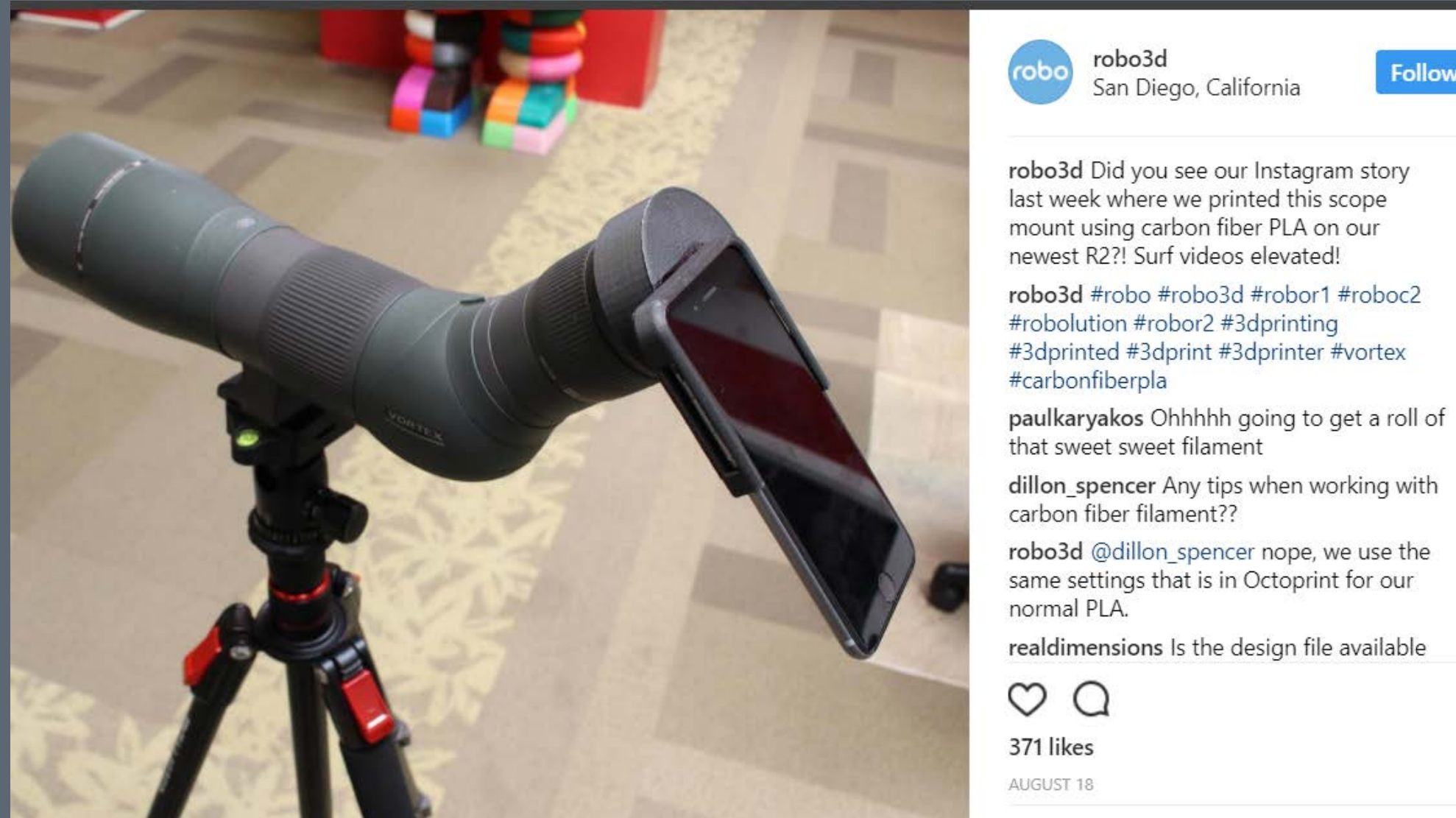
**wemake3d** @gogogone\_nyc it hasn't been through a lot of testing yet but it was good for about 200lbs

**3dprinting.gcode** People don't realize how strong this stuff is!

287 likes  
SEPTEMBER 6

[Log in to like or comment.](#)

# Our community members are doing amazing things...





# Tier 1 Partners

amazon<sup>®</sup>

FOXCONN<sup>®</sup>



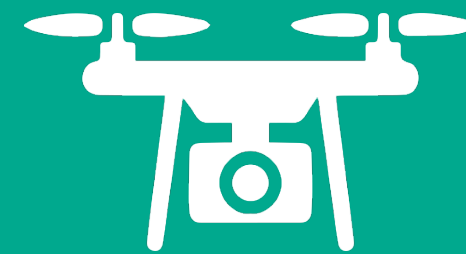
# A bold future



*3 printers*



*New printer roadmap  
(FDM + others)*



*New kits  
opportunity*



*Materials  
(PLA, ABS, Nylon + others)*

## *Strategic partnerships*



*Mobile  
phone*



*VR/AR*



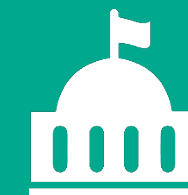
*New Material  
Development*



*Software*



*Curriculum*



*Government  
support*

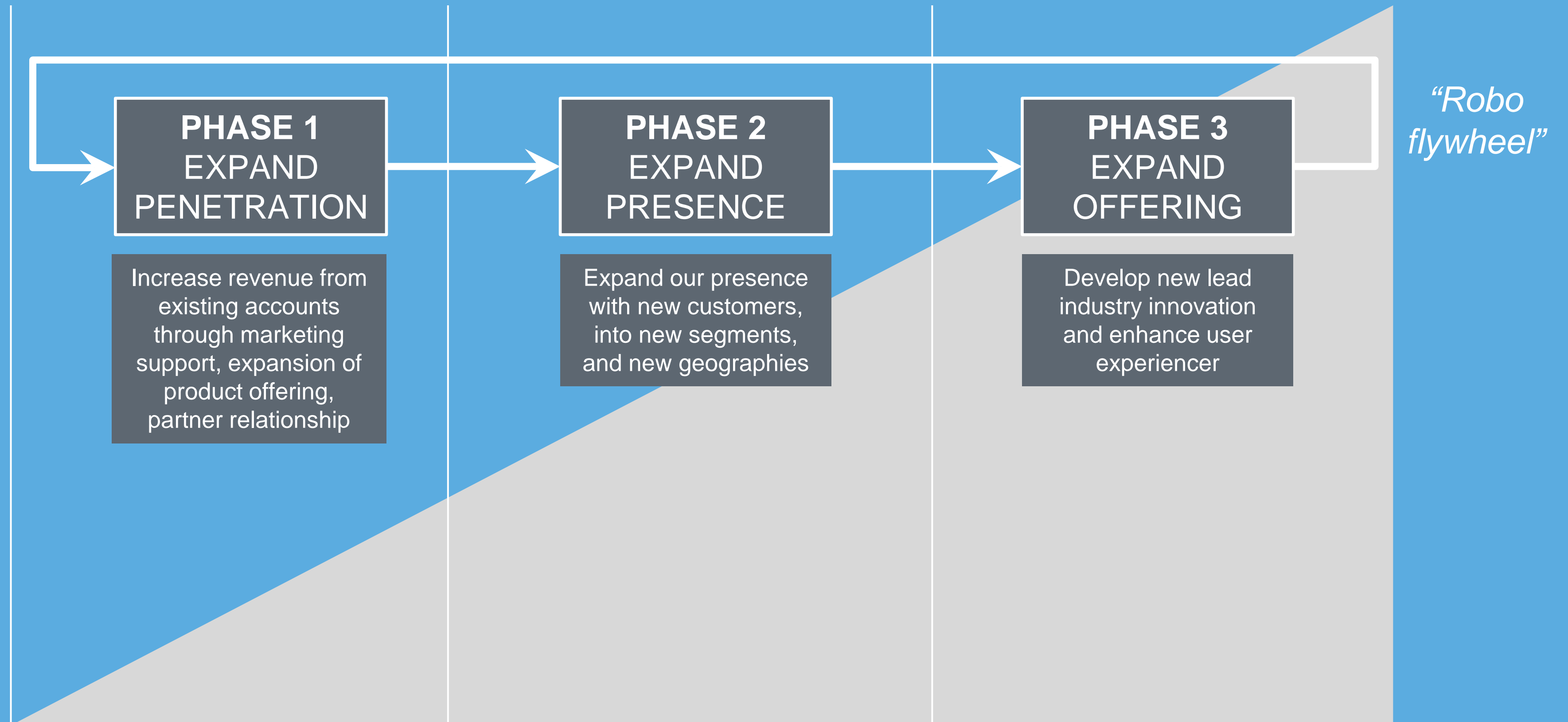
**FOXCONN<sup>®</sup>**

*Top-tier  
supplier*



Current Traction

# Foundations laid in 2016-17 for 2018 growth



# Rapidly expanding GLOBAL sales footprint ... 20+ countries

- INTERNATIONAL RE-SELLERS
- EDUCATION CUSTOMERS



June 2016



October 2017

Distribution partners



plus New distribution partners



# Including Australia!

ASX ANNOUNCEMENT

ASX: RBO | 23 October 2017

## Robo Signs Major Distributor for Australia

### HIGHLIGHTS

- Australia is among the top ten markets globally for 3D printer sales
- Distribution agreement with Bilby 3D for the sale of Robo's range of 3D printers and filament products for Australia
- Bilby 3D is the leading 3D distributor in Australia, with sales and support offices in Sydney, Melbourne, and Brisbane
- Minimum order quantities highlight the commitment from Bilby 3D and the potential for Robo in Australia
- Deep industry experience in 3D printing in Australia, particularly in education with important customer relationships throughout schools & universities
- Provides Robo with platform for growth into Australia with strategic goal of being the number one desktop 3D printer brand in the country

# Revenue is accelerating ... **step change from FY17**

Pre-order pipeline of c. \$2.0 million received for December quarter

Robo has seen recently a marked increase in demand for its new products, particularly since the general release of the Robo R2 smart 3D printer in June 2017. Due to this demand for Robo's products, the Company is pleased to advise that it has secured significantly higher than anticipated pre-orders for delivery during the upcoming December quarter. Currently, the pre-order pipeline totals around \$2.0 million, the Company's highest ever pipeline level.

- Total revenue for FY17 was \$3.2 million
- December quarter pre order pipeline sitting at c. \$2.0 million
- **On track to surpass entire FY17 revenue within first half of FY18**
- Expanded into over 20 countries with strong resellers and partnerships expanding pipeline and reach

# Robo 3D Strategic Goals

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

New customer  
growth

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

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 + kits)

Product  
innovation

- Focus on product enhancements that improve user experience
- Expand 3D print kit offering
- Develop innovative new products, including printers and materials



# Q&A

For further information:

## INVESTORS

**Ryan Legudi** — Managing Director, Robo 3D  
ryan@robo3d.com

## MEDIA

**Jonathan Wegner** — Robo 3D  
jonathan@robo3d.com

Or email [investors@robo3d.com](mailto:investors@robo3d.com)

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