### ST 3D METAL Forge

### HY21 RESULTS INVESTOR PRESENTATION AUGUST 2021

### 1H 2021 performance and outlook

- On a consolidated basis, the Group achieved revenue and other income of A\$0.65M for the period (A\$0.54M, from date of acquisition), down from A\$0.81M in 1H2020.
  - This was down from 1H FY20 but fundamentals are strengthening
  - Order book of over A\$1M as of end July 2021
  - Appointed experienced sales team in Australia and US
  - Strengthened Board and looking to continue strengthening executive team
  - Growing interest from new offices in Houston and Australia with first sales for new team achieved in Australia and first part being produced in Houston
- IH FY21 was a period of continued development for 3MF, which comprised listing on the ASX in March 2021. On 17 February 2021, the Company completed the 100% acquisition of ordinary shares of 3D Infra Pte Ltd ("3D Infra").
- For this period, besides listing costs, key cash expenditure were business expansion with new hires in Australia, United States, establishment of an AM center in Houston, and the Group's operating expenses.
- As 3MF continues to invest in building the business, the Company is cognisant of its cash burn. The gap between expenditure and cash inflows is expected to narrow over time as 3MF's investments in growth pay off.







### What makes us unique?

We have a unique business model supplying a full range of Additive Manufacturing (AM) services to customers including finished part production

The biggest global market for AM is selling services (\$6.8bn) rather than selling printers. Our aim is to become the leading player in the field.

#### <sup>50</sup> Fully operational and our technology and processes are proven

We work with a wide range of materials, but our primary expertise is Super Alloys with anti-corrosion and high temperature properties.

Transforming customer supply chains resulting in significant material, time and cost savings We supply better performing parts, faster (typically 2-3 weeks vs traditional 8-10 weeks) and more costeffectively. We make clients' supply chains more sustainable, reducing material waste, energy usage and CO2 emissions.

#### Growing blue-chip client base

Global leading clients such as ConocoPhillips, NOV, Flowserve and Sembcorp Marine. Customers across the oil & gas, energy, maritime, defence and manufacturing sectors.

#### Presence in global markets

Production centres in Singapore, Houston (under commissioning), client development support in Australia, and we are evaluating future opportunities in the Middle East and Europe.



## We supply repeatable services that allow customers to get the highest quality AM parts (more than just supplying a printer)

We generate more value for clients by supporting them in all aspects of transforming to AM. Services are already a larger share of total AM market (\$6.8bn) rather than selling printers. Our aim is to become the leading player in the field.

- Working with clients to find suitable parts for additive manufacturing. Some parts are good to go, some require some redesign and we help clients get the most from transforming to AM.
- Re-designing parts to capture the full benefit of additive manufacturing Redesigning parts, including complex honeycombing interiors takes years of experience and a range of expensive software that clients often don't have and aren't familiar with.
- Selecting the optimal printer from our wide range of equipment (some we've developed ourselves) to produce the perfect part

We have over 30 printers including 6 advanced metal printers; 2 of which we've developed with leading IHLs to print larger and faster than other printers on the market.

Creating a shop-in-shop concept

We have a unique ability to put our equipment right inside a client supply chain to capture the maximum benefit from AM. We design, supply and operate our printers in clients' operations.

#### Educating and training clients

We offer tailored training for clients to help them upgrade their teams to get the most from AM. This often goes hand in hand with part production.



Example of redesigning parts for a giant outdoor lighting system for additive manufacturing whilst maintaining the same performance but reduced in weight by 75%

### AM market opportunity driven by industry tailwinds

- Transformative AM produces parts in a shorter timeframe whilst improving part design and performance.
- AM also reduces material usage by up to 90%, energy consumption during manufacturing by up to 75% when re-manufacturing traditionally manufactured parts, and cuts CO2 emissions in the supply chain.
- Growth to be driven by clients' increased focus on sustainability, cutting waste and inventory and storage costs, to drive profitability.
- We are working with major companies in the Maritime and Oil & Gas sectors, which are relatively high polluting industries, to help them green their supply chains.
- Set to capitalise on the demand for Super Alloy high-temperature anticorrosion printed parts and services in the multi billion \$ global pump (forecast \$127Bn by 2027), valve (\$86Bn by 2025) and downhole tools industries (\$5.3Bn by 2027).



### Pioneers of intelligent AM

We are focused on addressing those high potential market segments for AM where our full service offering differentiates 3MF

### Providing full range of services





Diagnostic inventory analysis

Design services Part production



Client facility operation



Education and training



designs

Inventory and cloud

**IP** management

Benefits of our processes and technologies



Extends lifespan of older equipment, saves \$000's in replacement costs



Reduces storage & inventory costs, up to \$5k per part and months faster



Reduces waste and improves sustainability, up to 90% less material and up to 75% of the energy



Improves productivity ~10-20% savings of productivity on suitable parts



Improves part performance, ~15-30% material savings

## We understand our market very well and focus on very specific high potential AM segments where we can really add value

Sector	Segments we focus on	AM potential	
Energy and Oil & Gas	<ul> <li>Clean energy contractors</li> <li>Oil field service companies</li> <li>Drilling companies</li> <li>Valve part suppliers</li> <li>Pump suppliers</li> <li>Equipment manufacturers</li> <li>Refineries and Chemical plants</li> </ul>	<ul> <li>Extremely large markets <ul> <li>Global pump (forecast \$127Bn by 2027) #1</li> <li>Global valve (\$86Bn by 2025) #2</li> <li>Downhole tools industries (\$5.3Bn by 2027) #3</li> </ul> </li> <li>We specialise in hard to work with Super Alloys with better corrosion and temperature performance</li> <li>High dependence on standards that we are deeply involved in</li> </ul>	
Maritime	<ul> <li>Port operators</li> <li>Ship operators</li> <li>Ship owners</li> <li>Shipyard repairs</li> </ul>	<ul> <li>Large markets for marine port services expected to reach US\$102Bn by 2028 #4</li> <li>Dominated by large players e.g. PSA that we already partner with</li> </ul>	
Defence	<ul> <li>Defence research institutes</li> <li>Military forces</li> <li>Equipment part suppliers</li> </ul>	<ul> <li>Different segments have different value proposition – cost, speed, redesign. We can support all of these</li> <li>Specialist materials such as M300 that we can produce</li> </ul>	
Resources	<ul><li>Mine owners</li><li>Mining operators</li></ul>	<ul> <li>Just in time production to keep production running</li> <li>Similar materials to oil &amp; gas that we are very familiar with</li> </ul>	

#1 Grandview Research, December 2020, "Pump Market Growth and Trends"

#2 Fortune Business Insights, July 21; Grandview Research, December 2020; Markets and Markets "Industrial Valve Market Growth – Global Forecast to 2025" INVESTOR PRESENTATION 2021 | **3D METALFORGE** #3 Intrado News, July 21, "Downhole Tool Market Size

#4 Fortune Business Insights, August 21; Port Services Market Size ... and Regional Forecast 2021 -2018"

## We will operate in a number of countries to provide AM manufacturing at point of use as well as driving engineering transformation at HQ

Successful additive manufacturing needs multiple points of engagement (often in multiple countries) with multiple functions within client operations

- Close to downstream manufacturing to supply just in time and streamline supply chains
- Close to higher value upstream engineering decision making to transform products to AM
- We expanded to Houston to engage closely with high value engineering teams and influence manufacturing decisions
- We are working in Houston to redesign parts with engineering teams that will be manufactured in Singapore and UK

Country	Sector	Why we are there?	Current focus
Singapore	<ul><li>Maritime</li><li>Port services</li><li>Oil &amp; gas</li></ul>	Maritime, port services and oil & gas manufacturing and applications	$\checkmark$
Houston	<ul><li>Oil &amp; Gas</li><li>Space</li><li>Defence</li></ul>	Oil & Gas, space and defence engineering and manufacturing	$\checkmark$
Australia	Resources	Mining and energy applications	$\checkmark$

New geographies to be added as Singapore, Houston and Australia bed down

## Consecutive 4 year income growth Total income growth – Revenue and other income A\$M (consolidated basis)



### Growing and repeating blue-chip customer base

- Solutional services and solution of the service of
- We engage in an increasing number of countries with these clients and support with a range of part selection, design, production and training to make AM "sticky" / building repeat business.
- We are often the leading and sometimes the only AM company these companies deal with we will grow as they grow AM.



Mkt cap. USD1.5bn



ConocoPhillips

Mkt cap. USD3.1bn

Mkt cap. USD75.5bn





Mkt cap. USD5.5bn





### Transforming customer supply chains

Commissioned world's first AM supply chain facility

- Developed world first in-client AM facility. 'Shop in a shop' concept, producing parts right at the point of use and on demand.
- Flagship product H-WAAM used to print multiple parts at the same time, producing faster and cheaper parts with reduced environmental impact and supply chain transportation costs.
- The new 'shop in a shop' facility is an initial 15-month contract, valued at A\$387k for the production of 3D metal parts in PSA's entire port operation. PSA (Port of Singapore) is the largest port operator in the world.
- We uniquely ran training sessions with PSA to upskill their team to get the most out of this operation.
- The facility is up and running and can be replicated anywhere in the world in any sector.

Recently commissioned Hybrid Wire ARC printer located on site



### Current field trials driven by full range of AM services

Client field trials are a critical step in vendor part qualification process and we prioritise securing these

### **Field trial**



Pump impeller



#### Complex valve component



#### Turbine burner plug

#### Full range of AM services drive successful field trials

- Analysis of potential completed
- Held workshops to upskill client in part selection and redesign opportunities
- Created high quality digital file
- Field trial part printed and delivered and will be undergoing field testing

- Part tolerances redesigned for AM
- Part redesigned for AM, printed, and then finished to highly exacting tolerances
- Successful lab tests undertaken
- Delivered and waiting start of trial
- Worked with client to find right material
- Part tolerances changed
- Extensive lab testing on material and finished part
- Part printed including complex heat treatment and installed in turbine for field trial
- Mid point assessment showed less wear than traditionally manufactured part

### Par Pacific Case Study

Successful additive manufacturing needs multiple points of engagement (often in multiple countries) with many functions within clients

- Client is Par Pacific (NYSS: PARR) a leading refining company with a market cap of approx. US\$957M and 2020 revenue of US\$3.12Bn<sup>1</sup> that owns and operates refineries with a refining capacity of over 150,000 barrels per day
- Initial work undertaken in 3MF's new Houston facility in identifying suitable parts for inspection followed by site visit to Hawaii plant to physically inspect parts for suitability for additive manufacturing. This included meetings with all relevant functions to ensure a smooth start to AM program
- After this initial phase, a selected range of parts are being designed, printed and field tested. This is expected to be completed within 3-6 months
- Parts sent to 3MF's Singapore and Houston plants for reverse engineering, including engineerto-engineer discussion on tolerances, finishes and materials
- Field trial part printed in Singapore and shipped directly to Hawaii refinery and now awaiting installation for field trial. New API (American Petroleum Institute) standard was used to test and approve part
- Houston team preparing for site visit to next Par Pacific refinery to introduce AM opportunities and conduct site inspection
- Whilst this is a non-binding partnership, subject to a successful field testing, the company intends to become regular supplier for a full range of parts



Part designed and printed for field trial

### Growth strategy

- Sontinuing to grow our market
  - Focus on growing our full service model in Houston, Australia and Singapore
  - Progressing clients from field trial to full production
  - Producing first client parts in new Houston facility.
  - Securing first strategic clients in Australia.
  - Identifying new clients to embed equipment in client facilities— "shop in a shop" concept.
- Hiring experienced people to continue to grow our bench strength
- Establishing R&D collaborations to continue technology advancements to allow for printing with new materials and improved tool path automation.
- Prudent cashflow management



Houston facility



### Why invest in 3MF?

Differentiated business model We offers a full-service capability for our clients

### De-risked investment

We are a credible and proven business, generating revenue from tier one client base, and an established presence in global markets.

### High growth opportunity with AM services

Investors can gain exposure to an emerging industry as we are set to deliver multiple revenue streams from selling AM services and parts, to new 'shop in a shop' concept.

### Sustainability benefits of AM

Providing customers with a competitive advantage helping them green their supply chains.

### Solution of the beginning for 3MF

Clear pathway for commercialisation in target hubs to establish a track record of delivery.



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### APPENDIX

### **Corporate & Capital Structure**



\* A total of 93,969,749 is subject to various escrow terms \*\* Exclude Board, KMPs, and Enterprise Singapore in Top 20

### Led by experienced Board & Management



#### Matthew Waterhouse CEO, Founder

Over 20 years of Senior Management Experience in MNCs, including 7 years as Associate Principal at McKinsey & Co and COO for Keppel Integrated Engineering responsible for building \$1Bn+ infrastructure projects.



#### Michael Spence Chairman

Angel investor with a portfolio of eight companies in Australia and Southeast Asia. Over 33 years' experience split between consulting (PIP & McKinsey & Company) and line management (Ford, ITT, Valeo, Ayala Corp).



#### Samantha Tough Non-Executive Director

Distinguished career in the energy, resources and engineering industries. Chair of Horizon Power, Chair of the National Energy Selection Panel, Director of Clean Energy Finance Corporation.



#### **Geoffrey A. Piggott,** *Non-Executive Director*

Brings 50+ years experience in major infrastructure engineering projects in Australia and around the world. Senior management roles in Binnie & Partners, Black & Veatch, Keppel Corporation.



#### David Buckley Non-Executive Director

Brings extensive financial expertise. Chairman of Royal Bank of Canada (Europe), Chairman of Redwood Bank, Chairman of Archax Ltd, and former nonexecutive Director of CIBC World Markets plc. Former executive positions include European CFO for Morgan Stanley and Intl Treasurer for Goldman Sachs.

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