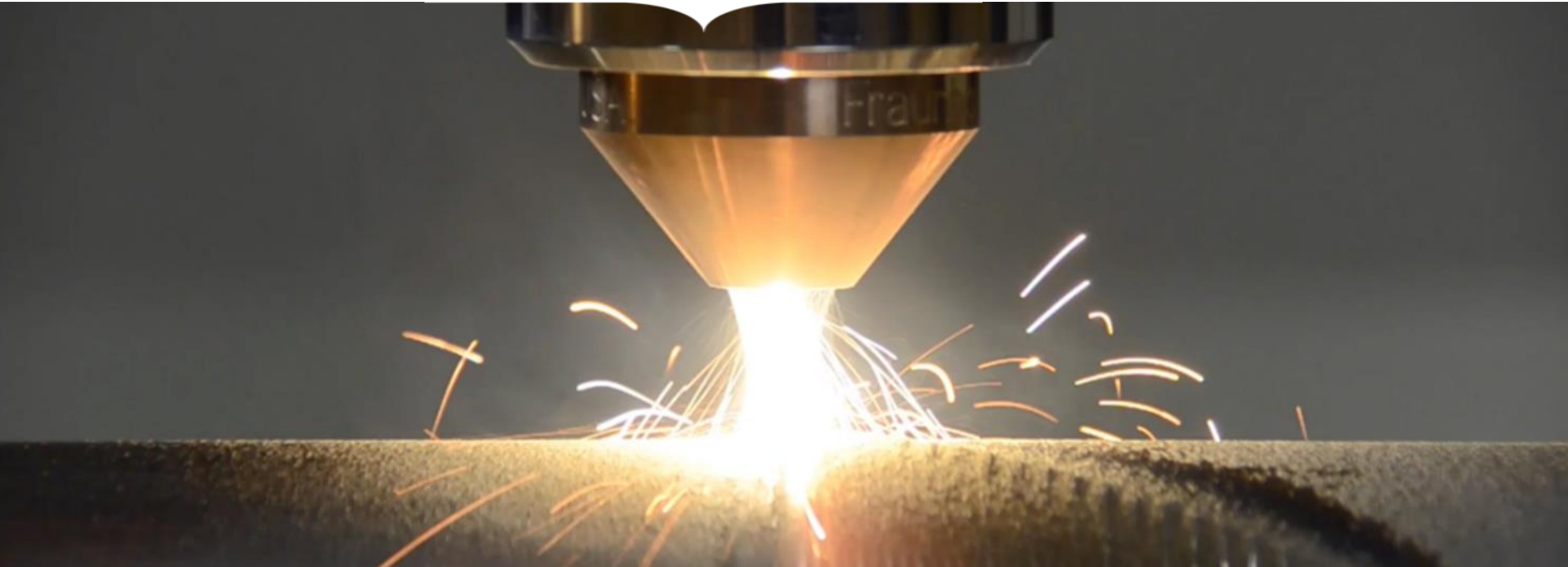




# LASERBOND<sup>®</sup>



PRODUCTIVITY | INNOVATION | CONSERVATION



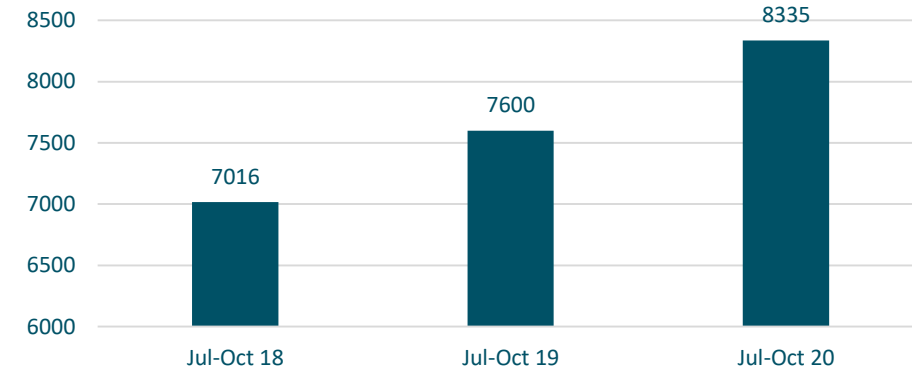
Annual General Meeting – 17 November 2020  
CEO's Presentation

# UPDATE & OUTLOOK

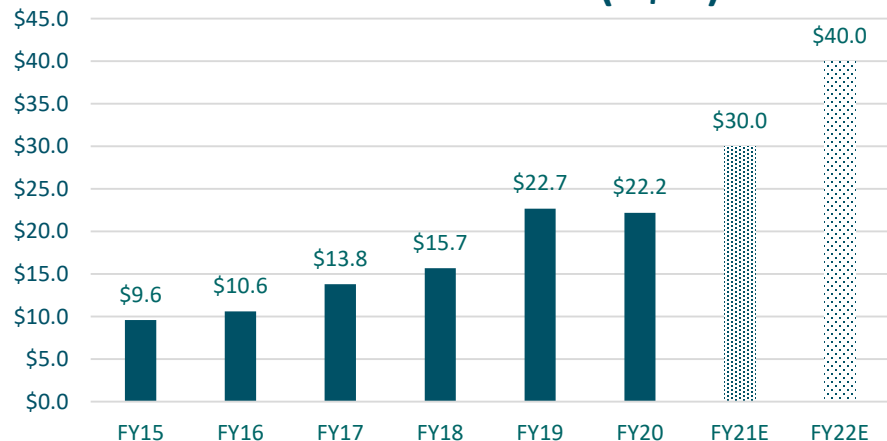
## FY21 YTD Results:

- Despite COVID and associated travel restrictions & border closures, we are continuing with good growth
- July-Oct Revenue was \$8.34m, up 10% on PCP (\$7.60m)
- Cross-border travel restrictions and lockdowns have presented some challenges. We are confident that opening borders will allow acceleration of growth for the remainder of FY21 and beyond

## Revenue - Jul-Oct 20 to p.c.p



## LaserBond Revenue (A\$m)



## FY22 \$40 million Revenue Target:

- Services – Existing NSW / SA facilities expect continued 10% y.o.y. growth with 100% Vic facility revenue
- Products- Continuing 20% y.o.y. growth both domestically and export
- Technology – License and associated equipment sales in FY21 and accelerating beyond

# DELIVERING CONTINUED GROWTH

## 1. Increasing Capacity to Deliver Organic Growth

- LaserBond needs staff with STEM skills
- Ongoing investment in recruitment and training of apprentices, trades staff and engineers to deliver growth.
- Staff numbers have been increased by approx 20% p.a. over last few years.
- Ongoing investment in equipment increases capacity, margins, throughput & reduces lead-times for customers, whilst reducing reliance on subcontractors
- Equipment purchases for FY21 include:
  - Large CNC horizontal borer being installed in Adelaide in Nov/Dec
  - LaserBond® cladding system being installed in Melbourne in Feb/Mar
  - New CNC Mill for NSW in April/May
- Automated LaserBond® cladding cell will dramatically increase NSW capacity and is under construction for installation by Dec 21
- Equipment capex is funded through equipment finance and internal resources



# DELIVERING CONTINUED GROWTH (CONT)

## 2. Product & Services Development

- Ongoing R&D to develop superior solutions for industrial wear problems in a range of industries
- Internal R&D continues, as well as specific projects with industry & research partners
- E-Clad™, hard-chrome replacement launched with great market interest, sales are increasing
- LaserBond has developed high performance, light-weight wear plates (Micro-Clad™) which will allow significant fuel savings and capacity increases in heavy mining applications
- Customer requirements have led to the development of a new very fine carbide cladding (Nano-Clad™), providing superior resistance to erosion and other wear in applications with fine wearing particles, whilst still providing a metallurgical bond. Field trials underway.



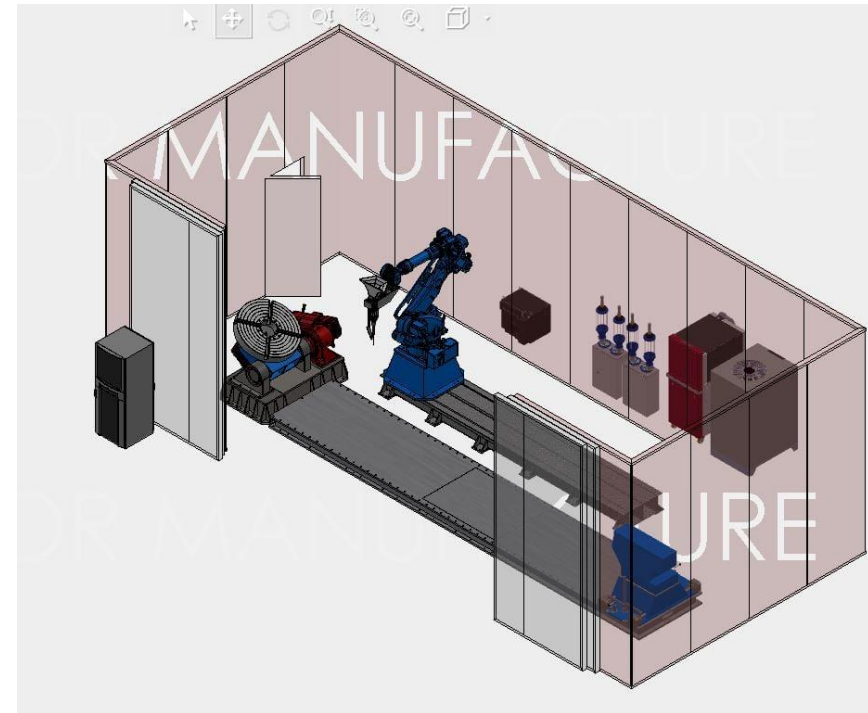
# DELIVERING CONTINUED GROWTH (CONT)

## 3. Export Market Development for Products

- Continued global market development of LaserBond® Steel Mill rolls
- Commencing global market development of rotary feeders
- Working with OEM partners to grow export markets for other products
- Ongoing product development through R&D

## 4. Licensing (Technology Division)

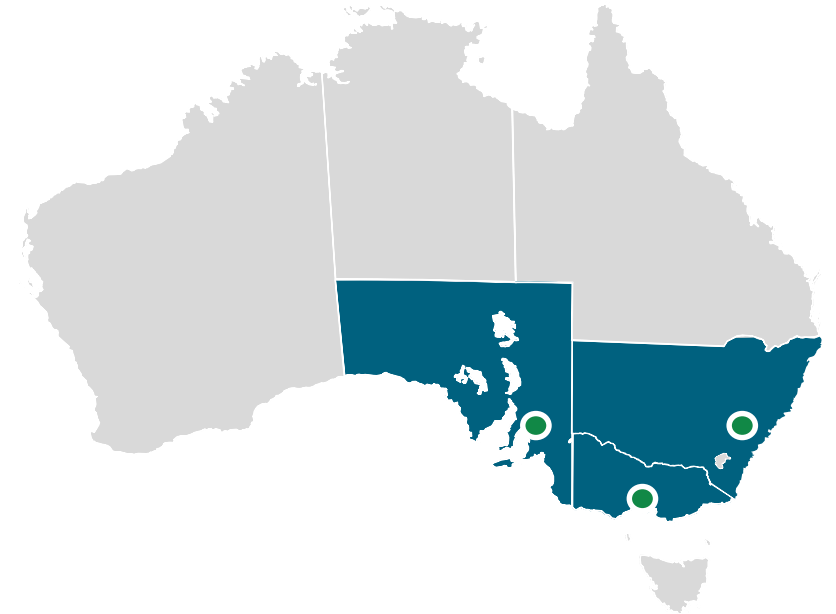
- Hard Chrome plating has major WHS and environmental issues, and is a US\$1.2 billion industry
- LaserBond's E-Clad™ equipment and coating provides an economical alternative, opening up licensing opportunities globally in hard chroming markets.
- There is strong interest in licensing of LaserBond's reclamation and surface engineering technology which will continue.



# DELIVERING CONTINUED GROWTH (CONT)

## 5. Geographic Expansion (Services Division)

- LaserBond is the largest surface engineering business in Australia, benefitting from significant economies of scale
- Laserbond® cladding is a best-in-class service offering and the company brings Services work from over the country.
- Growth can be delivered by expanding to other locations to provide faster turnaround to interstate customers.
- We will continue to approach businesses with complementary services, equipment and personnel to make acquisitions on favourable multiples



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