



# INVESTOR PRESENTATION

MAY 2022

*Providing highly engineered solutions using  
3D printing technology and services*

*Fast, Flexible, Cost-Effective*

**Increasing use of Framework Agreements to  
accelerate and de-risk the adoption of 3D  
printing solutions**

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The logo for 3D Metal Forge, featuring a stylized '3D' icon to the left of the text '3D METAL FORGE'.

# COMPANY OVERVIEW

# What makes us unique?



Highly engineered solutions using 3D printing technology and services

Advantages of 3D printing (reduced weight & cost, increased strength and performance) are best realised through client engagement at the part selection and engineering stage, not just printing according to a recipe



Full-service part selection engineering/manufacturing

Deep expertise in anti corrosion high temperature parts for pumps and valves

Focus on energy, maritime, defence and manufacturing

3MF strives to service the high value, high margin sectors



Sustainability benefits, transforming customer supply chains

Reduce material waste, energy usage and CO2 emissions

Faster more flexible supply chains (typically 2-3 weeks vs traditional 8-10 weeks)

COVID-19 and geopolitical tensions have exacerbated supply chain risks



Growing blue-chip clients – Woodside, ConocoPhillips, Shell

Large companies supply chains are evolving with the use of framework agreements to support on demand printing

Field trials are critical to proving quality of parts

High success rate of converting to production contracts



Global footprint with established capacity to scale

Production centres in Singapore, Houston, and support in Australia and Manila

Important to be near clients engineering and point of use to realise benefits of 3D printing

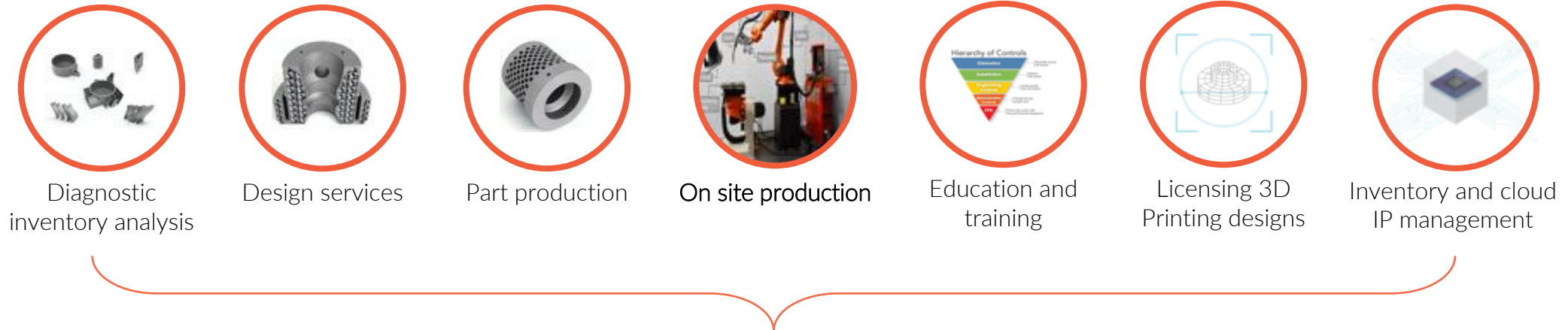
# Differentiated business model



One of few companies selling a full range of 3D printing services, rather than simply supplying 3D printers

- 3D Printing is growing at annual rate of 60% and is due to hit US\$120 billion by 2025<sup>1</sup>.
- Service delivery is the biggest component of the 3D Printing industry, worth 57% of the total industry's 2019 sales<sup>2</sup>.

## Multiple Revenue Streams



3MF aims to become the leading provider of 3D printer design/manufacturing services

<sup>1</sup> Ark Invest, Big Ideas Report 2021

<sup>2</sup> Wohlers Report 2020

# Our strategy is showing traction



## Re-engineering leading companies' supply chains with 3D printing engineered solutions

1. Assisting customers understand the benefits of adding 3D printing to their supply chain
2. Re-engineering parts with multiple companies to unleash benefits of 3D printing
3. Growing pipeline of parts supported right across re-engineering to field trials converting into commercial contracts
4. 3MF has passed the R&D phase with multiple field trials and now gaining commercialisation leading companies
5. Projects being developed and delivered in all 3MF centres - Australia, Singapore, US and Europe

## Outcomes in recent months

Outline Framework Agreement signed to deliver 3D printed parts, production technologies and digital part library development services to Woodside<sup>1</sup>



Houston expansion resulting in Par Pacific contract (up to A\$400k p.a.)



Parts delivered to global tier-one companies such as Shell and ConocoPhillips



Entrance in Australia led to:

- New contracts in defence, oil & gas sector
- Partner agreements with IKM and Intercast
- Collaboration with UNSW



Developments with the Port of Singapore (PSA), largest global port operator, commissioned 3MF's on-site production facility (15 month ~A\$387k contract)



<sup>1</sup> 2 (+1+1) year Outline Framework Agreement to establish engineering, material and testing parameters early on, non-exclusive and purchase orders will be issued subsequently as required. Full details available on [Woodside Energy Agreement with 3dmetalforge](#)

# 3D printing is revolutionising manufacturing



- 3D printing is becoming a key part in companies' supply chain requirements with growing demand driven by long-term sustainability goals and more recent supply chain logistics challenges.
  - Companies worldwide are pushing efforts to reduce green house emissions and targeting long term sustainability goals. 3D printing reduces material waste reduction of up to 90%<sup>1</sup>, as well as inventory and storage costs.
  - Companies are also relying on 3D printing providers to manufacture essential parts locally, and bypass supply chain challenges from sourcing parts overseas, expensive global shipping costs and transportation delays.
  - These advantages are best realised with client engagement early in the design stage, not just printing according to a recipe
- Realisation of the cost and time savings of producing parts additively is now been recognised by Board's and Key Executives



<sup>1</sup> Innovating Clean Energy Technologies in Advanced Manufacturing , US Department of Energy

# COMMERCIALISATION STRATEGY



# Evolution of contracting with parts manufacturers



The road to field trials is not simple, but critical to converting to full production orders

## Traditional supply path

- Parts rarely redesigned
- Linear manufacturing, lack of product improvement
- Risk of supply chain disruption is high (up to 70 weeks)

## 3D Printing supply path – Early evolution

The following steps were typically required to progress to commercial production:

- Appraisal of new technology
- Potential client/supply identification
- Technical discussions with client
- Prototype development
- Approved vendor list completion
- Confirmation of project proceeding
- Quality audit of 3MF as supplier
- Price/contract negotiations
- **Field testing**
- First article production
- Large scale production order

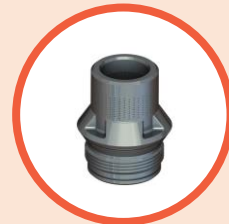
### Field trials

### Our design/develop/manufacture services drive successful field trials



**Pump impeller**

- Held workshops to upskill client in part selection and redesign opportunities
- Created high quality digital file
- Field trial part printed and delivered
- Field trial successfully completed



**Complex valve component**

- Part tolerances redesigned
- Part redesigned for 3D printing, and then finished to highly exacting tolerances
- Successful lab tests undertaken
- Delivered and awaiting field trial



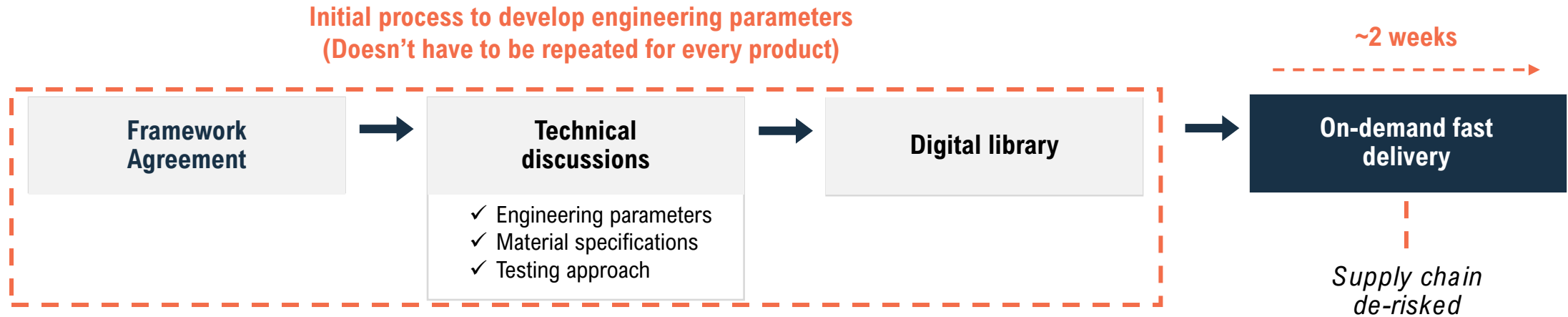
**Turbine burner plug**

- Worked with client to find right material
- Part tolerances changed
- Extensive lab testing on material and finished part
- Part 3D printed including complex heat treatment and installed in turbine for field trial
- Mid point assessment showed less wear than traditionally manufactured part

# Framework agreements accelerate and de-risk



Engineering, material and testing approach pre-approved enabling parts to be delivered quickly

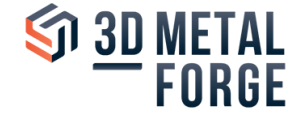


- ✓ Framework agreements are critical to allowing both parties to invest time and cost in building digital library
- ✓ The legal framework allows for the technical development required to establish the digital library

- ✓ The digital library is used for “on demand” printing
- ✓ This unlocks a faster, more flexible, more cost-effective supply chain



# Trusted blue-chip customer base



- Blue-chip clients building across a range of sectors and locations
- Supporting global clients with a range of part selection, design, production and training
- Repeat business will come from the extensive digital library of parts that can be delivered under the framework agreements



Mkt cap. USD\$1.5bn



Mkt cap. USD\$3.1bn



Mkt cap. USD\$75.5bn



Mkt cap. USD\$5.1bn



Mkt cap. USD\$5.5bn



Privately owned



Mkt cap. AUD\$30.5bn



Privately owned



Mkt cap. USD\$144bn



Mkt cap. USD\$957m

# Why invest in 3MF?



## Differentiated business model

A full range of design and 3D printing services, on-site production options, multiple revenue streams



## Tier one clients and global presence

Credible and proven business, growing revenue and client base, with established presence in global markets



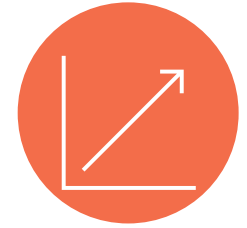
## Sustainability benefits driving adoption

Helping clients in relatively high emission industries green their supply chains



## Growth stock in growth sector

3D printing industry expected to reach US\$120BN by 2025<sup>1</sup> following the demand of critical customised parts



## Targeted go to market strategy

Commercialisation strategy focused on establishing Framework Agreements in target hubs starting to accelerate

<sup>1</sup> Ark Invest, Big Ideas Report 2021