



LASERBOND®



PRODUCTIVITY | INNOVATION | CONSERVATION



2017 Annual General Meeting Board Address Presentation

LASERBOND®

FY2017 HIGHLIGHTS

- Sales Revenue up 31%
- Export – sold & installed 1st Technology Package. Increase in direct export of global OEM products.
- Improved operating margins
- All divisions delivered positive results
- Improved NPAT \$1.113m, up from \$0.079m
- Growth in EPS (cents) 1.22, up from 0.09
- Collaborative Research Program with Boart Longyear and UniSA for the research, development and commercialisation of mining products



SOLID FINANCIAL PERFORMANCE

Full Year	2017 (\$,000)	2016 (\$,000)		% Growth
Revenue	13,751	10,515	✓	31%
Gross Profit	7,186	5,161	✓	39%
Gross Profit Margin	52.3%	49.1%		7%
EBITDA	2,449	635	✓	283%
EBITDA Margin	17.8%	6.0%		
NPAT	1,113	79	✓	1313%
NPAT Margin	8.1%	0.7%		
Earnings per Share (cents)	1.22	0.09	✓	1257%
Fully Franked Dividends (cents)	0.50	0.40		
Cash Position (End of Period)	2,011	768	✓	162%
Financial Position (Total Equity)	7,045	6,091	✓	16%
Total Assets	10,628	8,617		
Total Liabilities	3,582	2,526		

INCREASING GLOBAL RECOGNITION

Strengthening Domestic & International Reputation

- Continuing development of opportunities with global OEM's
- Ongoing R&D in materials & process development

Strong Growth in Sales

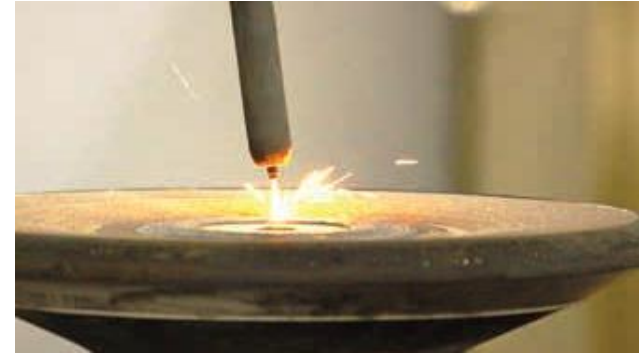
- Ongoing focus on growth in Products and Exports
- Historical focus on mining and minerals related industry
- Demand and market pricing on minerals on the rise
- Organic growth from long term customers

Technology Division Opportunities

- Successful completion of first licensing and support sale
- International interest for continuing technology licensing

Increasing R&D Investment

- Collaboration with University of SA / Future Industry Institute
- CRC-P Project with Boart Longyear & Uni SA
- Collaboration with global OEM partners



R&D INVESTMENT FOR GROWTH

Innovation is Essential for Growth

Cooperative Research Centre Project

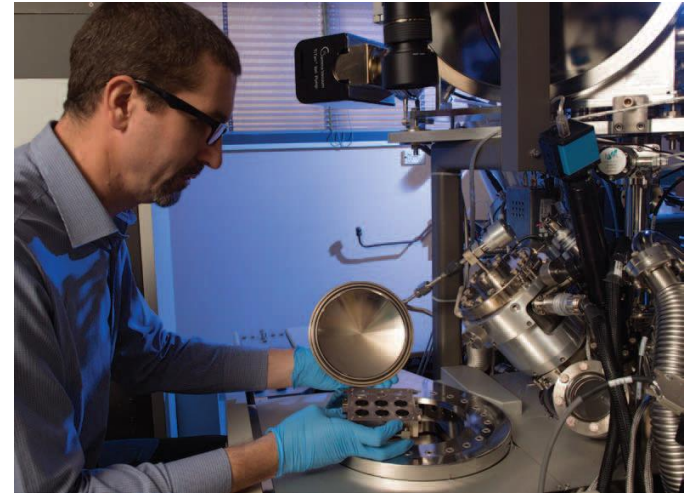
- 3 year collaboration UniSA, Boart Longyear & Federal Govt assistance to research, develop and commercialise applications in drilling tools
- First product/s expected to be available during 2018

University of SA / Future Industries Institute (FII)

- FII has Minerals, Materials Science and Advanced Manufacturing focus with world class researchers and facilities
- Located near SA facilities enabling access to world class laboratory facilities & researchers

OEM collaborations

- Researching applications for advanced materials and additive manufacturing with global OEM products
- Developing long wear life solutions for METs sector OEM's



OPPORTUNITIES

Services Division

- Continuing applications for the reclamation of wearing components
- Expansion of applications
- Increasing commodity prices leads to increasing demand
- Core business providing continuing organic growth

Products Division

- MET's OEMs face increased competitive pressure to improve their products
- Large R&D focus and development with global OEMs
- Division expected to provide most revenue growth

Technology Division

- Integrated packages of hardware, software and support
- Enlisted resources for identification and qualification for further sales
- Initial interest from a number of parties



PLANNED INVESTMENT

Necessary To Support Growth Plans

Our People

- Active recruitment and training programs to increase skill and capacity

Our Capabilities

- Investment in plant & equipment to increase capacity and capabilities.

Our Future

- Continued investment in R&D activities to provide future opportunities.



FY2018 OUTLOOK

- Continuing consolidated growth
- Growth in Products division from continued development of new specialised components in collaboration with OEM's, supported by planned supply agreements
- Growth continuing in Services division
- Continuing export orientated market development
- Plan for further Technology packages
- Investment in resources (human & equipment) to create additional capacity, capability and skill to support future growth.
- Investment in R&D continuing at current rates with support from grants



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