



**Building parts bigger,  
faster, stronger, and greener**

**AML3D Limited (ASX:AL3)  
Investor Presentation  
November 2024**



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# Corporate Overview



# Key Market Statistics

## Capital Structure<sup>1</sup>

ASX code AL3

Share price 22.0c

Market capitalisation \$85.3m

Shares on issue 379.1m

Performance rights 6.6m

Unlisted Options 48.1m

Cash at bank (30-Sept-24) \$6.9m

## Substantial shareholders<sup>1</sup> %

Netwealth Investments Limited 8.3%

Andrew Michael Clayton Sales 6.9%

Top 20 shareholders 31.9%

Board and management 8.1%

## Share price and volume<sup>1</sup>



Notes: (1) As at 11 November 2024

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# Our Team



**Noel Cornish AM**  
Chairman, Non-Executive Director  
B.Sc., M.Eng.Sc., FAICD FUOW

AML3D as a Non-executive Director and Chairman in October 2022. His former roles include Chief Executive of BlueScope Limited's Australian and New Zealand steel manufacturing businesses, Deputy Chancellor University of Wollongong, President Northstar BHP LLC in Ohio USA, Chairman of Snowy Hydro Limited and IMB Bank, as well as past National President Ai Group. Noel is currently Chairman of the Hunter Valley Coal Chain and a member of the University of Newcastle Council. Noel was appointed a Member of the Order of Australia in 2017 for his business leadership and community service. The Board considers that Mr Cornish is an independent director.



**Sean Ebert**  
Managing Director  
BEng Hons(Electrical), GAICD, MBA

Sean has 25 years of executive and board-level experience across public and commercial sectors, with particular expertise within the engineering sectors of oil and gas, mining and resources and emerging technologies in Australia, the Middle East, South America, the US and Europe.

Non-executive director of MLEI Consulting Engineers Pty Ltd and Apixium Technologies Pty Ltd, Deputy Chairman of FCT International Pty Ltd and Chairman of Tony's Wholesale Flowers Pty Ltd.

Previously the CEO of Beston Pacific Asset Management, Global Director of M&A of WorleyParsons, CEO of Camms Pty Ltd and CEO of Camms Profit Impact Pty Ltd.



**Andy Sales**  
Executive Director, CTO  
MEng, MSc, CEng, CMatP

Founding director of AML3D in 2014. Has been an Executive Director since 2019 and held the CEO position between 2019 to late 2022.

Renowned welding technology expert with over 30 years of global experience (Australia, Europe, South America, Africa and Asia).

Held a variety of roles across upper management and senior leadership within the oil and gas, resources, and mining sectors including advanced manufacturing, heavy engineering and fabrication sectors.

Chartered Engineer with a Master of Engineering and Master of Science, as well as Diploma in Quality Management and Auditing. Sits on two Standards Australia committees, including the position of co-Chairperson on the committee for Additive Manufacturing.



**Peter Siebels**  
Non-Executive Director

Following a thirty-year career with KPMG including roles on the Australian National Board and National Executive Committee, Peter has pursued a career in Governance and Advisory, since 2015.

Governance positions include Chair roles with the RAA, RAA Insurance, Electricity Industry Superannuation Scheme, Hood Sweeney, Robern Menz and also a non-executive director role with ECH, GCF Investments Pty Ltd.

Peter has Chaired many Board Committees, including Investment, Finance and Audit, Governance and Nominations and Risk.



**Kaitlin Smith**  
Company Secretary  
B.Com (Acc), CA, FGIA

Kaitlin has more than 15 years of professional experience as Company Secretary of several ASX listed companies in a variety of industries.

Appointed to the position of Company Secretary at AML3D on 30 November 2022.

Chartered Accountant, a fellow member of the Governance Institute of Australia.





# AML3D Snapshot



AML3D is a **welding, metallurgical science, robotics, and software business** which uses automated wire fed 3D printing in a large free-form environment to produce metal components and structures for commercial use.



Its ARCEMY® systems are the **largest free-form, turn-key, metal 3D printer** packaged to provide an all-in-one digital advanced manufacturing solution.



Using **patented Wire Additive Manufacturing technology (WAM®)**, ARCEMY® builds certifiable parts harder, better, faster and stronger than traditional casting or forging with a lower carbon footprint.



AML3D's technology allows 3D printing of **complex industrial parts for the defence, oil & gas and aerospace industries** where highly specific machine parts are often urgently needed, but not readily available.



The AML3D ARCEMY® systems can be **installed and used onsite** to 3D print required parts near where they are needed based on a 3D computer model using various metals, steel or alloys.



# What is WAM®?

**WAM® uses an electric arc to deposit layers of wire feedstock to produce high performing, industrial scale, metal components.**

- Combines sophisticated robotics technology and cutting-edge arc welding science and metallurgy.
- WAM printed industrial scale metal components are created to near net shape which is then machine finished.
- Uses AML3D's proprietary software and materials database to manage the layer-by-layer deposition process.



# AML3D Business Model

## Sale of systems

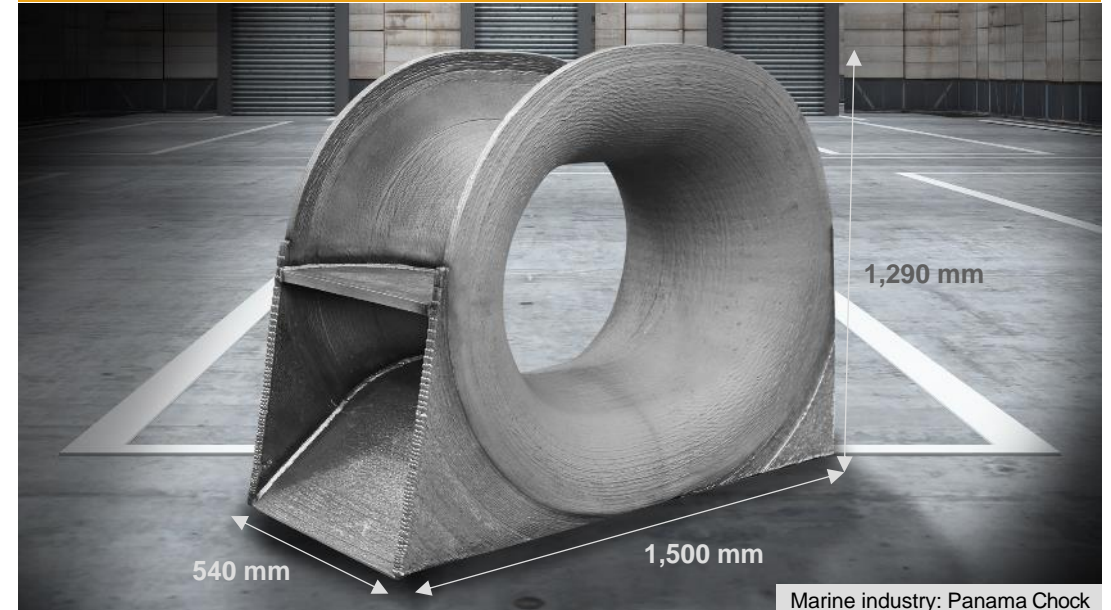


## On-demand 3D Metal Printing ARCEMY® Systems

Using patented WAM® technology, ARCEMY® enables AML3D's customers to metal 3D print parts on demand and close to point of need.

**Customers:** Manufacturers e.g. Austal, US Department of Defense, Cogitic Corporation, Century Engineering, Blue Forge Alliance and Laser Welding Solutions.

## Sale of parts



## Industrial Scale 3D Metal Printing

The path to sale of an ARCEMY® involves manufacture of 'Proof of Concept Parts', prototype parts or short manufacturing runs, focusing on placing AML3D's technology into key industry supply chains.

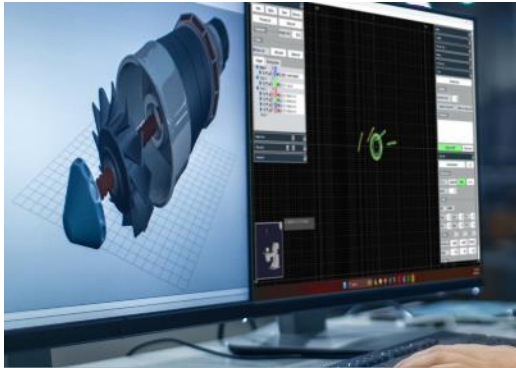
**Customers:** End users e.g. US Department of Defense (Navy), Australian Government (Aerospace and Navy), Boeing, BAE Systems and Chevron.





# AML3D Technology Stack

## Software



WAMSoft®

WAMSoft® is the AML3D slicer and path planning tool, turning a CAD model into a printable file, WAMSoft® is the first software package used in AML3D's WAM® workflow.

Users load the CAD model and use WAMSoft® to generate a layer-by-layer path plan that the ARCEMY® welding torch will follow.



AMLSoft™

AMLSoft™ is the operating system of an ARCEMY cell. AMLSoft™ contains all functionality that allows ARCEMY operators to load a WAMSoft® generated path plan and manufacture metal parts successfully.

AMLSoft™ provides real-time feedback and displays all measurable parameters during print process.



AMLRapid™

AMLRapid™ is the connector between AMLSoft™ and the ARCEMY® Wire Additive Manufacturing system, responding to specific AMLSoft™ commands to run the robot, welder, lights, and all other peripherals.

## Hardware



ARCEMY®

AML3D's ARCEMY® systems are the largest open-air, turn-key, metal 3D printer packaged to provide an all-in-one digital advanced manufacturing solution. Using Wire Additive Manufacturing technology (WAM®), ARCEMY® builds larger, stronger parts with shorter lead times that can be certified and manufactured with a lower carbon footprint compared to traditional off-the-shelf methods.



# AML3D System Sale Revenue Model



## Capital Sale

- Sale of complete turnkey ARCEMY® Wire Additive Manufacturing System.
- Includes system installation on site, commissioning and training of production and operations staff.



## Licensing Fees

- Complete set of qualified welding parameters.
- Major software release upgrades for improved deposition rates, print quality and print envelope.
- Minor Software release updates for user interface and security upgrades.



## Maintenance

- Full inspection of Robotic Hardware and changeover of oil and consumables.
- Full inspection of welding system hardware including warranty extension.
- Control System and peripheral hardware maintenance.



## Production Support

- Parts production consulting to convert traditional to additive parts.
- Operator Support to plant operators for the efficient production of parts in field.
- Software technical support for bug fixes, general system queries.

Capital sale

Recurring sales



# ARCEMY® Range



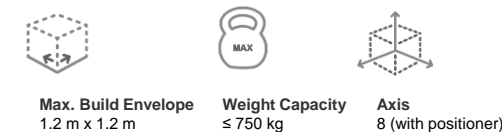
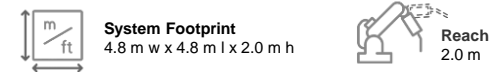
**ARCEMY® Education**

An entry-level Wire-arc Additive Manufacturing system typically used for R&D and university student curriculum purposes. Featuring the smallest footprint of the ARCEMY® series.



**ARCEMY® Small**

ARCEMY® Small Edition features the smallest footprint of the commercial ARCEMY®s. This entry-level WAM® solution is perfect for parts up to 750 kg in weight.



**ARCEMY® Enterprise**

For the creation of larger parts, ARCEMY® Enterprise Edition introduces an ABB 4600 robot featuring an increased reach of 2.5 m that is combined with a 750 kg positioner.



**ARCEMY® X**

For manufacturing industrial parts that are extra in size and extra in nature, few can pass the ARCEMY® X. The most significant footprint of the fleet with an impressive 3.2 m reach.



**ARCEMY® Wire Additive Manufacturing systems are customised to customer requirements**





# ARCEMY® Benefits vs Traditional Methods



## Better Loading

Can test up to **2 times higher<sup>2</sup>** than designed working load compared to traditional methods.



## More Resistant

Up to **50% more resistant<sup>4</sup>** to metal fatigue for Nickel Aluminium Bronze WAM® products.



## Less Waste

Has the potential to produce up to **95% in material waste savings<sup>6</sup>** compared to billet machining.



## Stronger

Produces material properties up to **30% stronger<sup>3</sup>** than seen in traditionally cast or forged parts.



## Faster

Can be manufactured up to **75% faster<sup>5</sup>** than forging or casting without tooling investments.

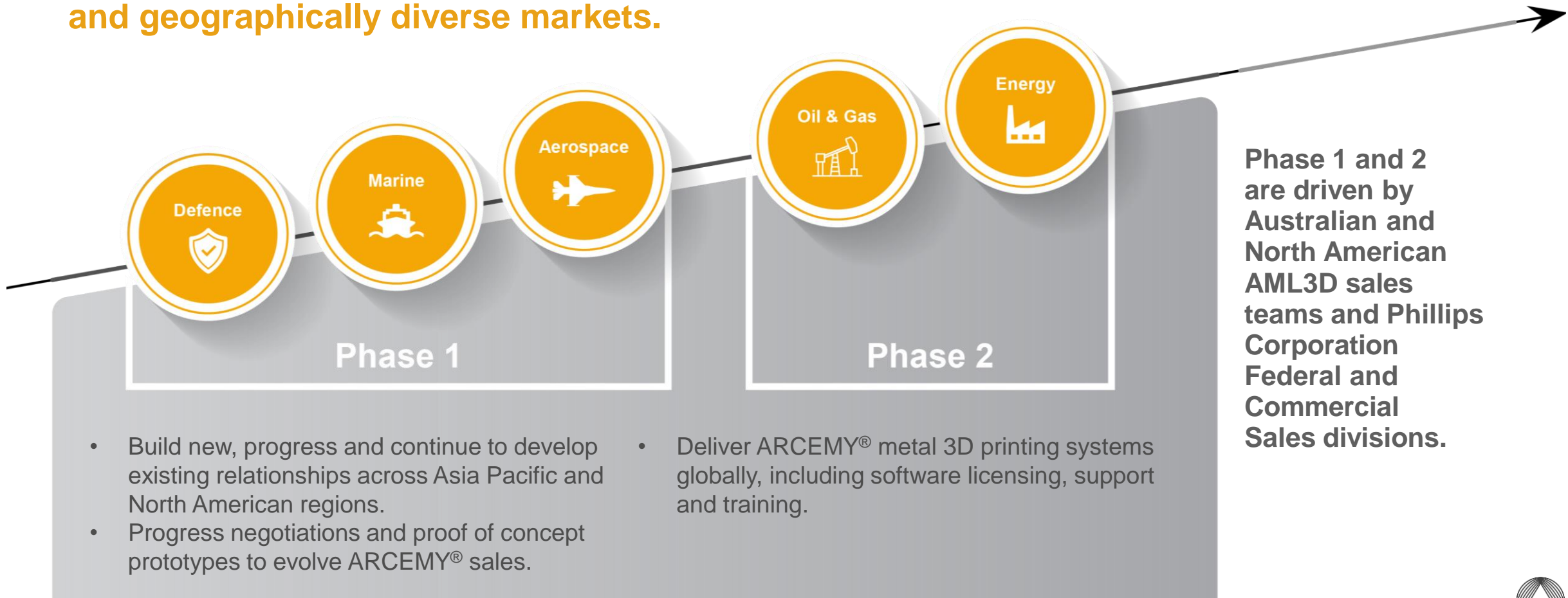
**Near to source, on-demand production of parts that can be certified<sup>1</sup> reduces the need for maintaining large inventories and reduces Scope 3 Emissions for Aerospace, Defence, Energy, Maritime, and Oil & Gas industries.**

<sup>1</sup> Certified through Lloyd's Register, DNV, with ISO9001:2015 QMS, AWS D.20.1 <sup>2</sup> Learn more: <https://bit.ly/3EIEaIK> <sup>3</sup> Learn more: <https://bit.ly/3jiOAVn> <sup>4</sup> AML3D internal study. <sup>5</sup> Learn more: <https://bit.ly/3Gyhqw0> <sup>6</sup> Learn more: <https://bit.ly/3YOPCgZ>



# Broad Addressable Markets with Strong Demand

**AML3D address multiple sophisticated and geographically diverse markets.**



# Parts Manufacture



Wire Feedstock  
Assessment



Print Proof of  
Concept Part



ARCEMY®  
System Sale

**Demonstrates performance of WAM® technology and assists in facilitating small production runs.**

- Proof of Concept part manufacture is critical to demonstrating WAM® and ARCEMY® fit-for-purpose.
- Presence of AML3D-owned ARCEMY® units in Australia and USA are a critical element in demonstrating ability to produce products to customer specifications.



*Image: Proof of Concept part for ToolCraft and DSTG.*





# Investment Proposition

## New sales strategy

- Moved from being a “seller of 3D printed parts” to a “seller of 3D printing system and parts” strategy. This new strategy means bigger contracts for AL3 and gives customers what they want because the parts are made closer to where they are needed.
- For new orders of the ARCEMY® system, AL3 will now build in ARCEMY® services to include software and services fees on a recurring revenue basis. This includes software licensing fees, hardware maintenance, and tech support. This is an untapped stream of revenue for AL3 and a potential source of upside for the company as it grows.

## Blue Chip Clients



# AML3D Performance Aspirations



## Success in delivery will strengthen partnerships and improve software development cycles

- Successful installation of US Department of Defense ARCEMY® systems into Oakridge National Laboratory (ORNL) and Danville Centre of Excellence (CoE) facilities.
- Continue to expand into US Defense, Aerospace and Oil & Gas via existing US based customers.
- Leverage sales and distribution relationship with Phillips Corp across the US region:
  - Increase ARCEMY® sales into US Defense manufacturing supply chain.
  - Supply into Phase 2 market sectors of Energy, and Oil and Gas.
- Establish US operating base with local leadership, business development, system construction and Proof of Concept production.
- Advance next release of WAMSoft® and AMLSoft™ platforms to include increased deposition rate and dual robot printing.



# AML3D Certifications

AL3 is “one of only two wire-arc additive manufacturing companies that can globally, manufacture certified flight and non-flight components for the aviation, space and defence industries.”



In 2022, AML3D was the first Wire Additive Manufacturer to receive Approval of Manufacturer for shipbuilding.



AML3D became the world's first Lloyd's Register certified Wire Additive Manufacturing facility in 2018.



Achieved ISO AS 9100D design and manufacture standard aerospace certification in 2024.



Achieved ISO 9001:2015 Quality Management System certification in 2018.



American Welding Society

Compliant with AWS specification for fabrication of metal components using additive manufacturing.



AML3D is an ABB Robotics Value Provider

ARCEMY® printers commissioned on customer sites can be Lloyd's Register certified, ensuring products manufactured meet global standards.





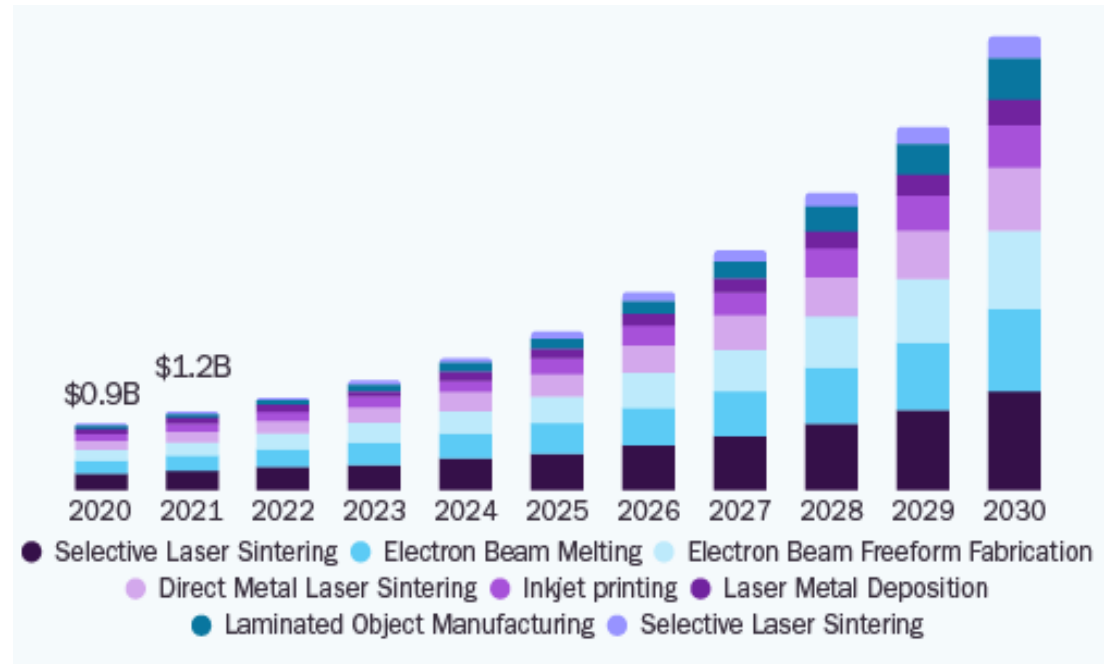
# Unlock US Market – US Sales Team

## Direct Sales-Led Entry

- Establish a US sales team comprised of a US sales manager, a technical sales consultant and technical support position.
- Identify distributors and value-added resellers and establish a channel sales model for the ARCEMY® product line.
- Market valued at US\$2.6B in 2023 and projected to expand at a Compound Annual Growth Rate (CAGR) of 20.4% to 2030<sup>1</sup>.

**AML3D's WAM® technology positioned to access the massive & high growth US market**

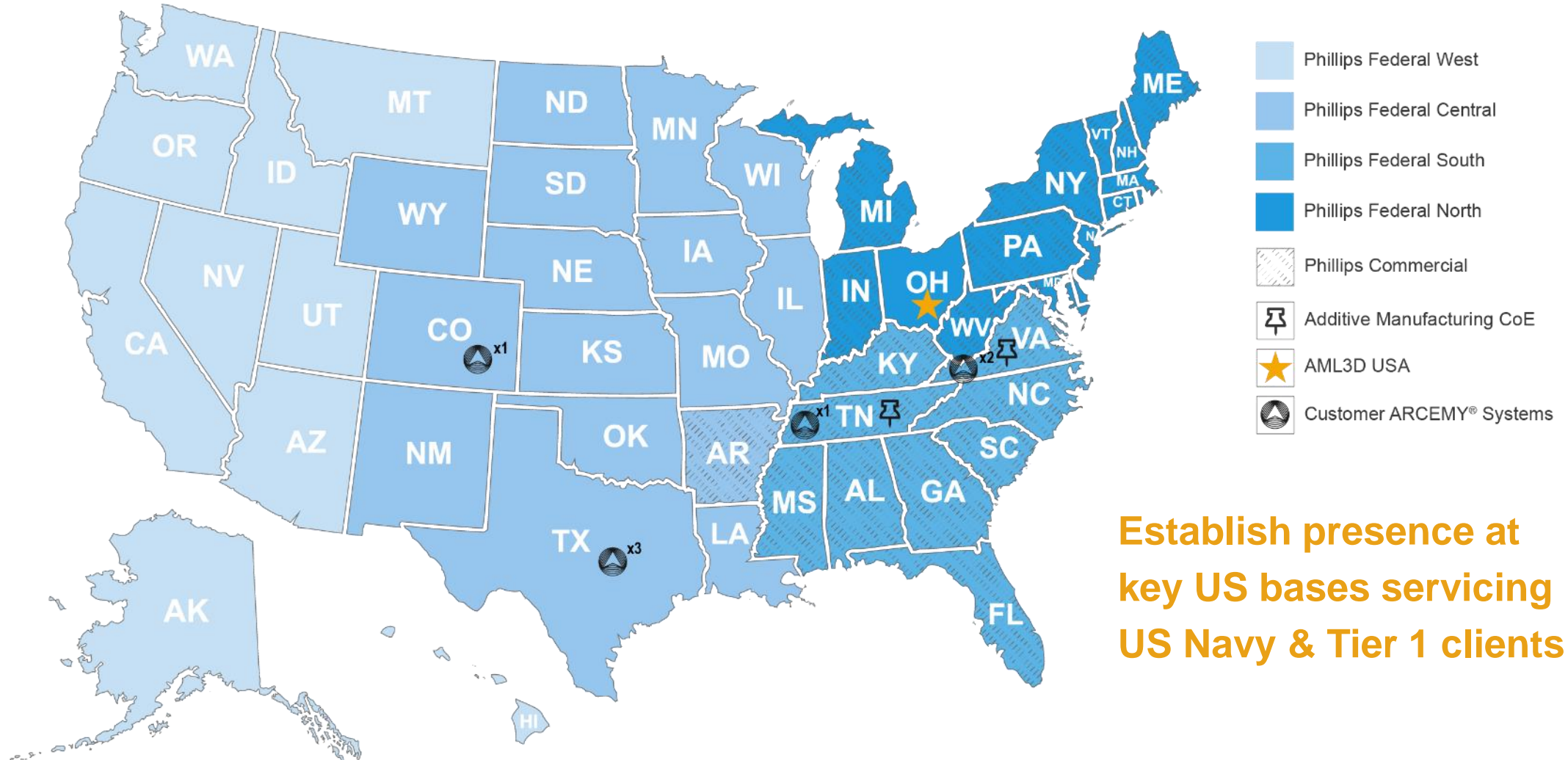
## North American Metal 3D Printing Market<sup>1</sup>



<sup>1</sup>) Source: Grandview Research, Metal 3D Printing Market Size, Share & Trends Analysis Report By Component (Hardware, Software, Services), By Technology, By Software, By Application, By Vertical, By Region, And Segment Forecasts, 2022 – 2030 (<https://www.grandviewresearch.com/industry-analysis/metal-3d-printing-market>)



# Unlock US Market – Strategic US Deployments



# Focus on Expanding Customer Network in 2025

**US Department of Defense  
(US Navy) orders brought a spotlight  
to our technology.**

- Immediate focus on converting this opportunity into further commercial orders in defence supply chain.
- Department of Defence sits at the middle of the US military-industrial complex with Tier 1 credibility boost presenting many options for AML3D.
- USA-based Defence Contractors are a priority target with an expectation that AML3D can break into this market with ARCEMY® machine sales.
- New alliances in USA with Tier-1 groups set to drive far improved distribution and sales networks.





# CY23 and CY24 YTD contract wins

| Customer                                     | Date    | Product                                 | Value (\$Am)   |
|--|---------|---|----------------|
| <b>ARCEMY® sales</b>                         |         |   |                |
| Century Engineering                          | Jul-24  | Upgrading to an ARCEMY® printing system | ~\$0.3         |
| Laser Welding Solutions                      | Jul-24  | ARCEMY® 2600' edition                   | ~\$1.1         |
| US Department of Defense (lease)             | May-24  | ARCEMY® 2600' edition                   | ~\$0.7         |
| US Department of Defense                     | Feb-23  | ARCEMY® 'X – Additional 6700'           | ~\$1.0         |
| Curtin University                            | Jun-23  | ARCEMY® 2600' Edition                   | ~\$1.0         |
| Phillips Corporation                         | Jul-23  | ARCEMY® 'X – Additional 6700'           | ~\$1.1         |
| Laser Welding Solutions (lease)              | Sep-23  | ARCEMY® 2600 Edition                    | ~\$0.3         |
| Cogitic Corporation                          | Nov-23  | 6700 Edition ARCEMY® system             | ~\$2.5         |
| Phillips Corp (On Behalf of Austal USA)      | Nov-23  | 6700 Edition ARCEMY® system             | ~\$2.2         |
| <b>Manufacturing / Prototyping Contracts</b> |         |   |                |
| Blue Forge Alliance                          | Sept-24 | Manufacturing License Agreement         | n/a            |
| Boeing Defense and Space                     | Jul-24  | Manufacturing License Agreement         | n/a            |
| US Department of Defense                     | May-24  | Alloy testing contract                  | ~\$1.5         |
| Australian Government                        | May-24  | Aerospace parts                         | ~\$0.4         |
| Australian Government                        | Apr-24  | Alloy testing contract                  | ~\$0.2         |
| US Department of Defense                     | Sep-23  | Alloy testing contract                  | ~\$0.4         |
| US Department of Defense                     | Sep-23  | Submarine parts                         | ~\$0.6         |
| US Department of Defense                     | Aug-23  | Submarine parts                         | ~\$2.0         |
| US Department of Defense                     | Aug-23  | Extension of alloy testing contract     | ~\$0.4         |
| Phillips Corporation                         | Apr-23  | Value added reseller agreement          | n/a            |
| US Department of Defense                     | Mar-23  | Alloy testing contract                  | ~\$0.3         |
| <b>Total</b>                                 |         |   | <b>~\$15.8</b> |



# Summary FY24 Financials

## Income statement (\$Am)

|                            | 2024         | 2023         | % change      |
|----------------------------|--------------|--------------|---------------|
| Revenue                    | 7.3          | 0.6          | 1,055%        |
| COGS                       | 2.7          | 0.3          | 730%          |
| <b>Gross profit</b>        | <b>4.6</b>   | <b>0.3</b>   | <b>1,406%</b> |
| <i>Gross profit margin</i> | <i>63%</i>   | <i>48%</i>   |               |
| <b>EBITDA</b>              | <b>(3.3)</b> | <b>(4.8)</b> | <b>31%</b>    |
| <b>Net Income</b>          | <b>(4.2)</b> | <b>(5.4)</b> | <b>23%</b>    |

## Balance sheet (\$Am)

| Assets                   | 2024        | 2023       | % change    |
|--------------------------|-------------|------------|-------------|
| Cash                     | 7.8         | 4.5        | 72%         |
| Receivables              | 2.8         | 0.6        | 381%        |
| Inventory                | 1.7         | 1.0        | 62%         |
| PPE                      | 2.5         | 2.2        | 12%         |
| Other assets             | 2.6         | 0.5        | 455%        |
| <b>Total Assets</b>      | <b>17.3</b> | <b>8.8</b> | <b>96%</b>  |
| Liabilities              |             |            |             |
| Payables                 | 1.3         | 0.5        | 167%        |
| Contract liabilities     | 3.6         | 0.9        | 313%        |
| Borrowings               | 0.2         | 0.2        | 23%         |
| Other Liabilities        | 2.3         | 0.4        | 481%        |
| <b>Total liabilities</b> | <b>7.4</b>  | <b>1.9</b> | <b>285%</b> |
| <b>Net assets</b>        | <b>10.0</b> | <b>6.9</b> | <b>44%</b>  |

## Commentary

- Revenue for the FY24 year was A\$7.32m (+1,055% YoY) and comprised of:
  - A\$4.4m (61%) from ARCEMY system sales in the US
  - A\$2.7m (36%) from component manufacturing, alloy characterization and testing contracts; and
  - ~A\$0.2m (3%) from recurring license and lease fees
- Rollover of \$7.4m into FY25 year
- The higher overhead expenses in FY24 compared to FY23 are largely attributable to the investment in the US scale-up strategy and software development
- Increased cash from A\$4.5m in FY23 to A\$7.8m in FY24 (+72% YoY)
- Net cash position of A\$7.6m as at 30 June 2024
- Borrowings relate to insurance premium funding



# Customer Testimonials

Toolcraft looks to partner with AML3D whenever there is scope for their process – when manufacturing parts larger than commonly available materials or when sourcing exotic metals is cost prohibitive.

**Greg Stevens**

*Toolcraft, General Manager Business*

Wire Arc Additive Manufacturing, or WAAM, has the potential to enable a productivity step change in shipbuilding, able to 3D print marine grade metal structures at a scale well beyond other commercially available metal 3D printing technologies.

**Andrew Malcolm**

*Austal, Chief Digital Officer*





# Customer Testimonials

Our experience with ARCEMY has been overwhelmingly positive. We have been able to print a part in a 10th of the time that it took to print it on another system we have. The system's ease of use and clever handling of the limitations inherent to the DED process has greatly enhanced our operations.

## **Daniel Pulscher**

*Phillips Federal, Senior DED Engineer*

The ARCEMY system offers a comprehensive range of capabilities including automated part levelling and various torch weave patterns. Its integration with WAMSoft has streamlined the process, representing a significant advancement in Additive Manufacturing technology.

## **Matt Eckhart**

*Laser Welding Solutions, AM Engineer*

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*Image: Customer visit, Oak Ridge National Laboratory.*







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**AML3D Limited (ASX:AL3)  
Investor Presentation September 2024**

**For more information, please contact:**

**Sean Ebert  
Managing Director  
+ 61 8 8258 2658  
investor@aml3d.com**

**Investor Relations  
The Capital Network  
Julia Maguire  
+61 2 7257 7338  
julia@thecapitalnetwork.com.au**

**[www.aml3d.com](http://www.aml3d.com)**



**This presentation has been approved for release by the Board of AML3D Limited.**

