



Half-year Results Presentation - H1 FY2024

1 March 2024

Presented by

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Agenda

1. H1 FY24 Highlights & Current Pipeline
2. Titomic at a Glance
3. H1 FY24 Financial Results
4. Operational Update
5. Outlook
6. Continued key commercial focus





H1 FY24 Highlights



Our approach

We are staying focused

1 Deliver on significant potential – grow profitable revenue

2 Convert vastly expanded commercial pipeline

3 Diversify customer base

4 Maintain strategic discipline



1. Deliver on significant potential – grow profitable revenue

- Total revenue up **51%** to **\$4.2m**
- **59%** rise in customer sales receipts to **\$2.3m**
- **75** orders received from customers
- Boeing manufacturing revenue totaling **\$0.32m**, up from **\$40k**
- Airbus system orders: **\$0.65m**
- ISB sold to EPCOR for **\$0.52m**
- System installed at Perron038, and system sold to Sabanci University, for a total of **\$3.11m**.
- Maintaining strict cost discipline
- Underlying operating loss of **\$3.6m** (1HY23: **\$6.0m** loss) – a **39%** improvement.

Commercialisation ongoing



2. Convert vastly expanded commercial pipeline

- Strong progress in defined applications in aerospace, defence, and automotive sectors
- Sales across the entire product portfolio of TKF, ISB, and D-series sales
- Strong growth of in-house repeat manufacturing orders
- New customers won in target industries:
 - Airbus
 - Volvo
 - Sabanci University
 - EPCOR
 - Goldfields Rockdrill
 - WWG Singapore
 - Undisclosed manufacturing for defence companies
- Progress made in existing partnerships, and new partnerships formed:
 - Repkon – legally established company in Turkey
 - Stärke Advanced Manufacturing Group – joint venture signed

Commercialisation ongoing



3. Diversify customer base

- Building out North America and Europe
- Website traffic to Titomic.com increased 309.4%
- Website traffic from the USA up 545%
- Continued manufacturing engagements, expanding business from existing customers such as Boeing
- Coverage of key regions including the USA and North America, APAC, South Asia, and Europe with a growing reseller partner network, now at 11 resellers.
- Commercialise existing capabilities within adjacent customers and applications while staying focused, including Boeing and Airbus.
- Bringing proven solutions to further prospective customers



Titomic's success in key markets is increasing demand, further documenting capability, and bolstering Titomic's place as the world's leading provider of cold spray solutions.

Core Capabilities

Additive Manufacturing

Armaments

Ballistic Protection

Structures

Tooling

Coating & Repair

Metal Restoration

Wear Resistance

Corrosion Protection

Radiation Shielding

4. Maintain strategic discipline

After assessing hundreds of applications, Titomic has narrowed its focus to make significant progress in the development, testing, and engineering of a small range of high-value applications.

Titomic now offers unique manufacturing and coatings capabilities utilising Titomic Kinetic Fusion. With this technology, Titomic offers benefits to manufacturers and operators that only Titomic can provide.

Key Industries	Key Applications	High-performance Alloys & Metals
Defence & Aerospace	<ul style="list-style-type: none">• Ballistics Protection• AM Structures• Armaments• AM Structures, including aircraft components• Corrosion and Wear Resistance• Metal Restoration• Radiation Shielding• AM Tooling and Repair• One-Piece Pressure Vessels	<p>Titomic Kinetic Fusion enabling the cost-effective utilisation of:</p> <ul style="list-style-type: none">• Invar• Cost-effective Pure Titanium• Aluminium• Steel• Inconel• Tantalum and other refractory metals• Metallised ceramics• Tin• Nickel• Babbitt• Gold• Silver• Copper
Mining & Resources	<ul style="list-style-type: none">• Corrosion and Wear Resistance• Functional Coatings• AM Structures	
Education	<ul style="list-style-type: none">• Cutting Edge R&D• Market-oriented Educational Systems	
Automotive & Transport	<ul style="list-style-type: none">• Cutting-edge remanufacturing solutions	
Casting & Forging	<ul style="list-style-type: none">• Large-scale casting repair• Full manufacturing replacement of castings	



Titomic at a Glance

The world's leading provider of cold spray solutions



Titomic is the only “cold spray additive” public company.

Titomic offers one of the fastest, most scalable, cost competitive, and energy-efficient additive manufacturing and coating technologies in the world.

Large and expanding addressable market	<ul style="list-style-type: none">• Additive manufacturing market estimated to grow 11x up to \$146B in the next decade.• Transition from prototyping to mass production.• Macro-economic challenges in supply-chain and manufacturing provide strong tailwinds.
World-class leadership team	<ul style="list-style-type: none">• Senior executives in both the management team and the board.• Extensive scientific and engineering backgrounds.• Diverse and experienced board across primary target industries.
Industry-leading innovative technology	<ul style="list-style-type: none">• Superior additive technology for speed, size, sustainability and materials.• Ability to secure end-to-end supply-chain including metal powders.• Fast growing technology ready for industrial use in less than two years.
Fast growing customer interest in key markets	<ul style="list-style-type: none">• Established footholds in key geographic locations (U.S, Europe, Australia).• Fast growing customer demand driven by supply-chain and geopolitical needs.• Distinct product portfolio supporting growth in multiple, adjacent markets.
Distinct, repetitive revenue streams	<ul style="list-style-type: none">• Joint-venture and subscription models supporting recurring revenue streams.• Long-term business outlook drives margin improvements as business scales.• Organic growth funded with capital raise.
Industry consolidation allowing inorganic growth	<ul style="list-style-type: none">• Ownership of entire solutions stack made possible by consolidating small, existing players.• \$80m inorganic revenue identified in three countries.



Leadership with proven industry experience

A combined 165 years of cold spray experience across the staff and board

Board of Directors



Dag Stromme
Chair of the Board



Humphrey Nolan
Non-Executive Director



Mira Ricardel
Non-Executive Director



Richard Willson
Non-Executive Director



Dr. Andreas Schwer
Non-Executive Director

Leadership Team



Herbert Koeck
Managing Director



Jon Nield
Chief Financial Officer



Chris Healy
Legal Counsel &
Company Secretary



Dominic Parsonson
Head of Sales & Marketing



Neil Matthews AM
Senior Technical Fellow



Klaas Rozema
General Manager - Europe



Bruce Colter
General Manager - USA



Michael Rochford
General Manager - APAC

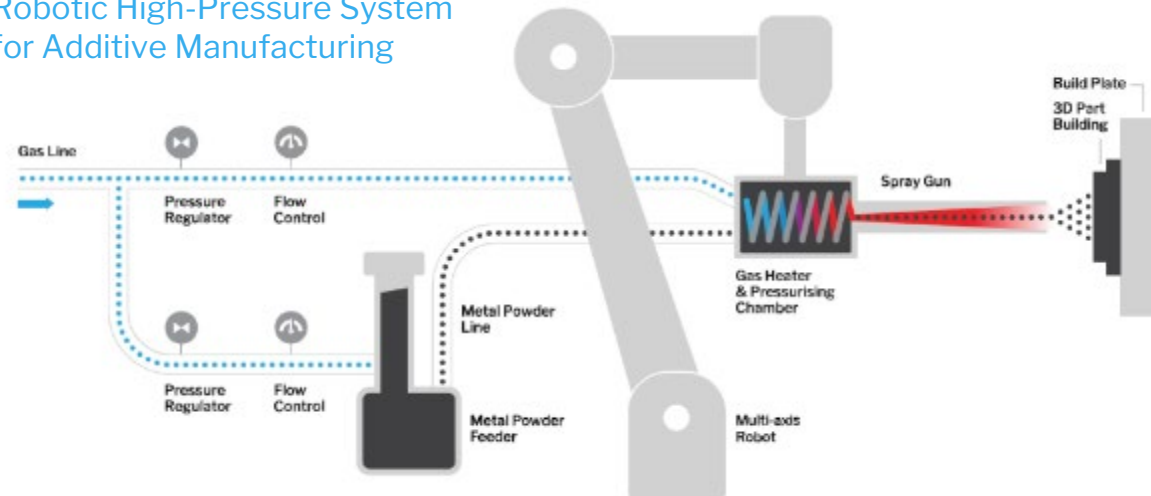


Beau Lang
Business Operations

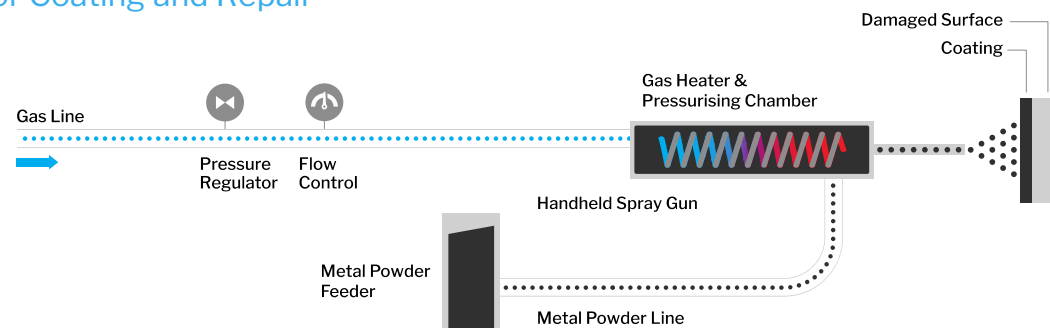
Titomic's cold spray process

At the centre of Titomic's business is Titomic Kinetic Fusion® - our innovative, patented cold spray technology.

Robotic High-Pressure System for Additive Manufacturing



Low to Medium Pressure System for Coating and Repair



Titomic's story

- Founded in 2014 to commercialise cold gas spraying metal particles to produce 3D structures
- Now the only globally active, publicly listed cold spray solutions company
- Our cutting-edge technology and systems are providing valuable, novel capabilities for manufacturing, coatings, and repairs worldwide.
- Demonstrated experience and success in aerospace, defence, and other high-value industries.

Offering diverse, versatile cold spray systems.



Titomic offers the world's largest and most diverse product line of cold spray systems, offering novel capabilities for many industries. This includes handheld coatings and repairs, all the way through to advanced additive manufacturing for aerospace and defence.



TKF 9000

- High pressure AM and coatings.
- Demonstration of Titomic's ability to engineer and construct bespoke AM systems.
- 31.5 cubic metre build envelope.
- Deployed in the Titomic Melbourne Production Bureau.



TKF 1000

- High pressure AM and coatings.
- Designed for prototyping and low volume production tasks.
- 1 cubic metre build envelope.
- 1st & 2nd gen system operating at Titomic Melbourne Bureau.
- 2nd gen system at TWI (UK).



ISB Series

- Low-to-medium pressure cold spray coatings with D523 or D623 system.
- Robotic or linear coating system.
- Automated loading and unloading of parts.
- Ideal for R&D deployment or as a base for customised automated coating systems.



D523 & D623

- Low and medium pressure Cold Spray coating.
- Designed for robotic or manual repair and coatings.
- Deployable for in-field repairs.
- Modular portable repair system.

Our growing, trusted global customer base.





1H FY24 Financial Results



Profit & Loss

Earnings Summary	1H24 \$'000	1H23 \$'000
Revenue	4,207	2,787
Less Expenses	(10,041)	(10,029)
Profit (loss) before Income Tax	(5,834)	(7,241)
Less Tax	(70)	-
Net profit (loss) After Tax	(5,904)	(7,241)
Less Non-operating items	2,243	1,228
Underlying operating profit (loss)	(3,661)	(6,014)
<u>Non-operating items</u>		
Share based payments	(1,893)	(771)
Business acquisition related costs	(80)	(307)
Other one-off expenses	(270)	(150)

Financial Results

- Stronger financial result with revenue up 51% to \$4.2m inclusive of
 - Revenue from customers \$2.3m, a \$0.9m (59%) increase on pcp.
 - Government grants and other adjustments of \$1.9m.
- Underlying operating loss of \$3.7m (1H23: \$6.0m loss) – a 39% improvement.
- Total expenses include \$2.2m non-operating items, primarily share based payments (\$1.9m).
- Improvement in statutory net loss after tax to \$5.9m (1HY23 \$7.2m loss).



Cash flow and balance sheet

Statement of Cash Flows	1HY24 \$'000	1HY23 \$'000
<i>Customer & Grant Receipts</i>	3,533	1,678
<i>Payments to suppliers and employees</i>	(7,080)	(8,539)
Operating cash flows	(3,554)	(6,855)
Investing cash flows	(759)	(326)
Financing cash flows	4,427	2,220
Net cash flow	113	(4,961)

Statement of Financial Position	1HY24 \$'000	FY23 \$'000
Cash	1,564	1,471
Current assets (incl Cash)	7,383	5,812
Non-current assets	486	541
Total Assets	7,869	6,353
Current Liabilities	4,849	4,758
Non-current liabilities	2,340	2,310
Total liabilities	7,189	7,068
Total Equity	680	(715)

Financial Results

- FY24 H1 Operating cash outflows of \$3.6m (an improvement of 48% compared to pcp), include:
 - Cash receipts of \$3.5m (primarily customer contracts), doubled compared to pcp.
 - Cash payments comprising \$2.7m for product and machine builds, \$3.4m for staff costs and \$1.0m for corporate, sales & marketing expenditure.
- FY24 H1 Investing cash outflows of \$0.8m include deferred acquisition cost for Dycomet (\$0.3m) and purchases of Space Grant equipment (\$0.5m).
- FY24 H1 Financing cash inflows is higher than pcp due to timing of capital raise receipts.



Investors' Questions Welcome

Further email enquiries welcome via investors@titomic.com
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TITOMIC

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