



Manufacturing innovation made reality

# Annual General Meeting

November 2023



# Chairman's Address

Mr Richard Willson



# Board directors with global coverage and experience



**Dag Stromme**

Non-Executive Chairman

Morgan Stanley **Triton**



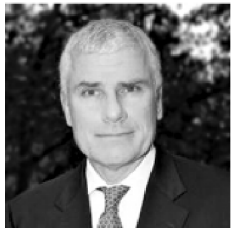
**Herbert Koeck**

Managing Director



**Mira Ricardel**

Non-Executive Director



**Humphrey Nolan**

Non-Executive Director



**Richard Willson**

Non-Executive Director



**Andreas Schwer**

Non-Executive Director





# Attendees – Voting Process

A poll will be conducted on the resolutions set out in the notice of meetings.

If there is any person present who believes they are entitled to vote but has not registered to vote, please see the staff at the registration desk for assistance.

The persons entitled to vote on this poll are all shareholders, representatives and attorneys of shareholders, and proxyholders who hold (colour) admission cards.

On the reverse of the (colour) admission card is the voting paper and instructions.

## Procedures for filling in the voting papers

Proxyholders have attached to their admission card a Summary of Proxy Votes which details the voting instructions, for business items on the appointment documents in your favour.

By completing the voting paper, when instructed to vote in a particular manner, you are deemed to have voted in accordance with those instructions.

In respect of any open votes a proxyholder or shareholder may be entitled to cast, you need to mark a box beside the motion to indicate how you wish to cast your open votes.



# Managing Director's Address

Mr Herbert Koeck



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# FY23 was a challenging year but Titomic rebalanced – FY24 started very well

Challenges	Opportunities
<ul style="list-style-type: none"><li>• Fading pandemic</li><li>• Geopolitical uncertainty and conflicts across the globe</li><li>• Customer uncertainties and related budget cuts</li><li>• Raising energy costs across all businesses</li></ul>	<ul style="list-style-type: none"><li>• Many new customers</li><li>• Increased customer understanding and acceptance of cold spray technology</li><li>• Progress across our key corporate initiatives</li><li>• Ongoing support from committed investors</li><li>• Growing revenues across all solutions and geographies</li><li>• A narrow focus on carefully selected applications and solutions delivers results</li></ul>



# Titomic Remains Optimistic for FY24

## 3 Steps to Success

1. Reduced ongoing costs by 30% 
2. Successful capital raise 
3. Accelerate commercialisation through successful sales Q1 
  - a) Pipeline at record size and expanding
  - b) Reseller network growing rapidly
  - c) Clearly defined and efficient marketing
  - d) Defined product and solutions portfolio to target customers





# Leadership with proven industry experience

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

## Board of Directors



**Dag Stromme**

Non-Executive Chairman



**Humphrey Nolan**

Non-Executive Director



**Mira Ricardel**

Non-Executive Director



**Andreas Schwer**

Non-Executive Director



**Richard Willson**

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**

Senior Technical Fellow



**Klaas Rozema**

General Manager Titomic Europe



**Bruce Colter**

General Manager Titomic USA



**Michael Rochford**

General Manager - APAC



**Beau Lang**

Business Operations



# Defined product and solutions portfolio to target customers



## TKF Custom

- High pressure Cold Spray additive manufacturing and coating
- Demonstration of Titomic's ability to engineer and construct bespoke AM systems
- Build volume of 40.5m<sup>3</sup>
- Deployed in the Titomic Melbourne Production Bureau



## TKF 1000

- High pressure Cold Spray additive manufacturing and coating
- Designed for prototyping and low volume production tasks
- Build volume of 0.75m<sup>3</sup>
- 1<sup>st</sup> gen system operating at Titomic Melbourne Bureau
- 2<sup>nd</sup> gen system at TWI (UK)



## ISB Series

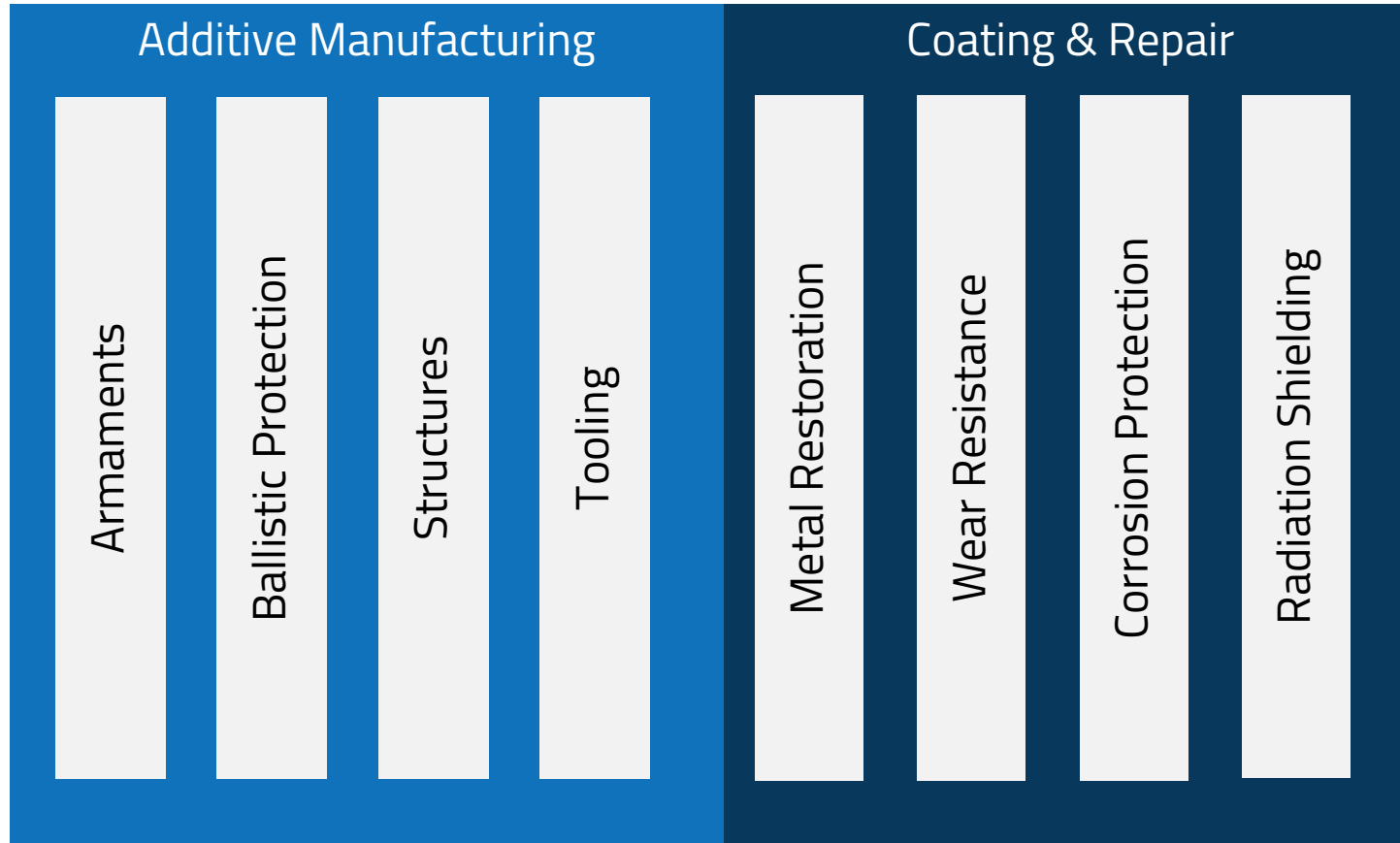
- Low pressure Cold Spray coating
- Robotic or linear coating system
- Automated loading and unloading of parts
- Utilises D523 core cold spray system
- Ideal for R&D deployment or as a base for customised automated coating systems



## D523 & D623

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

# Further narrowed commercial focus





# Progress Made in Strategic Core Commercialisation Initiatives

1

Grow customer revenue

2

Reduce costs and dependency on tax incentives and optimize grants

3

Educate the market on cold spray technology

4

Scale all revenue-generating activities across all active regions





# 1 Grow customer revenue - contracted business

## Research and Education/Universities sales

• Sabanci University Turkey	A\$ 2,400,000
• Windesheim (Perron038)	A\$ 600,000
• Renselaer Polytechnic Institute	A\$ 78,000
• EPCOR	A\$ 516,615

## Aerospace/Defense (Service/Repair + Manufacturing) sales

• Airbus Industries	A\$ 645,000
• Boeing Global Services/Space and Weapons	A\$ 317,000
• French Navy	A\$ 99,168

## Accessories and materials sales

A\$ 242,000

## Other Manufacturing/general services sales

• Penske Australia	D523
• Jongia Netherlands	Titanium valves
• Metro Trains Melbourne	Parts repair/services



# Other good news for Titomic in FY24

a) Quality standard certifications audited and renewed.

- ISO9001 (Quality) ✓
- ISO27001 (Cybersecurity) ✓
- AS9100D (Aerospace Manufacturing) ✓

b) Board changes

- Dag Stromme: Chairman of the Board



# Titomic in FY24 – stay on course with strategic core commercialization initiatives

## **1. Deliver on financial results – first four months have been solid**

- Grow revenue across product portfolio and geographies
- Tightly manage costs and drive margin
- Optimize grants and other income

## **2. Actively market products and solutions in defined segments and industries**

- Continue focus on selected applications and use cases
- Expand/grow recurring revenues with existing customers



# Formal Business

Mr Richard Willson





# 2023 Annual Financial Statements

To receive and consider the Company's financial report and the reports of the Directors and the Auditor for the financial year ended 30 June 2023.



# Resolution 1

## Adoption of 2023 Remuneration Report

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That the Company adopt the Remuneration Report for the year ended 30 June 2023 in accordance with 250R(2) of the Corporations Act.

## Proxy Results

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Total Valid Proxies Received	For	Against
228,902,503	96.04%	2.10%



# Resolution 2

## Re-election of Mr Humphrey Nolan

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That, for the purposes of ASX Listing Rule 14.4, clause 20.3 of the Constitution and for all other purposes, Mr Humphrey Nolan, retires by rotation and being eligible to be re-elected, be re-elected as a Non-Executive Director of the Company.

## Proxy Results

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Total Valid Proxies Received	For	Against
234,535,163	97.96%	0.88%



# Resolution 3

## Re-election of Mr Dag W.R. Stromme

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That, for the purposes of ASX Listing Rule 14.4, clause 20.3 of the Constitution and for all other purposes, Mr Dag Stromme, retires by rotation and being eligible to be re-elected, be re-elected as a Non-Executive Director of the Company.

## Proxy Results

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Total Valid Proxies Received	For	Against
234,865,163	98.07%	0.70%



# Resolution 4

## Ratification of prior issue of Placement Shares to investors

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That, for the purposes of ASX Listing Rule 7.4, and for all other purposes, Share holders approve and ratify the issue of 75,000,000 Placement Shares to investors on 3 July 2023, on the terms and conditions described in the Explanatory Memorandum.

## Proxy Results

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Total Valid Proxies Received	For	Against
89,865,163	94.85%	2.11%



# Resolution 5

## Approval of issue of Placement Shares to Mr Dag W.R. Stromme

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That, for the purposes of ASX Listing Rule 10.11 and for all other purposes, Shareholders approve the issue of 25,000,000 Placement Shares to Director, Mr Dag Stromme, on the terms and conditions described in the Explanatory Memorandum.

## Proxy Results

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Total Valid Proxies Received	For	Against
234,865,163	97.46%	1.83%



# Resolution 6

## Approval of issue of share rights and options to the Directors of the Company

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That, for the purposes of ASX Listing Rule 10.11 and for all other purposes, Shareholders approve the issue of 120,000,000 share rights and 142,500,000 options to the Directors of the Company, on the terms and conditions described in the Explanatory Memorandum

## Proxy Results

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Total Valid Proxies Received	For	Against
229,232,503	96.27%	3.46%



# Resolution 7

## Approval of issue of shares to Mr Herbert Koeck

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That, for the purposes of ASX Listing Rule 10.11 and for all other purposes, Shareholders approve the issue of 20,000,000 shares to Director, Mr Herbert Koeck, on the terms and conditions described in the Explanatory Memorandum.

## Proxy Results

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Total Valid Proxies Received	For	Against
234,865,163	96.74%	2.06%





# Resolution 8

## Approval of additional capacity to issue securities under ASX Listing Rule 7.1A

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That, pursuant to and in accordance with ASX Listing Rule 7.1A and for all other purposes, Shareholders approve an additional capacity of the Company to issue equity securities of up to 10% of the issued capital of the Company (at the time of the issue) calculated in accordance with the formula prescribed in ASX Listing Rule 7.1A.2 and on the terms and conditions in the Explanatory Memorandum

## Proxy Results

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Total Valid Proxies Received	For	Against
234,865,163	96.41%	2.43%



# TITOMIC

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