

## FY21 GEOGRAPHICAL EXPANSION RESULTING IN FY22 POSITIVE OUTLOOK

- **FY21 revenue and other income of A\$1.30m, a slight decrease compared to FY20 revenue as a result of COVID-19 disruptions with momentum improving in FY22.**
- **Commercialisation accelerating with new business wins in FY21 from Singapore HQ and from new USA and Australia hubs:**
  - **Developing the world's first additive manufacturing (AM) facility in a port for the largest global port operator, Port of Singapore (PSA).**
  - **Parts delivered to global multinationals Shell and ConocoPhillips.**
  - **Houston presence resulted in Par Pacific contract and first US production orders.**
  - **Channel partnerships with Intercast Australia and IKM Australia, and new agreements in the Australian defence and oil & gas sectors.**
- **Solid FY22 order book with existing contracts and advancing clients in the business prospects pipeline towards full production orders.**
- **Cash balance of A\$2.07M as at 31 December, with continued implementation of operational efficiencies, and firm commitments received for \$2.12m Placement in March 2022.**

**31 March 2022:** 3D Metalforge (ASX: 3MF) (**3D Metalforge** or **the Company**), a global revenue generating Additive Manufacturing (**AM**) company, is pleased to announce its commentary on the activities for the Full Year 2021 results for the -year ending 31 December 2021.

### Financial Performance

FY21 was a transformative year for 3D Metalforge, commencing with the listing on the ASX in February 2021 following the acquisition of ordinary shares of 3DInfra Pte Ltd ("3DInfra") and a \$10m raise.

On a consolidated basis, the Group achieved revenue and other income of A\$1.30m (A\$1.01m from the date of the acquisition). FY21 revenue was 17% lower compared to FY20 revenue of A\$1.58m, as a result of COVID-19 related disruptions. Nonetheless, during the period, the Company executed a planned geographical expansion into the USA and Australia, as part of its strategy of building the business. 3D Metalforge is encouraged by the early traction gained from these new hubs, resulting in the entrance into new sectors and subsequent client wins. The Company's fundamentals are strengthening, leading to anticipated increased activity in FY22.

Following the projected costs associated with the operations in Houston (USA) and Australia, 3D Metalforge remains cognisant of its cash burn and is focused on the implementation of operational efficiencies. The Company fully expects the gap between expenditure and cash inflows to narrow over time as its investments in growth pay off. Cash balance was A\$2.07 million as of 31 December 2021, in addition to a \$2.12 million Placement - in March 2022, which was strongly supported by new institutional and sophisticated investors, as well as by existing shareholders.

## Commercial Performance

The funds from the IPO supported revenue growth initiatives to build a global footprint in key lucrative regions and specifically to tap into the oil & gas and resources sectors.

Presence on the ground in the USA led to a production contract worth up to A\$400,000 p.a. with leading US-based refinery Par Pacific for the supply of 3D Metalforge's parts.

Advancements were also made in Australia with initial customers secured in the oil & gas and defence sectors. A priority was to develop strategic partner channels as a means to accelerate sales, eventuating in channel partnerships with IKM Measurement Services Australia and Intercast Australia to promote 3D Metalforge's services to their customers in Australia and nearby regions.

3D Metalforge has a proven business model, and the traction received from the strategic investments made demonstrates the growing appetite from companies for AM technologies as a means to bypass supply chain challenges and produce parts faster and more cost effectively.

Field trials remain a must-do step to reach production orders, with more field trials anticipated to advance through the business prospects pipeline and convert to full production orders.

**3D Metalforge Managing Director, Matthew Waterhouse, added:** *"FY21 was a year of strategic expansion for 3D Metalforge, where we had to navigate COVID-19 related challenges, and nonetheless we gained traction from our business model selling a range of AM services.*

*Our strategy resulted in agreements with the Port of Singapore, Par Pacific and IKM Australia to name of few, proving the strength of our business model and strategy. We've improved supply chain efficiencies and sustainability targets for a range of multinational firms, demonstrating how our AM technology can produce faster and more cost-effective parts.*

*The goal for FY22 is to scale in key geographies, and we've entered FY22 with parts on field test with existing and potential customers, and converting the sales pipeline into production orders remains our priority."*

## FY21 Commercialisation Milestones

### Singapore:

- ~A\$387k production contract for 3D Metalforge to print port parts after developing the world's first AM facility in a port, a project for the largest global port operator, Port of Singapore (PSA).
- AM heat exchanger parts delivered to Shell Jurong Island in record two weeks, improving the lifespan of existing equipment.
- Parts installed and successfully tested on board of ConocoPhillips' Endeavour oil tanker. Project driven with multinational firms ABS Group, ConocoPhillips Polar Tankers and Sembcorp Marine.

- Appointed qualified manufacturing partner to Flowserve, one of the world's largest manufacturers of pumps, valves and seals, whereby Flowserve's APAC customers have the option to purchase 3MF's pump impeller parts.

#### USA:

- Established a 20,000 sq. ft flagship AM facility in Houston, Texas, to tap into the largest global centre for the oil & gas industry.
- Presence on the ground resulted in a contract with major US-based refinery Par Pacific for the supply of 3MF parts, including impellers and valve components, to Par Pacific's three US-based refineries. The contract value is for up to A\$400k p.a. for an initial period to December 8, 2024.
- Subsequent first production orders achieved.



*3D Metalforge Houston HQ*

#### Australia:

- Entered the Australian market to build a presence in the resources sector with initial customers secured, specifically in the defence and oil & gas sectors.
- Channel partnership signed with Intercast Australia, leading to a first customer, followed by an initial 3-year channel partner agreement with IKM Australia to bring 3D Metalforge's technology to IKM's customers in the oil & gas sectors in Australia and South-East Asia.
- Strengthened relationship with the University of New South Wales (UNSW), Sydney, with an MoU for a research and development collaboration.
- Agreement with the Australian Missile Corporation to collaborate on the development of Australia's sovereign guided missile manufacturing enterprise.

#### FY21 Technical Milestones

- Technological progress was made towards expanding larger format printing capabilities, which led to the commissioning of the Hybrid Wire Arc printer (H-WAAM), capable of faster and larger format metal printing.
- The Company also increased the number of polymer printers to 33, capable of printing in up to 25 different materials, alongside working with Hitachi Metals to identify applications of their MAT21 high performing metal alloy.
- Recertifications were also received, including to the ISO 9001:2015 standard and from Lloyd's Register for the production of metal parts in a range of materials, making 3D Metalforge only 1 of 7 organisations worldwide to be certified by Lloyd's Register.

## Corporate

- Strengthened Board composition with the appointments of Mr David Buckley as Independent Non-Executive Director, and most recently Mr Sri Vaidyanathan, as Executive Director and Chief Financial Officer. The latest Board members bring extensive financial expertise in the industrial, engineering and financial services sectors. The appointments follow the resignation of Former Chairman Mr Michael Spence and Ms Samantha Tough due to personal circumstances and time commitments in other organisations, respectively. Mr Matthew Waterhouse was appointed Interim Chairman following Mr Spence's resignation.

## Outlook

3D Metalforge enters FY22 in a solid position, with commercialisation activities underway, while focusing on operational efficiencies.

The Company's next stage of growth consists in further developing its new USA and Australia hubs, whilst fulfilling existing contracts and advancing clients in its business prospects pipeline towards full production orders.

- ENDS -

This announcement has been approved for release by the Managing Director of 3D Metalforge Limited.

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## ABOUT 3D METALFORGE

3D Metalforge (ASX: 3MF), founded in 2015, is a leading Additive Manufacturing (AM) company that supports a growing multinational industry-leading client base with their advanced proprietary 3D additive manufacturing systems. The Company offers a full range of in-house AM printing services from design and engineering, material advisory, diagnostics and testing, to printing and post-production certification to the latest industry and API standards. Its approach to industrial production, its proprietary processes and eco-friendly technology produce high-demand parts faster, better and more cost-effectively with less environmental impact and greater sustainability than conventional manufacturing.

## FORWARD LOOKING STATEMENT

Statements contained in this release, particularly those regarding possible or assumed future performance, revenue, costs, dividends, production levels or rates, prices or potential growth of 3D Metalforge Limited, are, or may be, forward looking statements. Such statements relate to future events and expectations and, as such, involve known and unknown risks and uncertainties. Actual results and developments may differ materially from those expressed or implied by these forward-looking statements depending on a variety of factors.