



**Aurora Labs<sup>®</sup>**

# **Annual General Meeting October 2022**

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# Corporate Snapshot



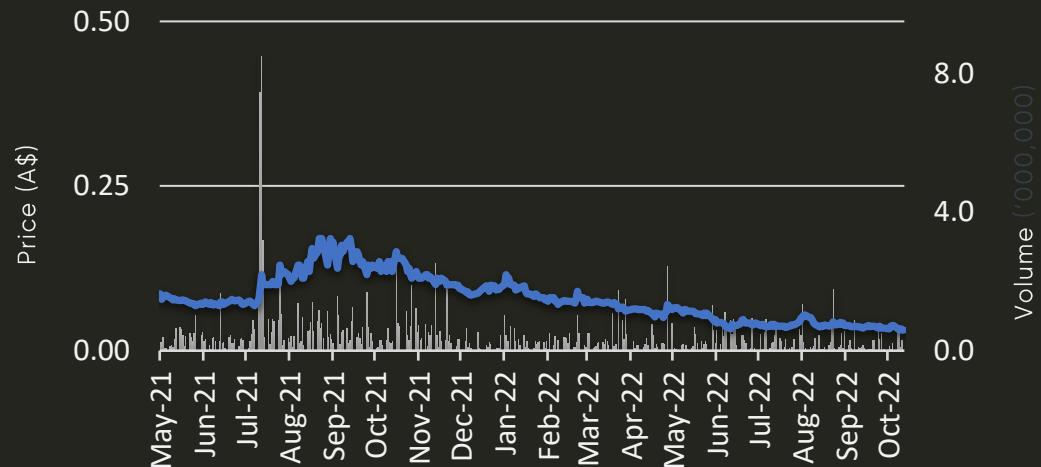
## MARKET CAPITALISATION<sup>1</sup>

Total Ordinary Shares on issue	no.	152.9 million
Share price (28 Oct 22)	A\$/share	0.031
Market Capitalisation (10 Nov 21)	A\$m	5.7
Cash (as at 30 Sept 22)	A\$m	1.76

## TOP SHAREHOLDERS (28 OCT 2022)

Name	Shares Held	% of Shares on Issue
Barthen Beheer BV	15,588,235	8.46%
Top 20 Shareholders	56,900,136	30.90%

## SHARE PRICE / VOLUME HISTORY (A\$; MILLIONS)



## KEY PEOPLE

Grant Mooney	Chairman
Peter Snowsill	Chief Executive Officer
Mel Ashton	Non-Executive Director
Terry Stinson	Non-Executive Director
Ashley Zimpel	Non-Executive Director

# What We Do



## Technology Development

R&D to increase the productivity of the L-PBF manufacturing process.

Ongoing

## Industrial Print Services

Utilisation of our in-house developed AM machines along with associated services.

2021+

## Printer Commercialisation

Market-leading industrial printer design, IP and know-how.

2022+

# Our Technology

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Market-leading metal printing technology using high-powered lasers.

**3 x**

the industry average  
laser power

**50%**

more powerful than  
the nearest competitor.

**< US \$1/cc**

Printing production cost

**“TBGA sees A3D’s technology contributing to a highly productive,  
affordable solution for the multi-laser market.”**

# 2022: A Transitional Year

Enabling activities to move from TechDev to revenue generation.

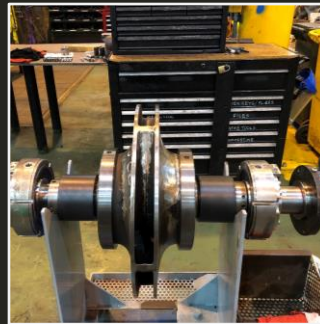
Print  
Demonstration Campaign



Maturing  
Systems Design



Establishment of  
AM Services



Building  
Partnerships



Completion of the print campaign enables A3D to expand its efforts in AM Services and the commercialisation of Aurora's underlying technology.

# Demonstration Print Campaign



A3D is concluding a print campaign to draft aerospace standards, a world first at 1500W laser power.

## Installation

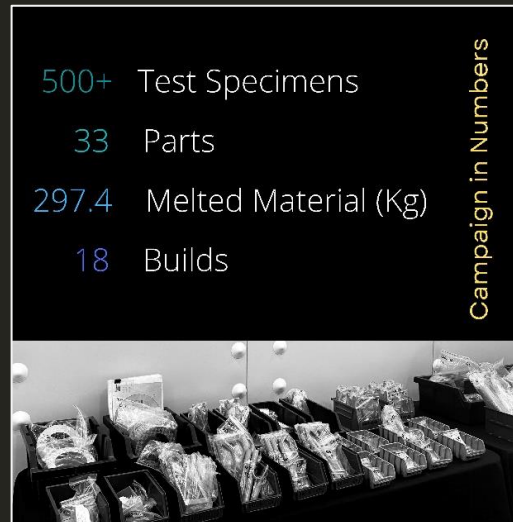
AMS7003

## Machine

AMS7032

## Material Quality

AMS7036 & AMS7039



"Aurora's machine demonstrated a high degree of reliability, which shows that their design and technology will be able to deliver what the industry expects in terms of uptime."

Dr. Kevin Slattery, TBGA

# Commercialisation

A focus on deriving revenue from Aurora's high productivity printing expertise.



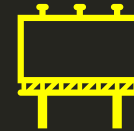
## Partnerships

Machine Manufacture / Technology  
Commercialisation

Single & Multi-laser platform targeting research and  
specific applications respectively

New application Development

Develop "Procurement of Capability" service model



## Industrial AM Services

One-stop-shop manufacturing provider ~ 2x  
multiplier effect

Focus on multi-year SLA's and Tier 1 clients

In-house capacity can grow revenue to  
>\$1MM pa before adding capacity



# AM Growth Drivers

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Aurora is well placed to capitalise as companies seek resilience and flexibility in an increasingly volatile environment.



Industry 4.0



Re-shoring of Manufacturing

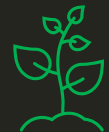


Energy Transition

Increased Supply Chain Risks



ESG efforts

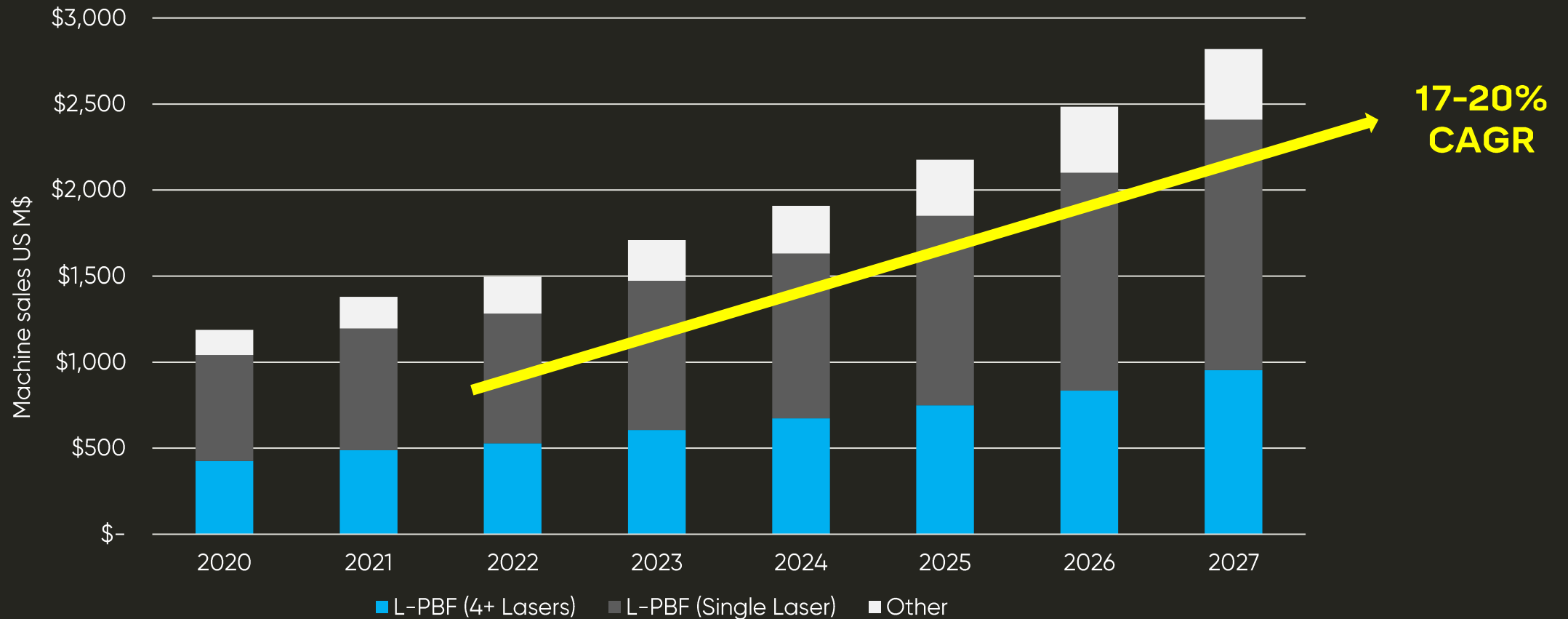


Transport Electrification



# Printer Opportunity

## L-PBF Market by Machine type (\$M USD)



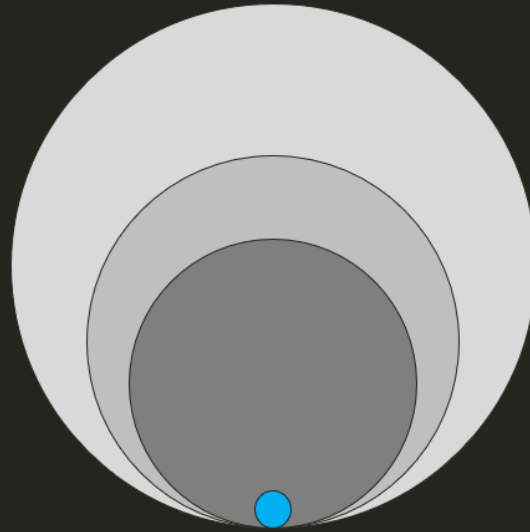
# Spare Parts / Inventory Market

**\$19.0B** Australian Maintenance, Repair & Operations (MRO) industry<sup>1</sup>

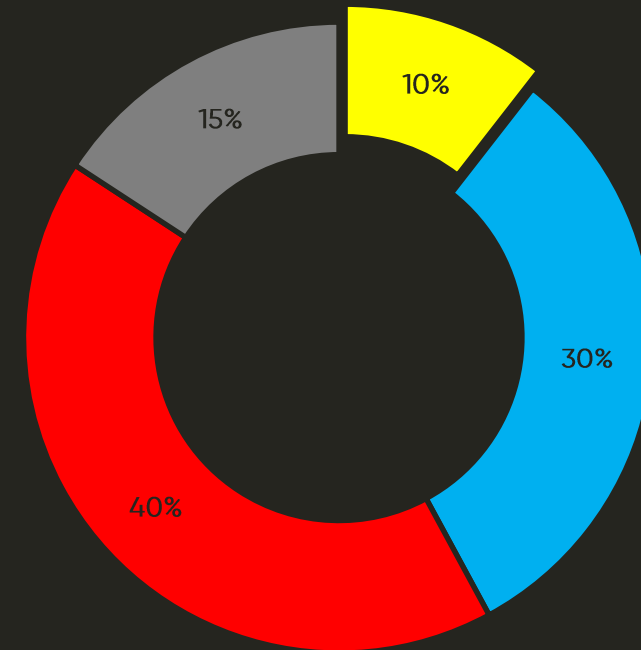
**\$9.5B** Estimated WA share of MRO market

**\$5.7B** WA Product MRO market<sup>4</sup> (ex services)

**\$114.0M** WA Product MRO market for AM (2%)



## 3D Printability of Parts<sup>5</sup>



■ Printable without changes  
■ Printable with changes  
■ Off-the-shelf  
■ Not printable

1. <https://www.beroeinc.com/category-intelligence/maintenance-repair-and-overhaul-australia-market/>  
2. <https://www.industry.gov.au/data-and-publications/global-resources-strategy-commodity-report-liquefied-natural-gas/the-australian-lng-industry>  
3. [https://www.minerals.org.au/sites/default/files/Australian%20Mining\\_Snapshot\\_JAN%202020\\_FINAL.pdf](https://www.minerals.org.au/sites/default/files/Australian%20Mining_Snapshot_JAN%202020_FINAL.pdf)  
4. <https://www.themanufacturer.com/articles/the-true-cost-of-mro>

5. Castor Additive Manufacturing Trends Report 2021

# Local Market Opportunities



Growing volume and breadth of opportunities, as adoption grows and supply chain pressures increase.



Metals & Mining



Oil & Gas



Defence



Infrastructure

“Long, complex supply chains can be streamlined through 3D printing. Waiting times can be slashed, and accessibility in remote areas can be mitigated when local additive manufacturing businesses are integrated as regular suppliers.

**Aurora Labs 3D can deliver increased flexibility, providing much needed supply chain diversification.”**

Flavio Macau  
WA President – Australasian Supply Chain Institute (ASCI)  
Associate Dean, School of Business and Law, ECU



Chevron asked a local firm called AdditiveNow to demonstrate whether the same parts could be made using 3-D printing technology....

“We’ve learned a lot from those parts. The most important thing is that we’ve shown that **this flexible, right part, right time digital supply-chain approach can be successful, and it can meet our needs** in a sort of reactive mode”

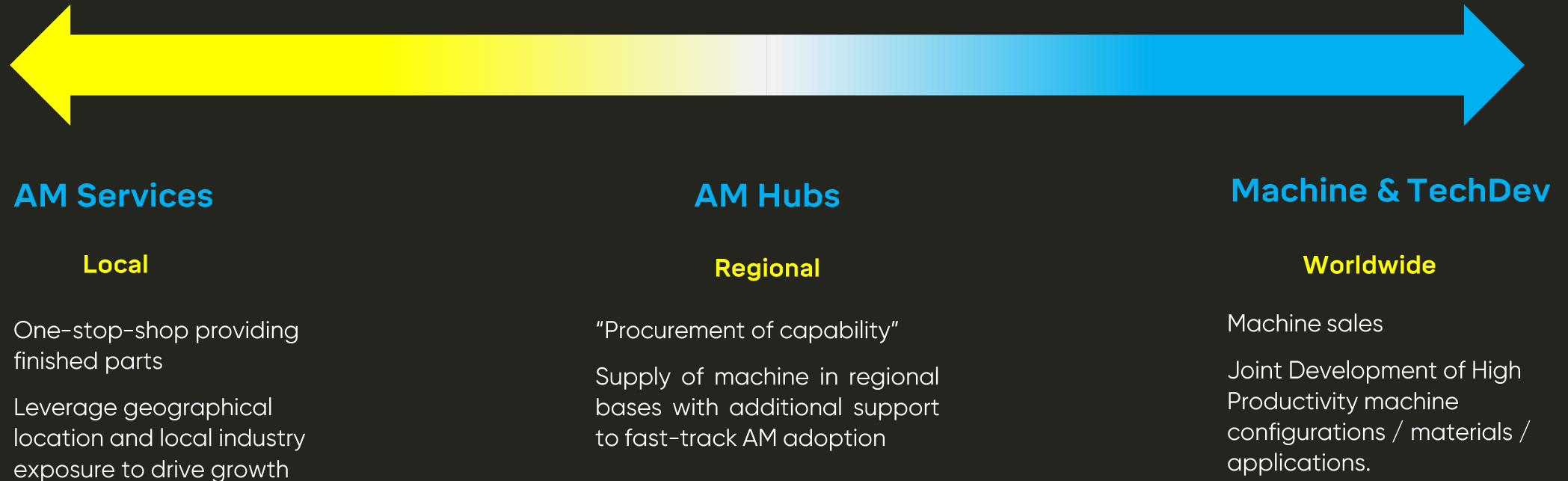
Rob Rettew  
Materials R&D Engineer, Technology Development PM  
Chevron Technical Centre



# Diverse AM Opportunities



Opportunities across the AM service scope, with printing services generating a pipeline for future machine sales and partnerships.



# 2023: Revenue & Partnerships



Partnerships being pursued across **application development, machine manufacture** and **technology commercialisation**.

Immediate **focus on revenue**, capitalising on near-term and local opportunities whilst pursuing broader commercialisation partnerships.

**Opportunity pipeline developed** in AM growth areas of energy, metals & mining, defence and infrastructure industries.

**Linkage between print services and machine sales**, creating medium-term machine opportunities in the local market.

**Continued R&D** planned, with a priority placed on **client-led projects** with near-term scaling potential.

# Why Invest in A3D

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Aurora Labs is the **only Australian L-PBF printer developer**, with the capability to provide both machine and printing services.

**Experienced** Board and Executive with an **outstanding technical team**.

**Multiple revenue streams** being pursued with an immediate focus on local opportunities.

Strong links to both **local industry** and the international AM ecosystem

**Macro trends are increasing & broadening AM adoption** towards A3D's application strengths, especially in Australia.

# Contact Us

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