# Aurora LABS



#### **DIRECTORS / OFFICERS**

#### **PAUL KEHOE**

Non-Executive Chairman

#### **DAVID BUDGE**

Managing Director

### **NATHAN HENRY**

**Executive Director** 

#### **DAVID PARKER**

Non-Executive Director

### **DICK HERMAN**

Non-Executive Director

#### MATHEW WHYTE

Company Secretary

21,000,000 Performance Shares

55,000,000 Ordinary Shares

## **ISSUED CAPITAL**

11,250,000 Company Options

It wasn't just the macro environment that impressed me. Aurora had developed two cutting edge technologies that gives them a major edge over their competitors. On the one hand, the small format printer has a low price compared to Aurora's competitors. The small format printers retail for US\$39,999 and US\$42,999 (excluding GST and shipping). Most

the large and medium format printers are designed to print fast. The large format printer is being designed to print up to 100 times faster than existing machines on the market.

competitor machines start in the vicinity of US\$100,000. On the other hand,

28 November 2016

# **CHAIRMAN'S AGM ADDRESS**

On behalf of the Board of Directors, it gives me great pleasure to welcome you to the inaugural Annual General Meeting of Aurora Labs Limited as a listed company.

I want to take shareholders back to December 2015. At the time, I had essentially retired from corporate life. I met David Budge and his team who at that time consisted of Nathan Henry and Jessica Snelling. The meeting was held in a tiny office cum warehouse in Myaree. There was a functioning 3D metal printing machine there but it looked (at least on the outside) rather simple and not the high tech gadget you would normally associate with the sector.

What particularly impressed me was the Aurora vision as encapsulated to me by David, Nathan and Jessica. They had seen that there was another industrial revolution coming. One where metal manufacturing was decentralised and in many cases cheaper and faster than traditional manufacturing. This was a world where certain complex parts could be built which are not possible to be built using traditional metal manufacturing methods. Also complexity essentially comes free in 3D printing as it costs about the same amount to build a 500 kg square block as it does to print a 500 kg intricate part. The major cost is the 500 kg of metal powder. Finally 3D metal printing can switch between metal powders to build a part made up of several types of metals, which is very difficult to achieve using traditional methods. Global metal manufacturing is estimated to be a US\$3.8 trillion industry . I could see that if even a small portion of that market could be replaced by 3D metal printing, the potential for Aurora was enormous.

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Aurora has attracted the attention of and has had direct dialogue with many global giants. It has been reported in the press that groups such as NASA, Siemens, Alcoa and Airbus have been in contact with Aurora. We believe that once the large format printing technology is proven by a working model, that deal flow will come. In the meantime, Aurora will sell its small format printers thus generating cashflow.

Unlike mining, construction, biotech and certain other industries, Aurora does not need to raise hundreds of millions (and in some cases billions) to get into production and start generating revenues. Aurora's technologies require very low CAPEX and the deposits paid on machines are expected to cover their build costs.

It was all these attributes that brought me out of retirement and to join the Board of Aurora as Chairman.

Just eleven months after first meeting David, Nathan and Jessica, just look at how far Aurora has come. They are now in new modern premises in Bibra Lake with two production lines in place. The team now consists of about 20 persons. The new small format printing machines are beautiful to look at and the current prints being produced are substantially better than the prints on the original prototype machine. If all this can be achieved in just eleven months, imagine what can be achieved in the years ahead. I see a big future for Aurora Labs.



Original Aurora team of Jessica Snelling, David Budge and Nathan Henry (with Wyatt Roy and Matt Taylor MLA) standing in front of prototype small format printer



Some of the current Aurora team with small format printer ready to ship

I want to now talk about the culture being created at Aurora Labs. Culture is very important as it is the glue which holds an organisation together and drives the performance of the business. It is this culture which has enabled Aurora to achieve so much in such a short time.

David and the team have created a culture of innovation. It is innovation which has generated the concepts that led to the creation of the small format printer and large format printer technologies. It is innovation which has led to the significant improvements made to these machines over the last eleven months. Aurora's innovation policy encourages

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employees to present new ideas on how things can be done better.

Aurora also has a very strong work ethic. It is common for the Board and employees to be working late into the night and on weekends. Employees often take work home to finish. There is a sharing of the workload with employees pitching in to help other employees who have a heavier workload than they may have. Nonetheless, Aurora values a healthy balance between work and family time and will ensure that an employee who may have had to work long hours will be given time off when times are quieter to enjoy their family time. Many of our employees and executives are on salaries below what they would receive elsewhere. They choose to work for Aurora because of the opportunities that Aurora presents.

Aurora has instigated an employee incentive plan to reward executives and employees for their innovation, performance and to attract and retain them. By aligning employees with our shareholders, we are encouraging them to grow with Aurora's financial and operational success.

The Aurora IPO was quite distinct from most IPO's in that none of the Directors or employees sold down stock as part of the IPO. Many of the Directors and employees bought shares in the IPO. We are believers that this is just the start of a long journey.

What lies ahead for Aurora in calendar year 2017? Aurora is rapidly progressing all regulatory steps required to ship our small format machines in the near future. We expect to be producing and shipping small format printing machines in 2017. A prototype of the large format printer is currently being built. We would hope to have a working prototype of the large format completed and ready for testing in early 2017. These things take time and sometimes despite best efforts time slippage occurs. The Board will always do its utmost to meet any published timeframes but will also be honest with its shareholders if timeframes can't be met for any reason.

In closing, I would like to sincerely thank our Directors and staff for their support in building the business. One of our Directors, Mr David Parker is retiring from the Board today and I would like to thank him for all his efforts. David played a very major role in putting together the Aurora IPO and worked tirelessly on it. His advice was invaluable to the Board.

David Budge will now be presenting a slide show on Aurora Labs. Shareholders are requested to refer to Investor Deck released to the ASX on 18 August 2016 for the contents of the presentation.

Paul Kehoe Chairman Aurora Labs Limited

# **ABOUT AURORA LABS**

Aurora Labs is an Australian based company specialising in the development of 3D metal printers, printer software and the supply of associated consumable materials. Aurora has primarily focussed on developing innovative 3D metal printing technology to address gaps in the current market for 3D metal printers. It is seeking to meet the market need for

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affordable small format printers, as well as for industrial grade, high speed, large format 3D metal printers that can be used in large-scale industrial manufacturing on a cost effective basis.

Aurora Labs is listed on the Australian Securities Exchange (ASX:A3D).

To learn more about Aurora Labs please visit: www.auroralabs3d.com

# **Forward Looking Statements**

This announcement contains forward-looking statements which incorporate an element of uncertainty or risk, such as 'intends', 'may', 'could', 'believes', 'estimates', 'targets' or 'expects'. These statements are based on an evaluation of current economic and operating conditions, as well as assumptions regarding future events. These events are, as at the date of this announcement, expected to take place, but there cannot be any guarantee that such events will occur as anticipated or at all given that many of the events are outside Aurora's control.

Accordingly, Aurora and the directors cannot and do not give any assurance that the results, performance or achievements expressed or implied by the forward-looking statements contained in this announcement will actually occur.