

## BUSINESS UPDATE

# US PIPELINE PROGRESS, CHEVRON SITE VISIT AND SOFTWARE DEVELOPMENT

AML3D (ASX:AL3), a global provider of large-scale metal additive manufacturing technology and solutions, is pleased to provide the following business update.

### HIGHLIGHTS

- **Large scale ARCEMY<sup>®</sup> system, in support of US Navy, to ship in June 2023 as AML3D delivers against OEM supplier strategy.**
- **US Department of defence alloy characterisation testing contract in support of US Navy submarine industrial base successfully moves into testing phase.**
- **Chevron Australia completes site visit and extends subsea pipeline fittings contract as AML3D looks to expand OEM strategy into Oil and Gas.**
- **Strategic investment in software suite to expand AML3D's IP, extend technology advantage and reinforce AML3D's position as a premium OEM supplier.**

AML3D Chief Executive Officer, Ryan Millar said: *"AML3D has a very clear focus on our OEM supplier strategy; scaling up our presence in the US Defence sector by supporting the US Navy submarine industrial base, in the first instance. We are making the final preparations to ship a large scale ARCEMY<sup>®</sup> X-Edition 6700 system ('ARCEMY<sup>®</sup> X') to Oak Ridge National Laboratory ('Oak Ridge') in Tennessee, a key partner to the US Navy and other global Tier 1 clients.*

*We have established and are working to expand the AML3D sales team based in the US, which reports to Kerrye Owen, VP of Global Sales, who has 24 years' experience in sales roles in the US and Australia, most recently as Senior Sales Manager with GE Digital. We are also leveraging the unparalleled US Defence network of our Value-Added Reseller partner Phillips Corp. From a standing start, in January of this year, we have developed a robust and growing early-stage US sales pipeline and are strengthening our understanding of how to convert these pipeline opportunities into contracts like the Oak Ridge ARCEMY<sup>®</sup> deal. We are in active negotiations around several additional OEM sales into the US Defence sector and I look forward to updating the market on our progress in due course."*

*While the US Defence sector is our key focus, we continue to support our global Tier 1 Oil and Gas and Energy customers, like Chevron Australia, who recently completed a site inspection at our Adelaide facility and extended the "T-Piece" subsea pipeline fitting contract. We have initiated early phase discussions with Chevron Australia on how the AML3D OEM strategy can be adapted to improve the effectiveness and resilience of their supply chains and the supply chains of their suppliers and peer companies. We are also underpinning our success in creating shareholder value through our OEM strategy by strengthening our software development team to ensure we remain the certified WAAM technology leader."*

### **US 'Scale up' strategy.**

AML3D announced its entry as an OEM supplier to the US Defence market in February 2023, with the \$1 million sale of a large scale ARCEMY® Wire Arc Additive Manufacturing metal 3D printing system to support the US Navy's submarine industrial base. The order for this ARCEMY® X to be installed at Oak Ridge was placed by BlueForge Alliance, a US Department of Defence intermediary supporting the acceleration of advanced manufacturing technologies. Oak Ridge is a key partner to the US Navy and other US global tier 1 clients. AML3D is finalising the assembly of the ARCEMY® X which is scheduled to be shipped to Oak Ridge in early June, followed by a commissioning process prior to being production ready in September 2023.

In parallel to the commissioning of the ARCEMY X system to make it production ready, BlueForge Alliance also signed an alloy characterisation and testing contract to demonstrate ARCEMY® X 3D metal printed components meet the standards required for the US Navy submarine program. The alloy characterisation phase of this contract has been completed and the alloys for the US Navy are now ready to move into the testing phase.

The continuing successful delivery of these early US Defence contracts is helping to drive the rapid expansion of AML3D's US sales pipeline, with multiple additional US Defence contract negotiations now underway. AML3D is maximising this massive and high growth US opportunity by expanding its direct sales and service presence in the US and leveraging the established and extensive Defence network of our Value-Added Reseller ('VAR') partner, Phillips Corp. The VAR agreement was signed in April 2023 and has already added several significant US Defence leads to AML3D's US sales pipeline. The combination of AML3D's existing relationships with global Tier 1 companies in the US Defence, Marine and Aerospace sectors and our VAR partner's network is also rapidly expanding non-defence OEM sales opportunities that further support AML3D's US scale up strategy.

### **Chevron site visit**

AML3D expanded its presence in the global Oil and Gas sector by signing a contract to supply 2 high strength, prototype pipeline fittings to Chevron Australia Pty Ltd ('Chevron') in November 2022<sup>1</sup>. The components are being 3D metal printed and will continue to proceed to independent mechanical testing designed to validate their suitability for use. The contract has been extended to include some additional piping to enable comprehensive independent testing. AML3D considers the oil and gas sector represents an opportunity to target additional, non-US Defence revenues, through AML3D's OEM strategy.

### **ARCEMY platform software development**

In order to build on the current successful delivery of AML3D's OEM model the company's strategy includes maintaining the ARCEMY® system's technology advantage over the medium and longer term. AML3D's proprietary WAAM software is core to our technology advantage, and we are delivering on our goal to expand software development. 3Q we expanded our capability with the addition of three software engineers as we build out a

<sup>1</sup> AML3D Limited, '[Chevron order expands AML3D's presence in oil and gas sector](#)' (ASX: 17 November 2022)

feature-rich software platform that will maintain our position as a technology leader, broaden the manufacturing use cases AML3D's solutions can address and meet our clients' requirements for an enhanced ARCEMY® platform.

In parallel, we are continuing to work to secure AS9100D certification to further enhance AML3D's technology advantage and increase our relevance to our global Tier 1 Aerospace and Defence clients. Achieving AS9100D certification is also expected to create opportunities to win new clients in these sectors.

### Outlook

AML3D is confident our strategy to focus on building our position as an OEM supplier to the US Defence industrial base, in the short term, will result in additional contracts for the deployment of ARCEMY® systems and associated testing and characterisation contracts. AML3D is also confident the massive scale of the opportunity within the US Defence Industrial base will create significant opportunities over the medium to longer term, when the company also expects to be deploying enhanced ARCEMY® systems and testing contracts to global Tier 1 customers in the Energy, Oil and Gas, Aerospace and Marine sectors.

AML3D's manufacturing facility in Adelaide continues to deliver on its current orders booked and to create additional opportunities to expand our OEM strategy while maintaining the capacity to satisfy any requirements for component manufacturing from our existing or, potentially, new clients.

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This announcement has been authorised for release by the Board of AML3D.

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#### About AML3D Limited

AML3D Limited, a publicly listed technology company founded in 2014, is disrupting metal part supply chains using the Company's patented Wire Additive Manufacturing (WAM®) process. WAM® combines state-of-the-art welding science, robotics automation, materials engineering and proprietary software to lead metal additive manufacturing globally. AML3D is the OEM of the ARCEMY® industrial metal 3D printing systems. ARCEMY® uses WAM® to provide advanced, automated, on-demand, point-of-need 3D manufacturing solutions that are more efficient, cost-effective and have better ESG outcomes compared to traditional casting, forging and billet machining processes. ARCEMY® is IIoT and Industry 4.0 enabled to allow manufacturers across Aerospace, Defence, Maritime, Manufacturing, Mining and Oil & Gas to become globally competitive. AML3D also provides metal 3D printing design engineering services, software licencing, technical support, consumable sales and contract manufacturing services.