

**Company Presentation** 



**NORSK TITANIUM** 

January 2023

# We are innovating the future of metal alloy manufacturing



Forging then

High labor and energy input



Forging now

High capital and energy input



Rapid Plasma Deposition® (RPD®)

Disruptive technology

### A parts manufacturer with proprietary additive technology



### The Perfect Storm

- Global shortage in aerospace grade Titanium
- · Increasing production demand
- Recession fears limiting investments in production

### Solid platform for growth

- · Global leader in additive manufacturing
- Established forged equivalent material spec
- Fully built production facility in New York

### Rapid revenue growth

- On-contract with Airbus (1Q 23) and Boeing
- On-contract with US Defense contractor (2Q 23)
- On-contract with ASML supplier

more than 50%

Material savings

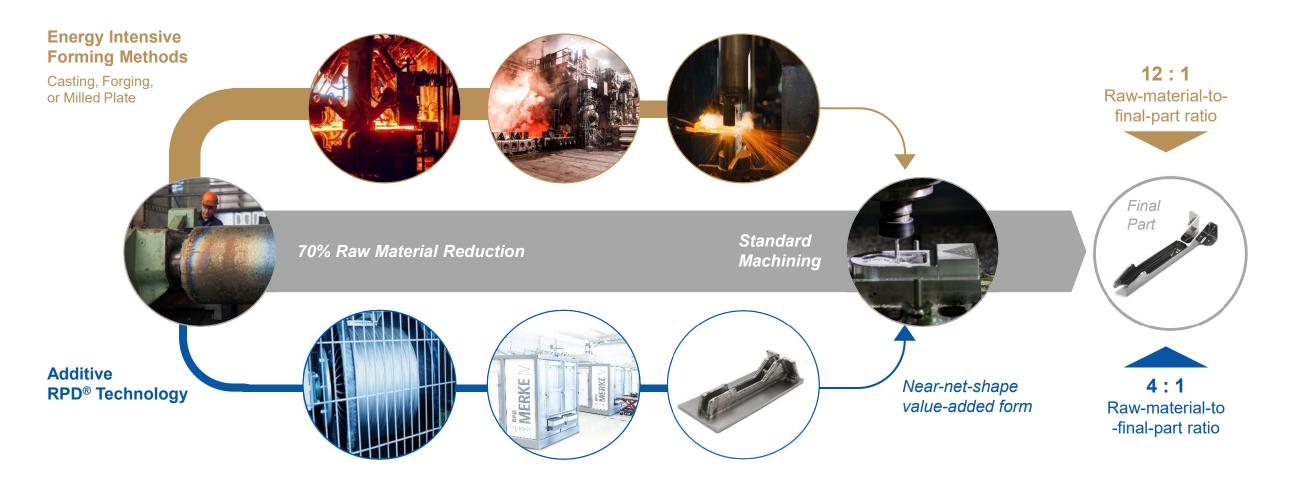
700 MT
Production capacity

USD 150m 2026 Revenue Target

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## Inserting 3D printed parts in existing industrial supply chains







700 MT annual capacity ready for production

### Plattsburgh, New York, USA

- World's largest additive manufacturing facility, focused on manufacturing customer parts
- 620 MT annual capacity across 31 RPD® machines
- Separate qualification facility for Defense

### Eggemoen, Ringerike, Norway

- Focused on research and development of new technologies for additive manufacturing
- 80 MT annual capacity across 4 RPD® machines
- Own metallurgy lab

# Our 3D printed Titanium parts already flying

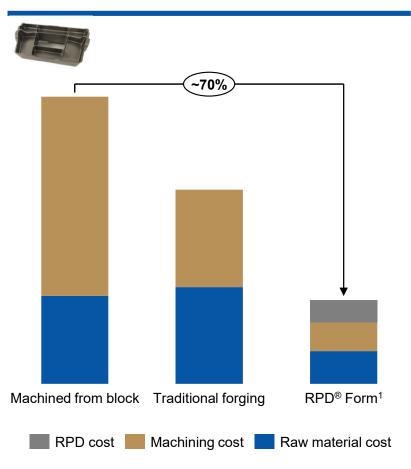




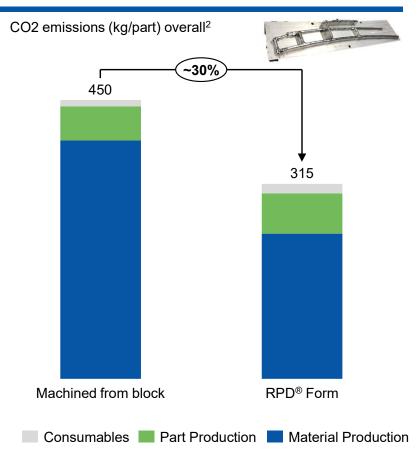
Aerospace Materials Specification (AMS) 7004 / 7005



### Cost reduction - illustration



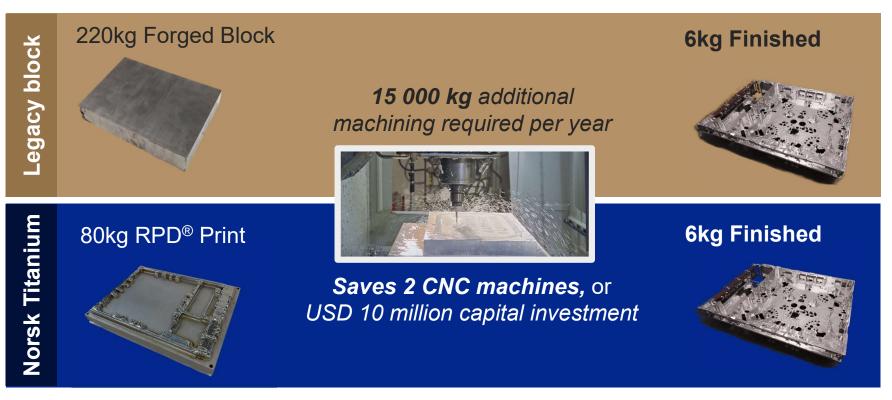
### Environmental impact reduction

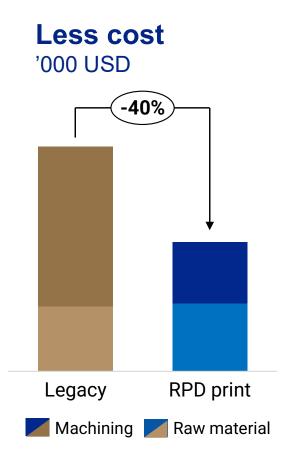


### In-Production: ASML Carrier Tray



### **Less CNC machinery required**



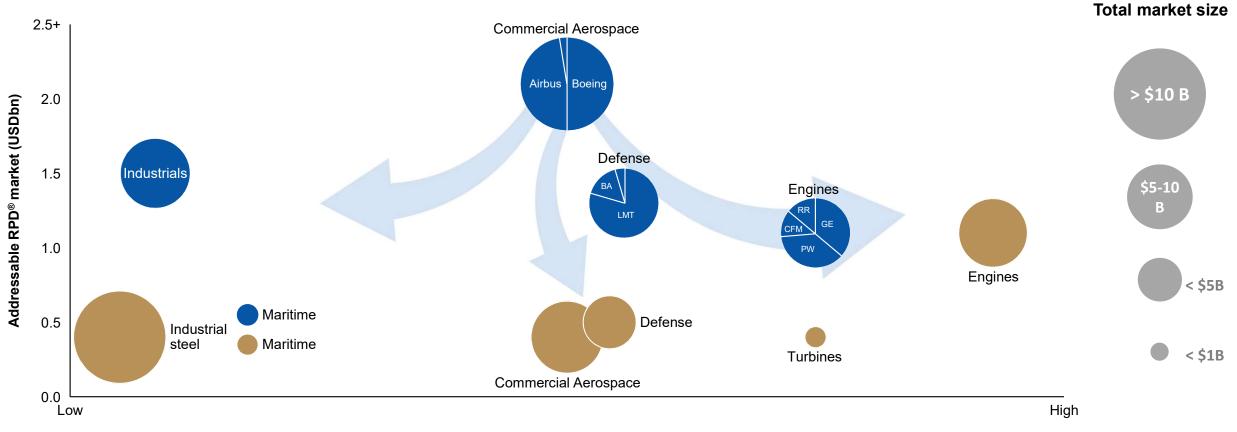


## Commercial aerospace enables us to go anywhere



#### Large potential market for 3D printed parts

● Ti6-4, Titanium Alloys ● Other Alloys



**Industry complexity** 

### Current progress: Commercial aerospace



### **Airbus**

Production orders through Airbus tier-1 supplier pending final qualification with Airbus expected 1H 2023:

- 1st order: Two part numbers to be installed (~300 pieces on order)
- 2<sup>nd</sup> order: Recurring production for two new parts in discussion
- 3<sup>rd</sup> order: Recurring production for one large part in discussion

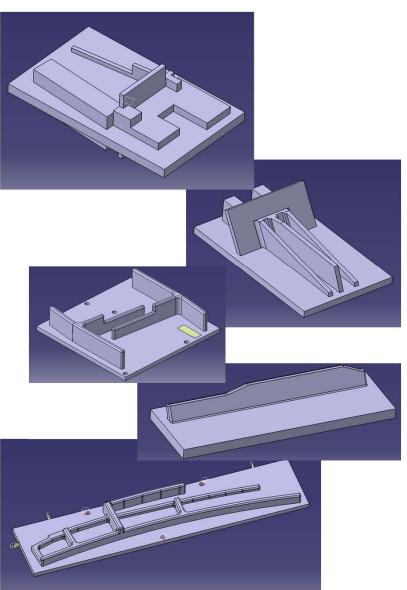
Initiated discussions with additional Airbus tier-1 supplier to transition parts into production

### **Boeing**

- 7 part numbers on-contract for the Boeing 787 Dreamliner
- Proprietary applications in development

### Safran

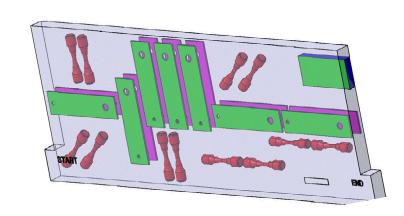
- High level 2023 development plan
- Next steps; detailed scope and agreement



### Airbus machine qualification status

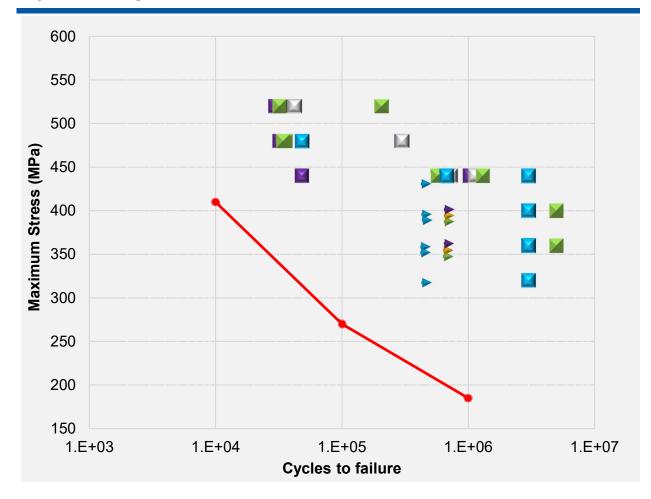


### **Test Plan Summary**



- ~250 Test Points
- Airbus approved supply chain & test house
- Testing progressing as planned

### **Typical Fatigue Results**



### Current progress: Defense



### **US Department of Defense Prime #1**

- Basis of qualification established
- First production deliveries this year
- Specification published
- On approved supplier list

### **General Atomics**

- Continued support from AM organization; Goal remains to replace legacy primary structure components
- Development part delivery 2Q23





### Current progress: Industrial & emerging markets



### **ASML**

- First model of carrier tray in production
- Working under contract to deliver second generation of carrier tray RPD form
- New model carrier tray development to start next month
- Second ASML supplier, relationship established

### **Other Significant Pipeline Opportunities**

- Developing RPD® form optimized components for eVTOL applications
- Long term opportunity; 8,000 annual deliveries
- MRO development in evaluation with European Defense customer; first customer funded MRO effort
- Energy, automotive, heavy machinery applications in study with new customers



First Carrier Tray at PPC, Dec 7



**eVTOL** 

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European Defense Repair part

# Well defined and structured path to diverse growth



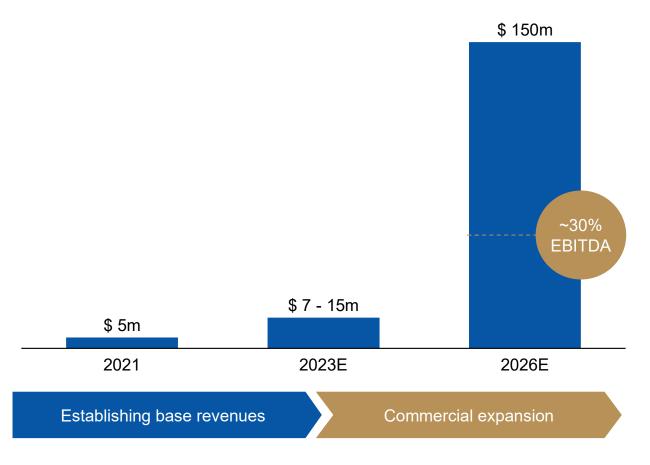
		2017 - 2020	Growth stage	Commercial scalability
Technology Readiness	Qualified Capacity	<ul> <li>✓ Intelligent design software design and release</li> <li>✓ Production data and analysis tools</li> <li>✓ G4 Large (G4L) build</li> </ul>	<ul> <li>G4L qualification</li> <li>RPD™ "By the hour"</li> <li>Intelligent design software expansion</li> <li>Digital production</li> </ul>	<ul> <li>Machine leasing / sales concept</li> <li>Next generation machine qualifications</li> <li>Rapid alloy development sales</li> </ul>
	Product	<ul> <li>✓ Part specific qualification</li> <li>✓ Additional material qualification testing</li> <li>✓ AMS specification</li> </ul>	<ul> <li>Additional part qualifications</li> <li>New OEM products for sale</li> <li>Rapid alloy development</li> </ul>	<ul> <li>New alloys qualifications and sales</li> <li>Engine component qualification and sales</li> </ul>
Commercial Application	Market	Aerospace Structural aircraft components	Defense Industrial Applications	Engine components Design for RPD™
	٩	RPD™ 1.0	RPD™ 2.0	RPD™ 3.0
	RPD™ Roadmap	√ 3 months production time	√ 4 weeks production time	✓ Print in a day
	RP	✓ Basic automation (G4)	✓ Continuous automation (G4L)	✓ Highly centralized control methods
		✓ Static parts	✓ Larger parts, double sided printing	✓ Next level process monitoring

### Progressing towards long-term targets



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### Long-term revenue targets



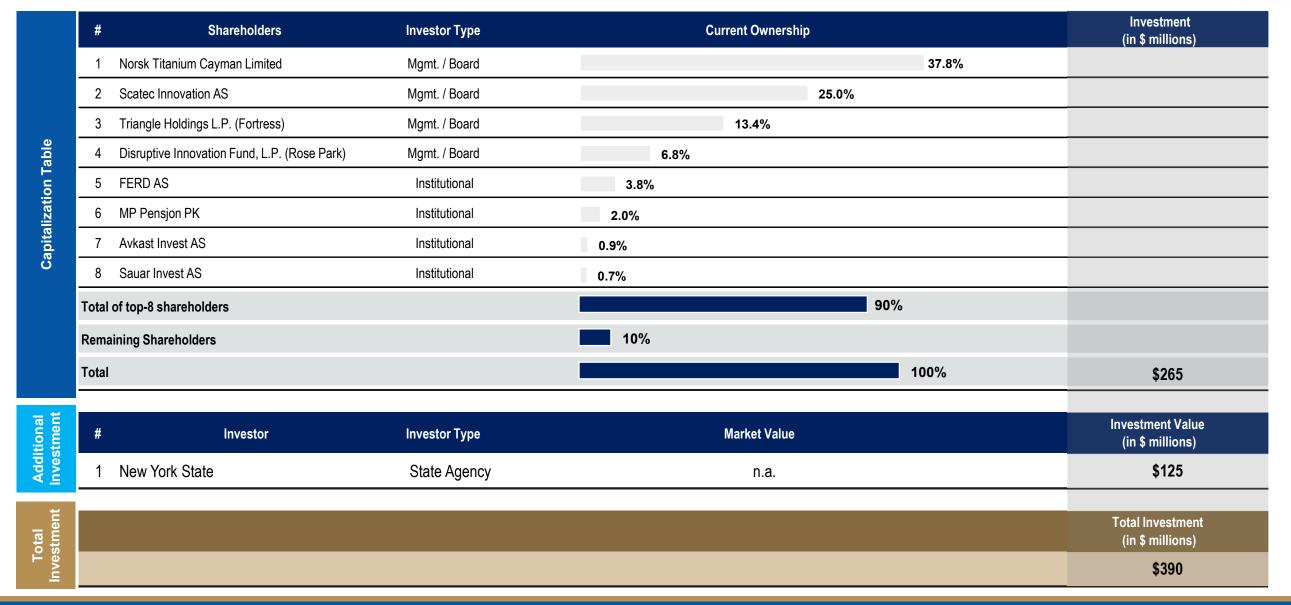
Revenue expansion pending product qualifications, contract awards and deliveries of produced parts

- Technology adoption in 2023
  - Revenue from programs currently in development and qualification
- Mass additive manufacturing by 2026
  - Expansion within Commercial Aerospace,
    Defense and Industrial industries
  - Utilizing only ~50% of current capacity

Establishing a long-term target EBITDA margin of ~30% beyond commercialization

# Key stakeholders have invested USD 390m over 15 years







An additive process designed for our greener future

Each RPD machine saves 2 GWh in energy consumption representing 1,100 MT of CO<sub>2</sub> emissions annually<sup>1</sup>

### **Less Material**

RPD® process delivers a near net shape preform with significant raw material savings.

### **Efficient Forming**

The Merke IV ® additive machine uses less energy to produce the desired shape

### Less Machining

Near net shape preforms require less machining time, reducing energy consumption, coolant use, and tool wear

# Norsk Titanium by the numbers



USD 400m invested



USD 70m market cap.



100+ employees



**35 machines** experience



US & Norway locations



**700 tons** capacity



15 years experience



3 markets presence

**Norsk Titanium's** additive manufacturing technology is a game changer for manufacturers















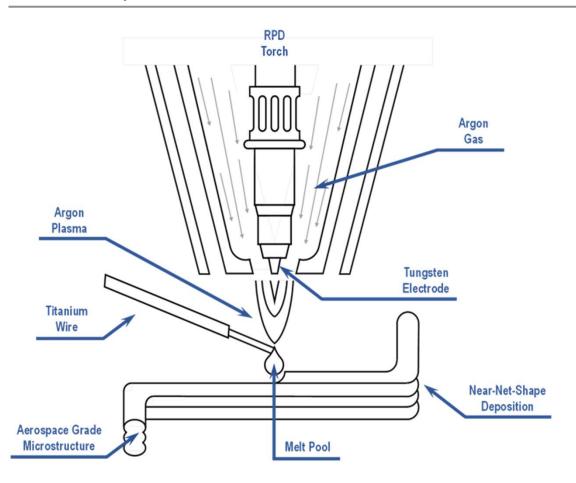


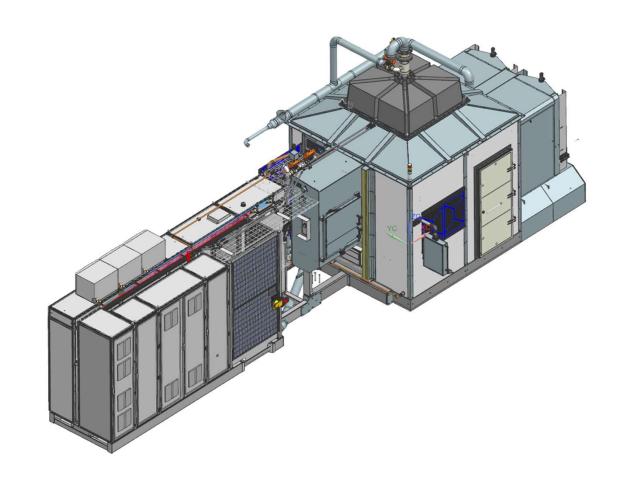
Appendix

# Norsk's Rapid Plasma Deposition (RPD®) technology



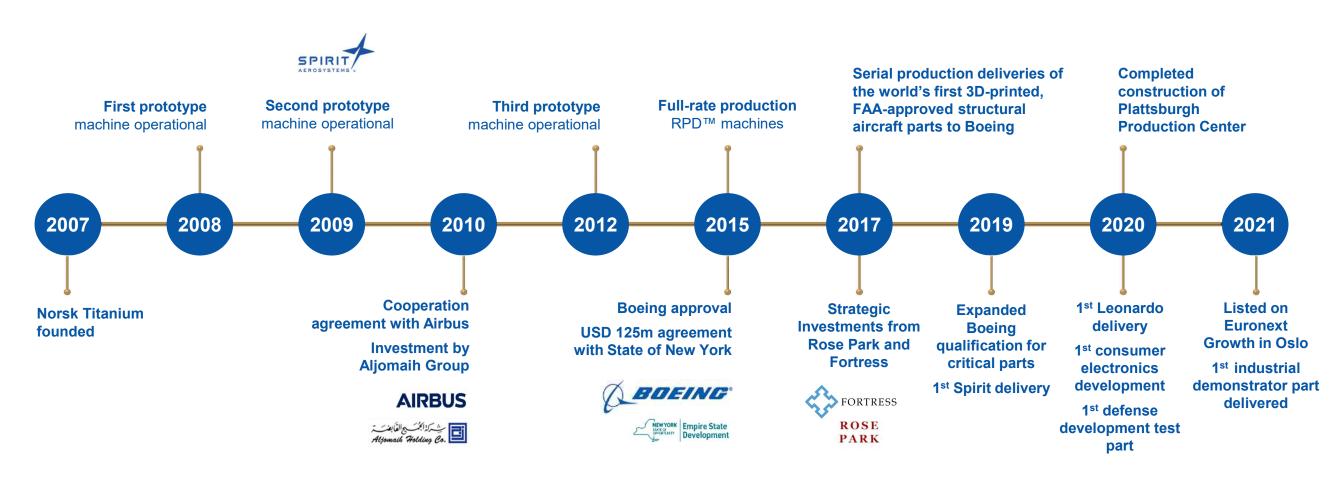
#### Norsk's RPD® process





# Matured RPD® technology setting industry standards





## Technology platform enabled by a digital backbone



### **Proprietary and protected manufacturing platform**

Technology developed over two decades – 169 confirmed patents and 55 patents pending



### Massive design parameter library

Design parameter database supports licensing and recurring revenue streams / service model

### **Terabytes of production data**

Multiple years of production history provides testing data required for challenging applications 600 production signals monitored at up to 1,000 Hz







#### **Certified process**

Terabytes of data support qualifications (e.g. FAA, Boeing) and full part lifecycle traceability



### **Machine-to-machine equivalency**

Digital process controls support machine-to-machine equivalency and process certification

### Global technology leader additive manufacturing for metals

# Material specifications

Superior metallurgy published by SAE<sup>1</sup> and AMS<sup>2</sup>

### State-of-the-art machines

Strong global patent portfolio

Machine-to-machine

qualification

### Innovative RPD Builder™

Software Development Kit enabling customers to independently design parts

# Data platform driving automation

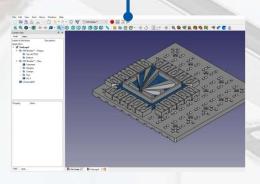
Quality assurance and distributed production

# Driving Industry 4.0

Scale to produce cheaper parts in custom batches









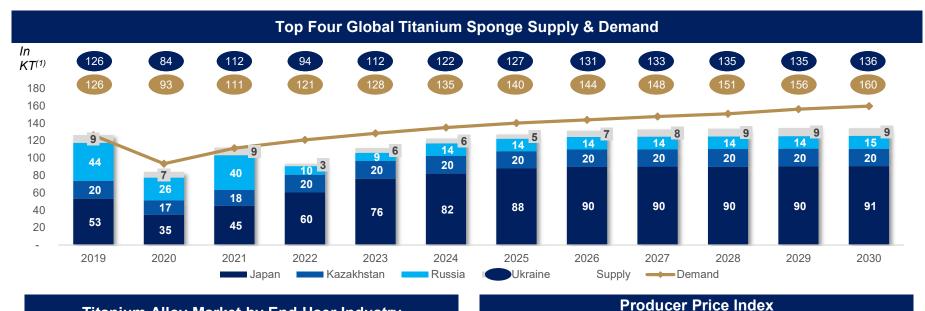


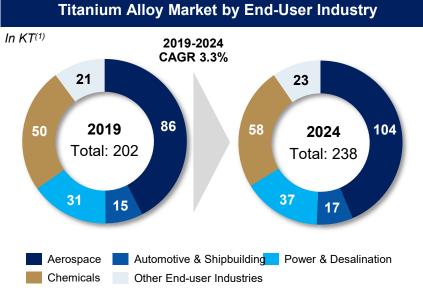
# RPD® technology helps solve titanium supply challenges

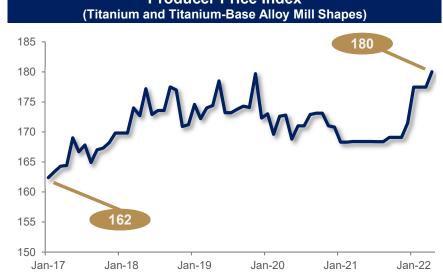


#### **Select Commentary**

- Use of titanium mineral concentrates is tied to production of titanium dioxide pigments that are primarily used in paint, paper, and plastics
- Global titanium sponge primarily supplied by select key players based in Ukraine, Russia, Kazakhstan, and Japan
- Russia / Ukraine conflict expected to cause supply shortage between 2022 and 2030
- Both supply shortage and titanium price volatility speaks to the need for efficiency in titanium use
- 3x increase use of titanium in production of Boeing aircrafts over the past 40 years







# Norsk's technology is certified for production and has set industry standard for 3D printing of metals



#### **Industry material standard**



"We are always looking at the latest technologies to drive cost reduction, performance, and value to our customers, and **Norsk Titanium's RPD™** capability fits the bill in a new and creative way."

John Byrne, VP Airplane Materials & Structures, Boeing







Aviation Week 2018 Award Winner



AMS 7004 & 7005



Additive Material Specification Development Committee



**American Welding Society** 



Frost & Sullivan 2017 European Innovation Award

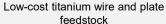


Notable achievements

### RPD® is benefits versus other technologies



**Rapid Plasma Deposition** (4:1)





kg raw input

RPD™ printer vields near net shape with less CNC machines required





Batch of finished parts completed



1 kg final part

Homogenous material quality

- High-rate serial production (5-10kg/hr)
- Lower capital and tooling
- Just-in time manufacturing
- Mass customization
- 30+% lower carbon footprint

**Traditional** metal 3D printing (1.5:1)

Most 3D printers start with expensive powder (\$150-600/kg)



1.5 kg raw material input

Slow rate printers sufficient only for rapid prototyping



Slow rate print

Printer outputs a finished part



l ka final part

Only 8% of the block remains in

the finished part

1 kg final part

✓ Complex finished part

- ✓ Smaller carbon footprint
- X Slow print rate (0.1-1.0 kg/hr)
- X No serial production
- X Inconsistent material quality
- X Lack industrial scale

**Traditional** (12:1)

titanium forging

Traditional titanium machining (12:1)

Forging starts with a block



Machining starts with Ti

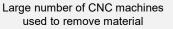
12 kg raw input

Forged using a >\$95m press and CNC machines removing material



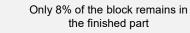














1 kg final part

- ✓ Homogenous material quality
- ✓ Scalable serial production
- X Costly material waste
- Extremely high capital and tooling cost
- X Inflexible, long lead times
- X Significant carbon footprint

✓ Homogenous material quality

- X Costly material waste
- X High capital and tooling cost
- X Slow, long lead times
- X Significant carbon footprint

# State-of-the-art facilities located in Plattsburgh, NY State



#### **Plattsburgh Production Center (PPC)**





#### Plattsburgh Development and Qualification Center (PDQC)



# Partnerships with industry-leading companies and institutions



#### Relationships































#### **Development Partners**













esa

**European Space Agency** 











































# Agreement with New York State will support \$300M+ of Norsk's manufacturing revenues



#### **NY State relationship**

- Fort Schuyler Management Corporation (FSMC) has funded a \$125M capital investment from New York State for Norsk
- The funding has been used to purchase \$75M of equipment and to outfit two Norsk production facilities worth \$50M
- Almost all of the capital has been successfully deployed and is supporting Norsk's active production facilities, all of which are available for operation



Now, Norsk Titanium has groundbreaking technology ... Norsk Titanium manufactures products less expensive... very little waste.

Governor Andrew M. Cuomo, New York

Norsk's history with NY State 2015 Alliance agreement Master Equipment Purchase Agreement 2016 2017 **Amendment to Master Equipment Purchase Agreement** 2020 **Completion of the Plattsburg development center** 

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