

# AML3D SCALES UP US SALES CAPABILITY AND ACCESS TO DEFENCE SECTOR

## HIGHLIGHTS

- **AML3D signs US value-added reseller agreement with Phillips Corp., a leading manufacturing and sales partner to the United States Federal Government.**
- **Phillips will be a value-added reseller of AML3D's ARCEMY® system to all branches of the US Defence forces.**
- **AML3D gains immediate Defence market access at scale through Phillips' specialised Federal sales division.**

AML3D Limited (ASX:AL3) ("**AML3D**" or "**the Company**") is pleased to announce it has signed a value-added reseller ("**VAR**") agreement with Phillips Corporation ("**Phillips**") specifically targeting the US Federal Government sector. Phillips is a leading service provider and manufacturing reseller partner to the United States Federal Government and will be a reseller of AML3D's ARCEMY® systems, focusing exclusively on selling ARCEMY® systems into the United States Federal Government, including the US Navy, Airforce and Army.

AML3D's US sales team will work with Phillips' federal sales division to co-sell and leverage Phillips' long-standing relationships with the US Department of Defence to accelerate the development of a US ARCEMY® sales pipeline. The Phillips federal team will be upskilled to enable Phillips to provide depth in frontline ARCEMY® service and support in the US alongside the AML3D team.

The Phillips VAR agreement will run for an initial term of 18 months and is renewable after the initial term. Under the agreement, AML3D will not pay a distribution fee to Phillips, however Phillips, through this reseller agreement, will achieve a margin based on the difference in price between the sale price to the end customer and the wholesale price that AML3D supplies the ARCEMY® systems. All other terms are standard for an agreement of this nature.

The significance of this announcement is the entry of the parties into an exclusive resale agreement for the US Federal Government sector for the initial term that focuses on developing sales opportunities in the United States for AML3D's ARCEMY® systems. It is also pleasing to note recent announcements relating to the development of the AUKUS defence partnership between the US, Australia and Britain, will underpin demand within the US Navy submarine industrial base. The Phillips reseller agreement is non-exclusive in sectors outside of the US Federal Government.

In parallel with supporting Phillips federal sales division, AML3D' will continue to invest and build out the Company's direct sales team and technical service capability in the US. AML3D's sales team will leverage its pre-existing US Defence, Aerospace and Maritime relationships to build deep, trusted relationships directly with clients and focus on ARCEMY® sales and servicing opportunities similar to the recent sale of an ARCEMY® X-Edition 6700 system to support the US Navy's submarine industrial base.<sup>1</sup>

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<sup>1</sup> AML3D Limited, '[AML3D Enters US Defence Industry with ARCEMY Sale](#)' (ASX: February 2023)

AML3D CEO Ryan Millar said:

*"I am excited by this important announcement, particularly against the backdrop of the recently announced AUKUS defence partnership. Phillips is the perfect partner to help rapidly scale up ARCEMY® system sales through their federal sales division across the United States Federal Government, including all branches of the US Defence forces. Phillips' deeply entrenched relationships as a long-standing and trusted partner and supplier of manufacturing solutions will allow AML3D immediate access to the US defence sector at scale. This is an incredible opportunity to expand our reach and sales presence through a dual-track strategy comprising our direct sales team and our partner Phillips' federal sales team. Driving adoption of our ARCEMY technology across the US Navy, Airforce, and Army is a key scale-up objective for AML3D. The agreement with Phillips builds on AML3D's recent success securing a contract to supply an ARCEMY® 'X-Edition 6700' system to support the US Navy's submarine industrial base. I look forward to providing further updates as we deepen our presence and partnerships in the US."*

Alan Phillips, Chairman and CEO of Phillips Corporation, states,

*"We are very pleased to join forces with AML3D. Their unique technology and capability add outstanding dimensions to our strong portfolio of additive manufacturing solutions supporting Phillips Federal's customers throughout the USA's Defense Industrial Base. AML3D's product line-up is an optimal fit for customers seeking to enter or expand upon their additive manufacturing capability. This is a very exciting time in the rapid evolution of additive manufacturing. We are pleased to be collaborating with AML3D and together being vital contributors to the global additive manufacturing revolution."*

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.

**About Phillips Corporation**

For more than 60 years, federal government, private sector industry and education leaders have trusted the experts at Phillips Corporation to solve their greatest manufacturing challenges. Our mission is to create legendary value for the manufacturing community by unlocking solutions to propel capabilities, profitability and productivity. Phillips represents a robust combination of equipment, applications expertise, and services that are well-suited to meet the growing range of present and future additive and subtractive manufacturing applications requirements. Learn more about Phillips at [www.phillipscorp.com](http://www.phillipscorp.com)