



Bringing 3D  
printing into the  
everyday



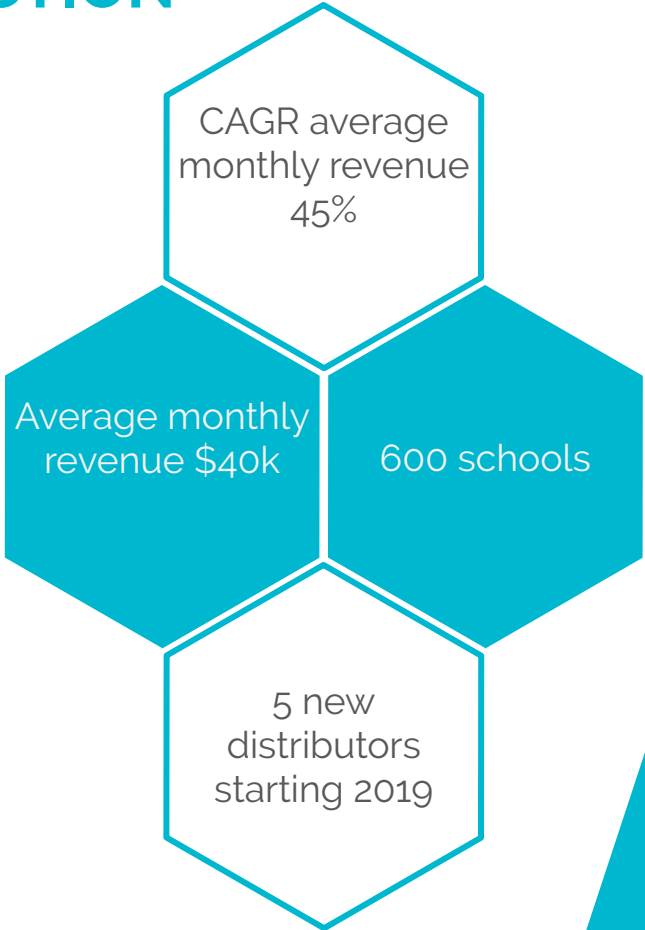
# ABOUT US

Me3D provides 3D printing solutions to support the use of 3D printing across multiple applications by making 3D printing a highly accessible tool. We are at the point of scale up of our, in-market 3D printing software solution, **BuildBee**. We are now negotiating for it's integration with OEM hardware manufacturers. This solution is hugely scalable to all sectors and applications of additive manufacturing and is the world first fully secured, cloud-based platform incorporating machine learning for mainstream 3D printing.

Additionally, our Edutech solution side of the business is a cash flow positive business (integrated hardware/software/services) with a presence across 5 countries in primary, secondary and tertiary education.



# TRACTION



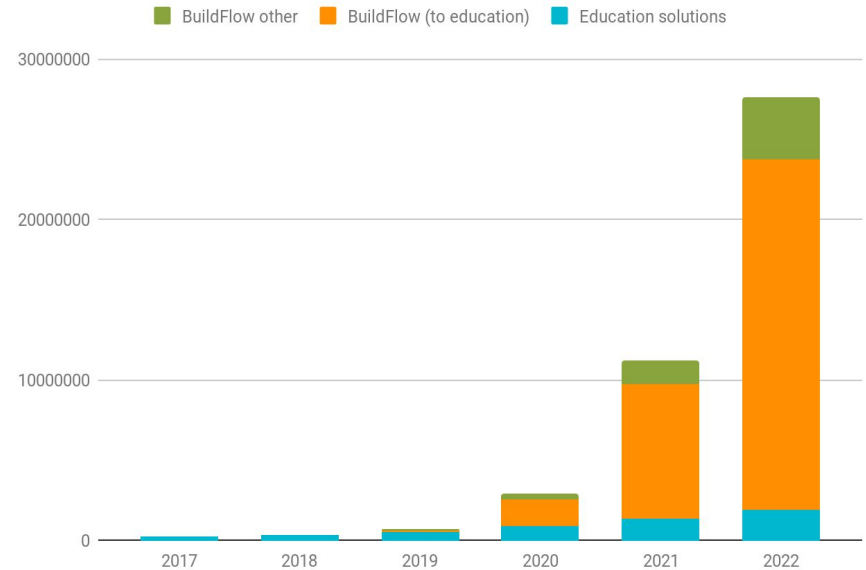
# GROWTH

Education distributor deals are in place for Singapore also covering Malaysia, Indonesia, Vietnam and Cambodia (covering 220,000 schools).

Me3D joined the Singapore Austrade Landing Pad program from January 2019 to establish a strong ASEAN presence.

Distribution deal underway in China (reaching 500,000 schools) and establishing our first manufacturer B2B customer for inclusion of BuildBee Online with their printer hardware.

First classroom established in Taiwan in conjunction with partner SMART Technologies March 2019.



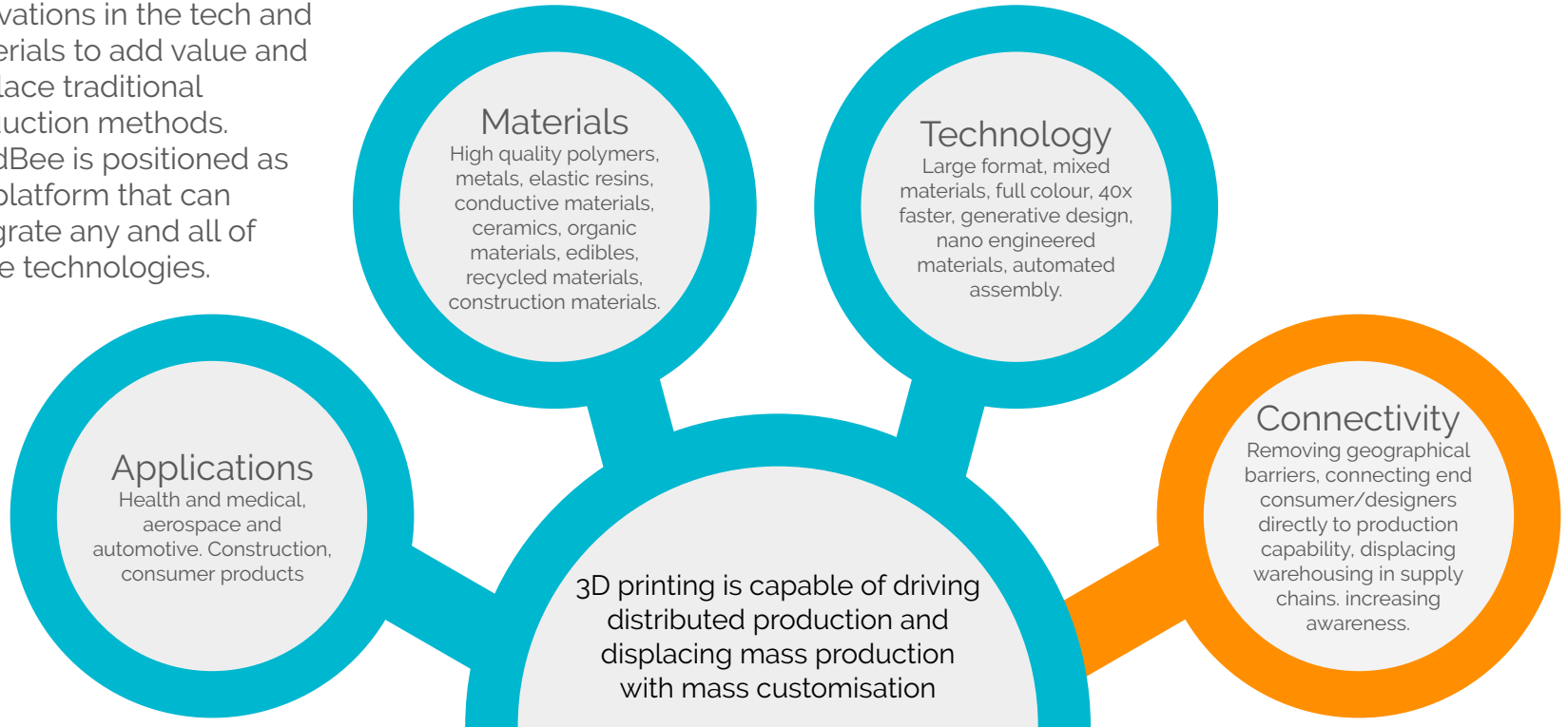
Based on existing education solution sales pipeline and 4 years of historical growth we are forecasting \$1.4 AUD for FY21. BuildBee SaaS revenues could conservatively see Me3D generating close to \$10m revenue by FY21, mostly from the education sector but expanding into other segments

# THE TIME IS NOW

After an initial hype cycle, 3D printing is now poised with the right mix of innovations in the tech and materials to add value and displace traditional production methods. BuildBee is positioned as the platform that can integrate any and all of these technologies.

"[3D printing will mean the] elimination of shipping and of buffer inventories...goods will be infinitely more customized....Under a model of widely distributed, highly flexible, small-scale manufacturing, the daunting advantages [of mass manufacturing] become liabilities."

Richard D'Aveni *Harvard Business Review*



# BROAD 3D PRINTING MARKET

**4mill**

estimated  
desktop 3D  
printers in  
market  
today<sup>^</sup>

**15mill**

estimated 3D printers in  
market by 2025 with **30%  
CAGR<sup>^</sup>**

**\$33bn**

2017 global export value  
of currently 3D printable  
consumer goods - 4% of  
all exported goods\*

**BuildBee**  
can be the  
Gateway  
service to  
underpin  
**ALL** of it!

<sup>^</sup> extrapolated from Wohlers Report 2018, unit sales 2013-2019

\*UN Comtrade 2017 & estimates of suitable products for 3D printing with only desktop grade current technology

# EDTECH & 3DP GROWTH TRENDS

**\$2bn<sup>†</sup>**

Global educational 3D printing technology expenditure by 2021

**\$125mill<sup>^</sup>**

SEA (excl CHN) educational 3D printing expenditure by 2021

**\$70m**

High/primary schools AU/SG + International schools SEA @avg purchase value +

**\$6m ARR** by 2021

University engineering degrees unilaterally have 3D printing courses

**17.0% pa** projected growth in education technology spend\*

**28% CAGR\*** 3D printing in education 2020

<sup>†</sup> Worldwide Spending on 3D Printing - IDC 2019

<sup>^</sup> World Bank IBDR education spending ratio applied to total 3DP education market

\* Worldwide Spending on 3D Printing Will Reach \$13.8 Billion in 2019

# WHAT HAS BEEN HOLDING 3DP BACK?

For 3D printing and distributed manufacturing production to become a disruptor, the industry needs to create shared experience and domain knowledge. While a mass manufacturer has hundreds of thousands or millions of iterations to perfect their production processes, 3D printing is inherently singular or low run in nature. BuildBee brings the learning of a mass network of producers to the very next individual print. Minimising error and waste and continually improving the outcome every time a user anywhere prints.



## End Users

- Big learning curve
- No formal training
- Frustration

- Inconsistent results
- Damaged printers
- Time/materials wastage



## Suppliers/ distributors/ manufacturers

- Cost of returns/ warranty claims and support
- No data on behavior of end users
- No link to onsell to end users



## Fleet Managers

- User inexperience => breakages & downtime
- Limited visibility of their devices
- No data or predictive analytics for maintenance cycles and materials



## BuildBee API

3D print anywhere on the web

**READY FOR LAUNCH**

### **Merchandisers/Designers**

Enables the web as a 3D printable marketplace. Building on our existing secure tools, the API powers the disruptive change of supply chains and retail purchases

## BuildBee retail

Sales actions at key moments of engagement

**READY FOR LAUNCH**

### **Manufacturers/Distributors**

In-app purchases/deals for BuildBee users for recommended hardware, consumables and targeted services at the right time

## BuildSense

Data driven decisions

**END 2019**

### **Manufacturers/Distributors/Fleet managers**

Generates data driven insights and feedback. Creates a marketable reason for manufacturers to make BuildBee enabled printers

## BuildBee ENTERPRISE

Connects extensive user and printer networks with managed rights

**NOW AVAILABLE**

### **Schools/Bureau services/Commercial fleets**

Empowers managers to securely open up their hardware to on site, off site or even globally distributed user groups.

## BuildBee ONLINE

The interface between user and 3D printed output

**NOW AVAILABLE**

### **Consumers/students**

Eliminates the barriers to entry and enables the mass marketing of 3D printing at consumer level

# PRODUCT STRATEGY

# BuildBee ONLINE



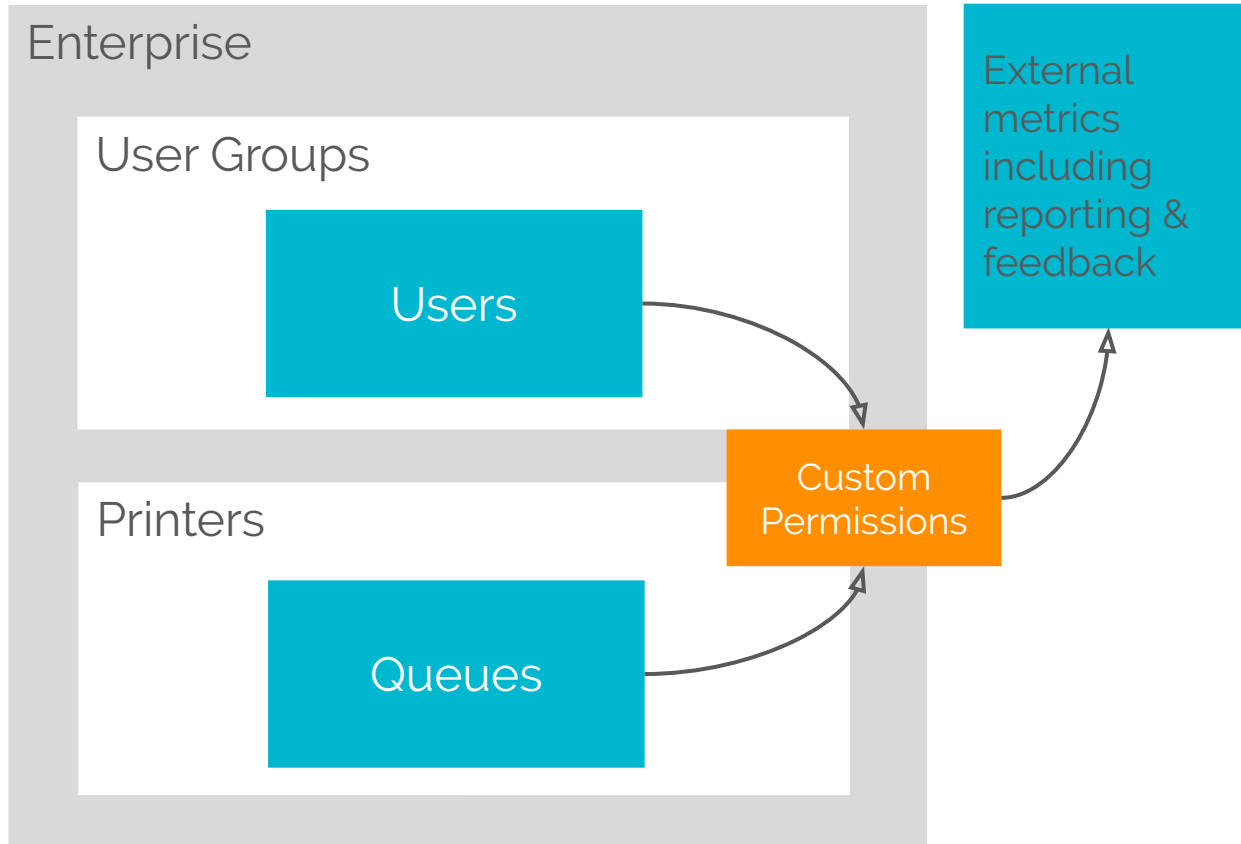
## SLICK USER PLATFORM

BuildBee *Online* is a beautifully designed, cloud based 3D print control software designed to reduce the entry level user skill required to adopt 3D printing.

BuildBee *Online* works on any device, available in 17 languages and capable of controlling and managing any 3D printer anywhere in the world.

Purpose built to allow users to print remotely without ever having to share their designs or trust a hardware operator with set up and production parameters.

# BuildBee ENTERPRISE

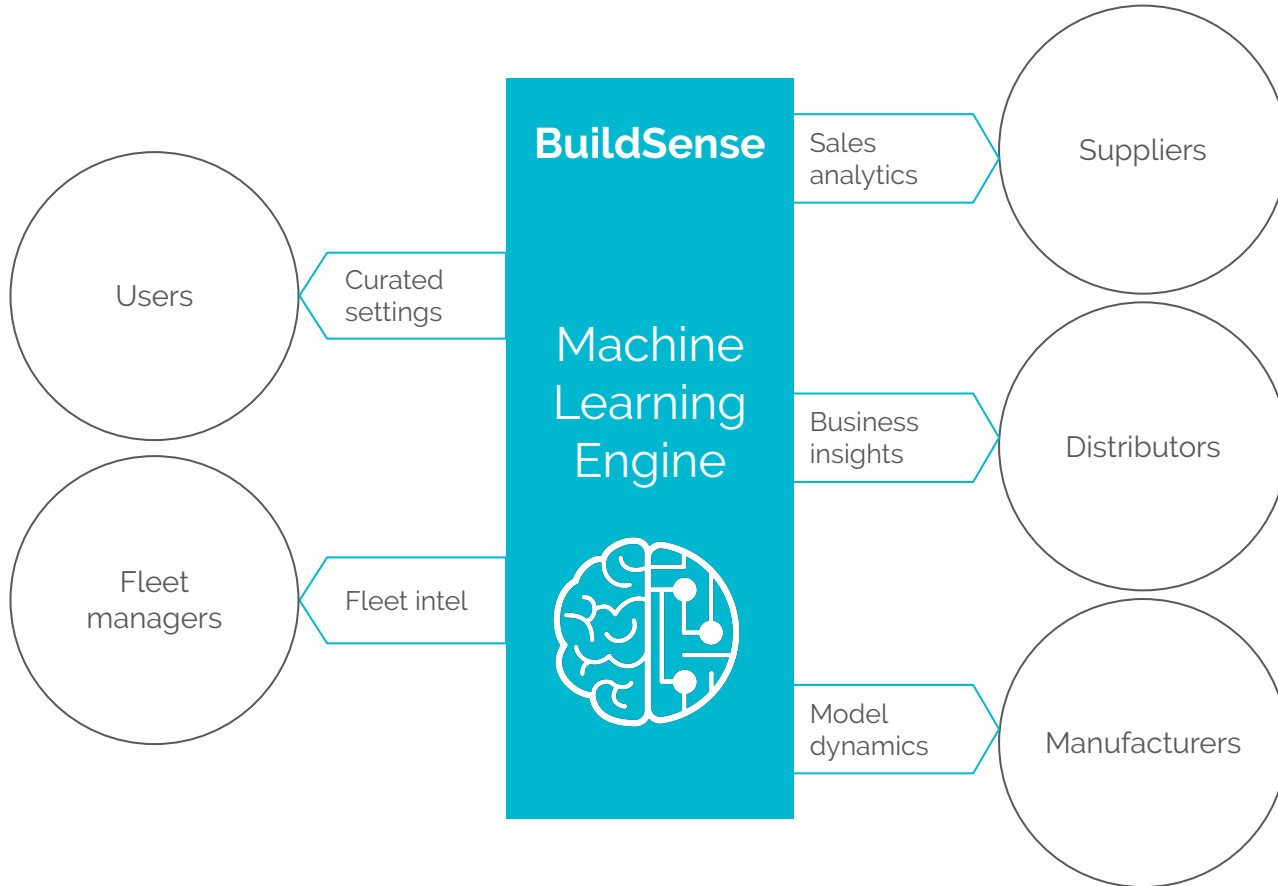


## Managing a fleet...

BuildBee *Enterprise* enables the management of a fleet of printers ranging from a small fleet of 5 -10 in a school through to hundreds or thousands in a print farm or bureau service.

It seamlessly and securely handles permissions for individuals and groups of users and provides appropriate intelligent live analytics and insights back to the fleet manager allowing them to manage materials stocking, maintenance cycles and even user training.

# BUILDSENSE...OUR SECRET SAUCE



BuildSense is the Machine Learning Engine behind our platform. It uses thousands of real world jobs to test, refine and evolve what we understand about 3D printing.

It provides valuable insights on best of breed settings, global analytics and fleet trends.

*BuildSense reduces failures, improves results and reduces knowledge required for 3D printing. Reducing pain points => increasing market size.*




**Development  
funded through  
NSW Govt  
initiatives**



# PRODUCT PRICING/BUSINESS MODEL

	Free ONLINE account	Pro ONLINE account	ENTERPRISE account	VENDOR account
Customer	Consumers/professional services	Consumer/professional services	Fleets (eg. schools)	Vendors (eg. OEM manufacturers)
Model	<ul style="list-style-type: none"> <li>→ Free BuildBee ONLINE account</li> <li>→ Limited storage, functionality &amp; printers</li> <li>→ Advertising based revenue</li> <li>→ No deal club</li> </ul>	<ul style="list-style-type: none"> <li>→ Paid BuildBee ONLINE account</li> <li>→ Unlimited stored models and up to 4 x 3D printers</li> <li>→ Up to 5 x users</li> <li>→ Deal Club included to access deals on materials/hardware accessories.</li> </ul>	<ul style="list-style-type: none"> <li>→ BuildBee ONLINE account for each user</li> <li>→ BuildBee ENTERPRISE account with unlimited admins</li> <li>→ Price scaled to #3D printers / users</li> <li>→ Enterprise Deal Club</li> </ul>	<ul style="list-style-type: none"> <li>→ BuildBee ANALYTICS account</li> <li>→ Price scaled to #3D printers</li> <li>→ Access to market via Deal Club</li> </ul>
Revenue	\$8-12 per user p.a advertising and retail revenue	\$4 per month subscription +Retail revenue	Average \$16.7 per month per printer subscription	Average \$30,000 per account p.a.
Target Market 2021	8.5% market share 120k accounts \$1.4mill p.a.	1.3% market share 15.6k accounts \$0.75mill p.a.	4.6% market share 55k printers \$11mill p.a	10% market share of 100 manufacturers \$0.3mill

# COMPETITOR SOFTWARE

	Static software eg. Simplify3D			
Always up to date	✗	Some elements	✓	✓
Little technical skill for setup	✗	✗	Hardware dependent. No server provided	✓
Little technical skill for printing	✗	✓	✓	✓
Wireless printing	✗	certain network types	certain network types	Most incl complex enterprise
Fleet & Group Managing capability	✗	Limited fleet only	✓	✓
Extensible for translation	✗	✗	✗	16 languages
SSO (Google/Office 360)	✗	✗	✓	✓
Integrated learning content	✗	✗	Not integrated	✓
Intelligent analytics and ML	✗	✗	✗	Coming soon
Intelligent retail sales portal	✗	✗	✗	Coming soon
<b>Secure handling of design IP</b>	✗	✗	✗	✓

# FUNDING



## Use of funds

1

Establish business development presence and channel partners in SEA and China

2

Early development cycle for ML engine

3

Stickiness features for BuildBee ONLINE and ENTERPRISE

4

Digital promotion campaign for BuildBee Online to expand user base globally

We are raising a  
**\$1m**  
round to cement  
our market position  
& round out product

# CONTACT US

## AUSTRALIA

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# APPENDICES





## OUR WHY

3D printing is fundamentally changing the way people consume by: improving product fit for purpose; reducing waste and time in production and supply; and ultimately providing a better customer experience.

We already see the opening of new industries and applications through advanced manufacturing techniques.

What is missing is a way of making this remarkably simple technology accessible to the world to disrupt inefficient, slow to market traditional supply chains.

# FOUNDER TEAM



Leanne Connelly CEO

Demand Planning and Business Process Improvement at Bluescope - one of the largest manufacturers in Australia.



Fletcher Thompson CTO

Mechatronics Engineer and Additive Fabrication Officer at IPRI (UoW) - world leading nanomaterials and additive manufacturing research institute.



Matt Connelly CGO

Project Engineer and Product Designer at Faiveley Transport and Thales - high value mission critical equipment.

# ADVISORY AND INVESTMENT



Prof Gordon Wallace  
**OAM and Director of  
ACES**



David Myers  
**Entrepreneur and  
Angel Investor**



Alex McKillop  
**Venture Builders /  
board director**

Advisory and Board



## AUSTRALIAN LANDING PAD SINGAPORE



# iAccelerate

**ACCELERATE YOUR BUSINESS.  
GROW YOUR IMPACT.**

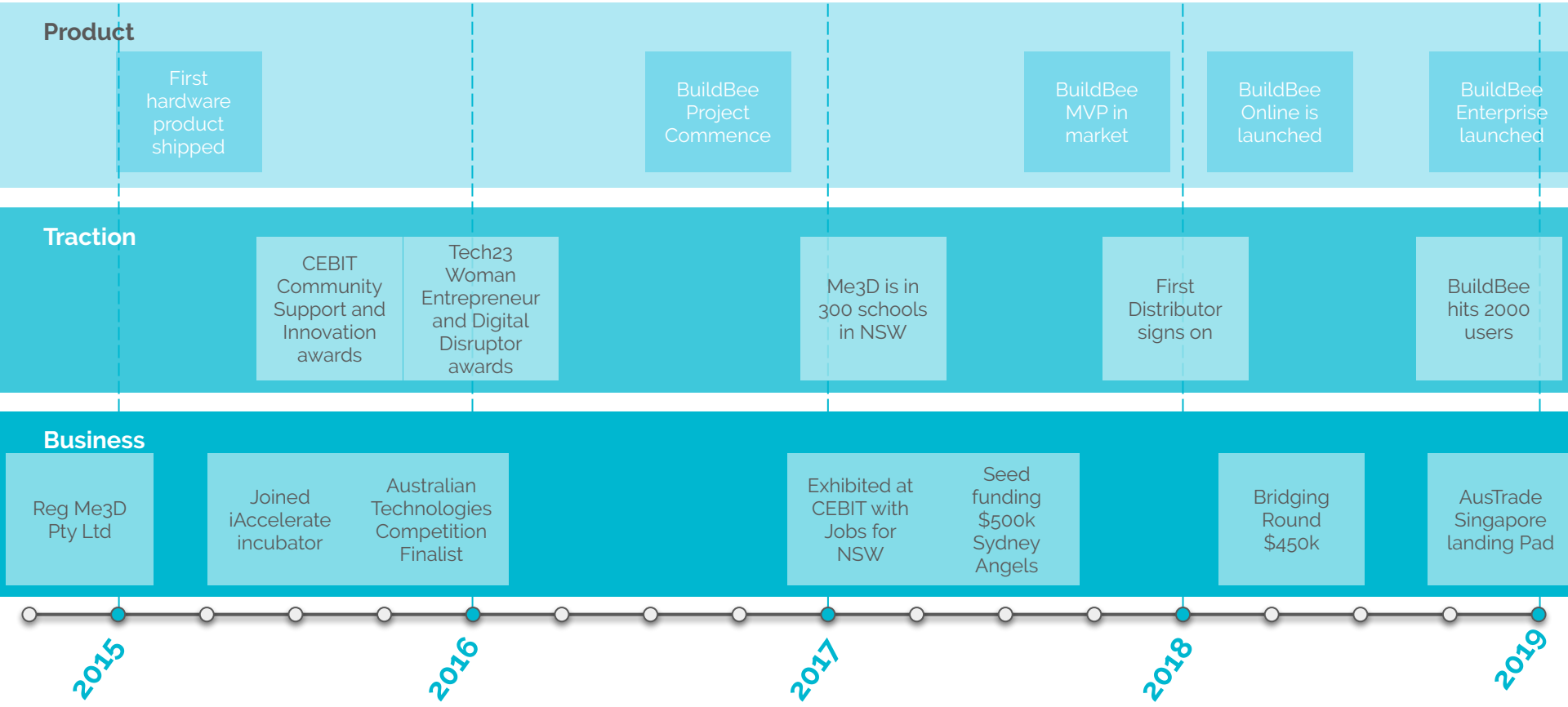


## Sydney Angels

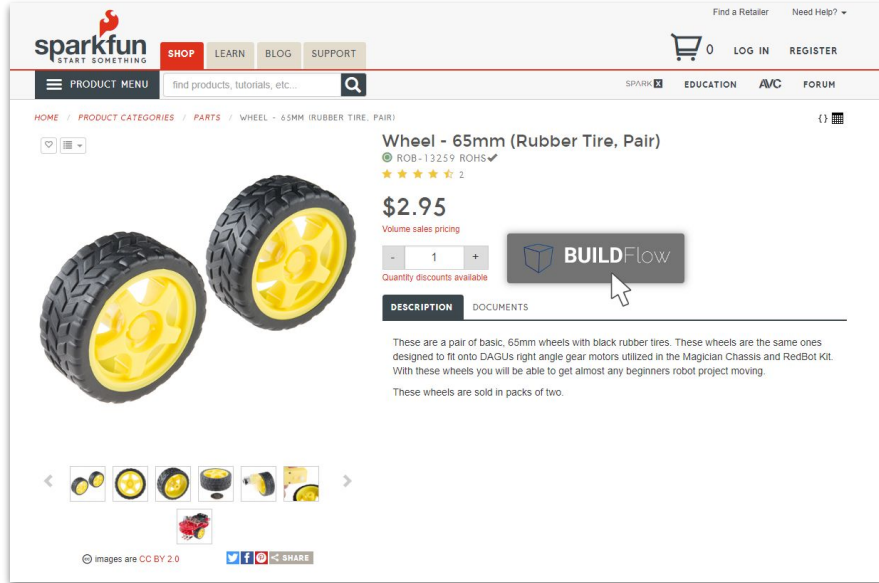
# GO TO MARKET



# ACCOMPLISHMENTS



# BuildBee API



BuildBee API simplifies the creation for a marketplace of digital products across all websites. The API provides a way for users to interact with 3D printing without personal access to hardware.

The API is used to manage a print job securely from within any website. With the BuildBee API, the design file is never revealed, protecting the designers intellectual property.

A job can be sent directly to a desktop printer, a queue or to an external provider. Production methods can be controlled and auditable.