2022 Virtual Investor Roadshow

January 27, 2022

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Forward Looking Statements

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Agenda

• Introduction and Recent Announcements	Mark Ruport
• Product Direction, Partner and OEM Strategy	Jacob Brunsberg
• Shifts in Business Model	Frank Orzechowski
• Future Milestones	Mark Ruport

Mark K. Ruport. - CEO

March 2020
- 30-year software veteran
-Public and private company experience

Jacob Brunsberg. - Sr. VP

Sept. 2021
- GE Additive Binder Jet P&L Leader
- Material Science degree

Frank Orzechowski. - CFO

July 2019
CPA with 30 years financial and operational experience

Recent Announcements

Agreement Allows End Users to Order PrintRite3D with Aconity3D's Line of Customizable Metal Printers

Solution Supports Initiative of The National Center for Additive Manufacturing Excellence (NCAME) in Support of Aviation and Space Industries

Materialise and Sigma Labs Develop Breakthrough Technology to Advance Metal Additive Manufacturing

Sigma Labs Expands In-Process Monitoring Product Capabilities into the Polymer 3D Printing Market

Metal Plus Polymer Market Opportunity

METAL AND POLYMER AM MARKET SIZE 2020 AND 2025

Additive Manufacturing market to reach almost EUR 18 billion in 2025

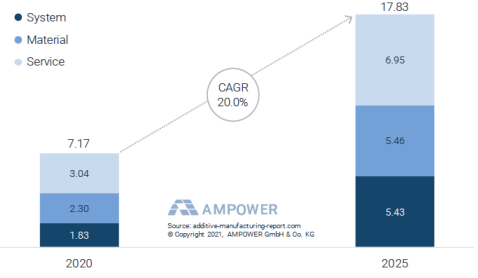


FIGURE 4 METAL AND POLYMER ADDITIVE MANUFACTURING MARKET 2020 AND SUPPLIER FORECAST 2025 [EUR BILLION]

SYSTEM SALES REVENUE BY TECHNOLOGY 2020 AND 2025

More than half of the revenue is earned by Powder Bed Fusion system suppliers

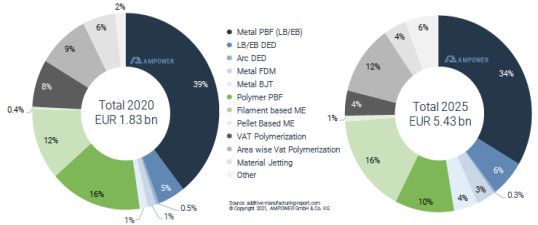


FIGURE 7 SYSTEM SALES REVENUE BY TECHNOLOGY 2020 AND SUPPLIER FORECAST 2025 [EUR BILLION]

POLYMER SYSTEM SALES BY TECHNOLOGY 2020

Total machine sales reached 22,562 during global pandemic

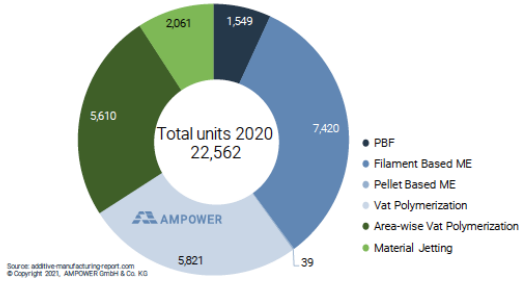


FIGURE 17 POLYMER MACHINE SALES BY TECHNOLOGY 2020 [UNITS]

- Generated by customer demand
- Within targeted vertical market
- Same need for quality and part validation
- Same customer with different part requirements
- Same pricing

Mission Statement

To accelerate the adoption of Additive Manufacturing by setting the standard for In-situ Quality Monitoring and Analytics

- Third-party Agnostic – Printers and Software
- Standards-based
- Out of the Box Functionality
- Integrated with End-to-End Workflows
- Radical Collaboration

Significance of Closed Loop

Directly improving overall equipment effectiveness (OEE) and decreasing total production cost

Items that must be true for this to matter…

1: CONFIDENCE IN MONITORING AND ANALYTICS TO PROVIDE SOLID AND ACTIONABLE DATA

- Early scrap identification and guidance for post inspection

2: CREATE A CONNECTED AND ACTIONABLE LINK TO CONTROL OF THE MACHINE

- Closely connect analytics with machine control system, stems from a great partnership with Materialise

3: USE REAL-TIME DATA AND HIGH-SPEED ANALYTICS TO CORRECT PROCESS

- Reduce scrap rates and improve quality without a disruptive change in the process definition.

End Outcome…

- Decrease Scrap
- Increase uptime
- Decrease inspection cost

(can be up to 50% of part cost)

*= **LOWERING TOTAL PRODUCTION COST***

Driving Standardization

Actively helping set standards to move the industry forward, participating in key consortiums, and partnering with key institutions

- ASTM Committee E07 (non-destructive testing)
- ASTM Consortium Founding Member
- NIST temperature monitoring calibration standard
- Auburn University National Center for Additive Manufacturing

Funded by several grants from:

PrintRite3D

Partner Ecosystem and OEM Strategy

Additive Industries

DMG MORI

ACONITY 3D
ELABORATING YOUR ADDITIVE PRODUCTION

More to Come…

Full OEM
- Markets, sells, installs PrintRite3D
- Integrated into process workflow
- Moving towards software only model
- Revenue generator for OEM

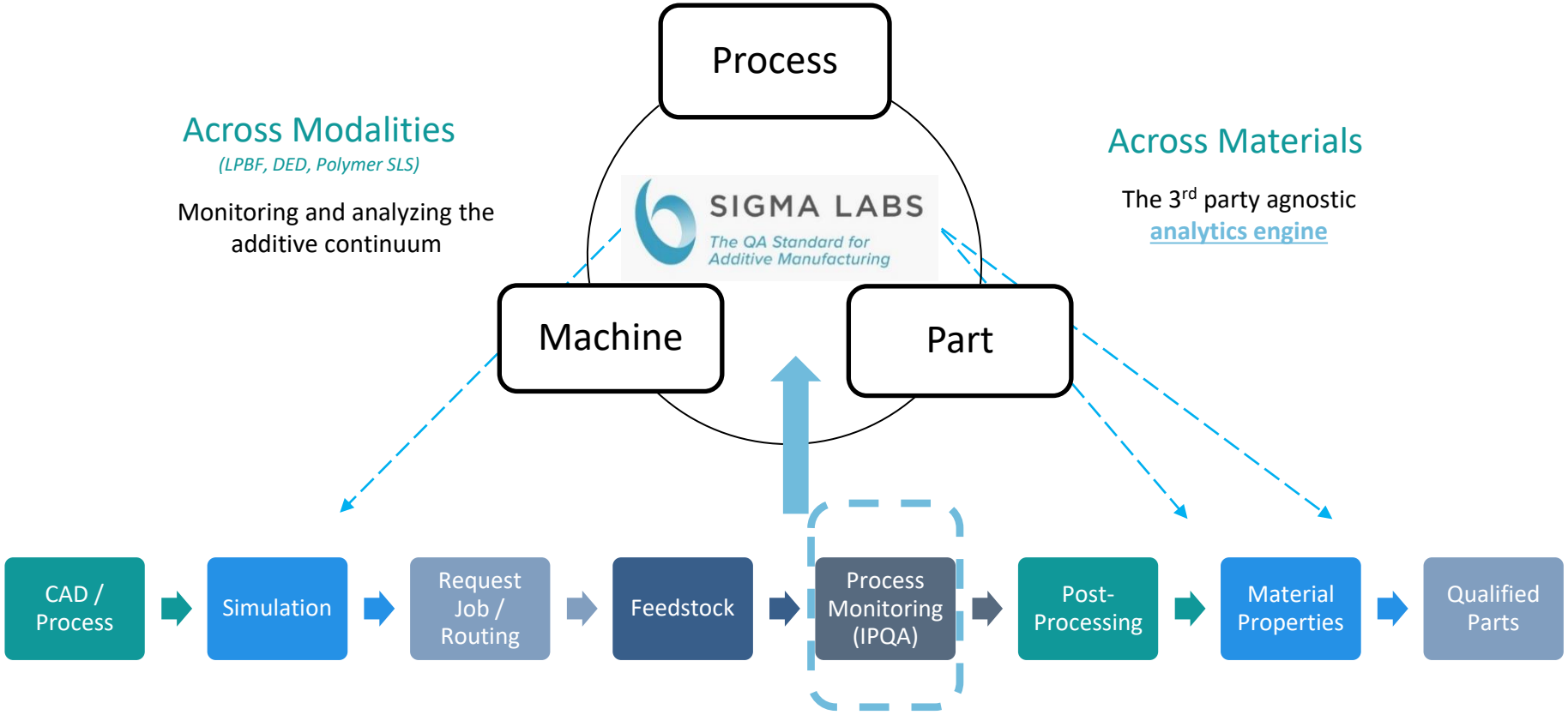
Development Partner OEM
- Established OEM
- Leverage and monetize IP
- Reduces OEM's R&D

PrintRite3D OEM
- Printers certified as PrintRite3D Ready
- Jointly market
- Sigma sells, installs and supports

Partner OEM
- Joint customers
- Focus on success

Additive Manufacturing Workflow

The agnostic monitoring and analytics engine that drives additive manufacturing Quality Assurance (QA)



Product Direction

Out of the box functionality. Fast ROI.

Faster Part Qualification

- Automated workflow
- Standards-based
- Certified reports and audits
- Integrated into end-to-end process
- Enhanced user experience

Business Model Evolution

- Shift from Perpetual License to Subscription Pricing
  - Lowers barrier of entry for end users
  - Smooths out revenue stream
  - Increases forecasting accuracy
  - Recognized revenue less in first year and more in years 2 – n
  - Increased valuation
- Shift from approximately 20% OEM to 70% OEM and OEM related revenue
  - Increases leverage
  - Creates independent revenue streams
  - Increases our gross margin
- Moving from 100% Hardware/Software solution to 50% software only revenue
  - Significantly lower price point for OEMs
  - Embedded non-optional model

Subscription Pricing

Frictionless pricing, contracts, and partnerships

Example: Dual Laser

Model	Yr. 1	Yr. 2	Yr. 3	Total
Perpetual	$110.0k	$12.0k	$12.0k	$134.0k
Subscription*	$63.5k	$55.5k	$55.5k	$174.5k
Difference	$(46.5k)	$43.5k	$43.5k	$40.5k

* Monthly subscription price is $4,625 and includes hardware, software and maintenance.

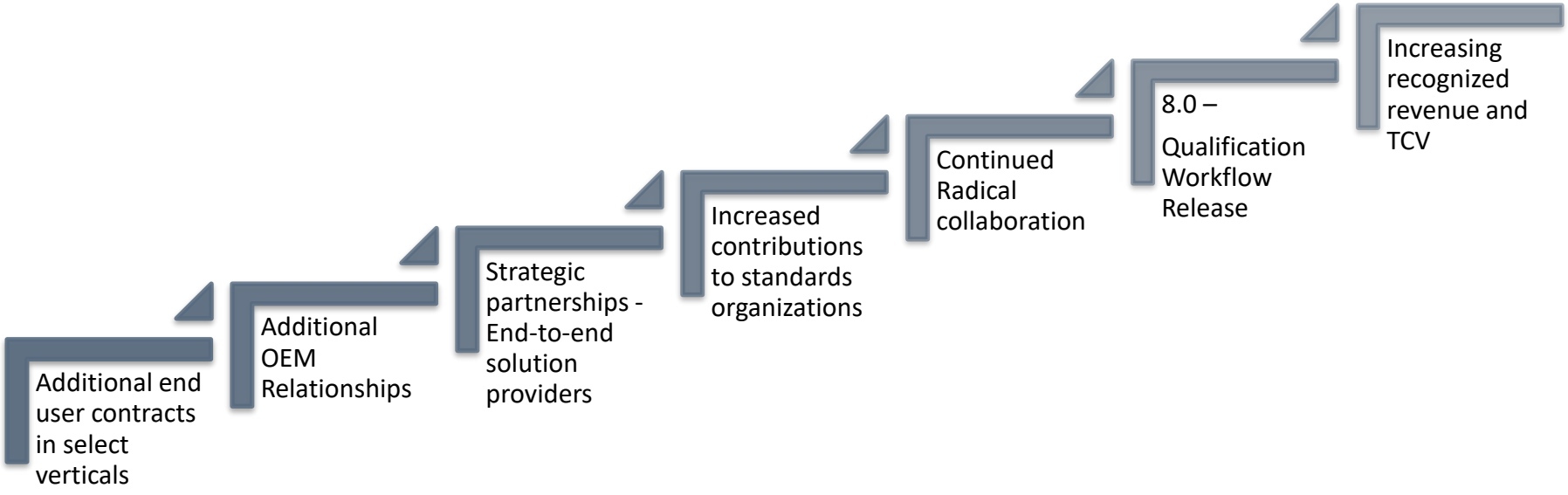
End Users - Straight Forward Contracts and Pricing

- 3-year contract
- Smaller initial commitment
- Faster ROI

OEMs

- Multiple ways to leverage our IP
- Commitment to standards
- Reduce R&D costs
- Additional revenue stream

Measuring our Progress



Summary

Strategic shifts in our strategy based on opportunity and market acceleration

- Lowers barriers of entry and provides for faster ROI for end users
- Aggressive shift to software only for OEMs
- Embedded non-optional model
- Laser focus on vertical markets targeting multiple systems and multiple products
- Field organization in place to support customers and OEMs to ensure success
- Management team that is up to the challenge

To accelerate the adoption of Additive Manufacturing by setting the standard for In-situ Quality Monitoring and Analytics

Q & A