

# 3MF enters Australian mining sector with Intercast Australia Channel Partner Agreement

- Initial 18 month channel partner agreement with leading Australian based foundry Intercast Australia, whose clients include BGC, Mineral Resources Limited, Water Corporation and Bradken.
- The agreement is part of 3D Metalforge's strategy to expand into the Australian market.
- 3D Metalforge is receiving increased interest for its services in the Australian mining sector as
  a solution for challenges driven by both short term pandemic linked logistics challenges and
  longer term sustainability goals.

**6 December 2021:** 3D Metalforge (ASX: 3MF) (**3D Metalforge** or **the Company**), a global revenue generating Additive Manufacturing company, is pleased to advise that it has signed a Channel Partner Agreement (**Agreement**) with Fabriquent Pty Ltd trading as Intercast Australia (**Intercast**). The Agreement is part of 3D Metalforge's strategy to expand into the Australian market, where there are increased opportunities for the adoption of additive manufacturing.

The non-exclusive Agreement appoints Intercast as an authorised channel partner to promote 3D Metalforge's products and services to customers in Australia for an initial period of 18 months.

Headquartered in Western Australia, Intercast is a foundry that produces bronze and aluminium components to the mining, excavating, quarrying, marine and general engineering industries. Intercast has been the preferred supplier to Australian and global companies for over 30 years, with tier one clients including BGC, Mineral Resources Limited, Water Corporation, Bradken, RCR Mining Technologies Pty (subsidiary of NRW Holdings).

Being a foundry, Intercast has the advantage of a quick turnaround and has the ability to make an extensive range of parts on demand, which wear less and last longer, with a fast turn around time.

3D Metalforge is progressing preliminary discussions with other Australian based companies who in the COVID-19 landscape are looking more closely into additive manufacturing as a solution to bypass sustainability challenges,



Intercast team members and produced mining wear parts

following the rise in global shipping costs and transportation delays, and as part of their longer term sustainability goals.

Matthew Waterhouse, 3D Metalforge Managing Director, commented: "Australia is a key market in our strategic expansion, and we are extremely pleased to collaborate with leading foundry Intercast as a channel partner and grow our full service additive manufacturing model in the country. Intercast has over 30 years' experience with a strong sales network and market penetration, and together we are well-positioned to offer customers a point of difference."

"Over the last few months the interest in 3D printing has matured as a result of global supply chain challenges from the pandemic, with companies looking at alternative solutions to reach supply chain efficiencies, and additive manufacturing being one of them. This alongside the long term sustainability targets companies are adopting, with additive manufacturing being able to reduce material waste by up to 90% and reduce inventory and storage costs. Our discussions advance with a number of parties and we will continue to keep the market updated with future progress."

## **Key terms of the Channel Partner Agreement**

- 3D Metalforge shall provide to Intercast sales, marketing, and technical training.
- Intercast shall identify prospective customers and referral partners within its Australian network.
- Intercast may advertise and represent itself as an authorized Channel Partner of 3D Metalforge and use 3D Metalforge's trademarks solely in connection with marketing 3D Metalforge products and services.
- Term is for an initial 18 month engagement period.
- Non-exclusive Agreement for both parties.

As there are no minimum order commitments stipulated by the Agreement, 3D Metalforge is unable to quantify the value of the Agreement over its life. However the collaboration establishes a key strategic channel partnership for 3D Metalforge to expand into Australia.

Subject to the successful progress of the channel partnership and suitable negotiations, the parties anticipate further collaborations, leading to closer co-operation between the firms. 3D Metalforge will update the market accordingly.

- ENDS -

This announcement has been approved for release by the Managing Director of 3D Metalforge Limited.

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#### **ABOUT INTERCAST**

Intercast is a 100% Australian owned and operated non-ferrous foundry that has been manufacturing standard or oversized components for a number of industries for over 30 years.

We specialise in OEM alternative crusher wear parts for the mining, excavating, quarrying, marine and general engineering industries, which are made using materials that are certified to Australian standards.

### **ABOUT 3D METALFORGE**

3D Metalforge (ASX: 3MF), founded in 2015, is a leading Additive Manufacturing (AM) company that supports a growing multinational industry-leading client base with their advanced proprietary 3D additive manufacturing systems. The Company offers a full range of in-house AM printing services from design and engineering, material advisory, diagnostics and testing, to printing and post-production certification to the latest industry and API standards. Its approach to industrial production, its proprietary processes and ecofriendly technology produce high-demand parts faster, better and more cost-effectively with less environmental impact and greater sustainability than conventional manufacturing.

#### FORWARD LOOKING STATEMENT

Statements contained in this release, particularly those regarding possible or assumed future performance, revenue, costs, dividends, production levels or rates, prices or potential growth of 3D Metalforge Limited, are, or may be, forward looking statements. Such statements relate to future events and expectations and, as such, involve known and unknown risks and uncertainties. Actual results and developments may differ materially from those expressed or implied by these forward-looking statements depending on a variety of factors.

