

Rick Lucas, ExOne CTO, and VP, New Markets, with special guests North American Mold, and ExOne team members

Wednesday, Oct. 27

Today's Agenda

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Launch of X1 Tooling Portfolio

ExOne, and our 3D Tooling History

Why Use Binder Jetting for Tooling

Who's Already Using Tooling?

Introduction to X1 Tooling for Plastics



Rick Lucas

Chief Technology Officer & VP, New Markets <u>Rick.lucas@exone.com</u>



Today's Agenda

You're invited for any part of today's session that you're interested in



Housekeeping Items

- Today's Session will be recorded and available On Demand for sharing
- A Q&A will follow • each session, and we will answer questions via email
- We will distribute • slides after today's event via email

The New X1 Tooling Portfolio

The 3D printing industry's broadest portfolio of tooling for final production (not just prototypes)





X1 ThermoForm







Xl SandCast

The ExOne Company | Overview

Binder jet 3D printing leadership for 20+ years



FOUNDED IN 1995

- Began in 1995 as the 3D division of Extrude Hone
- Today, we're global leaders with operations in Europe, Asia, and the Americas
- More than 288 issued and pending patents

WE SELL MACHINES AND SERVICES

- Binder jet 3D printers sand, metal, ceramics, and composites
- 3D printing services:
 - 3D printed parts
 - Design for additive manufacturing services
 - Customer development of machines, materials



HIGH-VALUE PARTS

- Sand molds and cores
- Direct metal 3D printing
- Direct ceramic 3D printing
- 3D printed tooling solutions



INDUSTRIAL MARKETS

Foundries | Automotive Aerospace | Defense | Medical Energy | Heavy Equipment Architecture | Construction



The global leader in binder jet 3D printing solutions for industrial customers



- ▶ 2021 revenue up 30% in First Half
- Year-to-date backlog for machiens is up 27%

The ExOne Company | A History of Market Leadership

Highlights of an emerging technology leader

1998

RTS-300, the first

metal 3D printer

1995

Extrude Hone creates the "ProMetal" division to develop 3D printing



2005

The ExOne Company formed. Launch of S-Print[®] sand printer and X1-Lab[®] metal printer



2010 - 2013

Launch of four all-new 3D-printers: S-Max[®], S-Print[®] 2.0, M-Flex[®] and M-Print[®]



2018

Launch of the new Innovent+® and X1 25Pro® metal 3D printers



2020

Shipping of X1 25Pro® and launch of the new InnoventPro™ entrylevel system



1996 Extrude Hone obtains exclusive field-of-use license for patented 3D printing processes



2002 S15, the first sand 3D printer



2007 S. Kent Rockwell acquires and leads the company as Chairman of the Board of Directors



2013 Initial public offering NASDAQ: XONE



2019

Launch of the S-Max® Pro sand production 3D printer and the X1 160Pro™, ExOne's tenth metal printer



2021

Shipping of InnoventPro™ metal binder jetting system



Binder Jetting | Overview

Patented in 1993 by Massachusetts Institute of Technology



POWDER

Sand, Metal, Ceramics, Composites



Liquid binder adheres powder and layers together





- Layer of powder is spread into the print bed
- Industrial printhead lays down binder fast sweeps.
- Recoater dries layer and lays down fresh powder
- Process is repeated until the part is complete and ready for post-processing.



CORE BENEFITS

- High processing speeds
- Scalable, large systems
- Small or large parts
- Many materials
- Low operating cost
- Easy to operate

AM Power Forecast





Binder Jetting | Fast and Maturing 3D Method

Only method that completes full layers quickly

- Binder jetting is regarded as the fastest 3D printing method, and it's also mature and proven
- Because it doesn't use a single point to draw out parts (unlike laser, nozzle, etc.), it is much faster than other methods
- To add speed, other systems must add more lasers, nozzles, which adds to cost of system
- Binder jetting is a relatively mature technology, in development since the early 1990s, with the first machine launched 20+ years ago

EFFICIENT & MATURE METAL 3D PRINTING







Binder Jetting | Applications by Porosity

From large particles to infiltrated materials to dense, single-alloy, ultra-fine powders



Binder Jetting | Material Flexibility & Qualification

3D print more than twenty metal, ceramic, and composites - plus R&D

- Durable tooling materials for metal tools: 420i, 316L, M2 qualified
- Customer Qualified: H11, Aluminum 6061 and more
- In Development: H13, 4140 and more



R&D QUALIFIED: Have passed a preliminary qualification phase by ExOne and are deemed printable, supported by ongoing development.

CUSTOMER-QUALIFIED: Qualified by customers with their own standards and being successfully 3D printed for their own applications.



THIRD-PARTY QUALIFIED: Have passed rigorous tests over multiple builds and have verified material property data from an independent third party. General marketplace readiness.





ExOne | Comparing Final Part Density

From large particles to infiltrated materials to dense, single-alloy, ultra-fine powders



TRADITIONALLY MANUFACTURED PART DENSITIES

Freshmade 3D Acquisition & New Material Options

New, large-format infiltrated tools for wide variety of applications

- Youngtown, Ohio startup company, acquired by ExOne in April 2021
- Patented process: 3D printed sand forms infiltrated with resin create durable tooling, restoration pieces and more
- ExOne machines at the core of the process
- ► Fast output and large-scale capabilities
- ExOne's resin-infiltrated sand 3D printing a finalist in the 2021 Awards for Composites Excellence (ACE) at CAMX, the Composites and Advanced Materials Expo









X1 Tooling | Composite Layup Tool

Reduced turnaround tooling times with comparable CTE performance

INDUSTRYTooling & FixturesAPPLICATIONLeading edge airfoil composite layup toolLOCATIONDayton, OhioCLALLENCEPreject to identify on alternative

CHALLENGE Project to identify an alternative process or material with comparable properties to existing composite layup tooling solutions. Multiple processes and materials were tested by the University of Dayton Research Institute and Youngstown State University.

SOLUTION

3D PRINTING ExOne S-Max®

 $\begin{array}{ll} \textbf{MATERIAL} \\ \textbf{BENEFITS} \\ \textbf{BENEFITS} \\ \mu m/m^{\circ}C; a performance better than aluminum (~23 \mu m/m^{\circ}C) and comparable to stainless steel (~18 \ \mu m/m^{\circ}C). Sub-scale testing successfully demonstrated 10 cycles of 350^{\circ}F and 100 psi in autoclave before a full-size large-scale tool was printed in two halves, bonded together, and delivered in a few weeks. \end{array}$





After successful sub-scale testing, a final tool could be completed and delivered to the University of Dayton Research Institute for autoclave layup in under three weeks



Binder Jetting | On-Demand Metal Tooling

Case Study at Exone.com/H13Cup

3D printed in under 2 days with increased complexity for optimized production

INDUSTRYTooling & FixturesAPPLICATIONInjection molding toolLOCATIONOak Ridge, TennesseeCHALLENGETraditionally machined t

CHALLENGE Traditionally machined tools require long leads times and are limited at incorporating advanced geometries, such as conformal cooling channels. Injection molders needed tooling that could be produced quickly with complexity for high productivity production.

SOLUTION

3D PRINTING ExOne M-Flex[®] **MATERIAL** H13 Tool Steel

BENEFITS The durable H13 tool was 3D printed and sintered to full density. After post-processing molded cups were produced off the printed tool in less than 32 hours while conformal cooling channels increased manufacturing productivity by reducing cooling times during production.





"We believe that using the right additive manufacturing technologies in the right applications like tooling will not only drive down cost and time but also produce tools that outperform traditionally manufactured ones."

Amy Elliott, Ph.D., Research Scientist, Oak Ridge National Laboratory



Binder Jetting | All-New Green Innovations

ExOne porous metal tooling enabling sustainable wood-based plastic replacement

Celwise AB in Sweden has developed a method to use specially designed mixes of pulp to create water-resistant, plastic-like products using ExOne's unique porous tooling options. Products made with Celwise technology replaces single-use plastics with a renewal, biodegradable product.

INDUSTRY	Packaging, Containers, Other Plastic/Paper Goods		
APPLICATION	Porous Metal Tooling (Made Possible with Binder Jet)		
LOCATION	Sweden		
SOLUTION			
PRINTER	ExOne M-Flex®		
MATERIAL	316L Stainless Steel		
BENEFITS	Unique tooling provided through binder jetting		
technology are a critical enabler of Celwise's technology. The tools			

make different thicknesses and densities to give the end product the desired design and function.



Unique Celwise tooling, which is made with binder jet 3D printing, are the core of the technology and made from a combination of materials and heating elements in a 3D printing process. There are three types of tools in each machine – forming, transferring and pressing – to produce goods that will disrupt the paper and plastic industry.

Binder Jetting | Lightweight Robotic Arm Tooling

Delivered affordable, durable and lightweight solution using less energy

INDUSTRY Automotive Parts Manufacturing APPLICATION Robotics - End of Arm Tooling LOCATION Saint Marys, PA



Develop a strong, lightweight end of arm tooling attachment for a CHALLENGE high-volume precision inspection application with varying weight requirements. The complex part enables two tools to sit at a 90-degree angle to each other on one arm.

SOLUTION

	3D PRINTER	ExOne Innovent+®
	MATERIAL	17-4PH Stainless Steel (D90 of 22 μm)
	PART SIZE	4.5 x 2 x 2 in. (12 x 5 x 5 cm)
	WEIGHT	95 grams
	COST	\$150 prior to finishing (compared to \$672 for DMLS)
	BENEFITS	Generative software produced a lightweight design that could only be
manufactured with 3D printing. Binder jetting was one-fourth the price of laser p		
bed fusion. Final materials met MPIF standard 35 and customer requirements.		



"It was one-fourth the cost of DMLS, and we did it in a strong material that reduced the payload on the robot. As Allegheny Electric Service rolls this technology out, it's going to be a bigger savings for their customers." - Chris Aiello, VP, Business Development FreeFORM Technologies for Allegheny Electric Service

powder



Binder Jetting | X1 MetalTool 420i

Successfully printing injection mold inserts

INDUSTRYConsumer GoodsAPPLICATIONX1 MetalTool 420i or plastic injection molding

DETAILS

- ▶ End-to-end production, from design to final parts, in two weeks
- Designed, binder jet printed and sintered to near net shape in 4-5 days
- ▶ Finish machined and hand polished in remaining time in 4-5 days
- Injection molding on final day
- ▶ Conformal cooling channels used in the draw of the ice cream scoop
- Cycle time on the the Sumitomo (SHI) Demag SE180EV-A a highperformance, all-electric injection molding machine – offered a gate-togate cycle time reduction of 33%
- ► North American Mold ran parts off the tool in food-safe polycarbonate material, <u>lupilon™ S-2000R</u>, provided by Mitsubishi Engineering-Plastics Corporation









Today's Presenters



Rick Stephens

- North American Mold, Auburn Hills, MI
- X1 MetalTool

Rich Wetzel

- ExOne Applications Manager
- X1 ThermoForm





About North American Mold

Long history of molding plastics for the automotive industry

- A division of North American Assembly in Auburn Hills, MI
- 20+ years
- Tier 1 automotive supplier
- Customers include virtually all automakers and suppliers
- Specialty areas include performance air induction systems, low-volume and specialty products





Additive Manufacturing at North American Mold

Pioneering the capabilities of 3D printing in the plastic forming market

- Progressive supplier with additive technologies specific to injection/blow mold tool development
- Technologies include Essentium, Formlabs, Markforged, etc.
- How we currently use 3D printing today
 - Part prototypes
 - Tool prototypes
 - Low-volume runs
 - Developing new tooling techniques
 - Challenging and innovative part designs
 - Cycle time reduction



First Experience with ExOne and Binder Jetting

Automakers, NA Mold, and ExOne came together with goal of better, faster, less expensive tooling

- Ran preliminary testing in a variety of areas
 - 420i steel-bronze material
 - Tested for injection molding
 - Tested for blow molds
 - 316L pure stainless steel
 - Tested for injection molding
 - All test parts delivered success
 - Printed and machined tools delivered products as intended
 - Surface treatments tested
 - Successful acid/laser etching
 - Polishing to diamond finish (316L)
 - Polishing to 900 Ra (420i)





What NA Mold Learned about Binder Jetting Tools

Long history of molding plastics for the automotive industry

- Extremely exciting opportunity with many benefits
 - Durable 3D printed tools
 - Production-intent tooling for prototype
 - Reduced machining
 - Finish machining required
 - Conformal cooling channels
 - Reduced cycle times substantially
 - Speed
 - End-to-end parts in as little as two weeks, depending on design



Standard Surface Finishing

Regular finishing of X1 MetalTool possible for 420i and 316L prints

- Acid Etching
- Laser Detailing



Regular handwork still required for finishing



Acid etching of X1 MetalTool 420i top; Laser etching of same material, bottom. North American Mold ran successful tests on mold



Diamond finish of X1 MetalTool successfully tested by North American Mold



Reduced Processing Steps

Traditional Process steps









Most time saved in machining

Long history of molding plastics for the automotive industry

- No roughing
- Finish machining only
- No boring of holes
- No gun-drilling of water lines
- Drill and tap holes printed into the tool
- Details can be 3D printed right into the part





New Standard in 3D Tooling for Volume

X1 MetalTool 420i can go from prototype to production

- Tools are durable to be used for BOTH initial prototype and production usage
- Plastic tooling today cannot support production tooling requirements
- Only for prototype and low-volume runs
- X1 MetalTool can be welded and machined like traditional tooling so engineering changes can be easily incorporated





Demonstration Project

Quick-turn inserts in durable 420i for production requirements

DETAILS

- ▶ End-to-end production, from design to final parts, in two weeks
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- Injection molding on final day
- Conformal cooling channels used in the draw of the ice cream scoop
- Cycle time on the the Sumitomo (SHI) Demag SE180EV-A a high-performance, all-electric injection molding machine – offered a gate-to-gate cycle time reduction of 33%
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NA Mold Collaborating ExOne on Tooling Services

Can assist with quotes, design services, and start-to-finish tooling and part production



"We believe ExOne's technology will completely change toolmaking processes for injection molding, blow molding and other tooling applications. Toolmakers and molders can reduce their lead times to market by weeks with this technology." – Rick Stephens of North American Mold







CONCLUSION

Durable 3D printed tools > Production-intent tooling for prototype Reduced machining > Only finish machining required Conformal cooling channels > Reduce cycle times substantially Speed > End-to-end parts in as little as two weeks, depending on design



INTRODUCING X1 THERMOFORM



What is Infiltrated Sand Tooling?

A cost-effective tooling solution with fast turnarounds

A patented application of infiltrating and coating 3D printed sand forms to deliver tooling that eliminates weeks or months of lead time and the high costs associated with traditional tooling.

Durable enough for use with every vacuum formable plastic to withstand:

- High temperatures
- ► Full vacuum in the forming process
- Proven over hundreds of cycles with ongoing testing on upper limits





Infiltrated Sand Tooling | The Process

3D printed sand for versatile tooling







X1 ThermoForm | On-Demand Supply Chain Solution

Infiltrated sand 3D printed tooling helps manufacturers solve supply chain issues

- Start production faster
 - Digital manufacturing workflow of 3D printing enables rapid turnarounds
 - Produced in the United States without the uncertainty of international shipping logistics

- Cost-effective product improvement
 - Innovate with unique geometries
 - Iterate quickly without high tooling investments
 - Test functional prototypes





X1 ThermoForm | Where Does 3D Sand Fit?

Considerations for infiltrated sand tooling for plastics



Performance

- Tool coatings designed to withstand the temperatures of pressure forming processes
- Service temperatures vary by coating, but typically allow for operation up to 350°F
- Development partnerships to tailor coatings to specific customer application requirements



Precision

- Tolerances of +/- 0.030" with standard finishing
- Tools can be machined to achieve tighter tolerances when necessary
- CTE value (12 ppm/°F) comparable to aluminum and stainless steel



Durability

- Fully dense tools with isotropic properties
- Continued success on development projects and results from thermoforming customers provide confidence







Large Tool Production on the S-Max[®]

Utilizing the world's most popular sand 3D printing system

S-Max Pro

- 70.9 x 39.4 x 27.6 in / 1800 x 1000 x 700 mm
- ▶ 332 gallon build capacity
- One job box prints in under 24 hours
- Multiple segments can be bonded together for even larger tools



xOne





X1 ThermoForm | Vacuum Form Tooling

Delivered in under 2 weeks to meet the demands of short-run production

INDUSTRYTooling & FixturesAPPLICATIONDeep draw vented vacuum form toolLOCATIONBeaver Falls, PennsylvaniaCHALLENGEA durable, low-cost tool was needed for short-runproduction with a fast turnaround.

SOLUTION

3D PRINTINGExOne S-Max®MATERIALSilica sand infiltrated with epoxy for a 0.3" HDPE partBENEFITSThe short-run tool was produced in under two weeksand ran 57 cycles over 24 hours without failure while forming at 350°F(177°C).



On-demand tooling enables more efficient production without high tooling costs and long lead times.



X1 ThermoForm | Fast Tooling Changes the Game

Durable tooling 3D printed in sand opens new business opportunities

INDUSTRYAutomotiveAPPLICATIONExterior panelsLOCATIONAmes, Iowa

CHALLENGE More durable and flexible tooling was needed as steel, composite, or wood tools required constant maintenance. OAM often struggled to place vacuum holes in precise locations due to material and design constraints. The cost and lead times of aluminum tooling were prohibitive for OAM's business model.

SOLUTION

3D PRINTING ExOne S-Max®

MATERIAL Silica sand infiltrated epoxy for 0.060" ABS formed parts formed at 290-305°F

BENEFITS X1 ThermoForm greatly accelerated OAM's product launch timelines with a tool delivered in 2 weeks, compared to 3+ months for cast aluminum, but at half the cost. Product volumes not previously profitable are now viable and product variations previously unaffordable are now opportunities for expansion.





appearance manufacturing

"X1 ThermoForm is a gamechanger for the industry. When we discovered 3D printed tooling we felt like we struck gold - here was something that could finally meet our needs and fill the gap in the tooling market. Our product launch timelines are an order of magnitude faster than we could have ever dreamed of before." Zach Kowalik, CEO Original Appearance Manufacturing

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X1 ThermoForm | Durability

Testing shows little to **no signs of degradation** after initial production run

- ▶ Initial 3D scan of tool before use with 0.5mm initial tolerance
- 100 pulls of 0.060" ABS with an average cycle time of 3:50-4:05 minutes
 - Forming temperature between 290°-305°F (143-151°C)
 - Tooling surface temperature never exceeded 180°F (82°C)
- Follow up 3D scan of tool overlaid on top of initial scan
 - Safety range set to 0.5mm, equal to the maximum accuracy of the scanner
 - Results show only one area of the X1 ThermoForm tool deviating less than 0.25mm beyond the safety range
- Testing to continue after 200, 500, 1000+ pulls







X1 ThermoForm | 3D Tooling Workflow

Understand your requirements

Understanding the Part Requirements Designing the Tool for X1 ThermoForm

ExOne

Material Considerations

Conventional Tooling vs Additive Manufacturing

- Service temperature
- Low volume applications
- Accuracy limitations
- Surface finishing techniques
- Design for Additive Manufacturing (DfAM)
- Increased benefits with Binder Jetting
 - No supports needed on overhangs
 - True production speeds
 - Large format printers and ability to print multiple sections with designed connections for even larger tools



X1 ThermoForm | 3D Tooling Workflow

Considerations and workflow for optimized 3D printed tooling

Understanding the Part Requirements

Designing the Tool for X1 ThermoForm

Material Considerations

- Reduce weight
- Reduce thermal load
- Design lattice structural reinforcement for critical areas
 - Level of support varies based on application
 - Adequate spacing is needed to accommodate for the infiltration process
 - Wall thickness of 0.5" recommended for most applications, speeds up processing
- Integrate mounting features
- Add venting or cooling channels

X1 ThermoForm | 3D Tooling Workflow

Specifications on materials and processing capabilities

Understanding the Part Requirements Designing the Tool for X1 ThermoForm

Material Considerations

Density	1.8 g/cm ³	112 lbs/ft ³	
Max Service Temperature	180°C	356°F	
СТЕ	21 ppm/°C	12 ppm/°F	
Compressive Strength	151 Mpa	21,850 psi	
Tolerance	+/- 0.762mm or better with machining	+/- 0.030 in or better with machining	
Coating Options	Durable coatings matched to your application needs		
Flexure Strength	47 MPa	6,819 psi	
Ultimate Tensile Strength	36 Mpa	5,200 psi	





X1 ThermoForm | The Future of Tooling

Capacity to scale with a roadmap to offer development and rapid production tools

We're working on the future of tooling while already supplying OEMs and innovative companies with infiltrated sand tooling today.

- ▶ Domestic production in Leetonia, Ohio
 - Co-located with Humtown Additive, operators of the largest collection of sand 3D printers in the country
 - All tools inspected in-house before shipping
- Facility expansion mapped for development projects and production expansion
 - Roadmap to optimize for future tool delivery in 1.5 weeks or faster



Co-located partnership with production capacity on fleet of ExOne sand 3D printers



Q&A

STAY TUNED: The next Session on X1 Tooling for Composites begins at 2 p.m. ET