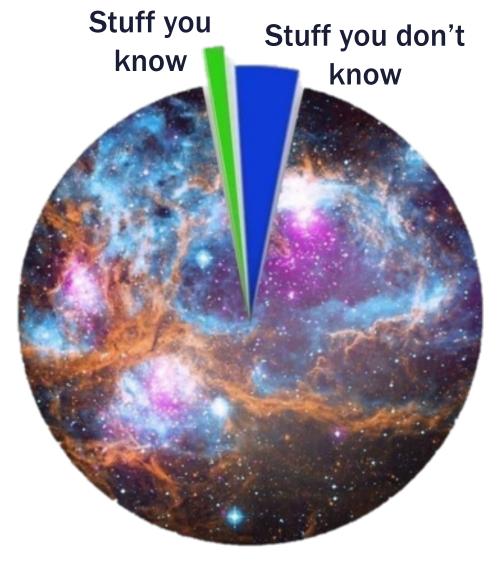


THE JOURNEY OF WAAM3D

Dr Filomeno Martina 9th November 2023



Stuff you don't know you don't know



YOU HAVE AN IDEA

Is it a solution to a problem

Or a solution looking for a problem?



PROBLEM

SOLUTION

DEFENSIBILITY



START FROM THE END

What does success look like?

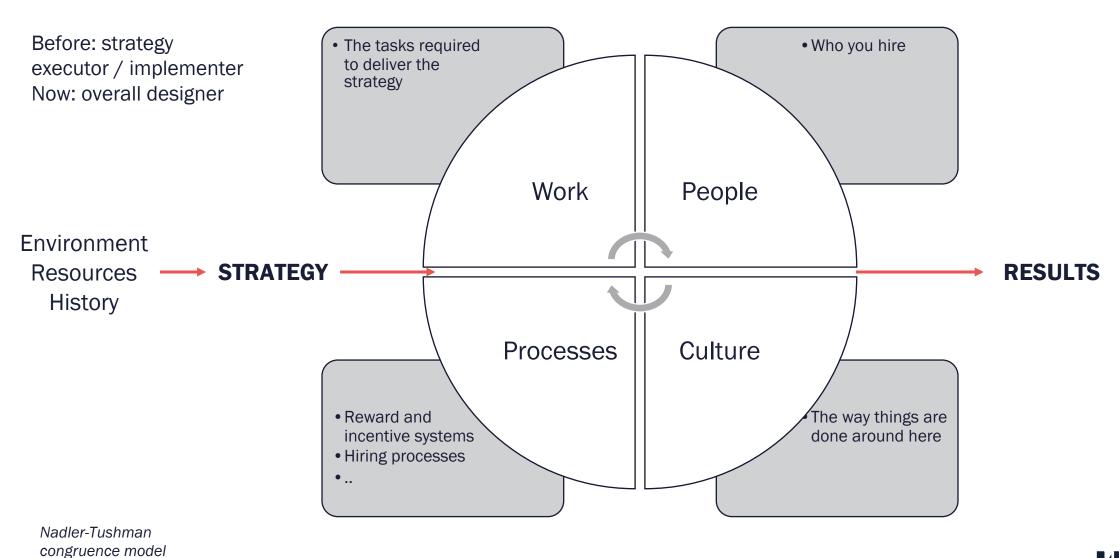
Plan until the end

Exit strategies

Choose the right partner(s)



YOU ARE THE ARCHITECT





Cash

Phase 3

- The company is making money
- The company is delivering net margins



Phase 2

- Product is making money
- The organisation is delivering gross margins



Phase 1

- You are looking for product-market fit
- Profitability isn't even in the picture







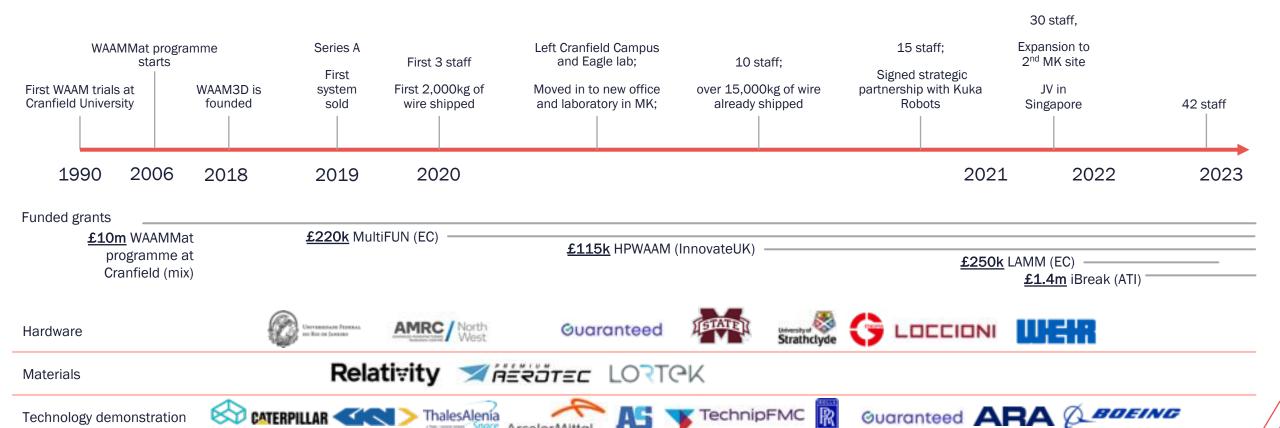
EMBRACE UNCERTAINTY

"The first responsibility of a leader is to define reality. The last is to say thank you. In between, the leader is a servant."

Max de Pree



WAAM3D'S TIMELINE





Technology demonstration



CATERPILLAR



ArcelorMitta









01 WAAM3D

ECOSYSTEM

Business case development

- Cost estimations
- Life Cycle Assessment

Training

- Foundational
- WAAM Operator
- WAAM Engineer
- Advanced techniques

Part building

- First-right-part
- Proof of concept
- Demonstration
- End-use

Special projects

- Custom hardware
- New materials
- Next complexity challenges

RoboWAAM SE

Entry level

RoboWAAM Advanced

Best-in-class platform

RoboWAAM XP Featuring new high productivity WAAM (11/2022)

Services Software

Materials

Premium aluminium wire and rods

- •2319
- •4043
- •5183
- •5356
- Magnesium Scandium

WAAMCost

- Cost estimation
- Life Cycle Assessment

WAAMPlanner

- Slicer
- Multidimensional sectioner
- Tool path planner
- Post-processor
- Multi-material / process capability

WAAMKeys

• Custom and / or automatic calculation of WAAM process parameters

WAAMSim

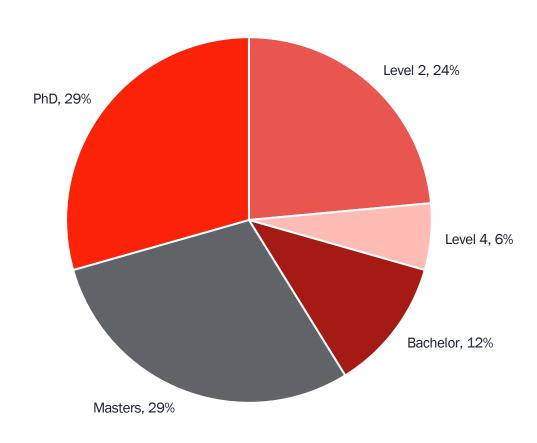
- Kinematic simulation
- Tool path plan visualisation
- Collision detection
- Debugger

WAAMCtrl

- Operator's dashboard
- Machine management
- Data logging
- Auditable quality file / report



WAAM3D'S SKILLED WORKFORCE

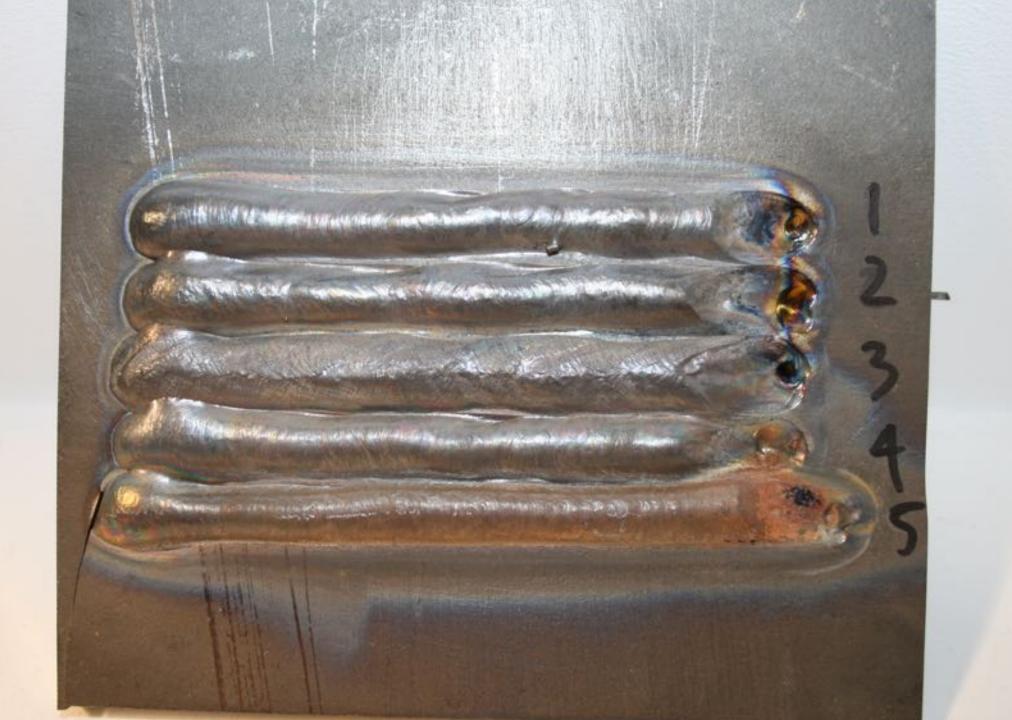


WAAM3D boasts a unique heritage in the field of WAAM, having spunout of Cranfield University where the founders have been working on WAAM since 2006.

The founders have produced more than 275 papers, combined with an excess of 40 PhDs and 100 Masters theses supervised. They count over 32,000 academic citations in total.

The relationship with Cranfield University is still ongoing, and places WAAM3D and its industrial partners in the unique position to access more than 60 researchers in the WAAMMat consortium.





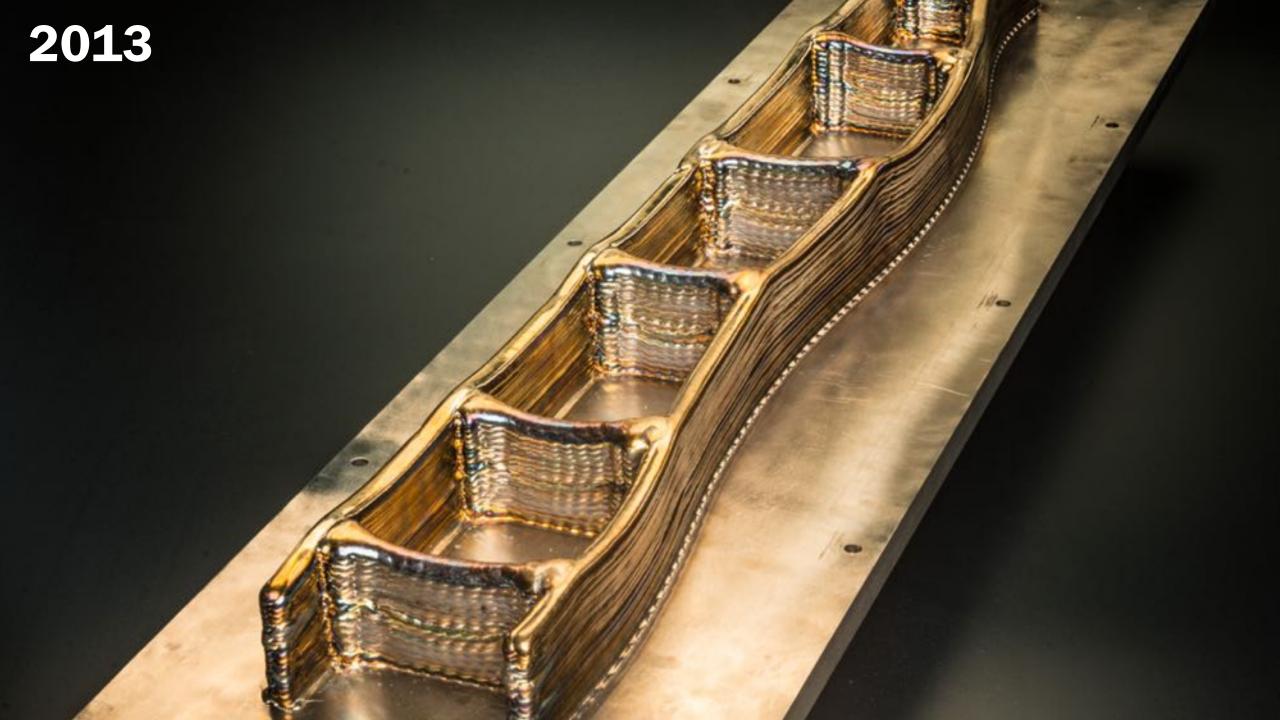






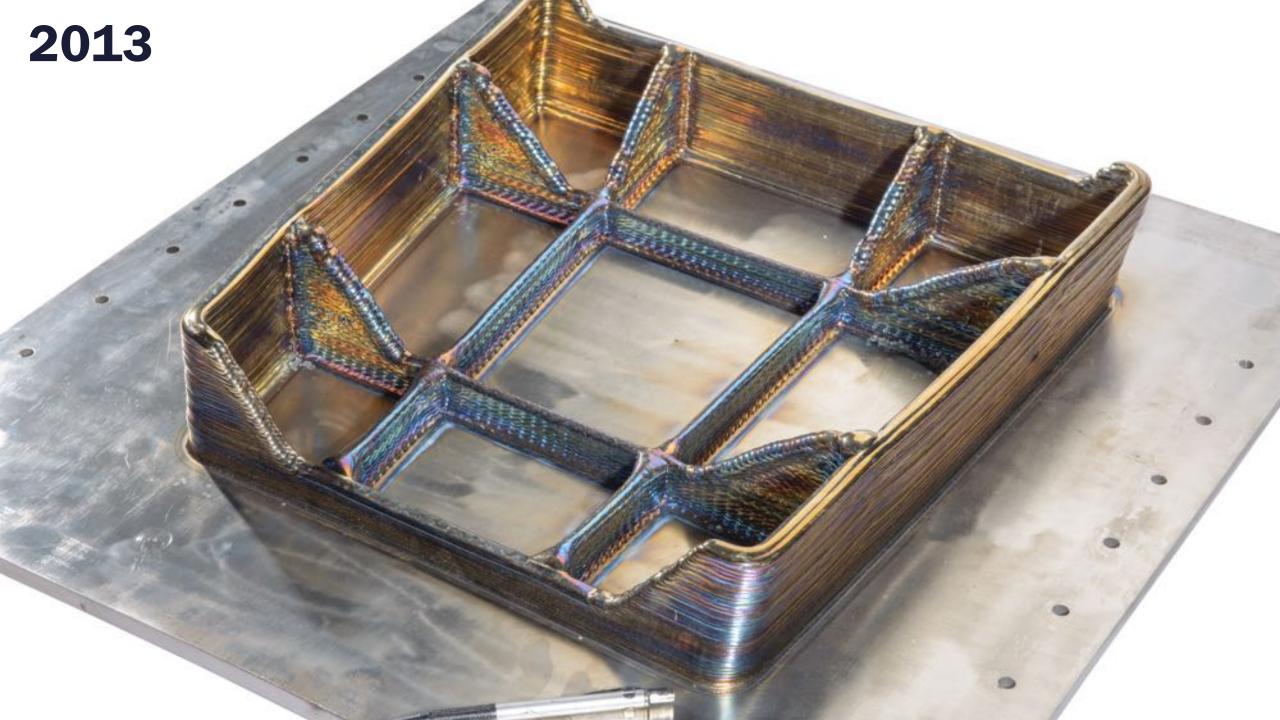




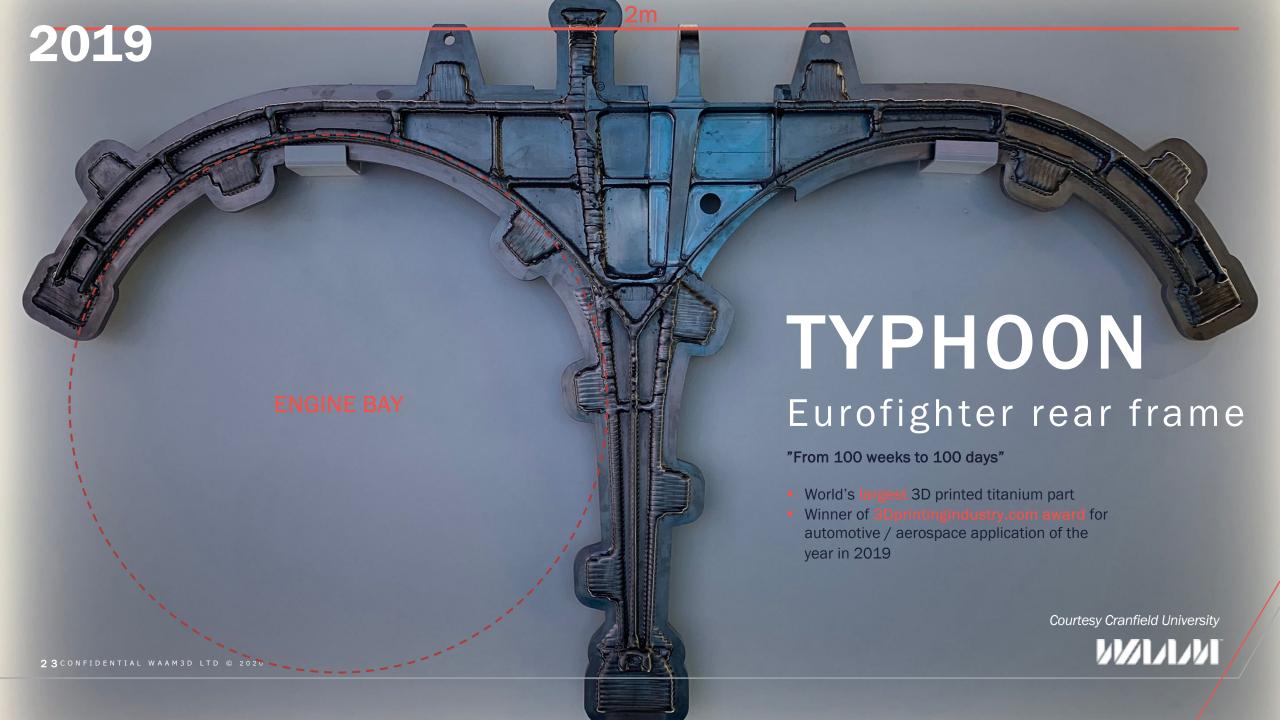








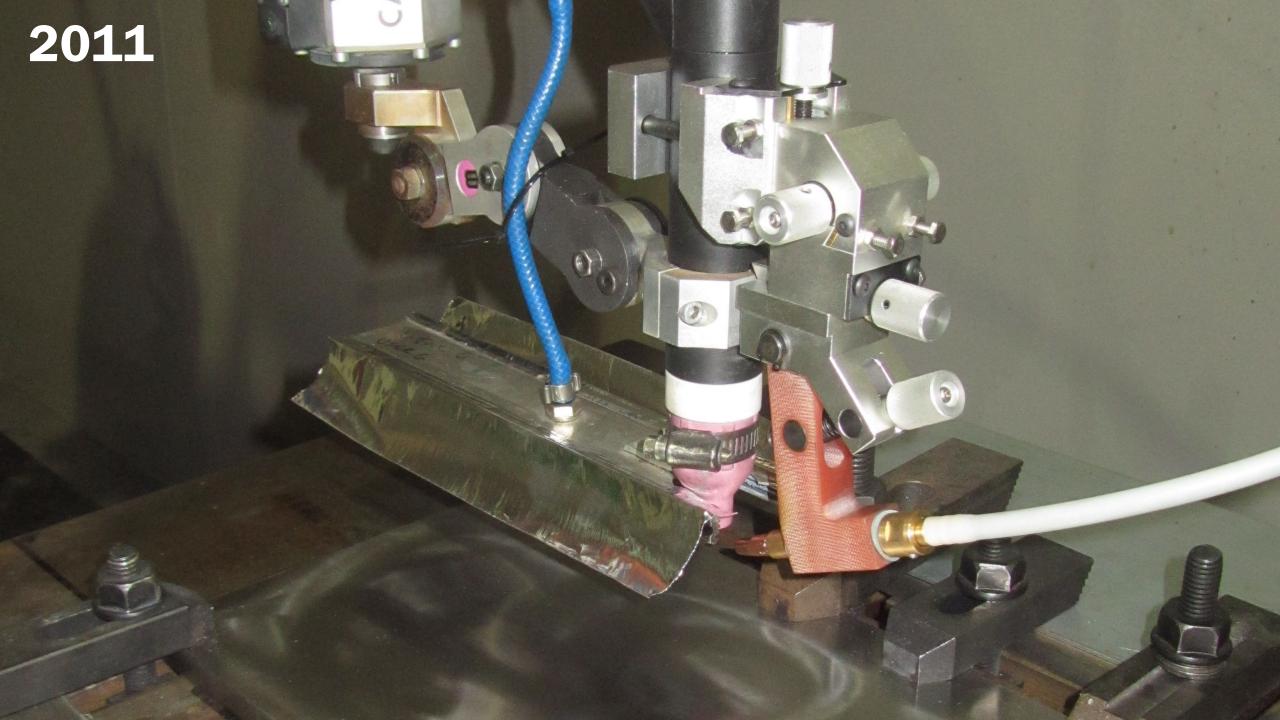


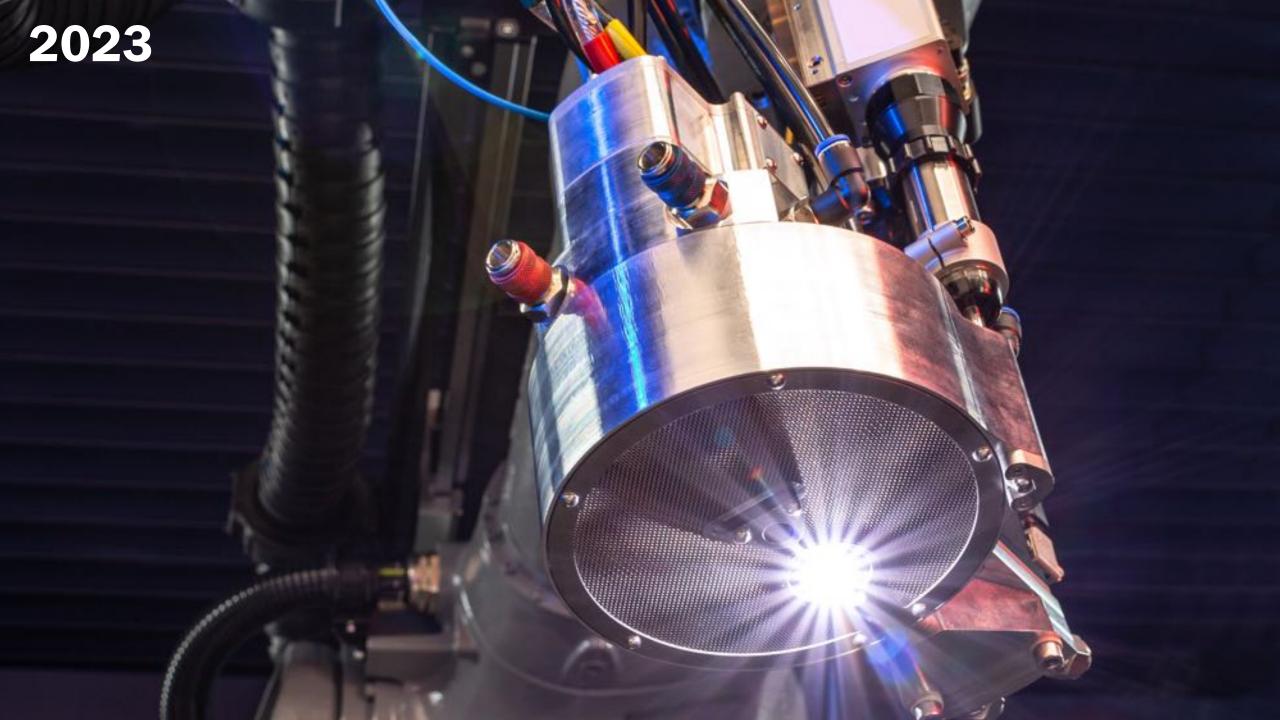












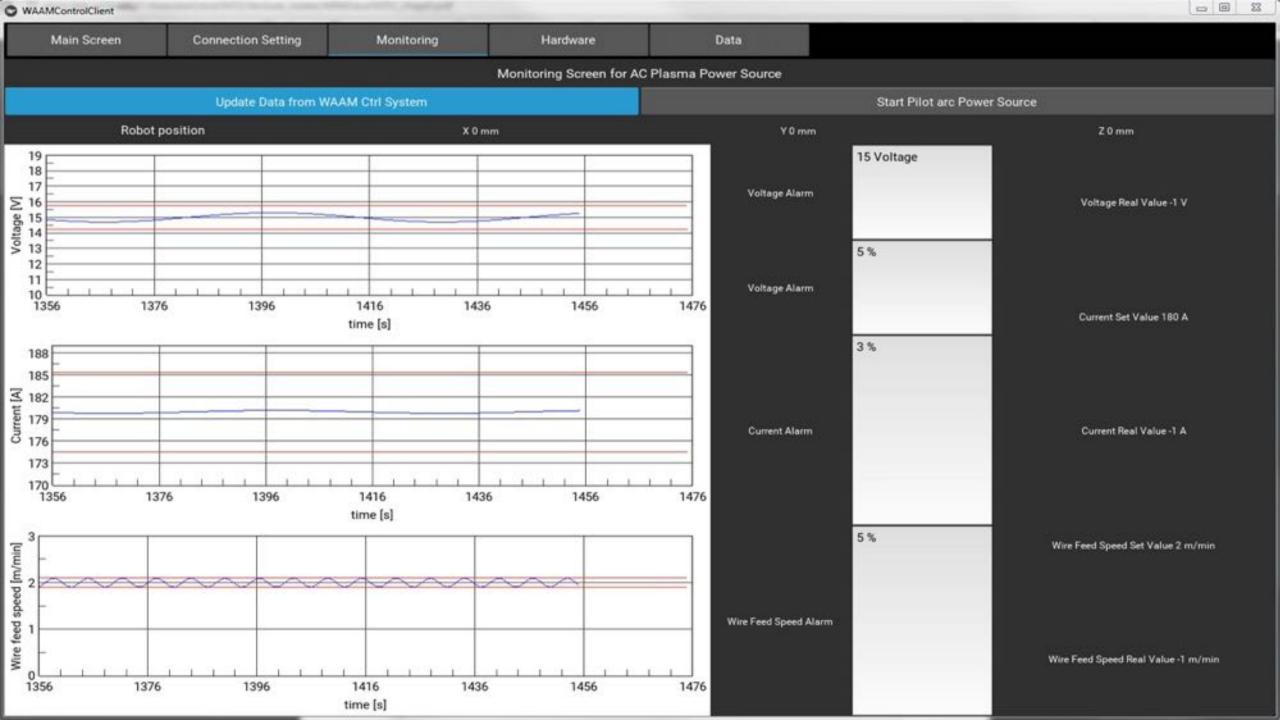


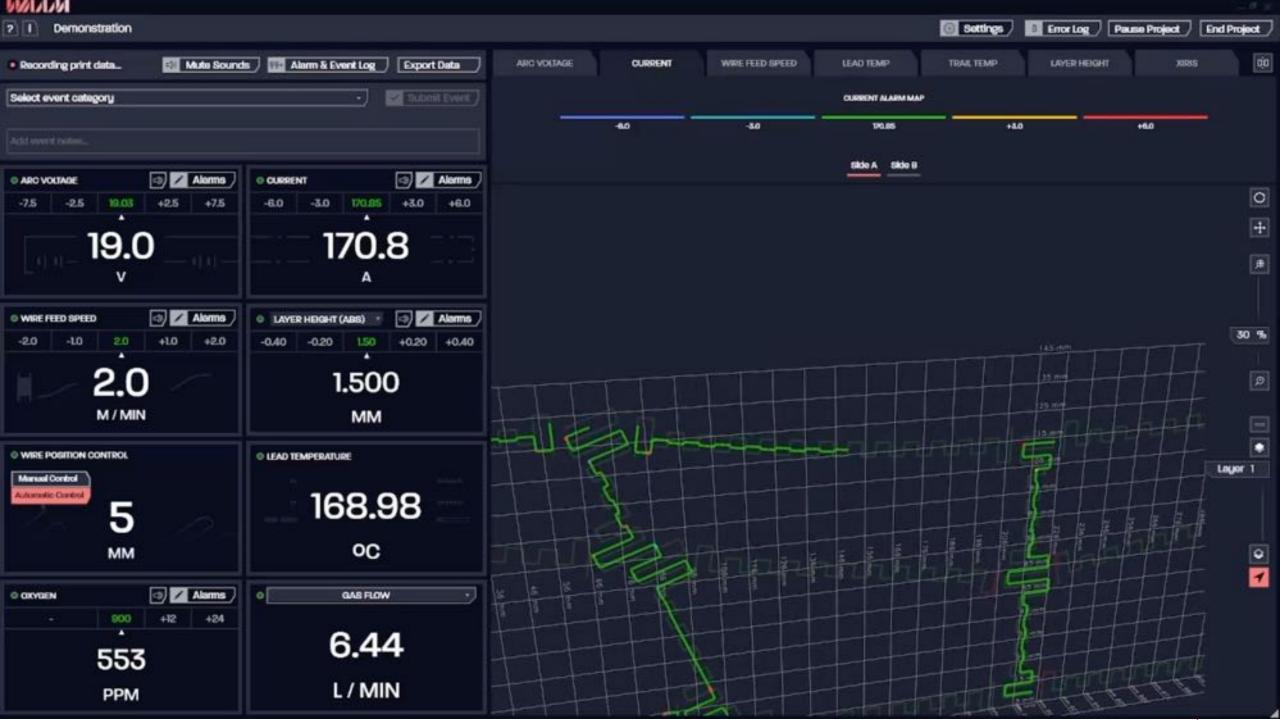
























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