EXBUILD

ADDITIVE SOLUTIONS THAT DELIVER RESULTS

WE UNDERSTAND. WE APPLY. WE DELIVER.

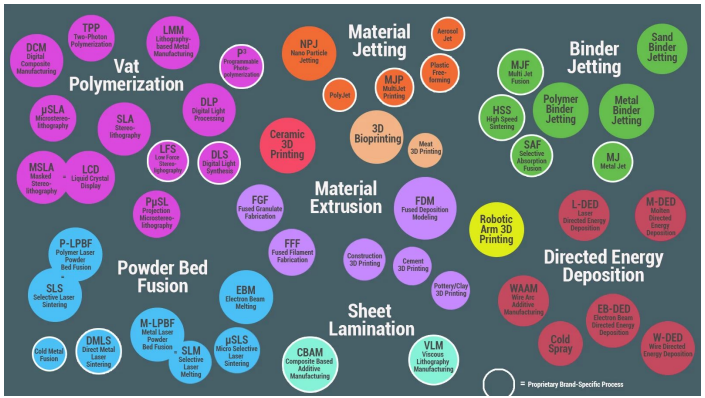
MAXIMIZING THE OPPORTUNITY

THE ADDITIVE LANDSCAPE

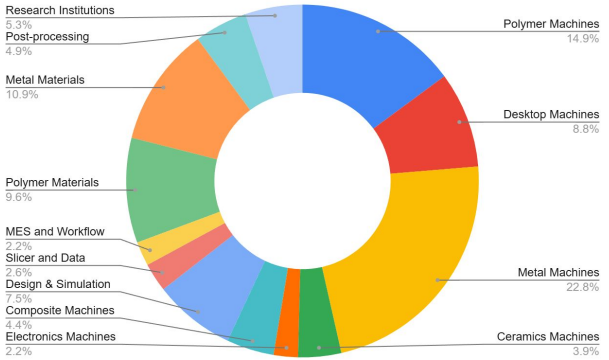
Additive technology now offers hundreds of material options across 50 different types of printing processes to include Vat Polymerization, Material Extrusion, Binder Jetting, Powder Bed Fusion, Directed Energy Deposition, and more. The industry includes over 130 hardware manufacturers, 31 software vendors, 47 material suppliers, 11 post-production manufacturers, and 12 dedicated research institutions. Emerging business models include: mass customization, mass variety, mass segmentation, mass modularization, mass complexity, and mass standardization.

Manufacturers who are committed to ongoing growth through innovation are investing in additive beyond just the printers and materials themselves. They're investing in strategic relationships that enable them to nimbly navigate this complex landscape and efficiently + effectively maximize results.

ADDITIVE TECHNOLOGY MAP



KEY AREAS OF MANUFACTURING INVESTMENT



Source: [The Additive Manufacturing Landscape]

MAXIMIZING THE OPPORTUNITY

GROWTH IN ADDITIVE ADOPTION

Integration of 3D printing into traditional manufacturing processes is on the rise, with $5.97B Venture Capital into additive manufacturing over the last 5 years, and a CAGR of 22.3% expected for the 3D printing market between 2024-2030. **Increased adoption of 3D printing is largely due to its ability to accelerate product development cycles.** Rapid prototyping, streamlined design iteration, and the ability to print parts in-house enable companies to cut product development lead times from weeks to days leveraging additive manufacturing technology.

47% of users say lead time is the main reason why they opt for 3D printing over other manufacturing methods.

Easy access to tech (43%), geometric complexity (41%) and price (33%) are other key selling points for additive.

82% of users say 3D printing had helped save substantial costs in their manufacturing pipeline.

OVER A 4 YEAR PERIOD:

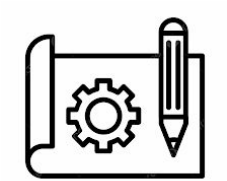
- R&D investment increased from 53% - 73%
- Rapid prototyping adoption increased from 66% - 72%
- Use of additive for jigs, fixtures, and tooling doubled from 30% - 57%
- Increase in bridge production more than doubled from 23% - 56%
- Use of additive for production parts rose 2.3x from 27% - 62%
- Additive for repair & maintenance increased 3.3x from 14% - 46%

Early adopters of additive are leveraging the technology for more than just rapid prototyping. An increase in specialized materials, machines that can print big parts fast, and maturing technology (e.g. AI and in-situ print monitoring), have resulted in steady growth in end-use-part production run volumes, with some companies now producing million part runs.

Source: 3D Printing Trend Report, 3D Printing Trends: Six Major Developments, 3D Printing Playbook

MAXIMIZING THE OPPORTUNITY

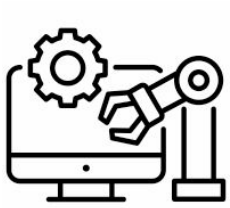
WHEN TO GO ADDITIVE



RAPID PROTOTYPING

Quickly and cost effectively create physical prototypes from digital designs

- Faster time-to-market
- Test form, fit, and function before committing to a design or tooling, reducing errors in tooling development
- Increase possible # of design iterations, leading to a more optimized product
- Free up CNC machinists time
- Easy to use



SHOP AIDS

Supporting traditional manufacturing equipment to drive efficiencies + boost production

- Custom workholding for machining, inspection, and other processes
- Faster change-over of SKUs
- Eliminate downtime via spare part printing
- Manufacture things like: go/no-go gauges, robotics parts, packaging, custom guards, etc.

END-USE PARTS

Print final parts ready for immediate use without tooling costs or development time

- No tooling cost or dev time
- Create lighter, optimized parts with more design freedom and complexity
- High customization for customers
- Limitless design iterations
- No inventory needed; print on-demand
- Reduce material waste + shipping costs

ABOUT EXBUILD

WHO WE ARE

EXBuild is a value-added reseller (VAR) of industrial 3D printers for manufacturing, providing sales, services, training, hardware, and software for industrial 3D printing applications. We were founded in 2019 as the manufacturing technology services arm of Alignex, a highly-awarded engineering technology VAR that covered the Midwest and Mountain regions in the US.

Markforged MELTIO Photocentric bigrep

At EXBuild, our mission is to facilitate the continued education and advancement of our manufacturing community through additive technologies. **As the Markforged, BigRep, Photocentric, and Meltio partner VAR, we're able to meet your 3D printing needs across a variety of materials**, including resin, metal, carbon fiber, stainless steel, and fiberglass. **We're partnership-focused and are committed to delivering an unrivalled experience to our customers** regardless of whether we're supporting our in-house 3D printing needs or you're utilizing our 3D printing services.

WE UNDERSTAND. WE APPY. WE DELIVER.

ABOUT EXBUILD

WHAT WE DO

At EXBuild, our approach is built on the standards established at Alignex and our 10,000+ satisfied customers. Our superior personnel and technical resources deliver customer success by taking a consultative approach to meeting our customers additive needs and objectives.

OUR CAPABILITIES

- Hardware
- Printing Services
- Design Engineering
- Consulting
- Training
- Technical Support

WHAT WE DO

- Listen, Learn, Solve
- Active Print Farm in Two Locations
- Print Backup Service for Customers
- Personalized Use Case Analysis
- Design to Print Consulting
- Prototype Development
- Small Lot Production
- User Development
- Customized Technical Support

ABOUT EXBUILD

OUR FLEET

Markforged

- Onyx Pro
- Mark Two
- X7
- FX10
- FX20
- Metal X
- PX100

bigrep

- PRO
- STUDIO
- ONE
- ALTRA 280
- IPSO 105
- VIIO 250

Photocentric

- LC Titan
- LC Magna
- LC Opus
- JENI

MELTIO

- M450
- M600
- CNC Integration
- Robot Integration

ABOUT EXBUILD

HOW WE'RE DIFFERENT

DIVERSE + ADVANCED MATERIALS	Including stainless steel, copper, high-temp plastics, carbon fiber, and Kevlar, with advanced applications.	**REGIONAL FOCUS**	Local engineers who know your business working directly with your team for the long-term.
DISTRIBUTOR OF LEADING BRANDS	We're a full-service VAR with over 30 years supporting engineers + manufacturers.	**FAST PRODUCTION**	Rapid production of high-strength parts with advanced materials to get you to market quickly.
COMPREHENSIVE SERVICES	Rather than focusing on services OR printers, we offer comprehensive solutions to meet diverse customer needs.	**TRAINING AND SUPPORT**	In-depth, on-site, upfront training + ongoing support by our team of engineers.
EXPERTISE IN THE FIELD	Our team is comprised of expert engineers who work as consultants with you throughout the process.	**PARTNERSHIP-FOCUSED CUSTOMIZED SOLUTIONS**	We listen to your needs + craft custom additive solutions to achieve your objectives.

PARTNERING FOR SUCCESS

OUR PROVEN PROCESS

At EXBuild, we're more than a 3D printer reseller. We're committed to being a strategic partner. Effective partnerships are about aligning tailored additive solutions with your evolving business goals. As you grow and evolve, we grow and evolve along with you, helping you stay nimble and effective through our proven process. Our proven process delivers ongoing effectiveness, measurable results against agreed KPIs, and lasting value based on transparency, accountability, and collaboration.

ONBOARDING

ALIGNMENT

Needs analysis + goal review

Printer + service options

Finalize scope and budget

Define KPIs

KICK-OFF

Establish implementation plan

Intro our people, process and systems for implementation

Onboard your key stakeholders to the scope and implementation plan

IMPLEMENTATION

DELIVERY

Implement agreed additive solution

Execute upfront training

Establish value review cycle

VALUE REVIEW

Review initial service experience, including technical implementation, initial results (tactical and strategic) and feedback

OPTIMIZATION

KPIs & VALUE REVIEWS

Report and evaluate on key metrics + satisfaction

WEEKLY, MONTHLY, QUARTERLY

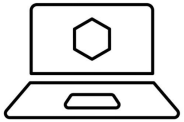
ACTIONABLE INSIGHTS

Identify and act on risks and opportunities

ONGOING REFINEMENT OF ADDITIVE SOLUTION FOR EFFECTIVENESS + RELEVANCE OVER TIME

PARTNERING FOR SUCCESS

TRAINING + SUPPORT



KICKOFF

Includes:

- Building the right team (ours and yours)
- Application exploration and development
- Site planning and facility analysis
- Standardized and customized curriculums
- Check-in cadence (yearly planning of events
- Part validation planning

TRAINING

Includes:

- Hands-on training with your equipment (on-site and virtual options)
- Real world process simulations
- Design guide resources
- Operational checklists
- Equipment installation and commissioning

ONGOING SUPPORT

Includes:

- Design and optimization support
- Hardware troubleshooting
- Technical assistance
- Warranties and on-site repair services
- Maintenance and upkeep schedules
- Replacement parts*
- Periodic check-ins
- Advanced training
- Calibration routines

****For an additional cost***

ABOUT EXBUILD

OUR CUSTOMERS

QUESTIONS?

Jenna Harding
Customer Success Manager
jenna.harding@exbuild.com