

Amaero International Ltd

Frost & Sullivan report points to a compelling business case

Amaero International Ltd (ASX:3DA) is a global specialist in metal additive manufacturing for the defence, aerospace, and other industrial sectors. The company has provided to shareholders an executive summary from the Frost & Sullivan Feasibility Study for its titanium powder project in Abu Dhabi which concludes that the project is feasible across technical, financial and market parameters, and supports the Chairman's prior guidance to shareholders. Amaero is progressing an 827-tonne a year titanium powder facility in the United Arab Emirates which it expects to greenlight before the end of this financial year. The newly created UAE enterprise, Amaero Advanced Metals Ltd, will be built within Abu Dhabi's KEZAD industrial park, with negotiations likely to see Amaero free-carried on rent and fitout costs until the company generates revenue. The Frost & Sullivan report was commissioned in order to advance the project financing with Emirates Development Bank to final approval and a binding term sheet. While Amaero deems the 37-page Frost & Sullivan feasibility report and financial model as proprietary, the company has provided the summary report to shareholders and key stakeholders. The report identified a base case net present value (NPV) terminal project value of US\$189.5m (A\$283m) and an internal rate of return (IRR) of 32.5% on the US\$52.1m capital investment in the project. A best case highlights an NPV of US\$317.2m (A\$472m). As we highlighted in our April 6 report **'Plan B' brings risk but potentially greater returns**, with the green-light for the project slated for the end of June 2023, we conservatively anticipate first production by CY25, powder qualification commencing in CY27 and "at capacity" production in CY28. This derives a base case valuation (based on a 10-year discounted cashflow) of A\$528m, \$1.26/share on the current share count and \$0.66/share fully diluted.

Business model

Amaero is focused on developing an 827-tonne-a-year titanium powder facility in the United Arab Emirates of which 414 tonnes a year will be aerospace-grade titanium powder. Amaero has announced strategic plans that include expansion of powder production to include other specialty alloys (Cu, Al and Ni-based superalloys), integration of midstream titanium supply chain (melt and mill) and Digital Manufacturing Commercialization Centres.

Project is feasible "GO" according to Frost & Sullivan

Frost & Sullivan found that Amaero Advanced Metal Ltd's 827tpa titanium powder operation was feasible based on technical, financial and market parameters. F&S identified limited supply of spherical titanium powder would provide "ample opportunity for Amaero to have a significant share globally", and that the project on a base case could deliver an NPV of US\$189.5m with a total invested payback period of 4.3 years. F&S also estimated positive and consistent operating cashflows from CY28 post Aerospace and Defence qualifications. Amaero's Chairman and CEO Hank Holland has previously highlighted to shareholders that he anticipates aerospace- and defence-grade powder qualification 24 months after each installation in CY27, with 'at capacity' qualified powder revenues in CY28. Other news in the space confirms the growing demand for titanium and specialist alloy powder production companies, with French titanium, steel and superalloys materials and parts supplier, Aubert & Duval, acquired by a company owned by Airbus, Safran and private equity group Tikehau while another PE firm Apollo agreed to acquire aluminium-products maker Arconic Corporation for US\$3b.

Base-case DCF valuation is \$0.66/share fully diluted or \$528m

Our base-case DCF valuation is \$0.66/share, fully diluted for anticipated strategic raisings, or A\$528m. On the current share count of 419m shares the valuation is \$1.26/share. There is increased risk in the long lead times to profitability and this is embedded in our forecasts and valuation. Our forecasts now reflect our expectation that the value now lies in the UAE titanium powder project with earnings estimates from FY25 and "at capacity" earnings achieved in FY28. Our forecasts only include the initial titanium powder facility without additional downstream production or projects. Earlier approvals for the delivery of powder and/or non-equity-participating funding to build the facility could have a positive impact on valuation.

Historical earnings and RaaS forecasts (in \$A unless otherwise stated)

Y/E	Sales revenue	Gross profit	EBITDA	NPAT	EPS (c)	EV/Sales (x)
06/22a	0.6	0.8	(7.2)	(8.6)	(4.1)	n.m.
06/23f	0.5	1.4	(11.2)	(18.1)	(3.1)	n.m.
06/24f	0.0	0.0	(20.6)	(21.6)	(4.6)	n.m.
06/25f	3.6	(0.9)	(29.3)	(35.0)	(6.2)	45.3

Source: Company data for historicals; RaaS estimates for FY23f, FY24f and FY25f

Additive Manufacturing

8 May 2023

Share Details

ASX code	3DA
Share price (5-May)	\$0.14
Market capitalisation	\$58.7M
Shares on issue	419.0M
Net est. cash 26-Apr	\$11.8M
Free Float	33.0%

Share Performance (12 months)



Upside Case

- UAE project develops a significant presence in the global titanium supply chain
- Strong tailwinds in global demand for both additive manufacturing and metal powder production
- Strong Chairman/CEO with experience and connectivity to key stakeholders in the UAE

Downside Case

- Further capital raises may result in dilution
- Still very early stage with no guarantee that strategy will translate into earnings success
- Long lead times for approval and engagement with defence primes

Catalysts

- Funding secured for Ti powder production in UAE
- Commencement/completion of facility at KEZAD
- Finalisation of an offtake arrangement with a defence major and subsequent certification

Company Interview

[Amaero International RaaS Chairman & CEO Interview](#)

Board of Directors & Management

Hank J. Holland	Chairman and CEO
David Hanna	Non-Executive Director
Lucy Robb Vujcic	Non-Executive Director
Omar Granit	Non-Executive Director
Erik Levy	Non-Executive Director

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Frost & Sullivan Feasibility Study Summary

Frost & Sullivan's report has highlighted the following factors for its finding that the project is feasible:

- Global Ti powder is anticipated to growth from 5,300 metric tons in 2022 to 22,405MT by 2032, a CAGR of 15.5% with growth in the aerospace and defence and medical sector together with industry adoption towards additive manufacturing the key drivers behind powder demand.
- F&S identified that the US will be a high priority market for spherical titanium powder, growing at a CAGR of 18% with a demand supply gap of 960MT by 2028 and that Amaero Advanced Metals has the opportunity to target 220MT of this demand.
- Limited local supply and a reliance on imports due to rising energy costs also favour Amaero's penetration of the European market, where it is anticipated that Amaero can capture 360MT of demand by 2028.
- From a technical perspective, Frost & Sullivan recommends Amaero adopt the EIGA technology due to its higher yield rate, resilient supply chain due to the availability of feedstock and lower oxygen content. Key technology suppliers such as ALD Vacuum Technologies GmbH are recommended for premium spherical titanium powder production.
- From a financial perspective, F&S has found that across three scenarios – best, base and worst case – the financial aspects of the project were attractive. Base case presents a 4.3 year payback, Equity IRR of 37.8% and an NPV terminal project value of US\$189.5m. The worst case payback period is 6 years, with an Equity IRR of 23.7% and NPV terminal project value of US\$83.4m on a build cost of US\$53m. The best case presented delivers an Equity IRR of 45.7%, an NPV terminal project value of US\$317.2m on a cost of US\$51.1m and a payback period of 3.3 years.

The Frost & Sullivan report supports Mr Holland's prior guidance to shareholders and underpins the credible business case for the US\$52m titanium powder operation.

Next Steps

As previously noted, Amaero is aiming to greenlight the project by June 30. The following developments are taking place:

- Negotiations with the Khalifa Economic Zone Abu Dhabi Group (KEZAD Group) are underway to develop the built-to-suit titanium powder facility with the first phase comprising a 9,300-square-metre (100,000-square-foot) operation with two gas atomisers for titanium powder production together with office, a laboratory and powder processing. A second phase will see an 11,150-sqm (120,000-sq-ft) operation with another two gas atomisers, revert/titanium recycling plant and powder processing. Amaero has negotiated an initial rent-free period and the company expects that the development and fit out costs will be capitalised on a long-term lease. Amaero told shareholders on April 26 that it expects a binding lease will be signed by the end of June and that the first phase of the facility will be delivered by June 2024.
- Amaero continues to advance discussions with Emirates Development Bank for project financing which would see EDB capitalise interest until the project reaches profitability. Frost & Sullivan's independent feasibility study is a key step in the advancement of the approval process. The next step is for the financing to advance to final approval and a binding term sheet. The company is expecting to finalise the binding term sheet by the end of June.
- The Korn Ferry engagement to fill several key executive roles for the project including Managing Director – Titanium Powder Production and Chief Financial Officer/Chief Administration Officer continues with candidates from both Europe and Australia identified.
- Amaero continues engagement with at least two prime OEMs and metal distributors for feedstock and offtake agreements. It is expected that the offtake agreement will be accompanied by a collaboration to

identify Ti and speciality powders that are in critical demand, to evaluate equipment technology, to certify equipment and to qualify powder. Amaero is also in discussion with OEMs of equipment to determine the best path for melt and sponge operations.

- The company expects that it will take 24 months from the installation of each gas atomiser to secure aerospace powder qualification. He highlighted that it was currently envisaged that the four gas atomisers would each be installed in quarters 1,2,3, and 4 of CY25 with qualification for aerospace grade in each quarter of CY27 and at capacity production and revenues in CY28.
- Mr Holland and Pegasus Growth Capital now both have Foreign Investment Review Board approval to acquire up to an additional 20.5% interest in Amaero (including the options currently held by both parties), which would take the combined holding to 60%. They will be eligible to acquire additional shares from 1 June 2023 to 6 February 2024.

DCF Valuation

In our view, given the early-stage nature of Amaero’s business and the time that it will take to get the UAE project into full production, the discounted cashflow methodology is the most appropriate method for valuing the company. Earlier commencement of the project, and earlier qualification of aerospace grade powder, would have a material impact on our forecasts given the time-weighting in this methodology. We derive a weighted average cost of capital (WACC) of 12.0% (Cost of Equity 14.9%, beta 1.8, terminal growth rate 2.2%) and this gives us a base-case valuation of \$528m or \$0.66/share on a fully diluted basis. On the current share count of 419m, the valuation is \$1.26/share. We use an equity risk premium of 6.5%, risk-free rate of 3.5% and target gearing of 25%. Note that we use the UAE corporate tax rate of 9% in our valuation. The valuation also assumes that the project is predominantly debt/strategic equity funded. Should the company secure non-participating funding for the project’s capex and/or working capital, this could potentially increase our valuation.

Exhibit 1: DCF valuation (in A\$m unless otherwise stated)

DCF valuation	Parameters
Cost of Equity	14.9%
Beta	1.8
Cost of Debt after tax	3.2%
WACC	12.0%
Equity risk premium	6.5%
Risk-free rate	3.5%
Terminal growth rate	2.2%
Sum of PV (A\$m)	83.3
Terminal value at FY33 (A\$m)	1,264.0
Present value of terminal value (A\$m)	365.1
PV of enterprise (A\$m)	448.3
Fully diluted cash and debt (A\$m)	(79.6)
Net value – shareholder (A\$m)	528.0
No. of shares on issue (fully diluted) (M)	804.4
NPV in A\$/share	\$0.66

Source: RaaS analysis

Exhibit 2: Financial Summary

Amaero International Ltd						Share price (5 May 2023)						A\$	0.14			
Profit and Loss (A\$m)						Interim (A\$m)										
Y/E 30 June	FY22A	FY23F	FY24F	FY25F	FY26F	H122A	H222A	H123A	H223F	H223F	H223F					
Sales Revenue	0.6	0.5	0.0	3.6	22.9	0.2	0.4	0.5	0.0	0.0	0.0					
Total Revenue	1.5	1.9	0.0	3.6	22.9	(3.0)	(4.2)	(3.1)	(8.1)	(8.5)	(12.1)					
Gross Profit	0.8	1.4	0.0	(0.9)	(2.7)	(3.5)	(4.7)	(3.7)	(8.6)	(9.4)	(13.0)					
EBITDA Adj	(7.2)	(11.2)	(20.6)	(29.3)	(44.1)	(3.6)	(4.8)	(3.8)	(8.6)	(8.9)	(12.7)					
Depn	(1.1)	(1.1)	(1.8)	(6.0)	(9.0)	-	-	-	-	-	-					
Amort	0.0	0.0	0.0	0.0	0.0	(3.5)	(5.1)	(6.6)	(8.6)	(8.9)	(12.7)					
EBIT Adj	(8.2)	(15.2)	(22.4)	(35.3)	(53.1)	(1.76)	(2.31)	(1.05)	(2.04)	(1.98)	(2.53)					
Interest	(0.2)	(0.0)	0.8	0.3	0.2	(1.73)	(2.45)	(2.39)	(2.00)	(1.88)	(2.41)					
Tax	0.0	0.0	0.0	0.0	0.0	-	-	-	-	-	-					
Minorities	0.0	0.0	0.0	0.0	0.0	-	-	-	-	-	-					
Equity accounted assoc	(0.0)	0.0	0.0	0.0	0.0	(4.4)	(3.5)	(6.2)	(3.0)	(11.8)	(16.0)					
NPAT pre significant items	(8.4)	(15.2)	(21.6)	(35.0)	(52.9)	(4.4)	(3.5)	(6.2)	(3.0)	(11.8)	(16.0)					
Significant items	(0.2)	(2.9)	0.0	0.0	0.0	(4.4)	(3.5)	(6.2)	(3.0)	(11.8)	(16.0)					
NPAT (reported)	(8.6)	(18.1)	(21.6)	(35.0)	(52.9)	Divisions	H122A	H222A	H123A	H223F	H223F	H223F				
Cash flow (A\$m)						Sales and service revenue	0.2	0.4	0.5	0.0	0.0	0.0				
Y/E 30 June	FY22A	FY23F	FY24F	FY25F	FY26F	R&D grants	0.8	0.2	1.4	0.0	0.0	0.0				
EBITDA	(7.2)	(11.2)	(20.6)	(29.3)	(44.1)	Total Revenue	1.0	0.5	1.9	0.0	0.0	0.0				
Interest	(0.2)	(0.0)	0.8	0.3	0.2	COGS	0.4	0.3	0.5	0.0	0.0	0.0				
Tax	0.0	0.0	0.0	0.0	0.0	Gross Profit	0.6	0.2	1.4	0.0	0.0	0.0				
Working capital changes	(0.6)	2.1	(8.1)	(28.7)	(9.4)	R&D costs	(1.2)	(1.8)	(1.6)	0.0	0.0	0.0				
Operating cash flow	(8.0)	(9.2)	(27.9)	(57.7)	(53.3)	Employment	(0.8)	(0.8)	(1.2)	(2.4)	(2.6)	(5.2)				
Mtce capex	0.0	0.0	0.0	0.0	0.0	General & Admin costs	(1.0)	(1.2)	(1.2)	(4.8)	(4.9)	(5.9)				
Free cash flow	(8.0)	(9.2)	(27.9)	(57.7)	(53.3)	Other costs	(0.6)	(0.5)	(0.5)	(0.9)	(0.9)	(1.0)				
Growth capex	(3.2)	(7.1)	(34.5)	(32.1)	(8.3)	EBITDA	(3.0)	(4.2)	(3.1)	(8.1)	(8.5)	(12.1)				
Acquisitions/Disposals	0.0	(0.0)	0.0	0.0	0.0	Margins, Leverage, Returns						FY22A	FY23F	FY24F	FY25F	FY26F
Other	(0.0)	0.0	0.0	0.0	0.0	EBITDA	nm	nm	nm	nm	nm	nm				
Cash flow pre financing	(11.1)	(16.3)	(62.4)	(89.8)	(61.7)	EBIT	nm	nm	nm	nm	nm	nm				
Equity	8.1	10.5	23.4	72.6	45.2	NPAT pre significant items	nm	nm	nm	nm	nm	nm				
Debt	2.6	79.5	0.0	0.0	(2.8)	Net Debt (Cash)		8.3	4.5	(35.6)	(56.4)	(75.1)				
Dividends paid	0.0	0.0	0.0	0.0	0.0	Net debt/EBITDA (x)	(x)	n/a	n/a	n/a	n/a	n/a				
Net cash flow for year	(0.4)	73.8	(39.0)	(17.2)	(19.2)	ND/ND+Equity (%)	(%)	(132.8%)	(58.7%)	73.2%	54.5%	67.0%				
Balance sheet (A\$m)						EBIT interest cover (x)	(x)	n/a	n/a	n/a	n/a	n/a				
Y/E 30 June	FY22A	FY23F	FY24F	FY25F	FY26F	ROA		(40.1%)	(24.6%)	(21.7%)	(28.2%)	(36.7%)				
Cash	11.1	84.2	44.0	23.2	1.7	ROE		(58.0%)	(134.9%)	(170.7%)	(116.6%)	(125.8%)				
Accounts receivable	0.4	0.1	0.0	0.5	3.0	ROIC		(637.1%)	3053.3%	(38.0%)	(70.6%)	(70.1%)				
Inventory	1.1	1.0	1.0	3.6	15.0	NTA (per share)		0.06	0.03	0.02	0.06	0.05				
Other current assets	0.1	0.2	0.2	0.2	0.2	Working capital		0.0	(3.9)	(6.8)	(10.3)	(7.5)				
Total current assets	12.7	85.5	45.3	27.5	20.0	WC/Sales (%)		1.9%	(804.7%)	nm	(286.1%)	(32.7%)				
PPE	8.6	14.6	47.3	73.4	72.8	Revenue growth		13.0%	(14.9%)	(100.0%)	nm	532.9%				
Intangibles and Goodwill	0.0	0.0	0.0	0.0	0.0	EBIT growth pa		n/a	n/a	n/a	n/a	n/a				
Investments	0.4	1.0	12.0	44.2	50.8	Pricing		FY22A	FY23F	FY24F	FY25F	FY26F				
Deferred tax asset	0.0	0.0	0.0	0.0	0.0	No of shares (y/e)	(m)	241	474	581	764	804				
Other non current assets	0.2	0.2	0.2	0.2	0.2	Weighted Av Dil Shares	(m)	207	419	500	581	713				
Total non current assets	9.1	15.8	59.6	117.9	123.7	EPS Reported	cps	(4.2)	(4.4)	(4.6)	(6.2)	(7.0)				
Total Assets	21.9	101.3	104.8	145.4	143.8	EPS Normalised/Diluted	cps	(4.1)	(3.1)	(4.6)	(6.2)	(7.0)				
Accounts payable	1.4	5.0	7.9	14.4	25.5	EPS growth (norm/dil)		n/a	n/a	n/a	n/a	n/a				
Short term debt	0.0	0.0	0.0	0.0	0.0	DPS	cps	-	-	-	-	-				
Tax payable	0.0	0.0	0.0	0.0	0.0	DPS Growth		n/a	n/a	n/a	n/a	n/a				
Other current liabilities	0.6	2.2	2.2	2.2	2.2	Dividend yield		0.0%	0.0%	0.0%	0.0%	0.0%				
Total current liabilities	2.1	7.2	10.1	16.6	27.8	Dividend imputation		0	0	0	0	0				
Long term debt	2.8	79.7	79.7	79.7	76.8	PE (x)		-	-	-	-	-				
Other non current liabs	2.4	2.2	2.2	2.2	2.2	PE market		15.0	15.0	15.0	15.0	15.0				
Total long term liabilities	5.2	81.9	81.9	81.9	79.0	Premium/(discount)		nm	nm	nm	nm	nm				
Total Liabilities	7.2	89.1	91.9	98.5	106.8	EV/EBITDA		nm	nm	nm	nm	nm				
Net Assets	14.6	12.3	13.0	47.0	37.1	FCF/Share	cps	(3.30)	(1.94)	(4.79)	(7.55)	(6.63)				
Share capital	35.3	48.2	71.6	144.2	189.5	Price/FCF share		(4.2)	(7.2)	(2.92)	(1.85)	(2.11)				
Accumulated profits/losses	(21.5)	(36.0)	(58.7)	(97.4)	(152.5)	Free Cash flow Yield		(23.6%)	(13.8%)	(34.2%)	(53.9%)	(47.4%)				
Reserves	0.8	0.1	0.1	0.2	0.1											
Minorities	0.0	0.0	0.0	0.0	0.0											
Total Shareholder funds	14.6	12.3	13.0	47.0	37.1											

Source: Company data for historicals, RaaS estimates



FINANCIAL SERVICES GUIDE

RaaS Advisory Pty Ltd

ABN 99 614 783 363

Corporate Authorised Representative, number 1248415

of

BR SECURITIES AUSTRALIA PTY LTD

ABN 92 168 734 530

AFSL 456663

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- complaint processes

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