

26 May 2022

ASX Market Update

Revenue Expectations for 2022 Fiscal Year

LaserBond continues to receive very strong orders. At the time of this announcement, open orders total a record \$14.5 million. In addition, our pipeline is large and we expect forward orders to continue at these levels, thus supporting our planned growth to reach our future targets.

In the half-year financial report (to end December 2021), LaserBond advised revenue expectations of approximately \$35 million for this fiscal year. However, due to supply chain delays, LaserBond expects to recognise revenue of between \$30 and \$31 million representing growth of 22% to 26% over FY21.

As previously advised, LaserBond had secured three bespoke LaserBond® technology equipment sales which were planned and scheduled for delivery this fiscal year. To date LaserBond has expended most of the costs in designing, acquiring components, and assembling each of these systems, however, for two of the systems, delays in delivery for relatively minor components has meant that they cannot be completed by June 30. Our suppliers are indicating the global shortage of electronic components ("chips") and extended shipping times have led to these delays. After initially indicating delivery dates that fitted well within required timeframes, for certain components two suppliers have extended their expected delivery dates to the point that the most recent estimates for a couple of components are beyond June 30. These two LaserBond® systems will now be invoiced early in FY23.

One LaserBond® cladding cell destined for a licensee in New Zealand has not been as severely impacted by this supply issue and we are progressing towards factory acceptance testing and revenue recognition in this fiscal year.

For other products, LaserBond sources certain components from a local supplier specified by our customer, but they have had their own supply chain and staffing issues that have meant they have not been able to deliver the components for LaserBond to process in the normal time frames.

The order book is strong and continues to grow. LaserBond is confident of delivering solid growth in FY23 and remains committed to our \$60 million revenue target for FY25.

Approved for release by the Board.

For further information, contact:

Wayne Hooper
CEO
Ph: 02 4631 4500

