

# ArmaTech — Investor Prospectus

**Capital Raise:** AUD \$10,000,000

**Entity:** ArmaTech (Australia)

## 1. Executive Summary

ArmaTech Industries is an R&D and strategy start-up focused on developing autonomous technology, defence-grade systems, and advanced infrastructure. The company's core initiative is to revitalise Australia's industrial base by establishing domestic facilities to design, test, and produce technology at scale for Australia and its strategic allies.

ArmaTech is pre-revenue, with multiple service engagements and product opportunities in the pipeline. The raise is intended to transition the company from early-stage development into revenue-generating execution, advance core systems to higher technical readiness levels, and establish a scalable platform aligned with Australia's sovereign capability priorities.

## 2. The Opportunity

### Strategic Context

Global conflict, supply-chain fragility, and the re-industrialisation due to warfare have reasserted industrial capability as a strategic necessity. Nations that can design, test, and manufacture advanced systems domestically now hold a decisive advantage.

Australia faces persistent structural challenges:

- Heavy reliance on offshore manufacturing
- Long development and procurement timelines
- Weak translation from research to deployable systems
- Fragmentation between universities, startups, and defence primes

These conditions create demand for agile companies capable of rapidly converting ideas into real capability.

## 3. Market Gap

Current participants are structurally misaligned:

- **Universities** produce research, but rarely deliver deployable hardware
- **Defence primes** excel at scale but are poorly suited to early innovation
- **Startups** lack infrastructure, capital, and clear pathways to market

ArmaTech exists to bridge this gap.

## 4. Company Overview

**Stage:** Early-stage, pre-revenue

**Primary Industry:** Defence (dual use)

**Core Activities:** R&D, prototyping, manufacturing readiness, infrastructure strategy

ArmaTech is deliberately structured to be capital-efficient, execution-focused, and scalable, with clear separation between operating activities and supporting ecosystems.

## 5. Business Model

ArmaTech operates a staged business model that balances near-term monetisation with long-term industrial value creation.

### A. Contracted R&D & Engineering Services (Near-Term Revenue)

ArmaTech provides paid services, including:

- Applied R&D
- Systems and architecture design
- Feasibility and trade studies
- Prototype development
- Manufacturing readiness and industrialisation planning

Engagements are structured as fixed-fee projects, retainers, or milestone-based contracts. This layer is designed to activate revenue early, fund capability growth, and de-risk internal product development.

### B. Product & Prototype Development (Mid-Term Revenue)

ArmaTech develops internal systems such as:

- Autonomous ground, aquatic and aerial platforms
- Modular robotic and sensing subsystems
- Defence-adjacent hardware

Monetisation pathways include:

- Sale of prototype and demonstrator units
- Paid pilots and trials
- Licensing or transfer of IP
- Strategic co-development partnerships

### C. Manufacturing & Infrastructure Enablement (Long-Term Value)

Rather than prematurely owning heavy assets, ArmaTech:

- Designs manufacturing processes and production systems
- Develops tooling, jigs, and automation concepts
- Establishes pilot manufacturing capability
- Partners or spins out large infrastructure when mature

## 6. Go-to-Market Strategy

Target customers include:

- Defence and government programs
- Defence primes and Tier-2 suppliers
- Mining, agriculture, and logistics operators
- Research institutions
- Infrastructure and automation projects

Market entry is driven through direct engagements, strategic partnerships, demonstrator systems, and pilot programs.

## 7. Competitive Advantage

ArmaTech differentiates itself through:

- Speed of execution
- Applied, outcome-driven R&D
- Integration of design, prototyping, and manufacturing readiness
- Capital-efficient operating model
- Alignment with sovereign and national priorities
- Automation focused (digital & physical)

ArmaTech does not compete directly with defence primes; it partners with and feeds into them.

## 8. Supporting Ecosystem — The ArmaTech Collective

ArmaTech is supported by an independent ecosystem known as the ArmaTech Collective. The Collective operates as a shared workspace and innovation environment that aggregates talent, collaborators, and infrastructure.

The Collective exists to reduce early-stage cost and friction, improving capital efficiency without introducing governance risk.

## 9. Capital Raise — \$10 Million Working

### Use of Funds (Indicative)

- Activation of contracted R&D and service revenue
- Advancement of core systems to higher TRLs
- Tooling and pilot manufacturing capability
- Selective hiring of engineering and operations talent
- Compliance, security, and governance foundations
- Working capital and runway extension

Capital will be deployed in stages, aligned to technical and commercial milestones.

## 10. Value Creation & Returns

Investor value is driven by:

- Revenue growth from services and products
- Long-term development and supply contracts
- Licensing and IP monetisation
- Participation in scaled manufacturing and infrastructure projects
- Strategic acquisition or partnership opportunities
- Spin-out of mature systems or assets

## 11. Conclusion

ArmaTech represents an opportunity to invest early in a foundational industrial capability platform designed to convert advanced ideas into deployable systems and long-term value.

The company is focused, capital-efficient, defence-aligned, and built for execution. This \$10 million raise is intended to move ArmaTech decisively into revenue-generating operations while preserving long-term strategic upside.