

# AddiFab

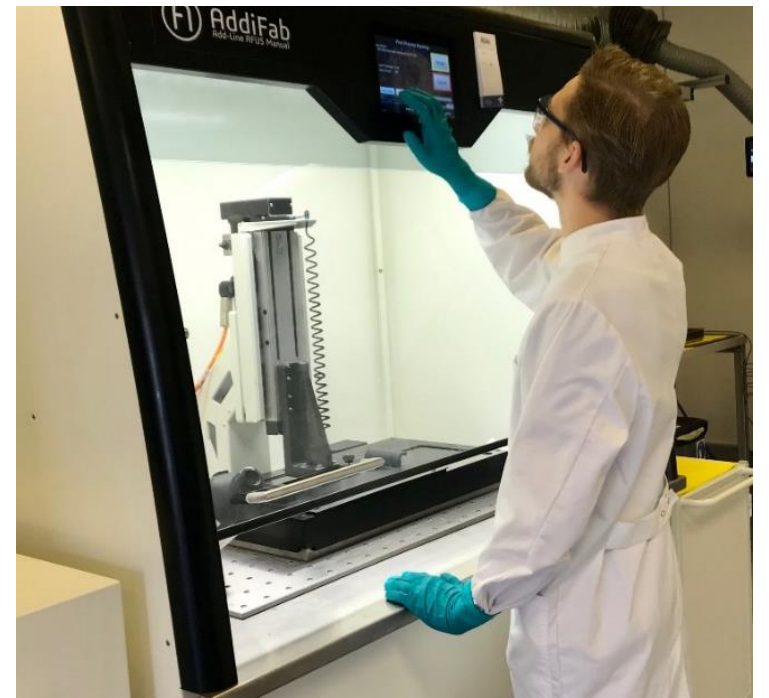
Freeform Injection  
Molding

Leapfrogging the gap between  
AM and production...

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# AddiFab In Short

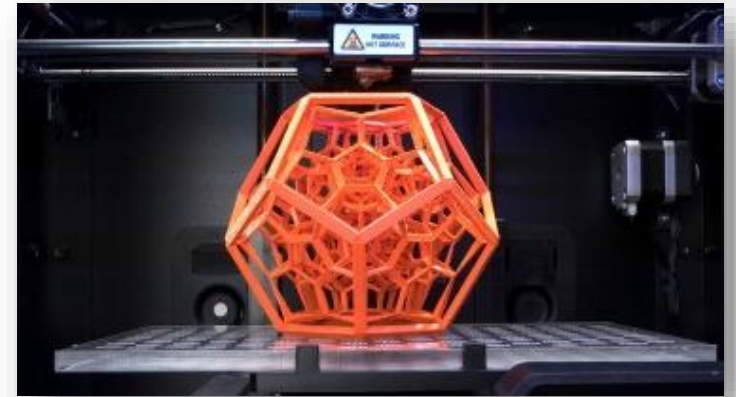
- Founded in December 2014 in Denmark
- 25 employees today
- 9 patents pending
- Platforms sold in DK, PL, DE and the US
- Offices in Denmark and Silicon Valley



# AddiFab is merging two platforms to leapfrog the gap between prototyping and production

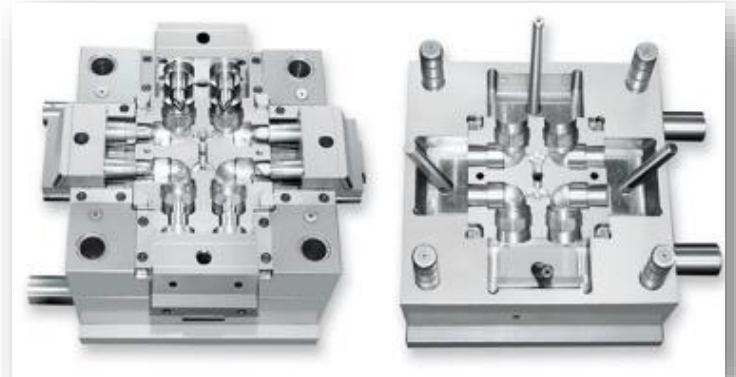
## 3D-printing / AM is ideal for prototyping

- Flexibility & freedom of Design
- Low start-up costs, no tooling investments
- Short lead times

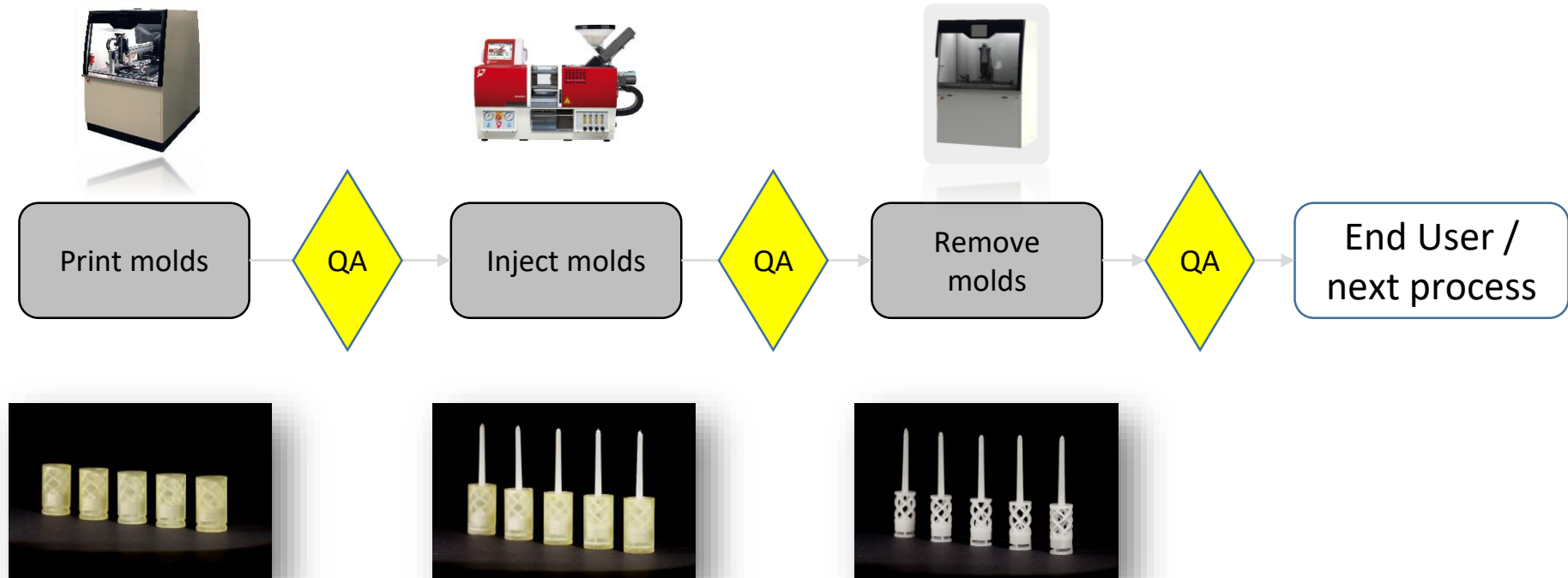


## Injection Molding is ideal for production

- Scalability & widest range of materials
- Low unit costs
- Short throughput times



# From Concept to Commercialization in 24 hours...



FIM (Freeform Injection Molding) is the full integration of AM and IM

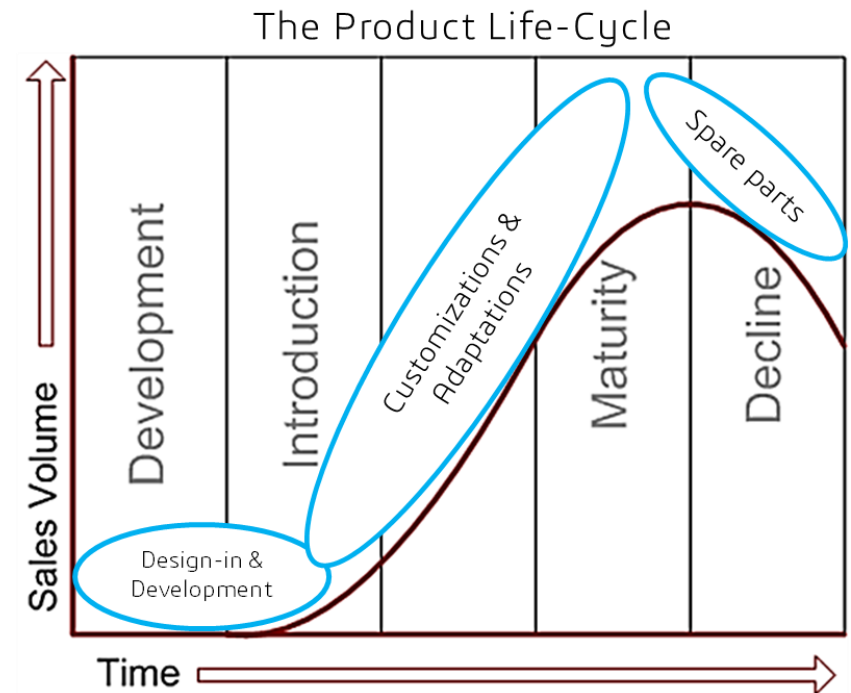
# ...For Break-Through Launch-time compression, Customization and Spare-Parts on Demand

## Seamless Scalability – extreme versatility...

- Injection Molding at the Speed of Additive
- Injection Molding with the Start-up Costs of Additive
- Injection Molding with the Design Freedom of Additive
- Injection Molding materials turned Additive

## ... To change Product Lifecycle Management for Good

- Fastest times-to-launch for complex products
  - Full support for mass customization
  - Full support for spare parts manufacturing
- ... An Ideal blend of agility and scalability...



# The Key Elements of Freeform Injection Molding

## Machines

- Printers
- Cleaners
- Demolding units
- SW



## Materials & Consumables



**SLA**  
< service level agreement >



... Any installed-base injection  
molder will work ...

# Case 1: Launch-time reductions

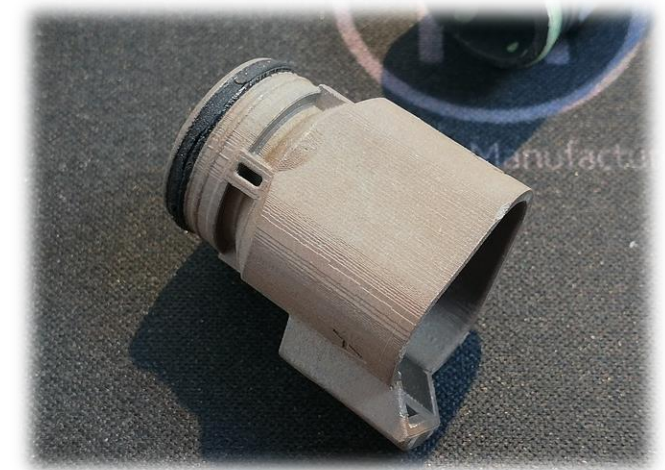
- Adding Speed to Injection Molding



**Impact:** Launch 80% faster, 90% cheaper than conventional injection molding

	Conventional	FIM
Lead-time (days)	100	20
Tooling costs (€)	25.000	2.500

**Perspectives:** Will allow manufacturers to bring new products and variants to market faster and cheaper – without trading off performance / quality





# Case 2: Mass Customization

## - Adding Flexibility to Injection Molding

**Impact:** Customized variants of high-runner products may be launched with ease

**Perspectives:** FIM allows manufacturers to do customized, cost-efficient low-volume and single-unit productions - same day/week, while at the same time achieving economies of scale on high-runner products





# Case 3: Spare Parts On Demand

## - Adding Agility to Injection Molding

**Impact:** Reduced costs of long-tail inventory through on-demand spare parts manufacturing – in the original material

**Perspectives:** SW tools from Dassault + no constraints on materials dramatically streamline legacy product management

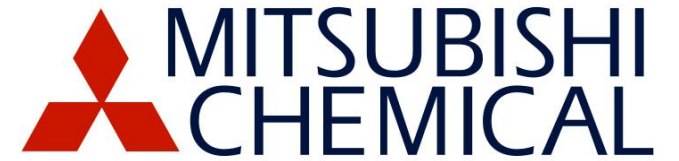


# Case 4: Real Materials turned Additive

## - Adding Additive to Injection Molding

**Impact:** 7,500 materials are made additive as off-the-shelf granulates, which saves years and millions

**Perspectives:** Freeform Injection Molding allows manufacturers of materials to bring their injection-moldable materials into the additive domain without needing specialized (filament or powder) versions



# Competitors want to disrupt IM

## - FIM is choosing the role of the ally...

- Conventional AM has brought us the story about disruptions of IM. But the reality is:
  - AM is capped by lack of adequate materials
  - AM is capped on scalability
  - AM is capped on quality

FIM is also the only platform that allows manufacturers to process the entire range of engineering materials, from soft rubbers to hard metals, on the same printer...

### Company

### # of materials



7 (9) polymers

**Carbon**

9 polymers



**Desktop Metal**

6 (metal)



**3D SYSTEMS**

Jetting: 17  
Photo: 7 (34)  
SLS: 20  
Metal: 12



**stratasys**

Filaments: 20  
Jetting: 12



Metals: 15  
Plastics: 16

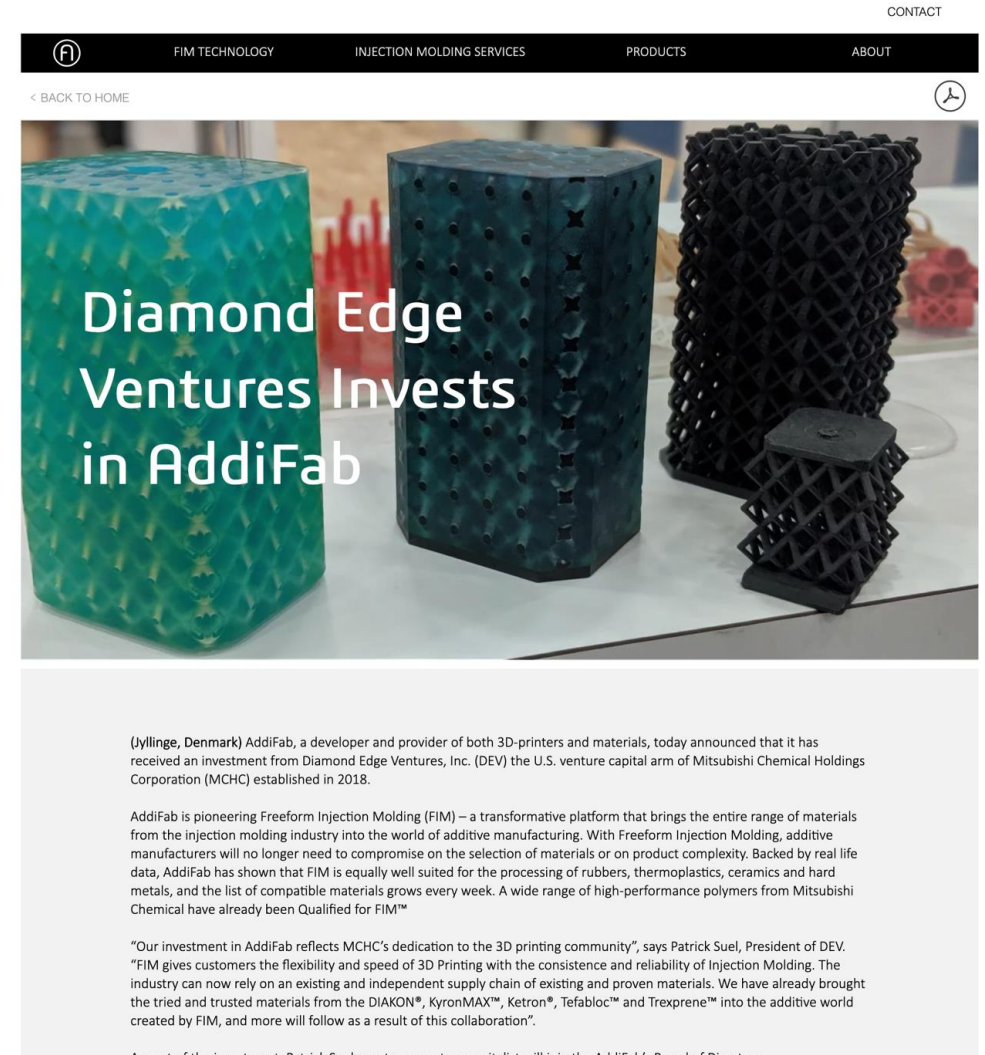


Rubbers: 1000 +  
Plastics: 1000 +  
Ceramics: The entire range  
Metals: The entire range

# Validation: Mitsubishi has decided to invest...

Because...

- FIM brings the entire range of Mitsubishi high-performance materials (+7.500) into the additive domain – in one shot
- FIM offers Mitsubishi a PR advantage – and a jump to the forefront of Additive
- FIM offers Mitsubishi a design-in advantage – developers will usually stick w. the first choice of material



# Team: Proven Track Record

## – Appetite for (much) More



Peter Sørensen  
COO, co-founder

15 years of experience  
designing advanced  
electronics, SW and  
automation



Lasse Staal  
CEO, co-founder

Strong track record in  
business development,  
project sales and fund-  
raising



Jon Jessen  
CTO, co-founder

Tool-maker turned  
constructor turned 3D-  
printing geek, with a  
strong inventive streak

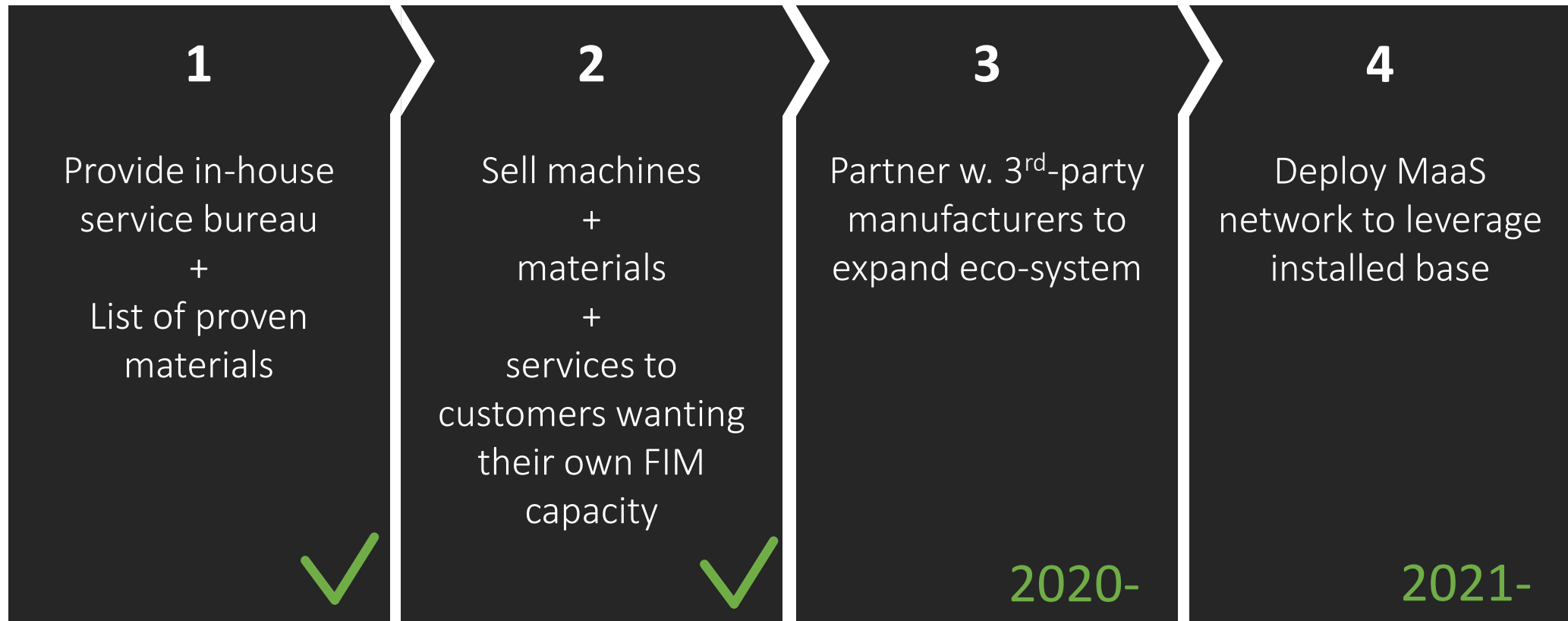


Carsten Jarfelt  
CEO, US

Business Executive,  
Additive manufacturing,  
Global Tech VP Sales  
Silicon Valley based

# Go-To-Market

- A proven sales model, with a transformative upside





# Financials, Forecast

All Amounts in EUR	2020	2021	2022	2023	2024
Revenue	2.932.788,00	4.976.778,00	9.864.758,00	19.640.718,00	39.192.638,00
# of printer system sales	12	20	40	80	160
Installed Base	12	22	42	82	162
- Machine sales	2.400.000,00	4.000.000,00	8.000.000,00	16.000.000,00	32.000.000,00
- Sale of Resins (recurr.)	405.600,00	743.600,00	1.419.600,00	2.771.600,00	5.475.600,00
- Sale of services & consum. (recurr.)	127.188,00	233.178,00	445.158,00	869.118,00	1.717.038,00
COGS (% of sales)	56%	53%	50%	47%	45%
COGS	1.642.361,28	2.637.692,34	4.932.379,00	9.231.137,46	17.636.687,10
S, G & A (% of sales)	33%	30%	28%	26%	24%
S, G & A	967.820,04	1.493.033,40	2.762.132,24	5.106.586,68	9.406.233,12
Facilities	120.000,00	180.000,00	270.000,00	405.000,00	607.500,00
<b>EBITDA</b>	<b>202.606,68</b>	<b>666.052,26</b>	<b>1.900.246,76</b>	<b>4.897.993,86</b>	<b>11.542.217,78</b>

AddiFab Achieved 2018 revenues of ~mUSD 1, and projects 2019 topline of mUSD 1.5 - 2. For 2020, the goal is to boost implementation w. International tier-1 customers and consolidate FIM eco-system through strategic partnering

# Funds Requested, Use of Proceeds

**AddiFab is seeking mEUR 5 to speed up deployment of FIM**

## **The Proceeds will be used to support AddiFab Scale-up as follows:**

1. Establishing of AddiFab US FIM center (mEUR 1.5, for launch and 12 months of run-way)
  - a. Hiring of CEO (mEUR 0.3)
  - b. Rent, set-up of US location w. Staff included (mEUR 1)
  - c. Sales, marketing & trade fair attendance (mEUR 0.2)
2. Consolidation of FIM platform (mEUR 2.5, for connectivity, SW front-end and market expansion)
  - a. Build-up of front-end SW & connectivity (mEUR 1)
  - b. Build-up of process lab (mEUR 0.5)
  - c. Build-up of third-party program (mEUR 0.5)
  - d. Build-up of online market-place (mEUR 0.5)
3. Ramp-up of EU machine-building facilities (mEUR 1)
  - a. Build-out of capacity (mEUR 0.75) + staff (mEUR 0.25)



# AddiFab

Your known and loved  
materials - turned additive



Recycled PPE



PMMA



KyronMax



PA66



PA6GF50



Recycled HDPE



PEEK



PP



Flame-  
retardant ABS



Soft TPE  
50 shore A



Ultrasoft TPE  
10 shore A



Tefabloc



Trexprene TPE



**Your material**