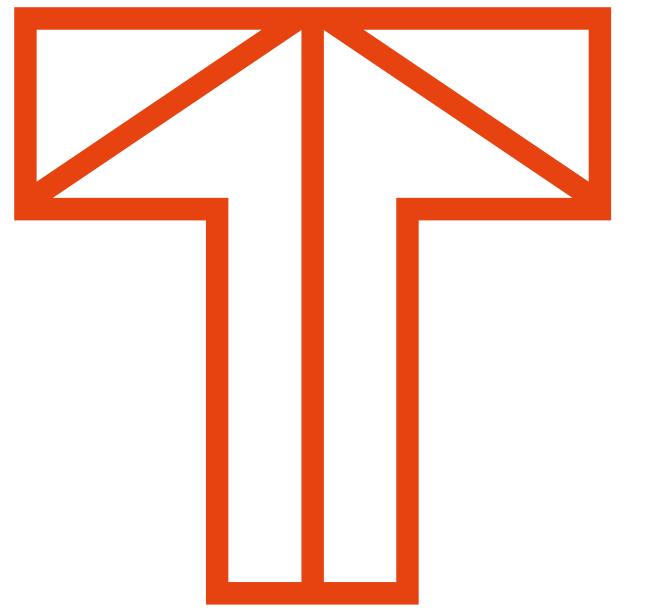
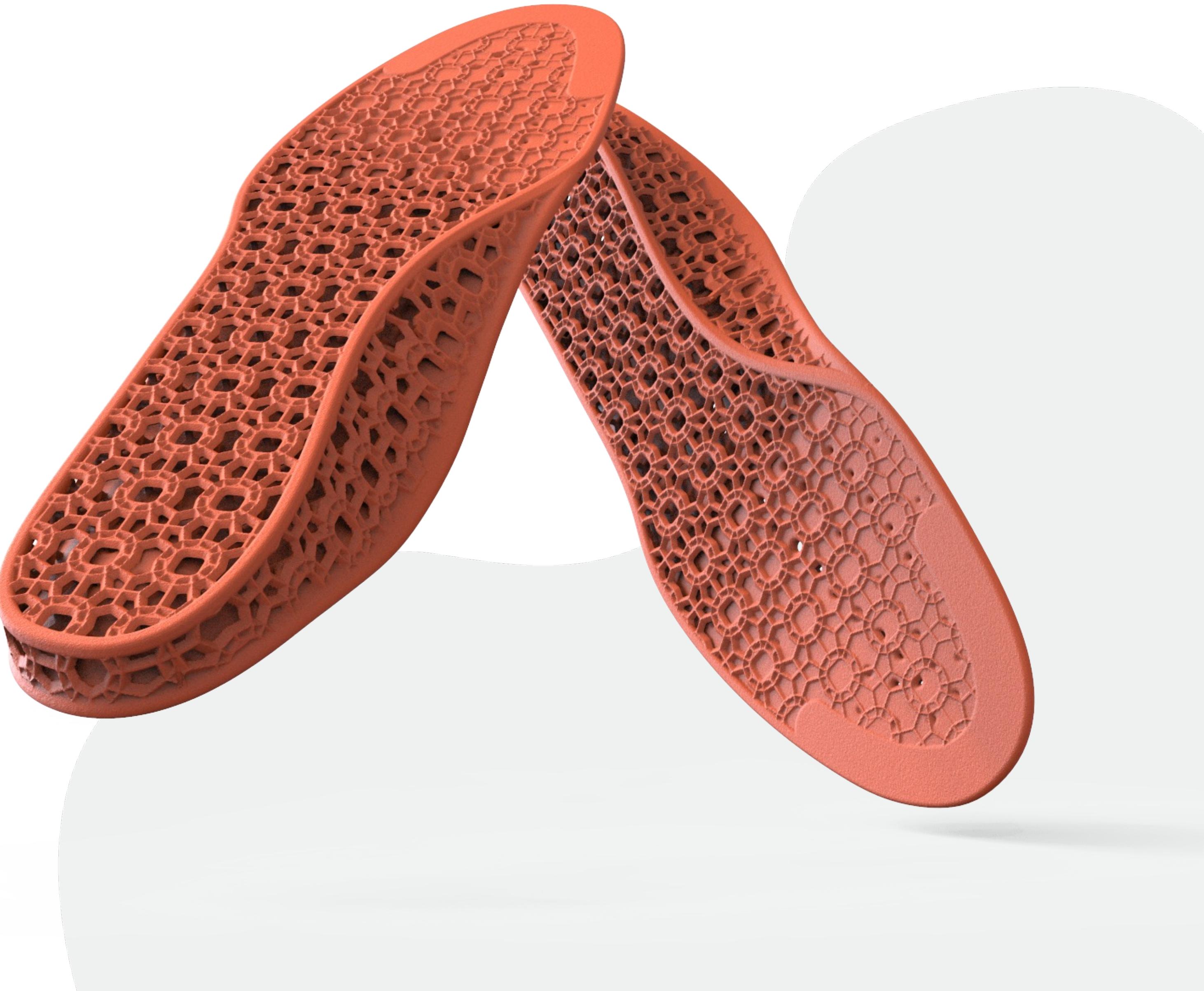


TWIKIT



Investor Pitch deck

April 2022



Vision

There is a better way to bring products to market:
individualized (Lot of 1), digital, and sustainably produced
on-demand with a network of digital & distributed manufacturing.



The new standard of manufacturing, a world priority.



CUSTOMER NEEDS

Personalized, digital, agile & efficient



CLIMATE CHANGE

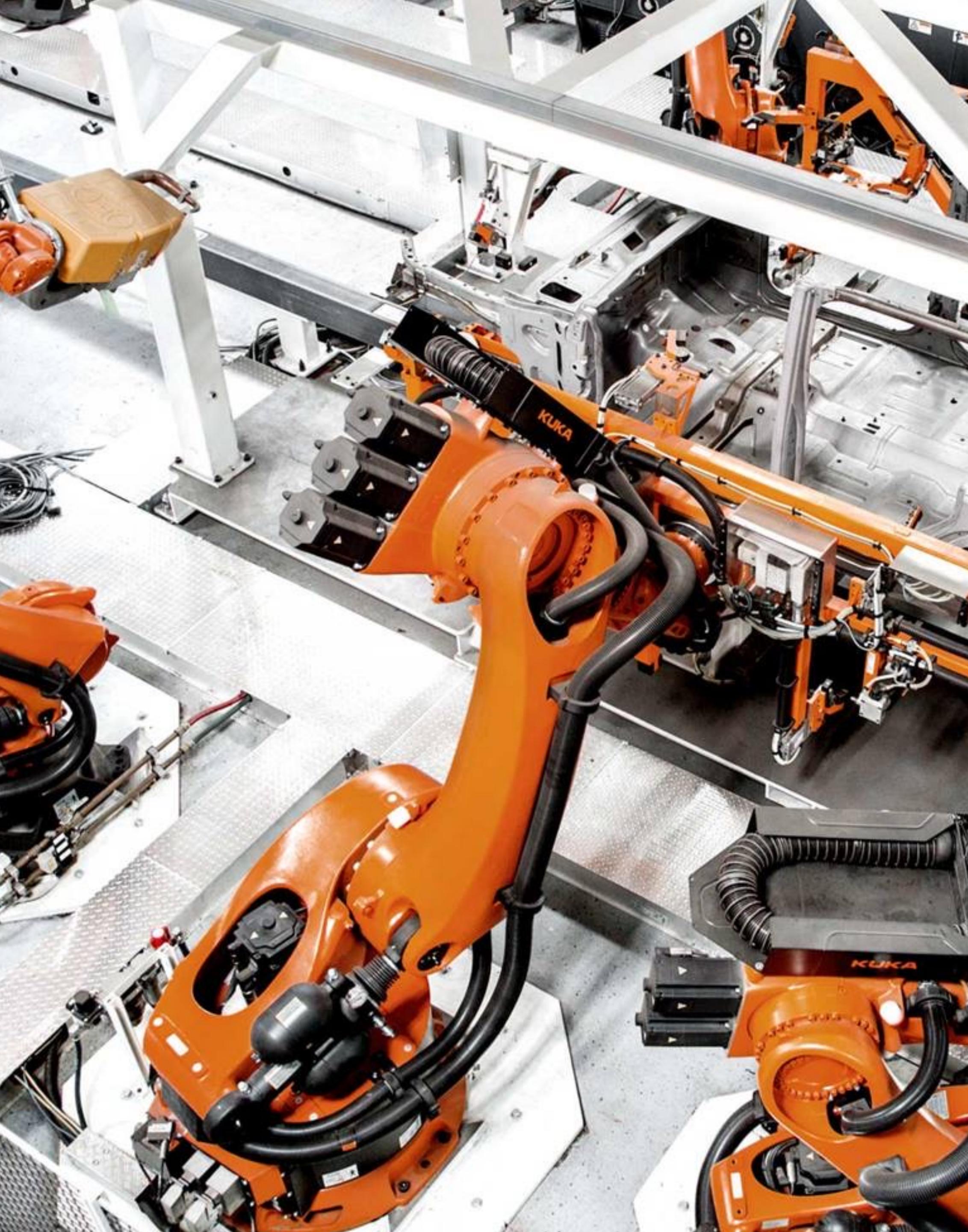
The goal for net-zero emissions



DIGITAL TRANSFORMATION

The challenge of installing digital models

* Unlocking Business model innovation through Advanced Manufacturing.
White Paper World Economic Forum – January 2022.



Twikit for Orthotics use case

[Video Link](#)



The on-demand digital manufacturing platform

The only software cloud platform in the world set up for high scale automated 'series of 1' product creation



Key customers

BAUER



ORTHOBROKER



Milestones

- Seed round in 2016
- Automotive solution launched in 2018
- TwikFit for medical launched in 2019
- HP Tech Ventures invested in 2020

Application focus in verticals



MEDICAL &
HEALTHCARE

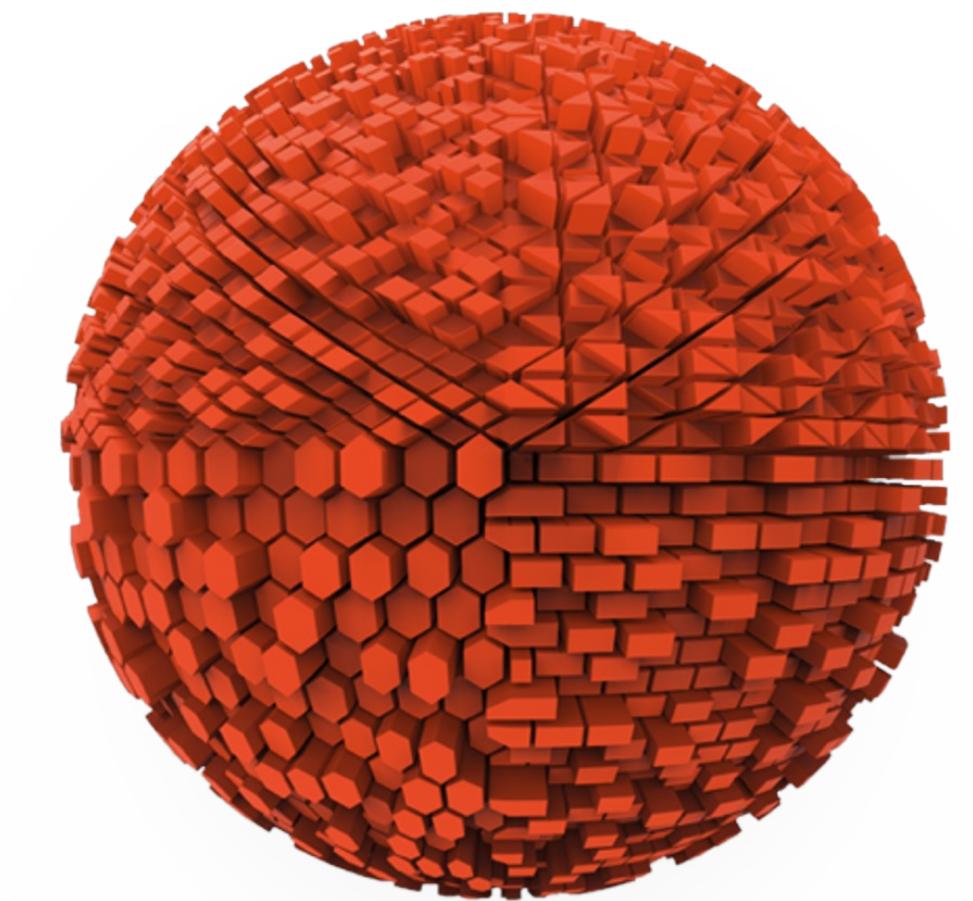


MOBILITY



CONSUMER

Proprietary technology software platform



Recognized & award-winning market leader



SIEMENS
Ingenuity for life



Team of 43 experts

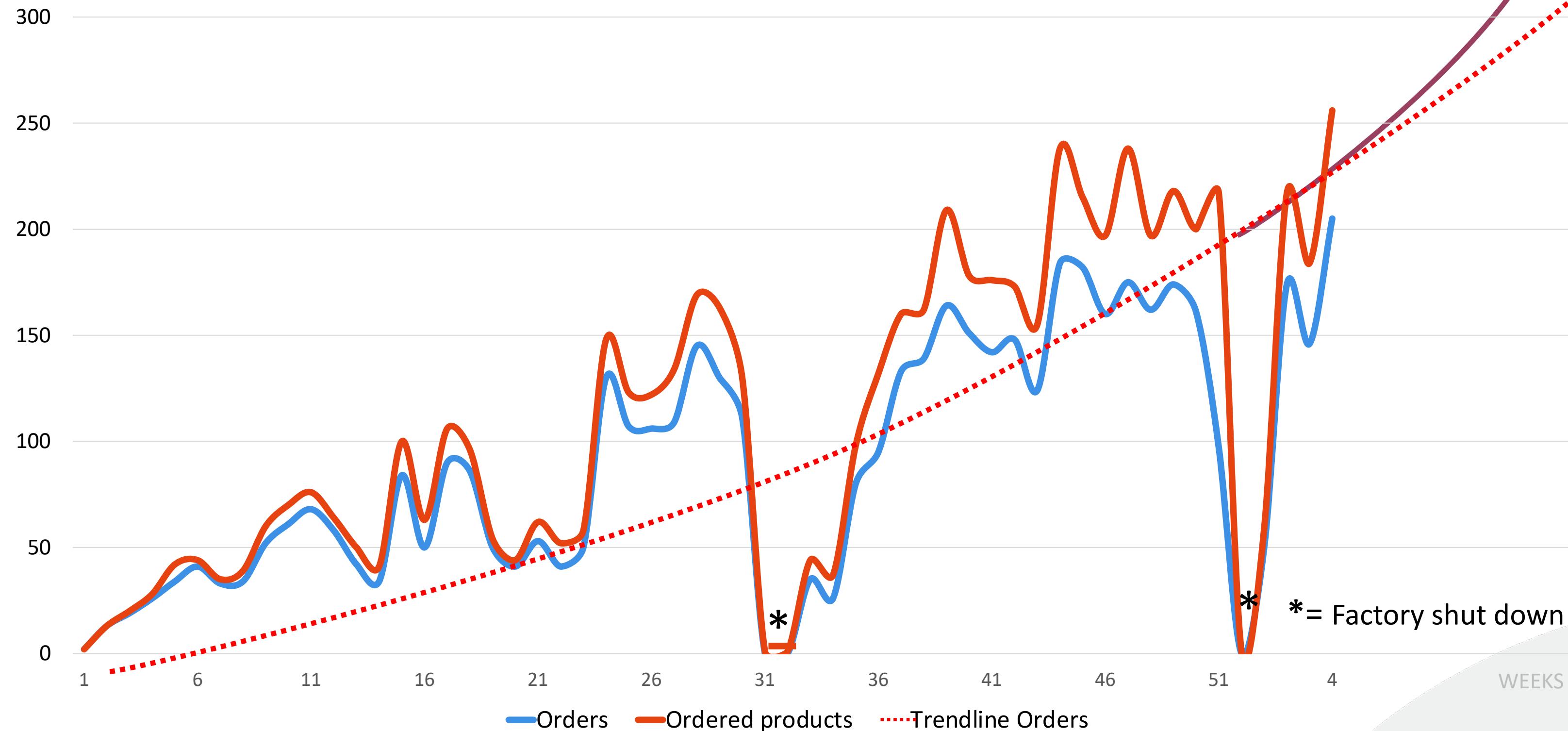
HQ based in Antwerp, Belgium,
right in the leading global
3D eco-system



Globally active, with entities
in EU, USA and China.

Growth traction with saas & transaction-based model

Trendline automotive reference customer



90K configurations/week (customer interaction every 7 seconds).
€3M ARR customer business projection on track.

31K+ orders year

GROWTH DRIVERS

- Marketing
- China growth

Exponential growth business model

- High-margin SaaS revenue
- Revenue growth driven by growth of transactions + adding more products
- Guaranteed multi-year revenue contracts with minimum amount

Customer growth flywheel: reference customers

BAUER



- 300+ retailers on-boarded for custom hockey helmet application
- Customer SaaS growth >10X in 12 months

ACTIVARMOR



- 10K unique casts annually (USA)
- Growth projection beyond 100K unique casts annually through end-to-end automation platform

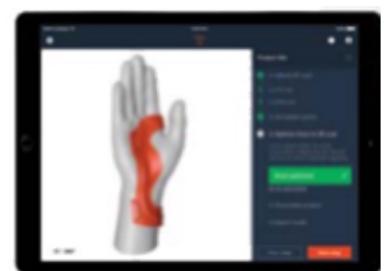
ANYWAY DOORS



- Sales doubled through digital showroom
- Omni-channel approach in physical stores with partner-network

End-to-end cloud platform

Front End



MEDICAL APPLICATIONS



END CUSTOMER UX



CAR CONFIGURATOR



E-COMMERCE

MES & Manufacturing API connections in place



Ultimaker

Carbon



HP Site Flow

3YOURMIND

atum 3D



SIEMENS
Ingenuity for life

LINK3D
Additive MES Software

USPs

- ✓ Universal & scalable cloud
- ✓ Independent solution
- ✓ Qualified & Certified process flows

TISAX®

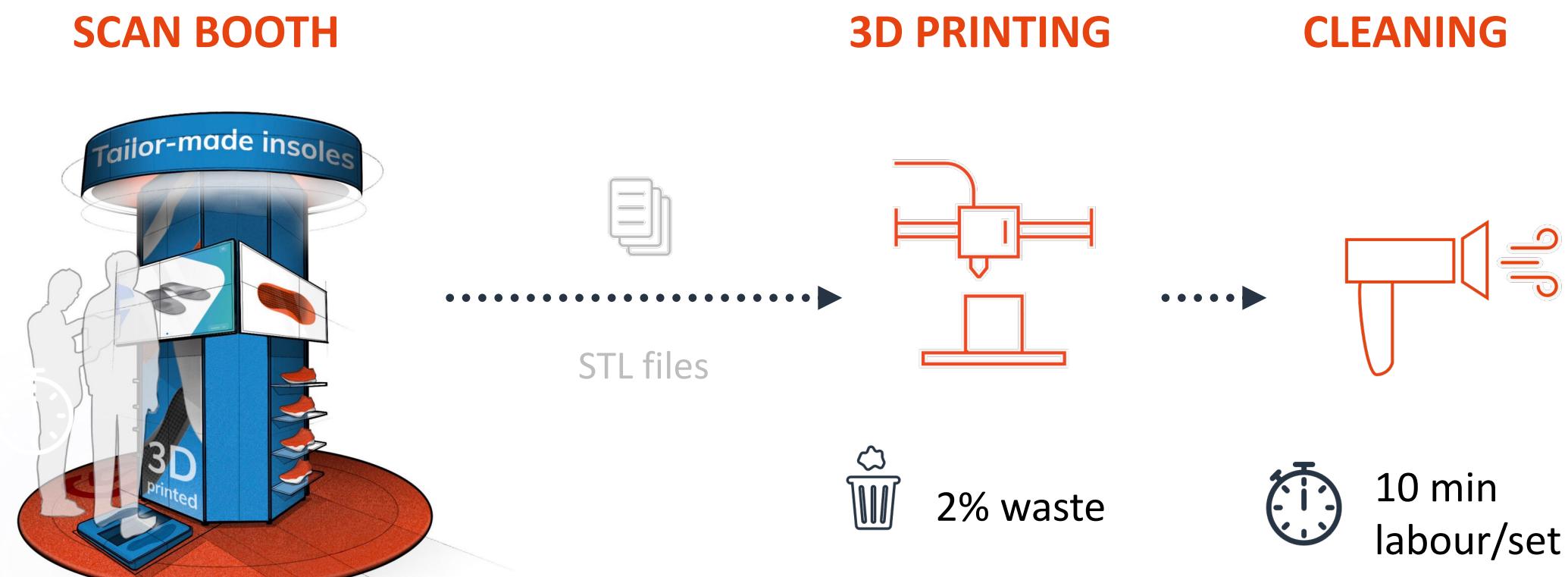
ISO 13485*

Transformative use case

CONVENTIONAL FLOW



DIGITAL MANUFACTURING FLOW



WHY SHIFT TO A DIGITAL FLOW?

- ✓ 50 minutes time gain/ set of insoles
- ✓ 80% less waste
- ✓ 2x insoles durability
- ✓ NPS increase better fit & performance

Market opportunity

Multi-vertical market approach, addressing a **20bn€+** market opportunity

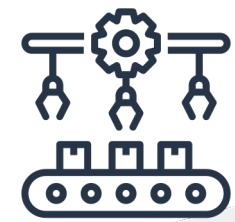


Go-to-Market

Growth Drivers



Grow verticalised direct sales teams



Customer Maturation
#product + sales growth



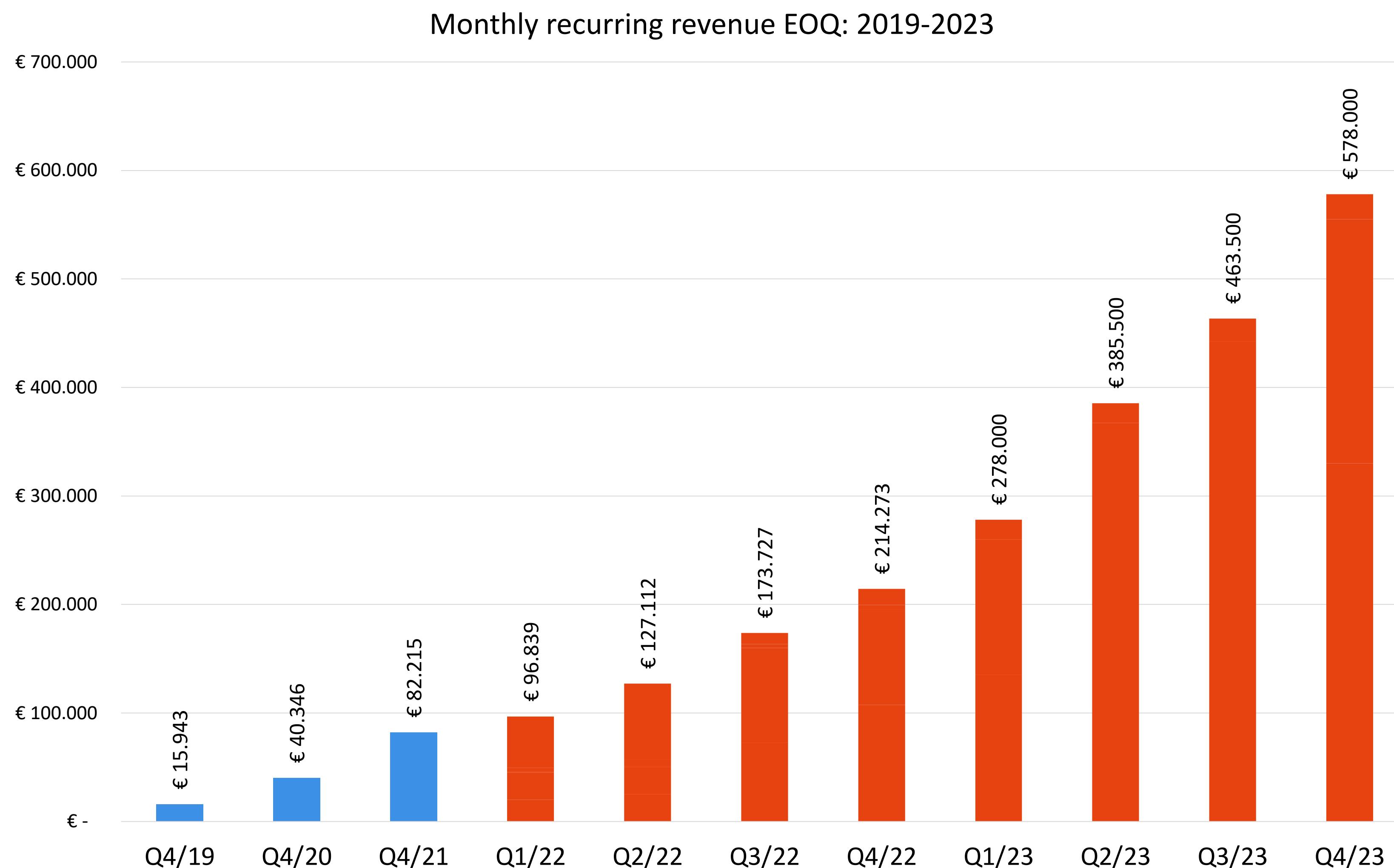
Plug-and-play
Solutions with
Partners

Customer on-boarding plan 2022-2023				
	Medical	7 Small (€12,5K MRR)	3 Medium (€50K MRR)	1 Leader (€150K MRR)
	Automotive	1 Low volume (€25K MRR)	3 Medium volume (€75K MRR)	0 High volume (€200K MRR)
	Consumer	5 Small (€12,5K MRR)	1 Medium (€50K MRR)	0 Leader (€200K MRR)

Customer on-boarding plan 2024-2026				
	Medical	0 Small (€12,5K MRR)	12 Medium (€50K MRR)	7 Leader (€150K MRR)
	Automotive	0 Low volume (€25K MRR)	7 Medium volume (€75K MRR)	8 High volume (€200K MRR)
	Consumer	0 Small (€12,5K MRR)	15 Medium (€50K MRR)	10 Leader (€200K MRR)

80 customers on-boarded by end of 2026

Business Plan: Historic & Forecast 2022-2023



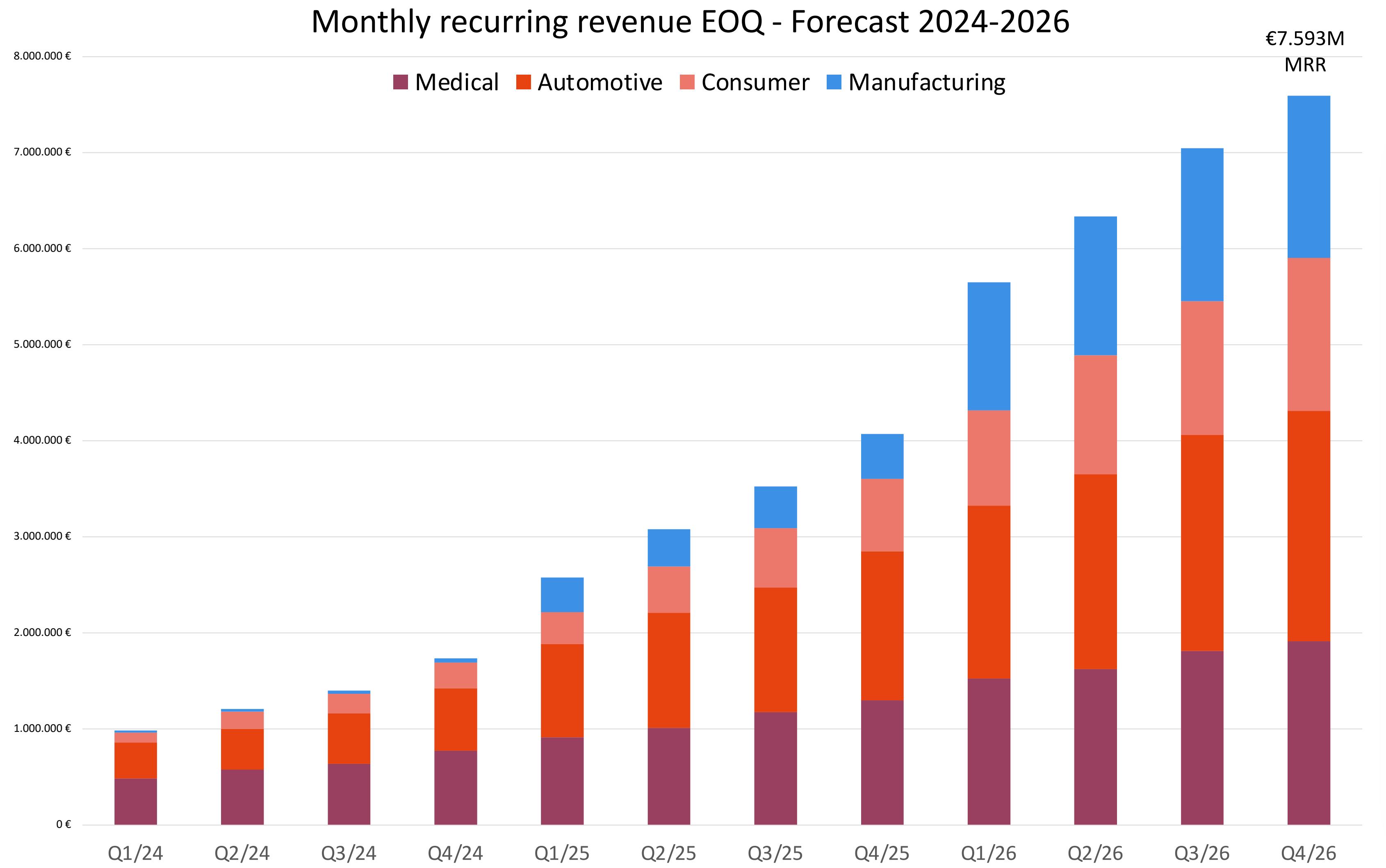
ACTUALS '21 & TARGETS '22-'23

- €2,5M Total revenue in 2021
- Grow to +€K125 MRR in Jun 2022
- Grow to +€K200 MRR in Dec 2022
- Grow to €M7 ARR in Dec 2023

CAPITAL ROUND

- €10M Capital round with foreseen closing in June 2022
- €2,5M onboarded with convertible loan (Jan. 2022)

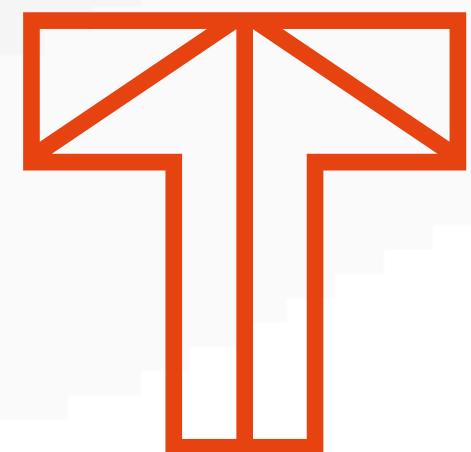
Business Plan: Forecast 2024-2026



TARGETS & GOALS

- Be the worldwide category leader in on-demand, personalized and digitally fabricated products
- Grow to €90M ARR run rate in Q4 2026
- Commercial focus on current product applications + adding new markets (bio-printing, car modularity). Innovations ongoing
- Option to create positive ebitda by end of Q1 2024 or focus on accelerated growth

TWIKIT



*one of the many thousands of Porsches
being customized with Twikit software every year

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