inphocal

LASER TECHNOLOGY WITH REVOLUTIONARY SPEED AND USAGE

Driving economic and transformative impact in manufacturing applications

Coca-Cola · Tetra Pak · ABInBev · RIMOWA · SACMI

5 GENDER EQUALITY · 9 INDUSTRY, INNOVATION AND INFRASTRUCTURE · 12 RESPONSIBLE CONSUMPTION AND PRODUCTION · 14 LIFE BELOW WATER

Series A pitch deck - 2024 - inphocal.com - robertvtankeren@inphocal.com

WE ARE INPHOCAL

At inPhocal, we've invented the most advanced laser technology to improve manufacturers' efficiency and eliminate unnecessary waste.

INCREASING THE FOCUS DEPTH OF LASER

With our technology, we make laser applications faster, less costly, and more sustainable for industrial manufacturers.

RAISING 15M CAPITAL TO SCALE

With our €15M Series A, we aim to attract strategic investors who can support the commercialization and development of our proprietary technology.

217%

YEAR ON YEAR GROWTH

79%

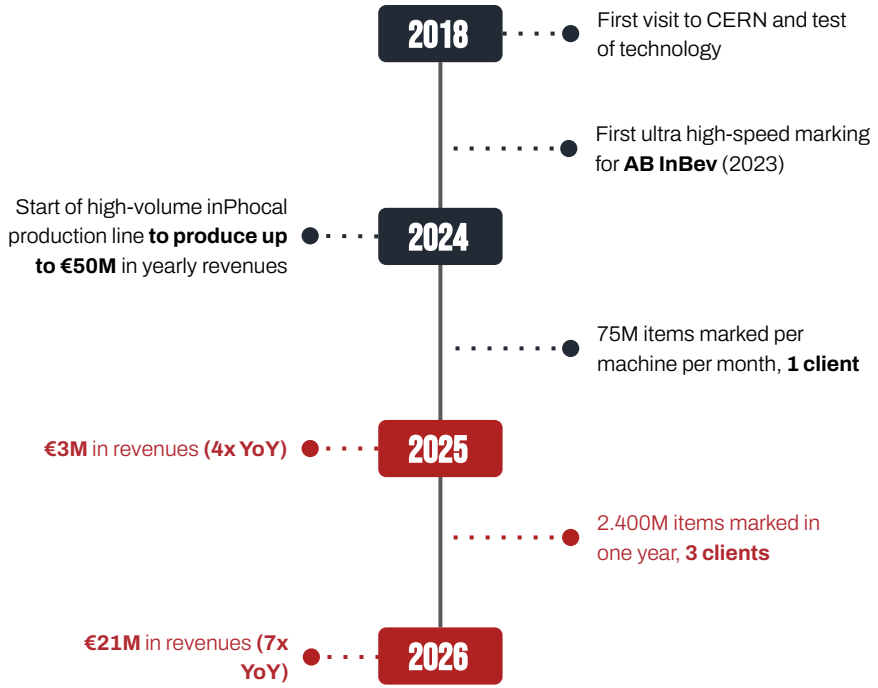
AVERAGE PRODUCT MARGIN

7

PATENTS FILED

MILESTONES

Our key milestones since entering the laser market.



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Customers/pilots

Coca-Cola · Tetra Pak · AB InBev · SACMI · logitech · RIMOWA

Partners

TU Delft · MASEVON GROUP · JENOPTIK · SKY-TAG ROBOTICS · ASML · ENNO METAAL · SMART PHOTONICS · delmic · CERN · LION LASERS · EXSPECTRUM · EKSMA OPTICS · Photonics Industries International, Inc. · IRADION CORE LASER TECHNOLOGY

TEAM

Our team of +26 talented & diverse FTEs in Eindhoven, the Netherlands, consists of deep tech innovators, serial entrepreneurs and commercial leaders.

MARTIJN BOERKAMP
CTO & FOUNDER

Held lead roles in laser tech development and projects for companies such as ASML.

TNO PHILIPS Inkless HIGH TECH XL

ROBERT VAN TANKEREN
CEO & FOUNDER

Director of Physics, Nanotechnology and Data Science at high tech consultancy.

TMC TOPIC EMBEDDED SYSTEMS

KATHY VREDEVELDT
CFO & FOUNDER

Serial entrepreneur, previously Venture Manager at Brightlands innovation, and Director of Incubation at Maastricht University.

Brightlands Maastricht University

FRANK BISTERVELS
CCO

Serial intrapreneur and CEO. Leading growth in privately owned companies (ODME) and BU level at Philips (Plastics) and Signify IP.

Signify PHILIPS HIGH TECH XL

ANNA VAN DEN BOOM
CIO

Optical simulation expert responsible for leading the innovation team, with experience in building deep tech startups.

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EMPLOYEE participation | **8** nationalities | **50/50** male-female ratio | 5 GENDER EQUALITY

THE LASER MARKET

$24B MARKET

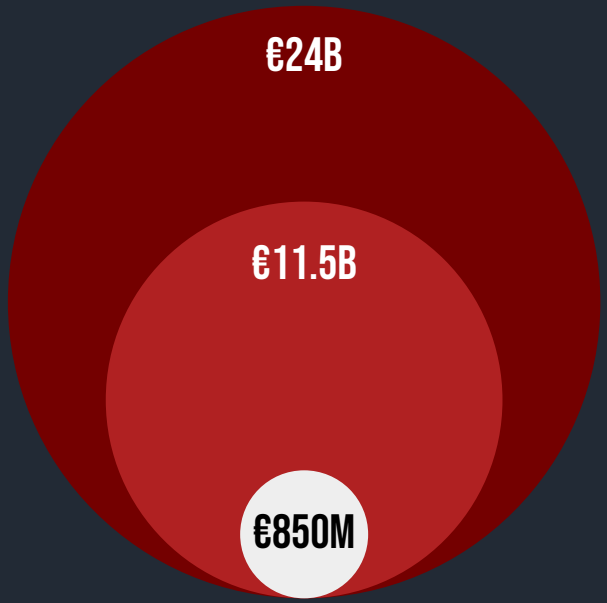
Since its conception, industrial laser technology find its application across many sectors, growing at a ~7% CAGR.

60+ YEARS...

Although used in almost all industries for its precision, laser tech has seen little innovation since its invention in 1960.

INFERIOR TECH

The inefficiency of current lasers forces industries to use older and unsustainable technologies like saw, thermo and ink.



TAM	SAM	SOM
Global laser market	EU, US markets (48%)	Based on potential expansion within current clients' production lines

Sources: KBV, YOLE, MMR, Strategies Unlimited, Laser Focus World

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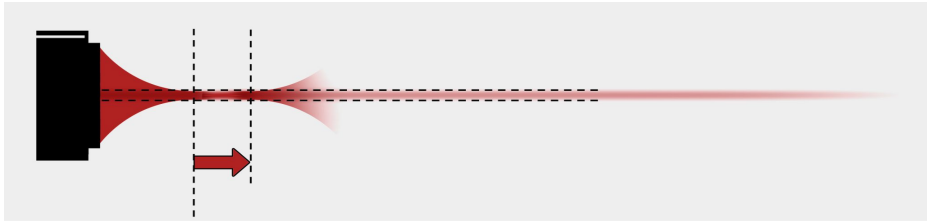
SHAPING THE FUTURE OF INDUSTRIES AT THE SPEED OF LIGHT

inPhocal provides cutting-edge laser tech for faster, more sustainable processes

PROPRIETARY TECHNOLOGY

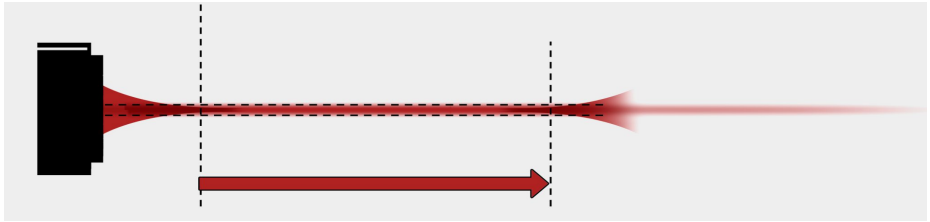
Thanks to our patented innovation, we hold the most disruptive and reliable optical module, allowing us to generate unique laser beams.

conventional laser beam



less than 0,5 cm focal range

inphocal laser beam



Up to 10 cm focal range

FOCUS DEPTH

Our laser technology creates an industry-disrupting focus depth that is up 20x larger, leading to:

- **REDUCED NEED TO REFOCUS**
- **LARGER TARGET AREA**
  (from 12x12 to 35x35 cm)
- **APPLICABLE TO UNEVEN/CURVED SURFACES**
  (up to 10 CM height difference)
- **IMPROVED PRECISION**
- **INCREASED TOLERANCE TO MOVEMENT**

APPLICATIONS WITHIN MANUFACTURING

inPhocal's laser technology is designed to seamlessly integrate into various key manufacturing processes, enhancing efficiency and precision at every stage.

MARKING

Marking is our beachhead market, where we enhance speed and expand the coverage area.

CUTTING & DICING

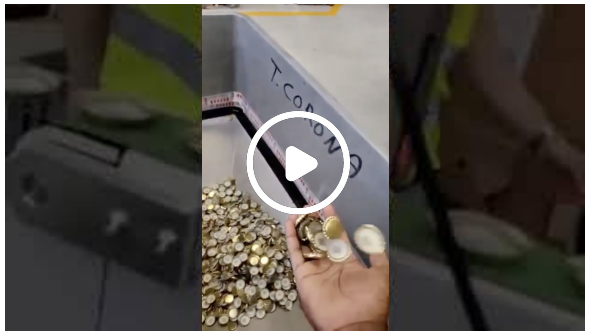
Increased focus depth results in faster and cleaner cuts with lower laser power requirements.

WELDING

Increased focus depth results in faster welding on flat and curved surfaces.

MICROPROCESSING

Increased focus depth results in straight and narrow holes on flat and curved surfaces.

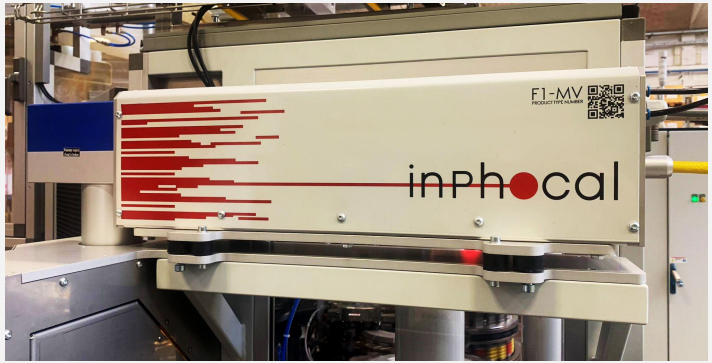


MARKING VIDEO

DICING VIDEO

FIRST PRODUCT TO MARKET

The inPhocal F1-MV is an advanced laser marking system that achieves unprecedented marking speeds, unmatched by any other laser marking provider.



F1-MV

The inPhocal F1-MV features a unique optical design paired with advanced laser marking control, software, and processing. It achieves exceptionally high-speed marking and reliably marks QR codes, 2D matrix codes, and Best Before Dates. The system meets the rigorous speed and quality demands of Food & Beverage production lines.

F&B MARKING APPLICATION

- Fiber laser, 200W
- Base material metal: inside crown, bottom and top of cans
- Dynamic marking: Best Before Date, QR code, 2D, QE/2D
- Up to 3.000 markings per minute

PLANNING

Large-scale production is scheduled for 3Q25, targeting a capacity of 400 units per year, which will significantly reduce the cost of goods sold and decrease lead time from four months to one month.

How we addressed AB InBev's need to mark every single product with a unique code without altering their existing production line.

How we used the gathered insights to supply SACMI with the capability to mark every single bottle closure with a unique code for all their customers.

How we helped Coca-Cola access the opportunity to add a unique and scannable QR code to their PET bottles, even without any beverage inside.

CUSTOMER BENEFITS

inPhocal

FASTER

due to our beam's extended focus, our lasers operate at higher speeds.

→ >300% faster QR-CODE printing for AB InBev

COST-EFFICIENT

higher speed and fewer adjustments lead to a decrease in energy, consumables & maintenance.

→ €300k in savings per line for Heineken®

SUSTAINABLE

we either decrease energy consumption, use a less polluting solution, or reduce waste.

→ 100% decrease in ink use for Coca-Cola

NEW FEATURE ENABLEMENT

the unique opportunities of our tech create new features that enable sales opportunities.

→ Increase in market share, and increase in customer lock-in for SACMI, Tetra Pak, SIG

*our benefits depend on the application. Here, we provide quantified examples of how we've outperformed other solutions for our clients.

IP-BASED COMPETITION RESISTANCE

- 7 Patents
- CERN License
- Trade secrets in production methods

CUSTOMER LOCK-IN

- Multiple year contracts
- Training and certification requirements
- High switching costs

TECHNOLOGICAL MONOPOLY

- Proprietary optical modules
- Innovative, proprietary software
- Proprietary Programmable Logic Controller (PLC)

THIS COMBINATION GIVES US A SUSTAINABLE, COMPETITIVE ADVANTAGE OVER TRADITIONAL LASER PROVIDERS, AS WELL AS SUBSTITUTES

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COMPETITIONS AND AWARDS

Finalist next to Eksla and Trumpf

Selected as the 2023 batch

Winner, 2022

2023 semiconductor mission with the Dutch and Belgium PMs in Malaysia, Vietnam, and the USA

50

Best 10 of the Deloitte rough diamond award

Winnar Dutch award, and finalist Global award

Selected to participate on the EU mission to Silicon Valley

Finalist 2023 corporate inclusion award next to NXP

Selected in 2023 as participant to prepare for scale

Honoree, Industrialization 4.0 2022

Pioneer in 2021 and 2023

Winner inspiring DeepTech 2021 Benelux, selected finalist EU, 2022

PROUDLY SUPPORTED BY

European Innovation Council

CERN

Rabobank

HIGH TECH XL

DEEP TECH XL

oost nl

PLUGANDPLAY

BOLD

STARTLIFE

ASML

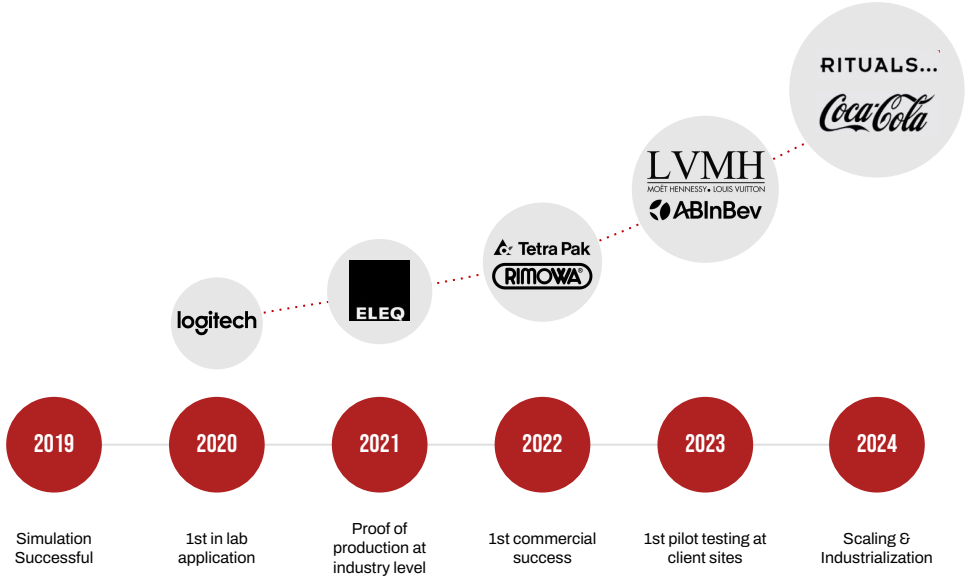
BOM Catalyzing Change

Brainport Eindhoven

TECH INVEST

EPIC

COMMERCIALIZATION



WE ARE CAPITALIZING

Since the first simulations of our technology were successful, we have focused our efforts on GTM. Following pilot testing both in lab and at customer sites, we are now implementing our systems in fully operational production lines at renowned clients.

SALES PIPELINE

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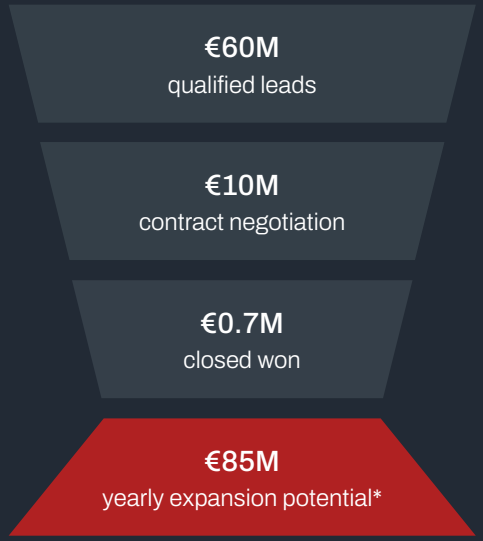
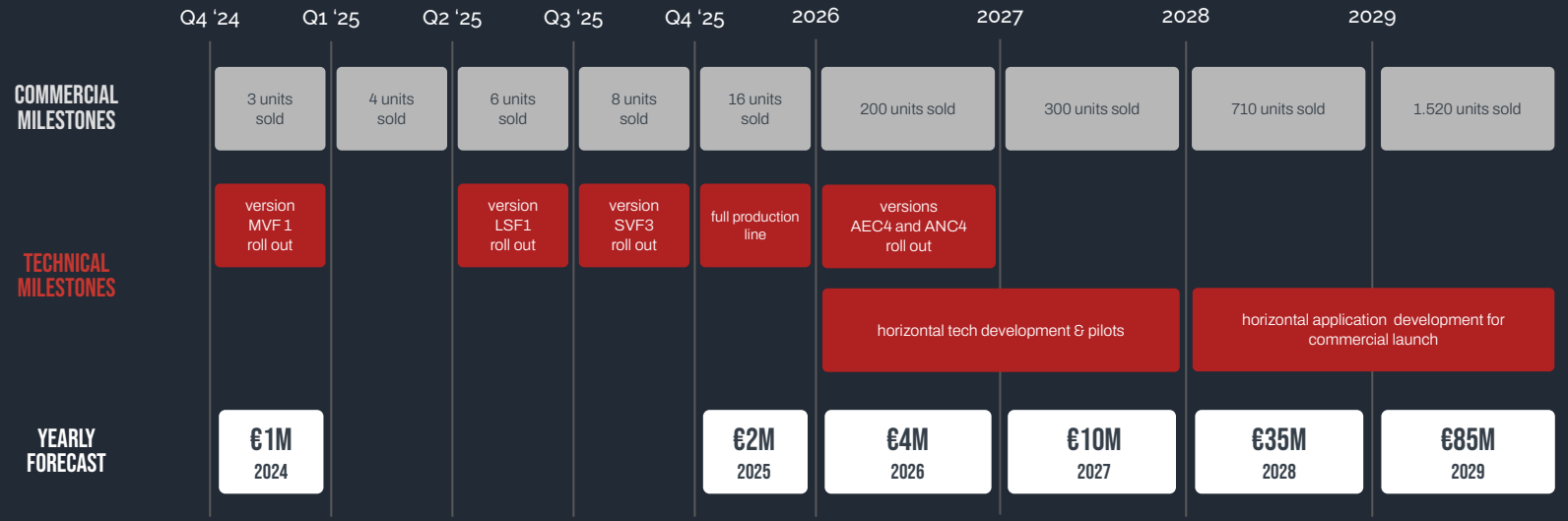


UNTAPPING OUR CLIENTS' POTENTIAL

We are already in discussion with multiple clients for full-scale projects, in addition to having the opportunity to expand within closed won accounts and generate as much as €85M per year.

TECH & COMMERCIAL ROADMAP

The beachhead marking market is captured via the food and beverage industry, before transitioning to a true platform technology.



AVG UNIT ECONOMICS PER MACHINE (1)

DIRECT SALES MODEL

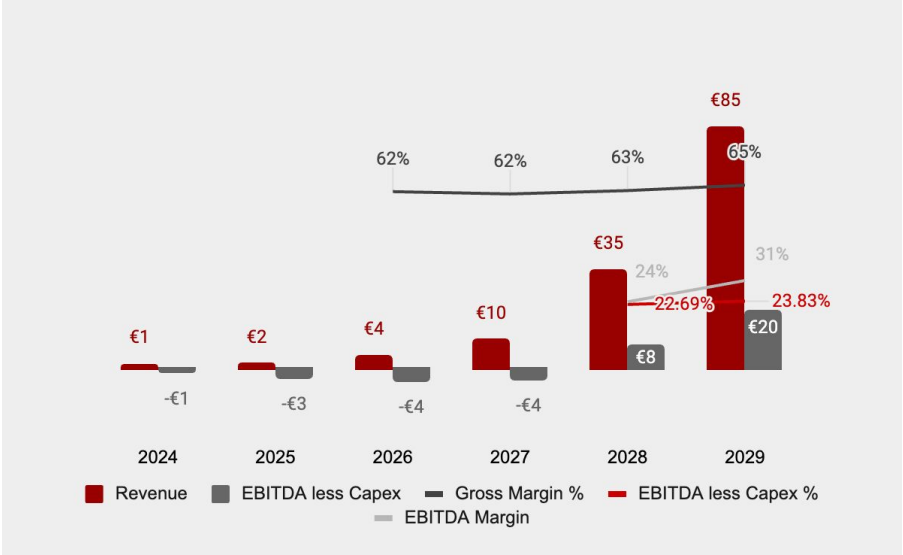
Revenue	€86,946
COGS	-€24,500
Gross Profit Contribution	€62,446
Gross Profit Margin %	71,82%

LEASING MODEL

Annual subscription Revenue	€22,168
Annual subscription COGS	-€6.152
Annual Gross Profit contribution	€16,016
Annual Gross Profit Margin %	72,25%

Capital Expenditure per Machine	-€24,500
LTV per Leasing Contract	€80,079

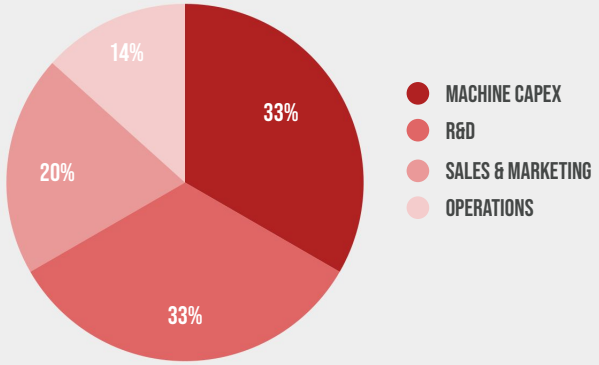
FINANCIAL PROJECTIONS



THE ASK

inPhocal is looking for a lead investor to join the €15M Series A (**€11M** is already committed) to scale operations and monetize our technology across the EU.

HIGH LEVEL CAPITAL ALLOCATION - €15M SERIES A



With this round, we will generate strong value to our shareholders by building a commercial engine to scale operations in Europe and become capital efficient, in combination with R&D investments towards further improving the platform technology and building a sustainable advantage over competitors.

CAP TABLE

European Innovation Council

DEEP TECH XL

HIGH TECH XL

TECHINVEST

Brabant Development Agency BOM

CONTACT

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