

# AM-FLOW

Adaptive Manufacturing Solutions

Powered by AI

Application agnostic  
Autonomous  
Always on

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# Introducing the team, combining AI, mathematics, robotics, factory optimization and commercial expertise.



**Stefan Rink**  
CEO, Co-Founder

Before co-founding AM-Flow Stefan built up a strong reputation with his IT, Lean and QRM background in the metal, solar and 3D print industry. Successfully increasing GM 10x at Shapeways in 3 years time, and implementing a new B2B2C solar business at OHS, generating €30 million annual revenue after 2 years time.



**Bram Hulshof**  
Chief Revenue Officer

Bram is experienced in driving startups and scale-ups through critical growth phases. Skilled in innovation, market penetration, and strategic execution. Proven track record in building transparent, high-performance teams and achieving ambitious goals together with founders and venture capitalists.



**Marion Timmermans**  
Sales Director

Marion leads the global sales at AM-Flow with precision and finesse. Drawing from her extensive process experience at notable scale ups Check-Points, Emultech and Flowid, Marion is successfully building long term partnerships and driving revenue growth with a structured outreach approach and personal touch.



**Sander Koelstra, PhD**  
Software Director

Sander is responsible for AM-Flow's software platform. On the one hand managing the software team, and on the other hand still responsible for important bits of the mathematics and coding himself. He holds a PhD from Queen Mary University London and published eight articles on computer vision and artificial intelligence.

## Supervisory Board

**AM-industry,  
Platform Development,  
Growth Hacking,  
Governance**



**Dr. Adrian Keppler**  
Board member

Dr. Adrian Keppler is captain of industry in 3d printing, holding over 10 years of experience previously serving as CEO of EOS - one of the world's leading OEMs of industrial polymer and metal 3D printers - valued at \$2.4 Billion. Previously leading Siemens IT Solutions & Services, with €400 Million turnover.



**Gideon May**  
Sr. Architect, Co-Founder

Gideon holds over 30 years of experience in complex software and mechatronics systems, using deep learning and computer vision techniques. Before co-founding AM-Flow, he worked for Silicon Graphics, developed the particle simulator for Softimage (visual effects for movies & games), and did research at ZKM.



**Yueling Liu, PhD**  
AI Expert

With a PhD in Materials Science from Delft University of Technology - four published journal papers including one on top material science journal Scripta Mat - Yueling is the driving force behind our geometry-based recognition and machine learning algorithms.



**Nick Janssen**  
Optical Expert

Nick Janssen is our seasoned senior optics & robotics engineer, bringing a wealth of experience from his tenure at ASML. With a background in electrical engineering and a passion for cutting-edge technologies, Nick has played a pivotal role in advancing AM-Flow's adaptive automation solutions across the board.



**Monica Moroni**  
UI/UX Expert

Monica is our skilled front-end developer, crafting intuitive, often graphical 3D user interfaces. She has a background in computer science and surgery. Excelling in HTML, CSS, JavaScript, React and Git, Monica designs and builds in close collaboration with our customers our user-centric UIs.



**Peter Weijmarshausen** **Menno van Lacum**  
Board member

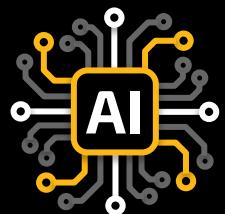


Board member

Menno is clean tech investor and maritime expert with a strong economics and governance background. Currently CEO of Prow Capital, investment manager in sustainable assets for the maritime sector, a/o the €420 Million Green Shipping Fund. Previously, Fortis Bank, MeesPierson & TCG.

**25+** Skilled and ambitious enthusiasts

**10+** Nationalities in our diverse team



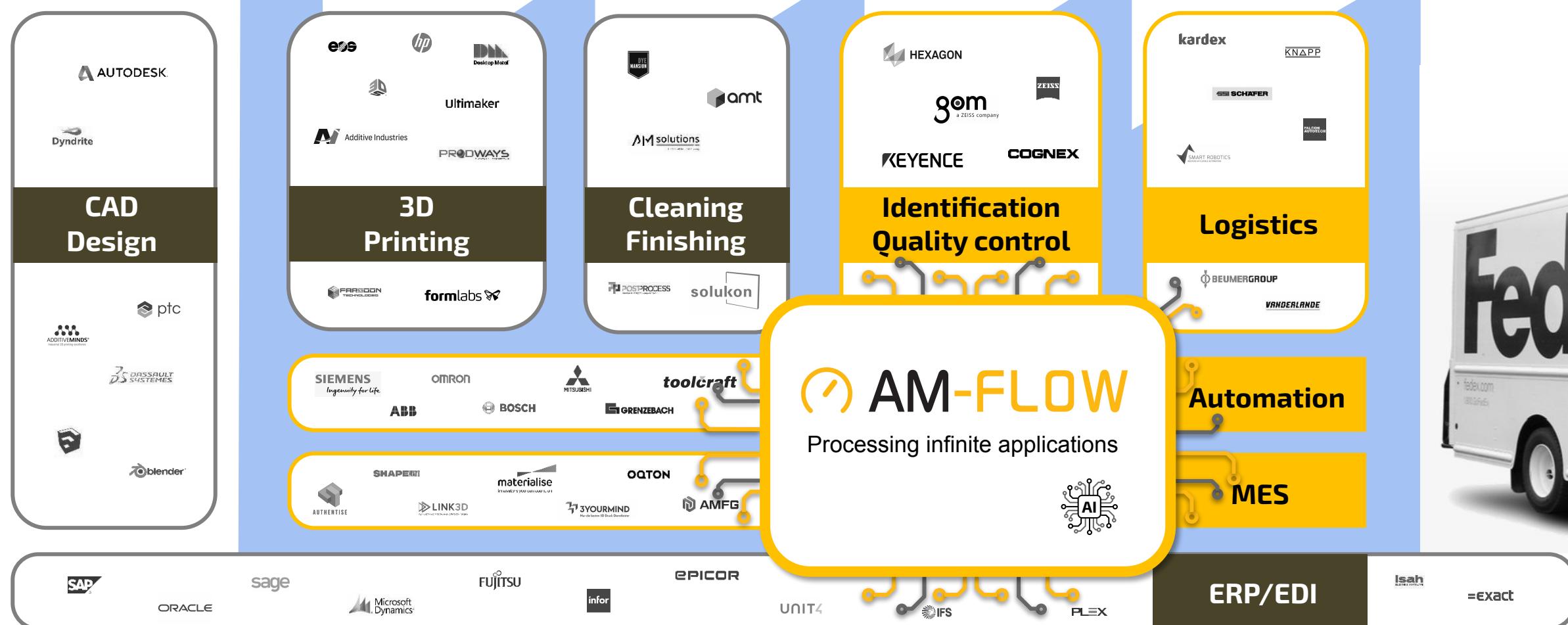
We enable **adaptive manufacturing with AI.**

Application agnostic, autonomous & always on

⌚ AM-FLOW

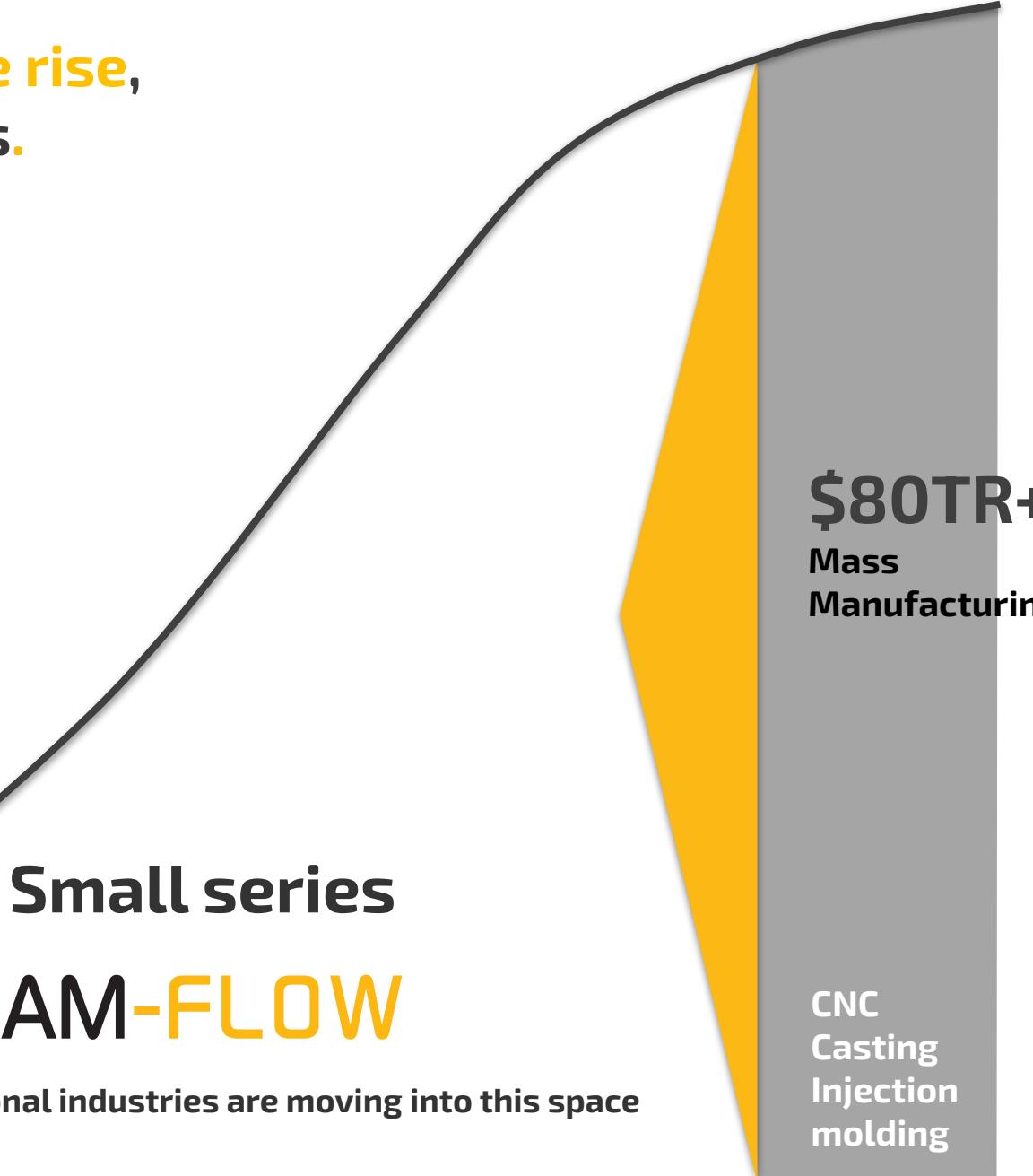


# Creating **smart** factories, able to process and produce anything on demand.

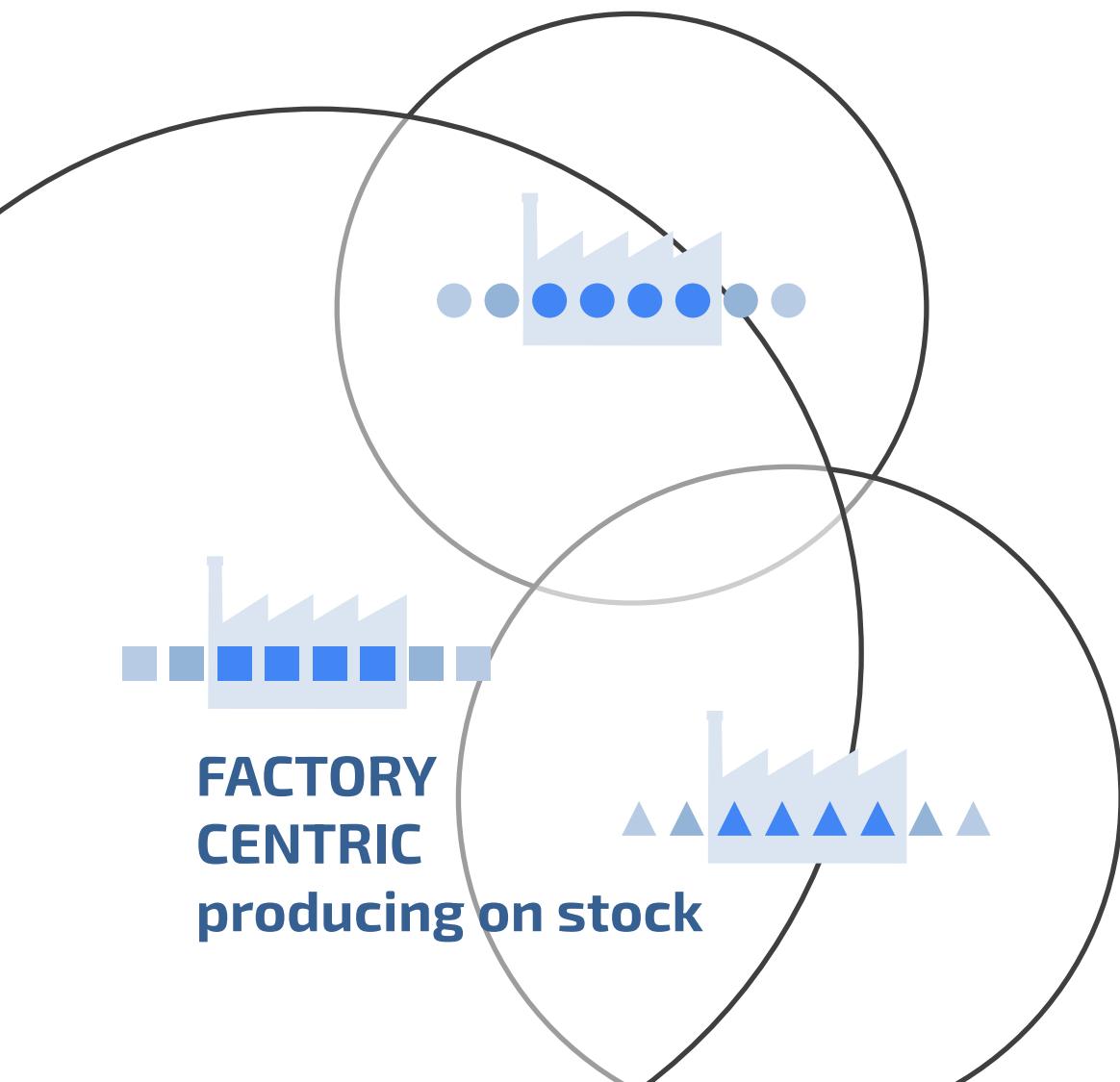


**Small series manufacturing is on the rise,  
driven by multiple underlying trends.**

- Mass customization & personalization
- Shorter product life cycles
- Digital warehousing
- Language based shape generation
- Strategic autonomy & reshoring



**Going from mass manufacturing with long supply chains,  
to fulfilling daily demand locally.**



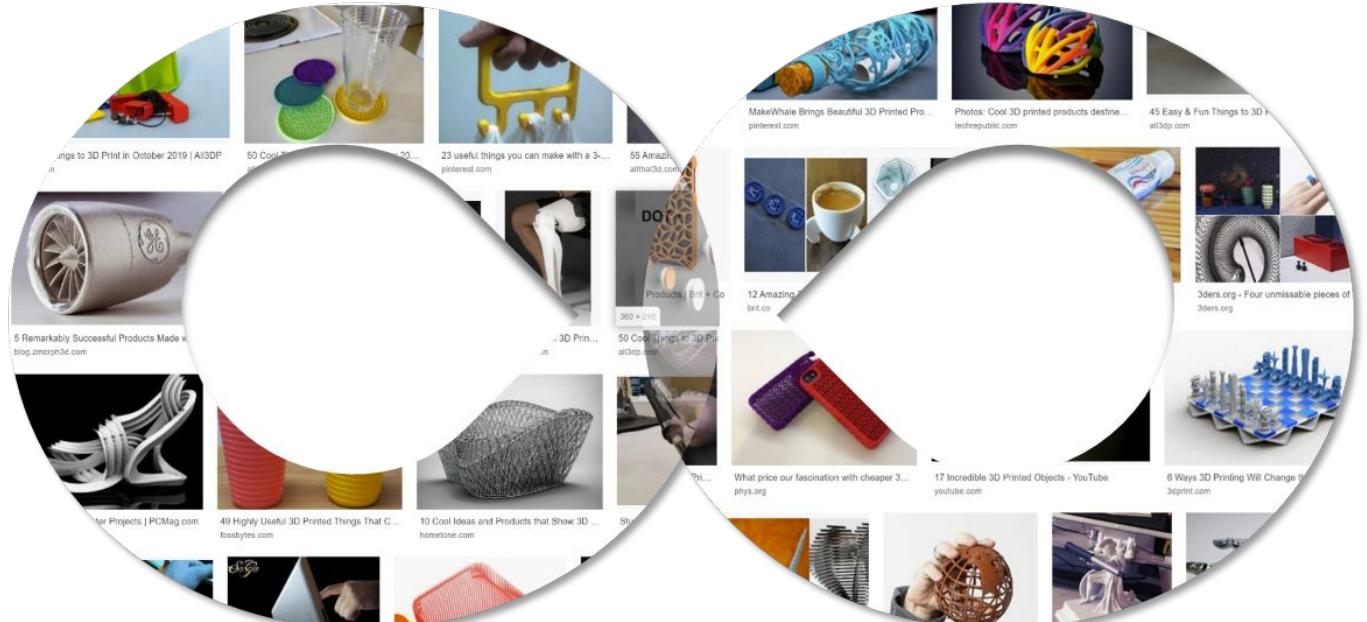
**Enhancing strategic autonomy,  
reducing carbon footprint.**



**The biggest bottleneck of small series manufacturing  
is the manual labor.**



Needed to process the infinity of shapes and materials.



We provide **adaptive automation** solving this.



**AM-LOGIC™** software platform  
**AM-FLOW™** machine vision and robotics

# Unique AI based technology.

Our advanced AI technology revolutionizes the way you handle high-volume, small-series production. With our adaptive software, machine vision, and robotics, you can now process an infinite mix of products without the need for machine changeovers, re-programming, or upfront training.

## Data model & algorithms

- > 6 years synthetic training combined with
- > 2 million processed real parts made our machine learning algorithms agnostic, fast, highly accurate, and every day more difficult to overtake

## Intellectual Property:

- 5 Patents pending
- 1 Patent license
- 2 Registered trademarks



# AM-LOGIC™ software platform.

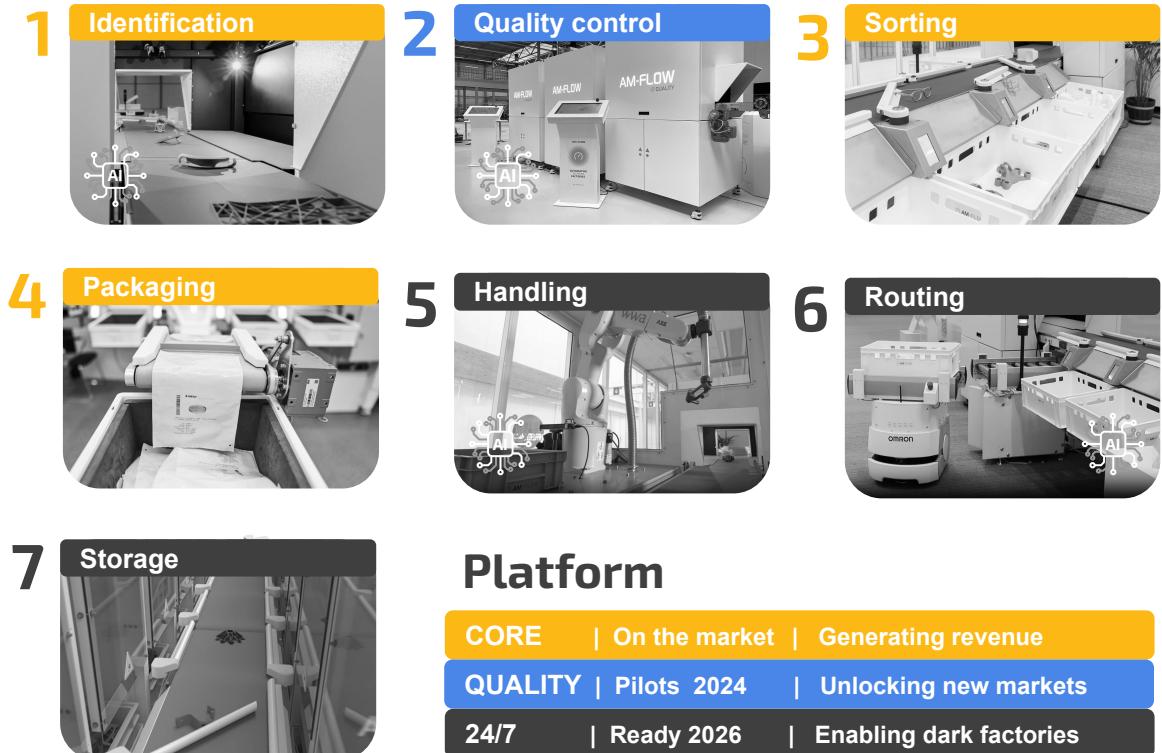
Providing intelligent process control



Powered by AI

# AM-FLOW™ vision & robotics.

Enabling flexibility at scale



# ⌚ AM-FLOW in action



<https://youtu.be/ZnfGJkLshS0>

## Company snapshot.



**€1,3M**

Revenue 2023

**2x**

YoY ARR growth

**83%**

Gross margin 2023

**2M+**

Parts processed

**€12M**

Pipeline value

**25**

FTE

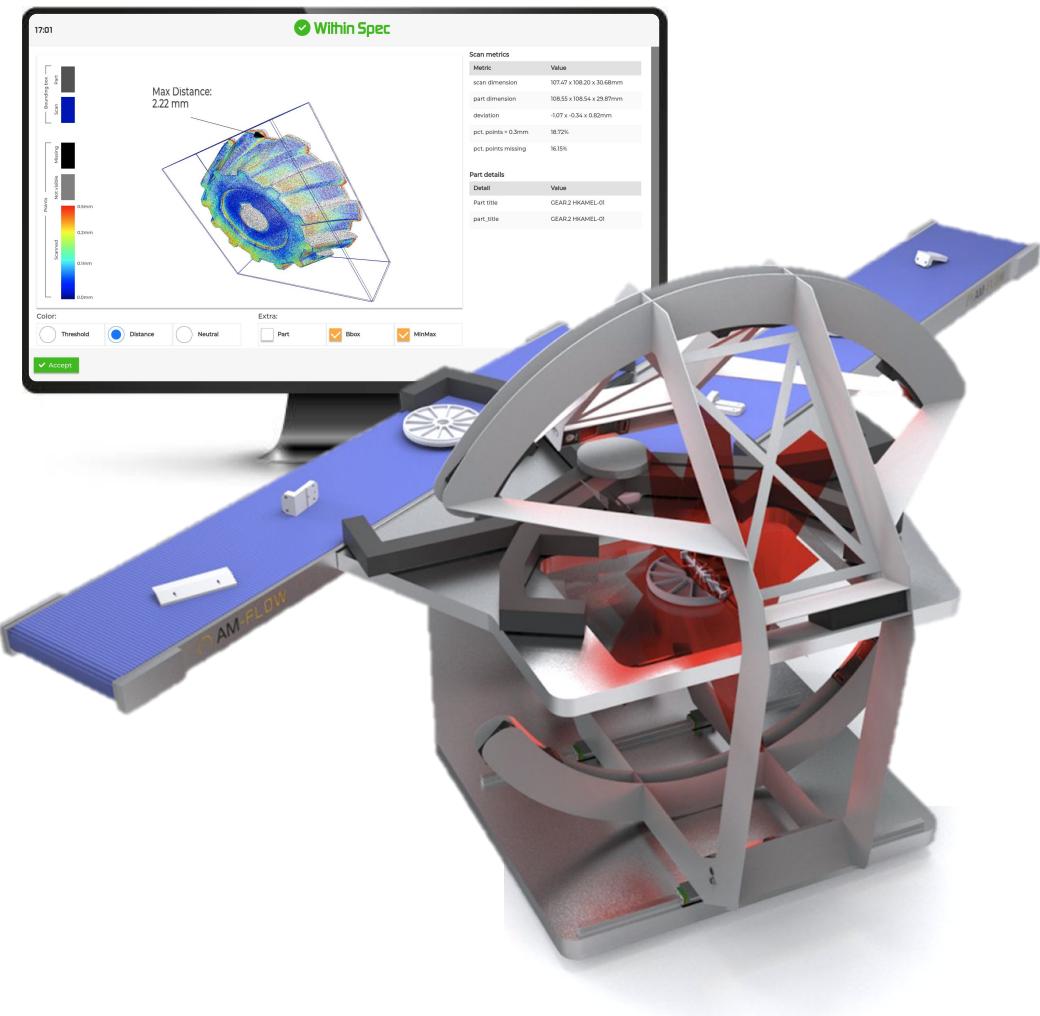
2 offices in NL  
Amsterdam & Eindhoven

Clients in  
NL, BE, DE, FR, IT, US

We have our roots in 3D-printing,  
and traditional industries are next.



# Meet our latest development, the AM-QUALITY platform.



Entering the medical market,  
with KLS Martin and Oceanz as AM-QUALITY pilot customers.

AM-FLOW



[https://youtu.be/MnY\\_T3wVYLI](https://youtu.be/MnY_T3wVYLI)

# Customers **globally**.



**SHAPEWAYS**

**sculpteo**  
A brand of BASF - We create chemistry

**ZIGG ZAGG**

**oceanz.**  
Your 3D printing professional



**i-SOLIDs**  
CREATIVE CONTROL

**KLS martin**  
GROUP

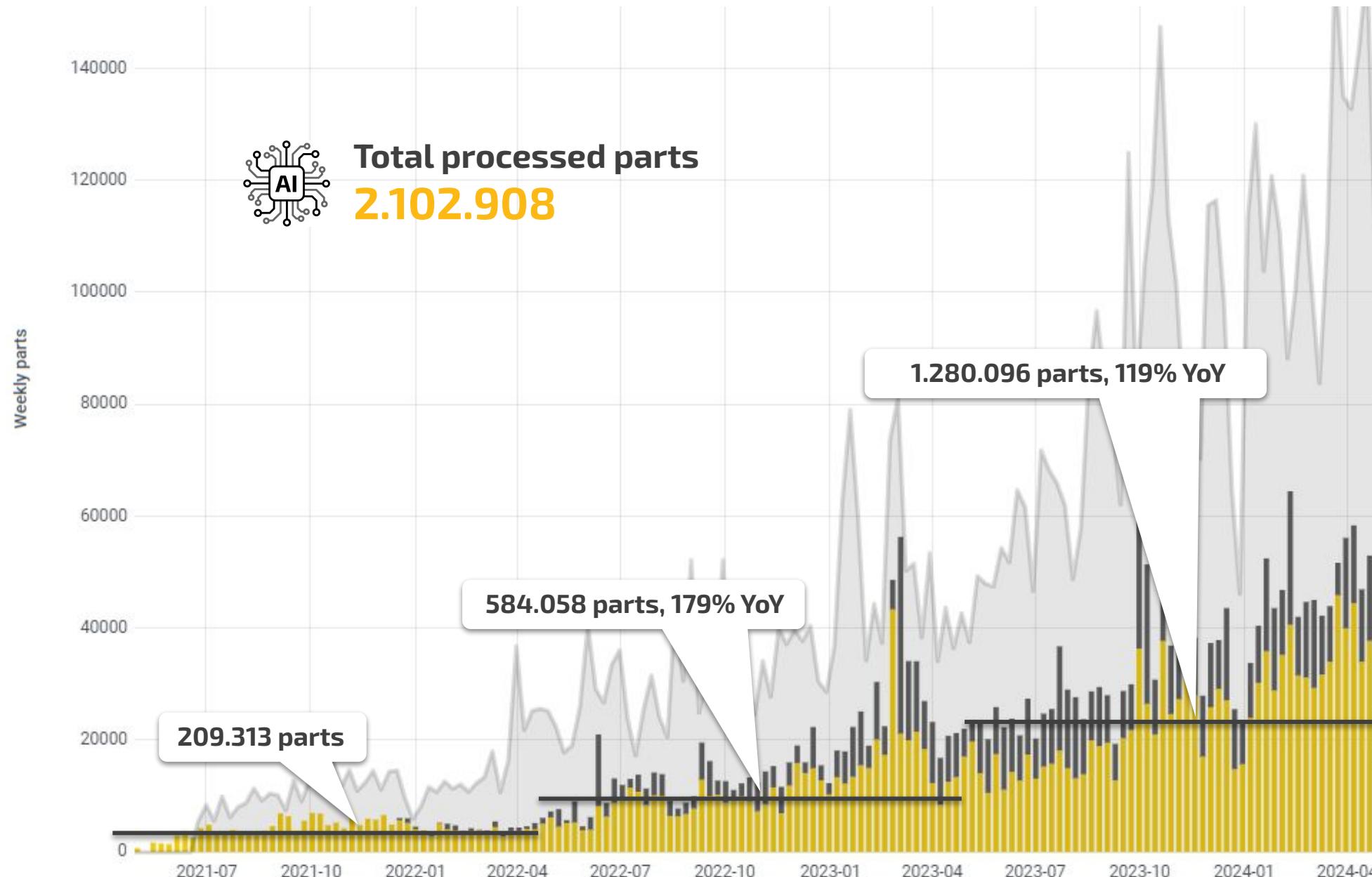
**materialise**

**Creabis**  
realized conceptions  
BY PRODWAYS

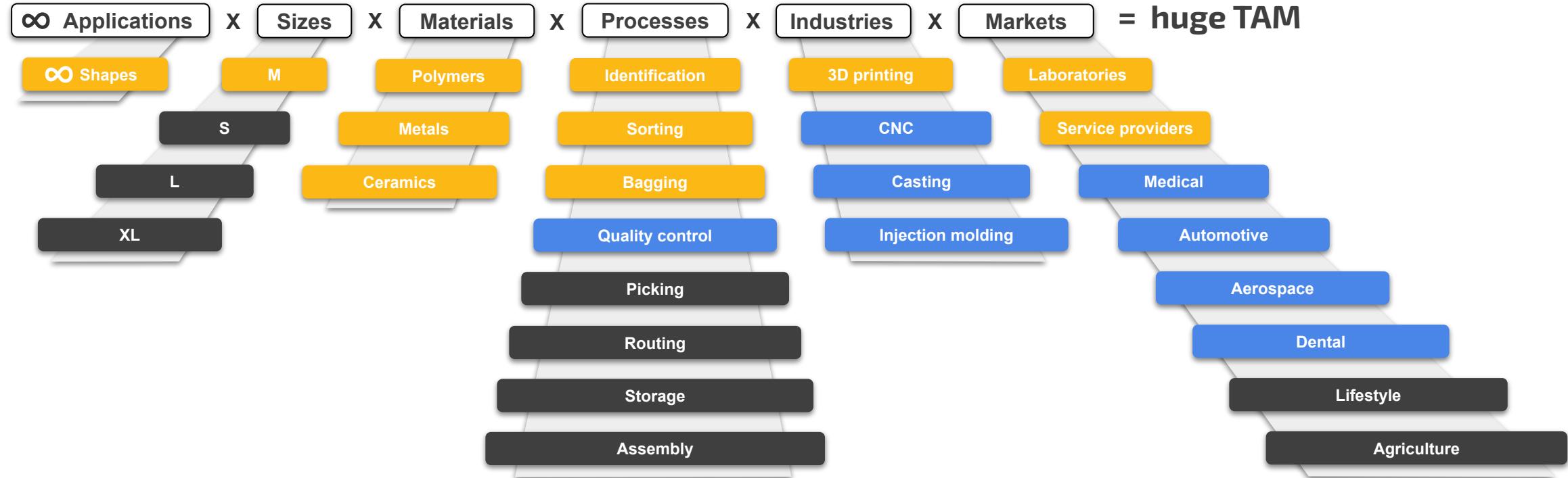
**[Pro]<sup>M</sup>**  
MECHATRONICS  
PROTOTYPING  
FACTORY

**3Faktur**

# Triple digit annual growth product usage.



# Go to market adding big multipliers.



## Platform

**CORE** | On the market | Generating revenue

**QUALITY** | Pilots 2024 | Unlocking new markets

**24/7** | Ready 2026 | Enabling dark factories

- 3D printing      \$ **22+ BN**
- CNC                \$ **66+ BN**
- Casting            \$ **155+ BN**
- Injection molding \$ **330+ BN**

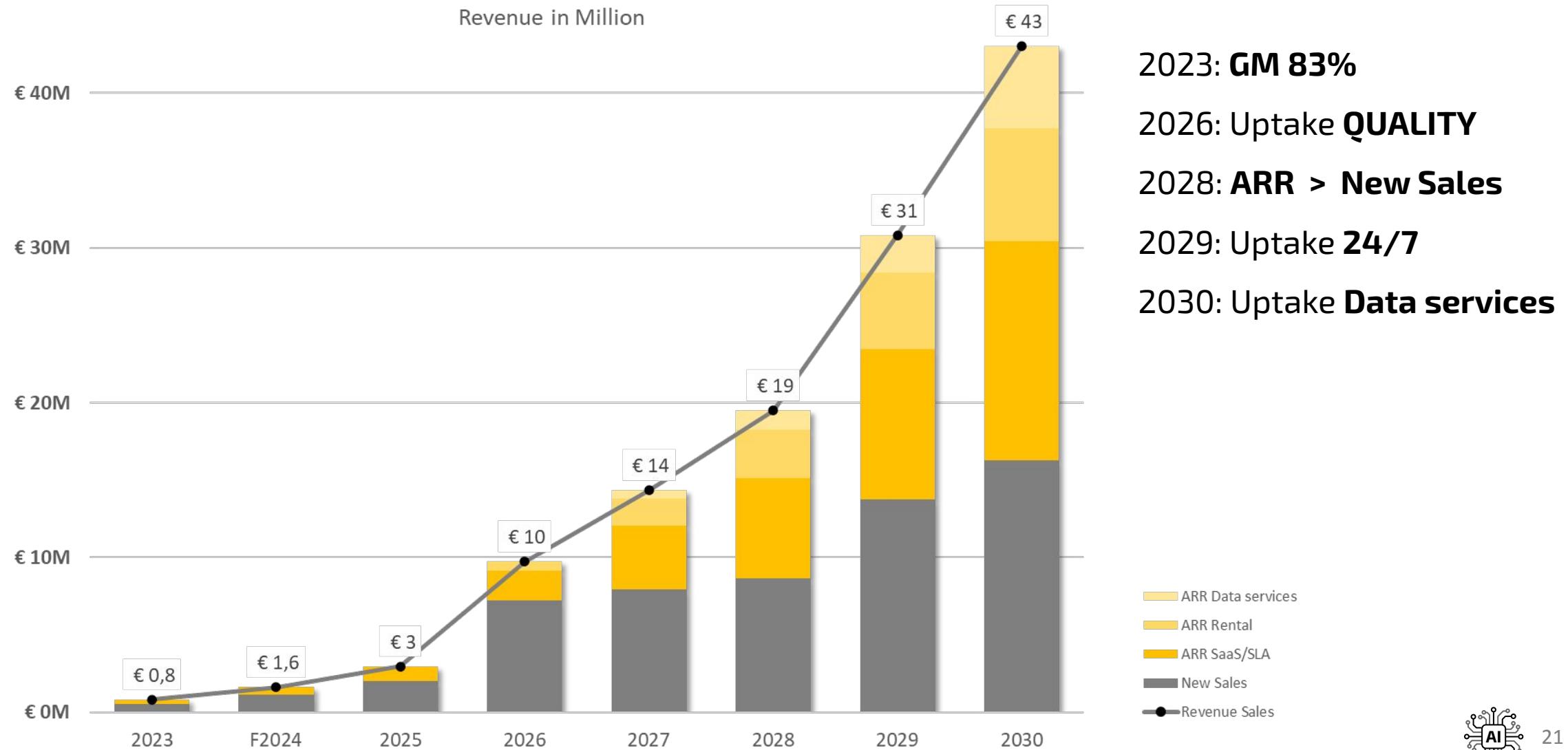
Automation estimated to be at 10% of each industry, combined with targeting a global market share of 10%, adds up to a:

**5.7+ BN SAM**

# Company roadmap.

	2021	2022	2023	2024	2025	2026
OPS	Outsource hardware to machine builders	Strategic technology partnerships	> 1 million processed	> 3 million processed	> 8 million processed	> 22 million processed
Sales	€218K order intake 3 customers	€1.1M order intake 6 customers	€1,5M order intake 10 customers	€2,6M order intake 18 customers	€5,3M order intake 35 customers	€12M order intake 60 customers
Product	Launch AM-LOGIC Launch AM-VISION Launch AM-SORT	Develop AM-BAGGING Develop AM-QUALITY Develop CUSTOM SERIES	Launch AM-BAGGING Develop AM-QUALITY Develop CUSTOM SERIES Develop AM-FEED	Launch AM-QUALITY Launch AM-FEED Launch CUSTOM SERIES Develop AM-COLOR QC	Develop AM-COLOR QC Develop TRACK & TRACE Develop AM-DENTAL Develop 24/7	Launch AM-COLOR QC Launch TRACK & TRACE Launch AM-DENTAL Launch 24/7
Biz Dev	Launching customers		Market leader in 3D-print factory automation	Enter new Markets: - Medical - Automotive	Enter new Industries: - Injection Molding - Casting - CNC	Enter new Markets: - Dental - Consumer Lifestyle Enter Asian region
Team	15 FTE	27 FTE	22 FTE Local sales in Germany	25 FTE	30 FTE CFO in service	50 FTE Local sales in US
Funding	€ 170K MIT grant € 1,5M funding	€ 1M EU I3 grant € 3M funding	€ 500K Eurostars grant € 3,7M funding	€ 300K AI Matters € 500K Top sectors Raise € 3M funding	Raise € 10M funding	

# Revenue growth with appealing gross margin, driven by new value streams and cumulative ARR cohorts.



# Raising € 3 million, as stepping stone to the next phase.

## Business development

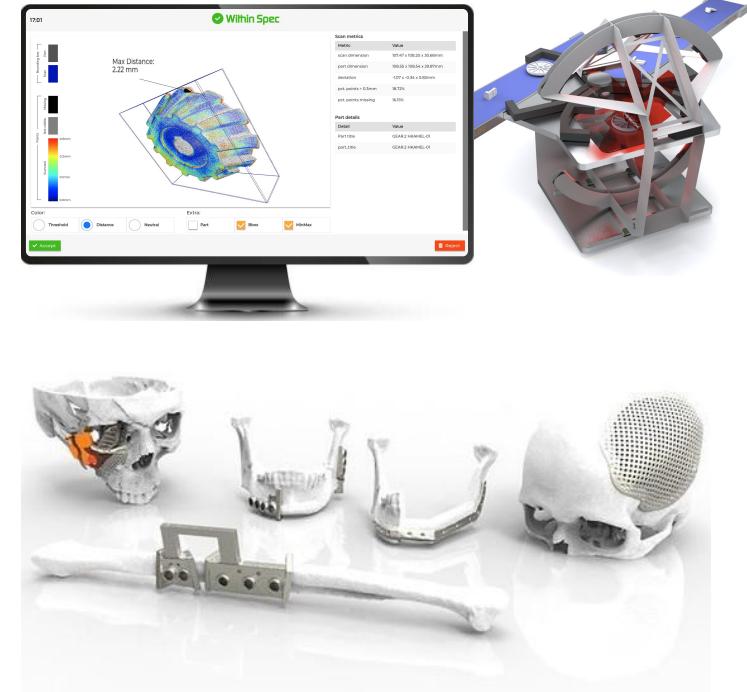
- Execute on € 12M sales pipeline, further expanding in AM
- Enter new medical & automotive markets
- Enter new CNC, casting & injection molding industries

## R&D

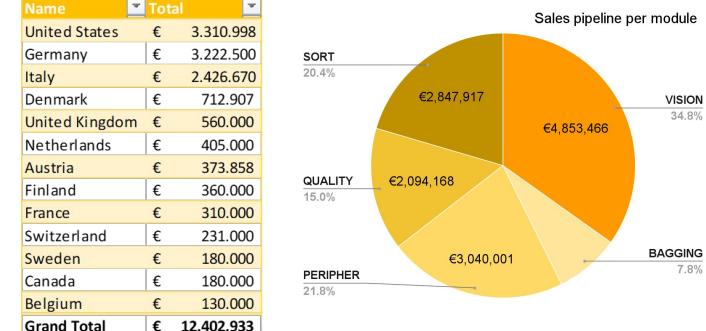
- Pilot new product line AM-QUALITY at already signed customers
- Co-invested by € 800K Top Sectors & AI Matters grants
- File the next patents

## Progress from start-up to scale-up

- Ebitda positive
- Prepare for appealing € 10 million scale-up round end 2025



Country	Deal Name	Total
United States		€ 3.310.998
Germany		€ 3.222.500
Italy		€ 2.426.670
Denmark		€ 712.907
United Kingdom		€ 560.000
Netherlands		€ 405.000
Austria		€ 373.858
Finland		€ 360.000
France		€ 310.000
Switzerland		€ 231.000
Sweden		€ 180.000
Canada		€ 180.000
Belgium		€ 130.000
Grand Total		€ 12.402.933



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