



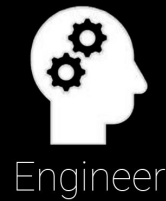
Stealth Machine Company

# Industrial things at industrial scale is what I do.

- I built my first CNC machine at 16 rather than buying a car.
- 6 months+ in China in factories, chemical plants, and assembly lines.
- Three mass produced products, one Red Dot Award winner.
- Built equipment for heavy industry.
- Design engineer for hybrid solar and wind turbines at factory.
- Consultant in best hardware practices and design.
- I'm building the service I've always wanted.



So, you want to cut some metal...  
Shouldn't be too hard. Right?



+



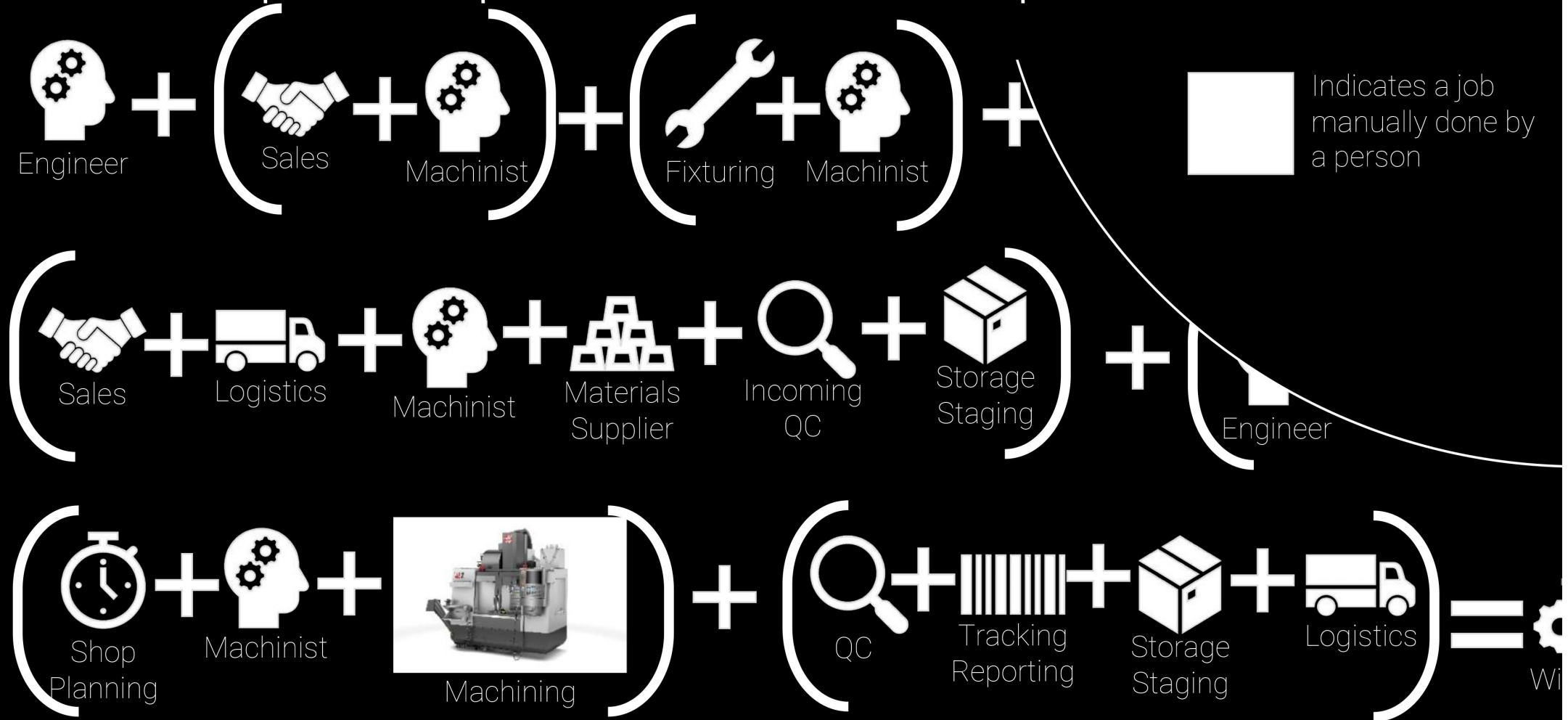
Milling Machine

=

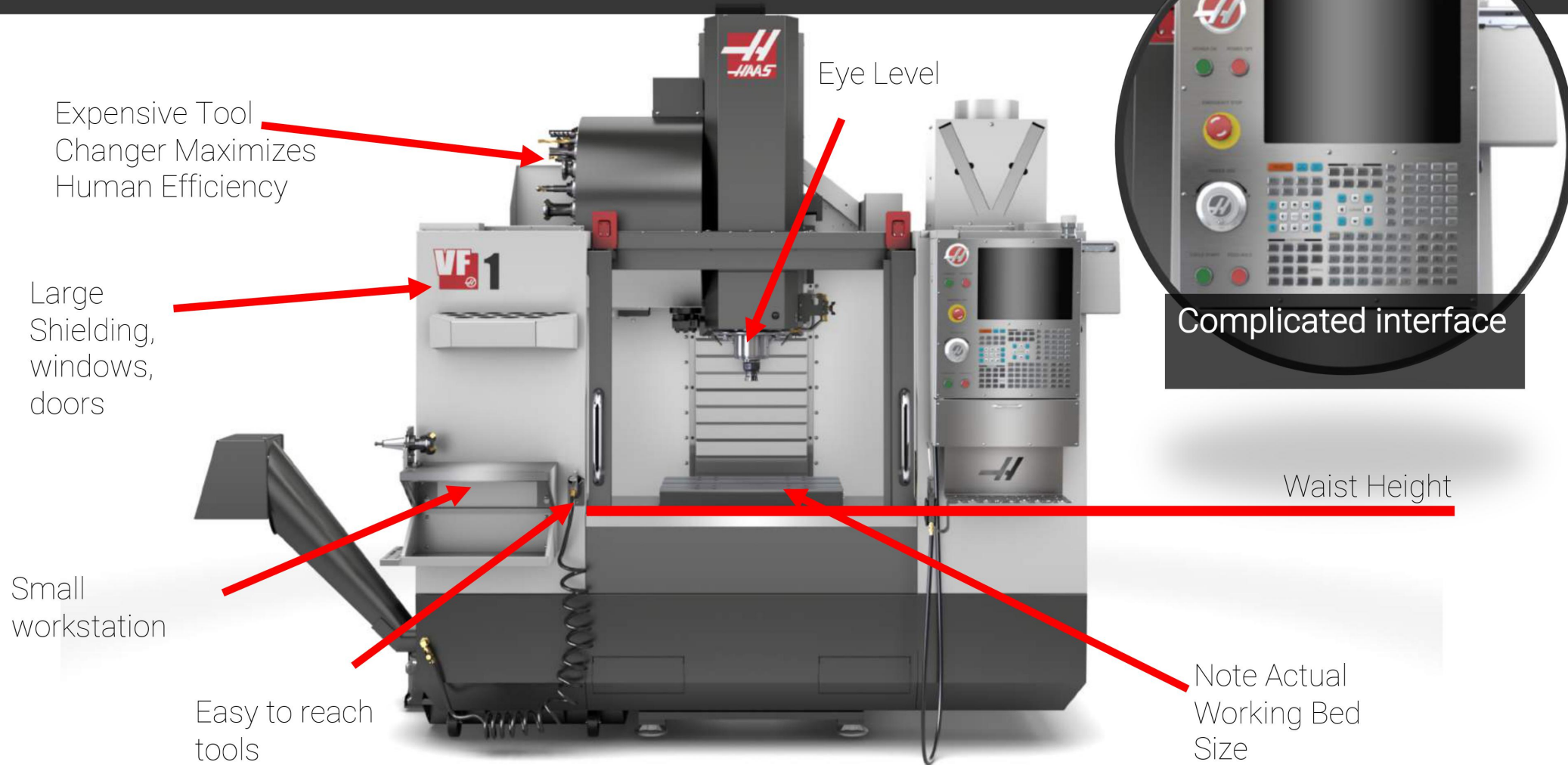


Widget

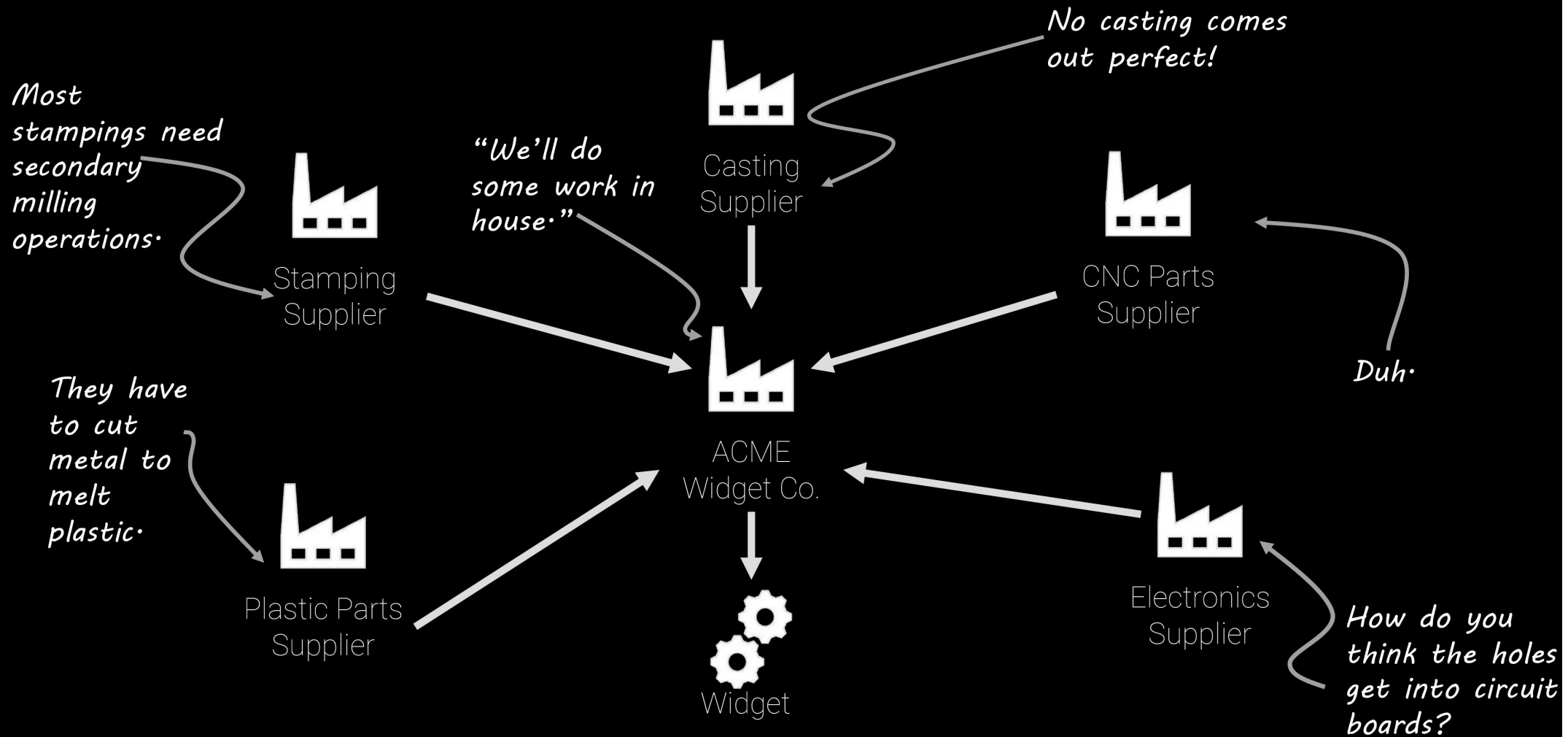
# It's a complicated process filled with experts.



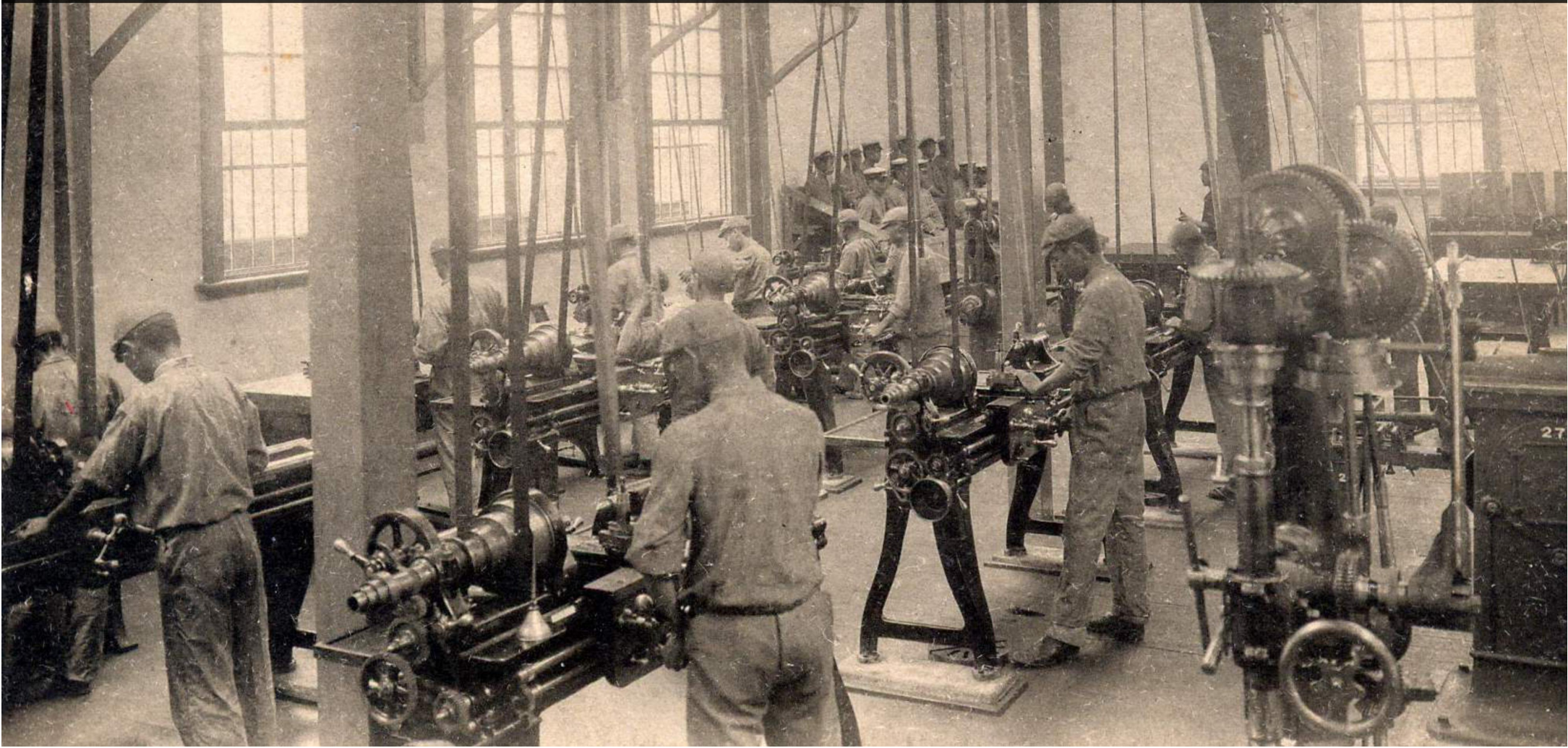
Every process and machine is designed around people.



# Repeat that equation every time metal gets cut.



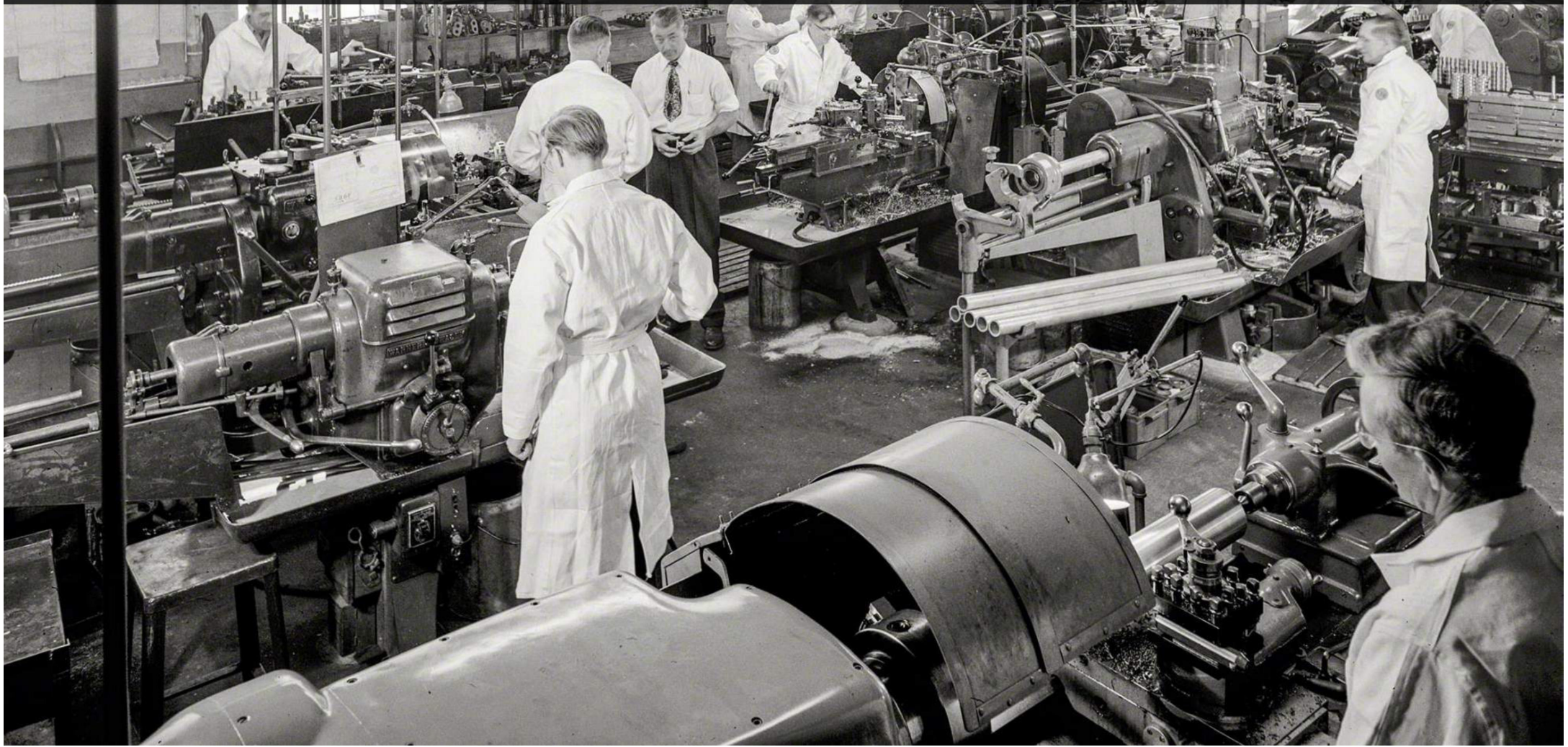
# 1910 Japan, Designed Around People



# 2019 China, Designed Around People



# 1953 New York City, Designed Around People



# 2019 Protolabs, Wisconsin, Designed Around People

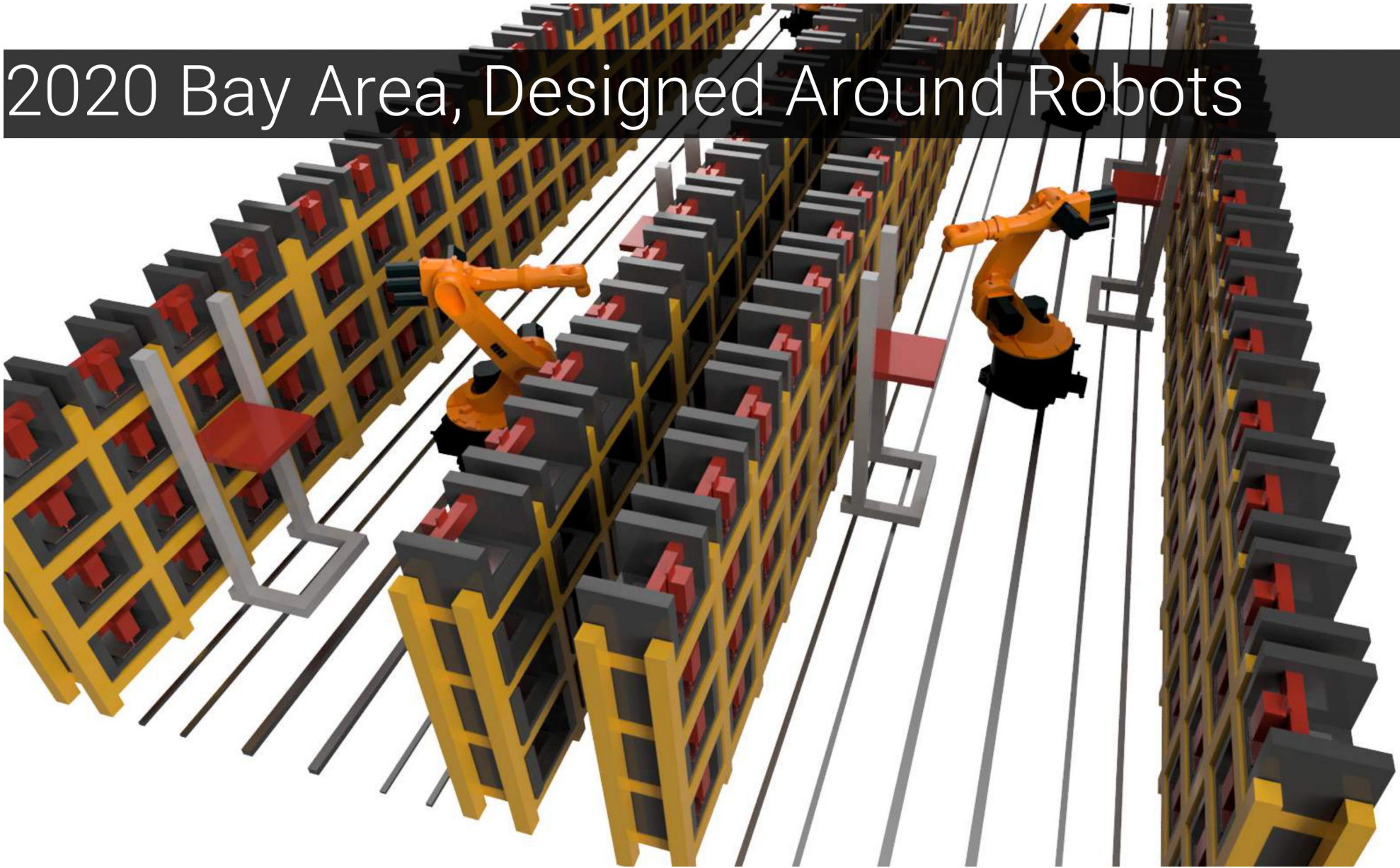


We are designing around robots from the ground up.

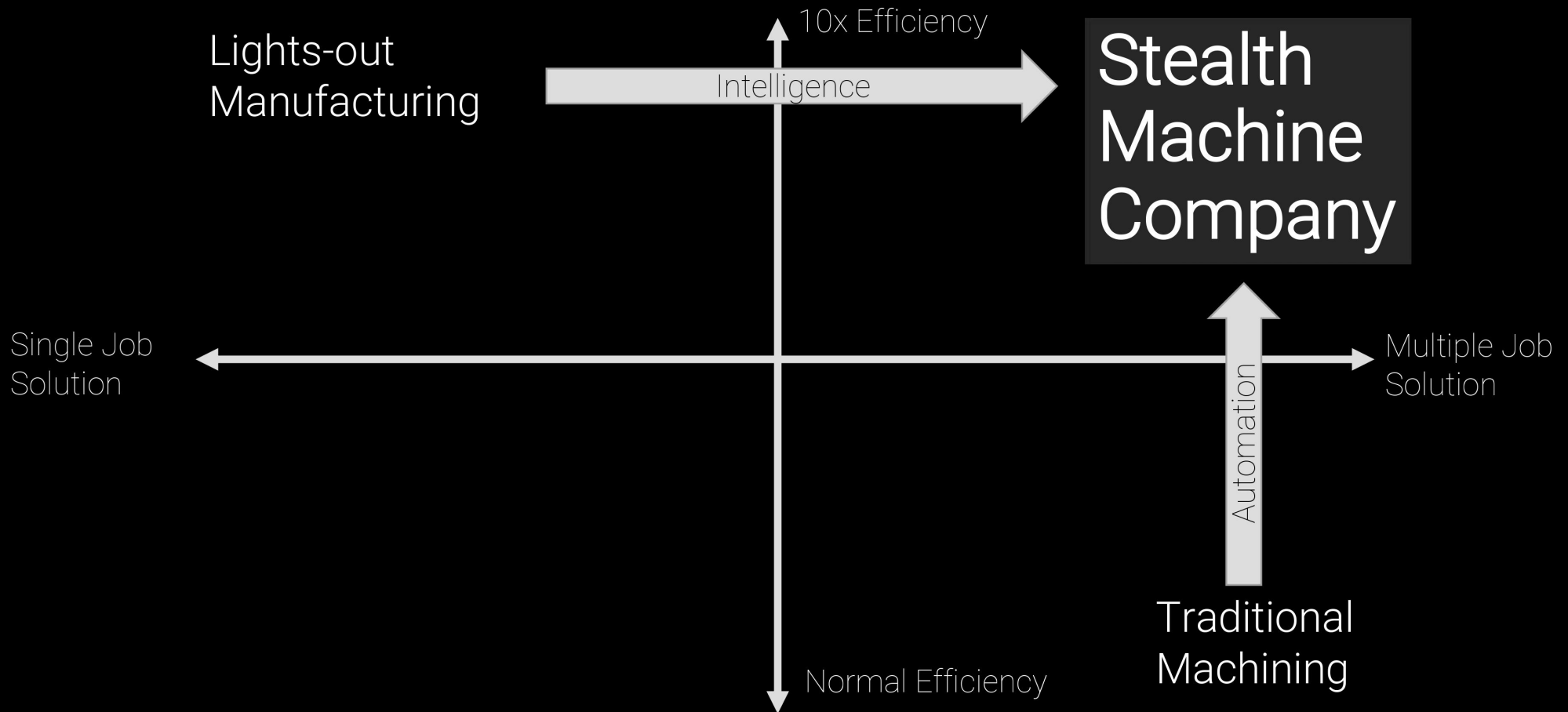
We are on track to manufacture metal parts 10x more efficiently than anyone else.

We can do this for 80% of parts CNC cut today.

# 2020 Bay Area, Designed Around Robots



These 10x improvements exist at the high end of the market as custom one-time solutions. Our platform makes them smart and flexible.



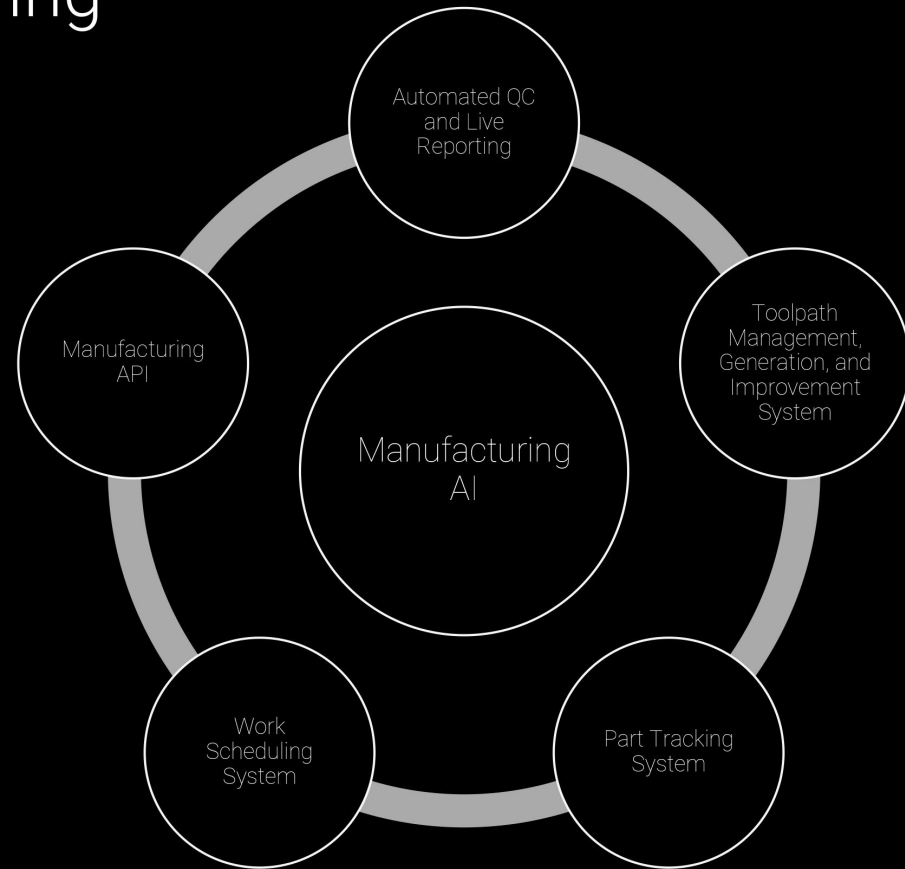
# We believe our manufacturing robot is the smartest ever made.

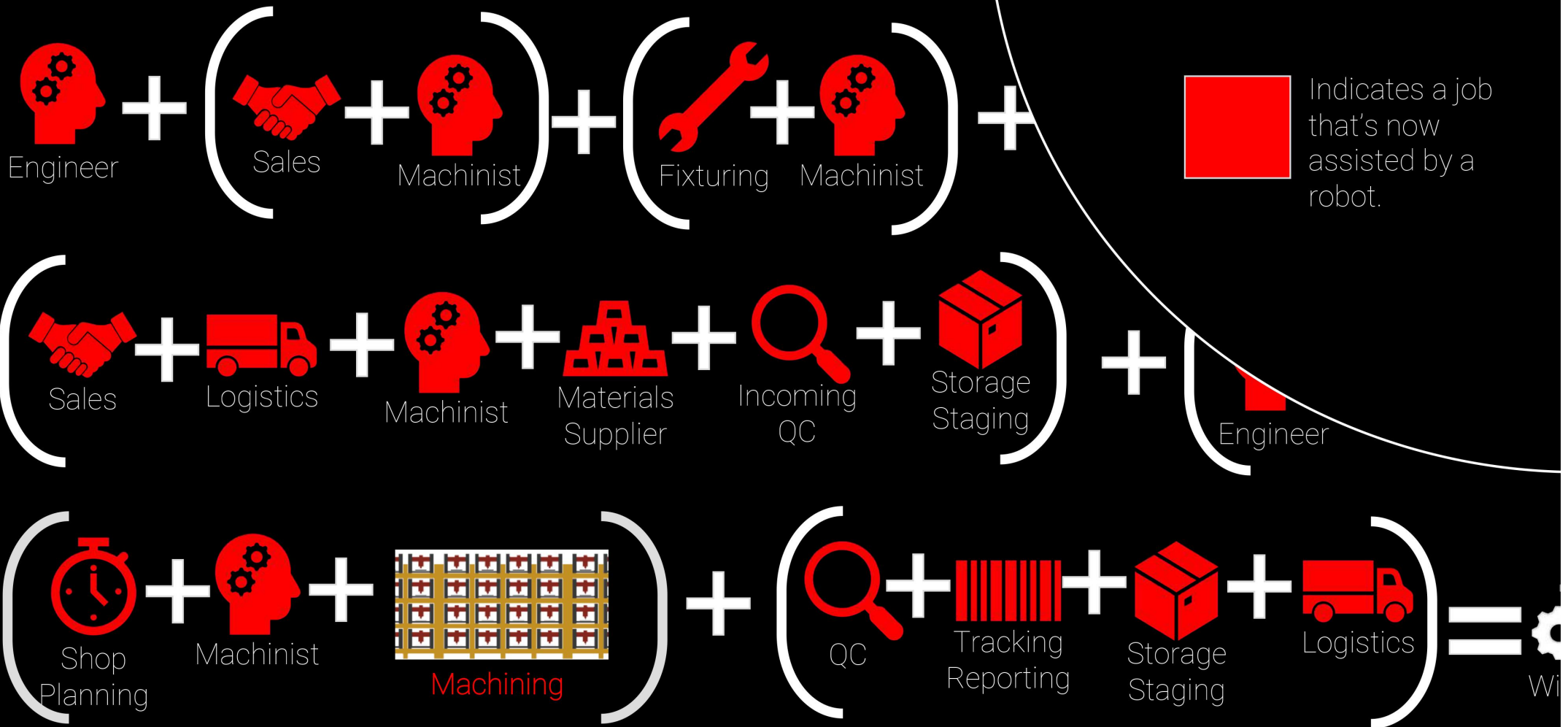
We measure everything to produce the worlds largest data set of real machine performance.

A combination of smart algorithms, robotics, and machine learning leverage this data to produce our **10x efficiency increases**.

From feeding parts into the machine to adjusting for tool wear during a production run, **everything is managed by the machines**.

**Humans are enabled to do the work they do best.** Coming up with clever solutions that deliver value to our customers.

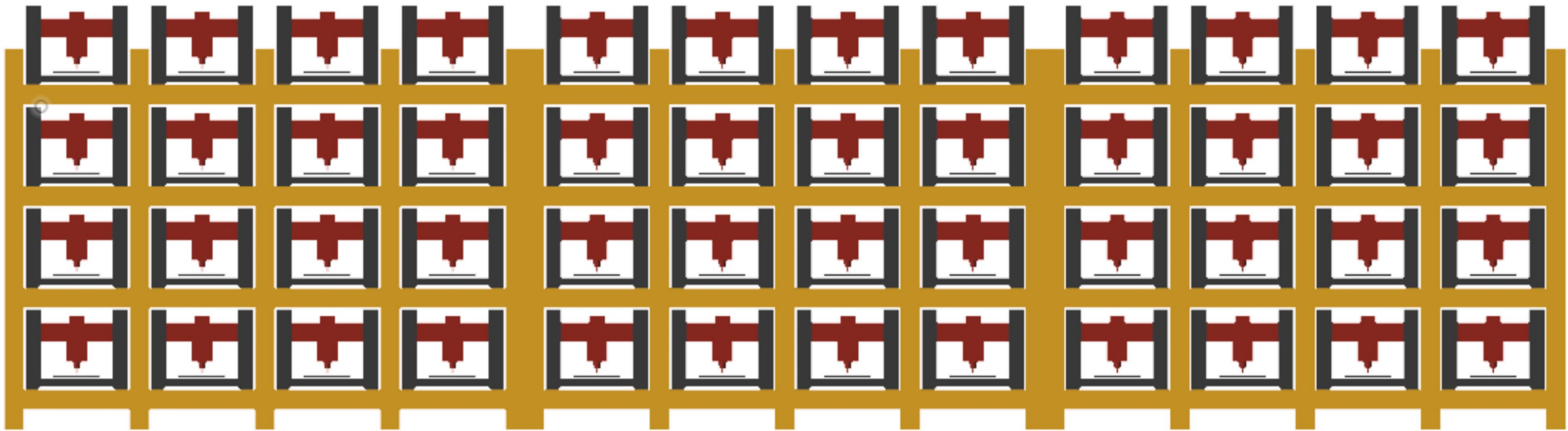




Our custom hardware accelerates our  
breakthrough software.

# Introducing the Parallel Machining Center (PMC)

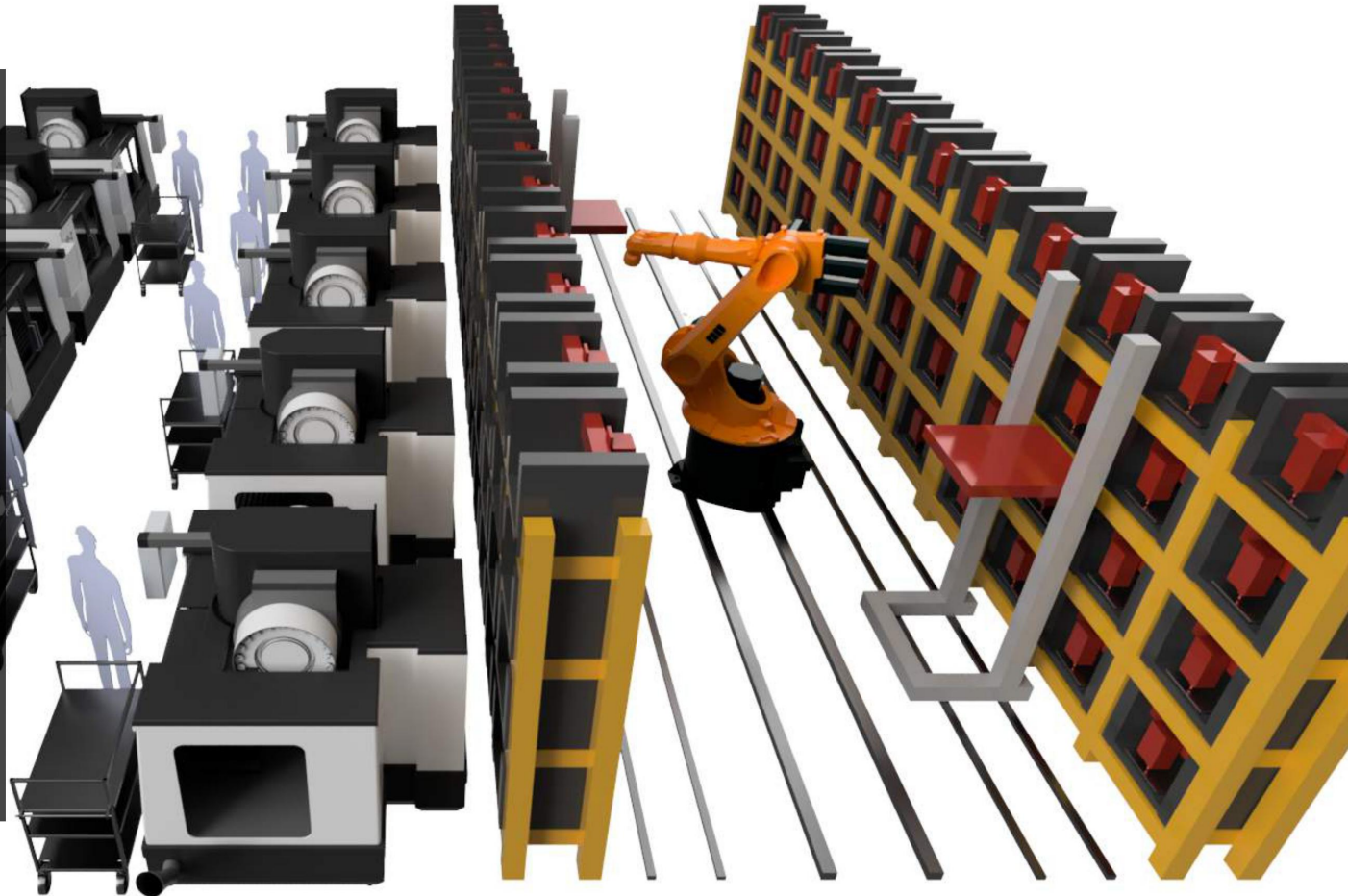
## A Robot First Machine



- Very compact
- No tool changer. One tool per machine
- Work Moves to Optimal Machine
- Hot-Swappable
- Networked.
- Collects Data and Reacts

# How does it compare to the current method?

- Clean data for machine learning.
- 96 vs 10 Machines in the same space.
- 1 Robot vs 1-10 Humans
- Machines can work in parallel vs one job at a time.
- Machines are redundant. Failure is not costly.

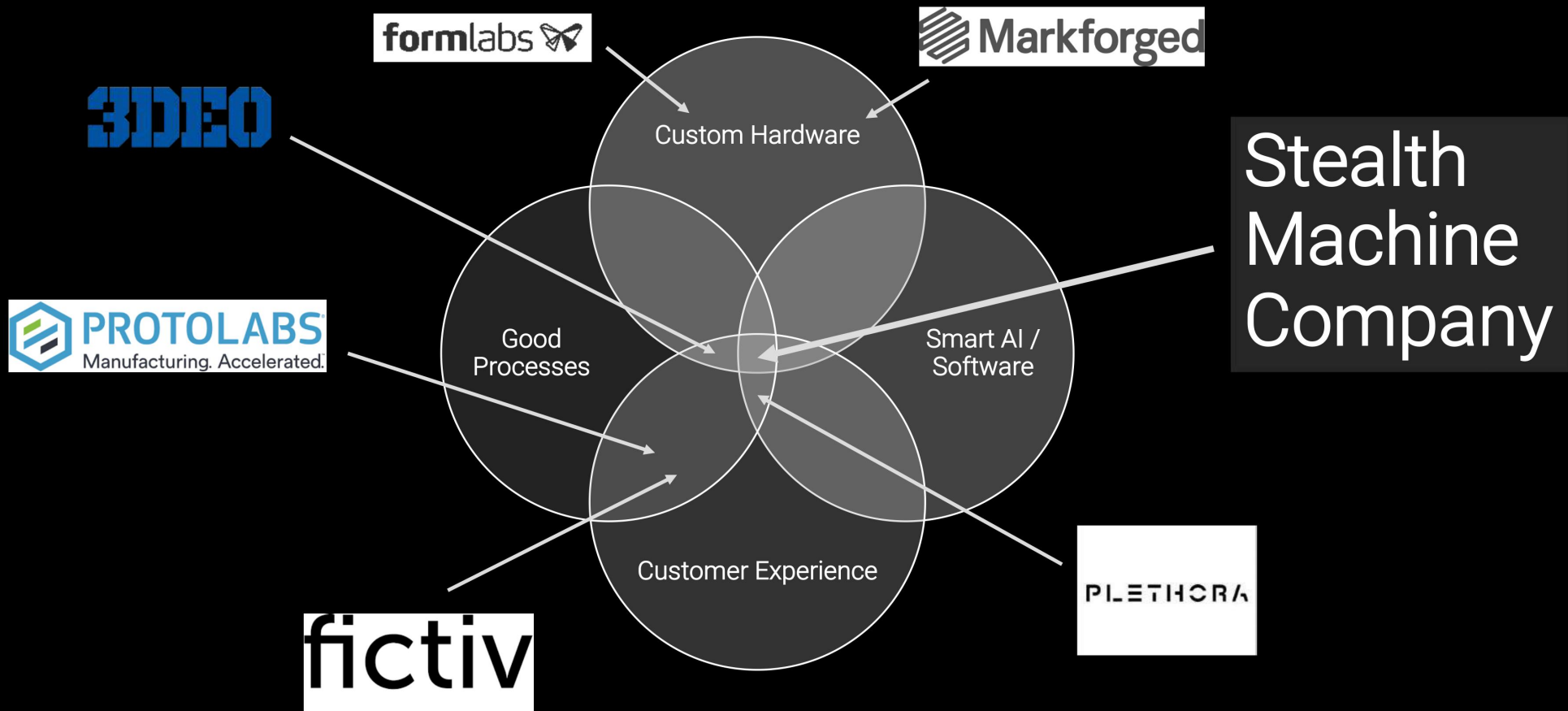


We'll keep making or adapting machines to be robot first.



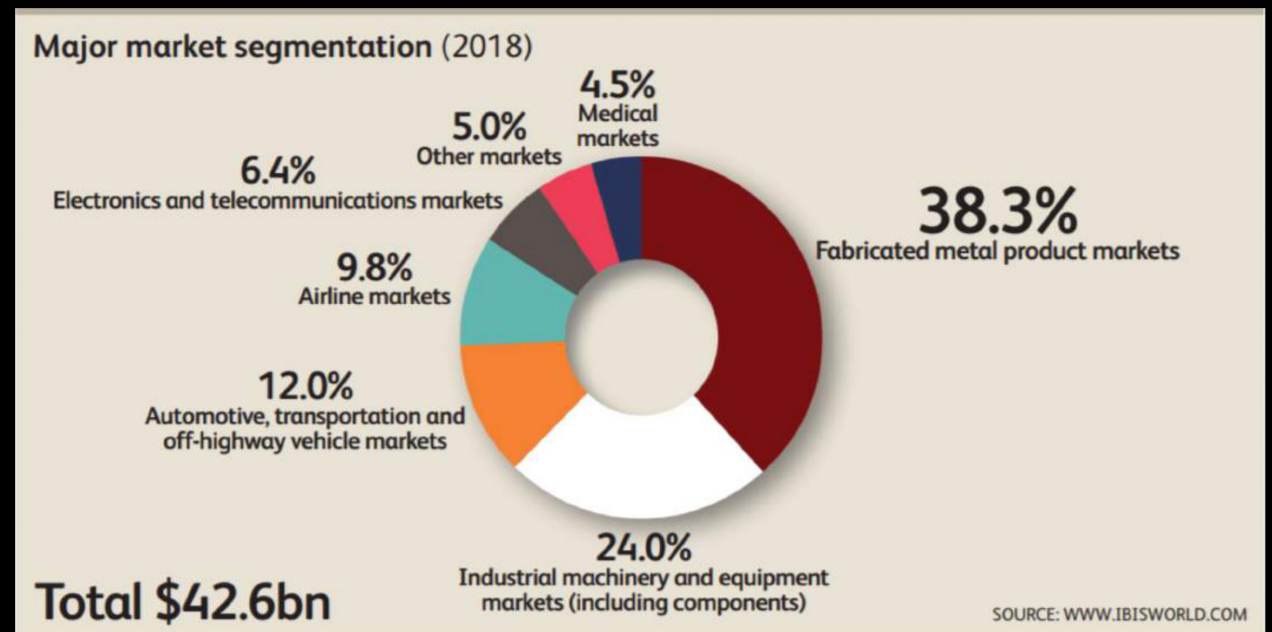
This hardware allows us to do  
for manufacturing what parallel  
processing did for computing.

Competitors only optimize one small parts of the problem and don't see 10x gains.



# Why now?

- More small product companies thanks to Kickstarter.
- Great design software.
- Shortage of qualified machinists.
- Auto and Medical demand rising.
- Customization sells to consumers.
- Stateside production demand high.
- Mature technologies.



# What's the state of this market?

## Stuck in the past:

The machines and methods are designed around a time when human labor was cheap and plentiful. It was a time when America was the most technologically advanced economy on the planet. Those times are gone, but the industry hasn't caught up. We can see this in the data.

Revenue:

\$42.6bn

Annual Growth:

3.0%

Profit:

\$1.8bn

Wages:

\$12.7bn

Concentration:

Low

Barrier to Entry:

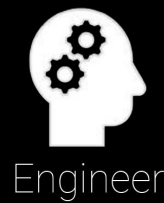
Low

Technology Change:

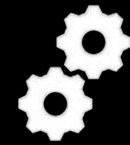
Medium

With our 10x increase in productivity we can turn a higher profit than anyone else in the market while charging a lower price.

We rent on-demand superior manufacturing capability to make money.



Stealth  
Machine  
Company



Widget

# Our sales team targets business and enterprise customers and helps them replace their expensive processes.



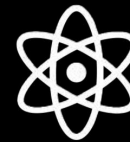
Automotive



Medical



Construction



Science and  
Military



Aerospace

*Over the next five years, operators will devote further resources to satisfy projected growing demand from manufacturers in markets like automobile manufacturing, commercial aircraft manufacturing. \**

*Demand from medical device manufacturers is also expected to increase due to a progressively aging US population with an increasing need for medical care. \**

\*Source: IBISWorld Industry Report 33271 Machine Shop Services in the US August 2018

# Scales Past One Billion ARR. We plan to install the factory, they'll run it. It's all part of the network.



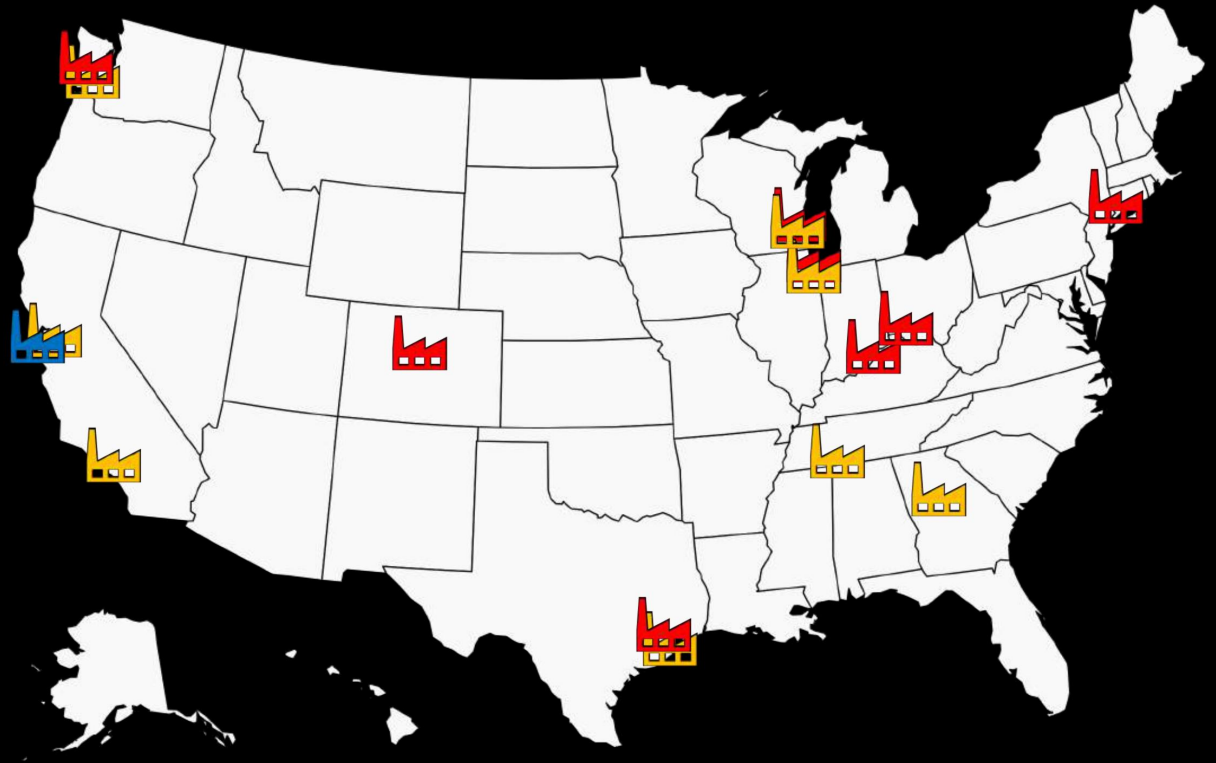
Headquarters. R&D,  
Customer Support, Sales,  
Test Factory



Fills internal orders and rents  
excess. Can order from network to  
fill extra demand.  
Ex: Job Shop, Casting Supplier,  
Stamping Supplier



Internal Orders Only. Can  
order from network to fill  
extra demand.  
Ex: Car or Appliance Factory



Projected Stealth Machines in 2025

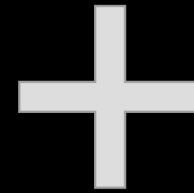
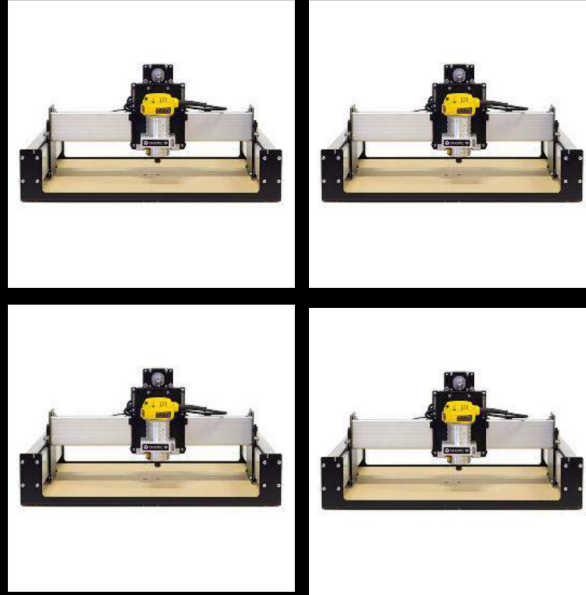
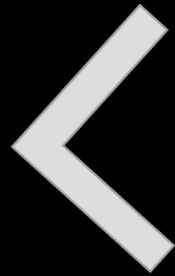


Stealth Machine Company is proud to be part of the Autodesk Residency Program at Pier 9.

This residence is awarded to companies building the future of manufacturing.

Companies receive the direct support of Autodesk and are hosted at the multimillion dollar research and development facility at their Pier 9 Technology Center.

# Our MVP



Stealth  
Machine  
Company

We can fill more orders with less work using 4 hobby grade CNCs and our platform than an expert using a state-of-the-art industrial machine.

# Our Starting Market Validates Core Concepts



Show what's possible with  
manufacturing API.



Get feedback from educated  
but low-risk customers.



Custom Electronics Front Panel

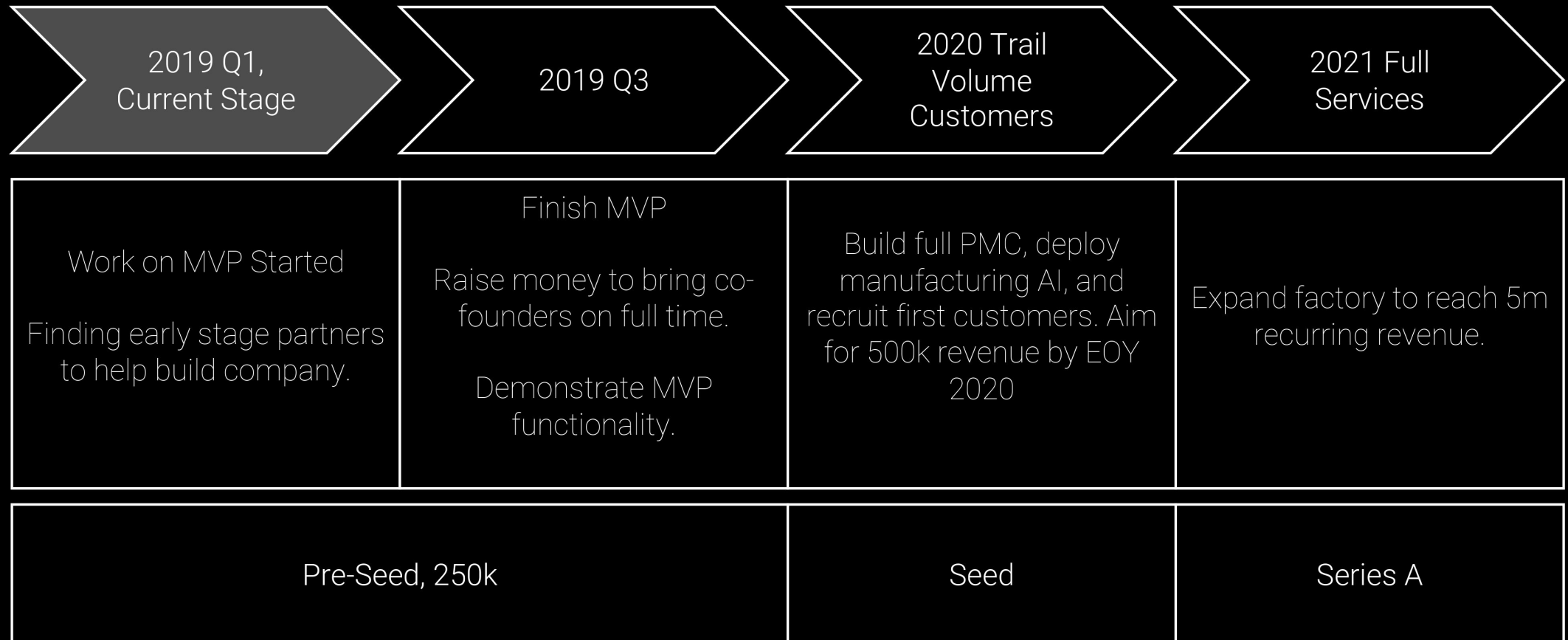


Demonstrate efficiency.



Prove Ability To Beat  
Competitor Margins

# Our Goals for the Next Three Years



## Co-Founders



Gerrit Coetzee

ME, EE, Robotics, Manufacturing  
Manager



Misko Dzamba

CS, ML, Robotics, Hardware



## Advisor



Shivani Torres

Investor at Lemnos  
Masters ME, Manufacturing,  
Business



# Thanks!

stealthmachine.co

Gerrit Coetzee – (423) 647 8906

gerrit@gerritcoetzee.com

