

Executive Summary

As the world gets smarter every day, electronics permeate every aspect of our lives. \$250Bn are spent every year by companies making the circuit boards in electronic devices. Those companies need to innovate quickly and iterate often. The problem is that they outsource their manufacturing to contract manufacturers that are ill-equipped for fast turnaround as they focus on high volume production.

BotFactory sells desktop enterprise 3D printing solutions using inkjet nanotechnology, computer vision, and artificial intelligence to fabricate complete circuit boards in a few hours, greatly accelerating our customers' time to market.

We reduce the average turnaround time by 94%, save customers hundreds of dollars per board, give them invaluable early market access, safeguard their IP by keeping the whole process in-house, and open up new markets through the use of materials unavailable through standard manufacturing processes.

Customers include Google, Lockheed Martin, AWS, Airbus, Bosch, Autodesk, Qualcomm, Intel, GE, Blue Origin, Apple, Pfizer, Toyota, Nike, Dr Pepper, Jaguar, HP Enterprise, Nasa, DoD (all branches), Medtronic, NYU, Columbia University, and MIT.

Customers use BotFactory for a variety of use cases, including rapid prototyping, flexible electronics, e-textiles, drone tech, IoT, distributed manufacturing, and professional R&D services.

The company has so far concentrated its efforts on building its **deep technology, IP, and validating the market** while keeping maximum capital efficiency (\$2M raised to date).

We have hit a major milestone with the third iteration of our product released in Q2 2020, the SV2 Pro. The SV2 Pro is now capable of building the majority (62%) of the electronic boards made in the US (IPC, 2012).

BotFactory was awarded two patents including more than 130 claims, covering the software, the hardware, and the process involved in building a circuit board from the ground up. An additional indicator of the strength of our IP was given when our claims blocked a competing patent application. Two more patents are pending award (8 months).

With no dedicated sales personnel, we have kept increasing our revenue by 84% year-over-year and doubled our YoY consumable re-purchases in 2020. We have completed the first phase of our **Factory of the Future** project with Airbus, the largest EU defense contractor, and we are working with the US Air Force and Navy on SBIR Phase II applications to bring our technology to the next level: full process automation and automated testing.

Electronics is ubiquitous but the method to fabricate them has not evolved much over 40 years. We are here to give it the update it needs and we are only getting started.

