Dr. Christoph Schneeberger MSc Nicole Aegerter Prof. Dr. Paolo Ermanni Dr. Thomas Billeter

⊠ info@antefil.com

# **ANTEFIL** COMPOSITE TECH

# Transforming lightweight structures





### Meet Patrick, CEO of 'Composite Parts Inc.'



We manufacture lightweight structures using fibre-reinforced plastics

"





ANTEFIL

# On Patrick's way to work ...



# Slow production, hazardous resins, no recycling

Manufacturing ≥1 day cycle time up to \$ 500 k per blade

80+ meters –



Decommissioning ≥\$ 400 k per turbine

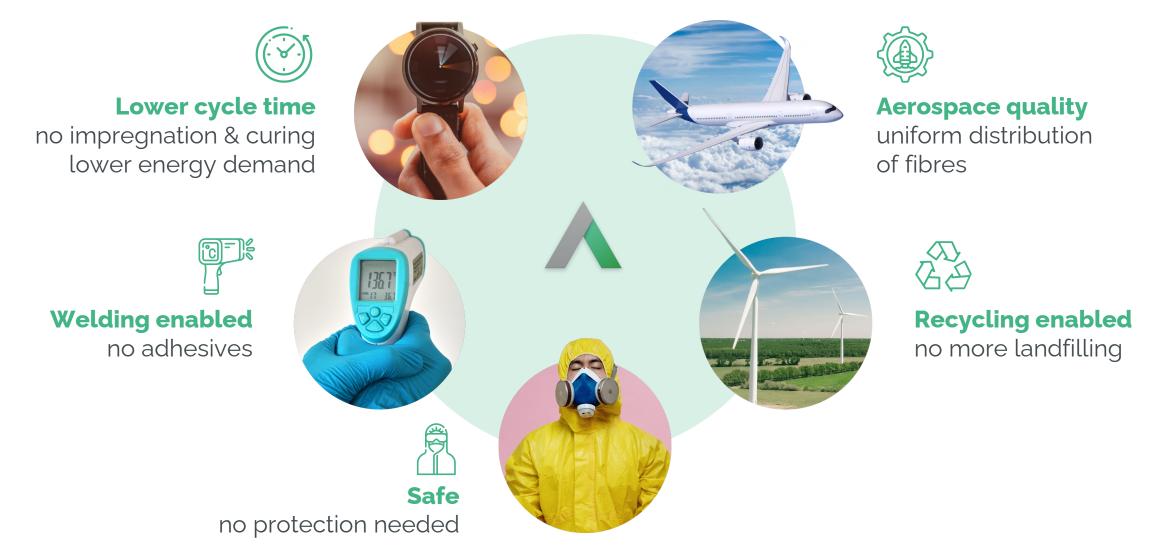


# The ANTEFIL technology advantage

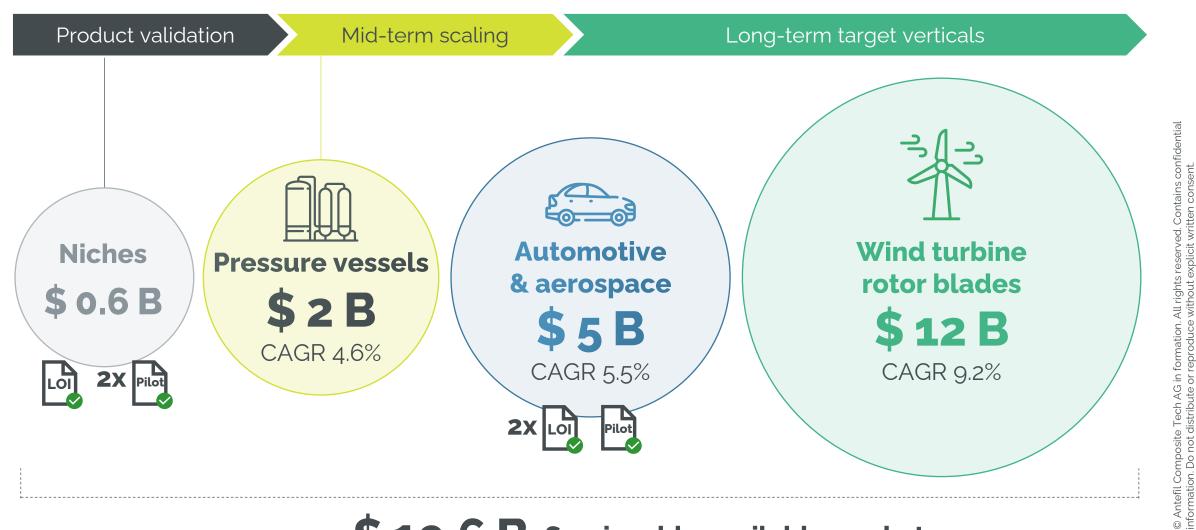


#### ANTEFIL

### **Our value propositions**



# **Our road-to-market**



**\$19.6 B** Serviceable available market

# We are a complimentary team of experts

The pragmatist



Christoph Schneeberger Dr. sc. ETH ME

Sales & marketing Fundraising & partnerships Recruiting/HR Representation & PR

# The creative



Nicole Aegerter MSc ETH Materials

Production Product development Engineering Lab management

### The visionary



Paolo Ermanni Prof. Dr. ETH ME

Research & development Innovation management Academic partnerships

### The experienced



#### Thomas Billeter Dr. UZH Economics

Financing strategy Legal & contracts Finance & controlling



+Full-time employee Alex Luijten Process engineer



Industry & markets advisor **Dr. Christian Fischer** CEO & co-founder Bcomp



Processing advisor **Prof. Dr. Joanna Wong** Assistant professor UCalgary

# **Exclusive pilot partnership offer**

**1. Sample pilot** 

Get **exclusive first access** and test Antefil's hybrid fibre technology

Opportunity to influence our product development early on



#### 2. Fibre production scaling

We scale our fibre production and 6-9 months your input

Increase your influence via a **co-funded innovation project** 

### **5** slots available

Exclusivity within your area of activity (non-compete) 3. Application pilot

# Receive batches of **hybrid fibres and textiles**

Test the developed product at **demonstrator scale** in **your application** 



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# Join the ANTEFIL mission!

# We are raising CHF 1.5 M equity investment until Q1/2022

### to

- Grow marketing & engineering teams
- Realize pilot production
- Enable componentsized pilots with customers

### We support the UN Sustainable Development Goals



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# **ANTEFIL** COMPOSITE TECH

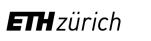
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SWISS **SUSTAINABILITY** CHALLENGE

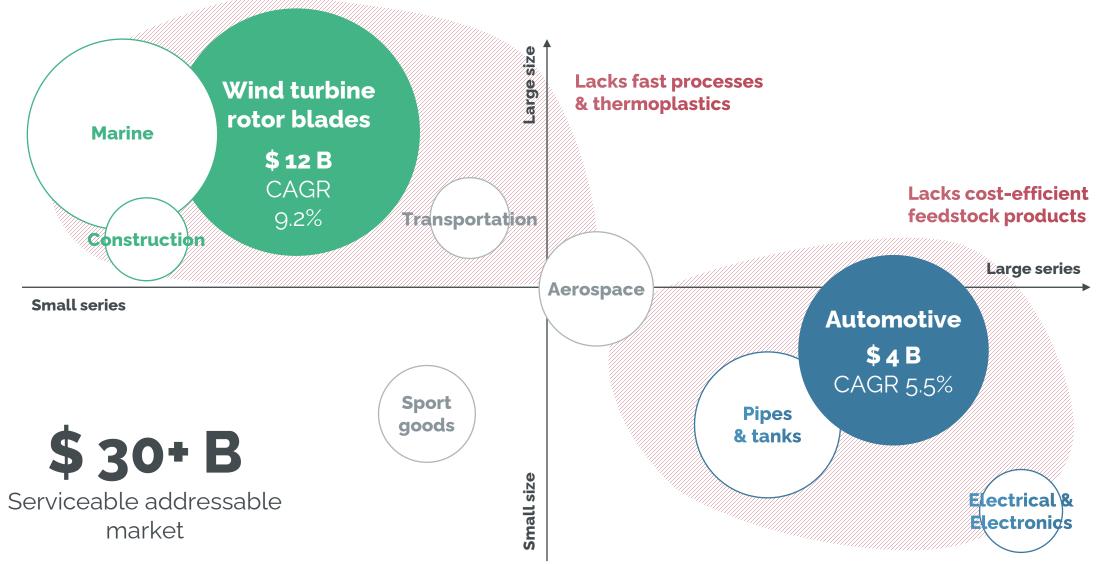




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# **BACKUP SLIDES**

# Large markets with room for competition



### Expensive feedstock for large series

Feedstock production speed ≤0.5 m/min temperatures ≥200°C

> >10 CHF/kg



Part production
low market penetration

# Slow, hazardous resins, no recycling for large size

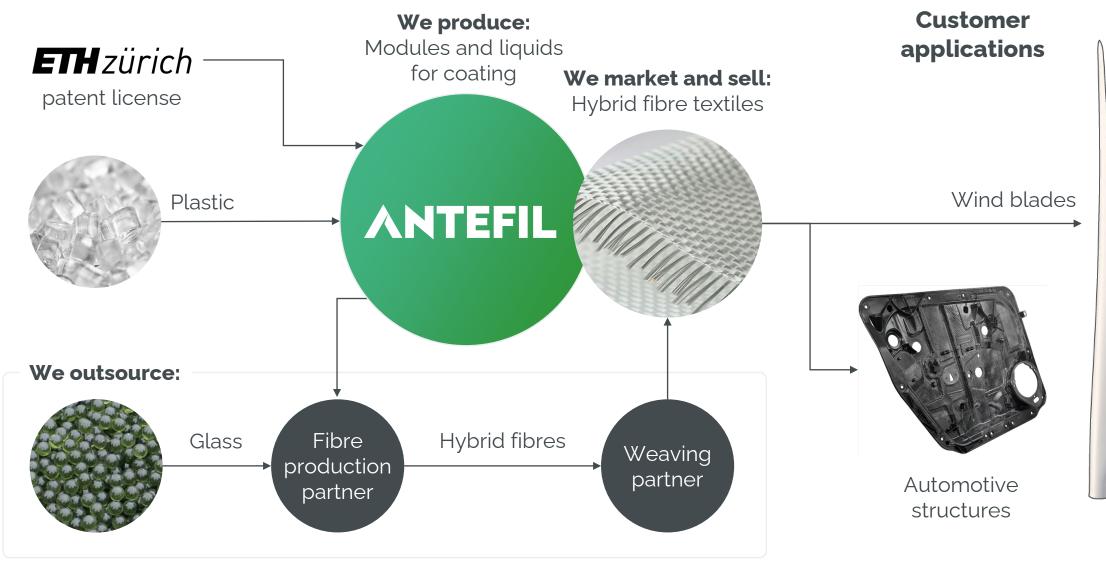
Manufacturing ≥1 day cycle time up to \$ 500 k per blade

80+ meters-

1 I I I

Decommissioning ≥\$ 400 k per turbine

## **Our asset-light production model**



### **Business case automotive**

#### Example customer



Automotive door systems



#### Value proposition



No process adaptation needed, **easy switch** 

Flexible textiles enables complex geometries



#### Potential key account 2028

- ) 10 car models supplied
- 50'000 cars/model/year
- ) 2.0 kg/car
- --• 1 kt/year material sold
- Direct material cost: 4.9 MCHF/y instead of >10 MCHF/y (-51%)
- Revenue for Antefil: 4.9 MCHF/y (14.4% of predicted revenue in automotive & aerospace)

### **Road to production**

- Sample pilots
- Demonstrator(s)
- Pre-series
- OEM qualification
- 5 Full scale production

# Impact & business case wind power

#### Value proposition



Reducing cycle time **by over a third** 

Minimal process adaptation needed, **easy switch** 

Equal or improved **mechanical performance** 

Empowers desired move to split blade designs and circular use of composite materials

### Potential key account 2028

- 9 160 production days/year
- 3'500 kg/blade at 3.00 CHF/kg
- 16 h cycle time instead of 24 h
- -• 840 t/year material sold
- Revenue for Antefil: 2.5 MCHF/y

 $\circ$  52 t CO<sub>2</sub> eq. / t material

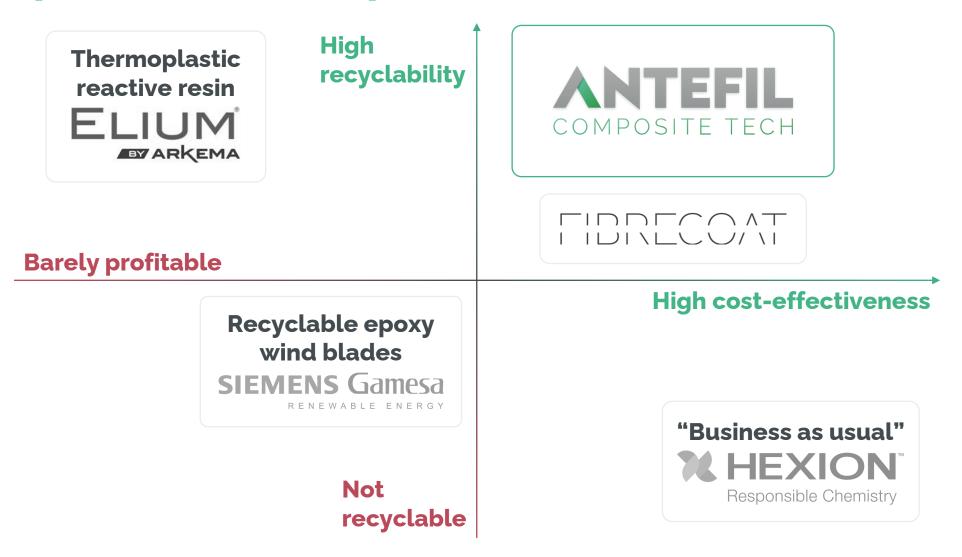
- -43.7 kt CO<sub>2</sub> eq./year through circular use!
  - $-\circ$  eq. to 722'258 trees grown for 10 years  $\circ$
- $\frac{1}{1}$ -0 eq. to running 9.1 wind turbines for a year

- Production output: 240 blades/y instead of 160 blades/y (+50%)
- up to 50% faster adaptation of wind power!

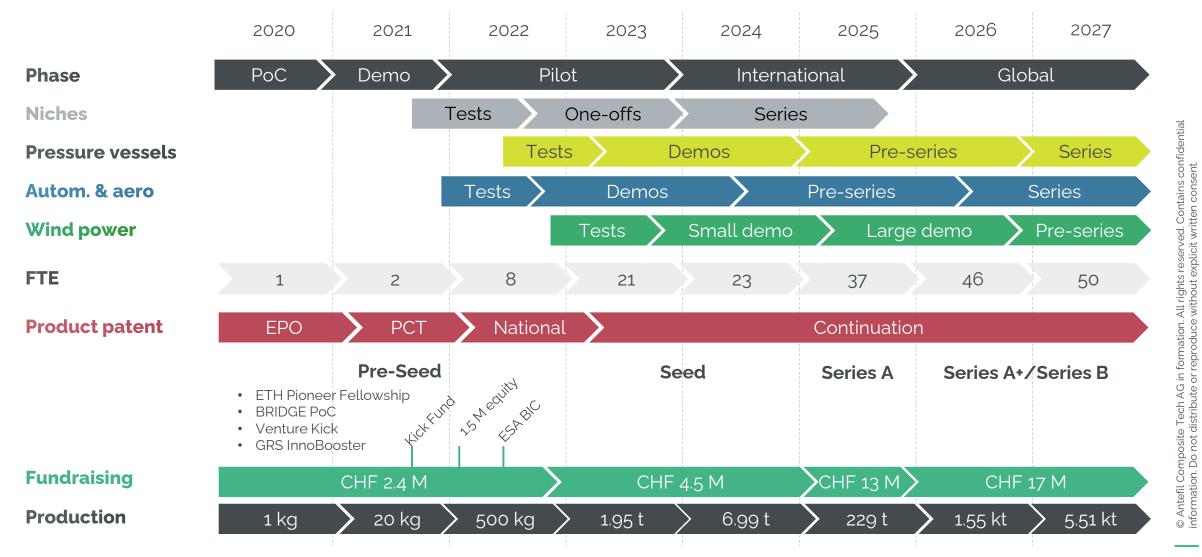
# Establishing relationships with key market players



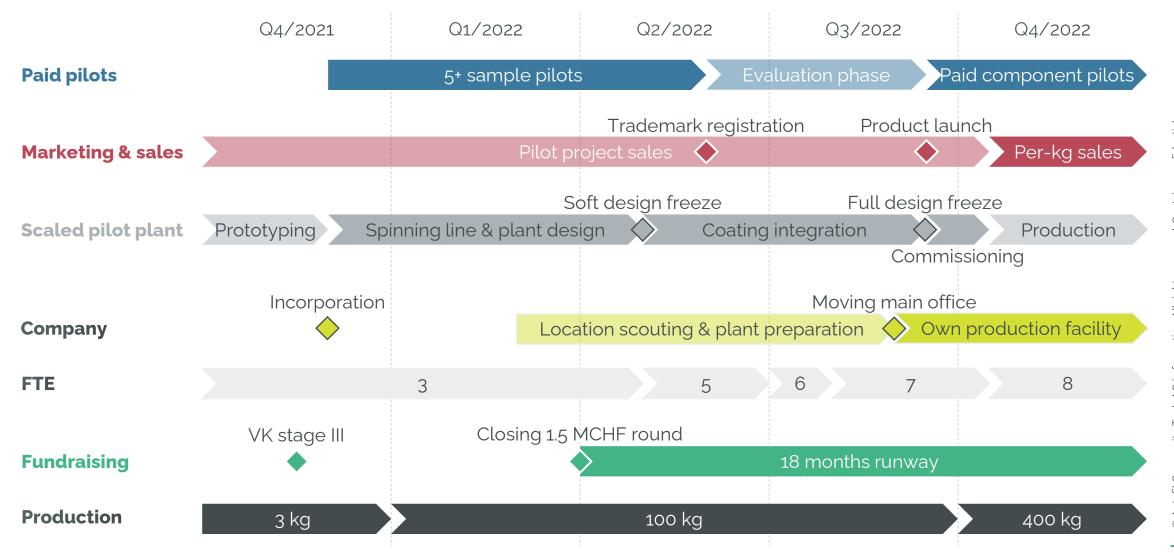
### **Competitive landscape**



## Roadmap



# 12-month roadmap





### We want to reach >50 MCHF revenues by 2028

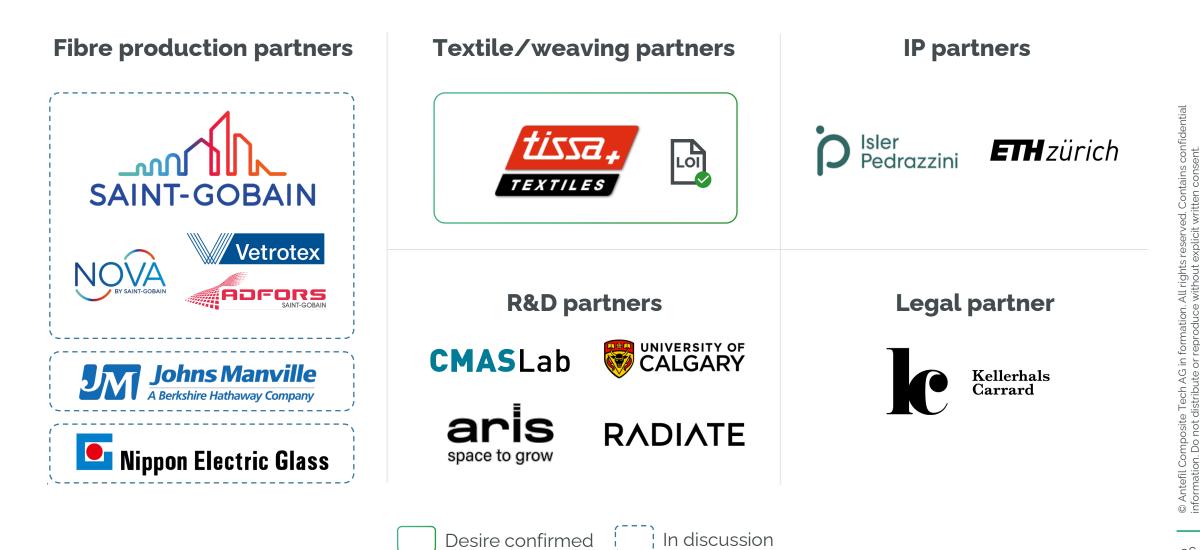
	2021	2022	2023	2024	2025	2026	2027	2028	2031	2035
Total material sales	-	-	1.95 t	6.99 t	229 t	1.55 kt	5.51 kt	8.57 kt	123 kt	1.05 Mt
Total revenue	10.0 k	160 k	375 k	855 M	1.61 M	11.6 M	40.6 M	58.5 M	560 M	3.47 B
Gross margin	5.30 k	84.8 k	193 k	432 k	663 k	7.76 M	28.8 M	92.1 M	339 M	1.67 B
Relative to revenues	53.0%	53.0%	51.4%	50.5%	41.1%	66.8%	70.9%	70.2%	60.6%	48.2%
EBITDA	-202 k	-434 k	-1.21 M	-1.71 M	-2.62 M	2.64 M	19.7 M	29.5 M	: 259 M	<b>1.19 B</b>
Relative to revenues	-2017%	-271%	-322%	-199%	-162%	22.7%	48.4%	50.4%	46.3%	34.2%
EBIT	-204 k	-511 k	-1.35 M	-2.16 M	-5.14 M	-1.51 M	15.5 M	19.5 M	225 M	1.10 B
Relative to revenues	-2038%	-319%	-360%	-252%	-319%	-13.0%	38.2%	33.3%	40.1%	31.9%
Net profit	-204 k	-511 k	-1.35 M	-2.16 M	-5.14 M	-1.66 M	13.2 M	16.6 M	191 M	938 M
Relative to revenues	-2038%	-319%	-360%	-252%	-319%	-14.3%	32.5%	28.3%	34.1%	27.1%

All financials given in CHF

# **Financing strategy**

Amount	Source	When	To get where and use of funds
✓ 150 k	ETH Pioneer Fellowship	04/2020	Technology development, business model
✓ 130 k (+32.5 k extension)	BRIDGE Proof of Concept	08/2020	Technology development, business model
✓ 10 k	Venture Kick stage I	02/2021	Business model, coaching
✓ 40 k	Venture Kick stage II	06/2021	Marketing, business case, material testing
✓ 100 k	Own savings	10/2021	Incorporation capital
✓ 150 k	Gebert Rüf Stiftung InnoBooster	12/2021	Pivot to asset-light business model
2 x 100 k	Venture Kick stage III + Kick Fund	12/2021	Scaling production line with partner
27.5 k	ESA BIC incentive scheme	02/2022	Onboarding staff for product development for space application
1.5 M	Pre-seed round	03/2022	Scaled pilot production
192.5 k	ESA BIC incubation boost	06/2022	Onboarding staff for scaling, further product development and sales
4.5 M	Seed round	2023	Scaling to first series production factory w/ partner
13 M	Series A round	2025	Expanding first factory

# Added value through expert partners



# **IP & licensing**

Manufacturing

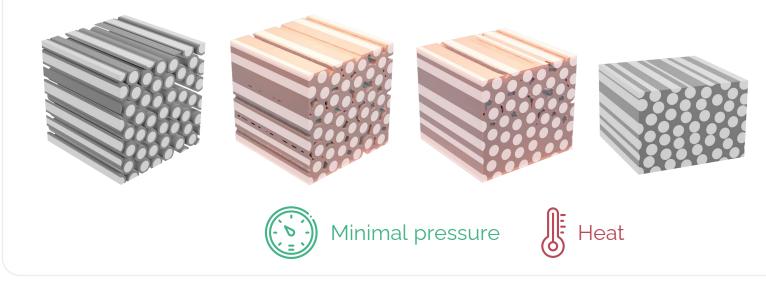




Patent protects:

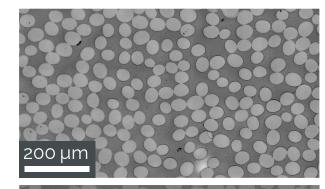
#### Unique structure of coating enabling large structure manufacturing

Planned licensing agreement with ETH transfer



Patent in PCT phase ANTEFIL

# Your choice of manufacturing process



100 um

200 um

#### Heated vacuum bag

Replace thermosets: no impregnation, no curing Replace autoclave: oven, heated mold, heated wire mesh

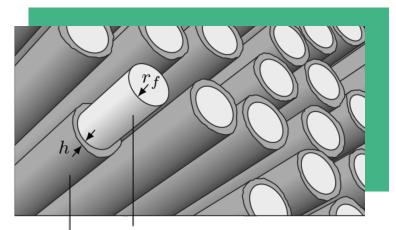
#### Stamp forming

Fastest possible conversion process Preforming at room temperature possible Replace organosheets: lower material cost

#### Pultrusion

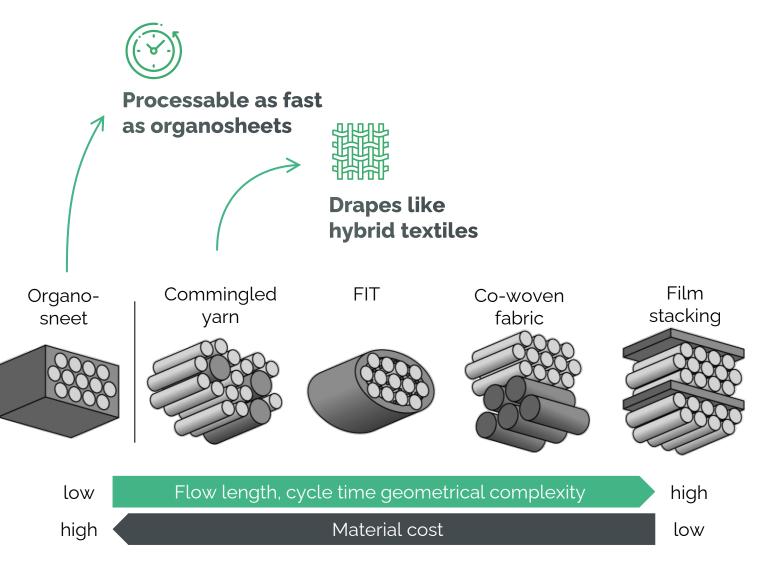
Thermoset replacement: no exothermic reaction Guaranteed full impregnation and wet-out

### Improvement through combination



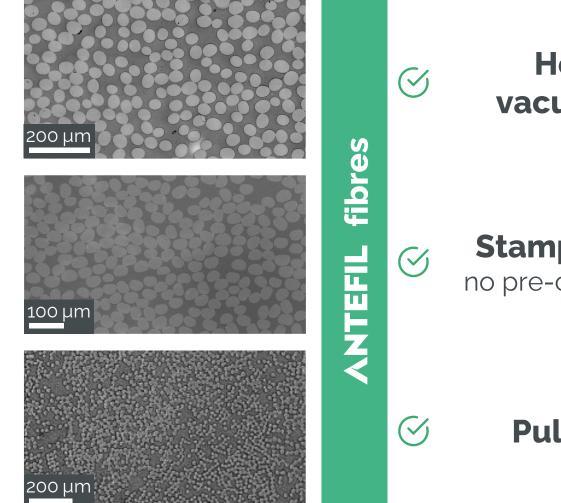
Reinforcement fibre Thermoplastic sheath

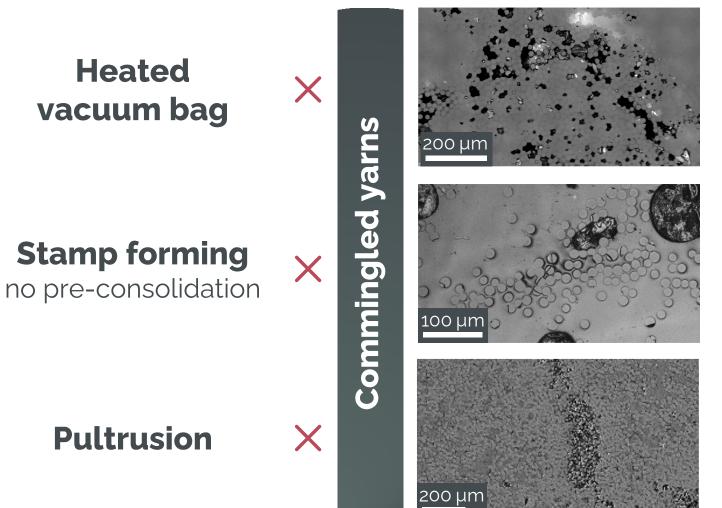
Source: C. Schneeberger, J. C. H. Wong, and P. Ermanni. Hybrid bicomponent fibres for thermoplastic composite preforms. *Compos. Part A Appl. Sci. Manuf.* 103, 69–73 (2017).



ANTEFIL

# **Outperforming hybrid yarns**





# **Coating (matrix) materials**

### **Polycarbonate** e.g. Makrolon 3108

### Polymethyl methacrylate e.g. Plexiglas 7N

### Other amorphous coatings possible

e.g. ABS, PLA, PS high performance plastics require further research e.g. PSU, PEI

### Semi-crystalline coatings in development, e.g. PA



#### **Christoph Schneeberger**

Christoph Schneeberger				
Personal information:	Born June 7th 1988 in Rothrist, Switzerland,			
	Swiss, married to Elena Schneeberger, one child			
Current position:	Executive lead, ETH Pioneer Fellow, BRIDGE Fellow			
Address:	Antefil Composite Tech			
	c/o ETH Zurich, CLA E 32.2, Tannenstrasse 3			
	8092 Zurich, Switzerland			
	Office: +41 44 633 63 08 / Mobile: +41 79 584 89 76			
	<u>cschneeberger@antefil.com</u>			

#### Education

Since 2020CAS in Entrepreneurial Leadership in Technology Ventures, ETH Zurich2015 – 2020Doctor of Sciences, Mechanical & Process Engineering, ETH Zurich2013 – 2015Master of Science, Mechanical & Process Engineering, ETH Zurich2009 – 2012Bachelor of Science, Mechanical & Process Engineering, ETH Zurich

2008 Matura, Canton of Aargau, Kantonsschule Zofingen

#### **Professional career**

- Since Apr 2020 Executive lead of project Antefil Composite Tech as Scientific Assistant at ETH Zurich, funded as ETH Pioneer Fellow since Apr 2020 and as BRIDGE Fellow (Proof of Concept program) since Aug 2020
- Sep 2019 Dec2019 Visiting Researcher under a Mitacs Globalink Research Award at the Laboratory of Engineering Materials, Schulich School of Engineering, University of Calgary
- Apr 2015 Mar 2020 Scientific Assistant at the Laboratory of Composite Materials and Adaptive Structures, Department of Mechanical and Process Engineering, ETH Zurich
- May 2013 Aug 2013 Intern at Helbling Technik, Instruments & Tools, Wil SG
- Oct 2013 Apr 2013 Intern at BMW Group, series development of conventional springs/dampers, Munich
- Sep 2011 Jan 2012 Teaching Assistant (Hilfsassistent), Dimensionieren I, Centre of Structure Technologies, ETH Zurich

#### Current field of activity

Development and commercialization of novel intermediate materials for high-volume manufacturing of thermoplastic composites based on hybrid bicomponent fibres.

#### Awards

• ETH Zurich Spark Award 2021

#### Current appointments

- Student Member of the Society for Advancement of Material and Process Engineering (SAMPE)
- Member of the Society of Automotive Engineers

#### Past appointments

- Advisor of 2 Master's theses, 10 semester theses, 10 Bachelor's theses, and 4 internships at the Laboratory of Composite Materials and Adaptive Structures, ETH Zurich
- Member of the Swiss Competence Center for Energy Research Efficient Technologies and Systems for Mobility (SCCER Mobility), Capacity Area A3
- Co-advisor to the focus project "3DCarb" at the Laboratory of Composite Materials and Adaptive

Structures, ETH Zurich

Academic Motorsports Club Zurich (AMZ), Formula Student seasons 2010/11 and 2011/12

#### Authored and co-authored grants

- Antefil Composite Tech. Venture Kick stage I, project no. 773-21, 2021.
- Antefil Composite Tech Bicomponent fibres for high-volume composites. BRIDGE Proof of Concept, project no. 40B1-0\_193702, 2020.
- Antefil Composite Tech Hybrid bicomponent fibres for composites. Pioneer Fellowship, ETH Zurich, project no. PIO-16 19-2, 2019.
- Hybrid Bicomponent Fibres for 3D Printing. Mitacs Globalink Research Award (Canada), 2019.
- Glass mono-filament spinning machine. Scientific Equipment Program (SEP), ETH Zurich, 2017.
- Bicomponent Fibres for Thermoplastic Composites: Towards New Intermediate Materials for High Volume Manufacturing using Stamp Forming. Swiss National Science Foundation, project no. 200021\_165994, 2016.

#### Selected publications

- C. Schneeberger, N. Aegerter, and P. Ermanni, An impregnation-free value chain for large thermoplastic matrix composites. SAMPE Europe 21 Conference, Baden, Switzerland, September 29-30, 2021.
- N. Aegerter, M. Volk, C. Maio, C. Schneeberger, and P. Ermanni, Pultrusion of hybrid bicomponent fibers for 3D printing of continuous fiber reinforced thermoplastics. Advanced Industrial and Engineering Polymer Research, in press, 2021. <u>https://doi.org/10.1016/j.aiepr.2021.07.004</u>
- C. Schneeberger, N. Aegerter, S. Birk, S. Arreguin, J. C.H. Wong, and P. Ermanni, Direct stamp forming of flexible hybrid fibre preforms for thermoplastic composites. SAMPE Europe Conference 2020 (virtual), Amsterdam, Netherlands, September 30 October 1, 2020.
- Hybrid bicomponent fibres for thermoplastic composites Towards new intermediate materials for high volume manufacturing using stamp forming. Doctoral diss. no. 26785, ETH Zurich, 2020.
- N. Aegerter, C. Schneeberger, S. Arreguin, J. C.H. Wong, and P. Ermanni, A scalable process for making hybrid bicomponent fibers for the efficient manufacturing of thermoplastic composites. 4th International Conference & Exhibition on Thermoplastic Composites (ITHEC 2018), Bremen, Ger-many, pp.131-134, October 30-31, 2018.
- C. Schneeberger, J. C.H. Wong, and P. Ermanni, Hybrid Bicomponent Fibres for Thermoplastic Composite Preforms. Composites Part A: Applied Science and Manufacturing, vol. 103, pp. 69-73, Oxford: Elsevier, 2017. <u>https://doi.org/10.1016/j.compositesa.2017.09.008</u>
- N. Aegerter, C. Schneeberger, J. Wong, and P. Ermanni, Empirical Optimization of Kiss-Roll Coating for High-Speed Bicomponent Fibre Production. SAMPE Europe Conference & Exhibition 2017 Stuttgart, 2017.
- C. Schneeberger, N. Aegerter, J. C.H. Wong, and P. Ermanni, Manufacture of Hybrid Bicomponent Fibers by Kiss-roll Coating. 21st International Conference on Composite Materials (ICCM-21), Xi'an, China, pp.3846, August 20-25, 2017.
- C. Schneeberger, J. C.H. Wong, and P. Ermanni, Bicomponent Polymer/Glass Fibres for Stamp Forming. SAMPE Europe Conference 16, Liège, Belgium, pp.168-175, September 13-15, 2016.
- C. Schneeberger, J. C.H. Wong, and P. Ermanni, Manufacturing of Bicomponent Fibers for Thermoplastic Composites: A Feasibility Study. 17th European Conference on Composite Materials, ECCM17, Munich, Germany, June 26-30, 2016.

#### **Nicole Aegerter**

Nicole Acyclici				
Personal information:	Born July 20th 1992 in Aarau, Switzerland,			
	Swiss citizen			
Current position:	Operational lead, Doctoral Candidate			
Address:	Antefil Composite Tech			
	c/o ETH Zurich, CLA E 32.2, Tannenstrasse 3			
	8092 Zurich, Switzerland			
	Office: +41 44 632 08 36			
	naegerter@antefil.com			

#### Education

Since 2018	Doctor of Sciences, Mechanical & Process Engineering, ETH Zurich
2015 – 2017	Master of Science, Materials Science, ETH Zurich
2011 – 2015	Bachelor of Science, Materials Science, ETH Zurich
2011	High School Exchange Program, Selkirk Secondary School, Kimberley, Canada

2010 Matura, Canton of Graubünden, Schweizerische Alpine Mittelschule Davos

#### **Professional career**

Since Apr 2020 Operational lead of project Antefil Composite Tech at ETH Zurich Since Nov 2017 Scientific Assistant at the Laboratory of Composite Materials and Adaptive Structures, Department of Mechanical and Process Engineering, ETH Zurich Sep 2016 – May2017 Teaching Assistant, Department of Mathematics, ETH Zurich Oct 2014 – Aug 2015 Trainee at Geberit International AG, Division of Technology and Innovation, Jona Aug 2014 – Sep 2014 Scientific Assistant at Redance GmbH, Zurich

#### Current field of activity

Development and scaling of novel efficient processes for the production of hybrid bicomponent fibres, a novel intermediate material for high-volume manufacturing of thermoplastic composites.

#### Awards

- ETH Zurich Spark Award 2021
- Forbes 30 under 30 Europe 2021 Feature Honoree, category "Manufacturing & Industry"
- Master's thesis awarded by "Schweizerischer Verband für Materialwissenschaft und Technologie"
- · Matura thesis honored by the Davos Society of Natural Sciences

#### Current appointments

Student Member of the Society for Advancement of Material and Process Engineering (SAMPE)

#### Past appointments

- Advisor of 4 Master's theses, 5 semester theses, 5 Bachelor's theses at the Laboratory of Composite Materials and Adaptive Structures. ETH Zurich
- Member of the Swiss Competence Center for Energy Research Efficient Technologies and Systems for Mobility (SCCER Mobility), Capacity Area A3
- Moderator of a student work group during ETH Week 2019 on the future in mobility
- Challenge Rumantsch, prototype creation to develop Rumantsch culture using the design thinking method. Project was awarded a ticket to appear in the ETH pavilion at WEF Davos in 2018.

- Coach, referee and active club member of unihockey team on competitive sports level
- Group leader in High School Exchange Orientation Camps in Toronto (2012) and London (2014 & 2015)

#### Authored and co-authored grants

- Antefil Composite Tech. Venture Kick stage I, project no. 773-21, 2021.
- Antefil Composite Tech Bicomponent fibres for high-volume composites. BRIDGE Proof of Concept, project no. 40B1-0 193702, 2020.
- Antefil Composite Tech Hybrid bicomponent fibres for composites. Pioneer Fellowship, ETH Zurich, project no. PIO-16 19-2, 2019.

#### Selected publications

- . C. Schneeberger, N. Aegerter, and P. Ermanni, An impregnation-free value chain for large thermoplastic matrix composites. SAMPE Europe 21 Conference. Baden, Switzerland, September 29-30, 2021.
- N. Aegerter, M. Volk, C. Maio, C. Schneeberger, and P. Ermanni, Pultrusion of hybrid bicomponent fibers for 3D printing of continuous fiber reinforced thermoplastics. Advanced Industrial and Engineering Polymer Research, in press, 2021. https://doi.org/10.1016/j.aiepr.2021.07.004
- C. Schneeberger, N. Aegerter, S. Birk, S. Arreguin, J. C.H. Wong, and P. Ermanni, Direct stamp forming of flexible hybrid fibre preforms for thermoplastic composites. SAMPE Europe Conference 2020 (virtual), Amsterdam, Netherlands, September 30 - October 1, 2020.
- S. Bodkhe, L. Vigo, S. Zhu, O. Testoni, N. Aegerter, and P. Ermanni, 3D Printing to Integrate Actuators Into Composites. Additive Manufacturing, vol. 35, pp. 101290, Amsterdam: Elsevier, 2020. https://doi.org/10.1016/j.addma.2020.101290
- N. Aegerter, C. Schneeberger, S. Arreguin, J. C.H. Wong, and P. Ermanni, A scalable process for making hybrid bicomponent fibers for the efficient manufacturing of thermoplastic composites. 4th International Conference & Exhibition on Thermoplastic Composites (ITHEC 2018), Bremen, Ger-many, pp.131-134, October 30-31, 2018.
- N. Aegerter, C. Schneeberger, J. Wong, and P. Ermanni, Empirical Optimization of Kiss-Roll Coating for High-Speed Bicomponent Fibre Production. SAMPE Europe Conference & Exhibition 2017 Stuttgart, 2017.
- Empirical Optimization of Kiss Roll Coating for High-Speed Bicomponent Fibre Production. Master's thesis at the Laboratory of Composite Materials and Adaptive Structures (CMASLab), ETH Zurich, 2017.
- C. Schneeberger, N. Aegerter, J. C.H. Wong, and P. Ermanni, Manufacture of Hybrid Bicomponent Fibers by Kiss-roll Coating. 21st International Conference on Composite Materials (ICCM-21), Xi'an, China, pp.3846, August 20-25, 2017.
- Experimental Investigation of Fluid Coating Methods on the Microscale. Semester thesis at the Laboratory of Composite Materials and Adaptive Structures (CMASLab), ETH Zurich, 2017.



Paolo Ermanni		Current appointments
	Born June 15th 1959 in Sorengo, Switzerland,	Vice Rector for Continuing Education, ETH Zurich
	Swiss, married to Christiane, four children	Academic Director of the Centro Stefano Franscini (CSF)
Current position:	Technology lead, Vice Rector for Continuing Education,	Past-President of the European Chapter of the Society for Advancement of Material and Process
	Professor of Composite Materials and Adaptive	Engineering (SAMPE)
	Structures	<ul> <li>Member of the Council of the European Society for Composite Materials (ESCM)</li> </ul>
Address:	Antefil Composite Tech	<ul> <li>Member of the Editorial Board of Composite Science &amp; Technology</li> </ul>
	c/o ETH Zurich, LEE O 201, Leonhardstrasse 21	<ul> <li>Field Editor of the CEAS Aeronautical Journal</li> </ul>
	8092 Zurich, Switzerland	Member of International Advisory Board, Intl. Conference on Flow Processes in Composite Materials
	Office: +41 44 633 63 06	(FPCM) and Intl. Conference on Adaptive Structure Technologies (ICAST)
	permanni@antefil.com	• Reviewer activities: manuscript review for several journals: e.g. Composite Science and Technologies,
Education		Composites Part A, Journal of Composite Materials, Journal of Intelligent Materials and Systems, Smart
1985 - 1990	Doctor of Technical Science, ETH Zurich	Materials and Structures <ul> <li>Reviewer activities: project review for various funding agencies: DFG (Germany), FNR (Luxembourg),</li> </ul>
1978 - 1984	Diploma, Mechanical Engineering, ETH Zurich	NRC (Canada), SNF (Switzerland), Innosuisse (Switzerland)
1978	Scientific Matura, Liceo Cantonale Lugano	Nice (Callada), SNI (Switzelland), Innosuisse (Switzelland)
Professional career		Publications
Since Apr 2020	Technology lead and host of project Antefil Composite Tech at ETH Zurich	178 papers in archival publications (source: Web of Science),
Since Apr 2003	Professor of Composite Materials and Adaptive Structures, Department of	191 conference contributions,
	Mechanical and Process Engineering, ETH Zurich	4 contributions in books.
Apr 1998 – Mar 2003	Associate Professor of Structure Technologies, Department of Mechanical and	Comprehensive list: <u>https://www.structures.ethz.ch/publications</u>
	Process Engineering, ETH Zurich	Spin-offs
Jan 1997 – Mar 1998	Consultant (Manager), A.T. Kearney, Milan	Supported 5 previous start-ups originating from his lab, among them 9T Labs AG, Evolutionary Engineering
Jan 1991 – Dec 1996	Senior Engineer, Structure-pre-development and later Project Manager, Airbus	AG (now Ansys Switzerland GmbH), and compliant concept AG.
	Germany, Hamburg	
Apr 1985 – Nov 1991	Research and Teaching Assistant, Institute of Design Methods and Construction,	
	ETH Zurich	
Jan 1985 – Mar 1985	Research Assistant, Institute of Biomedical Engineering, ETH Zurich	
Field of research		
The research activity o	of the group spans from material science to novel engineering applications, covering	
	and characterization of intelligent material systems, including their integration in active	
	ictures, (ii) understanding and control of complex impreg-nation and curing	
phenomena, and (iii) d	evelopment of models and more efficient numerical methods to analyze the physical	

behavior of material and structures and to design optimized composite and adaptive structures.