



STILFOLD

SOFTWARE-DEFINED MANUFACTURING

**FASTER
GREENER
LIGHTER
BY EVERY FOLD**



A 100-year-old manufacturing paradigms is being rewritten by *software, AI and automation*

0 1 . T H E S H I F T

From dies to code

0 2 . T H E P L A T F O R M

Platform design for production

0 3 . T H E G O - T O M A R K E T

Hardware lands, software builds

— THE LEARNING ENGINE · BENEATH THE PLATFORM

STILCORE.

Where geometric intelligence becomes *know-how*.

0 1 · DATA IN

*Every fold,
captured.*

Production telemetry & fold trajectories
Material behaviour & springback measurements
Strain, thermal & geometric sensor data
Customer CAD geometries & part specs

0 2 · ENGINE

*Geometric
intelligence.*

→ Generative fold-pattern models
Self-calibrating digital twin
Springback & material prediction
Manufacturable geometry library

0 3 · KNOW - HOW

*Aggregating
the moat.*

→ STILWARE — design accuracy compounds
STILTOOL — execution fidelity sharpens
STILWORKS — process precision tightens
Institutional intelligence accumulates

The flywheel: every fold trains the engine. Patents protect the method — *STILCORE compounds a lead no competitor can buy.*

— THREE VERTICALLY INTEGRATED LAYERS

A digital-to-physical stack, *owned end to end.*

L 1 · C A D

STILWARE

Generative design software plug in

AI-driven engine that converts CAD target geometries into manufacturable folding patterns — turning industrial design into producible code. Integrated with SolidWorks and Siemens NX.

L 2 · C A M

STILTOOL

Robotic control & simulation layer

Translates fold geometry into robotic instructions and digital-twin simulations — fold sequence, trajectory, path planning. Closes the loop between design intent and physical execution.

L 3 · H W

STILWORKS

Modular robotic production cells

Tool-less, container-scale cells that fold flat sheet on-site. Decentralized, software-updatable, sensor-fed; dramatically lower CAPEX than stamping lines.

Workflow lock-in by design — *every produced part recalibrates the digital twin, compounding accuracy and switching cost over time.*

— EFFICIENCY GAINS, INDEPENDENTLY VALIDATED

Lighter. Stronger. *Greener.*

10–40%

L I G H T E R

Lower material use through geometry-driven stiffness, not thickness. Stiffness-to-weight ratio improves 20–40% across tested geometries.

20–30%

S T I F F E R

Continuous curved folds deliver structural performance that subtractive or stamped parts cannot reach — without welds, dies, or multi-step tooling.

~50%

L E S S E N E R G Y

Tool-less, low-CAPEX production cuts energy consumption roughly in half versus stamping — with up to 75% lower embedded CO₂ per part.

— CASE STUDIES WITH TIER-1 OEMs

20+ paid pilots. *Every result, replicable.*

ALSTOM

RAIL · MIDFRAME

80%

PARTS REDUCTION

60%

LOWER UNIT COST

100%

LOWER TOOLING CAPEX

Curved folding removed press-tool dependency entirely.

HONDA

MOBILITY · STRUCTURAL

25%

WEIGHT REDUCTION

39%

LOWER UNIT COST

37%

FEWER PROCESS STEPS

Hot forming replaced with digital curve-folding.

FORTACO

OFF-HIGHWAY · SHEET

58%

WEIGHT REDUCTION

20%

LOWER UNIT COST

56%

PARTS REDUCTION

High part integration in thin sheet via CAD.

SCANIA

TRUCK · CROSS BEAM

36%

WEIGHT REDUCTION

€2.6–5m

MATERIAL / YR

6,600t

CO₂ AVOIDED / YR

Material savings at scale without new tools.

VOLVO

AUTO · SUBFRAME POC

53%

PARTS REDUCTION

83%

LESS LEAD TIME

90%

LOWER TOOLING CAPEX

Tooling-driven to software-led production.

Currently in pilot-program negotiation with *Alstom, Scania and Volvo* — converting case studies into recurring license & royalty revenue.

Every incumbent process makes a trade-off.
Folding makes none.

PROCESS	TOOLING COST	FLEXIBILITY	CO ₂ IMPACT	REPAIRABILITY
STILFOLD	VERY LOW	VERY HIGH	VERY LOW	GOOD
Mega casting	VERY HIGH	MEDIUM	MEDIUM	POOR
Stamping	HIGH	LOW-MEDIUM	HIGH	GOOD
Hydroforming	MEDIUM	HIGH	MEDIUM	GOOD
Roll forming	HIGH	VERY LOW	HIGH	GOOD
Incr. sheet forming	LOW	HIGH	MEDIUM	GOOD

STILFOLD is the only process delivering very-low tooling cost and very-high design flexibility *simultaneously* — a position incumbents cannot reach without rebuilding their stack.

— I N T E L L E C T U A L P R O P E R T Y

A patent and knowledge moat across *software, methods, and execution.*

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P A T E N T S G R A N T E D

Sweden · EU · United States

13

P A T E N T S P E N D I N G

EU · US · Canada · China · India

— P R O T E C T I O N S C O P E

Digital workflow

CAD-driven design logic, automated instruction generation, geometry-to-instruction transformation.

Methods & tooling

Robot-assisted forming, fold sequencing, springback compensation, material-behaviour models.

Hardware execution

Modular robotic cell architecture, sensor-fed calibration, free-form folding mechanism.

Patent strategy independently verified by Ström & Gulliksen. *Freedom to operate across the full digital-to-physical stack.*

— THE OPPORTUNITY

A €195bn category, growing 11.4% per year.

T A M

€195bn

TOTAL ADDRESSABLE

Global sustainable manufacturing — mobility, automotive, aerospace, construction, energy.

S A M

€32.6bn

SERVICEABLE ADDRESSABLE

High-mix, low-to-medium volume segments where lead time, CO₂ and tooling cost are critical. Focus on commercial vehicles and urban mobility

S O M

€92m

SERVICEABLE OBTAINABLE

FY31 · STILFOLD revenue target

Early-stage licensing, royalties and software monetization across SME, tier-1 OEM relationships.

— TAM BREAKDOWN

33%

AUTOMOTIVE

29%

URBAN
MOBILITY

23%

AEROSPACE

15%

CONSTRUCTION

3%

EDUCATION /
R&D

The market is pulling. *Paid pilots across every strategic vertical.*

ALSTOM

RAIL · TRANSPORTATION

Paid onboarding · MOU on lightweight train PoC

SCANIA

COMMERCIAL VEHICLES

Heavy-duty parts · in pilot negotiation

VOLVO

COMMERCIAL VEHICLES

Heavy-duty PoC · weight & part-count reduction

SAAB

AEROSPACE & DEFENCE

Paid program · digital manufacturing for defence

FORTACO

OFF-HIGHWAY VEHICLES

Paid onboarding · commercialization focus

HONDA

CONSUMER SOLUTIONS

Paid onboarding · product redesign

VOLVO CARS

AUTOMOTIVE

Lightweighting, automation, sustainability

GEORGIA TECH

HIGHER ED · US ARMY R & D

Paid research · advanced military manufacturing

TECHNOLOGY PARTNERS : *NVIDIA Inception · ABB · Magna · RISE · Polestar*

— L A N D , E X P A N D , C O M P O U N D

Licences lands the customer. *Software compounds the value.*

01 L A N D

Paid onboarding programs

€25k per program

Pre-series, education, qualification engagements with target OEMs. De-risks integration and seeds the workflow. ~40% convert to hardware sales.



02 E X P A N D

Robotic cell licenses

~55% hardware mark-up

Modular STILWORKS cells licensed via certified machine-builder partners. Asset-light: STILFOLD retains software, process IP, and system design.



03 C O M P O U N D

Software licensing & royalties

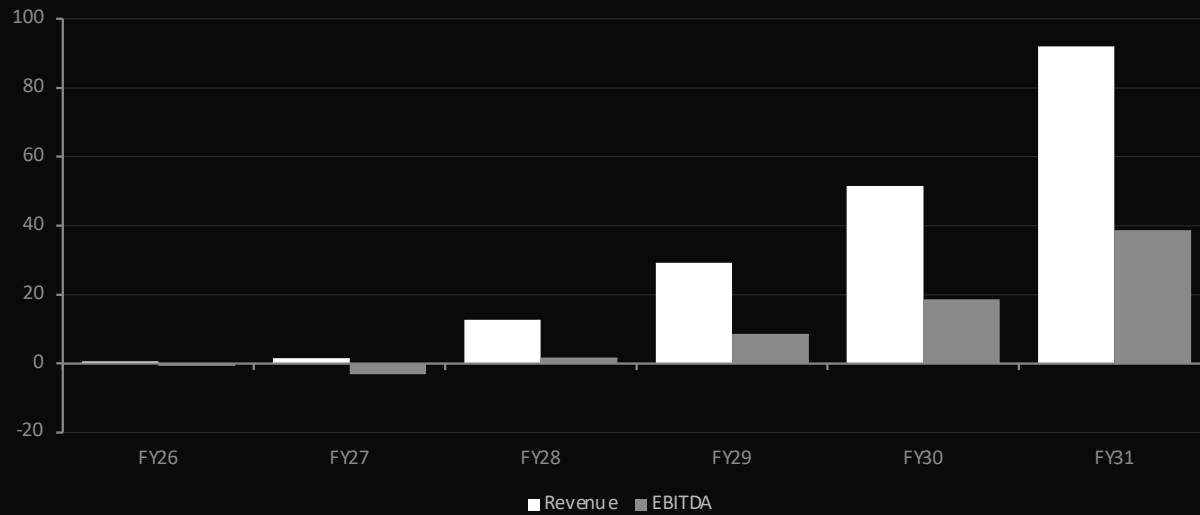
€250 / license + €3,125 / cell · monthly

Per-part royalties and software seat licenses scale with the installed base. 42% of FY31 revenue is recurring — and growing.

Result: SaaS-like unit economics on an industrial installed base — 42% EBITDA margin at FY31, recurring revenue growing 40%+ per year.

— TRAJECTORY FY26 TO FY31 (EUR M)

Profitable from FY28. €92m revenue, 42% EBITDA by FY31.



— KEY METRICS, FY31

€92m

TOTAL REVENUE

42%

EBITDA MARGIN

42%

RECURRING REVENUE SHARE

676

INSTALLED HARDWARE CELLS

189

ONBOARDING PROGRAMS (CUM.)

Capital required to reach break-even: €3.5m. FY28 cash-flow positive · 73% cash conversion at FY31.

— USE OF PROCEEDS

€5M

Minority · Pre-Series A

18-24 months of runway
to scaled commercial revenue.

We are seeking a minority partner to productize the platform, deploy the first commercial production cells with launch customers, and extend global IP coverage.

— ALLOCATION

€1.0m	Software platform development	Geometry, springback, CAD integrations, industrial API.
€0.8m	AI-driven process optimization	Self-learning material & springback prediction.
€1.2m	Industrial scaling infrastructure	Machine-builder partnership + distributed production network (4–6 partners).
€0.8m	Sales & marketing	Senior commercial hires, GTM enablement, partner certification.
€1.2m	Contingencies	Runway buffer, IP/legal, technical iteration reserve.

QUESTIONS?

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