



Independent provider of
disruptive
and advance digital
manufacturing
services and devices since 1987

Additive Manufacturing Market

“La loi du plus agile a remplacé la loi du plus fort”



Who is Multistation?

Multistation, founded in 1987, provides its customers with expertise in digital and additive manufacturing. We provide them with software, material, machines and engineering services

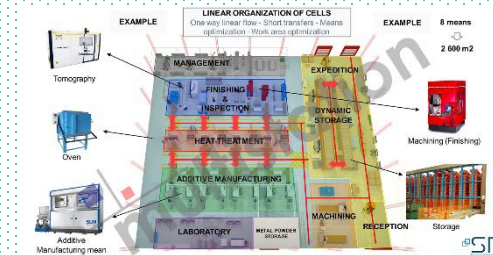
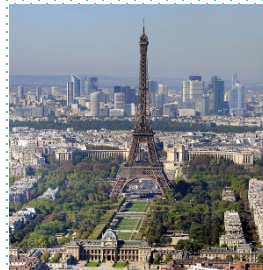


Multistation assists its customers during the integration of digital manufacturing technologies

Organization

Multistation is organised in 4 divisions:

- Digital manufacturing : complex machine tools and heavy machines
- Additive Manufacturing, metal, ceramic and polymers
- Additive Consulting & Services
- Multistation Second Life, a marketplace for « certified pre-owned machines »



We have offices in France in the cities of Paris, Dinard and Saclay
We are opening this year an additive manufacturing competence center in China

Our customers

AIRBUS
GROUP

 **SAFRAN**


PEUGEOT

GROUPE
RENAULT

DE LA RECHERCHE À L'INDUSTRIE


Cartier


CHANEL



Our customers base includes companies renowned worldwide

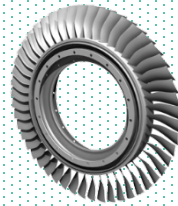
DIGITAL MANUFACTURING

Multistation provides highly specialised machining equipment since 1987

Digital Manufacturing

Multistation provides specialised machine tools in the following fields, including now hybrid machines (LMD, Waam...):

- Aerospace
- Automotive
- Composite
- Railway maintenance
- Heavy duty
- High precision
- Medical



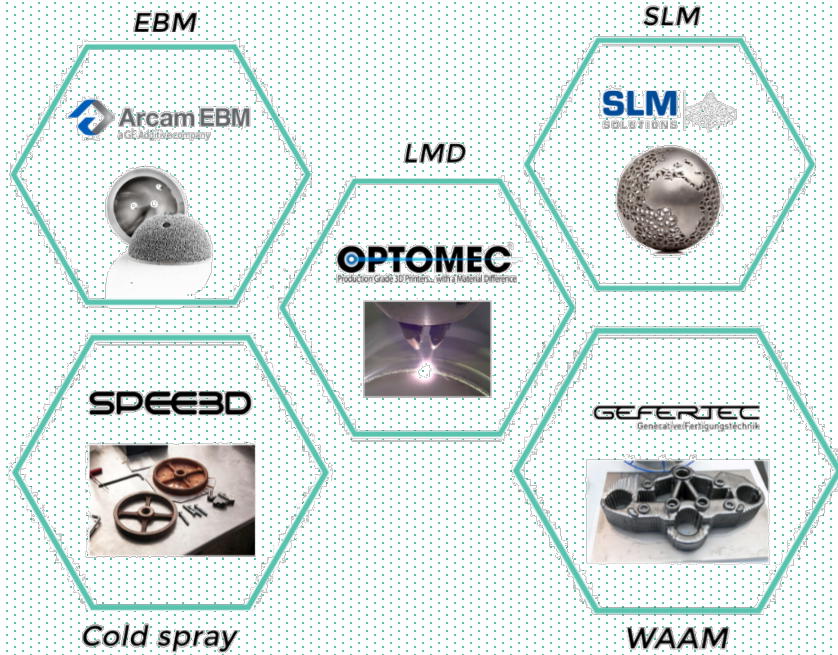
Multistation provides highly specialised machining equipment

ADDITIVE MANUFACTURING

We provide our customers with various state of the art 3D printing technologies

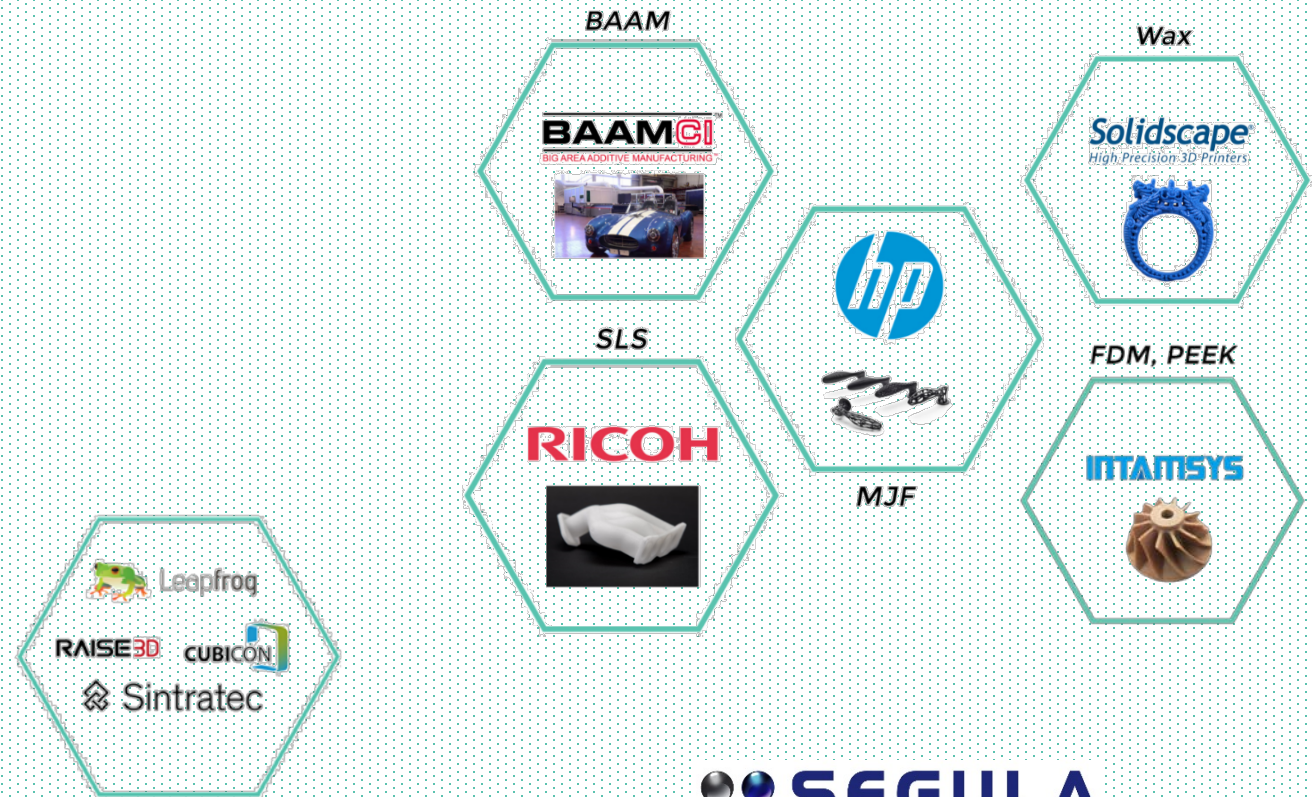
Additive Manufacturing, Partners of Excellence

Metal A.M. vs Machine Tools



SIEMENS
Ingenuity for life

Polymer A.M. vs Injection molding or CNC or Hand Prototyping



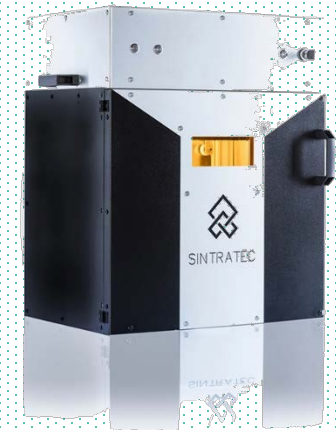
SEGULA
TECHNOLOGIES

Fablab vs Handcrafting

Additive Manufacturing, Microfactories

3D equipment for education, fablabs and designers

- 3D printing processes: FDM,SLA, SLS
- 3D Scanners
- Laser cutting machines
- Table milling
- Vacuum casting
- Thermoforming
- ...



Multistation provides proven equipment for rapid prototyping

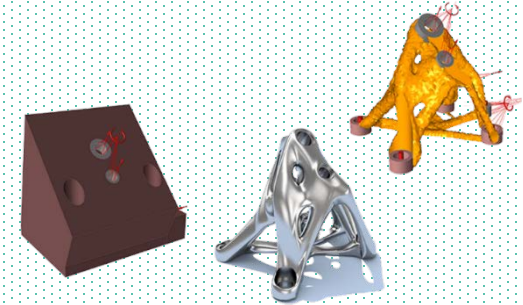
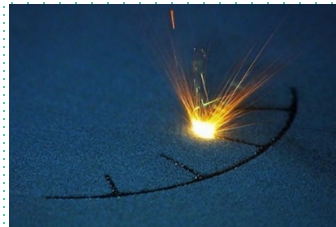
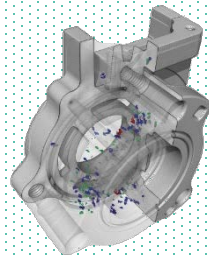
ADDITIVE CONSULTING AND SERVICES



Additive Consulting and Services

The Multistation expertise covers the whole additive manufacturing value chain:

- Design for Additive Manufacturing and Digital Chain
- Metal powders
- Manufacturing
- Post treatments
- Quality control
- HSE
- ERP



Design for Additive Manufacturing

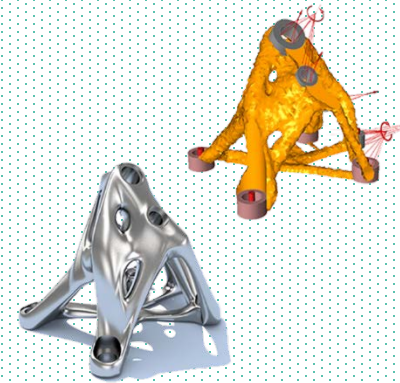
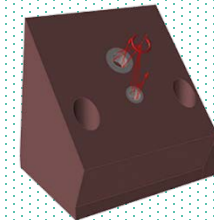
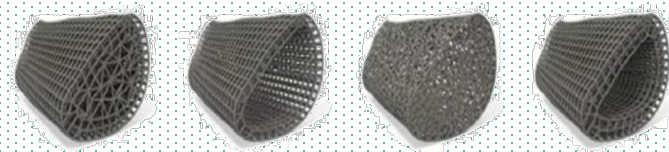
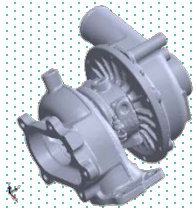
•Definition of the digital chain

•Design rules

•Topological optimization, lattices structures

•3D scan, reverse engineering

•Process simulation



Multistation established partnerships with Materialise, Ansys, Altair, Siemens NX...

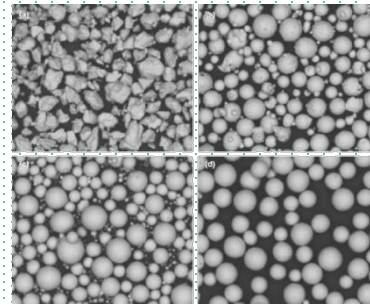
Metal powders

•Powder characterisation

•Qualification

•Parameters development

•Health, Safety and
Environnement



We select and qualify the best metal powders

Post treatments

•Machining

•Grinding, laser polishing

•Stress release

•HIP treatments



We select the most appropriate post-treatments depending on the part criticality

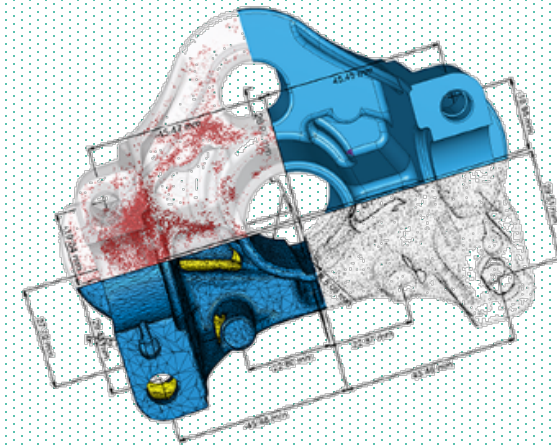
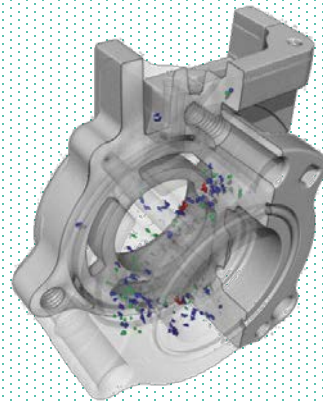
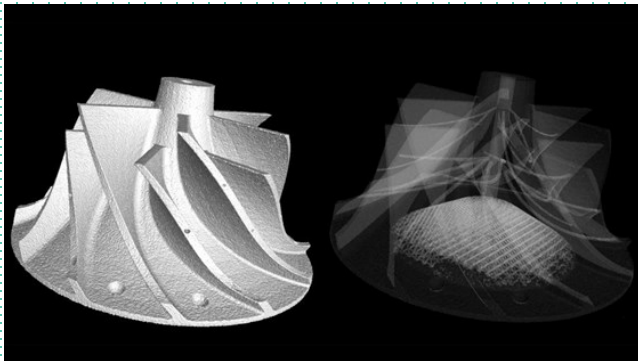
Control – Non Destructive Testing

•Control definition

•Tomography

•Dimensional control

•Porosities and internal defects



We ensure that the parts are free of porosities or defects

Health, Safety and Environnement

•Standards and best practices

•Audits, aerological measurements

•Personnel training



Multistation protects the workforce against new HSE threats

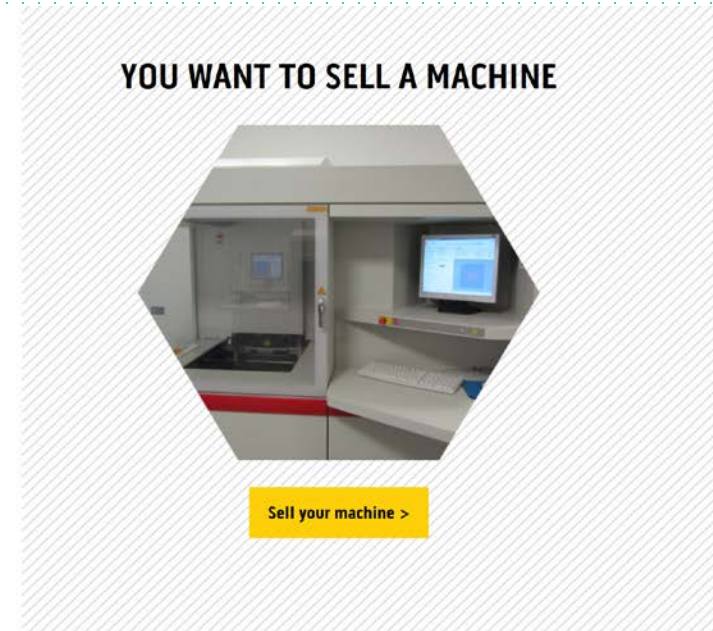
MULTISTATION SECOND LIFE

A 15 years old marketplace for “certified pre-owned machines”

Multistation Second Life

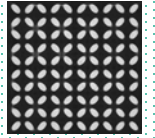
Multistation offers an exclusive and confidential second hand marketplace. This platform allows you in a few clicks to sell your machine or to find the best one according to your needs.

We provide additionally services like expertise of industrial assets and financial assessments, training, and more.



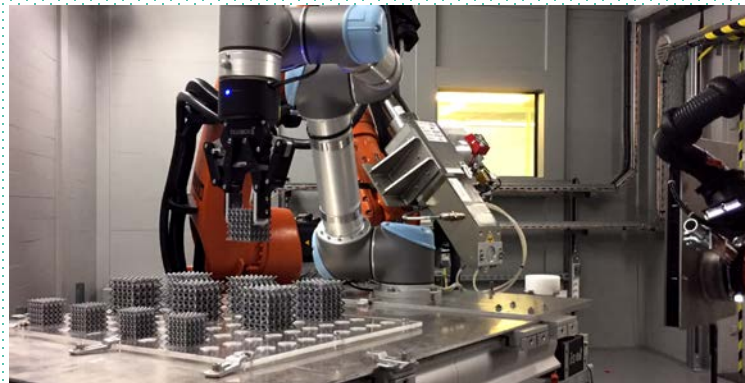
A 15 years old marketplace for “certified pre-owned machines”

We are partners with CEA TECH in the heart of the Additive Factory Hub



Our facilities in Paris Saclay:

- A demonstration centre for AM technologies
- Procurement of engineering services (DFAM, 3D Scanning...)
- Collaboration on R&D projects, such as tomography automatization on lattice structures



Why such a disruptive evolution?



Why such a disruptive evolution?

Management:

- ✓ Very active M & A involving new strategies
- ✓ More and more financial and temporary management

Modification of investment approach:

- ✓ Device as a service, make or buy,
- ✓ Preference for commodities instead of assets

Value chain understanding

- ✓ Difficulties to modify old manufacturing model with MAM
- ✓ ,impossible ROI calculation

Emerging international Second Hand market

- ✓ Increasing flow of machines for sales
- ✓ More and more buyers from different horizons

New sales distribution Channel

- ✓ OEM, tripolarisation
- ✓ The end of territories

Obsolescence risk management

- ✓ End of life strategy of manufacturers
- ✓ High rate of innovations

Human resources impact:

- ✓ HSE
- ✓ Resistance of middle management

Who is ready for radical innovation?

A VUCA market

- ✓ Volatile
- ✓ Uncertain
- ✓ Complex
- ✓ Ambiguity

**Strong evolution in additive
manufacturing investment model**

A new business model : Additive Explorative Partnership

Project definition:

A customized support for a successful implementation:

Flexible machine rental:

Support from our application engineers and technicians included:

Explore, engage, evolve and succeed
ADDITIVE EXPLORATIVE PARTNERSHIP
Flexible pre-buy experience
Initial modular full service rental

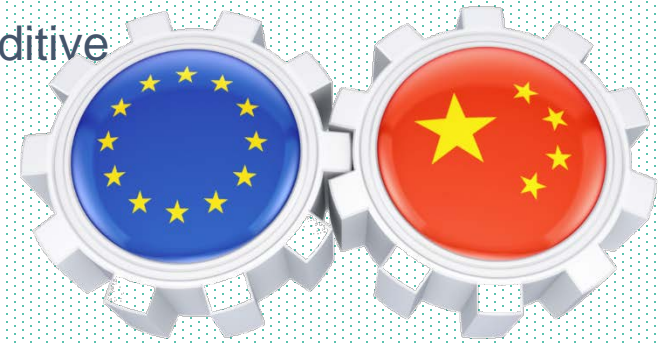
Valid for any machine, for any price range (5k to 500k+)
The machine is not an asset but a commodity



Multistation China

Provide an exchange platform based in France and China

- Certification of machines according to international standards
- Qualification and Certification of Additive Manufacturing Machines and parts according to international standards, CE certifications
- DFAM services
- Developing with partners the project of an independent additive manufacturing quality control laboratory AMQC Lab
- Import/Export of new and second hand machines



The AMQC Lab is supported by French and Chinese partners

We support the implementation of additive manufacturing technologies

We realize or manufacture for you, in our facilities or with our network of partners

We train your personnel and give you the keys to success



ADDRESS

66 boulevard Pasteur,
75015 Paris



PHONE

+33 2 99 16 35 35



E-MAIL

multistation@multistation.com



WEB SITE

www.multistation.com

