



# HOW TO SCALE UP A STARTUP IN THE ADDITIVE MANUFACTURING INDUSTRY

AMTC, 12.10.2021

# POOR SURFACE QUALITY COMPARED TO TRADITIONAL MANUFACTURING



Uncleaned & powder residues

Uneven, rough surfaces

Lack of color

Complex & unique geometries

# POOR SURFACE QUALITY COMPARED TO TRADITIONAL MANUFACTURING



## POST-PROCESSING IS KEY TO

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- ✓ Enable end-use applications
- ✓ The factory of the future
- ✓ Industrialize 3D printing

Uncleaned & powder residues

Uneven, rough surfaces

Lack of color

Complex & unique geometries

# USE CASE LUXURY EYEWEAR

The first high-volume application we enabled



↑  
**x27**  
**VALUE INCREASE**

## 3D-PRINT

MANUFACTURING COSTS FOR PROTOTYPE

10€

PRICE FOR END CONSUMER

not saleable due to bad surface quality



Value generation through  
DyeMansion Print-to-  
Product workflow

## CUSTOMIZED PRODUCT

PRICE FOR END CONSUMER

300 to 600€

# DYEMANSION APPLICATION MAP: THE REVOLUTION TAKES PLACE EVERYWHERE



## LOW VOLUME APPLICATIONS



## EYEWEAR



## FOOTWEAR



## HELMETS



## BIKE SADDLES



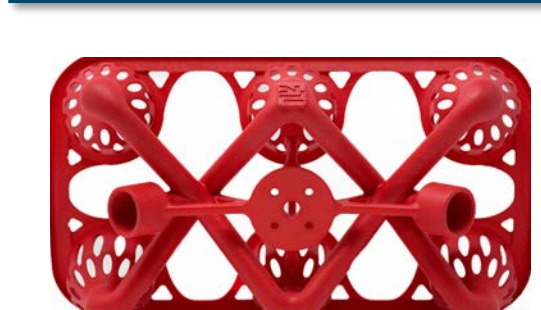
## MEDICAL



## AUTOMOTIVE



## GRIPPERS



# PRINT-TO-PRODUCT HARDWARE PLATFORM

POLYSHOT CLEANING  
Powershot C



POLYSHOT SURFACING  
Powershot S



POLYSHOT CLEANING & SURFACING  
Powershot DUAL Performance



VAPORFUSE SURFACING  
Powerfuse S



DEEPLYE COLORING  
DM60 & Add-On solutions



STEP 1 CLEANING

STEP 2 SURFACING

STEP 3 COLORING



AUTOMATED  
WORKFLOW



INTEGRATED  
PROCESS STEPS



INDUSTRY 4.0  
READY

# THE DYEMANNSCHAFT FACTS & FIGURES



**FOUNDED**  
2015



**EMPLOYEES**  
85



**LOCATIONS**  
Planegg, Munich (GER)  
Austin (US)



**ACTIVE REGIONS**  
Across 35+ countries



**FUNDING**  
Total: ~21M€



NORDIC ALPHA  
PARTNERS



**REVENUE**  
high single-digit  
million range



**SYSTEMS SOLD**  
600+



**PRODUCTION PARTNER**  
35+



**SALES PARTNER**  
25+



**PARTNERSHIPS**



**SIEMENS**

# OUR STORY



## MILLIONS INVESTED FOR SMOOTH SURFACES

Dyemansion collects 4.5 million euros in a Series A financing round

by TechCrunch TechCrunch.com 11/09/2017

Dyemansion has just secured a Series A round of financing to expand their global business and invest their primary R&D efforts. The round, led by German venture firm Amman, is a key part of the company's plan to accelerate product development and to the related personnel expansion.

In addition to the further development of existing products, Amman will support Dyemansion in building up a new product development facility in Berlin. The process will be fully completed in early 2018 and will enable Dyemansion to produce and test new products in their main production and test area in their main production facility in Berlin.



2013  
May

3D-printed  
smartphone  
cases

2015  
Feb

The birth of  
DyeMansion

2015  
Mar

\$800.000 Seed  
Invest from AM  
Ventures

2015  
Nov

Product launch  
DM60

2017  
Sep

DyeMansion  
Print-to-Product  
workflow  
complete:  
Powershot C  
Powershot S  
DM60

2018  
Sep

\$5M Series A with  
more investors:



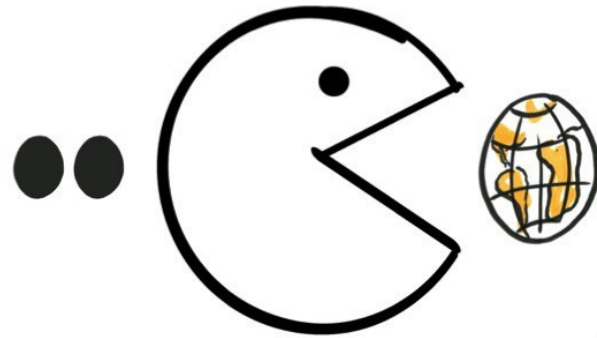


**SURROUND YOURSELF WITH THE BEST PEOPLE POSSIBLE.**

**DON'T  
BELIEVE  
THE HYPE**

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THE HYPE**

Software is eating up the world\*

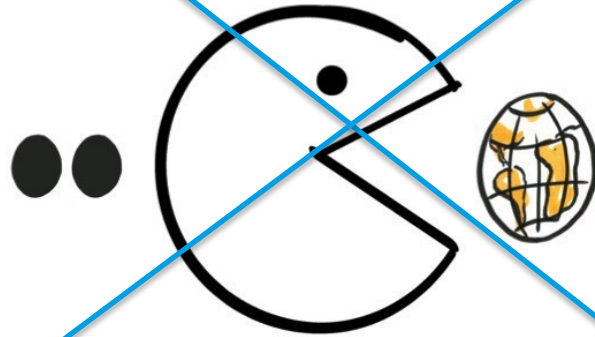


\* Marc Andreessen  
in Wall Street Journal

5

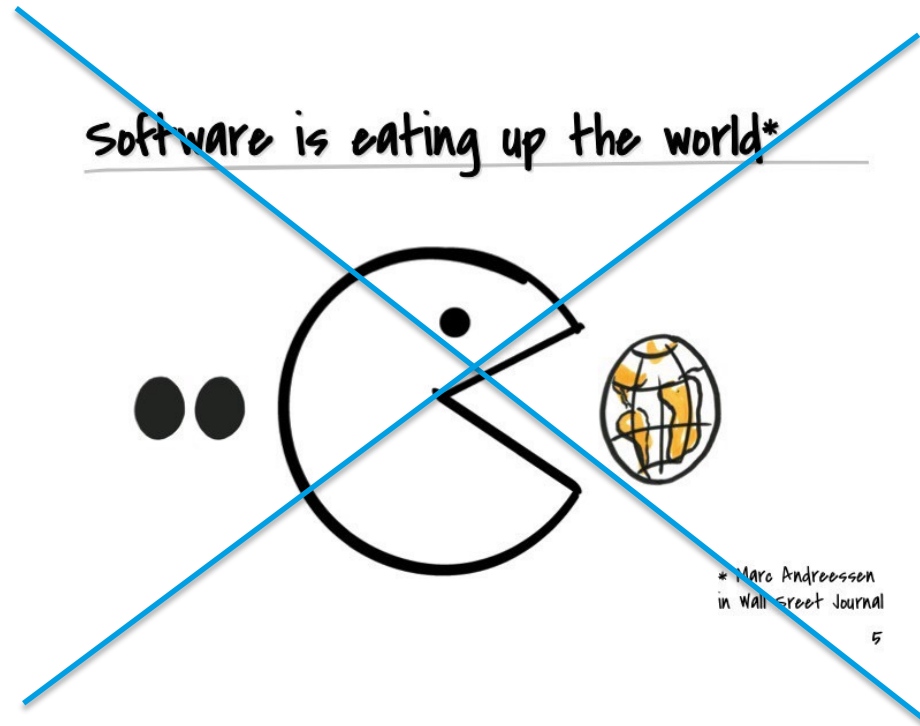
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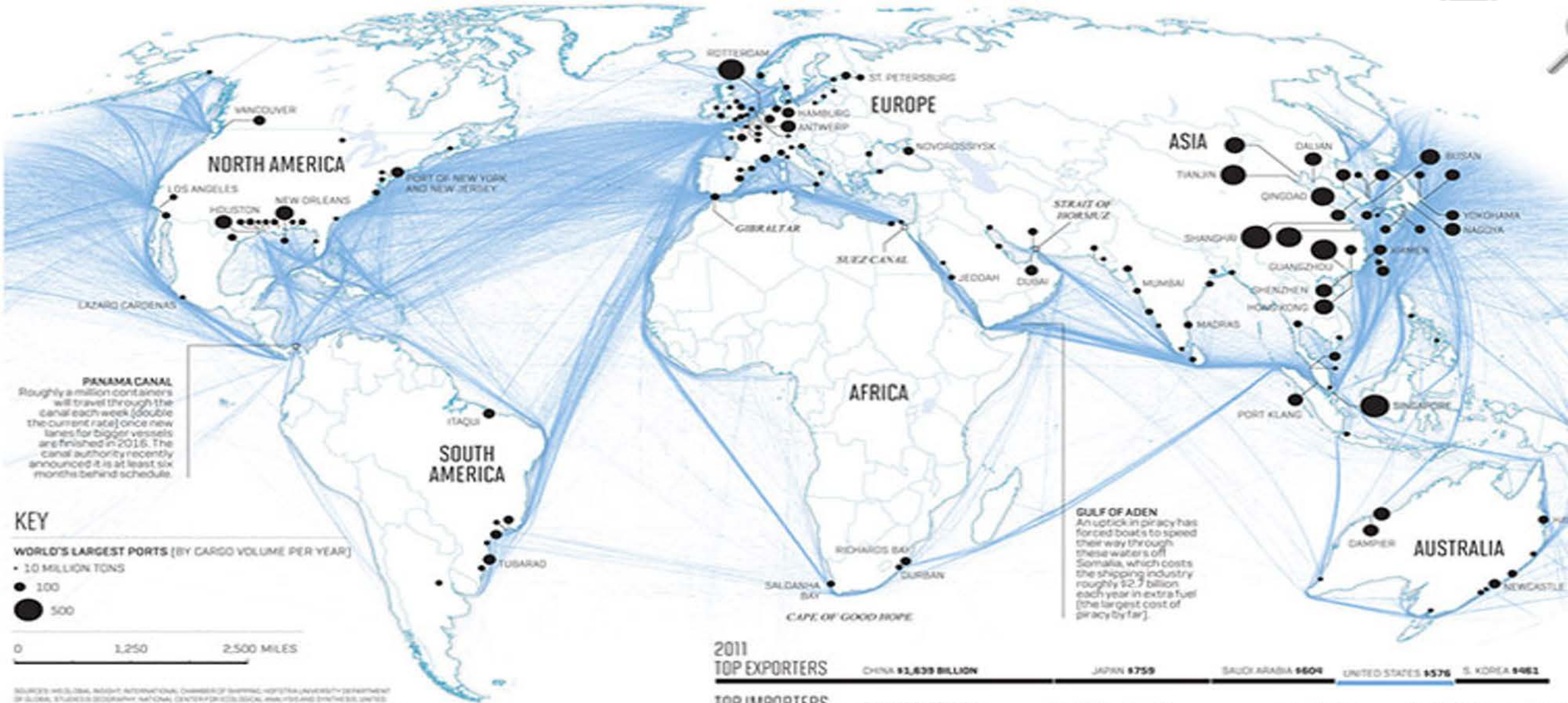


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# WHY IT'S WORTH IT



Category	China	Japan	Saudi Arabia	United States	S. Korea
2011 TOP EXPORTERS	\$1,639 BILLION	\$759	\$604	\$576	\$481
TOP IMPORTERS	\$1,326 BILLION	\$752		\$1,212	\$510

SOURCES: WELLS FARGO, MARITIME INTERNATIONAL, COMMISSION OF SHIPPING, PORTS OF AMERICA, PORT OF NEW YORK AND NEW JERSEY, PORT OF LOS ANGELES, PORT OF HONG KONG, PORT OF SHANGHAI, PORT OF GUANGZHOU, PORT OF SHENZHEN, PORT OF TIANJIN, PORT OF QINGDAO, PORT OF YANCHENG, PORT OF BUSAN, PORT OF YAMAGUCHI, PORT OF NAGOYA, PORT OF DAMMAM, PORT OF NEWCASTLE, PORT OF DURBAN, PORT OF SALADANHA BAY, PORT OF RICHARDS BAY, PORT OF ITAQUÍ, PORT OF TUBARÃO, PORT OF LAREDO CARDENAS, PORT OF HOUSTON, PORT OF NEW ORLEANS, PORT OF NEW YORK AND NEW JERSEY, PORT OF VANCOUVER, PORT OF LOS ANGELES, PORT OF GIBRALTAR, PORT OF SUEZ CANAL, PORT OF JEDDAH, PORT OF DUBAI, PORT OF MOMBASA, PORT OF MADRAS, PORT OF PORT KLANG, PORT OF DALIAN, PORT OF TIANJIN, PORT OF QINGDAO, PORT OF SHANGHAI, PORT OF GUANGZHOU, PORT OF SHENZHEN, PORT OF HONG KONG, PORT OF YANCHENG, PORT OF BUSAN, PORT OF YAMAGUCHI, PORT OF NAGOYA, PORT OF DAMMAM, PORT OF NEWCASTLE, PORT OF RICHARDS BAY, PORT OF DURBAN, PORT OF SALADANHA BAY.



## SUPPLY CHAIN TODAY

shipment causes  
14% of all GHG  
emissions



## SUPPLY CHAIN WITH 3D-PRINTING

25% reduction of  
shipment  
=  
4,1% reduction of  
global emissions



# CONTACT

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