



## PRESS RELEASE

### **Visiativ launches on the industrial 3D printing market with its new strategic business: Rapid Manufacturing by Visiativ**

- Acquisition of an interest in growth company Valla, which specialises in the design and prototyping of parts and individual and small batch manufacturing
- Creation of a new subsidiary, Visiativ 3D Printing, as part of a special business relationship with HP
- Creation of an operational showcase for the factory of the future and consolidation of the long-term partnership with Dassault Systèmes

**Visiativ's goal is to become one of Europe's leading providers of industrial 3D printing, across the value chain. This ecosystem-driven approach is the key to building a comprehensive, unique offer: *Phygital Platform for Rapid Manufacturing***

Lyon, 7 November 2017 – 8:00 am. Visiativ Group is listed on Euronext Growth in Paris (ISIN code: FR0004029478 – ticker: ALVIV).

**Visiativ, a publisher of innovative software platforms and Europe's leading integrator of Dassault Systèmes solutions, has announced the launch of a new strategic business for the Rapid Manufacturing and 3D printing sectors, designed to support SMEs and mid-tier companies in their transition to Industry 4.0. This new business goes hand in hand with the services Visiativ already provides to its 14,000 clients via its Moovapps and SolidWorks products and the 3DEXPERIENCE platform.**

**As part of the launch of this new business, Visiativ is pleased to announce:**

- the acquisition of an interest in growth company Valla, which specialises in rapid prototyping, rapid tooling and high temperature injection moulding of parts, from prototypes to small batches;**
- the signature of a business partnership with HP in the field of 3D printing; and**
- the consolidation of its long-term relationship with Dassault Systèmes to promote and develop the factory of the future.**

#### **Visiativ is launching its phygital platform for Rapid Manufacturing**

3D printing, which has in the past been used only for design and rapid prototyping, is now evolving to become part of the core industrial production processes of SMEs and mid-tier companies, thanks to the arrival of more robust and efficient machines and the convergence of CAD (computer-aided design) software tools, process management systems and manufacturing.

With its Moovapps software platform, the first catalogue of business applications designed to step up the digital transformation of companies, and its long-standing partnership with Dassault Systèmes, Visiativ is primed to enter this additive manufacturing market. To this end, the Group is announcing its phygital platform for Rapid Manufacturing, based on a comprehensive offer combining digital design and physical objects.



### **A financial and operational partnership with Valla**

With a view to supporting its new business venture into the field of Rapid Manufacturing, Visiativ identified Valla, a company based near Lyon (France), as the best partner with all of the necessary expertise (prototyping, tooling and batch manufacturing) for this ambitious growth project.

Founded in 1961 and acquired by its current CEO Sacha Tolegano Jourden in 2015, Valla specialises in Rapid Manufacturing. It supports SMEs, mid-tier companies and key accounts with the design, prototyping and manufacture of parts using 3D printing, machining and injection, drawing on the unique know-how of its 25 employees. In 2016, the company generated a total turnover of €2.5 million.

As part of a commercial and operational partnership, the two companies are launching a joint venture under the name Visiativ 3D Printing, with the aim of driving forward their development on the Rapid Manufacturing and 3D printing market.

To complete the deal, Visiativ has also acquired a minority interest of 20% in Valla's parent company. Valla and Visiativ have agreed that Visiativ will gradually build up its stake in the parent company with a view to becoming the majority shareholder.

*"This sharing of knowledge between Visiativ and Valla is an excellent opportunity to bring the potential afforded by 3D printing to SMEs and mid-tier companies. With Valla's technological know-how in Rapid Manufacturing and Visiativ's proven expertise in the digital transformation of industrial companies, we will be able to provide the most appropriate response to our clients' needs,"* explained **Sacha Tolegano Jourden, Chief Executive Officer of Valla.**

### **Distribution agreement for HP 3D printers**

Visiativ is also pleased to announce the signature of a business partnership between Visiativ 3D Printing and HP in relation to HP's range of industrial 3D printers. The agreement represents an additional step in Visiativ's expansion into Rapid Manufacturing. Visiativ chose to partner with HP for its ambition - in so far as HP aims to become the world's leading provider of industrial 3D printing services and is prepared to invest to achieve that aim - and for the quality of its technology.

The US firm's 3D printing solutions make it possible to produce functional thermoplastic parts much more rapidly than with other existing technologies; the process is more reliable (in terms of repeatability) and streamlined, with automated components. Everything is in place to allow for full batch production.

*"We are looking forward to beginning this new business relationship in 3D printing with the Visiativ group, already a long-standing partner of HP France. Visiativ's position in the digital transformation market goes hand in hand with our strategy for expanding the use and applications of our HP Multi Jet Fusion 3D technology far beyond the limits of standard additive manufacturing,"* explained **Emilio Juarez, EMEA Sales Director for HP's 3D printing business.**

### **An operational showcase for the factory of the future in association with Dassault Systèmes**

With these two strategic partnerships, Visiativ is acting on its ambition to support the digitalisation of the production processes of SMEs and mid-tier companies, especially in industry.

As a frontrunner in the distribution of 3D design and engineering software - thanks to its partnership with Dassault Systèmes - and also a publisher of software solutions for the digital transformation of companies, with a focus on quality processes, Visiativ is moving into a new business segment with the aim of supporting its 14,000 SME and mid-tier clients with their Rapid Manufacturing needs, from design to production.

With this in mind, Dassault Systèmes and Visiativ have agreed to extend their partnership with respect to industrial SMEs and mid-tier companies, via the 3DEXPERIENCE platform.



*"The industry of the future is emerging within a new economy known as the experience economy. The value being created is no longer linked to the product so much as the numerous personalised services associated with that product and to the user's experience. Thanks to the 3DEXPERIENCE platform, SMEs and mid-tier companies can not only manage the digitalisation of their entire value chain but also seize the opportunities afforded to them by this new economy. We therefore welcome this initiative on the part of Visiativ and are pleased to broaden our relationship in this field with a company we already consider as one of our primary partners for SolidWorks and our 3DEXPERIENCE platform,"* said **Bernard Charlès, Vice-Chairman of the Board of Directors and Chief Executive Officer of Dassault Systèmes.**

Visiativ is also joining the Dassault Systèmes 3DEXPERIENCE Marketplace to provide 3D printing services that will link 3D printing designers with parts manufacturers.

Visiativ will be able to leverage its dynamic online presence - via Lynkoa, the largest online community of French-speaking users of CAD tools with 55,000 members, and the Entreprise DU FUTUR community, bringing together more than 9,000 managers of SMEs and mid-tier companies - to accelerate the rollout of its new Rapid Manufacturing business.

**Laurent Fiard, Chairman of the Visiativ Group,** stated: *"We will be able to create amazing products with our new subsidiary Valla. Visiativ will automate the entire digital chain with the 3DEXPERIENCE platform and HP will revolutionise 3D printing. Our comprehensive **Phygital Platform for Rapid Manufacturing** offering will be made available to all of the myCADservices, Lynkoa and Entreprise DU FUTUR communities. This is a tremendous opportunity for our industrial clients to integrate the value chain (3D design, rapid manufacturing and digital twin) in order to create their factories of the future."*

#### ABOUT VISIATIV

Integrator of innovative software solutions, Visiativ steps up the digital transformation of companies via its collaborative and social business platform. Working with mid-caps since its foundation in 1987, the Visiativ Group posted 2016 revenues of €106m and boasts a diverse portfolio of over 14,000 customers. Covering every economic sector in France and with operations in Switzerland and Morocco, Visiativ has nearly 600 employees. The Visiativ share (ISIN code FR0004029478, ALVIV) is listed on Euronext Growth Paris. The share is eligible for the PEA and PEA-PME personal equity plans and FCPI/FIP investments funds, thanks to its status as an "innovative business" recognised by Bpifrance.

For further information, visit [www.visiativ.com](http://www.visiativ.com)

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