



First achievements for Prodways Group in its partnership with Dassault Systèmes

Paris, 12 February 2018 at 6:00pm,

Prodways Group received several awards at the Dassault Systèmes SolidWorks World 2018 event. This convention brought together nearly 6,000 participants - actors in industry 4.0 - in Los Angeles from February 6 to 8, 2018. This recognition is the culmination of the efforts over the first months since the consolidation of AvenAo, acquired by Prodways Group in November 2017. Over 100 new industrial customers have joined Prodways Group's client portfolio in only three months.

● Prodways Group, a 3D printing "Solutions" strategy

The 3D printing market, and more generally industry X.0, is undergoing rapid change. The majority of customers need to be guided in the transformation of their internal procedures. Consulting, support and integration, across their innovation and production processes, are key points for successful transformations. Sébastien Vercruysse, Director for Business Development at Prodways Group explains: *"Thanks to digitalization, we are on the eve of a major industrial transformation. The winners will be the most agile companies. Prodways Group's mission is to support its customers in these human and technological changes, from the product innovation phase, thanks to 3D printing".*

AvenAo has received several awards for its successes since its consolidation into Prodways Group. Amongst these distinctions, the "Dassault Systèmes SolidWorks Club 90" prize recognizes the best global partners for customer care (above 90% contract renewal rate): a strategic focus for AvenAo, with almost 50% in recurrent revenue.

AvenAo, consolidated within Prodways Group since November 2017, joined the Group's Systems division. As a partner of Dassault Systèmes for 15 years and [integrator for SolidWorks CAO software](#), AvenAo supports over 3,000 customers worldwide.

In addition to the synergies with the Group's other activities (3D printers, consulting, materials, on-demand parts), the momentum of PLM (Product Life Cycle Management) and 3D software markets should enable the company to further boost its organic growth. *"Innovations in 3D software are continuous. Each year, Dassault Systèmes enables industrials to further digitalize their design and production processes. The latest software developments for 3D printing ([topological optimization](#)), presented this year at SolidWorks World, will allow our customers to design, in 3D, parts specifically optimized for printing on our machines."* explains Laurent Costa, Chief Executive Officer of AvenAo.

● Prodways Group, a unique global 3D printing offer

Within this global offer strategy, the Initial subsidiary in Annecy, France, one of the most important [service bureau](#) in Europe with over 35 industrial machines, will very soon showcase this "Factory of the Future" offering. Dassault Systèmes' solutions, industrial 3D printers, specific materials and training in 3D technologies will enable industrials to accelerate their development by building on the entire Group's industrial experience.

Lastly, Dassault Systèmes has just announced the launch of its global industrial "MarketPlace" ([see the press release](#)), in which Initial is one of the very first referenced partners. This deployment should enable Initial to accelerate its growth by accessing new customers, via this digital platform.

● Next key financial date

Publication of 2017 revenue on February 23, 2018 before stock market opening

● About Prodways Group

PRODWAYS GROUP is a specialist in industrial and professional 3D printing with a unique positioning as an integrated European player. The group has developed right across the 3D printing value chain (machines, materials, parts & services) with a high value added technological industrial solution. PRODWAYS GROUP offers a wide range of 3D printing systems and premium composite, hybrid and powder materials (SYSTEMS division). The company also manufactures and markets parts on demand, prototypes and small production run 3D printed items in plastic and metal (PRODUCTS division). The Group targets a significant number of sectors, from aeronautics to healthcare.

In 2016, the company generated revenue of €25.2 million, including 58% outside of France. Building on revolutionary and proprietary technology, MOVINGLight®, PRODWAYS GROUP today has global visibility in the industrial 3D printing sector and with leading customers.

PRODWAYS GROUP is a Groupe Gorgé company.

For further information: www.prodways-group.com
More information about AvenAo: www.AvenAo.com



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