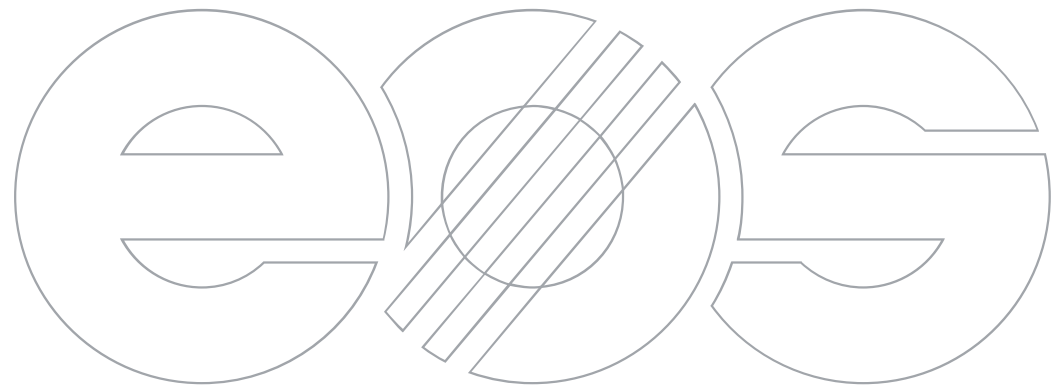


AM als Treiber der Transformation zur digitalen Produktion

Nikolai Zaepernick

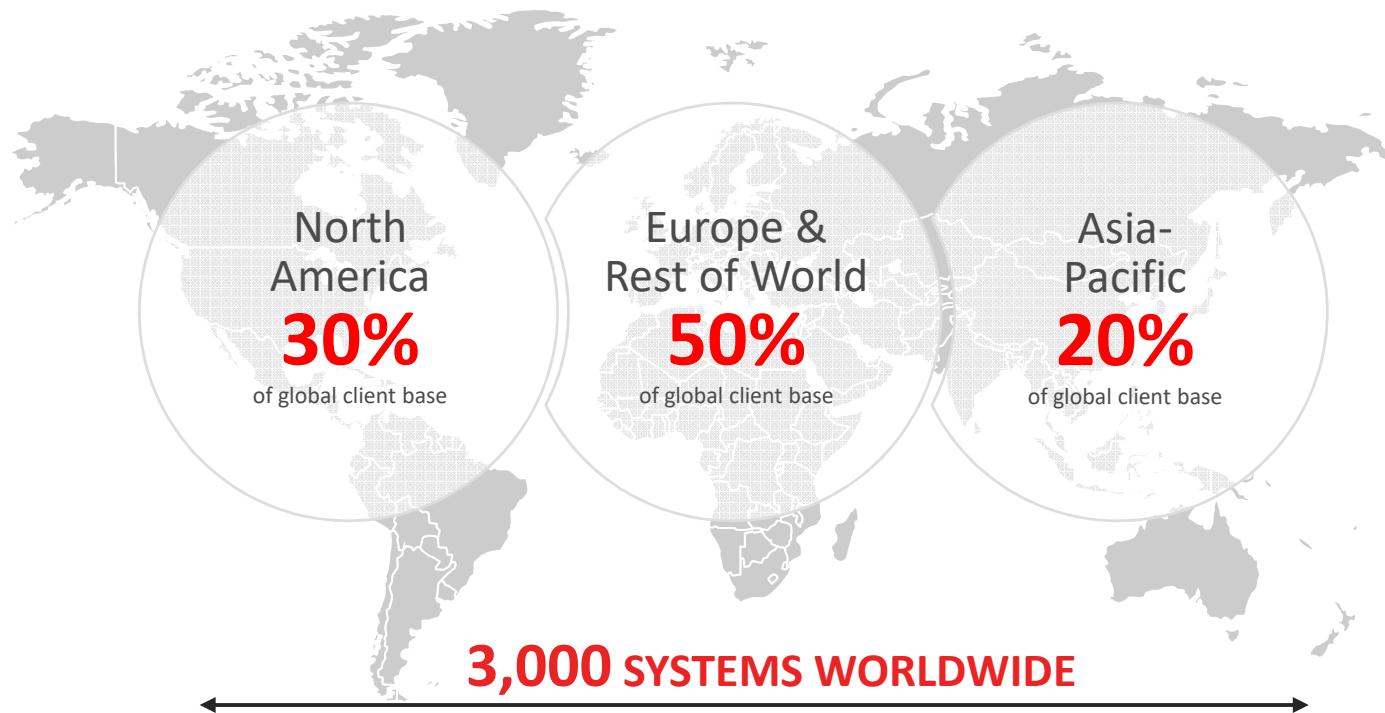
Senior Vice President
Central Europe

Lemgo, November 10, 2017



*This presentation may contain confidential and/or privileged information.
Any unauthorized copying, disclosure or distribution of the material in this document is strictly forbidden.*

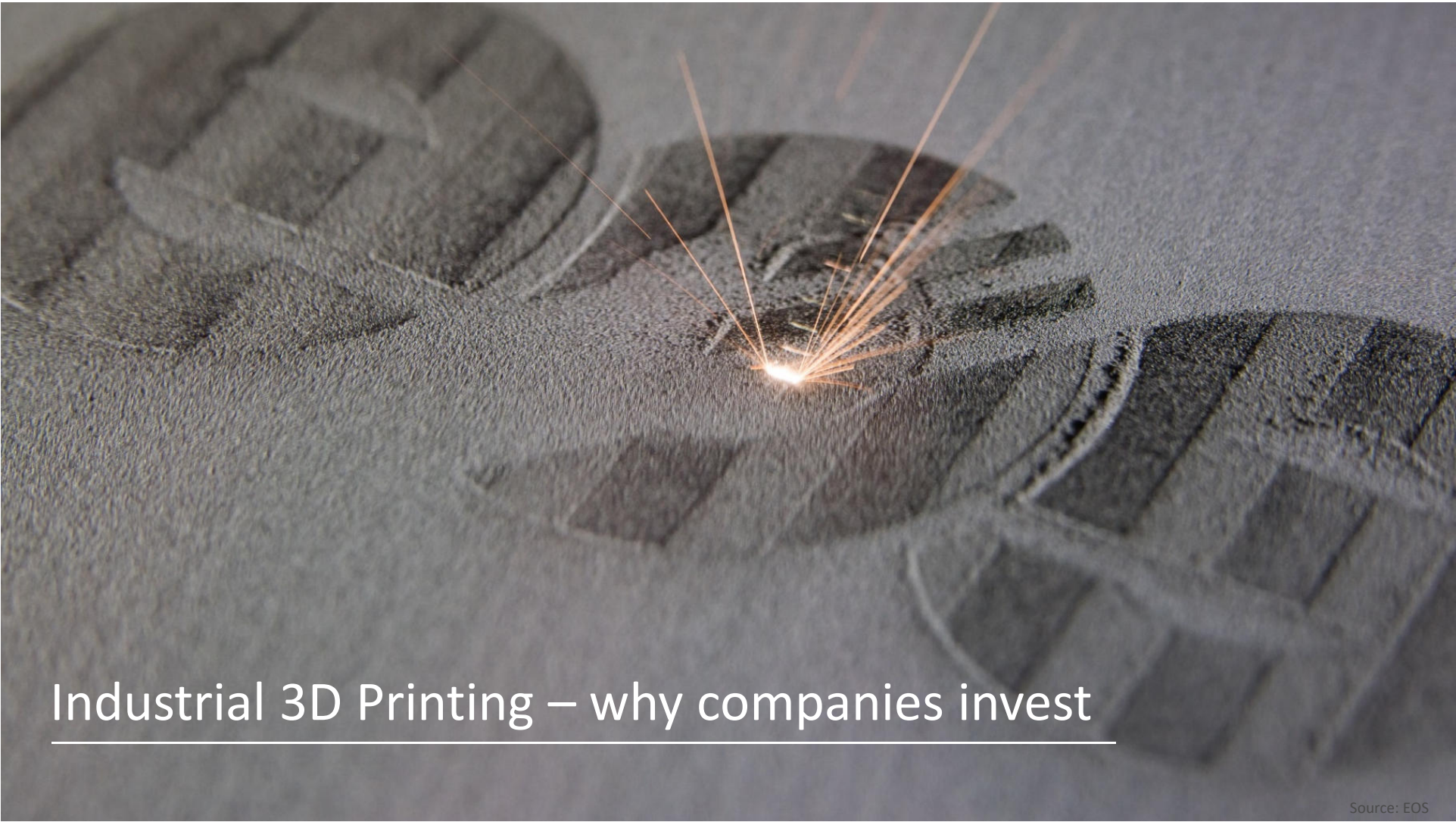
EOS is the market leader for Additive Manufacturing



Source: EOS



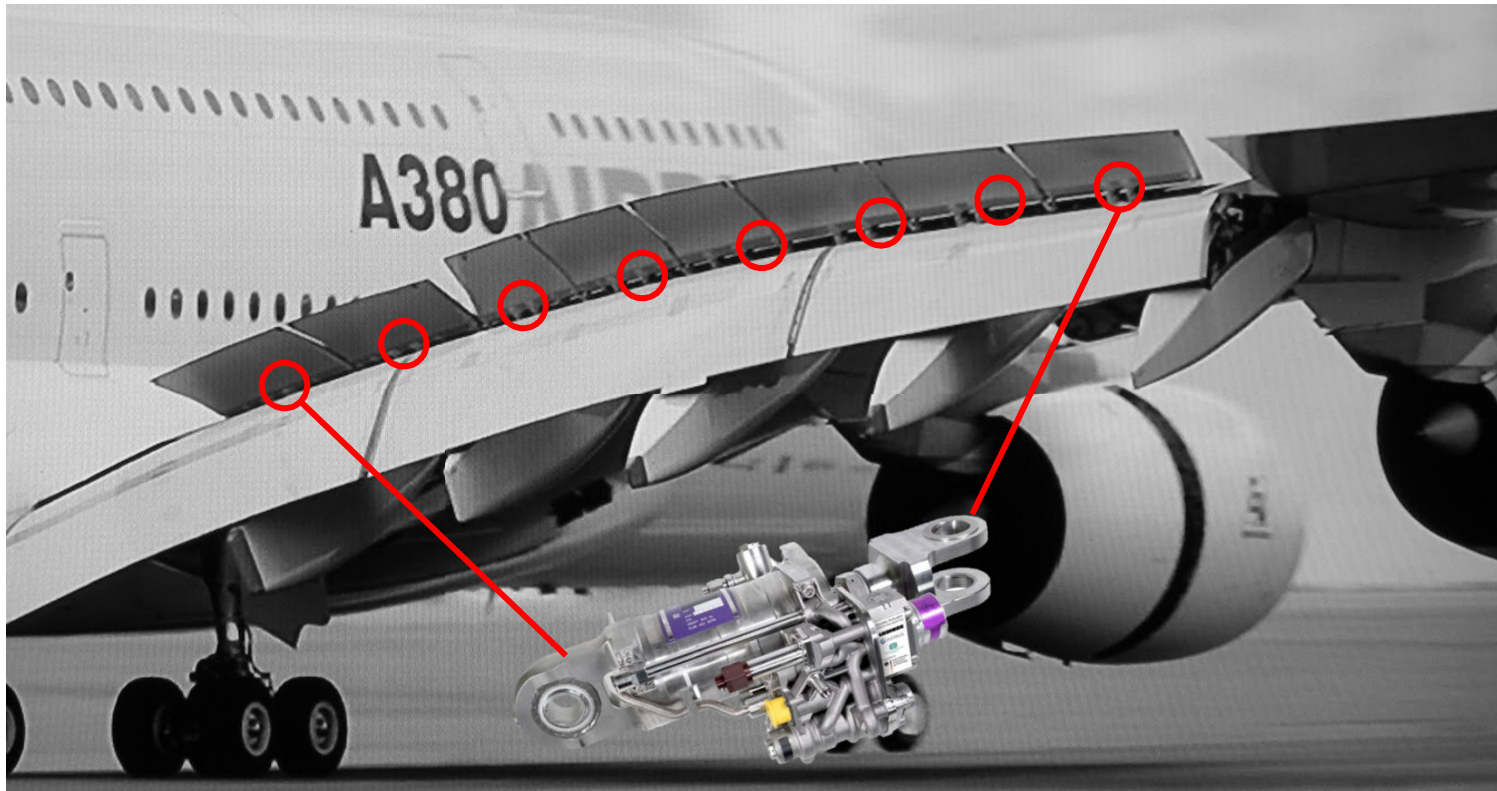
Production capacity >1,000 systems per year

A close-up photograph of an industrial 3D printing process, likely Direct Metal Laser Sintering (DMLS). A bright, intense laser beam is focused on a point on a dark, textured metal powder bed. Multiple bright orange sparks are being ejected from the point of contact, creating a starburst effect. The background is a dark, granular surface with some faint, circular patterns.

Industrial 3D Printing – why companies invest

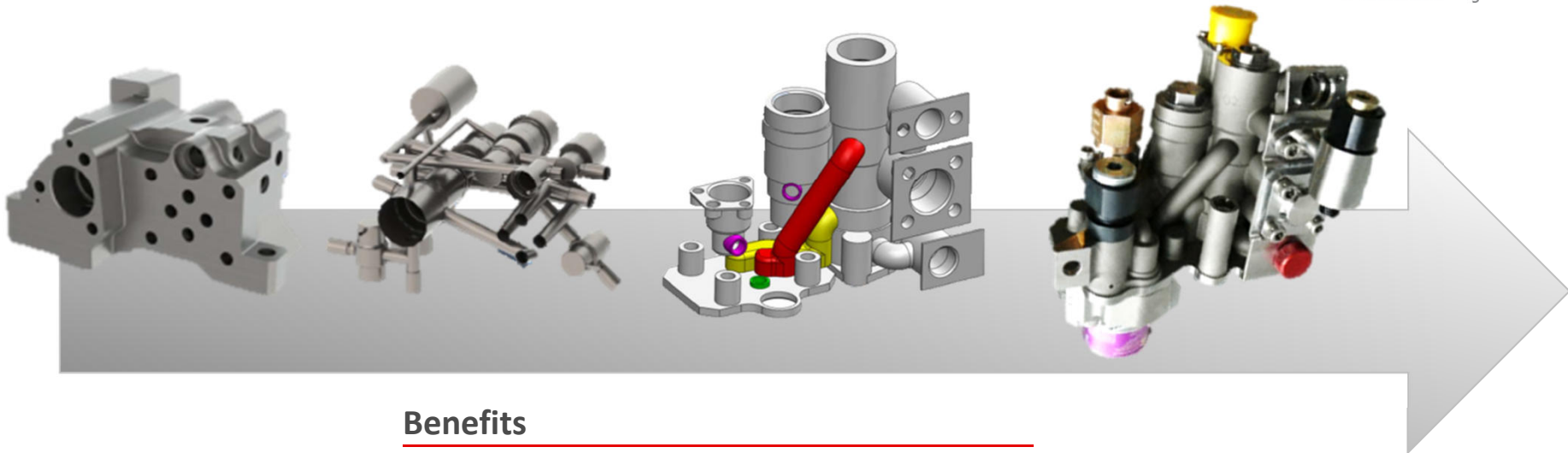
Source: EOS

Example control hydraulic component



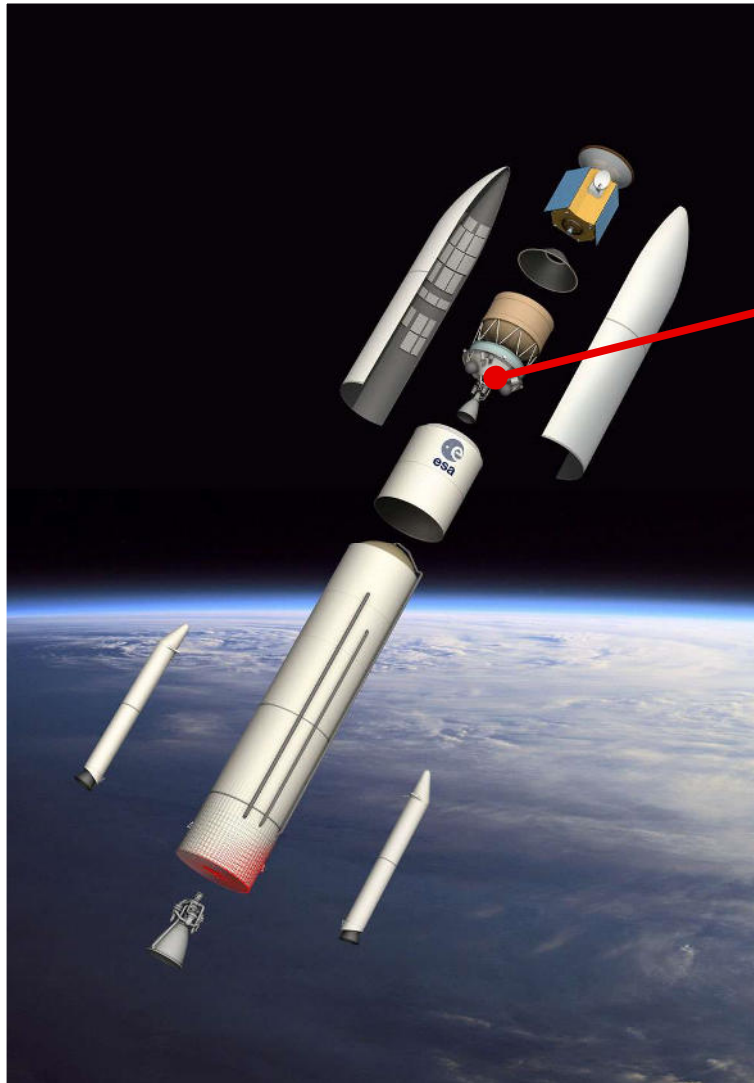
Source: Airbus, Liebherr Aerospace

Example control hydraulic component



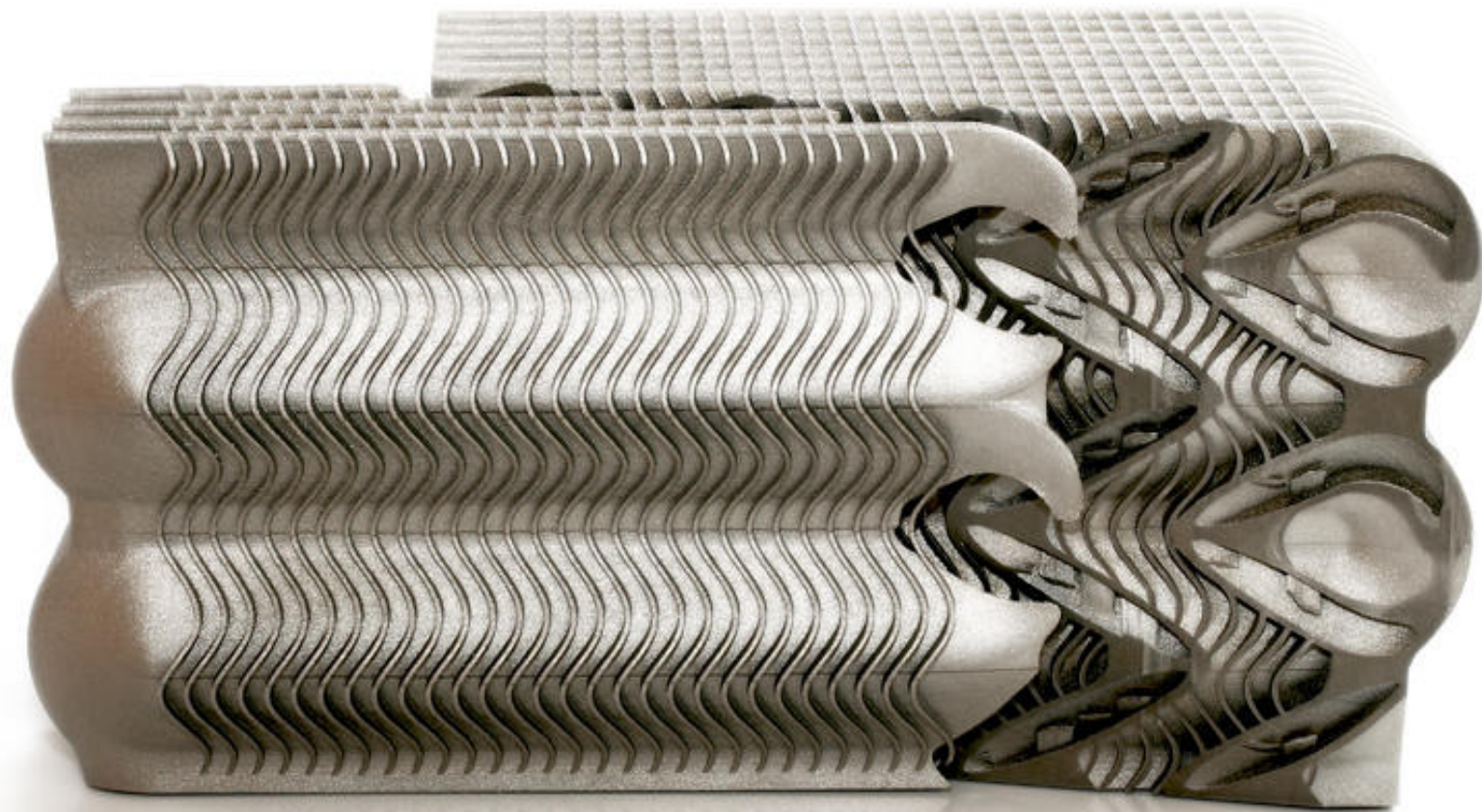
Benefits

- Identical functionality as conventional part
- Fulfilling all certifications requirements for flight
- 10 parts eliminated
- 35% less weight

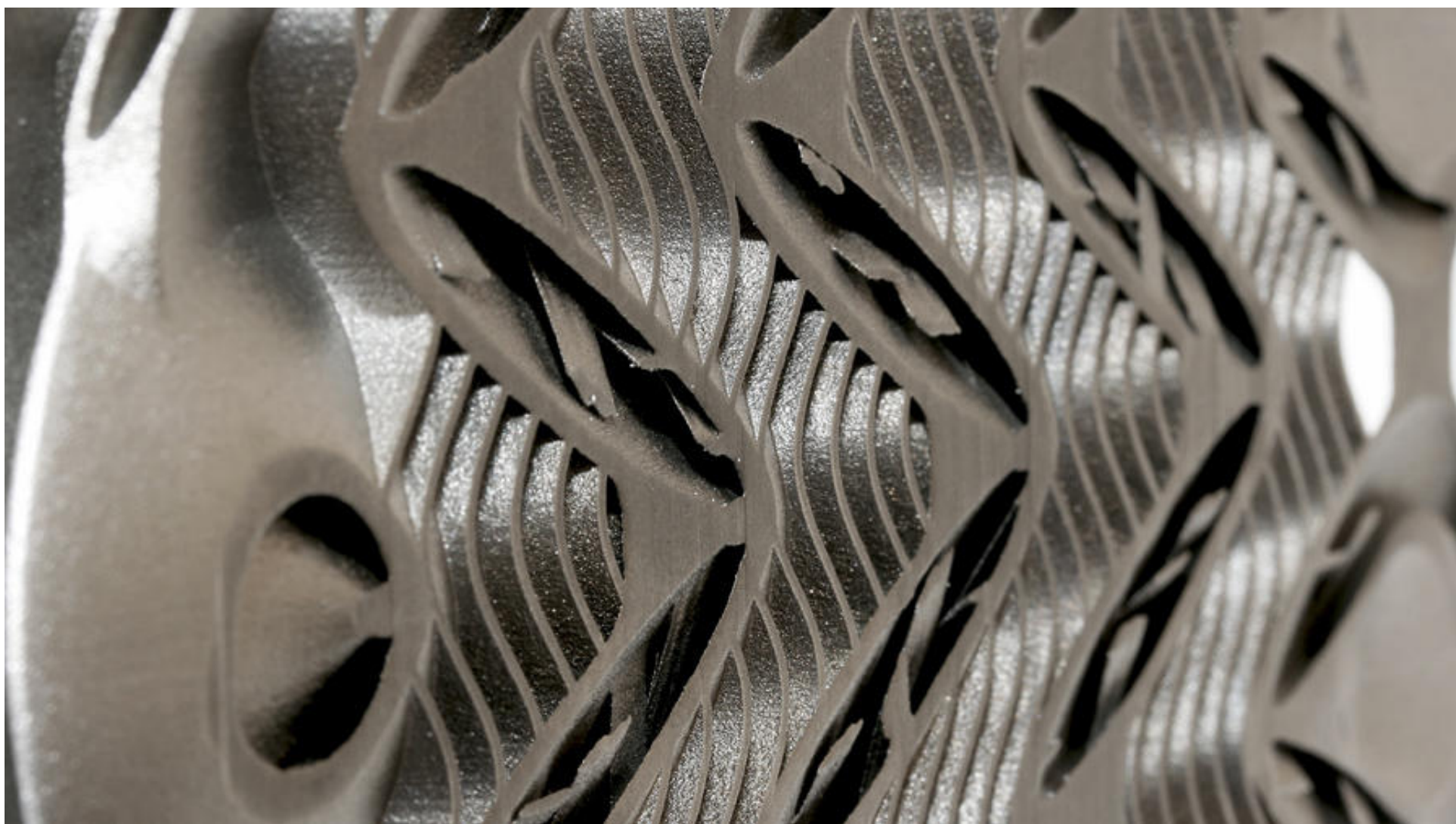


Ariane 6 – Vinci Engine injector

- 248 single parts
- More than 8000 holes
- No finishing necessary
- Cost reduction < 60%
- Lead time reduction < 80%



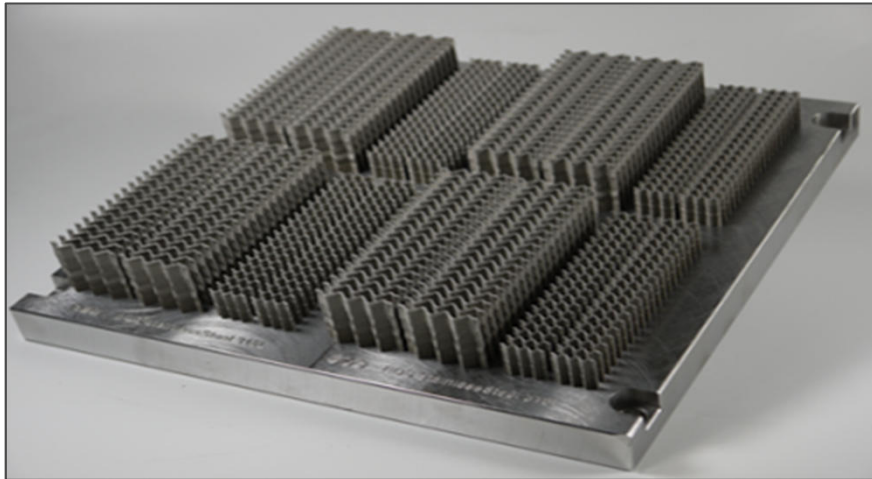
Source: Autodesk Within



Additive Manufactured molding is used in tire production

3D sipes

- Freedom of design for 3D sipes
- Shape complexity is not a cost-driver
- Fast innovation implementation

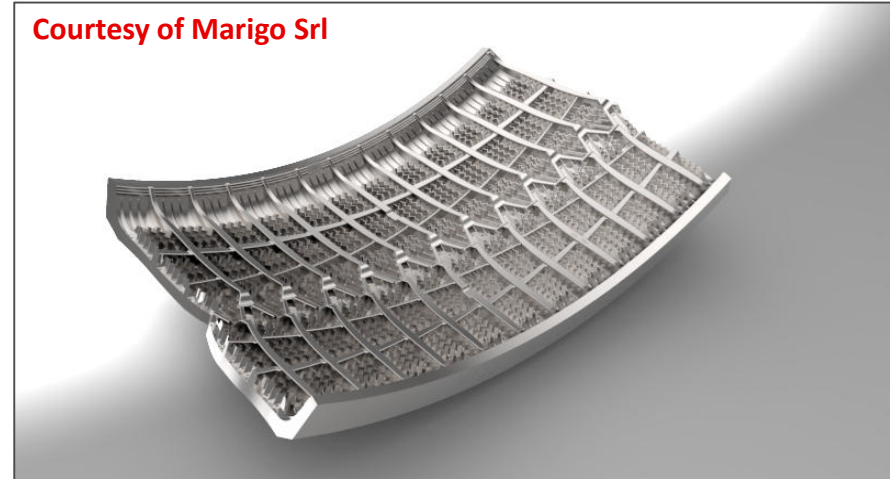


Source: EOS, Marigo

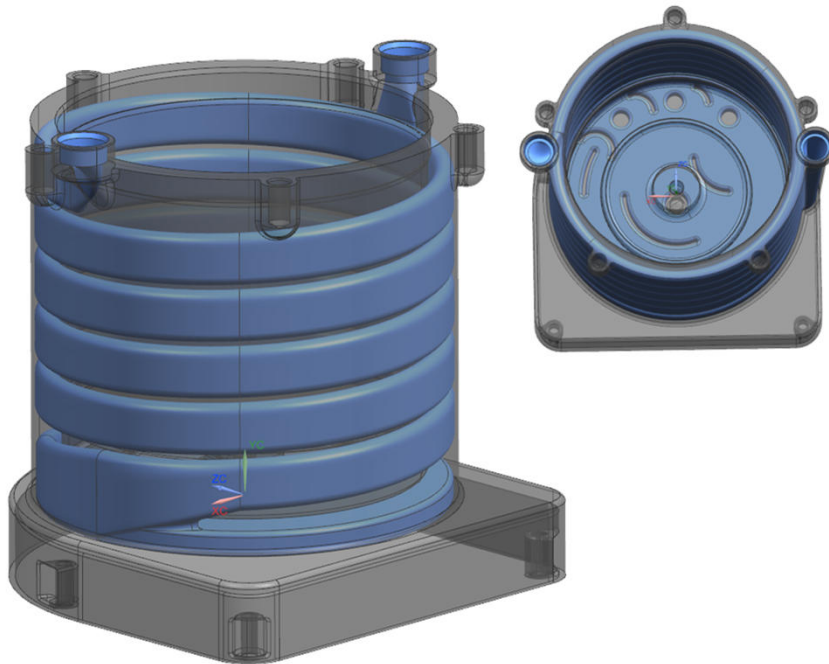
Tire winter mold segment

- Manufacturing of complex profile directly, 3D sipes integrated
- Customized parameters possible

Courtesy of Marigo Srl



Electric drive trains provide a huge potential for AM



Example e-motor housing

- **Integrated cooling channels** in the motor housing
- **Weight reduced** by 25%
- **Components reduced** from five to one
- **No sealing** necessary (reduction of failures)
- **Optimized flow** resulting into better cooling performance and less pressure losses

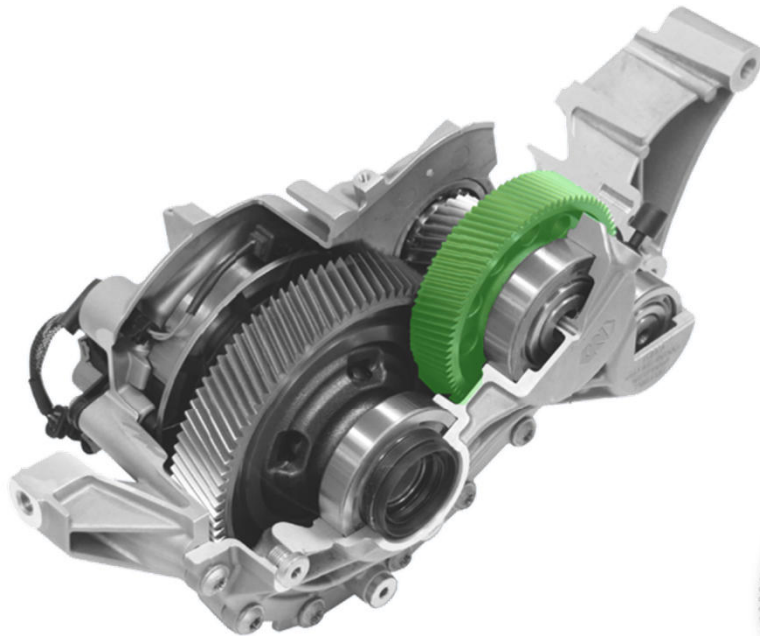
pankl
RACING SYSTEMS

Source: Pankl Racing Systems

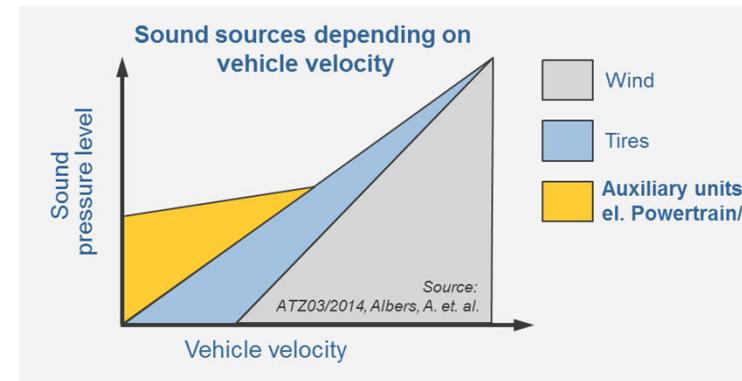
With Electrified Transmissions and Drivetrains, NVH becomes a comfort issue



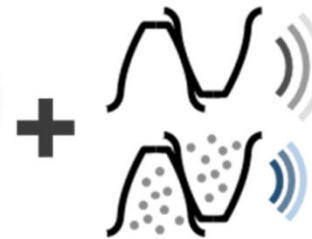
e-Manufacturing Solutions



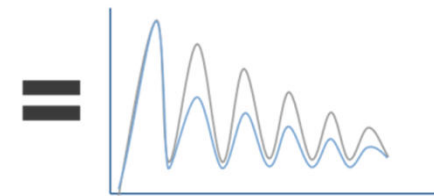
Source: GKN Driveline, GKN Sinter Metals



Gear body with densified teeth

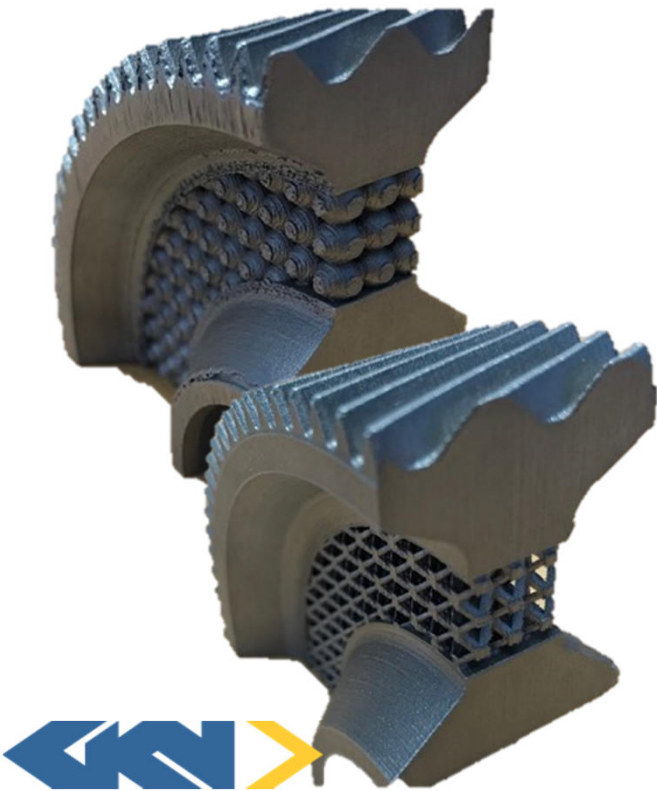


Damping



Resulting sound level

Additive Manufacturing can help to reduce weight and noise



Example Helical Transmission Gears

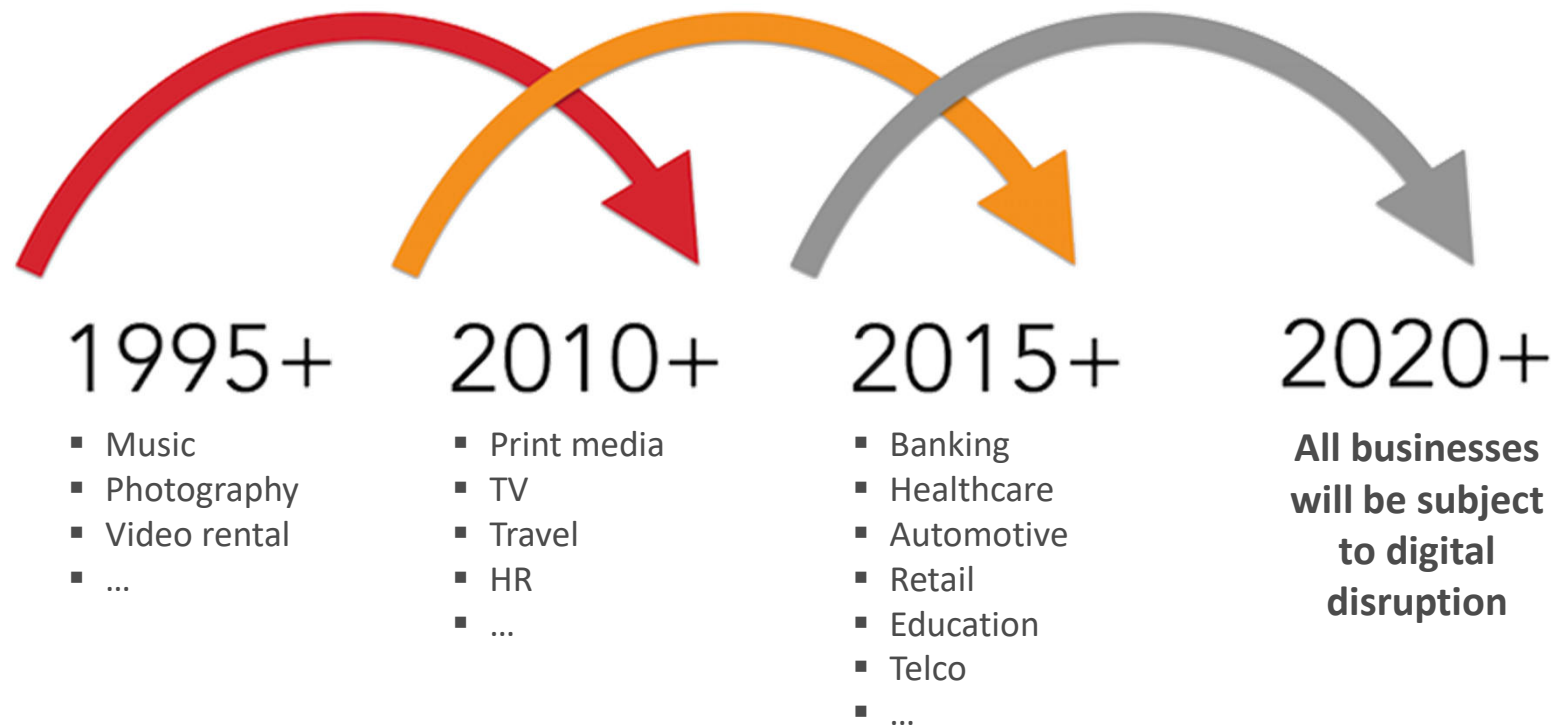
- Conventional, add-on hybrid and battery electric vehicle (BEV) transmission
- Finishing quality of gear teeth is main driver to reduce Noise Vibration Harshness (NVH) today
- Printed lattice structures can be adapted to transmission load situation
- Additive Manufacturing can help to reduce weight and NVH impact of electrified drivetrains



Source: GKN Driveline, GKN Sinter Metals



Digitization happens since quite some time



80%

of companies
expect Industry
4.0 to impact their
business model

23%



Expected
revenue
gain

26%



Expected
efficiency
gain

48%

manufacturers
only feel well
prepared

Digitalization can generate an
additional potential of
490 bln. € in Germany

Source: McKinsey Global Institute



e-Manufacturing Solutions

Factory of the Future – how will it look like?

Manual production in the 40's



Source: <http://nasaimages.lunaimaging.com/luna/servlet/detail/nasaNAS~5~5~21951~126643:Machine-Shop-Men-Working-at-Machine>

Semi-automated production in the 80's



Source: <https://arcadeblogger.com/2016/05/13/arcade-factory/>

Factory of the Future – how will it look like?

Semi-automated production in the 2000s



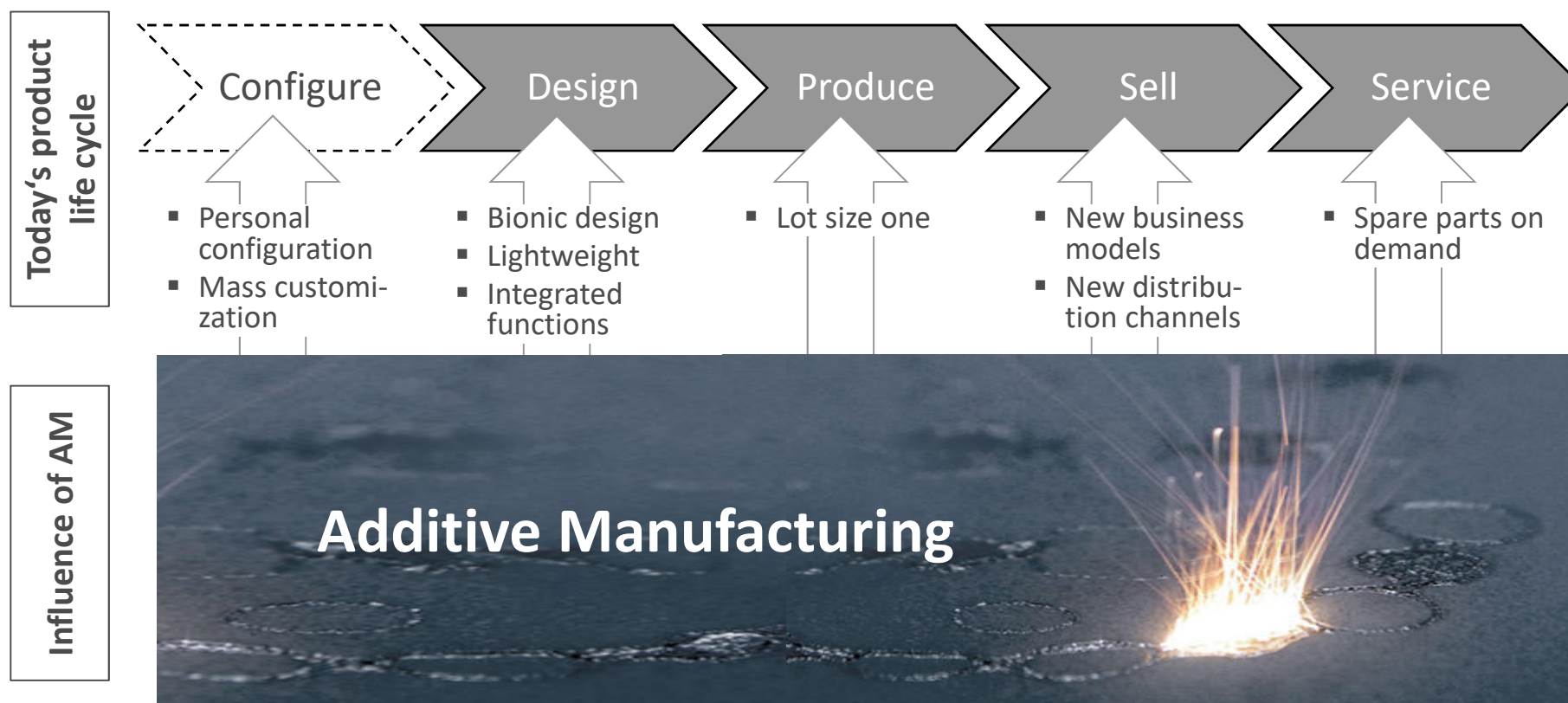
Source: <http://www.lyngroup.ca/>

AM production in the 2010s



Source: Siemens

AM influences almost all life cycle phases of a product



Source: EOS



EOS Vision

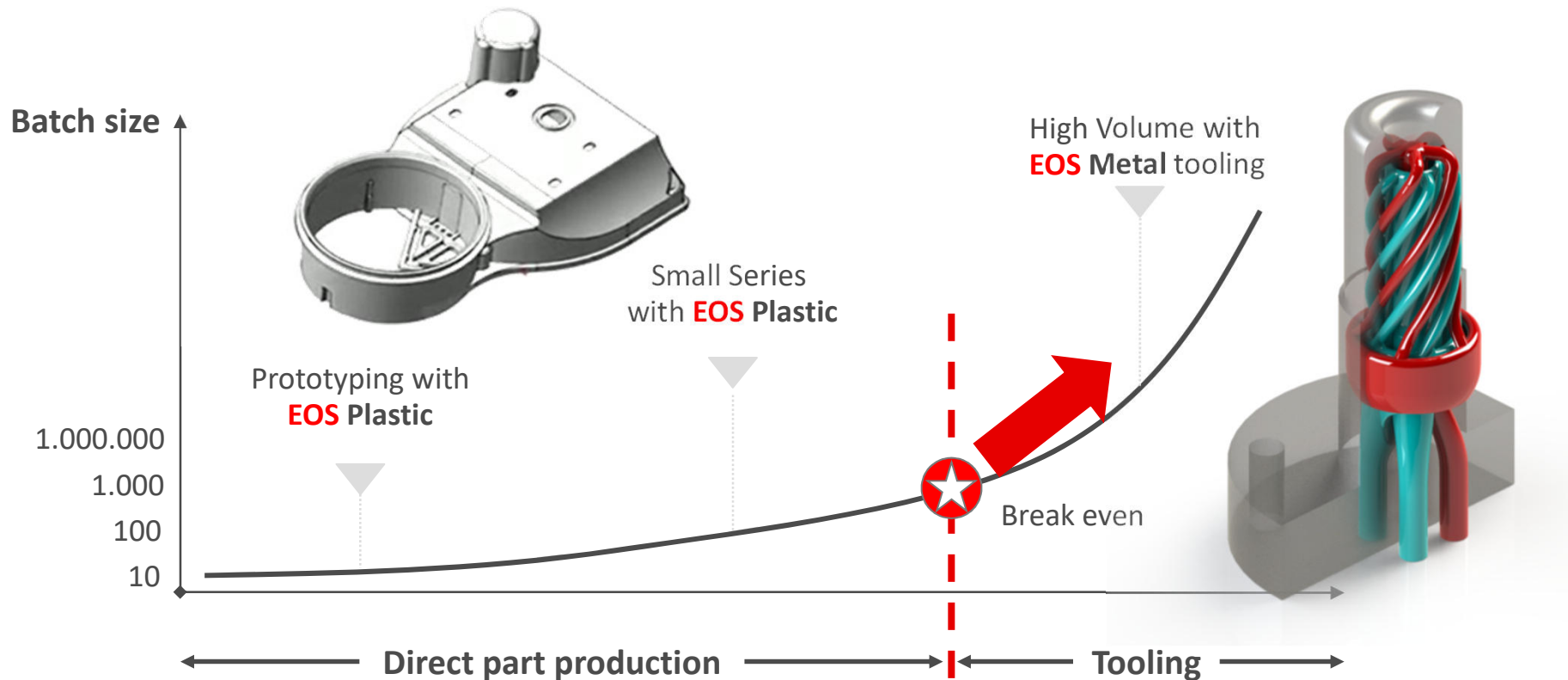
Additive Manufacturing technology is an established and efficient way of industrial production.

Siemens invested €21.4 m into its AM facility

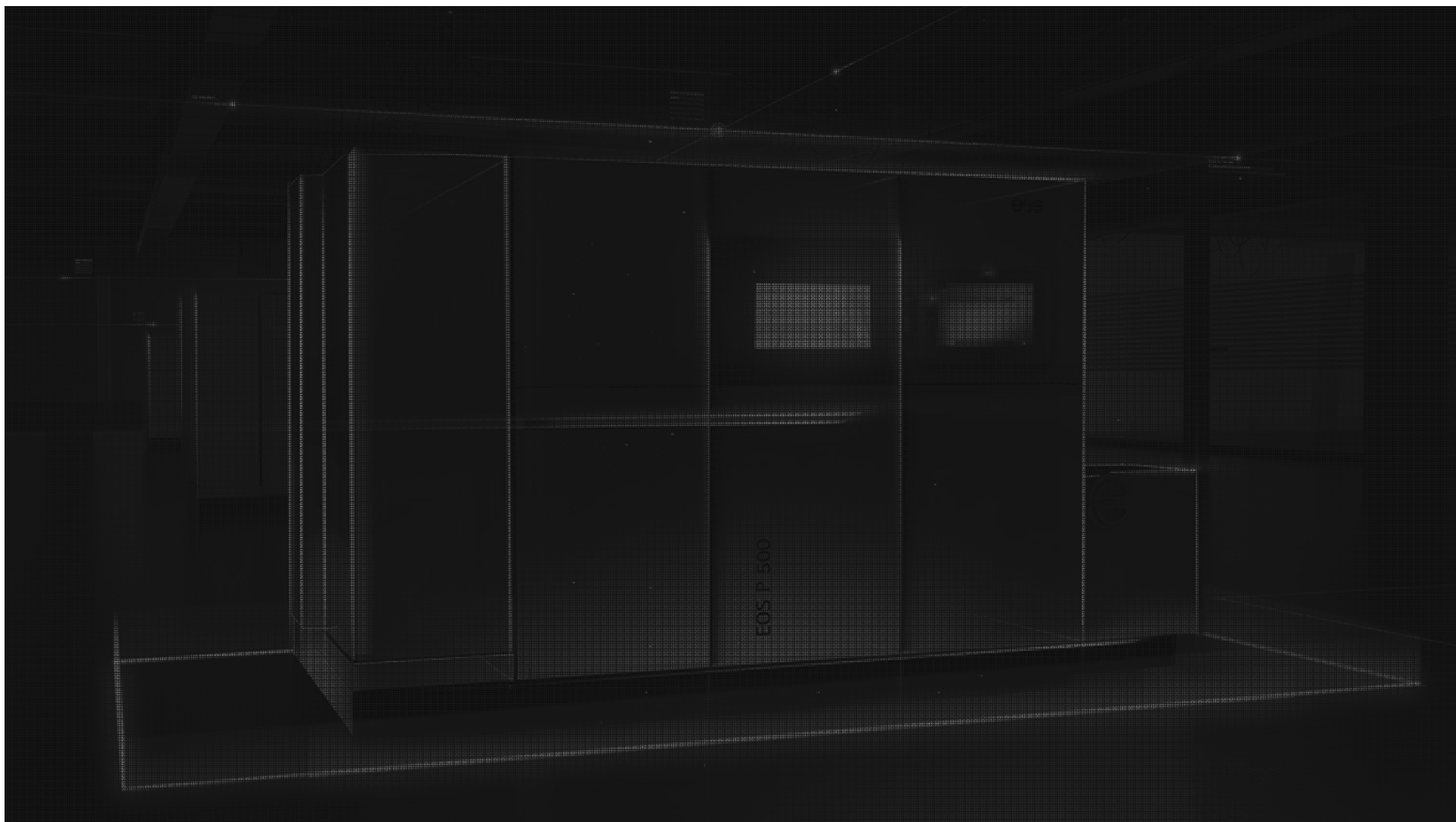


Image Courtesy of Siemens

Depending on batch size, printing of direct parts or injection molding tools makes sense



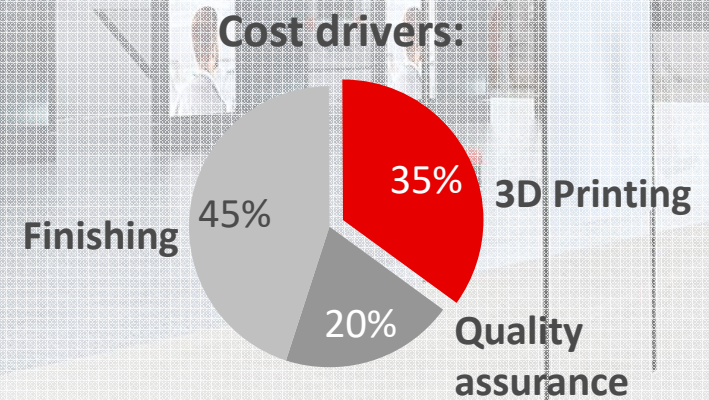
Source: EOS, Fado, PEP



DAIMLER PREMIUM AEROTEC



Goal: Integrated production system for a cost-efficient production of aluminum parts in Aerospace and Automotive



Additive Manufacturing is a key transformation driver towards a digital factory



Summary

Additive Manufacturing will radically **change** the way, engineers **design products**

In addition to the digital transformation, **the technology adds complexity and speed** in the way products are sold, serviced and has the potential to disrupt business models

The technology matures to be '**automotive ready**' in polymer and metal applications

The digital factory is no fiction – large OEMs start ramping up AM capacity