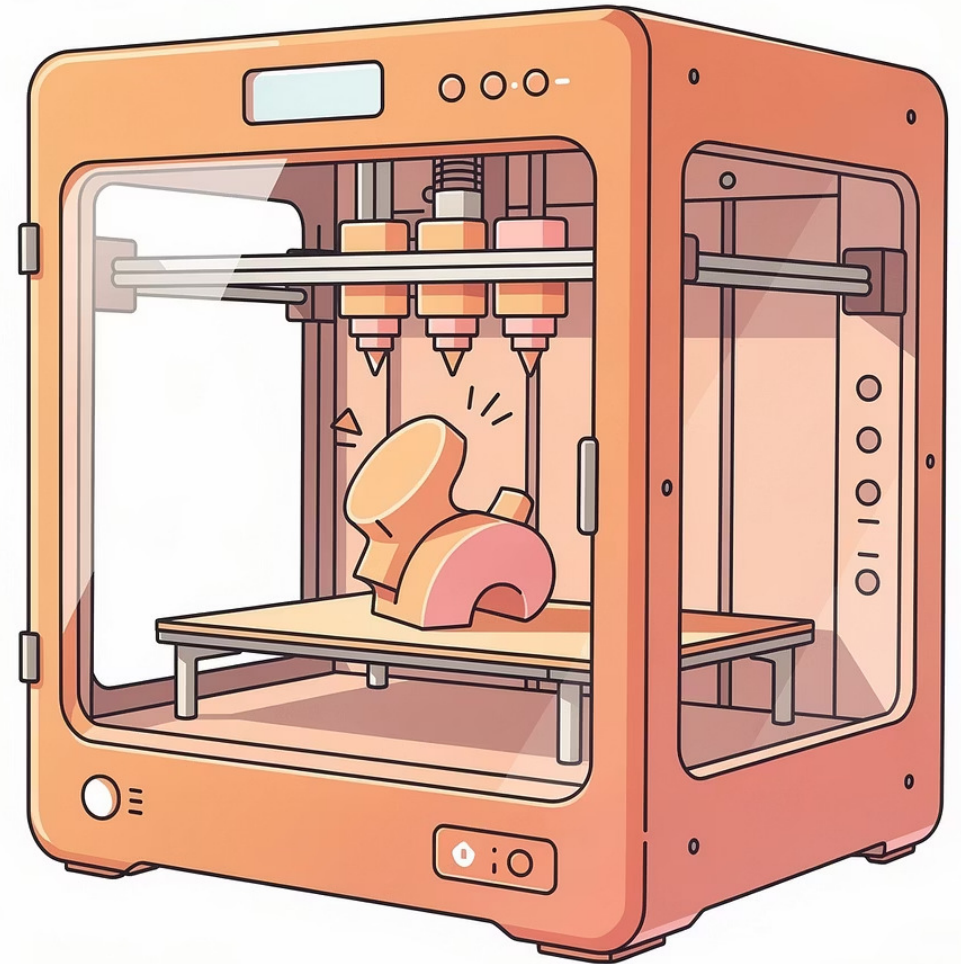


Industry Analysis

CIMA SCS May & August 2026

www.studyattcs.com



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Real-world Example



Purpose of the Industry Analysis

You need a **sound understanding of the 3D printing industry**, not deep technical expertise.

Industry knowledge helps you **build stronger strategic arguments** and anticipate likely exam scenarios.

Industry Overview

Market Definition

The 3D printing / additive manufacturing industry designs and manufactures printers that build objects layer by layer from digital CAD files. It serves both **prototyping** and **bespoke commercial manufacture**.

Main Activities

- Printer design and development
- CAD / software integration
- Manufacture of commercial printers using different technologies
- Supply of compatible materials
- Technical advice and after-sales support

Goals



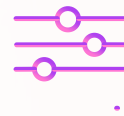
Fast, Accurate & Reliable

Deliver fast, accurate and reliable printing solutions.



Innovation & Customisation

Support innovation, customisation and high-quality output.



Varied Customer Requirements

Meet varied customer requirements in cost, speed, strength, finish and size.



Compete & Excel

Compete through technology, advice and build quality.

Market Dynamics

Main Drivers

- Faster prototyping and product development
- Demand for customised and low-volume manufacture
- Ability to produce complex parts
- Growth in aerospace, automotive, electronics, jewellery and medical uses

Constraints

- High cost of printers and operation
- Need for engineering skill
- Different technologies have trade-offs in accuracy, strength, finish and sustainability
- Supplier dependence
- Product failure and compliance risk in critical uses

Key Markets

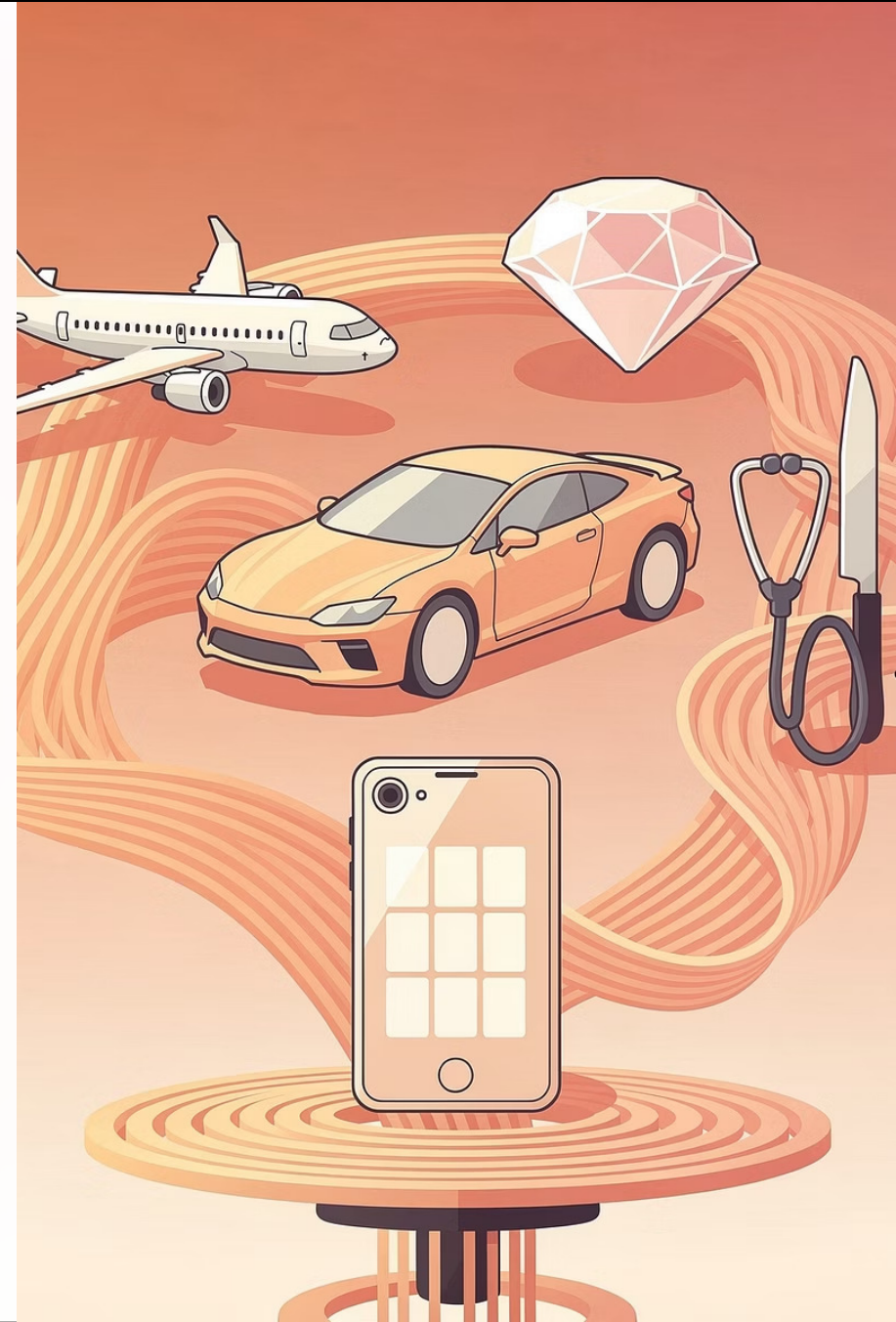
Aerospace

Automotive

**Consumer
Electronics**

Jewellery

Medical / Dental



Competitive Landscape

Industry Structure

Competition is **global** and most players offer **similar product ranges**.

Basis of Competition

- Printer capability and quality
- Material compatibility
- Speed, accuracy, finish and strength
- Software / CAD integration
- Technical advice and customer support

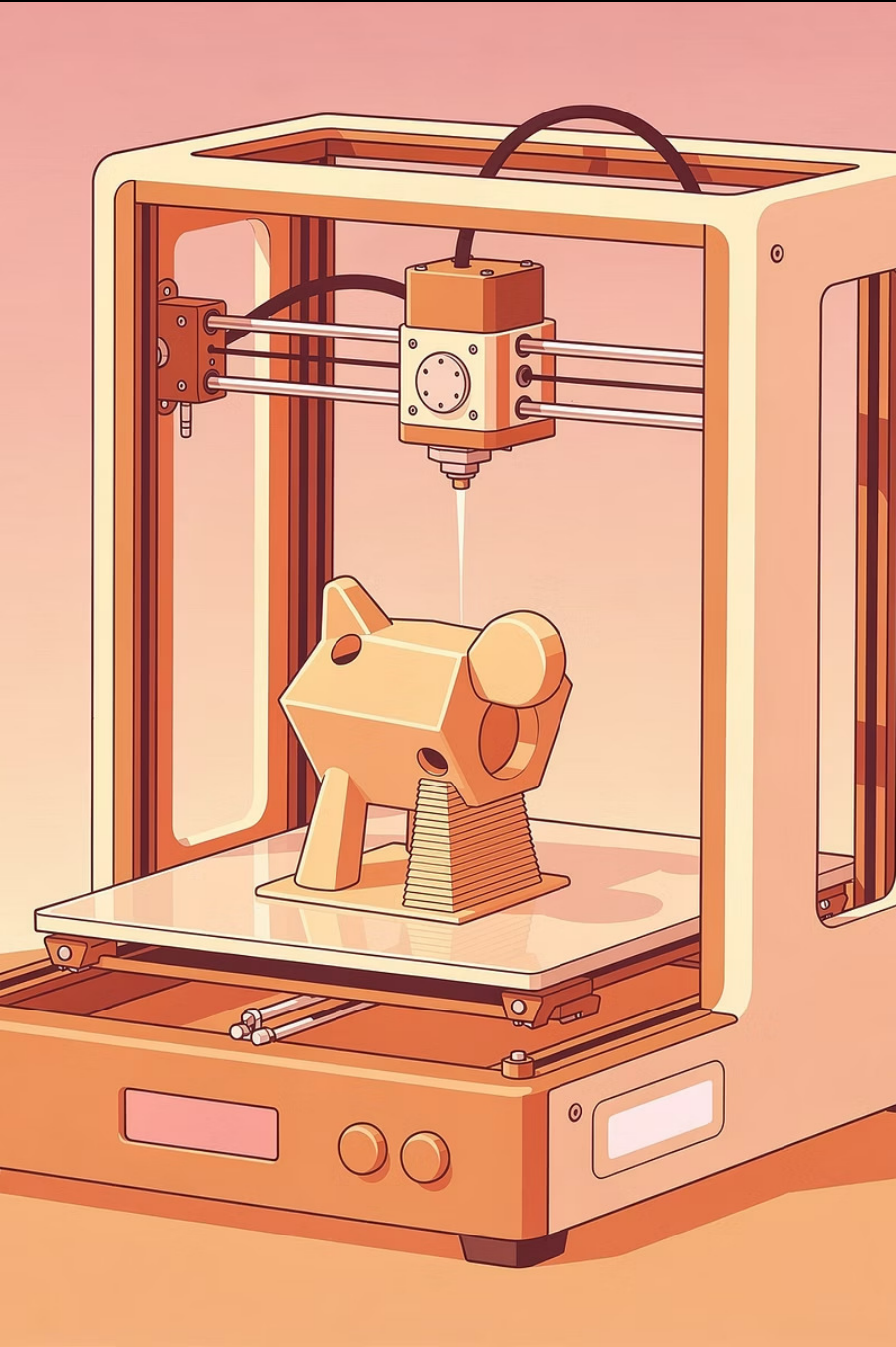
Expansion Strategies & Entry Barriers

Expansion Strategies

- Broaden printer range
- Expand into new industries and applications
- Deepen software capability
- Sell compatible materials and services
- Enter higher-value specialist markets

Entry Barriers

- Strong R&D and engineering capability required
- Quality and precision expectations are high
- Trust matters in commercial and safety-sensitive uses
- Supplier and material networks are important
- Compliance requirements can be demanding



Segmentation

By Technology

Extrusion, SL, DLP, laser melting, multijet

By Material

Plastics, nylon, resin, ceramics, metals

By Use

Prototyping, bespoke manufacture, spare parts, high-precision parts

By Industry

Aerospace, automotive, electronics, jewellery, medical / dental

Industry Trends

Technology

- Better CAD integration and scanning
- Faster prototyping
- More complex, accurate outputs
- Greater use of advanced materials
- Continued software upgrades

Operations

- More localised production
- Less transport and less material waste
- Greater focus on supply resilience
- Higher importance of quality systems and printer reliability

Market, Policy & Customer Trends

Market / Policy

- More regulation in medical and safety-critical uses
- Greater environmental and health-and-safety scrutiny
- Sustainability claims likely to face stronger challenge

Customer

- More demand for speed, precision and tailored solutions
- Greater expectation of technical advice
- Strong emphasis on quality and application-specific performance

Emerging Trends



Reverse engineering and 3D scanning for spare parts



Carbon fibre and composite applications



Medical and dental growth



More metal printing for stronger applications



Greater opportunity in repair, replacement and custom products

REAL LIFE EXAMPLE

Stratasys

<https://www.stratasys.com/en/>

Purpose

Empowering people to create products that shape our world.

Mission

To be the first-choice provider of polymer 3D printing solutions across the product lifecycle.

Values

Sustainability, ethics, labour standards & responsible procurement.

How Stratasy Operates



Technology Leadership

Leader in polymer 3D printing, supported by a portfolio of technologies, engineering-grade materials, software and global support. Provides customer-advisory services.



Industries Served

Aerospace, automotive, healthcare and consumer products.



Five Linked Elements

Strives to achieve: **printer technology, materials, software, services** and **industry-specific applications**.



Competitive Approach

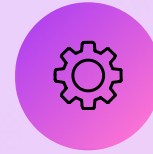
Competes on reliability, accuracy, speed, customisation, support and workflow integration. Highly capital-intensive and innovation driven.

Our Core Technologies & Applications



Advanced 3D Printing Technologies

A portfolio spanning PolyJet, SLA, FDM, P3 DLP and SAF, optimised for everything from rapid prototyping to robust end-use components.



Value Beyond Hardware

Customers gain speed, design freedom, agility, customisation, production support and dedicated technical service.

Scale

20+

Offices

2,700+

Patents

140+

Channel Partners

\$551M

FY 2025 Revenue



Stratasys in Action



Airbus

Used Stratasys systems for more than **1,000 A350 flight parts**.



NASCAR

Expanded its partnership with Stratasys for **design, tooling & parts production**.



Medical / Dental

Dental labs and hospitals use its technology for **dentures, anatomical models** and **patient-specific medical applications**.

