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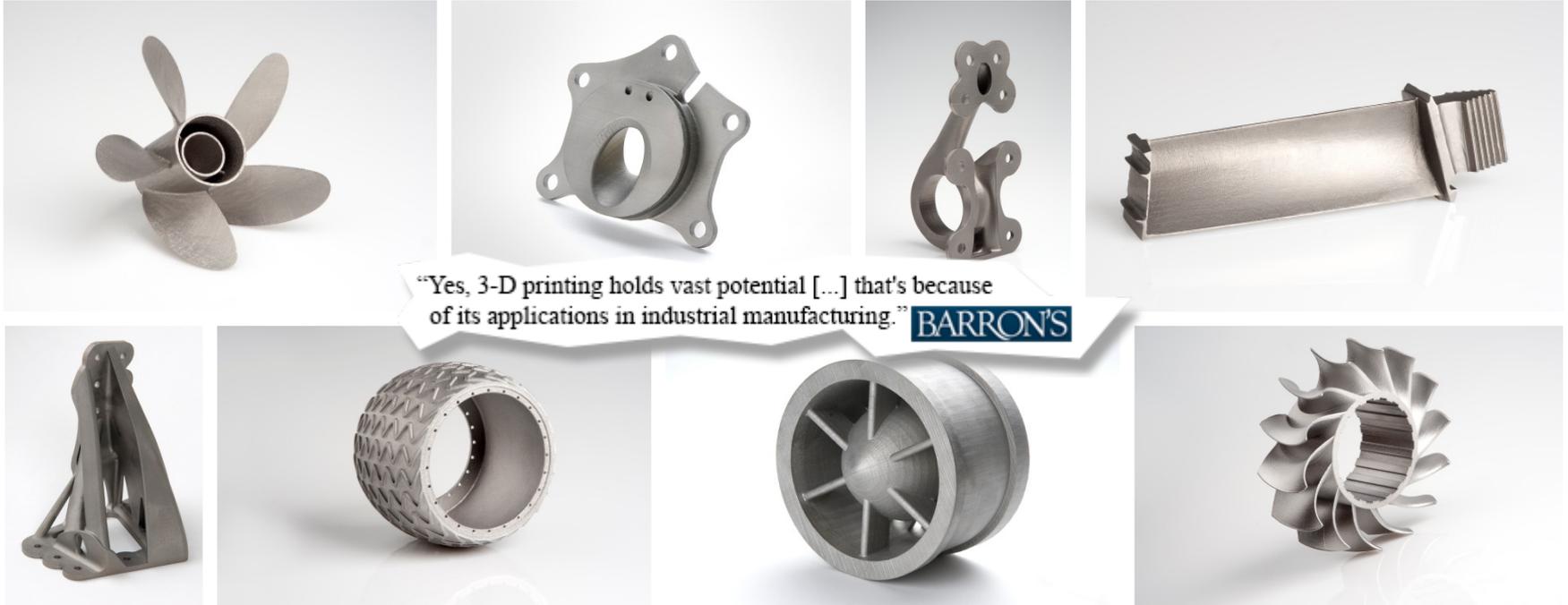


# SLM Solutions – a leader in metal based 3D printing



Investors presentation on the Q1 Figures 2014

# Metal based 3D printing is for industrial applications – direct part manufacturing



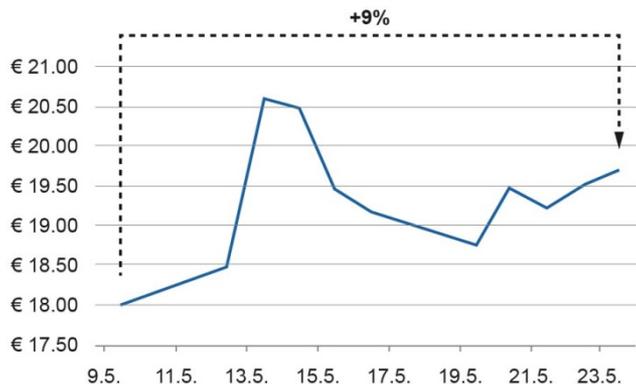
**Selective Laser Melting (SLM)** is a disruptive technology with significant potential to drive the evolution of manufacturing processes

# Perfect start after IPO

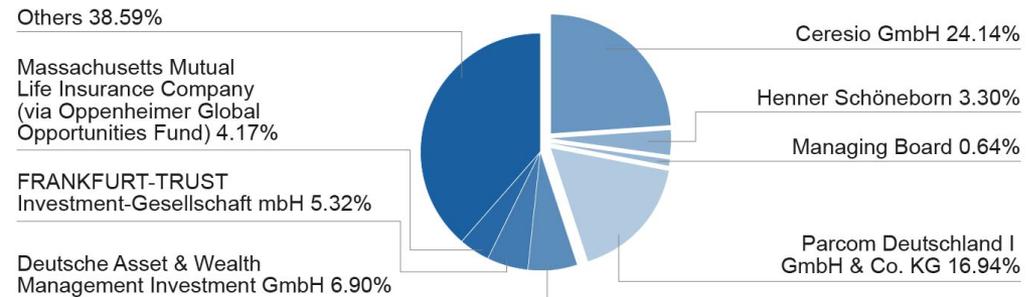
Up to 10,000,000 shares (including greenshoe) were allotted at EUR 18.00 to the regulated market of the Frankfurt Stock Exchange (Prime Standard)

Total gross proceeds of EUR 180 million (including greenshoe shares), thereof EUR 75 million by capital increase for SLM Solutions Group AG

## Share price development (as of May 23, 2014)



## Post-IPO shareholder structure (as of May 27, 2014)<sup>1)</sup>

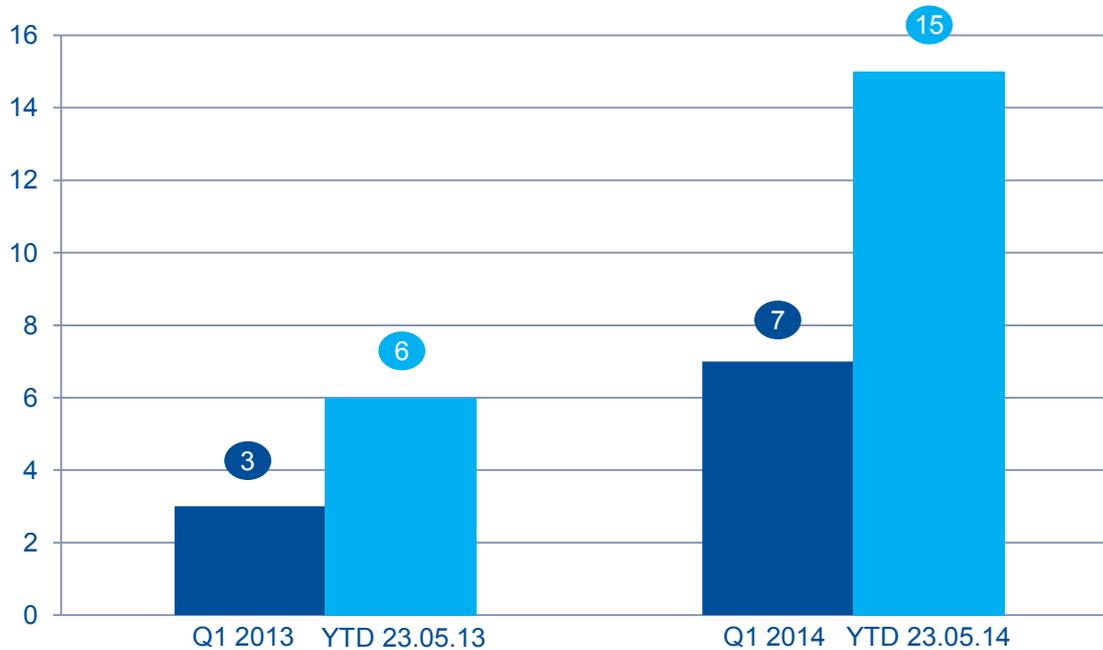


<sup>1)</sup> Further changes in the Post-IPO shareholder structure are possible if the greenshoe option is not exercised.

# Order intake more than doubled

## Order intake

# of machines



## Comments

- High order entry supports growth plans for 2014
- Increase in order backlog
- Better indication for growth than Q1 revenues

# Clear growth strategy focused on three initiatives

1

## Strengthening of sales force and services network

- Develop a global platform with local presence
- Expand sales presence in North America and Europe and establish a sales presence in Asia
- Develop new demo centers to promote brand awareness
- Focus on expanding service offering pre- and post sales

2

## Develop consumables business

- Develop metal powder business by adding manufacturing capabilities through acquisitions or partnerships

3

## Continued focus on R&D

- Increase efficiency
- Improve robustness and reliability
- Reduce total operating risk for customers

# Highlights (1/2)

	Unit	Q1 2013	Q1 2014	Change in % or % points
Revenue	TEUR	3,689	3,869	-4.7
Total output	TEUR	4,066	5,527	+35.9
Cost of materials	TEUR	2,302	3,004	+30.5
Cost of materials ratio (as % of total output)	%	56.6	54.4	-2.2
Personnel costs	TEUR	1,058	1,369	+29.4
Personnel costs ratio (as % of total output)	%	26.0	24.8	-1.2
Adjusted EBITDA	TEUR	-80	-233	
Adjusted EBITDA margin (as % of revenue)	%	-2.1	-6.3	-4.2
Consolidated net result	TEUR	-513	-1,401	
Earnings per share	EUR	-0.02	-0.10	
New order intake	No. of machines	3	7	+133.3
Machines sold	No. of machines	5	5	0

## Comments

- Fall in sales in the RP (RP = Rapid Prototyping) operating segment. In the company's core segment, the SLM segment (SLM = Selective Laser Melting), revenue was almost unchanged
- Cost of materials ratio (expressed as a percentage of total output) improved to 54.4% due to further efficiency gains and first successes in optimizing production
- Despite the higher number of employees of 84 as of March 31, 2014 (March 31, 2013: 59), the personnel cost ratio also reduced to 24.8% (Q1 previous year: 26.0%)
- Adjusted for all one-off expenses, including one-off effects (mainly advisory costs) of TEUR 119 and one-off IPO costs (preparatory, advisory and auditing costs) of TEUR 840
- Strong order intake of 15 machines in May 2014 (+150 %, May 2013: 6 machines)

# Highlights (2/2)

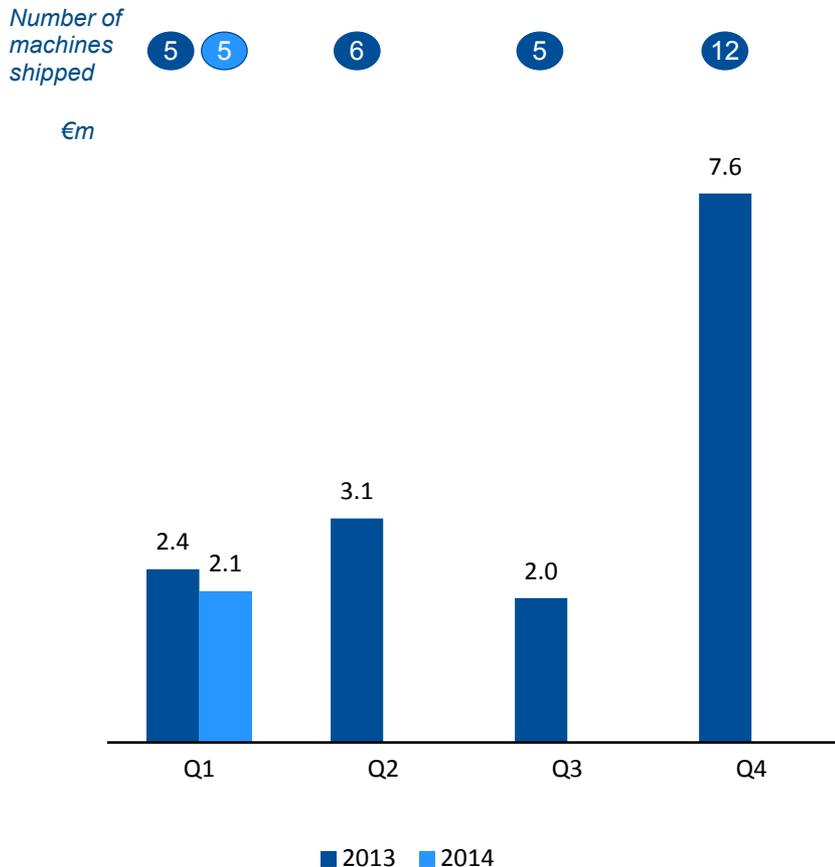
	Unit	Q1 2013	Q1 2014	Change in % or % points
Non-current assets	TEUR	21,026	21,209	+0.9
Current assets	TEUR	14,569	16,347	12.2
Equity ratio	%	41.3	58.0	+16.7
Total assets	TEUR	35,595	37,556	+5.5

## Comments

- Non-current assets consist mainly of intangible assets of TEUR 19,066 (December 31, 2013: TEUR 18,971), which are due to the purchase price allocation in connection with the acquisition of SLM Solutions GmbH, Luebeck
- Current assets rose to TEUR 16,547 (December 31, 2013: TEUR 14,569), chiefly reflecting the growth in inventories
- Change in the equity ratio chiefly reflects the contribution of existing loan and interest payment claims of the shareholder (Parcom Deutschland I GmbH & Co. KG) to the additional paid-in capital on February 28, 2014.

# Seasonality of business – Quarterly distribution of machine sales

## Quarterly shipment of machines and equivalent value



## Comments

- SLM Solutions' business is subject to seasonal fluctuations that are typical of its sector
- The first quarter is traditionally the weakest quarter of the year. A significant proportion of order intake is frequently generated in the fourth quarter of the year.
- In both Q1 2013 and Q2 2014 SLM Solutions shipped 5 machines. Due to an unfavourable product mix (shipment of 2 more SLM 125 machines in Q1 2014) equivalent value declined
- Strong order intake as of May 23, 2014 indicates higher revenue for total FY 2014 – 15 vs. 6 machines

Note: Numbers represent only machine numbers and equivalent shipping value and can therefore differ from quarterly reporting going forward. This information is derived from internal accounting records for the years 2013 and 2014. The numbers are not audited and are derived solely from our internal accounting records. Deviations from numbers published for the first, second, third or fourth quarter in 2013 are possible due to different methods used for accruals. Historical seasonality is no guaranty of similar seasonal patterns in the future. Investors should not rely on our past results as an indication of our future performance

Source: Company information derived from internal reporting for the years 2013 and 2014; numbers are unaudited; revenue recognition based on shipment date

# Investment Highlights



- 1 Deep rooted 3D printing heritage
- 2 German engineering with a global reach
- 3 Enormous addressable market
- 4 Technological leadership position
- 5 Expanding blue chip customer base
- 6 Profitable growth
- 7 Clear growth strategy

## Q&A Session

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