Investor presentation on the H1 report 2015
Successful H1 2015

Order intake in TEUR almost tripled to TEUR 28,104

Order intake in number of machines doubled to 40

Revenue up 67 % to TEUR 18,121,
Machine Sales up 93 % to TEUR 15,209

Adjusted EBITDA margin down 3.3 percentage points to -2.4 %

Strong equity ratio of 83.1 %
Metal 3D printing for Additive Manufacturing is less volatile
Revenue guidance 2015 highly visible

As at June 30, 2015 ~ 69% to 76% of revenue guidance booked / billed

Order book as at June 30 2015 (shipping in 2015) EUR m
- 23.4

Revenue H1 15 EUR m
- 18.1

Booked & billed EUR m
- 41.6

Guidance 2015 EUR m
- 55-60
SLM machine business - Order intake breakdown

1) Based on orders since 2009 (HL-machines)

Repeat orders

Multi-machine orders

Multi-laser orders

Product-mix

Repeat
New

Multi-machine
Single-machine

Single-laser
Multi-laser

SLM125
SLM280
SLM500

# Machines

IN%
## H1 2015 Highlights (1/4)

- Focus on core business (Machine Sales)
- Revenue up 67 % to TEUR 18,121
- Machine Sales revenue up 93 % to TEUR 15,209
- Value of machines ordered in H1 almost tripled
- R&D personnel tripled to 39 FTE (H1 2014: 13 FTE)

<table>
<thead>
<tr>
<th>Unit</th>
<th>H1 2015</th>
<th>H1 2014</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>TEUR 18,121</td>
<td>10,830</td>
<td>+67.3</td>
</tr>
<tr>
<td>Machine Sales</td>
<td>TEUR 15,209</td>
<td>7,868</td>
<td>+93.3</td>
</tr>
<tr>
<td>After Sales</td>
<td>TEUR 2,912</td>
<td>2,962</td>
<td>-1.7</td>
</tr>
<tr>
<td>Total operating revenue</td>
<td>TEUR 25,074</td>
<td>13,504</td>
<td>+85.7</td>
</tr>
<tr>
<td>New order intake</td>
<td>No. of machines 40</td>
<td>20</td>
<td>+100.0</td>
</tr>
<tr>
<td>New order intake</td>
<td>TEUR 28,104</td>
<td>9,777</td>
<td>+187.5</td>
</tr>
<tr>
<td>Machines sold</td>
<td>No. of machines 27</td>
<td>15</td>
<td>+80.0</td>
</tr>
<tr>
<td>Personnel</td>
<td>FTE 184</td>
<td>94</td>
<td>+95.7</td>
</tr>
</tbody>
</table>
### H1 2015 Highlights (2/4)

<table>
<thead>
<tr>
<th>Unit</th>
<th>H1 2015</th>
<th>H1 2014</th>
<th>Change in % or % points</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cost of materials</td>
<td>TEUR</td>
<td>14,142</td>
<td>7,784</td>
</tr>
<tr>
<td>Cost of materials ratio (as % of total operating revenue)</td>
<td>%</td>
<td>56.4</td>
<td>57.6</td>
</tr>
<tr>
<td>Personnel costs*</td>
<td>TEUR</td>
<td>6,409</td>
<td>3,415</td>
</tr>
<tr>
<td>Personnel costs ratio* (as % of total operating revenue)</td>
<td>%</td>
<td>25.6</td>
<td>25.3</td>
</tr>
<tr>
<td>EBITDA*</td>
<td>TEUR</td>
<td>-440</td>
<td>98</td>
</tr>
<tr>
<td>EBITDA margin* (as % of revenue)</td>
<td>%</td>
<td>-2.4</td>
<td>0.9</td>
</tr>
<tr>
<td>Consolidated net result</td>
<td>TEUR</td>
<td>-2,214</td>
<td>-7,244</td>
</tr>
<tr>
<td>Earnings per share (basic)**</td>
<td>EUR</td>
<td>-0.12</td>
<td>-0.40</td>
</tr>
</tbody>
</table>

- Personnel costs H1 2015 adjusted for Retention Bonus (TEUR 1,282)
- Personnel costs H1 2014 adjusted for IPO Bonus (TEUR 5,650)
- EBITDA H1 2015 adjusted for Retention Bonus (TEUR 1,282)
- EBITDA H1 2014 adjusted for Retention Bonus (TEUR 282), IPO Bonus (TEUR 5,650) and IPO-related costs (TEUR 2,843)
- Strong increase in inventories of finished goods and work in progress in H1 2015: + 195.9 %
H1 2015 Highlights (3/4)

- Total assets as at June 30, 2015 mostly unchanged: TEUR 113,486 (December 31, 2014: TEUR 112,175)
- Intangible assets as at June 30, 2015: TEUR 19,288 (December 31, 2014: TEUR 18,747)
- Rise in Property, plant and equipment of TEUR 2,807 (Demo Center Luebeck included)
- Rise in Inventories as at June 30, 2015: +86.2 %
- Rise in Trade receivables as at June 30, 2015: +5.3 %
Total equity and liabilities as at June 30, 2015 mostly unchanged: TEUR 113,486 (December 31, 2014: TEUR 112,175)

Equity as at June 30, 2015: TEUR 94,329 (December 31, 2014: TEUR 97,045)

Rise in Trade payables as at June 30, 2015: + 28.0 %
Profitable growth delivered, 2015 guidance reiterated

<table>
<thead>
<tr>
<th>EUR million</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>11.9</td>
<td>17.5</td>
<td>21.6</td>
<td>33.6</td>
</tr>
<tr>
<td>EBITDA(^1)</td>
<td>1.2</td>
<td>1.9</td>
<td>2.5</td>
<td>4.5</td>
</tr>
<tr>
<td>EBITDA(^1) margin (in % of revenue)</td>
<td>10.0</td>
<td>11.1</td>
<td>11.5</td>
<td>13.4</td>
</tr>
</tbody>
</table>

- Revenue guidance: EUR 55 – 60 million
- Adj. EBITDA margin guidance: 12 – 13 %
- Order intake guidance: >100 machines

\(^1\) EBITDA adjusted for one-off costs related to entry of Parcom Deutschland \(\text{GmbH & Co. KG}\), one-off costs related to IPO and other non-recurring costs (unaudited). EBITDA 2014 adjusted for IPO-related expenses
Attractive free float, solid share price

*Pooling agreement: joint pursuit of interests pursuant to Section 22 (2) WpHG
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