1 At a glance
Overview FY2018/Outlook FY2019

- **YoY revenue decreased** by 13.1% to EUR 71.66 mn (FY2017: EUR 82.49 mn)
- **Total Operating Revenue increased** by 1.3% to EUR 84.41 mn (FY2017: EUR 83.35 mn)
- **New order intake in value terms** (adjusted by Frame Agreements signed in FY2017) increased by around 3.8% to EUR 56.03 mn (FY2017: EUR 54 mn), order intake without adjustments down by 66.9% compared y-o-y
- **Adjusted EBITDA** significantly down: EUR -7.03 mn (FY2017: EUR 1.97 mn)

- **New** CEO Mr. Meddah Hadjar appointed, effective May 01, 2019
- **Guidance for FY2019**: Revenue of EUR 95 m with break-even EBITDA
Share price development
**Shareholder Structure (March 25, 2019)**

- **Others 38.65%**
- **Allianz Global Investors GmbH 2.84%**
- **DWS Investment GmbH 2.95%**
- **Oppenheimer Global Opportunities Fund mit 5.56%**
- **Oppenheimer International Small-Mid Company Fund 5.56%**
- **Hans-Joachim Ihde (via Ceresio GmbH) 16.77%**
- **Uwe Bögershausen 0.13%**
- **DPE Deutsche Private Equity B.V. (über Parcom Deutschland I GmbH & Co. KG) 4.67%**
- **Elliott International Limited 22.87%**

*To interpret the voting rights announcements: Shares attributed to Mr. Paul E. Singer from Elliott International Limited through the subsidiary Cornwall GmbH & Co. KG*
Leads value further increased

Leads value [EURm]

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Value (EURm)</th>
<th>Change (%)</th>
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</thead>
<tbody>
<tr>
<td>Q1/18</td>
<td>344</td>
<td></td>
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<tr>
<td>Q2/18</td>
<td>385</td>
<td></td>
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<td>Q3/18</td>
<td>422</td>
<td>+90.70%</td>
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<tr>
<td>Q4/18</td>
<td>440</td>
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<td>Q1/19</td>
<td>656</td>
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Financial Highlights
Order Intake adjusted by Frame Agreements slightly up y-o-y

Per-quarter order entry (machines) and average order value (EUR mn)

- SLM Solutions received orders for **92 machines in 2018** (2017: 91 machines), adjusted by Frame Agreements
- Thereof 59% **multi-laser machines** (2017: 56%)
2018 sales figures reflect valuable mix

(machines)

SLM280 remains „bread and butter business“
After Sales Business with further growth potential

Consolidated revenue (by segments; EUR mn)

- 78.5% of FY2018 revenues were generated by machine sales compared to 82.1% in FY2017
- 21.5% of FY2018 revenues were generated by after sales (including service revenue, replacement parts sales and merchandise sales) compared to 17.9% in FY2017
- After sales business with further growth potential
EBITDA margin significantly below FY2017

Higher personnel cost ratio (FY2018: 35.3%, FY2017: 32.0%)

Higher cost of materials ratio due to an increase of stocks (FY2018: 53.1%, FY2017: 46.3%)

EBITDA development from Q4/2017 not repeated due to missing top-line

Adjusted EBITDA (EUR mn / %)

- Adjusted EBITDA
- Adjusted EBITDA margin

Q1/17  Q2/17  Q3/17  Q4/17  Q1/18  Q2/18  Q3/18  Q4/18
Working Capital increased

- Working Capital significantly increased in Q4/2018: EUR 61.68 mn
- Main reason for increase of Working Capital: Increase of inventories
- Build-to-Order strategy to support decrease of Working Capital and generation of Cash-Flow
Increasing Customer Base and increasing number of machines under service contracts

Customer Base developed by +44% from 218 Customers to 315 Customers between 2016 and 2018

82 customers with more than one machine (42 in 2016)

Service contracts in place (# contracts)
Business Split 2018 – machines sold

**Sales by region**
- EMEA: 35%
- North America: 6%
- ROW: 17%
- APAC: 6%

**Repeat sales**
- New sales: 57%
- Repeat sales: 42%

**Multilaser sales**
- Multilaser: 58%
- Single laser: 41%

**Sales by machine type**
- SLM 280: 62%
- SLM 125: 18%
- SLM 500: 20%

**Multi-machine sales**
- Single machine sales: 78%
- Multi-machine sales: 22%
3 Strategic Outlook
Currently under review by the Executive Board

- Expansion of sales and after sales capabilities
- Advisory teams focusing on supporting customers to ramp up serial production
- Refinement of machines – better user-friendliness
Revenues expected of around EUR 95 mn, highly depending on Q4

Break-even adjusted EBITDA expected

Pursuing multiple leads on new customers and multi-machine orders to capture the momentum

Long-term Vision of EUR 500 mn with a positive EBITDA-Margin of around 20% confirmed, but strategy to be reviewed

Focus remains on long-term frame contracts and collaboration agreements; overall: “tight” and long-term relationship with customers

Product mix will include more production-oriented machines
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