

Growth on a broad basis

9M Report 2016





## Key share data

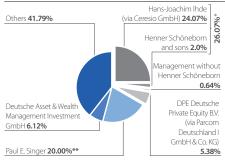
| Ticker/ISIN   | AM3D/<br>DE000A111338 |
|---|-----------------------|
| Number of shares  | 17,980,867            |
| Closing price (30/09/2016)*                                       | 42.12 EUR             |
| Share price performance<br>(LTM as of 30/09/2016)                 | 186.0%                |
| TecDAX index performance<br>(LTM as of 30/09/2016)                | 1.5%                  |
| STOXX Global 3D Printing index performance (LTM as of 30/09/2016) | 24.8%                 |
| Market capitalisation (30/09/2016)                                | 757.4 Mio. EUR        |

<sup>\*</sup>Closing price on the Xetra trading system of Deutsche Börse AG

## Share price chart



#### Shareholder structure



Pooling agreement: joint pursuit of interests pursuant to Section 22 (2) WpHG
 Voting rights are attributed to Mr. Singer by subsidiary Cornwall GmbH & Co. KG (20,0002%)

#### **Events**

German Equity Capital Forum, November Sheraton Frankfurt Airport Hotel 21–23, 2016 and Conference Center

#### Letter from the CEO

Dear shareholders, customers, business partners and colleagues,

The market for additive manufacturing is on the move. The attempt by our important customer General Electric to take over all of the shares in SLM Solutions highlights the fact that additive manufacturing is becoming increasingly prevalent, and is strategically important to large industrial companies.

In the final instance, this takeover offer was not accepted by the majority of our shareholders, despite the backing of the Management and Supervisory boards. As a consequence, we will continue on our successful growth path as an independent company, relying on the strength of our products and services as well as the strength of our team. We will continue to increasingly optimise SLM Solutions' highly productive multilaser machines, which currently offer up to four lasers working in parallel. At the same time, we are developing ourselves step-by-step into a comprehensive solutions provider for the additive manufacturing of metal components. The joint ventures for metal powders and software that we founded this year represent important milestones in this context. We aim to continue to play a leading role in the rapid advance of additive manufacturing of high-quality metal components – this is what spurs us on.

SLM Solutions' growth continued during the first nine months of this year. New order intake during this period was up by 31.3% in terms of the number of machines sold, while the value of the related orders increased by 17.4%. In the third quarter, new order intake was up by 16.7% according to the number of machines sold, and by 39.7% in terms of value.

Revenue during the first nine months stood 43% above the previous year's level, despite third-quarter revenue contracting by 6% compared with the previous year. During the first three quarters, SLM Solutions has thereby continued to outpace the market for additive manufacturing, which is estimated to have grown by around 30% according to the sector report issued by Wohlers Associates.

The discussions with GE incurred some one-off effects during the quarter elapsed. Adjusted EBITDA amounted to EUR -1.95 million for the first nine months of the year, compared with EUR 0.51 million in the previous year.

We are of the opinion that we can still achieve the targets for the year we announced in the spring. As in previous years, however, reaching these targets depends particularly on the course of the fourth quarter, during which the important sector trade fair, formnext, will be held in Frankfurt. We look forward to welcoming you to our stand and personally discussing the dynamic developments in additive manufacturing.

On behalf of the entire Management Board, I would like to thank our esteemed clients, partners and employees whose confidence in our company provides us with sustainable support for our further developments.

Lübeck, November 3, 2016

Dr. Markus Rechlin



# Highlights

|   | Unit     | Q3/2016 | Q3/2015 | Change      | 9M/2016 | 9M/2015 | Change     |
|---|----------|---------|---------|-------------|---------|---------|------------|
| Revenue                                     | TEUR     | 14,884  | 15,804  | -5.8%       | 48,400  | 33,925  | +42.7%     |
| Total operating revenue                     | TEUR     | 16,854  | 19,033  | -11.5%      | 58,555  | 44,107  | +32.8%     |
| Adjusted EBITDA*'**                         | TEUR     | -972    | 945     |             | -1,953  | 505     |            |
| Adjusted EBITDA margin (as% of revenue)*'** | %        | -6.5    | 6.0     | -12.5 %-pts | -4.0    | 1.5     | -5.5 %-pts |
| Consolidated net profit/loss                | TEUR     | -3,142  | 272     |             | -5,420  | -1,942  |            |
| Earnings per share<br>(basic/undiluted)     | EUR      | -0.17   | 0.02    |             | -0.30   | -0.11   |            |
| Total assets                                | TEUR     | 115,338 | 115,678 |             | 115,338 | 115,678 |            |
| Equity ratio                                | TEUR     | 80.6    | 81.8    | -1.2 %-pts  | 80.6    | 81.8    | -1.2%-pts  |
| Order Intake                                | machines | 28      | 24      | +16.7%      | 84      | 64      | +31.3%     |
| Order Intake                                | TEUR     | 19,084  | 13,662  | +39.7%      | 49,040  | 41,766  | +17.4%     |



#### **Business progress**

During the first nine months of the 2016 fiscal year, SLM Solutions received orders for 84 machines, compared with 64 machines in the prior-year period. This corresponds to a 31.3% growth rate.

The order value amounts to TEUR 49,040, compared to TEUR 41,766 during the first nine months of the previous fiscal year. This corresponds to a 17.4% growth rate.

During the third quarter of 2016 fiscal year, SLM Solutions won orders for 28 machines, compared with 24 machines in the previous-year period. This represents an increase of 16.7%. The machines ordered included 19 multi laser machines (Q3/2015: 12 machines).

The previous year's positive trend continues as a consequence. The value of the machines ordered in the third quarter of 2016 stands at TEUR 19,084, reflecting a rise of 39.7% compared with the prior-year equivalent period (previous year: TEUR 13,662).

The order book position comprised 22 machines on September 30, 2016, with a value of TEUR 13,941 (previous year: 31 machines with a value of TEUR 23,796).

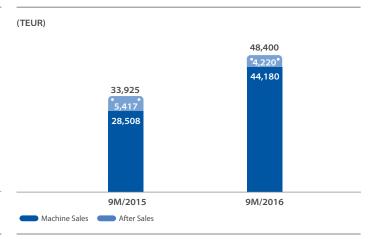
The revenue TEUR 48,400 reported for the first nine months of the 2016 fiscal year was generated by the segments "Machine Sales" (sale of machines and accessories) and "After Sales" (service revenue, replacement parts sales and merchandise revenue). The "Machine Sales" segment accounted for TEUR 44,180 (previous year: TEUR 28,508), and consequently 91.3%, of total Group revenue (previous year: 84.0%). The "After Sales" area generated TEUR 4,220 of revenue (previous year: TEUR 5,417), consequently 8.7% of the total (previous year: 16.0%).

During the period under review, the Group advanced its entry into the powders business, in order to be able to supply exactly the right consumables for given customer applications in the additive manufacturing process. In July 2016, 3D Metal Powder GmbH was formed together with the main shareholder of TLS Spezialpulver. This company will advance the development, production and processing of special metallic powders. The plan is to initially create manufacturing capacity to produce 100 tonnes of aluminium powder per year.

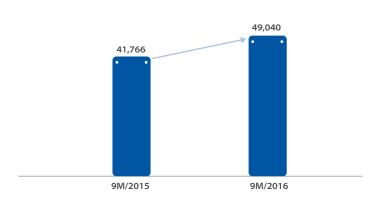
#### Order intake 9M/2016

# (Number of Machines) 84 64 9M/2015 9M/2016

## Consolidated revenue (segments) 9M/2016



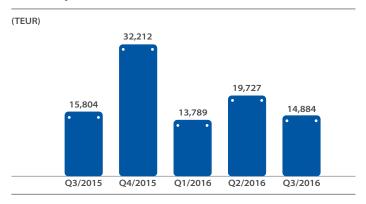
#### Order Value 9M / 2016





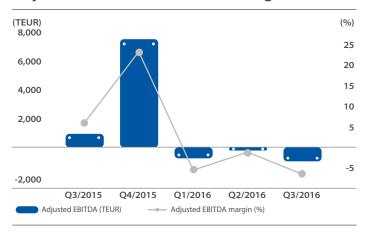
## **Economic and business report**

#### Development consolidated revenue



- Consolidated revenue of TEUR 48,400 during the first nine months of 2016 was up by +42.7 % year-on-year (9M/2015: TEUR 33,925).
- Consolidated revenue of TEUR 14,884 in the third quarter of 2016 was down -5.8% year-on-year (Q3/2015: TEUR 15,804) due to the takeover offer published in the third quarter.
- Total operating revenue of TEUR 58,555 during the first nine months increased by +32.8% year-on-year (9M/2015: TEUR 44,107).
- Total operating revenue of TEUR 16,854 in the third quarter of 2016 was down -11.4% year-on-year (Q3/2015: TEUR 19,033).
- As revenue fluctuates seasonally, the management is of the view that a rolling observation of a full-year period is more meaningful: Cumulative revenue for the last twelve months as of the September 30, 2016 reporting date (LTM) amounts to TEUR 80,612, above the level for the 2015 fiscal year elapsed (TEUR 66,137).

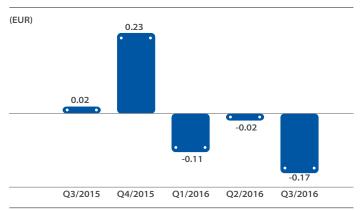
#### Adjusted EBITDA and EBITDA margin



- EBITDA, personnel costs and other operating expenses during the first nine months of 2016 are adjusted for one-off costs for the employee loyalty program (Retention Bonus) of TEUR 387 (9M/2015: TEUR 1,455) and one-off expenses for transaction costs of TEUR 416 (9M/2015: TEUR 0).
- EBITDA, personnel costs and other operating expenses in the third quarter of 2016 are adjusted for one-off costs for the employee loyalty program (Retention Bonus) of TEUR 78 (Q3/2015: TEUR 172) and one-off expenses for transaction costs of TEUR 416 (Q3/2015: TEUR 0).
- Adjusted personnel cost ratio (in relation to total operating revenue) for the first nine months of 2016 rises to 28.2% due to higher number of employees (9M/2015: 24.0%).
- Adjusted personnel cost ratio (in relation to total operating revenue) for Q3/2016 increases to 29.7% due to higher number of employees (Q3/2015: 21.9%).
- Cost of materials ratio (in relation to total operating revenue) for the first nine months of 2016 of 57.0% down year-on-year as a consequence of continuing process optimization in the operational area and economies of scale (Q3/2015: 58.2%).
- Cost of materials ratio (in relation to total operating revenue) for Q3/2016 of 52.2% reduce year-on-year due to continuing process optimization in the operational area and economies of scale (Q3/2015: 60.6%).
- Adjusted EBITDA in relation to the last twelve months as of reporting date (LTM) amounts to TEUR 5,591 and 6.9% in relation to LTM consolidated revenue of TEUR 80,612.



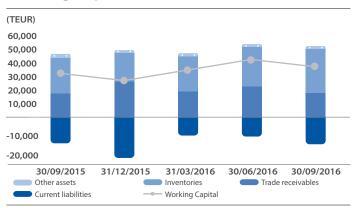
## Earnings per share (basic)



- Net financial result for the first nine months of 2016 was down to TEUR -289 due to attribution of results from the interests in SLM Solutions Software GmbH and 3 D Metal Powder GmbH (9M/2015: TEUR -125).
- Net financial result for Q3/2016 was down to TEUR -183 for the same reason (Q3/2015: TEUR -38).
- Tax income for the first nine months of 2016 amounted to TEUR 1,693 and was above the previous year value (9M/2015: TEUR 1,308).
- Tax income for Q3/2016 amounted to TEUR 235 and was below the previous year value (Q3/2015: TEUR 408).
- Net result for the first nine months of 2016 amounted to TEUR -5,420 and was below the previous year value (9M/2015: TEUR -1,942). The main reasons had been the mentioned extraordinary effects during the period under review and the declining revenue in Q3/2016.
- Net result for Q3/2016 amounted to TEUR -3,142 and was below the previous year value for the same reason (Q3/2015: TEUR 272).

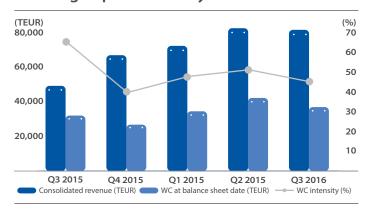


#### **Working Capital**



- Working capital of TEUR 36,494 as of the reporting date in relation to LTM consolidated revenue of TEUR 80,612 equivalent to improving working capital intensity of 45.3 %.
- Inventories as of September 30, 2016, up 12.3% compared with Q2/2016 to reach TEUR 33,173 (June 30, 2016: TEUR 29,533).
- Trade receivables drop 21.9% compared with Q2/2016 to a level of TEUR 17.614 (June 30, 2016: TEUR 22.538).
- Other Assets (financial and non-financial) drop 7.5% compared with O2/2016 to a level of TEUR 2.229 (June 30, 2016; TEUR 2.409).
- Trade payables and other liabilities (financial and non-financial) increase 62.8% compared with Q2/2016 to TEUR 15,993 (June 30, 2016: TEUR 9,827).

#### **Working Capital-Intensity**



## **Events after the balance sheet date**

Between the end of the reporting period and the date when the contents of this report were prepared on November 3, 2016, the following events of particular significance occurred that could have effects on the financial position and performance:

The takeover offer that GE Germany Holdings published on September 26, 2016, to the shareholders of SLM Solutions Group AG expired on October 24, 2016, 24:00 hours (local time in Frankfurt am Main). With the failure to reach the minimum acceptance threshold of 75% of SLM shares outstanding, one of the completion conditions failed to be met, and the offer then lapsed.

## **Forecast**

The company is of the view that the targets for the year for the key management metrics of revenue and adjusted EBITDA can still be met (revenue in a range between TEUR 85,000 and TEUR 90,000; slightly higher EBITDA margin [in relation to revenue] after adjusting for extraordinary items), although, as in the previous year, these are particularly dependent on progress during the fourth quarter of 2016, during which the important sector trade fair, formnext, will be held in Frankfurt.



## Consolidated income statement (January 1 to September 30, 2016)

| in TEUR  | 01/01/-<br>30/09/2016 | 01/01/-<br>30/09/2015 | 01/01/-<br>31/12/2015 |
|--|-----------------------|-----------------------|-----------------------|
| Revenue  | 48,400                | 33,925                | 66,137                |
| Increase in inventories of finished goods and work in progress | 7,499                 | 8,901                 | 8,434                 |
| Other work performed by the company and capitalised            | 2,656                 | 1,281                 | 4,082                 |
| Total operating revenue  | 58,555                | 44,107                | 78,654                |
| Cost of materials  | -33,371               | -25,677               | -42,265               |
| Gross profit   | 25,184                | 18,430                | 36,388                |
| Personnel costs  | -16,891               | -12,023               | -16,788               |
| Other operating income   | 616                   | 1,277                 | 1,557                 |
| Other operating expenses                                       | -11,665               | -8,633                | -14,298               |
| EBITDA   | -2,756                | -950                  | 6,860                 |
| Depreciation, amortisation and impairment losses               | -4,068                | -2,174                | -3,250                |
| Operating profit or loss (EBIT)                                | -6,824                | -3,124                | 3,610                 |
| Result from equity accounted investments                       | -128                  | 0                     | 0                     |
| Interest and similar expenses                                  | -180                  | -205                  | -111                  |
| Other interest and similar income                              | 19                    | 80                    | 97                    |
| Earnings before tax (EBT)                                      | -7,113                | -3,250                | 3,595                 |
| Income taxes   | 1,693                 | 1,308                 | -1,435                |
| Consolidated net profit/loss                                   | -5,420                | -1,942                | 2,160                 |
| Number of shares in millions                                   | 18.0                  | 18.0                  | 18.0                  |
| Earnings per share, basic (undiluted), in EUR*                 | -0.30                 | -0.11                 | 0.12                  |
| Earnings per share, diluted, in EUR                            | -0.30                 | -0.11                 | 0.12                  |

<sup>\*</sup> Calculated with 17,980,867 shares for ease of comparison (2015: 17,980,867 shares)



# Consolidated statement of comprehensive income (January 1 to September 30, 2016)

| in TEUR   | 01/01/-<br>30/09/2016 | 01/01/-<br>30/09/2015 | 01/01/-<br>31/12/2015 |
|---|-----------------------|-----------------------|-----------------------|
| Consolidated net profit/loss  | -5,420                | -1,942                | 2,160                 |
| Income / expenses not to be reclassified to the income statement in the future: |                       |                       |                       |
| Actuarial gains and losses  | -608                  | 0                     | 226                   |
| Income / expenses that are recycled to the income statement in the future:      |                       |                       |                       |
| Income/expenses from currency translation                                       | -43                   | 52                    | 83                    |
| Other comprehensive income  |                       |                       | 309                   |
| Total comprehensive income  | -6,070                | -1,890                | 2,469                 |
| Attribution of total comprehensive income:                                      |                       |                       |                       |
| Shareholders of SLM Solutions Group AG  | -6,070                | -1,890                | 2,469                 |
|   |                       |                       |                       |



# Consolidated income statement (July 1 to September 30, 2016)

| in TEUR  | 01/07/-<br>30/09/2016 | 01/07/-<br>30/09/2015 | 01/01/-<br>31/12/2015 |
|--|-----------------------|-----------------------|-----------------------|
| Revenue  | 14,884                | 15,804                | 66,137                |
| Increase in inventories of finished goods and work in progress | 1,558                 | 2,780                 | 8,434                 |
| Other work performed by the company and capitalised            | 412                   | 450                   | 4,082                 |
| Total operating revenue  | 16,854                | 19,033                | 78,654                |
| Cost of materials  | -8,791                | -11,536               | -42,265               |
| Gross profit   | 8,063                 | 7,497                 | 36,388                |
| Personnel costs  | -5,086                | -4,332                | -16,788               |
| Other operating income   | 116                   | 514                   | 1,557                 |
| Other operating expenses                                       | -4,559                | -2,907                | -14,298               |
| EBITDA   | -1,466                | 773                   | 6,860                 |
| Depreciation, amortisation and impairment losses               | -1,728                | -871                  | -3,250                |
| Operating profit or loss (EBIT)                                | -3,194                | -98                   | 3,610                 |
| Result from equity accounted investments                       | -72                   | 0                     | 0                     |
| Interest and similar expenses                                  | -122                  | -96                   | -111                  |
| Other interest and similar income                              | 11                    | 58                    | 97                    |
| Earnings before tax (EBT)                                      | -3,377                | -136                  | 3,595                 |
| Income taxes   | 235                   | 408                   | -1,435                |
| Consolidated net profit/loss                                   | -3,142                | 272                   | 2,160                 |
| Number of shares in millions                                   | 18.0                  | 18.0                  | 18.0                  |
| Earnings per share, basic (undiluted), in EUR*                 | -0.17                 | 0.02                  | 0.12                  |
| Earnings per share, diluted, in EUR                            | -0.17                 | 0.02                  | 0.12                  |

<sup>\*</sup> Calculated with 17,980,867 shares for ease of comparison (2015: 17,980,867 shares



# Consolidated statement of comprehensive income (July 1 to September 30, 2016)

| in TEUR   | 01/07/-<br>30/09/2016 | 01/07/-<br>30/09/2015 | 01/01/-<br>31/12/2015 |
|---|-----------------------|-----------------------|-----------------------|
| Consolidated net profit/loss  | -3,142                | 272                   | 2,160                 |
| Income / expenses not to be reclassified to the income statement in the future: |                       |                       |                       |
| Actuarial gains and losses  | 0                     | 0                     | 226                   |
| Income / expenses that are recycled to the income statement in the future:      |                       |                       |                       |
| Income/expenses from currency translation                                       | 8                     | 44                    | 83                    |
| Other comprehensive income  |                       |                       | 309                   |
| Total comprehensive income  | -3,134                | 316                   | 2,469                 |
| Attribution of total comprehensive income:                                      |                       |                       |                       |
| Shareholders of SLM Solutions Group AG  | -3,134                | 316                   | 2,469                 |
|   |                       |                       |                       |



## **Consolidated balance sheet**

| inTEUR                               | 30/09/2016 | 30/09/2015 | 31/12/2015 |
|--------------------------------------|------------|------------|------------|
| Assets                               |            |            |            |
| Cash and cash equivalents            | 23,734     | 41,391     | 39,920     |
| Trade receivables                    | 17,614     | 17,472     | 26,341     |
| Other financial assets               | 7          | _          | 5,179      |
| Inventories                          | 33,173     | 26,629     | 21,663     |
| Current tax receivables              | 96         | 204        | 120        |
| Other assets                         | 2,223      | 3,039      | 1,989      |
| Total current assets                 | 76,846     | 88,736     | 95,212     |
| Intangible assets                    | 20,817     | 20,428     | 21,638     |
| Property, plant and equipment        | 17,023     | 6,154      | 13,032     |
| Equity accounted investments         | 361        | _          | 0          |
| Other assets and deferred tax assets | 291        | 360        | 37         |
| Total non-current assets             | 38,492     | 26,943     | 34,708     |
| Total assets                         | 115,338    | 115,678    | 129,920    |

| in TEUR                         | 30/09/2016 | 30/09/2015 | 31/12/2015 |
|---------------------------------|------------|------------|------------|
| Equity and liabilities          |            |            |            |
| Trade and other payables        | 8,780      | 13,943     | 11,121     |
| Other financial liabilities     | 7,213      | 64         | 9,849      |
| Provisions                      | 530        | 1,485      | 2,551      |
| Total current liabilities       | 16,524     | 15,492     | 23,521     |
| Pension and similar obligations | 5,440      | 4,828      | 4,375      |
| Deferred tax liabilities        | 418        | 90         | 2,497      |
| Provisions                      | 22         | 623        | 522        |
| Total non-current liabilities   | 5,880      | 5,542      | 7,394      |
| Subscribed share capital        | 17,981     | 17,981     | 17,981     |
| Additional paid-in capital      | 85,041     | 85,041     | 85,041     |
| Retained earnings               | -9,094     | -7,777     | -3,675     |
| Other reserves                  | -993       | -600       | -343       |
| Total equity                    | 92,934     | 94,645     | 99,004     |
| Total equity and liabilities    | 115,338    | 115,678    | 129,920    |



## **Consolidated cash flow statement**

| in TEUR   | 01/01/-<br>30/09/2016 | 01/01/-<br>30/09/2015 | 01/01/-<br>31/12/2015 |
|---|-----------------------|-----------------------|-----------------------|
| Consolidated net profit/loss  | -5,420                | -1,942                | 2,160                 |
| Depreciation, amortisation and impairment losses  | 4,068                 | 2,174                 | 3,250                 |
| Interest expenses   | 180                   | 205                   | 111                   |
| Interest income   | -19                   | -80                   | -97                   |
| Tax result as per income statement  | -1,693                | 0                     | 1,435                 |
| Non-cash income   | _                     | -597                  | 0                     |
| Non-cash expenses   | 110                   | 1,455                 | 1,277                 |
| Change in assets and liabilities  | -6,291                | -17,931               | -15,500               |
| Inventories   | -11,510               | -15,622               | -9,700                |
| Trade receivables   | 8,727                 | -5,325                | -14,151               |
| Pension liabilities   | 101                   | 285                   | -160                  |
| Trade payables  | -854                  | 2,999                 | 4,997                 |
| Provisions  | -2,519                | 205                   | -240                  |
| Other liabilities   | 0                     | 0                     | 3,856                 |
| Other assets and liabilities  | -236                  | -473                  | -103                  |
| Income taxes paid   | 0                     | 0                     | 0                     |
| Net cash provided by (used in) operating activities   | -9,065                | -16,715               | -7,364                |
| Purchases of property, plant and equipment and intangible assets  | -8,811                | -4,187                | -7,218                |
| Investments in development costs  | -2,656                | -1,281                | -4,082                |
| Cash inflows (and cash outflows) from the sale of participating interests, intangible assets, and property, plant and equipment | -611                  | 0                     | 0                     |
| Net cash provided by (used in) investing activities   | -12,078               | -5,467                | -11,300               |
| Other proceeds from shareholders  | 0                     | 0                     | 0                     |
| Capital injection from IPO  | 0                     | 0                     | 0                     |
| Repayment of debt   | 0                     | 0                     | -38                   |
| Interest paid   | -19                   | -15                   | -20                   |
| Cash inflows/outflows for fixed term deposit  | 5,002                 | 0                     | -5,002                |
| Net cash provided by (used in) financing activities   | 4,983                 | -15                   | -5,060                |
| Net increase (decrease) in cash and cash equivalents  | -16,160               | -22,197               | -23,724               |
| Currency-related change in cash and cash equivalents  | -27                   | 25                    | 81                    |
| Liquid assets at start of reporting period  | 39,920                | 63,563                | 63,563                |
| Liquid assets at end of reporting period  | 23,734                | 41,391                | 39,920                |
| Rent deposit  | -32                   | -32                   | -32                   |
| Cash and cash equivalents at end of reporting period  | 23,702                | 41,359                | 39,888                |



# Consolidated statement of changes in equity

| in TEUR                      | Subscribed<br>share capital | Additional<br>paid-in capital | Retained<br>earnings | Reserves<br>from foreign<br>currencies | Consolidated equity |
|------------------------------|-----------------------------|-------------------------------|----------------------|--|---------------------|
| Balance as of 01/01/2015     | 17,981                      | 85,551                        | -6,500               | 13                                     | 97,045              |
| Consolidated net profit/loss | -                           | _                             | -1,942               | _                                      | -1,942              |
| Exchange rate effects        | -                           | _                             | _                    | 52                                     | 52                  |
| Actuarial gains/losses       | -                           | _                             | _                    | -                                      | _                   |
| Other changes in equity      | -                           | -510                          | _                    | _                                      | -510                |
| Balance as of 30/09/2015     | 17,981                      | 85,041                        | -8,442               | 65                                     | 94,645              |
| Balance as of 01/01/2016     | 17,981                      | 85,041                        | -4,114               | 96                                     | 99,004              |
| Consolidated net profit/loss | -                           | _                             | -5,420               | _                                      | -5,420              |
| Exchange rate effects        | -                           | _                             | _                    | -43                                    | -43                 |
| Actuarial gains/losses       | -                           | _                             | -608                 | _                                      | -608                |
| Other changesin equity       | -                           | _                             | _                    | _                                      | _                   |
| Balance as of 30/09/2016     | 17,981                      | 85,041                        | -10,142              | 53                                     | 92,934              |



## **Segment Reporting**

Pursuant to IFRS 8, SLM Solutions Group AG is required to include segment reporting in the notes to its consolidated financial statements.

The composition of reportable segments has not changed compared with the previous year. On January 1, 2015, the "Machine Sales" and "After Sales" operating segments were identified as the main decision-makers

for internal reporting to the Management and Supervisory boards. The "Machine Sales" segment comprises purely machine sales deriving from the selective laser melting area, along with accessories, on the basis of new order intake. The "After Sales" segment consists of service revenues, spare parts sales and merchandise sales. Revenue and EBITDA comprise the central steering elements.

| 30/09/2016                                       |               |             |         |
|--|---------------|-------------|---------|
| in TEUR  | Machine Sales | After Sales | Total   |
| Revenue  | 44,180        | 4.220       | 48,400  |
| Deployment of merchandise                        | -24,791       | -4,093      | -28,884 |
| Gross profit                                     | 19,389        | 127         | 19,516  |
| Expenses   | -14,911       | -8,165      | -23,076 |
| EBITDA   | 4,478         | -8,038      | -3,560  |
| Depreciation, amortisation and impairment losses |               |             | -4,068  |
| Net interest result                              |               |             | -161    |
| Result from participating interests              |               |             | -128    |
| Income taxes                                     |               |             | 1,693   |
| Adjusted costs                                   |               |             | 804     |
| Consolidated net profit/loss                     |               |             | -5,420  |

| 30/09/2015                                       |               |             |         |
|--|---------------|-------------|---------|
| in TEUR  | Machine Sales | After Sales | Total   |
| Revenue  | 28,508        | 5,417       | 33,925  |
| Deployment of merchandise                        | -11,946       | -4,220      | -16,166 |
| Gross profit                                     | 16,562        | 1,197       | 17,759  |
| Expenses   | -15,267       | -4,898      | -20,165 |
| EBITDA   | 1,295         | -3,701      | -2,406  |
| Depreciation, amortisation and impairment losses |               |             | -2,174  |
| Net interest result                              |               |             | -125    |
| Result from participating interests              |               |             | 0       |
| Income taxes                                     |               |             | 1,308   |
| Adjusted costs                                   |               |             | 1,455   |
| Consolidated net profit/loss                     |               |             | -1,942  |

Along with depreciation, amortisation and impairment losses, significant non-cash expenses of TEUR 387 were incurred in the year under review in connection with the Retention Bonus (previous year: TEUR 1,455). The above-presented segment revenue relates to revenue generated from business with external customers. No significant transactions occurred between the segments.

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The report of the third quarter 2016 is also available in English. In case of differences the German version prevails. The digital version of the Annual Report and the Interim Reports can be downloaded at www.slm-solutions.de in the category "Investor Relations/Reports and Publications".