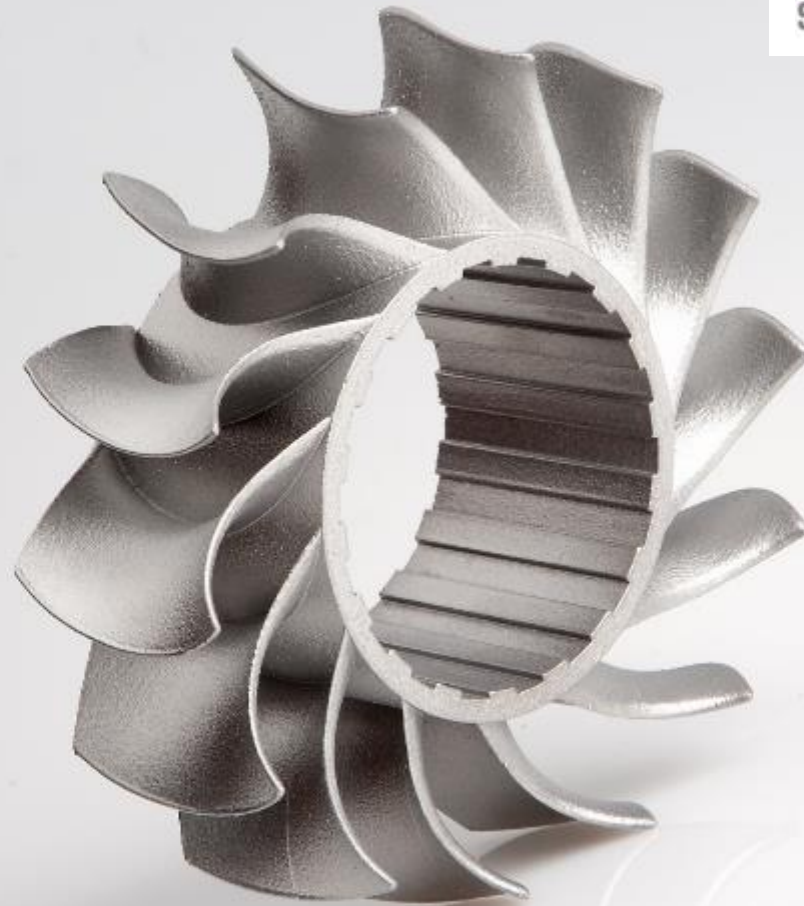
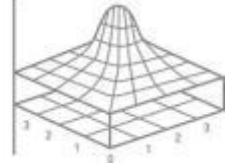


**SLM**  
SOLUTIONS



**Q1 2018  
Presentation**



1

**At a glance**

## ○ Overview Q1 2018

- **YoY revenue slightly decreased** by 6.1% to EUR 14.98 mn (Q1 2017: EUR 15.95 mn), but **Total Operating Revenue increased** by 34.8% to EUR 18.55 mn (Q1 2017: EUR 13.77 mn)
- **New order intake in value terms decreased** by 21.3% to EUR 8.86 mn (Q1 2017: EUR 11.26 mn), but **current order intake (01 January to 08 May 2018) increased by 34.3% to EUR 15.94 mn**
- **Adjusted EBITDA<sup>1)</sup> margin** almost on same level with -10.5% compared to -10% in Q1 2017, Net Results increased by 17.9% to EUR -3.12 mn (Q1 2017: EUR -3.80 mn)
- Successfully moved into our new facilities at the beginning of May 2018

1) Q1 2017: adjusted for Retention Bonus; no adjustments in Q1 2018

# ○ New Headquarters in Lübeck



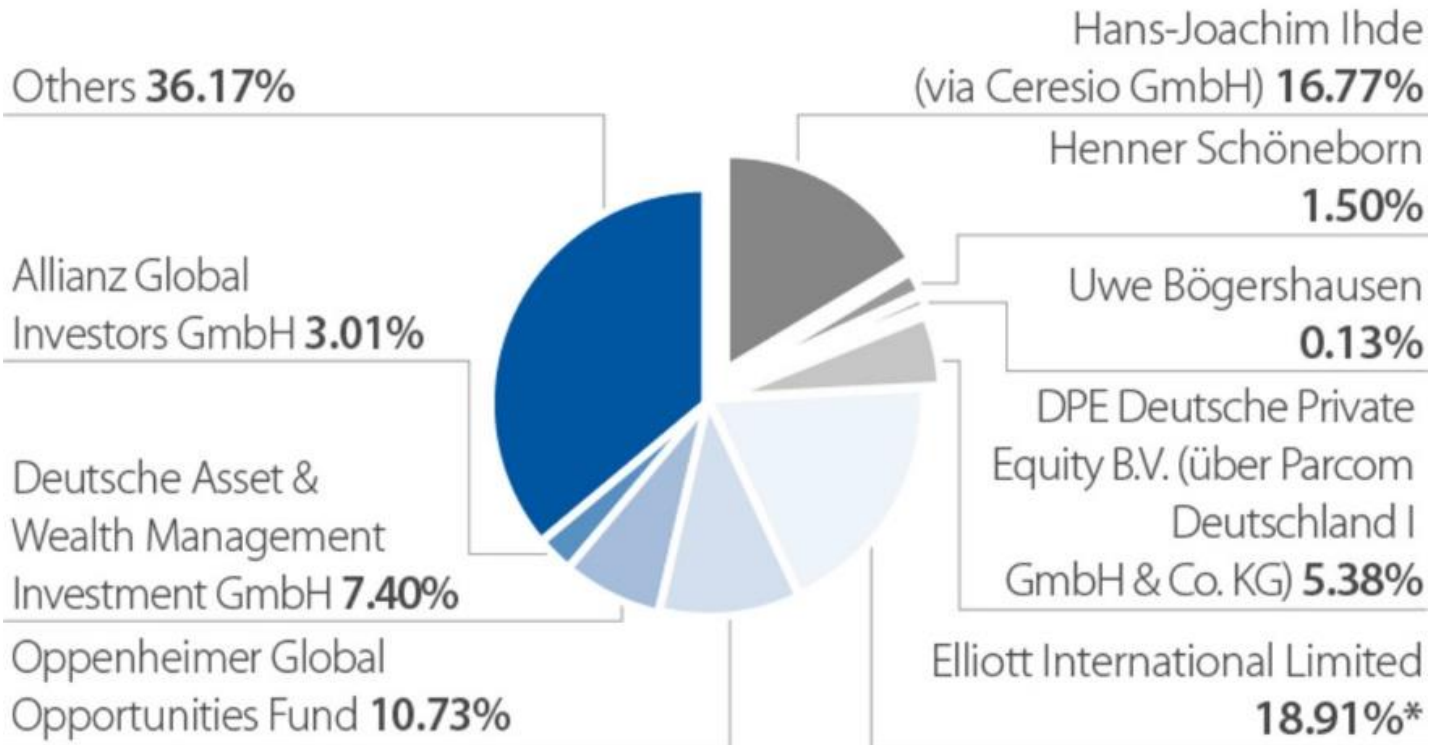
## ○ High volatility in share price



- SLM Solutions - TecDax - STOXX Global 3D Printing Tradable

Basis: 29 March 2018

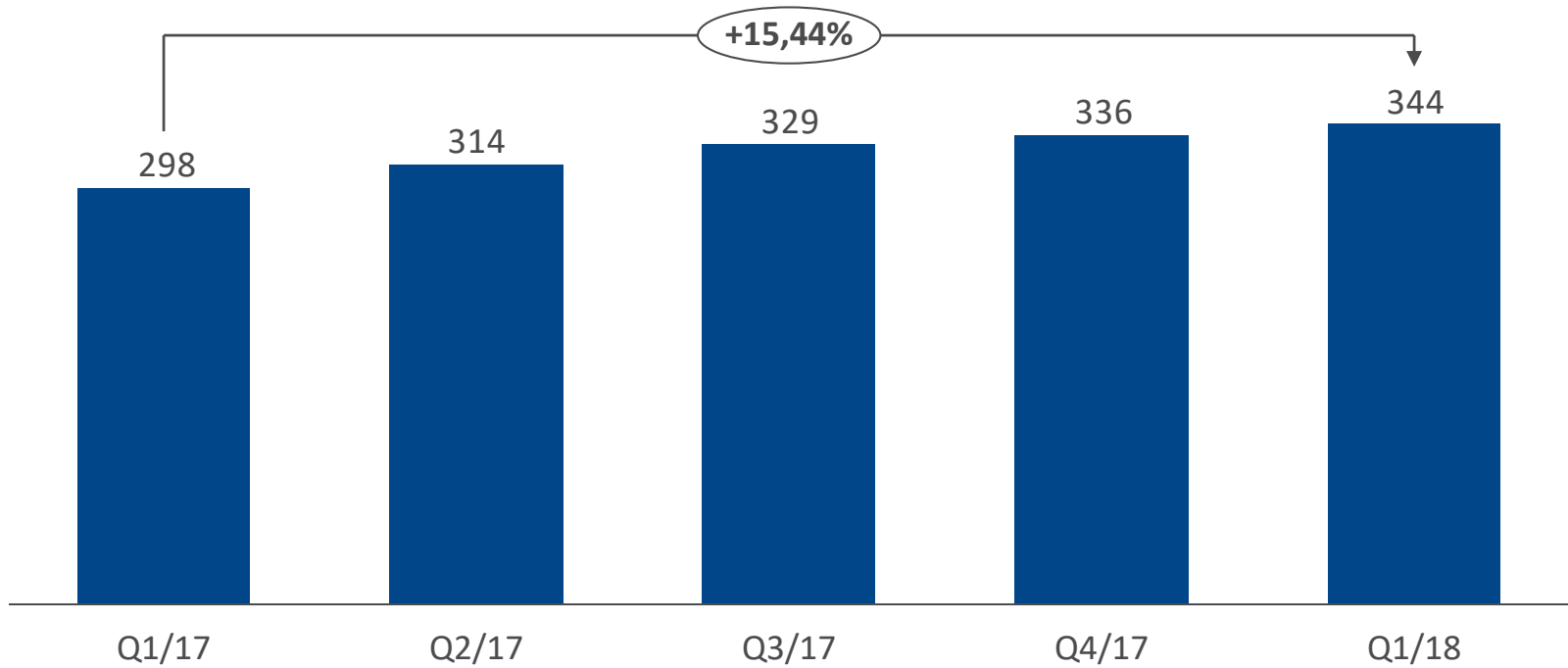
# ○ Shareholder Structure (March 29, 2018)



\*To interpret the voting rights announcements: Shares attributed to Mr. Paul E. Singer from Elliott International Limited through the subsidiary Cornwall GmbH & Co. KG (18.91%)

# ○ Sales prospects further increased

Leads value [EURm]





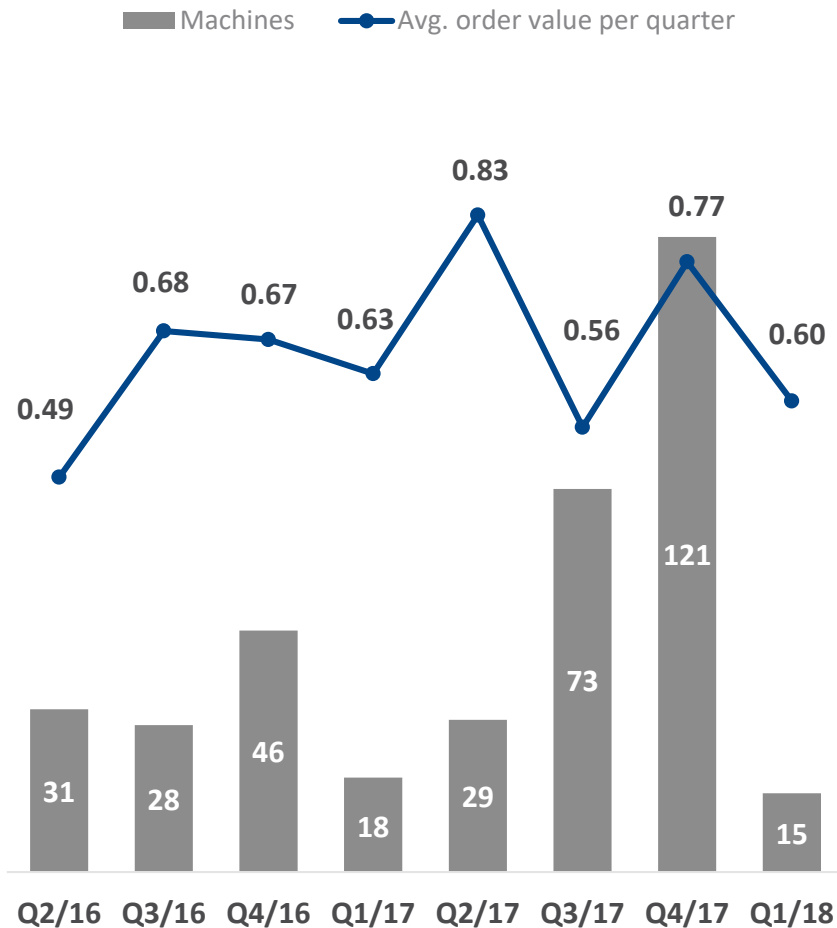
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# Financial Highlights



# Strong year-to-date Order Intake

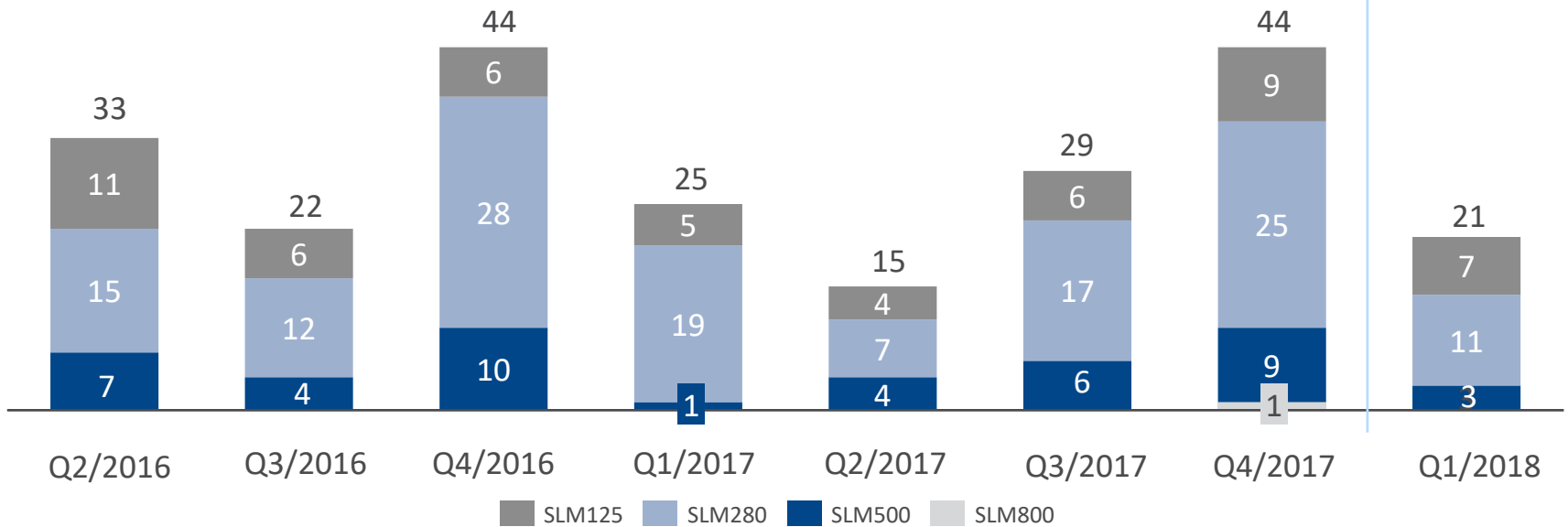
## Per-quarter order entry (machines) and average order value (EUR mn)



- SLM Solutions received orders for **15 machines in Q1/18** (Q1/17: 18)
- Thereof **53.3% multi-laser machines** (Q1/17: 38.9%)
- **Current order intake (Basis: 08 May 2018)** is at EUR 15.9 mn resp. 25 machines vs. EUR 11.8 mn. resp. 19 machines compared y-o-y

# ○ Q1 2018 sales figures reflect valuable mix

(machines)

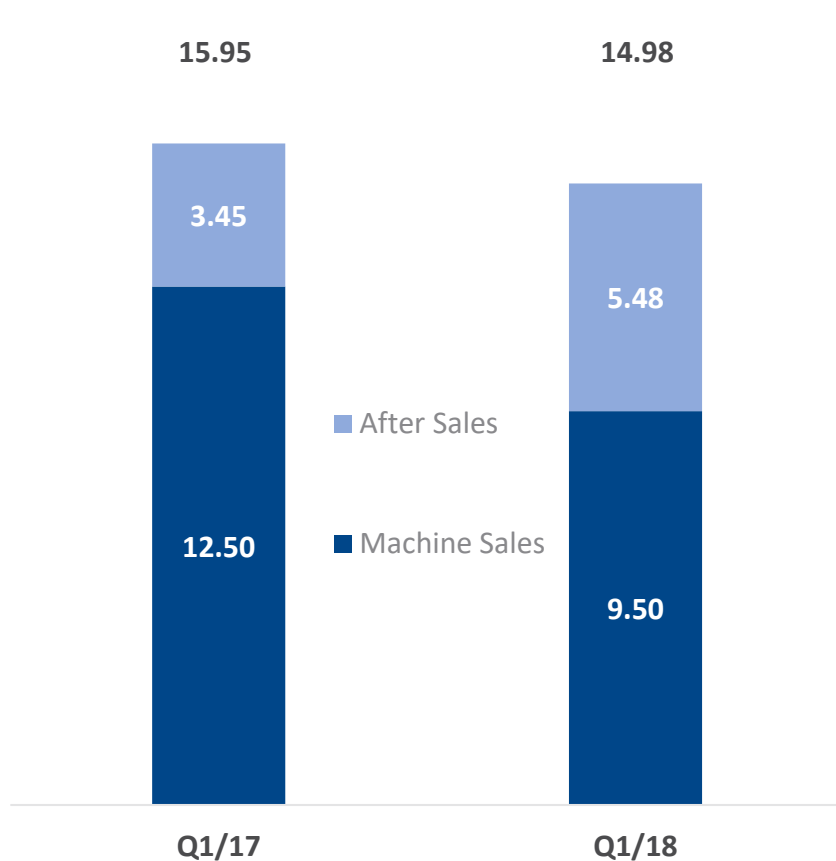


■ SLM280 remains „bread and butter business“

■ FY2018 results depending on Q4 2018

# ○ Change in Segment Reporting

## Consolidated revenue (by segments; EUR mn)

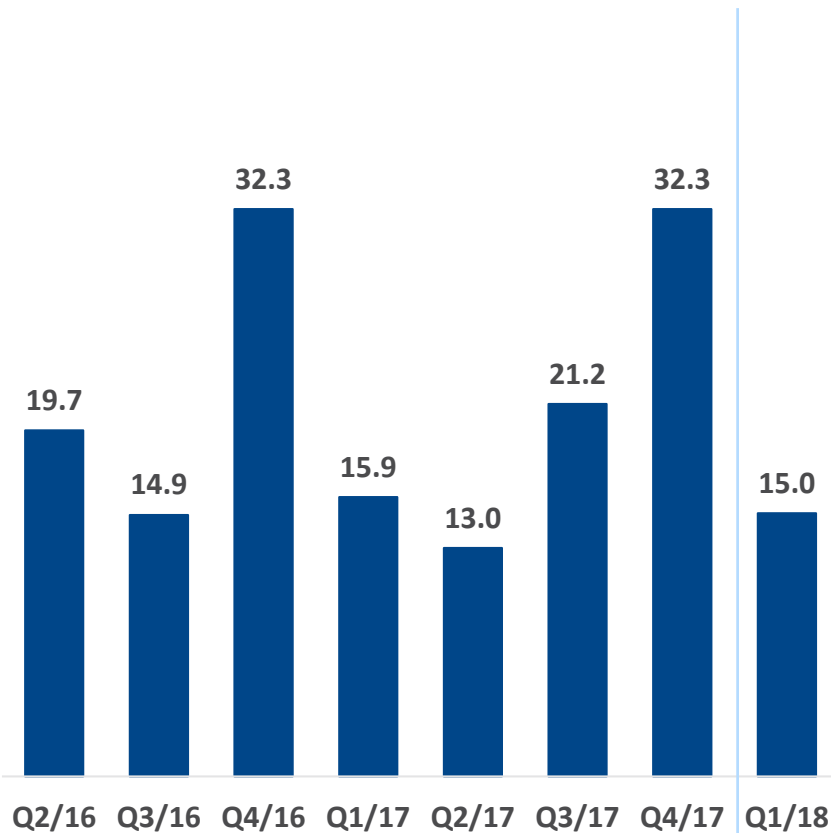


- **Change in Segment Reporting for the sake of Transparency**
- **63% of Q1/18 revenues were generated by machine sales** (including sale of machines and accessories) compared to 78% in Q1/17
- **37% of Q1/18 revenues were generated by after sales** (including service revenue, replacement parts sales and merchandise sales) compared to 22% in Q1/17
- **After sales business with further growth potential**

# ○ High dependency on 4<sup>th</sup> quarter

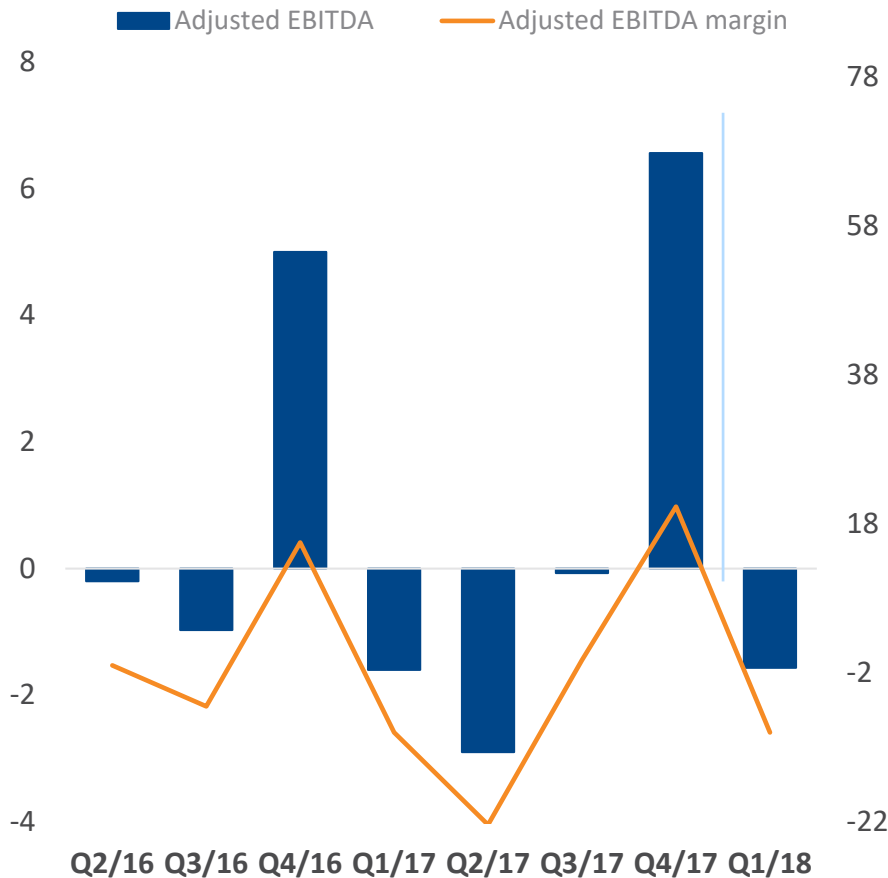
## Revenue development (EUR mn)

■ Revenues for Q1/18 almost on same level as Q1/17 (down by 6.1%)



# EBITDA almost on same level compared y-o-y

## Adjusted EBITDA (EUR mn / %)

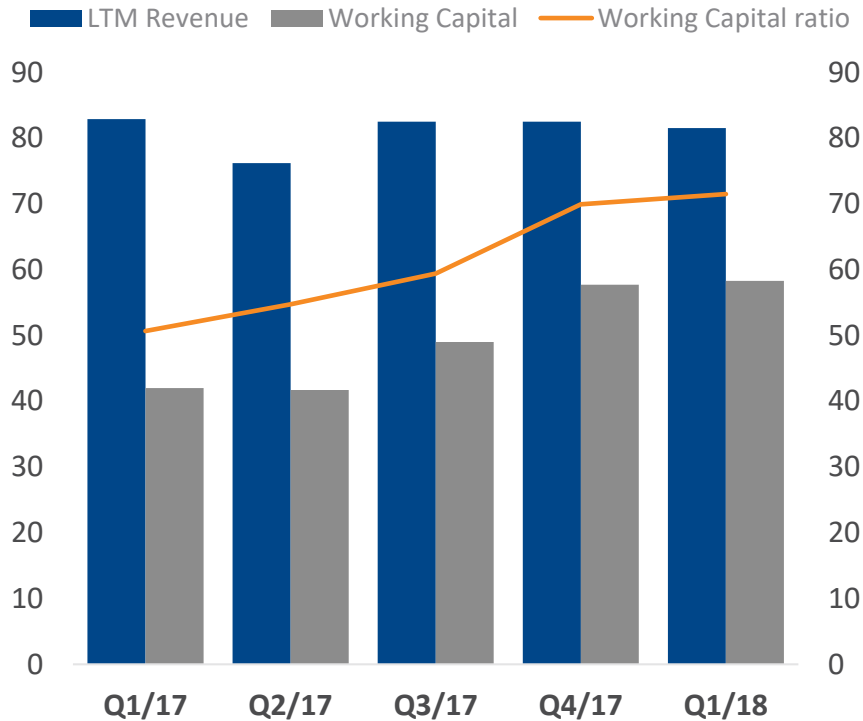


- **Adjusted EBITDA\* margin Q1/18 with -10.5% almost on same level compared to Q1/17 (-10.0%)**
- **Lower personnel cost ratio**
- **Higher cost of materials ratio due to stock-building in preparation of movement into new building in May 2018**
- **Net result increased by almost 18% compared Q1/18 and Q1/17**

\*: Q1 2017: adjusted for Retention Bonus; no adjustments in Q1 2018

# Working Capital

## Working Capital (EUR mn / % of LTM revenue)



- Working Capital Q1/18: EUR 58.3 mn, up 38.8% compared to Q1/17 (EUR 42.0 mn) mainly due to stock-building in preparation of movement into new building in May 2018
- **Increase in Working Capital intensity** by 19.4 pts. YoY to 71.5 % (Q1/17: 52.1 %)

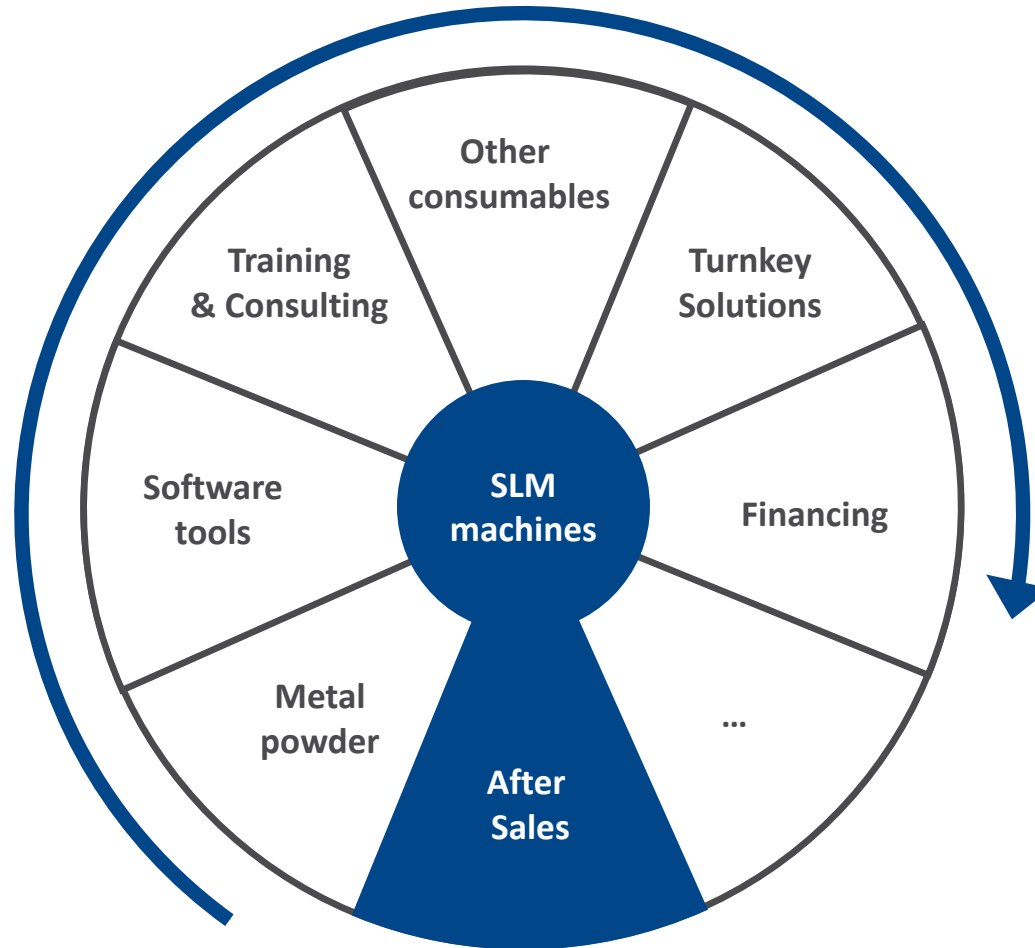


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# Strategic Outlook

# Well-positioned for further growth on an independent basis

“Turning the key to growth.”



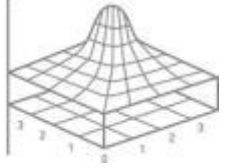


## ○ Management outlook 2018 confirmed

- Revenues expected of around **EUR 125.0 mn, highly depending on Q4**
- Strong focus on **long-term frame contracts** and collaboration agreements
- Product mix will include **more production-oriented machines**
- **Two-digit Adjusted EBITDA margin** expected
- Long-term Vision of **EUR 500 mn** with a positive EBITDA-Margin (adjusted) of 20.0% by year 2022 confirmed

# ○ Investment Highlights

- 1 Deep rooted additive manufacturing heritage
- 2 German engineering with a global reach: international expansion in growth markets
- 3 Enormous addressable market for metal additive manufacturing
- 4 Technological leadership position due to multi-laser technology
- 5 Expanding installed base at blue chip customers
- 6 Profitable growth above market growth
- 7 Clear growth strategy: full-service provider for additive manufacturing



**Q&A**



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