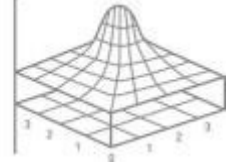


**SLM**  
SOLUTIONS



**FY2018  
Presentation**



1

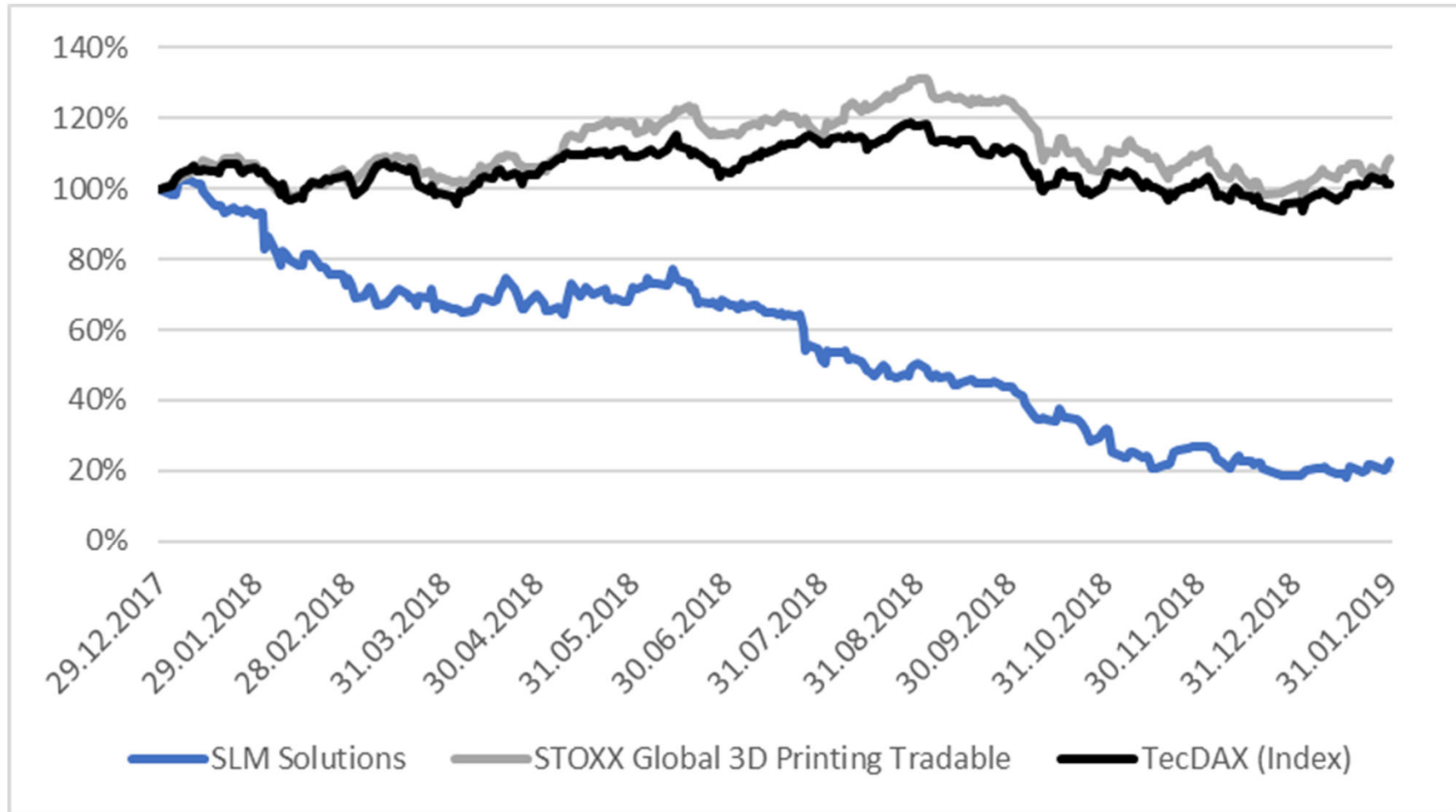
**At a glance**

## ○ Overview FY2018/Outlook FY2019

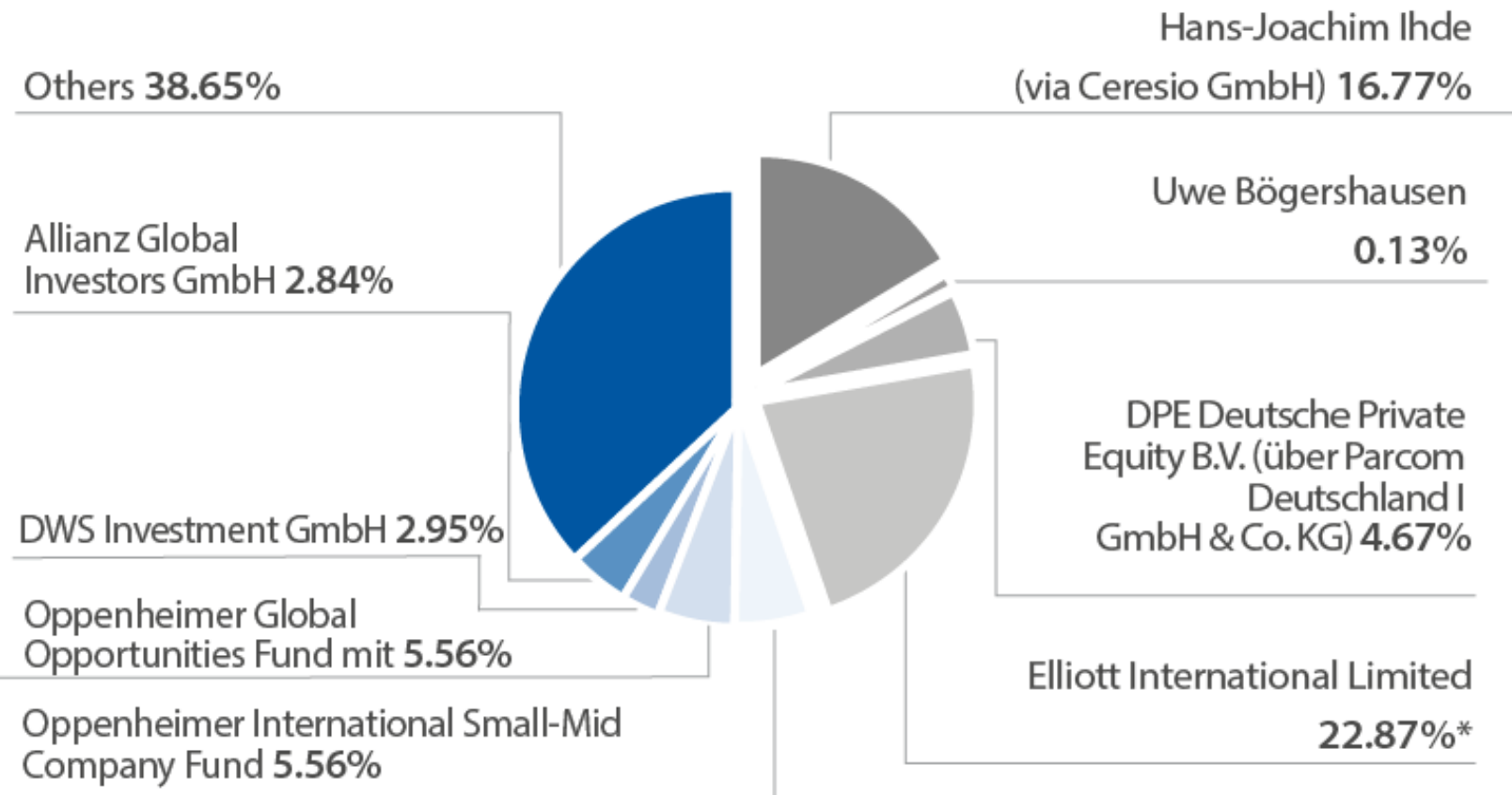
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- **YoY revenue decreased** by 13.1% to EUR 71.66 mn (FY2017: EUR 82.49 mn)
- **Total Operating Revenue increased** by 1.3% to EUR 84.41 mn (FY2017: EUR 83.35 mn)
- **New order intake in value terms** (adjusted by Frame Agreements signed in FY2017) **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



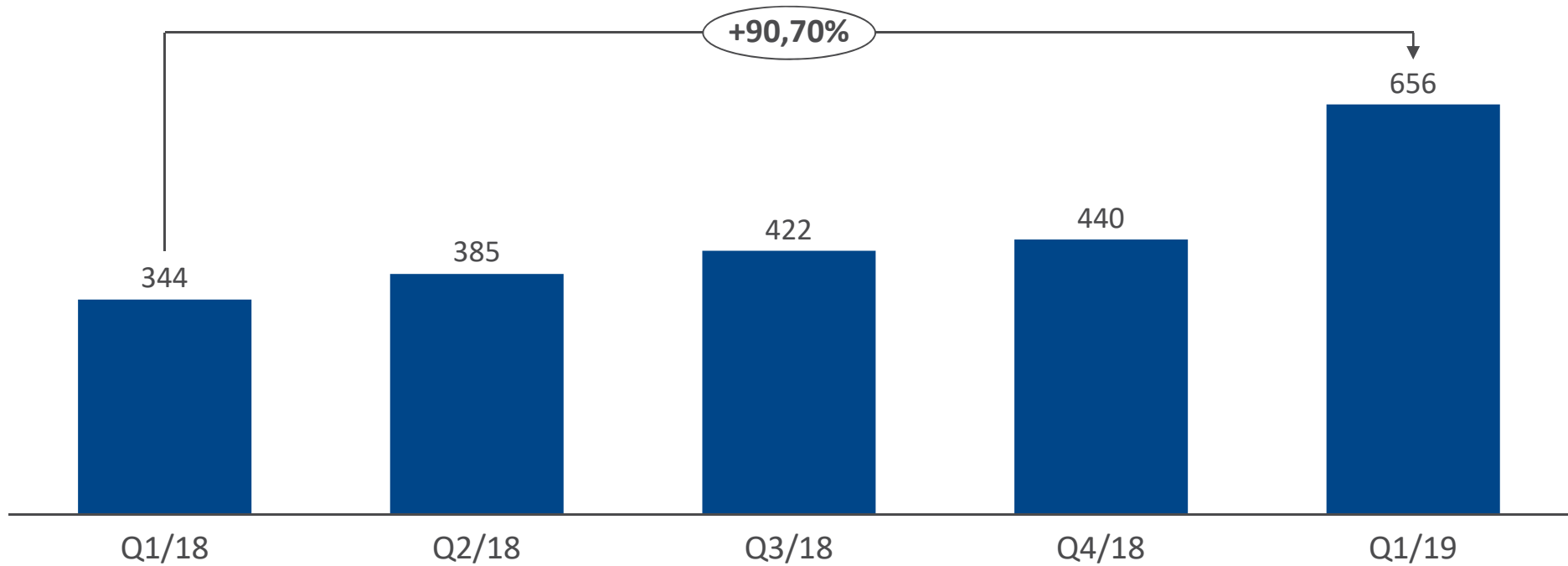
## ○ Shareholder Structure (March 25, 2019)



\* 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]



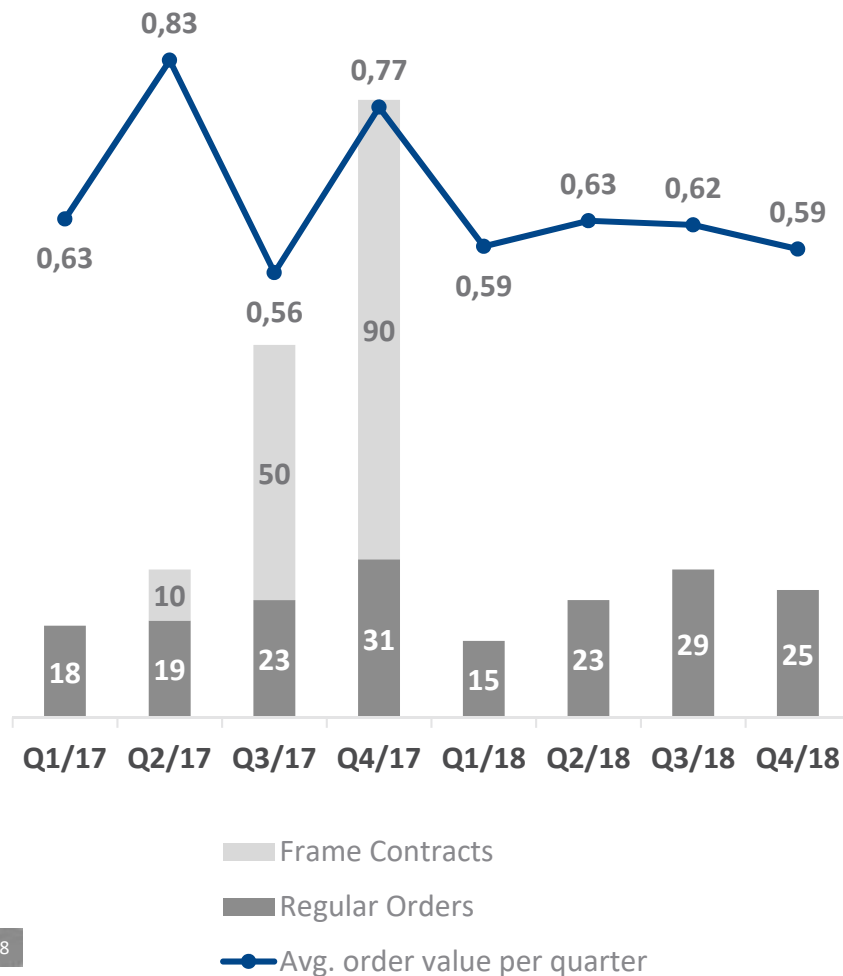


2

## Financial Highlights

# Order Intake adjusted by Frame Agreements slightly up y-o-y

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

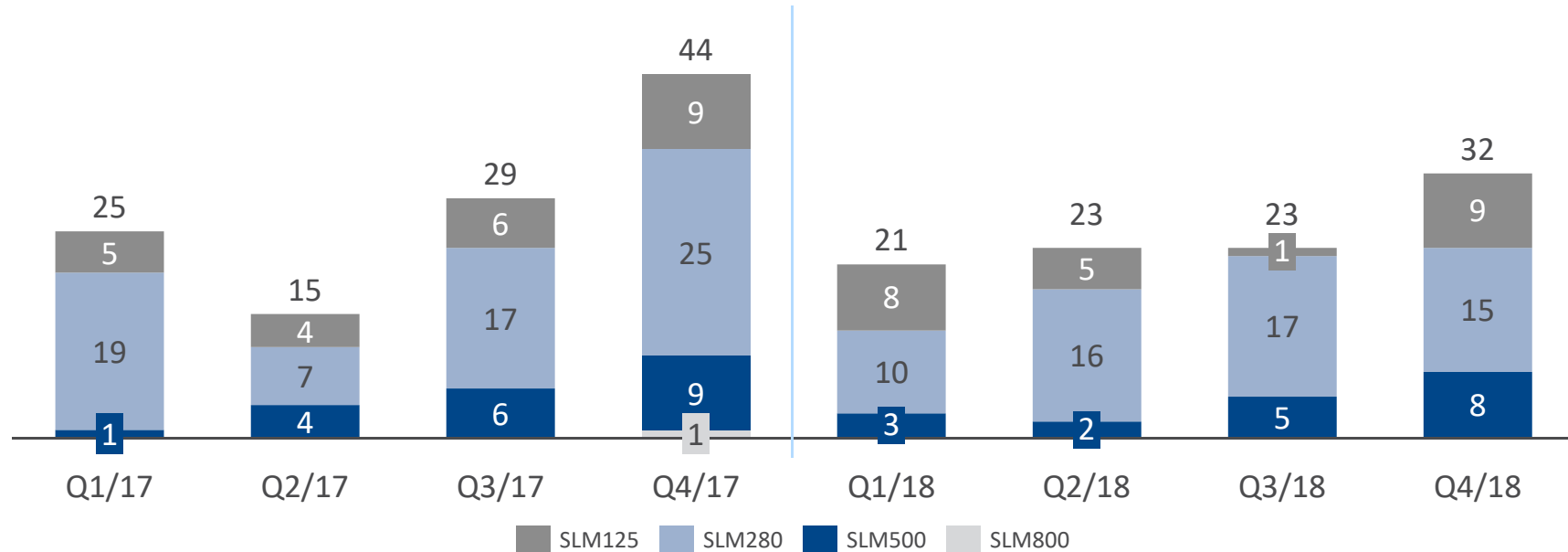


- SLM Solutions received orders for **92 machines in 2018** (2017: 91 machines), adjusted by Frame Agreements
- Thereof 59% **multi-laser machines** (2017: 56%)



## ○ 2018 sales figures reflect valuable mix

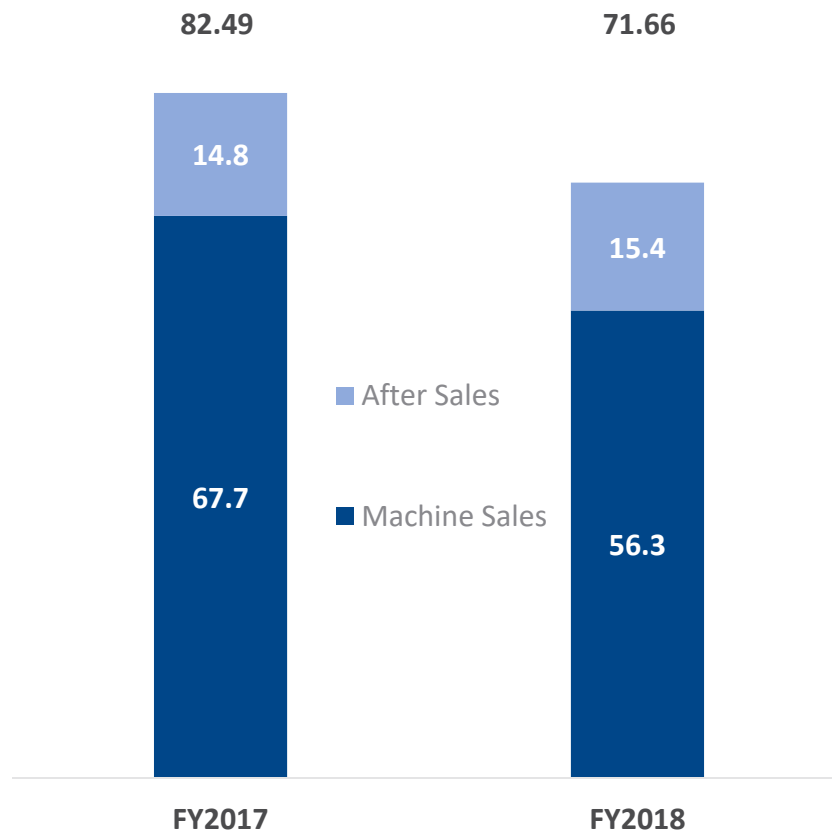
(machines)



■ SLM280 remains „bread and butter business“

## ○ After Sales Business with further growth potential

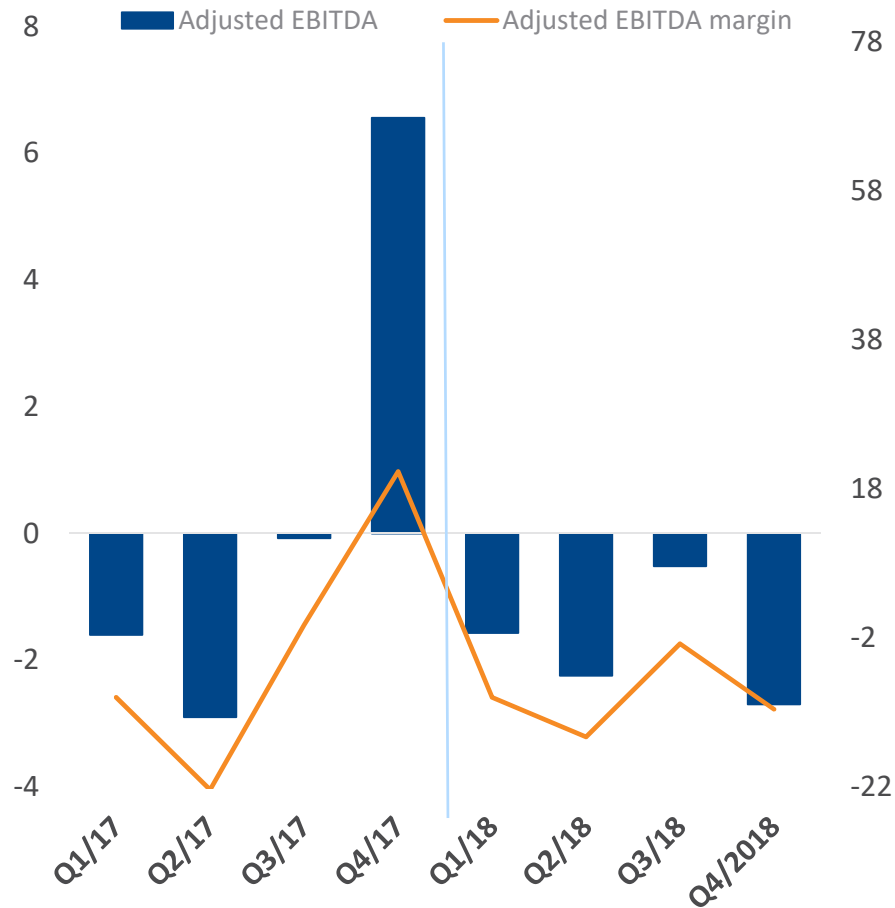
Consolidated revenue (by segments; EUR mn)



- **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

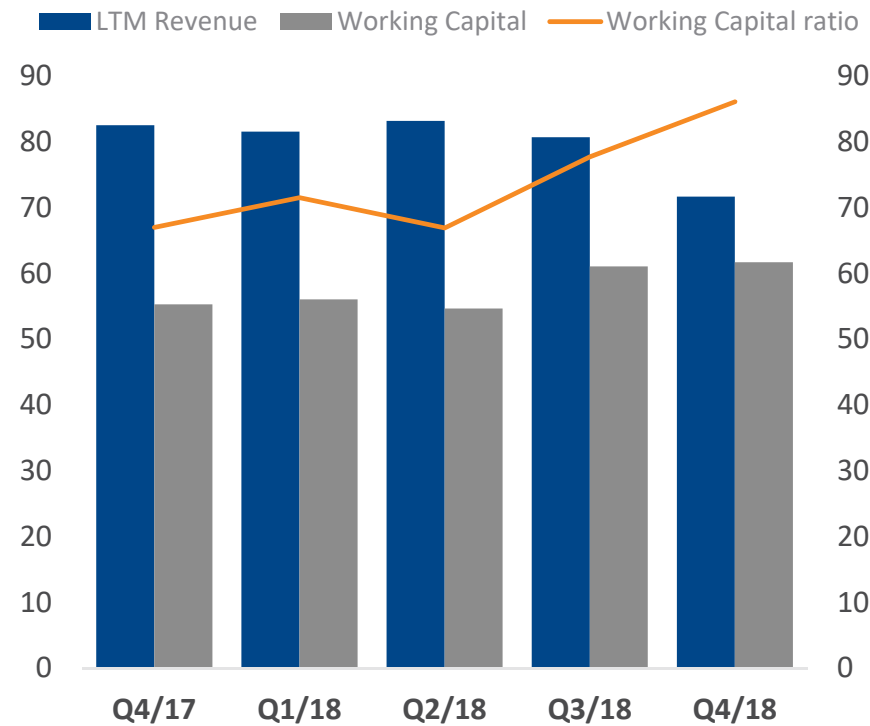
Adjusted EBITDA (EUR mn / %)



- 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

# Working Capital increased

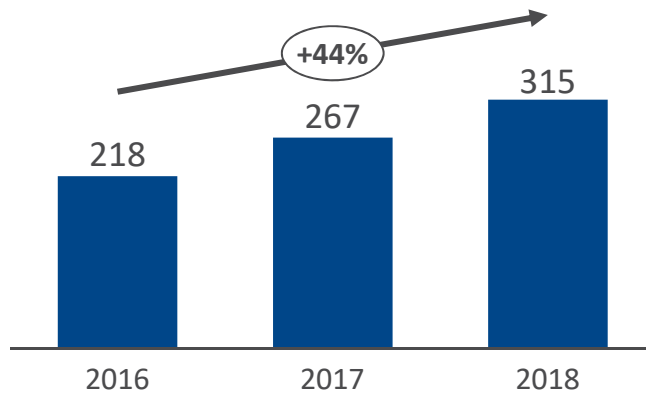
Working Capital (EUR mn / % of LTM revenue)



- 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

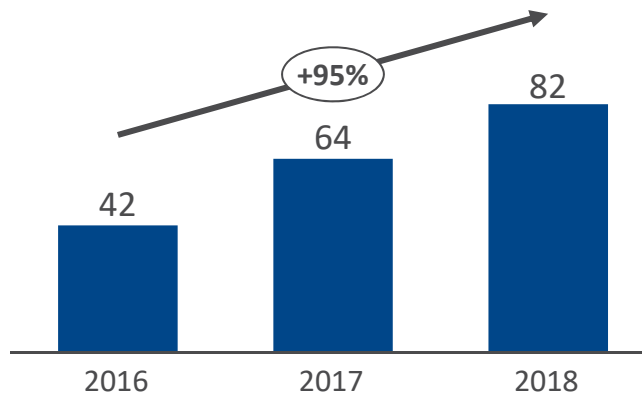
# Increasing Customer Base and increasing number of machines under service contracts

### Number of Customers

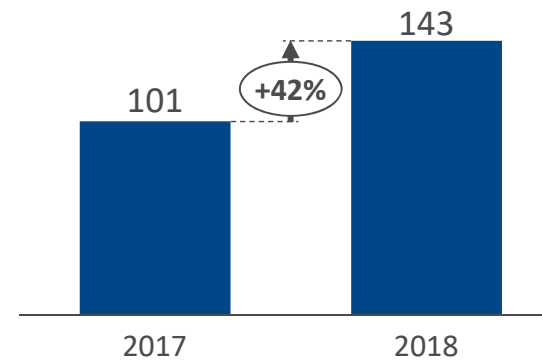


- Customer Base developed by +44% from 218 Customers to 315 Customers between 2016 and 2018
- 82 customers with more than one machine (42 in 2016)

### Customers with more than one machine

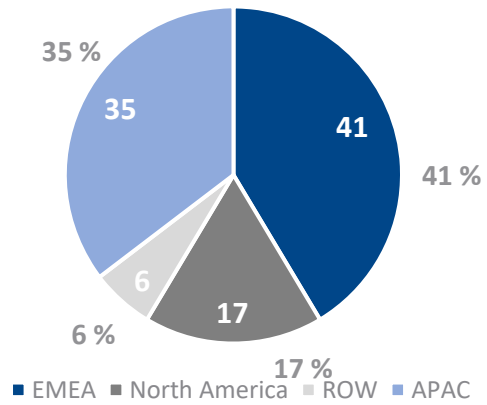


### Service contracts in place (# contracts)

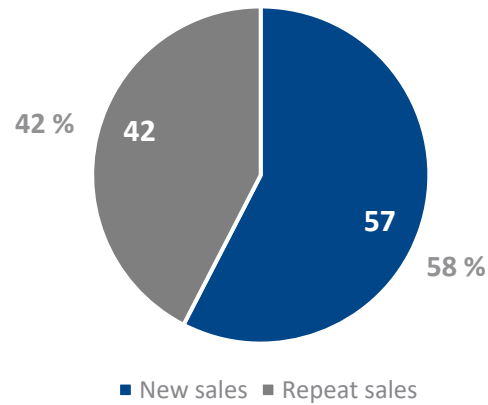


# Business Split 2018 – machines sold

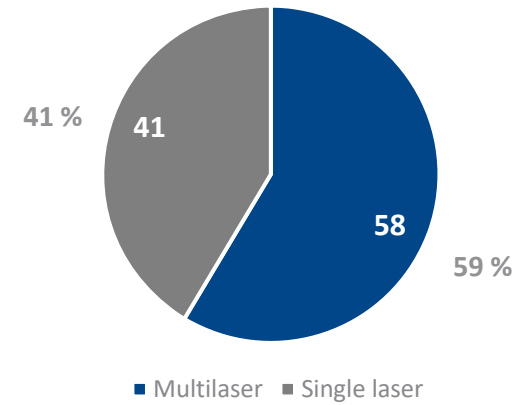
Sales by region



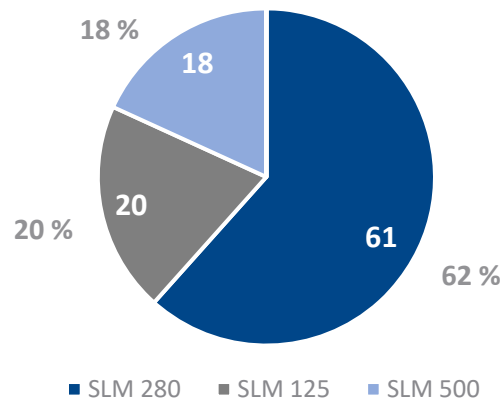
Repeat sales



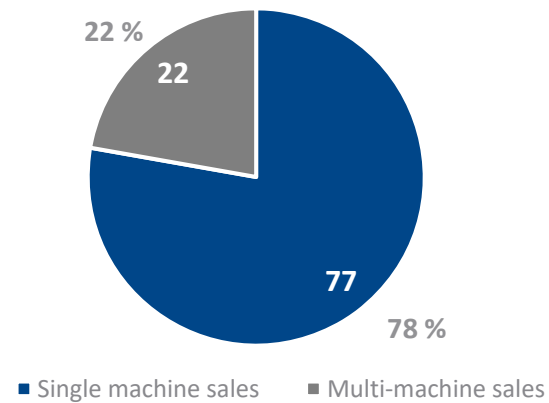
Multilaser sales



Sales by machine type



Multi-machine sales

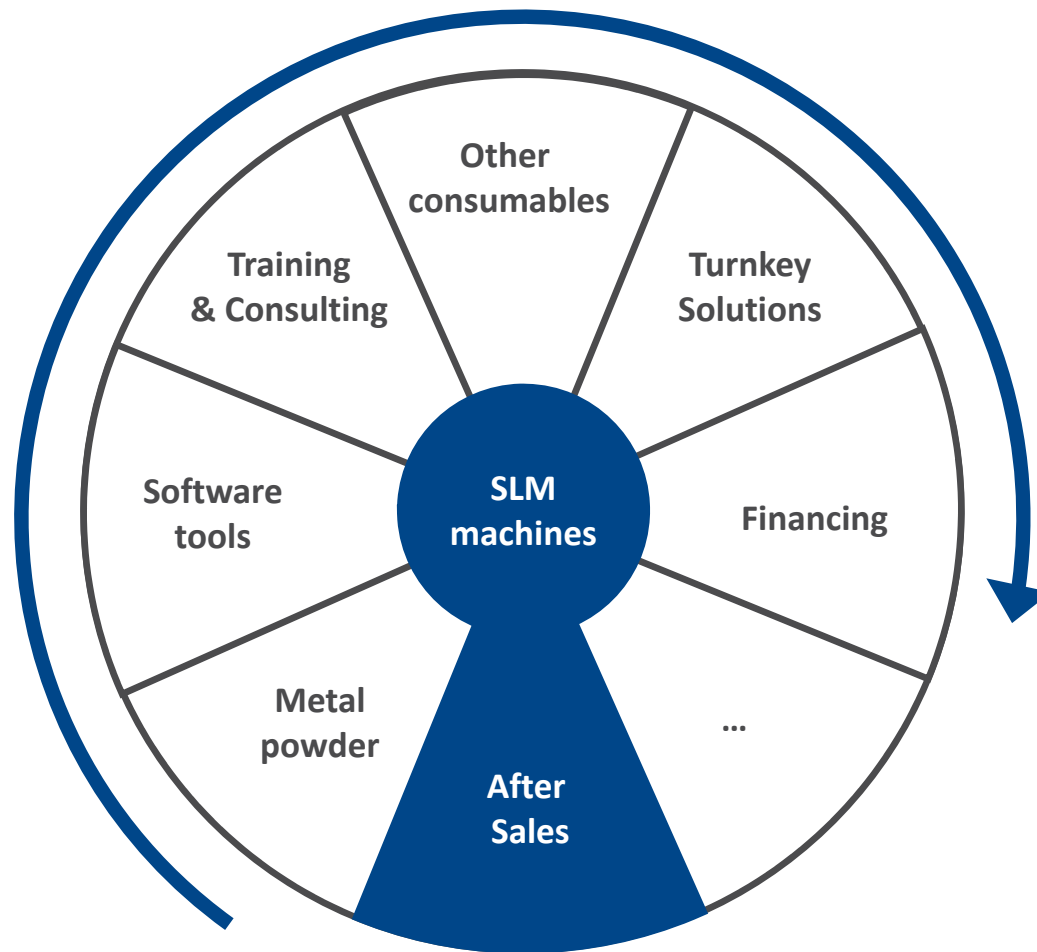




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# Strategic Outlook

## ○ Strategy under review



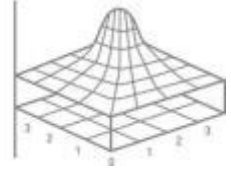
- Currently **under review** by the Executive Board
- **Expansion of sales** and after sales capabilities
- **Advisory teams** focussing on supporting customers to ramp up **serial production**
- **Refinement** of machines – better user-friendliness



## ○ Management Outlook 2019

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- 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**



**Q&A**



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