



1Q21 Earnings Presentation

May 12, 2021

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First Quarter 2021 in Review

The Numbers

- >350% Order intake increase
- >70% Adjusted backlog increase
- ~30% EBITDA improvement with reduced revenue
- Continued progress on NXG commitments including an MoU with major Energy OEM
- Existing portfolio enabling fantastic production applications:
 - Landing Gear printed on SLM800 with Safran
 - Huge productivity enhancements achieved in automotive production applications with the SLM280
 - Locomotive production applications on SLM800 with Wabtec
- 2020 Market share gains seen in all regions, with a total 3% share gain globally *



Business Jet Landing Gear, printed on SLM800 for Safran

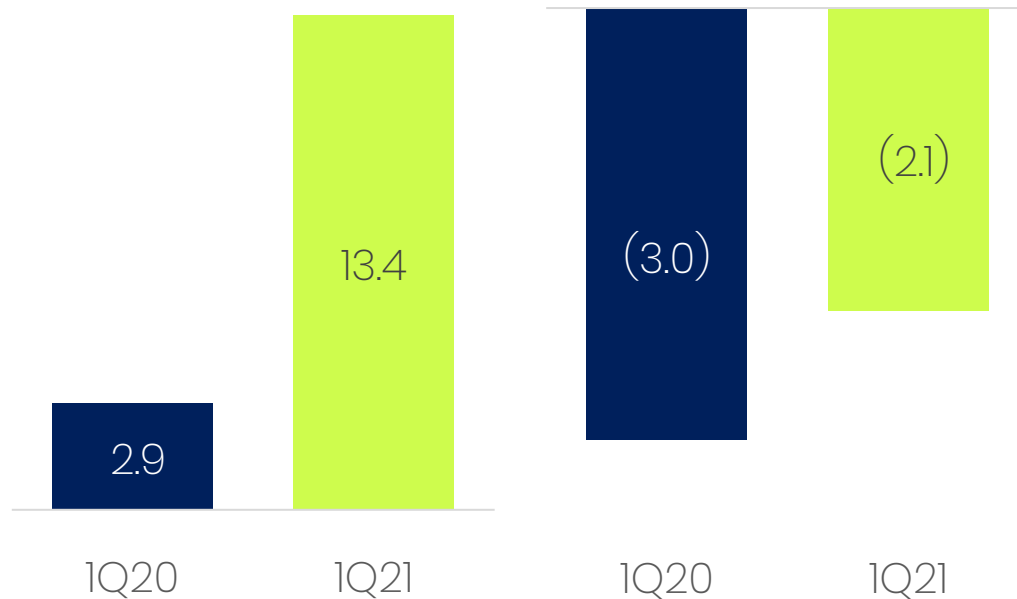
*Source: AM Power

Financials – P&L

Solid start into the year

Order In-Take

EBITDA



- Order In-take improvement reflecting the strengthening demand for AM technology globally
- Improved EBITDA driven by more cautious spending as a result of implemented cost-out actions

Selected Financials

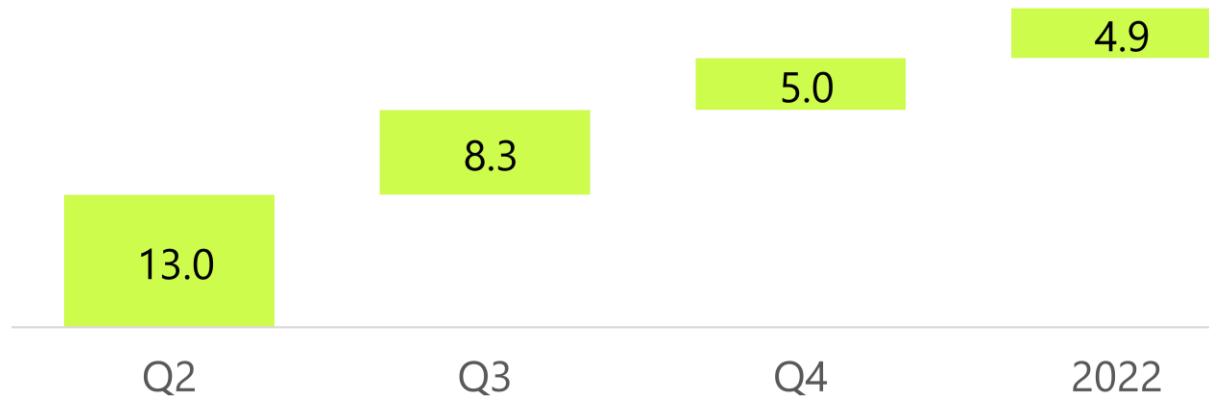
<i>in €m</i>	1Q21	1Q20	Change
Revenue	15.4	17.8	(14)%
<i>Machines Revenue</i>	11.2	13.5	(17)%
<i>After Sales Revenue</i>	4.1	4.4	(5)%
Gross Profit	56%	57%	(1)pt
Personnel expenses	(9.1)	(9.8)	(7)%
Other Exp. & Income	(3.2)	(3.8)	(15)%
EBITDA	(2.1)	(3.0)	(29)%
Op. Cash-flow	(5.0)	1.4	U
Working Capital	34.0	42.1	(19)%
Cash	11.5	20.3	(43)%

- Revenue decrease mainly driven by conversion profile of year-end backlog
- Op. Cash-flow mainly driven by cyclical inventory build-up to support increased demand in 2H21 -> expect CF improvement esp. in 2H21

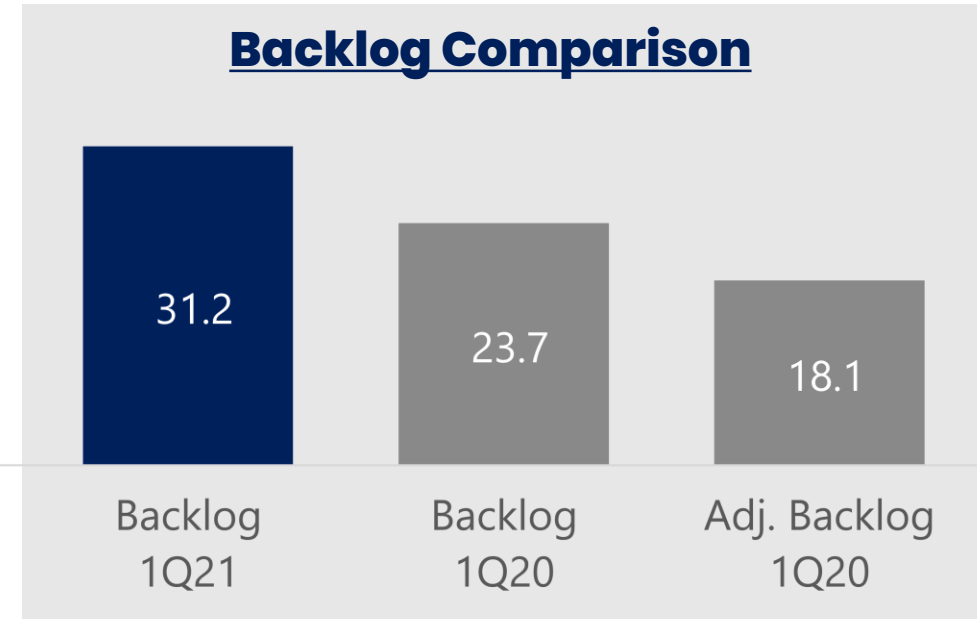
Backlog development & conversion

Strong base to meet growth expectations

Expected Backlog conversion by quarter



Backlog Comparison



- Multiple larger projects to be converted in 2nd half
- Expect further YoY improvement of order-intake in 2Q ... basis for total year growth forecast
- Adjusted Backlog 1Q20 considers €5.6M backlog adjustment made in 2Q20
- Backlog solely comprised of machine orders (excludes powder/services)

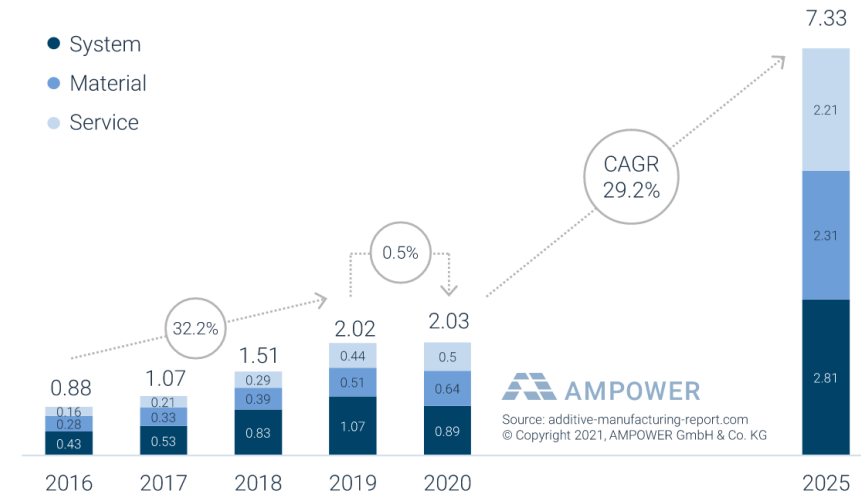
Market update

The Numbers

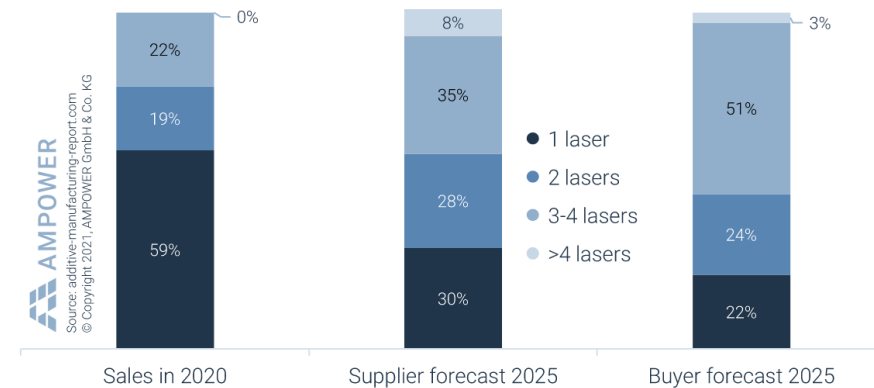
- SLM Solutions grew its market shares in all regions in 2020, with strongest growth observed in EMEA & US
- We are well placed to continue to deliver continued share gains:
 - Strong and continued application of our existing products
 - Commercialization of NXG
 - Additional features and product launches
- Outgrowing market growth – Capital AM equipment market still to fully recover from COVID related slump
- Strong growth projections expected for the overall market in the period to 2025
- Strong trend towards continued adoption of multi laser technology – SLM is best placed as the market leader in multi-laser technology: Buyers forecast more >75% of all system purchases will be multi-laser technology

Source: AM Power

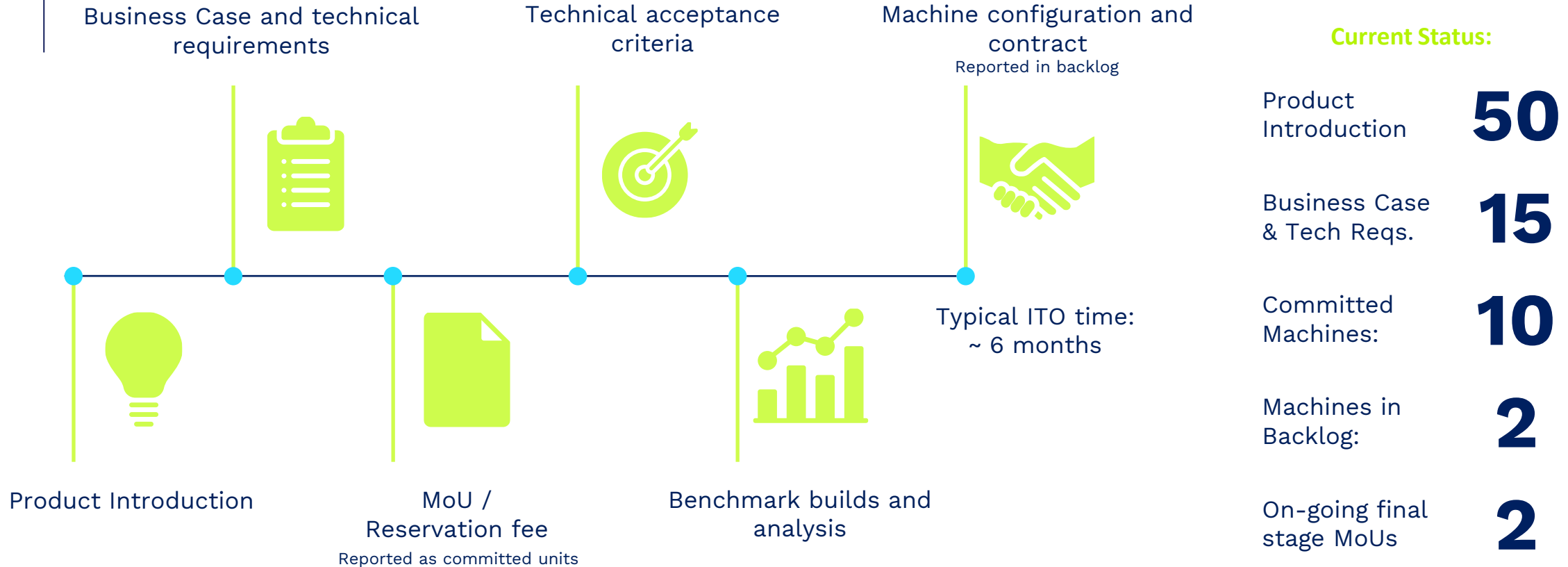
Metal Additive Manufacturing market 2020 and supplier forecast 2025 [EUR billion]



Share of number of lasers per metal Powder Bed Fusion machine in 2020 and supplier and buyer forecast 2025



NXG Update



Progress continues to exceed expectations with market excitement across Auto, Energy, Aviation & Defense

Summary

- Strong Performance underpinned by industrialization of existing technology with existing customers
- Continued application of our technology across all major industries resulting in solid and defensible market share gains
- Strong and continued commercial progress, with room to further improve
- Continued progress in running the business better, and driving forward on the path to profitability
- Results entirely in line with our operating plan and guidance
- NXG Commercial progress continued to exceed expectations

Q&A