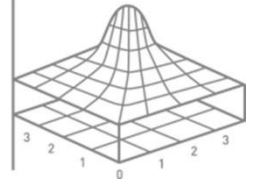


**SLM**  
SOLUTIONS



# Investor presentation on the 9M report 2015



## ○ 9M 2015: close to the finish line

**Order intake in value more than doubled to TEUR 41,766  
(up 111.5 %)**

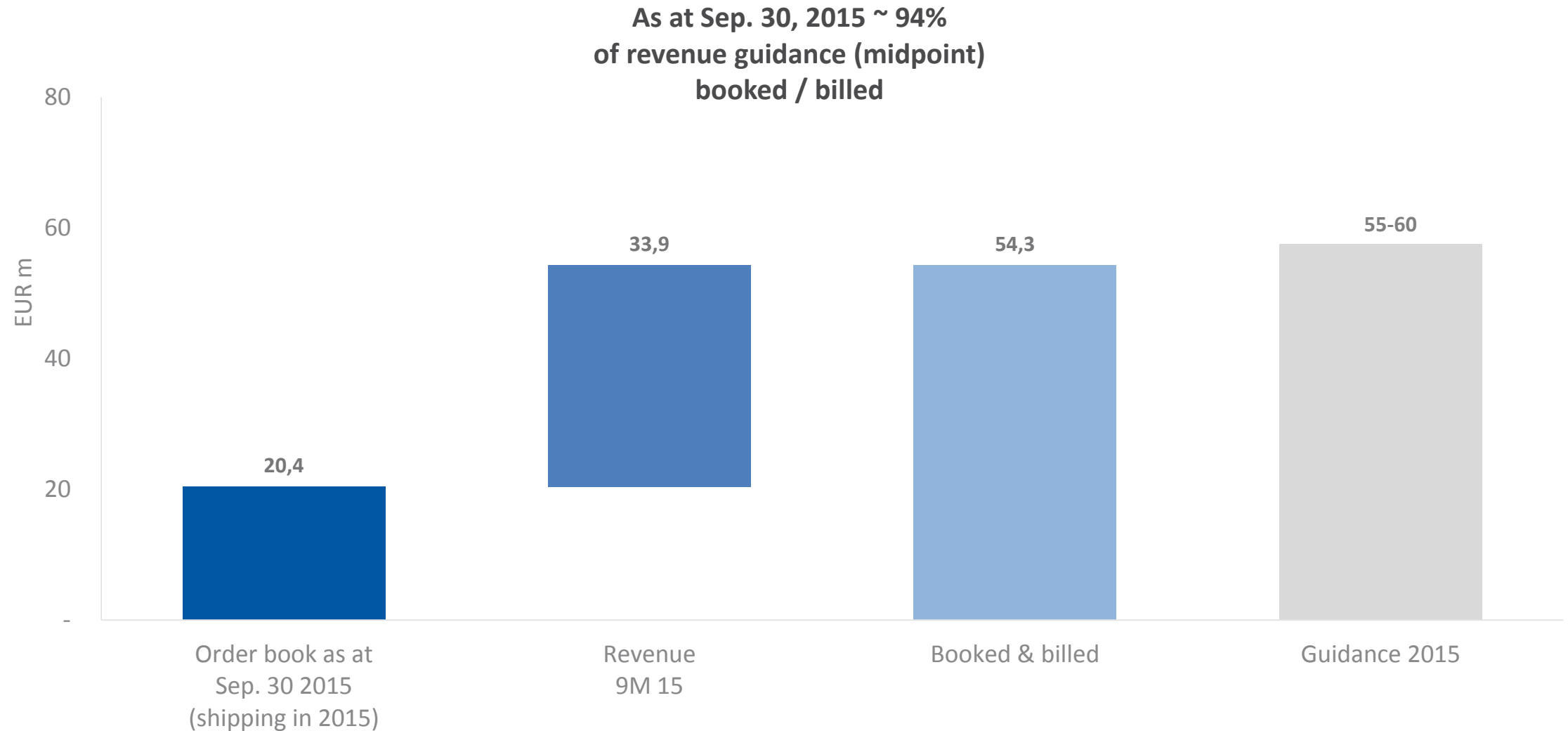
**Order intake in number of machines up 78 % to 64**

**Revenue up 80 % to TEUR 33,925 – above FY 2014 revenue level  
Machine Sales up 97 % to TEUR 28,508**

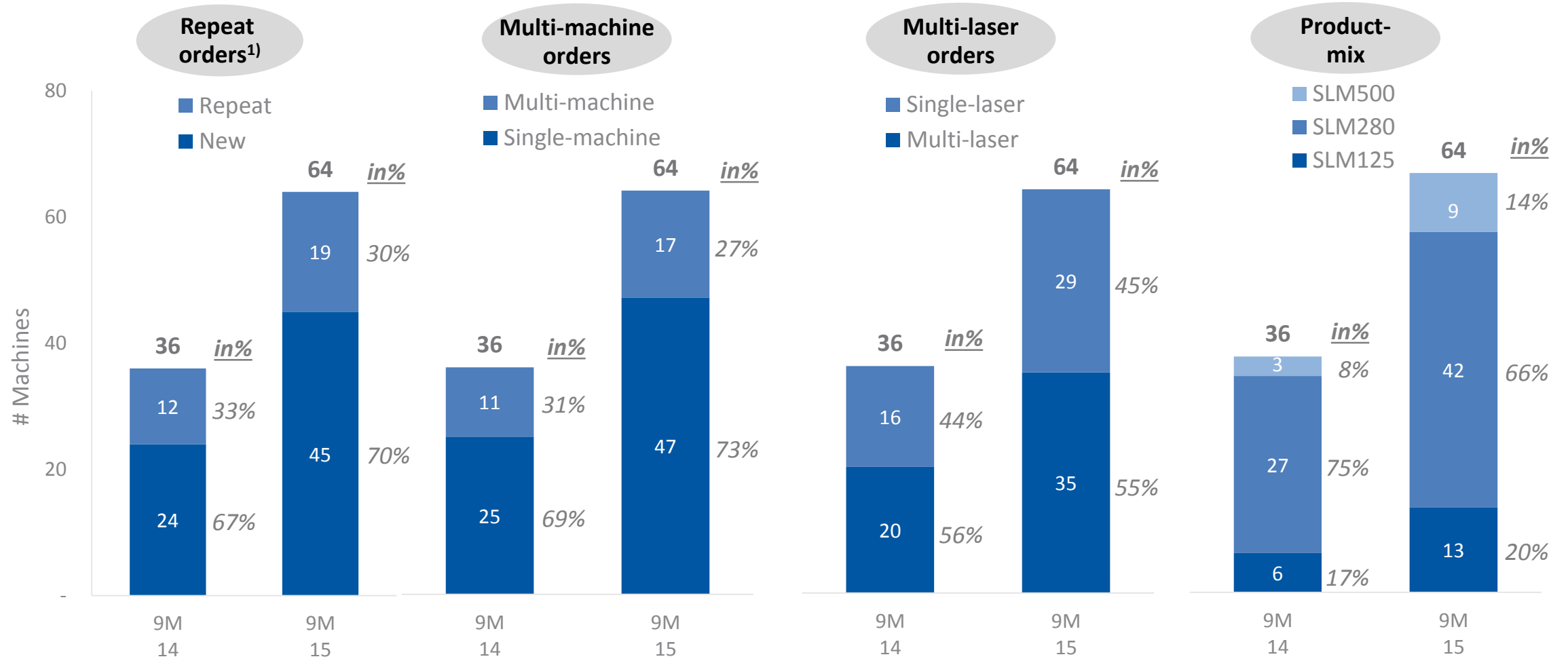
**Revenue guidance 2015 of TEUR 55,000 to 60,000 is highly visible**

**Strong Q4 expected, important trade shows generate business**

# ○ Revenue guidance 2015: almost there



# ○ SLM machine business – focus on producing customers



1) Based on orders since 2009 (HL-machines)

# ○ 9M 2015 Highlights (1/4)

	Unit	9M 2015	9M 2014	Change in %
Revenue	TEUR	33,925	18,842	+80.0
Machine Sales	TEUR	28,508	14,449	+97.3
After Sales	TEUR	5,417	4,393	+23.3
<b>Total operating revenue</b>	TEUR	<b>44,107</b>	<b>22,202</b>	<b>+98.7</b>
New order intake	No. of machines	64	36	+77.8
New order intake	TEUR	41,766	19,743	+111.5
Machines sold	No. of machines	48	27	+77.8
Personnel	FTE	236	118	+96.6

- Focus on core business (Machine Sales)
- Third quarter revenue growth: +97.3 %
- Value of machines ordered in 9M more than doubled
- Personnel growth in strategic areas (Sales, R&D)

## ○ 9M 2015 Highlights (2/4)

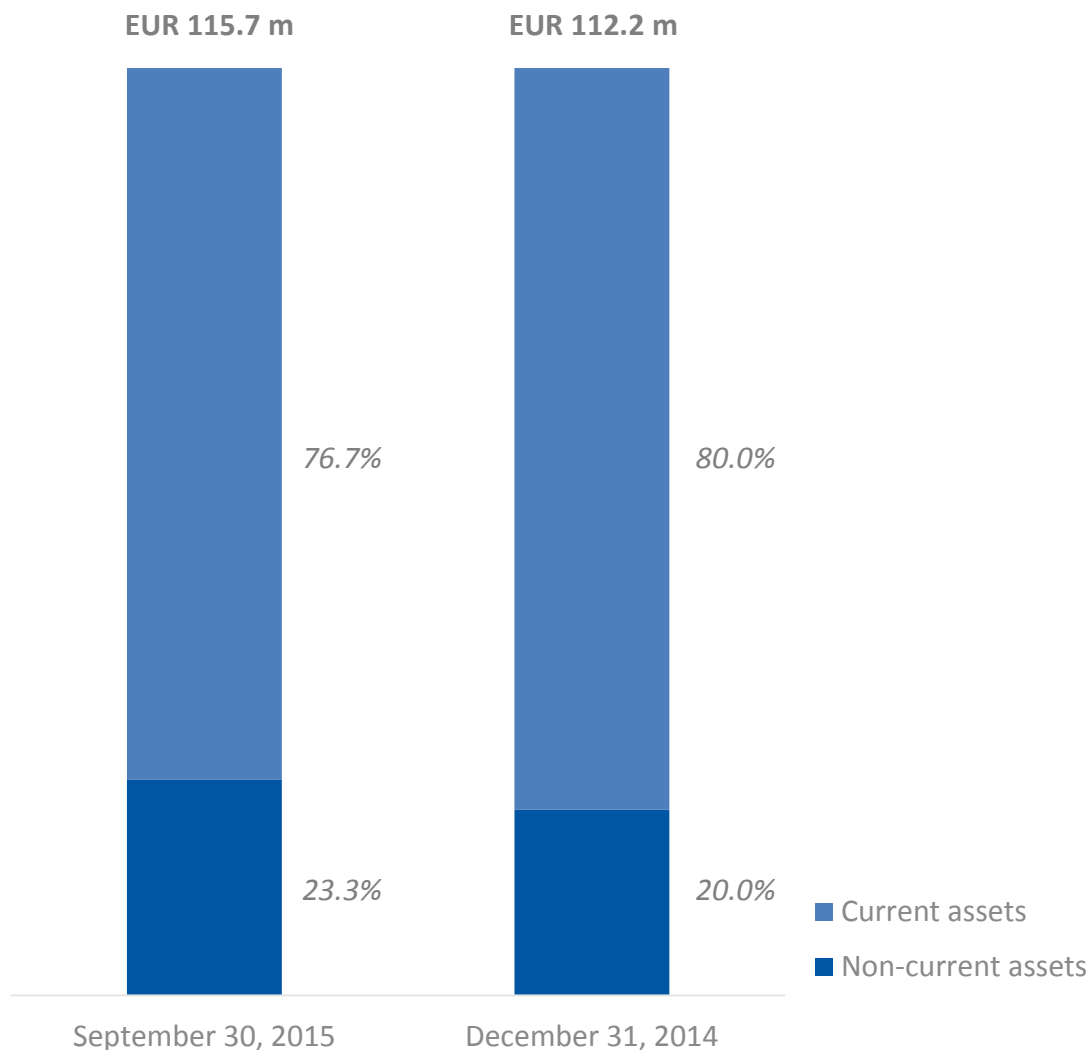
	Unit	9M 2015	9M 2014	Change in % or %points
Cost of materials	TEUR	25,677	12,311	+108.6
Cost of materials ratio (as % of total output)	%	58.3	55.5	+2.9
Personnel costs*	TEUR	10,569	5,836	+81.1
Personnel costs ratio* (as % of total output)	%	24.0	26.3	-2.3
EBITDA*	TEUR	505	785	
EBITDA margin* (as % of revenue)	%	1.5	4.2	-2.7
Consolidated net result	TEUR	-1,942	-7,456	
Earnings per share (basic)**	EUR	-0.11	-0.42	

\* Adjusted figures

\*\* Calculation with 17,980,867 shares in 9M 2015 and 9M 2014

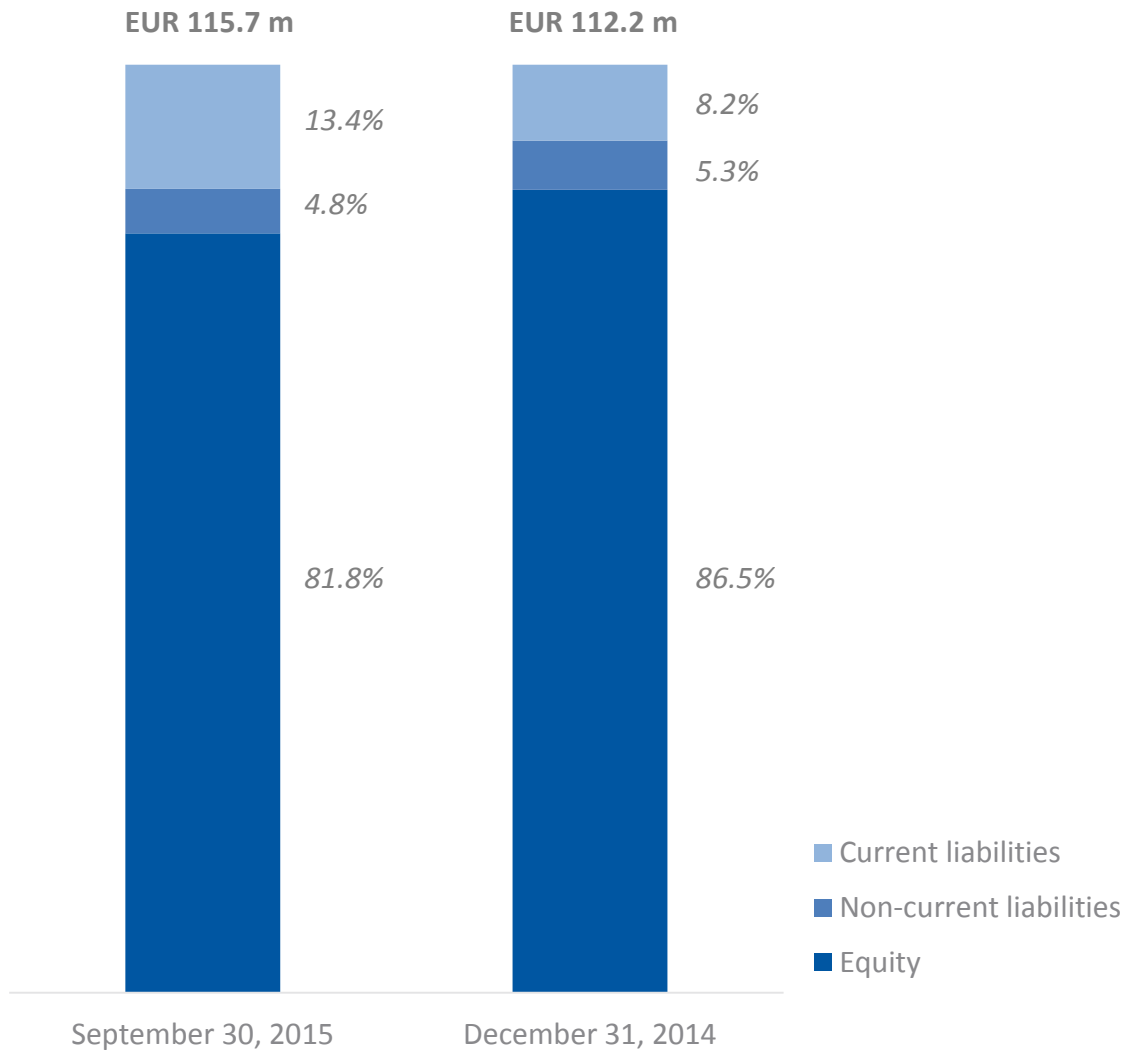
- Personnel costs 9M 2015 adjusted for Retention Bonus (TEUR 1,455)
- Personnel costs 9M 2014 adjusted for IPO Bonus (TEUR 5,650)
- EBITDA 9M 2015 adjusted for Retention Bonus (TEUR 1,455)
- EBITDA 9M 2014 adjusted for Retention Bonus (TEUR 746), IPO Bonus (TEUR 5,650) and IPO-related costs (TEUR 2,906)

## ○ 9M 2015 Highlights (3/4)



- Total assets as at Sep. 30, 2015 slightly higher: TEUR 115,678 (December 31, 2014: TEUR 112,175)
- Intangible assets as at Sep. 30, 2015: TEUR 20.428 (December 31, 2014: TEUR 18,747)
- Rise in Property, plant and equipment of TEUR 3,650 (Demo Center Luebeck included)
- Rise in Inventories as at Sep. 30, 2015: +122,6 %
- Rise in Trade receivables as at Sep. 30, 2015: +94.2 %

# ○ 9M 2015 Highlights (4/4)



- Total equity and liabilities as at Sep. 30, 2015 slightly higher: TEUR 115,678 (December 31, 2014: TEUR 112,175)
- Equity as at June 30, 2015 down 2.5 %: TEUR 94,645 (December 31, 2014: TEUR 97,045)
- Rise in Trade payables as at June 30, 2015: +80.0 %



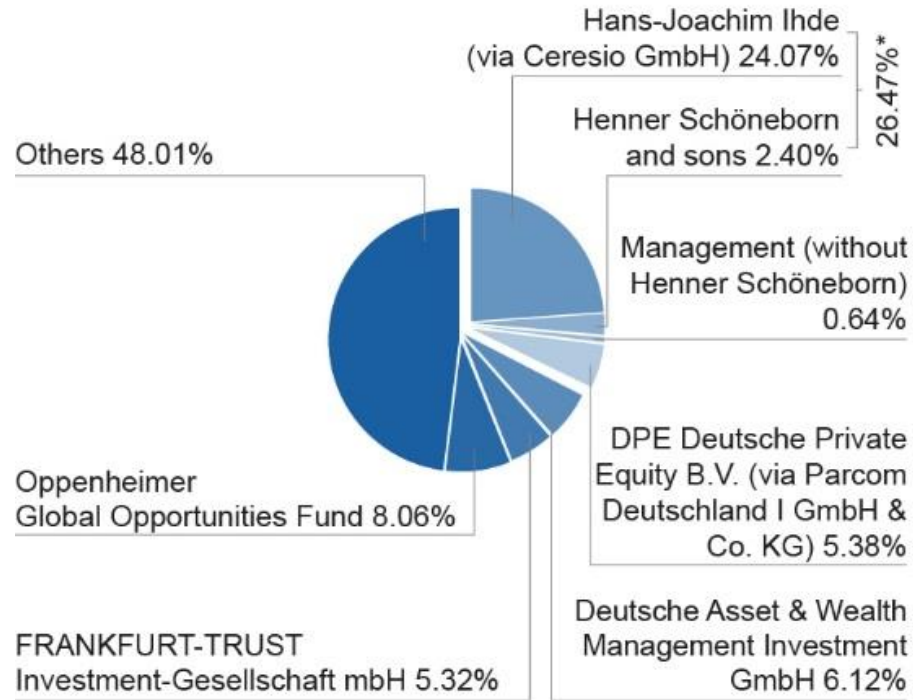
# ○ Profitable growth delivered, 2015 guidance specified

EUR million	2011	2012	2013	2014
Revenue	11.9	17.5	21.6	33.6
EBITDA*	1.2	1.9	2.5	4.5
EBITDA margin* (as % of revenue)	10.0	11.1	11.5	13.4

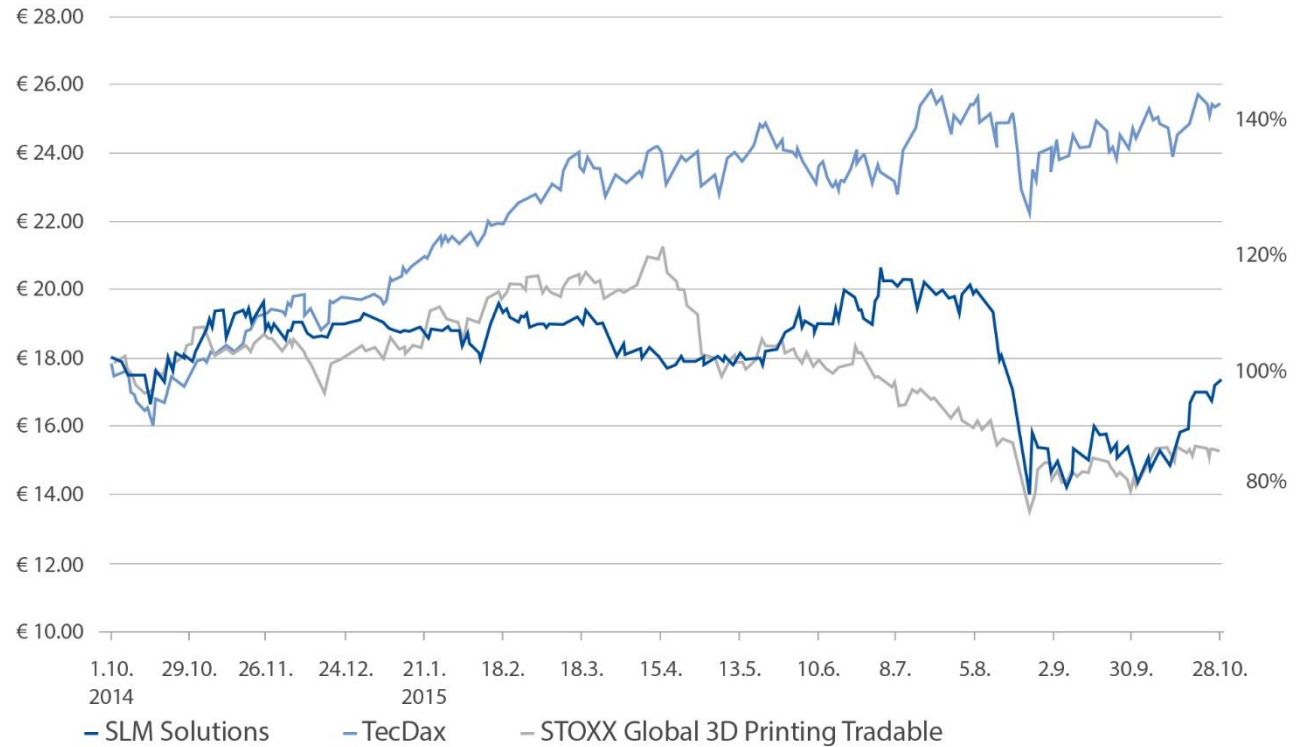
\* Adjusted figures

- Revenue guidance:  
upper end of EUR 55 – 60 million corridor or above it
- Adj. EBITDA margin guidance: 12 – 13 %
- Order intake guidance: >100 machines

# ○ Attractive free float, solid share price



\*Pooling agreement: joint pursuit of interests pursuant to Section 22 (2) WpHG



# ○ Q&A



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