



## SLM Solutions: Growth on broad basis – previous year's full-year sales revenue already exceeded in first nine months of 2015

- Revenue growth of 80.0 % in 2015 nine-month period to reach TEUR 33,925 (previous year: TEUR 18,842)
- New order intake up by 111.5 % to TEUR 41,766 as of September 30
- High visibility: Revenue and order book position after nine months already close to 2015 revenue target range

Lübeck, November 12, 2015 – SLM Solutions Group AG, a leading provider of metal-based additive manufacturing technology ("3D printing technology"), achieved significant sales revenue growth during the first nine months of 2015, and further bolstered its dynamic new order intake uptrend.

**Revenue** (IFRS basis) of TEUR 33,925 during the first nine months of the year was significantly ahead of the revenue achieved in the prior-year period (previous year: TEUR 18,842). This corresponds to a growth rate of 80.0 %. As a consequence, the revenue generated in the entire previous year has already been exceeded after the first nine months of this year, underscoring the company's growth dynamics. The third quarter has made a significant contribution to this result: revenue amounted to TEUR 15,804, up by 97 % compared with the revenue generated in the previous-year period (Q3/previous year: TEUR 8,012).

Uwe Bögershausen, CFO of SLM Solutions, expressed his satisfaction with these developments: "The third quarter proved very gratifying, and reflected the continuation of the strong course of our year to date. We have relocated the production of our flagship model, the SLM 500<sup>HL</sup>, to a new workshop hall, and optimised the machine in technical terms. Many customers wish to benefit from this new technology: following on from 9 orders for this machine during the reporting period, we anticipate a stronger level of **new order intake** during the fourth quarter." During the equivalent period of the previous year, 3 orders were placed for the SLM 500<sup>HL</sup>. The Luebeck-based company also received 13 orders for the SLM 125<sup>HL</sup> and 42 orders for the SLM 280<sup>HL</sup> during the first nine months of 2015, more than during the prior-year period (previous year: SLM 125<sup>HL</sup>: 6, SLM 280<sup>HL</sup>: 27). New customers include Toyota Central R&D Labs, which ordered a SLM 280<sup>HL</sup> with many additional options. Overall, SLM Solutions received 64 orders, almost 78 % more than during the first nine months of 2014 (previous year: 36). The value of the machines ordered amounted to TEUR 41,766, an increase of 111.5 % (previous year: TEUR 19,743).

**Total operating revenue**, which consists of sales revenue, the increase in inventories of finished goods and work in progress, and other work performed by the enterprise and capitalised, grew to TEUR 44,107 during the first nine months the year, thereby almost doubling year-on-year (previous year: TEUR 22,202). The **cost of materials ratio** (in relation to total operating revenue) for the nine-month period amounted to 58.3 %, due to the higher business volume (previous year: 55.5 %). By contrast, the **personnel cost ratio** (adjusted for the expenses for the employee participation programme) was down slightly to 24.0 %, despite hiring in service and sales (previous year: 26.3 %).

Adjusted **EBITDA** amounted to TEUR 505 during the first nine months of the year, representing a decline compared with last year (previous year: TEUR 785). The adjusted **EBITDA margin** of 1.49 % over the same period 2015 is also down year-on-year (previous year: 4.17 %). Amortisation and depreciation amounted to TEUR 2,174 (previous year: TEUR 1,591). The **consolidated net result** improved to TEUR -1,942 during this period, compared with TEUR -7,456 during the first nine months of the previous year. This corresponds to EUR -0.11 of **earnings per share** (undiluted and diluted), an improvement compared with the prior-year period (previous year: EUR -0.39 diluted, EUR -0.42 undiluted).

The **equity ratio** of 81.8 % remains at a very high level (December 31, 2014: 86.5 %).

Dr. Markus Rechlin, CEO of SLM Solutions, sees the company on a successful track during 2015: "We are drawing ever closer to our revenue target of at least EUR 55 million for 2015: adding the order book position after the first nine months the year to the revenue generated during the reporting period, we have almost achieved this amount, at EUR 54.3 million. We consequently expect to reach the upper end of our guidance range of EUR 55 to 60 million, or even exceed it, by the year-end." Markus Rechlin looks forward to the fourth quarter, which experience shows to be the strongest of the year's four quarters: "We anticipate a further boost to our order book position to coincide with the formnext sector trade fair in Frankfurt in November."

The SLM Solutions report for the first nine months of the year is available from today in both German and English from [www.slm-solutions.com](http://www.slm-solutions.com) under the "Investor Relations" menu option.

#### **About the company:**

SLM Solutions Group AG, headquartered in Luebeck, Germany, is a leading provider of metal-based additive manufacturing technology (also commonly referred to as "3D printing"). The company's shares are traded on the Prime Standard of the Frankfurt Stock Exchange. SLM Solutions focuses on the development, assembly and sales of machines and integrated system solutions in the field of selective laser melting. SLM Solutions currently employs over 240 members of staff in Germany, the USA, Singapore, Russia and China. The products are utilised worldwide by customers in particular from the aerospace, energy, healthcare and automotive industries. SLM Solutions stands for technologically advanced, innovative and highly efficient integrated system solutions.

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