



SLM Solutions remains on growth track in Q1 2016

- Q1 2016 revenue growth of 62.7 % to TEUR 13,789 (Q1/2015: TEUR 8,476)
- New order unit intake rises to 25 machines (Q1/2015: 17), with slight year-on-year growth in value terms to TEUR 14,636 (Q1/2015: TEUR 14,432)
- Strategically important partnerships established in powder development & production and design and construction software areas

Lübeck, 12 May 2016 – SLM Solutions Group AG, a leading supplier of metal-based additive manufacturing technology, continues on last year's very positive trend, reporting strong sales revenue growth. With Q1 2016 seeing cooperation ventures launched, the company is taking significant steps on its path to becoming an integrated systems supplier.

SLM Solutions generated TEUR 13,789 of revenue in the first quarter of 2016, equivalent to 62.7 % year-on-year growth (Q1/2015: TEUR 8,476). As Uwe Bögershausen, CFO of SLM Solutions, explains: "In regard our quarterly sales and earnings it must be noted that our machine business is subject to seasonality – most machines are normally ordered and shipped in the fourth quarter. We're very satisfied with our top line growth at the start of the year." SLM Solutions received orders for a total of 25 machines (Q1/2015: 17). Both the share of industrial customers and the share of repeat buyers were up compared with the previous year's quarter. The machines ordered included 16 multi laser machines (Q1/2015: 10 machines). The TEUR 14,636 value of new orders received was slightly above the previous year's level (Q1/2015: TEUR 14,432), with the Q1/2015 order value having been unusually high.

Total operating revenue (sales revenue, inventory changes plus other work performed by the company and capitalised) grew 51.0 % to reach TEUR 17,638 in the first quarter (Q1/2015: TEUR 11,683). The 55.2 % **cost of materials ratio** (as % of total operating revenue) was lower than the prior-year period's 57.4 % due to operating improvements and economies of scale, among other factors. By contrast, the **personnel cost ratio** (adjusted for the retention bonus) rose to 29.6 % due to the higher number of employees and the resulting follow-on effects (Q1/2015: 25.0 %). **EBITDA** (adjusted on the same basis) stood at TEUR -762 in the reporting period, down compared with the previous year (Q1/2015: TEUR 273), and equivalent to an adjusted **EBITDA margin** (in relation to sales revenue) of -5.5 % (Q1/2015: 3.2 %). The **consolidated net result** of TEUR -1,980 was recorded considerably below the previous-year period's TEUR -811 result. **Earnings per share** consequently amount to EUR -0.11 (undiluted and diluted) compared with EUR -0.05 (undiluted) and EUR -0.02 (diluted) in the first quarter of 2015.

The **equity ratio** remains very high at 82.5 % (31 March 2015: 84.7 %).

Dr. Markus Rechlin, CEO of SLM solutions, draws a positive summary for the first quarter of 2016: "We remain on our growth path. Our cooperation ventures in the consumables and design and construction software areas represent important milestones for us, and underpin our strategy of offering comprehensive solutions. In combination with our technologically leading machines, these ventures give us a very good positioning."



SLM Solutions' Q1 report is available from today in both German and English from www.slm-solutions.com under the "Investor Relations" menu option.

About the company:

Lübeck-based SLM Solutions Group AG is a leading provider of metal-based additive manufacturing technology. The company's shares are traded in the Prime Standard of the Frankfurt Stock Exchange. The stock has been listed in the TecDAX index since 21 March 2016. SLM Solutions focuses on the development, assembly and sales of machines and integrated system solutions in the field of selective laser melting, vacuum and metal casting. SLM Solutions currently employs over 250 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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