SLM Solutions

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# SLM Solutions – a leader in metal based 3D printing

- A technology leader and provider of metal-based additive manufacturing ("3D printing")
- A pioneer in the area of Selective Laser Melting (SLM)
- Multi laser and hull-core technology, strong IP portfolio, three system platforms (SLM 125<sup>HL</sup>, SLM 280<sup>HL</sup>, SLM 500<sup>HL</sup>)
- "Blue chip" customers from aerospace, energy, healthcare and automotive industry such as NASA, General Electric. Siemens and BMW
- Multi-decade history and track record of innovation, more than 80 employees with headquarter in Luebeck, Germany

#### **Financials: Profitable Growth**

EUR million	2011	2012	2013
Revenue	11.9	17.5	21.6
- thereof SLM segment	4.2	11.2	16.6
Gross profit	5.9	8.7	10.9
EBITDA <sup>1</sup>	1.2	1.9	2.5
EBITDA¹ margin (in % of revenue)	10.0	11.1	11.5

<sup>&</sup>lt;sup>1</sup> EBITDA adjusted for one-off costs related to the financing in connection with the acquisition of a stake in the company by Parcom Deutschland I GmbH & Co. KG, one-off costs related to IPO and other non-recurring costs (unaudited)

## **Metal 3D Printing at Inflection Point**

- Substantial market growth potential: Global sales for 3D printing amounted to US\$ 2 bn in 2012 (thereof metalbased approx. 9 %) and is expected to grow to approx. US\$ 11 bn in 2021¹
- Key growth drivers: Increase in direct part production, decreasing costs of parts produced with additive manufacturing, increasing sales in materials, new generations of engineers, scientists and operators, versed in additive manufacturing technologies
- SLM Solutions has increased its market share from 4 % in 2011 to approx. 13 %<sup>2</sup> in 2013

## Experienced and specialised Management Team



#### Dr. Markus Rechlin, CEO

- PhD in Mechanical Engineering (RWTH Aachen university)
- 22 years of relevant professional experience
- Previous experience: Bain Capital, Boston Consulting, Draeger Medical



#### Uwe Bögershausen, CFO

- Diploma degree in Economics (University of Oldenburg)
- 15 years of relevant professional experience
- Previous experience: Derby Cycle (IPO), aleo solar (IPO), Roland Berger



#### Henner Schöneborn, EVP and Co-Founder

- Master degree in Technology Economics and Mechanical Engineering & Design
- 28 years of relevant professional experience
- Previous experience: Hydraulic and Pneumatic Engineer, Application Consultant

## **Investment Highlights**

- Deep rooted 3D printing heritage: Some of the key scientific employees are among the pioneers in metal 3D printing
- German engineering with a global footprint: 67 % of revenues outside of Germany in 2013
- Enormous addressable market: Significant growth potential, metal 3D printing for production application believed to be at inflection point
- Technological leadership position: Strong R&D and IP portfolio, multi laser technology and hull-core technology
- Expanding "blue chip" customer base: Deep and interactive relationships, strong sales pipeline, expansion opportunities
- Profitable growth: Revenue CAGR of 99 % (2011 – 2013) and increasing EBITDA margin of 14 % (2013) in the SLM segment
- Clear growth strategy: Strengthening of sales force & services network, developing consumables business and continued focus on R&D











<sup>&</sup>lt;sup>1</sup> Source: Wohlers Associates

<sup>&</sup>lt;sup>2</sup> Source: Company estimate

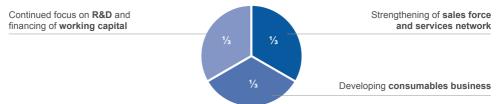


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## **Issuing Concept**

Type of Offer	<ul> <li>Initial public offerings in Germany and Luxembourg</li> <li>Private placements in selected other countries</li> <li>Private placement in the USA, offering only to qualified institutional buyers, as defined in Rule 144A under the U. S. Securities Act of 1933, as amended</li> </ul>
Offer Structure	<ul> <li>Offering of up to 4,166,667 shares from a capital increase</li> <li>Offering of 5,732,596 shares from existing shareholders</li> <li>Offering of 1,349,019 shares from existing shareholders (greenshoe)</li> </ul>
Stock Exchange / Segment	Frankfurt Stock Exchange / Regulated market (Prime Standard)
Underwriters / Selling Agent	Joint Global Coordinators and Joint Bookrunners: Credit Suisse Securities (Europe) Ltd., Deutsche Bank Aktiengesellschaft Co-Lead Managers: BHF-BANK AG, Canaccord Genuity Limited (UK) Selling Agent: equinet Bank AG
Lock up Agreements	Six months: company Twelve months: existing shareholders, management and certain employees of the companies of the SLM Group as beneficiaries of a one-time IPO bonus and a three-year employee bonus program
Shareholder Structure (pre-IPO)	Parcom Deutschland I GmbH & Co. KG 57.7%, Ceresio GmbH 35.0%, Henner Schöneborn 7.3%
Shareholder Structure (post-IPO)¹	Parcom Deutschland I GmbH & Co. KG 11.1%-11.7%, Ceresio GmbH 23.6%-24.8%, Henner Schöneborn 2.8%-3.0%, free float 60.6%-62.6%
Offering Period	April 28 – May 8, 2014
Price Range	18.00 to 23.00 EUR
Start of Trading	May 9, 2014
Issue Volume	Up to EUR 237.9 million (EUR 75.0 million from capital increase)

IPO Proceeds to finance clearly defined Growth Strategy



### **Disclaimer**

<sup>1</sup> Post greenshoe

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