

voxeljet AG

Industrial 3D Printing

3Q19 Financial Results



SAFE HARBOR SUMMARY

This presentation contains forward-looking statements concerning voxeljet AG's business, operations and financial performance and condition as well as our plans, objectives and expectations for our business operations and financial performance and condition. Any statements that are not of historical facts may be deemed to be forward-looking statements. You can identify these forward-looking statements by words such as "believes," "estimates," "anticipates," "projects," "expects," "plans," "intends," "may," "could," "might," "will," "should," "aims," or other similar expressions that convey uncertainty of future events or outcomes. Such forward-looking statements involve known and unknown risks, uncertainties, and other factors that could cause actual results to differ materially from the projections and estimates contained herein and include, but are not limited to statements relating to: the current trend and inflection point of the market or industry; success and effects of our integrated business model; market demand or market acceptance of our products or services; ability to turn Services customers into Systems customers; expected growth of the 3D printing market; ability to meet growing demand; introduction of VJET XIOB and our new large HSS printer; continued innovation by voxeljet AG; new applications and markets to be supported by voxeljet AG; expected market sizes; actual and successful performance relating to VJET X printers; and voxeljet AG's ability to deliver a fully automated 3D printing solution for mass production. Factors that could cause actual results to differ materially from these forward-looking statements include, among others: the risks inherent in the company's industry; performance of and customer demand at the service centers; decisions and activities of the Company's management affecting margins, investment, capital spend; the Company's use of capital and strategy; the Company's ability to provide products and services satisfactory to its customers; development and achievements by competitors; economic and market conditions; the Company's outstanding indebtedness; the Company's ability to maintain sufficient internal controls over financial reporting; the impact of issuances of additional ADSs; and risks associated with conducting a global business, including application of foreign laws to contract and other disputes, environmental laws, enforcement and uncertain political and economic environments. These risks and other factors are discussed in more detail in the Company's public filings with the Securities and Exchange Commission. Statements made herein are as of the date hereof and should not be relied upon as of any subsequent date. The Company's past performance is not necessarily indicative of its future performance. The Company disclaims any obligation to update any forward-looking statements.

DISCLAIMERS

Guidance

Any estimates, forecasts or projections set forth in this presentation have been prepared by voxeljet AG management in good faith on a basis believed to be reasonable. Such estimates, forecasts and projections involve significant elements of subjective judgment and analysis as well as risks (many of which are beyond management's control). As such, no representation can be made as to the attainability of management's forecasts and projections. Readers are cautioned that such estimates, forecasts or projections have not been audited and have not been prepared in conformance with International Financial Reporting Standards.

Non-IFRS Measure

The Company uses Adjusted EBITDA as a supplemental financial measure of its financial performance. As calculated under International Financial Reporting Standards ("IFRS") accounting principles, Adjusted EBITDA is defined as net income (loss), interest (income) expense, provision (benefit) for income taxes, depreciation and amortization, and excluding other (income) expense resulting from foreign exchange gains or losses on the intercompany loans granted to the subsidiaries. Management believes Adjusted EBITDA to be an important financial measure because it excludes the effects of fluctuating foreign exchange gains or losses on the intercompany loans granted to its subsidiaries which are difficult to forecast for future periods. Management regularly uses both IFRS and non-IFRS results and expectations internally to assess its overall performance of the business, making operating decisions, and forecasting and planning for future periods. Management believes that Adjusted EBITDA is a useful financial measure to the Company's investors as it helps investors better understand and evaluate the projections our management board provides. The Company's calculation of Adjusted EBITDA may not be comparable to similarly titled financial measures reported by other peer companies. Adjusted EBITDA should not be considered as a substitute to financial measures prepared in accordance with IFRS.

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Financial Results Conference Call

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Audio Replay:
1-844-512-2921 or 1-412-317-6671
(Conference ID number: 13695972)

Established in **1999**



5 locations worldwide



327 employees (FY18)



Binder Jetting Technology for highest scalability in Additive Manufacturing



Industrial 3D-Printing: more than 400 patents and patent applications



Public company traded on **NYSE** since October 2013



"Our vision is to establish a new manufacturing standard by constantly pushing technological boundaries, enabling cost-effective mass-production utilizing our high-speed, large-format 3D printers and on-demand parts services."

Dr. Ingo Ederer, CEO & founder of voxeljet

Our unique selling propositions



Material diversity

Various applications, processes and materials

Size

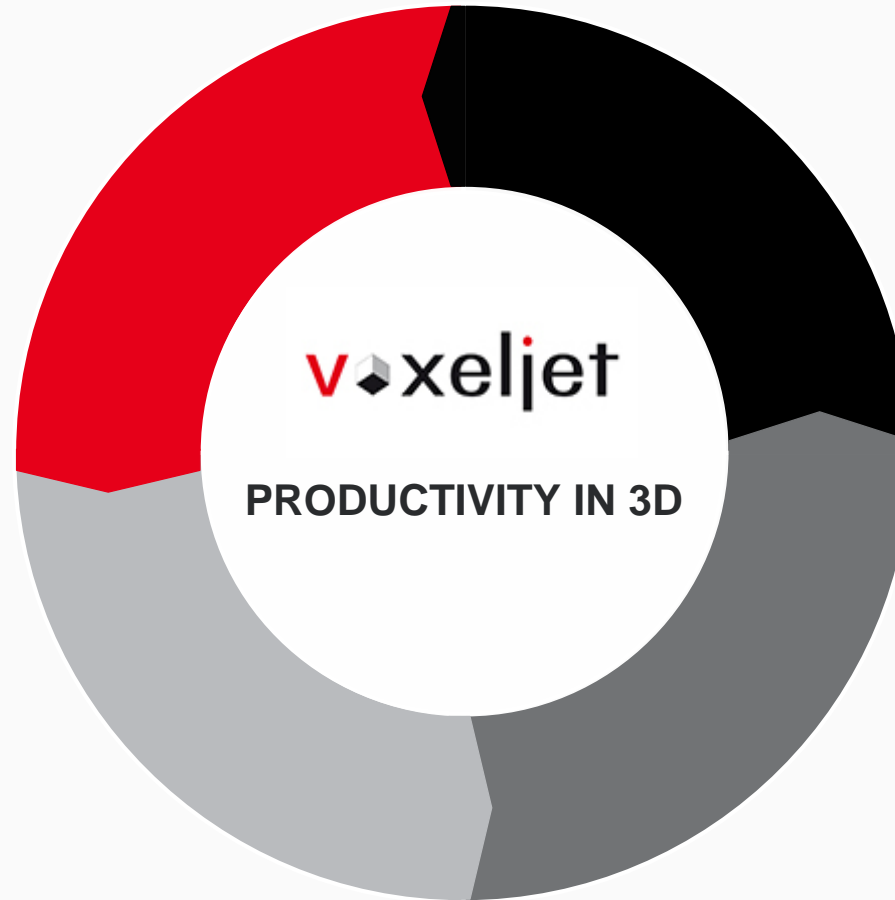
Largest 3D printing systems in the market

Cost efficiency

Optimization of production and service costs

Speed

High speed printing and fast availability



Synergies built on integrated business model



Services (On-Demand Printing)

Systems



2018 Sales: EUR 13.8m

Volume contracts

Strong competitive position:
global footprint/largest printers in the industry

Optimized CAPEX and
OPEX for own assets

Low barriers to entry
send data → receive printed parts; from n=1

Risk balancing

- Capture business either as 3D-Printer sale or on-demand printing contract
- Balance long with short sales cycles

Customer

- Early awareness of new projects
- Strong customer relationships

Synergies

Operations

- Long track record of executing large-scale projects
- High cost competitiveness and efficiency

Innovation

- Improvement of applications and solutions
- Insights into customer processes

2018 Sales: EUR 12.2m

Multi-system sales

After sales activities

Direct parts technology
High Speed Sintering

Indirect metals technology
via Hybrid AM

Powerful global sales network and production footprint



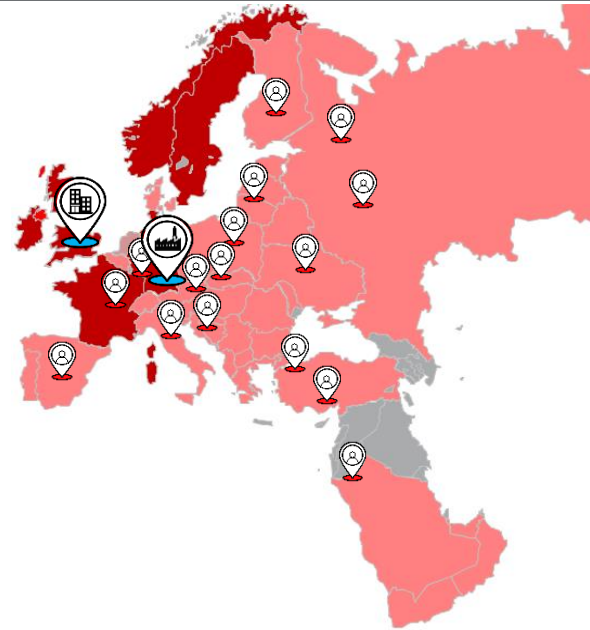
Americas: 32% of Sales

[based on 3Q19 sales]



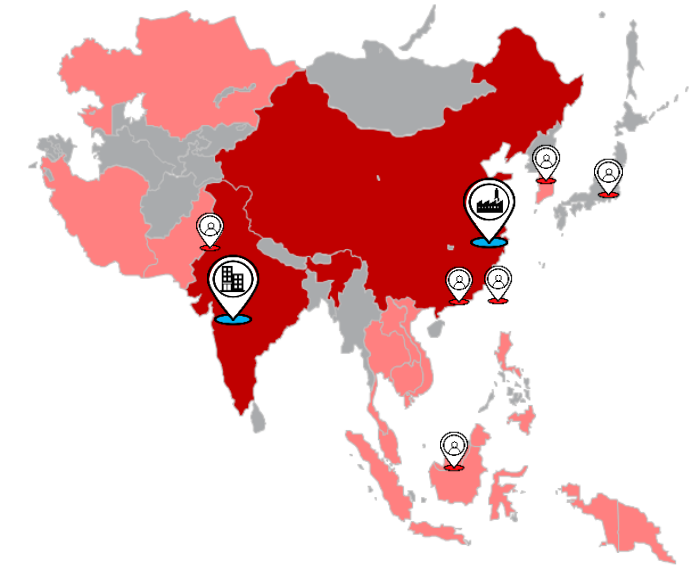
3 voxeljet plants / 2 sales offices (UK, India)

EMEA: 58% of Sales



23 voxeljet sales partners

Asia: 10% of Sales



voxeljet direct sales voxeljet sales partner coverage

Facilities in US and Asia focus on local and regional customers:

Key advantages of overseas facilities include: geographic proximity reduces transportation costs and purchase lead-time; provides timely value-added services for customers; staffs local engineers to promptly deliver technical and maintenance support

50,000 Sq. Feet

USA
3D Parts
Production Center

1,000 Sq. Feet

UK
Office

135,000 Sq. Feet

Germany
HQs, R&D/Engineering,
3D Parts
Production Center

1,000 Sq. Feet









India
Office

78,000 Sq. Feet

China
3D Parts
Production Center

Proven track record

Long-term relationship with global industry leaders

Company	Length of business relationship (years)
	17
DAIMLER	17
	15
 PORSCHE	13
	10
	7
 HYUNDAI	5
	2
 RICOH imagine. change	2

Case Study I: Functional parts from High Speed Sintering (HSS)

voxeljet has proven that it is possible to perform High Speed Sintering (HSS) with polypropylene (PP) and thermoplastic polyurethane (TPU) on larger platforms. This expands the scope of HSS to new end markets such as automotive interior and exterior components, sporting goods and consumer products.

- PP can be used in most plastics end-use markets; Exp. market size in 2022: 99.17bn USD¹⁾
- TPU can be used in ultra-flexible products; Expected market size in 2022: 2.84bn USD²⁾

A large HSS printer for series production (sample drawing below) is currently under development and a first prototype is expected to be presented in November 2019 at the Formnext show in Frankfurt.



Case Study II: Introduction of new printer VJET X for series production

Integrated into conventional casting lines, VJET X printers are believed to be the most powerful additive manufacturing technology for the cost-efficient **series-production** of sand cores for the casting of complex metal components. These metal components have new features as the geometries are more complex. Applied to car production for example, engine components produced with this technology can help to reduce vehicle CO₂ emissions substantially.

VJET X printers are **10x faster** than previous models, which results in a layering speed of less than 5 seconds. An inorganic binder system for **zero emissions** during core printing, storage and when using the sand cores in the casting process.

(1) MarketsandMarkets: Polypropylene Market by Type, Global Forecast to 2022

(2) MarketsandMarkets: Thermoplastic Polyurethane Market by Type, Global Forecast to 2021



Complex water jacket core for precise temperature management in an engine



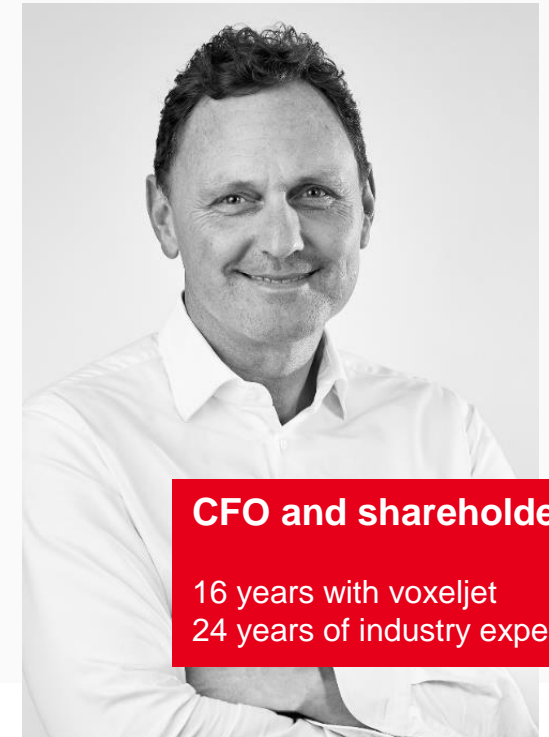
Dr. Ingo Ederer

CEO and founder

20 years with voxeljet
26 years of industry experience

Third Quarter 2019 Financial Results

Rudolf Franz

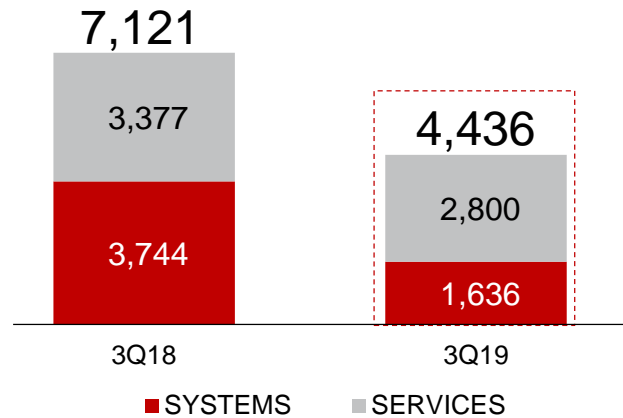


CFO and shareholder

16 years with voxeljet
24 years of industry experience

Revenue by Segment

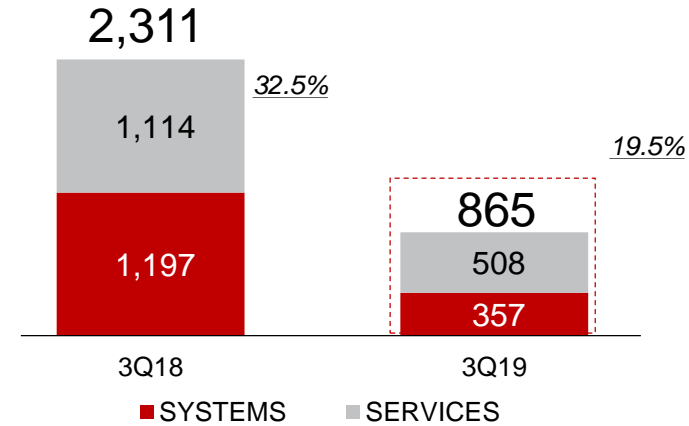
(€ in 000's)



- **Total revenue** decreased 37.7% to kEUR 4,436 in 3Q19 from kEUR 7,121 in 3Q18
- **Systems revenue** decreased 56.3% to kEUR 1,636 in 3Q19 from kEUR 3,744 in 3Q18
 - High seasonality and strong order intake for 4Q19; record backlog for 3D printers as of October 2019 (kEUR 5,576)
 - New 3D printers (VJET X / VX1000 HSS) are not yet contributing to revenue growth
- **Services revenue** decreased 17.1% to kEUR 2,800 in 3Q19 from kEUR 3,377 in 3Q18
 - Demand in Germany almost unchanged Y/Y, drop in demand from French and Italian customers (automotive suppliers); revenue from China Service Center more than doubled Y/Y

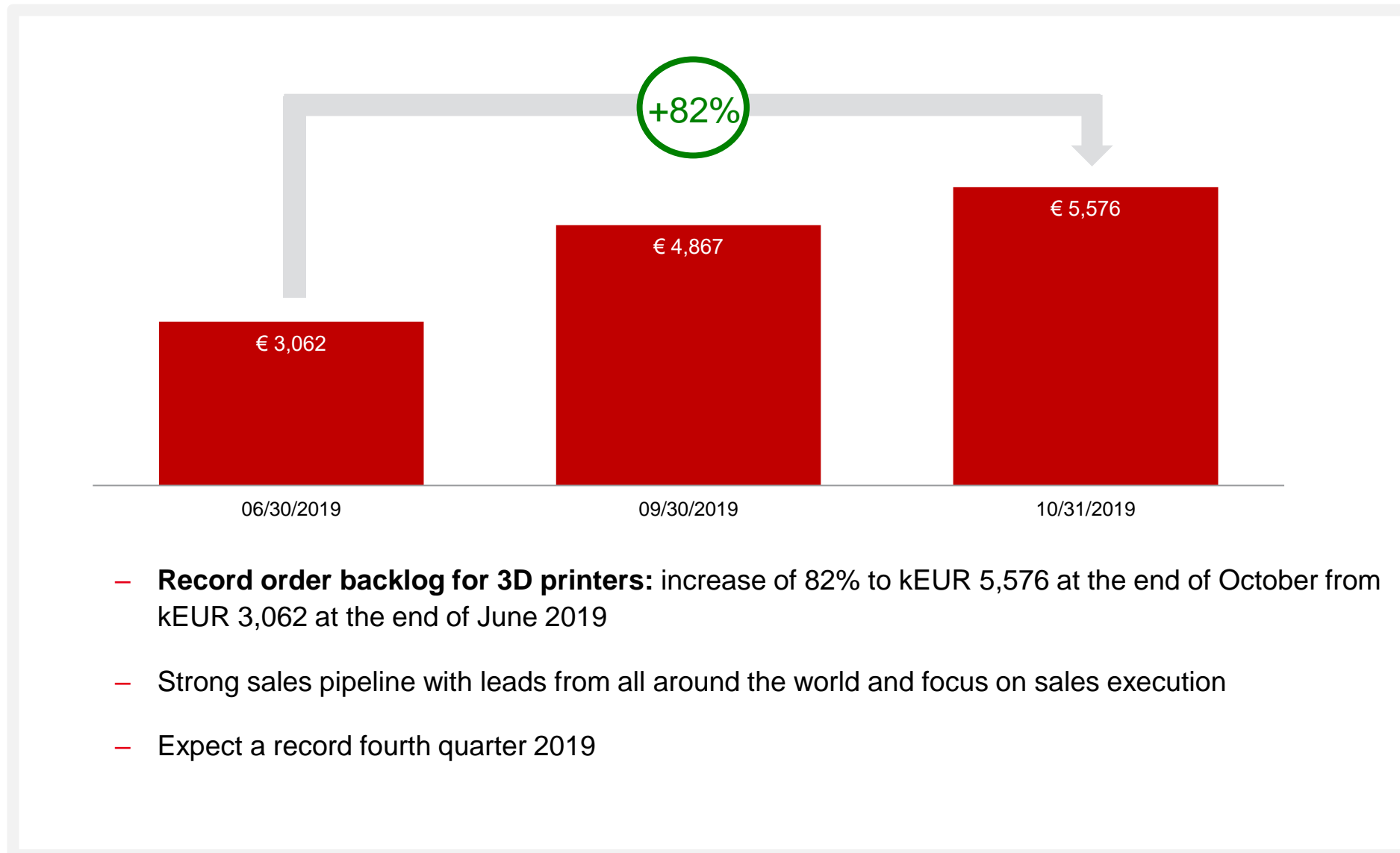
Gross Profit & Gross Profit Margin

(€ in 000's)



- Gross profit margin in **Systems** decreased to 21.8% in 3Q19 from 32.0% in 3Q18
 - Gross margin contribution from the sale of 3D printers stable but lower gross profit contribution from after-sales activities
- Gross profit margin in **Services** decreased to 18.1% in 3Q19 from 33.0% in 3Q18
 - Management decided to cancel the lease of the voxeljet UK facility and to consolidate European 3D printing production in the German HQs. This will help to reduce overall costs and should lead to improved gross profit margins going forward. voxeljet UK will expand its sales team and is focusing on selling 3D printed parts and 3D printers.
 - As a result, a one-off expense of kEUR 299 is included in cost of sales in the Services segment

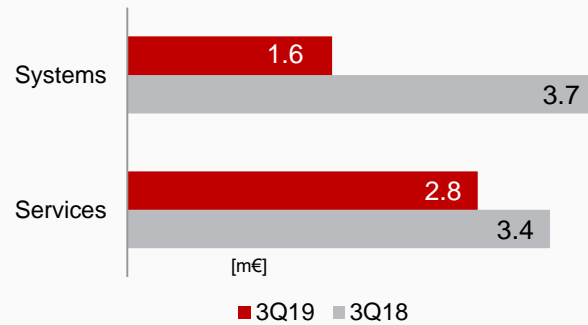
Record order backlog for 3D printers



Strong commitment to R&D



Revenue By business unit



Revenue By geographic region



Opex By function




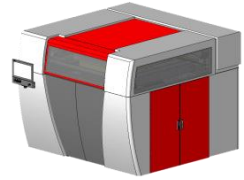
- Selling
- Admin
- R&D
- Other



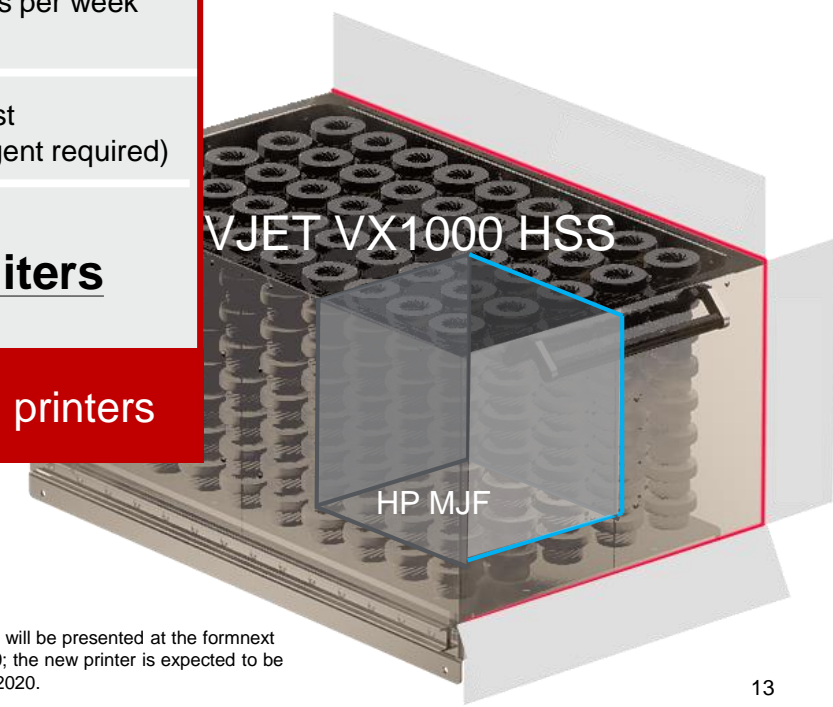
	Systems	Services	Americas	EMEA	Asia	Selling	Admin	R&D	Other
% 3Q19 Revenue	36.9	63.1	32.0	58.2	9.8	38.0	35.3	42.6	0.0
% 3Q18 Revenue	52.6	47.4	26.9	41.2	31.9	27.9	21.0	21.9	0.0

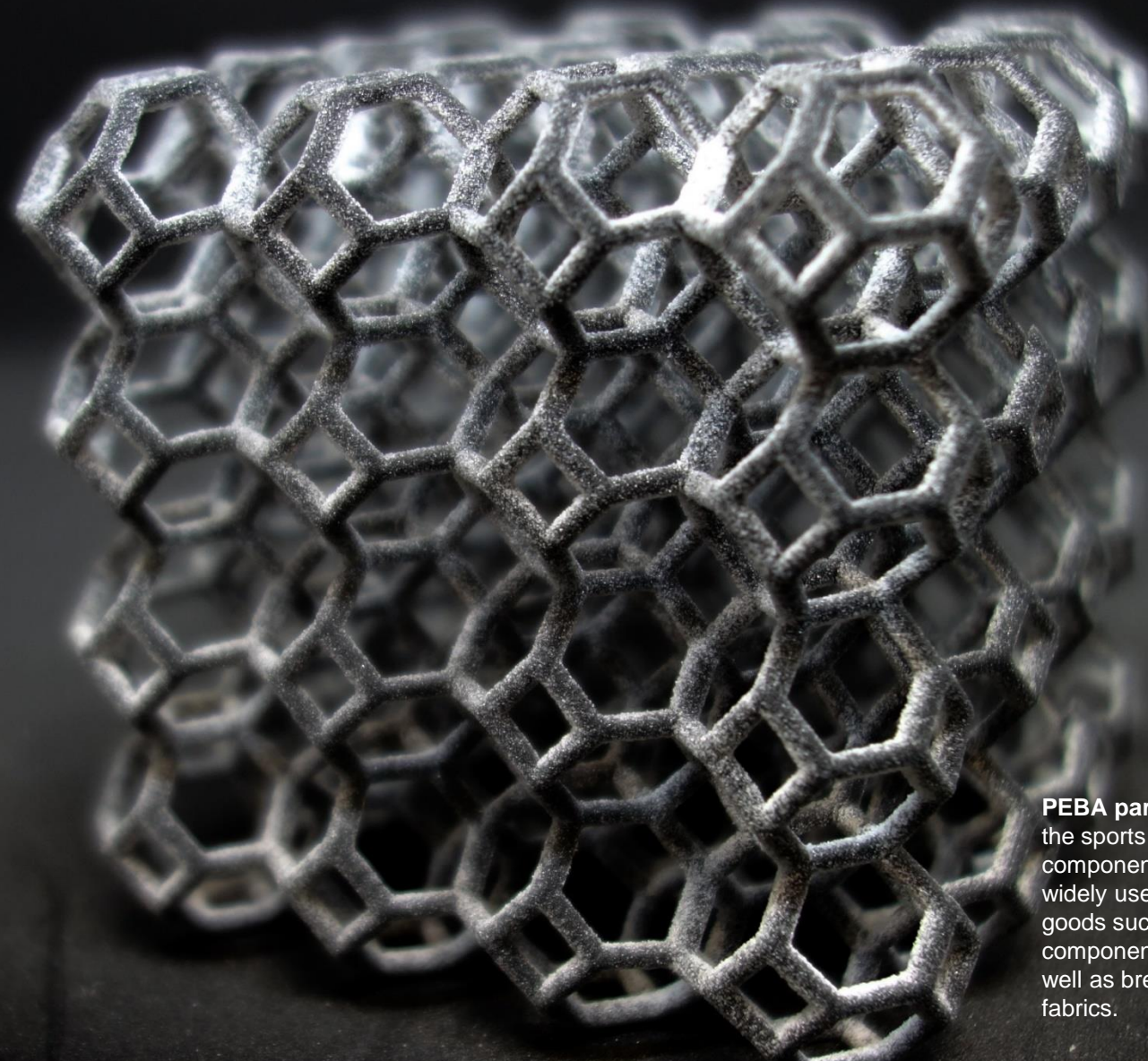
voxeljet VX1000 HSS / Series production of functional parts



	HP Jet Fusion 5210	HP Jet Fusion 4200	voxeljet HSS 200	voxeljet VX1000 HSS
				
Ideal for	Mid-volume production environments producing over 550 parts per week	Industrial prototyping and final part production environments producing up to 200 parts per week	Industrial prototyping and final part production environments producing up to 100 parts per week	High-volume, series production of final parts > 5,000 parts per week
Running costs	Better	Good	Fair (no detailing agent required)	Best (no detailing agent required)
Effective build volume	41 liters		9 liters	248 liters
	<small>Source for HP data: HP Inc. 4AA7-4999ENA, May 2019</small>		<small>Source: voxeljet AG</small>	

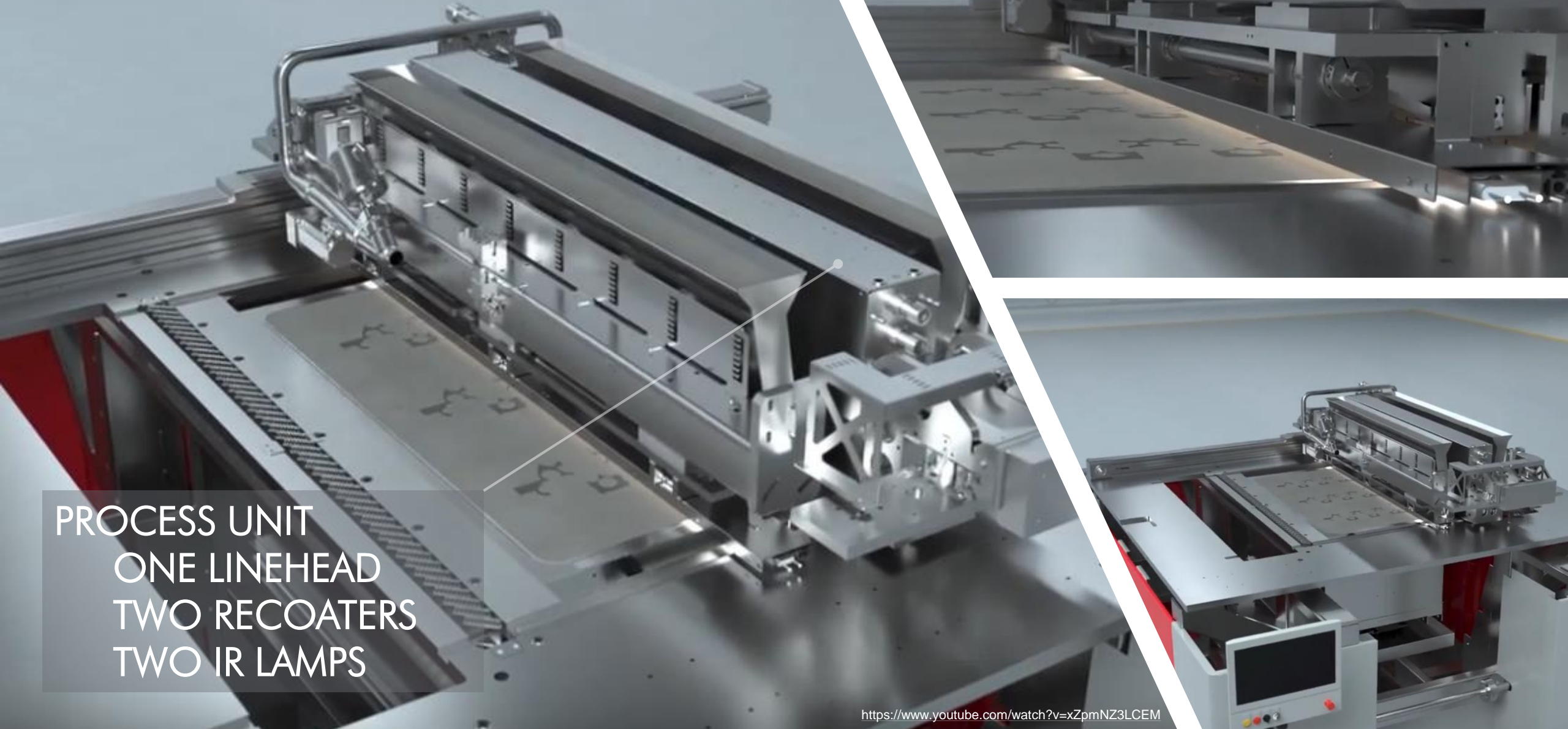
New voxeljet VX1000 HSS with 6x larger build volume than comparable 3D printers





PEBA part printed on VX200 HSS: PEBA is found in the sports equipment market: for damping system components and outsoles of high-end shoes. It is also widely used in the manufacture of electric and electronic goods such as electronic device casings and components. PEBA can also be used to make textiles as well as breathable film, fresh feeling fibers or non-woven fabrics.

VJET X – additive series production



PROCESS UNIT
ONE LINEHEAD
TWO RECOATERS
TWO IR LAMPS

Frequently asked questions



Why did you reorganize voxeljet UK?

- At our 10,000 square feet facility in Milton Keynes in the UK, voxeljet UK operated two VX1000 printers and two VX200 HSS printers.
- Following a thorough analysis, we decided to consolidate European 3D printing in the German HQs and cancel the lease of the Milton Keynes facility.
- This will help to reduce overall costs and should lead to improved gross profit margins by realizing economies of scale in the German 3D parts production center.
- **voxeljet UK will expand its sales team and is focusing on selling 3D printed parts and 3D printers.**

What is the status of VJET X?

- The first two VJET X units are printing at the automotive OEMs facility in Germany. Together with our partners, we are currently improving the processes after the 3D printing to ensure reliable parts quality.
- We are optimistic to get this done in the near future and expect to book revenue for the first two VJET X units early next year. We also expect to receive an order for additional VJET X units.
- **We are being approached by other OEMs and Tier-1 suppliers, who are very keen to learn more about VJET X and its application in series production.**

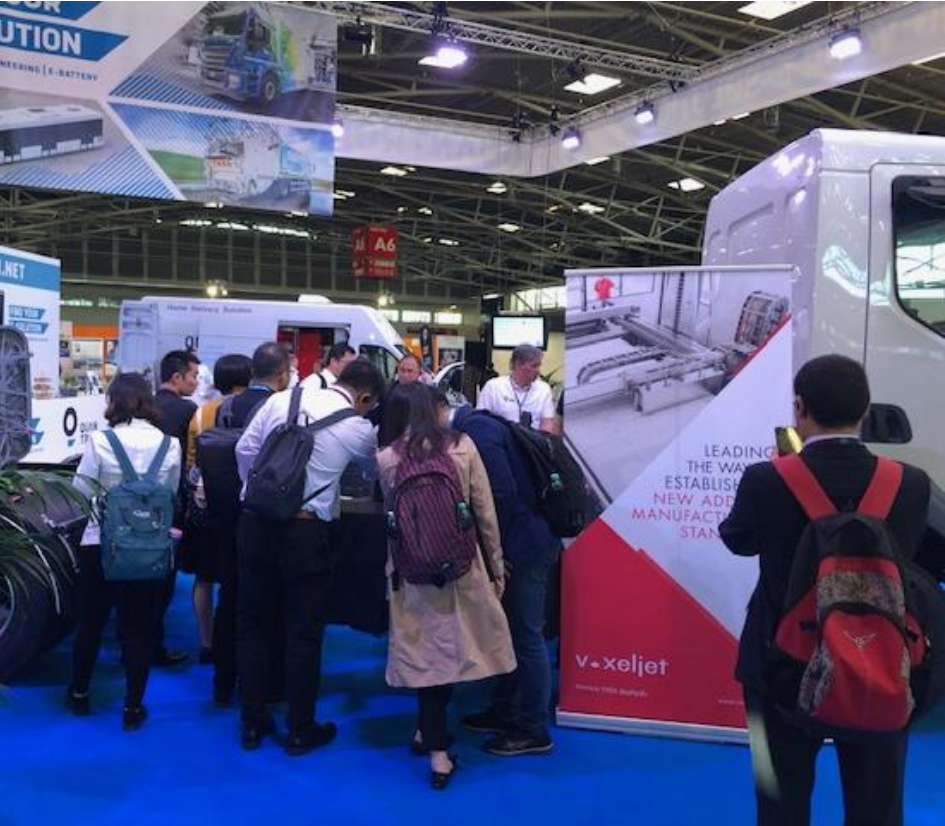
What does the trend to e-mobility & reduced CO₂ emissions mean to you?

- The trend to e-mobility, reduced CO₂ emissions and improved fuel efficiency means three things: first, the demand for hybrid vehicles is growing. Hybrid vehicles need more parts in higher complexity than single internal combustion engines (ICE).
- Second, the demand for super-efficient ICEs with lower CO₂ emissions is growing as a result of stricter environmental regulations. Such engines have higher energy densities and need better cooling devices, which can only be made with 3D printing. This also applies to new battery and electric engine housings for electric cars. Third, the demand for light-weight, complex structural parts is growing.
- **The above can only be realized- at scale and in a cost-efficient way, by combining 3D printing and conventional manufacturing (voxeljet's hybrid AM).**

What are your growth drivers?

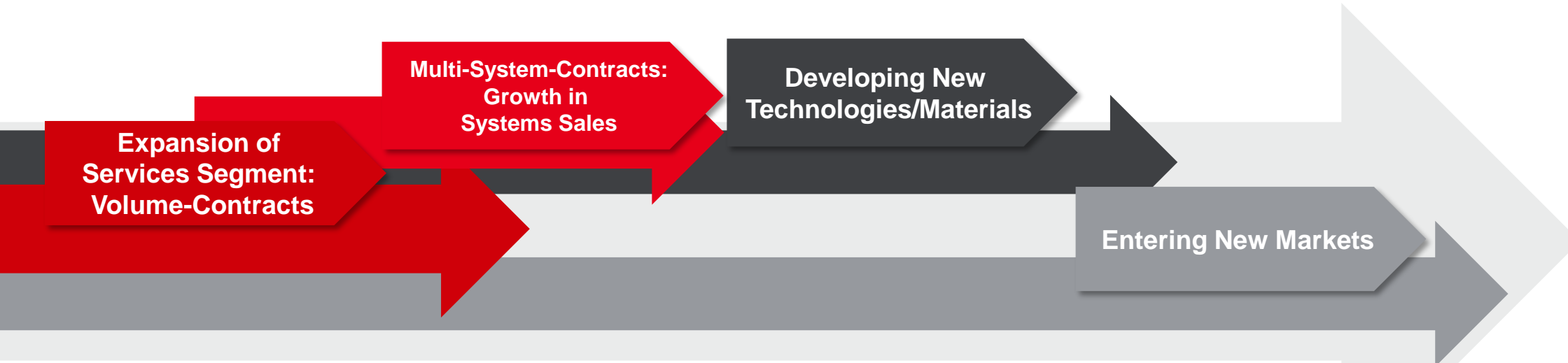
- **Large volume contracts for printed parts:** Our business strategy focuses on growing our on-demand parts production segment in order to print more parts for our existing customers and gain new customers in Europe, Asia Pacific and Americas. We are currently negotiating large volume contracts with several customers.
- **Multi-system sale:** We use our knowledge and market position to increase the sales of our 3D printers. With VJET X and the new VX1000 HSS printer, we believe to be in a position to sell multiple systems to individual customers. For example, we signed a frame contract for five VJET X units with a large German automotive OEM at the end of 2018. A big US sports equipment company is very keen to use the VX1000 HSS in the mass production of a new type of shoe component.

3D printed housing for electric engine



3D printed parts for an electric engine housing, presented at eMove360, together with Qantron AG in October 2019 (one of the largest shows for e-mobility).

Expected roadmap towards profitable growth



- > Best-in-class customer value proposition driven by the ability to print more parts simultaneously on one printer
- > Resulting in quick, cost-effective turnaround times for print jobs
- > Expected to leverage recent investments in additional capacity in Europe, the United States and China to meet growing demand

- > Capitalize on knowledge and market position to increase sales of 3D printers and after-sales services
- > Introduce advanced and fully automated AM solutions that address key customer pain points
- > Example: VJET X – as we believe the world’s first 3D production solution, capable of replacing conventional manufacturing in automotive series production

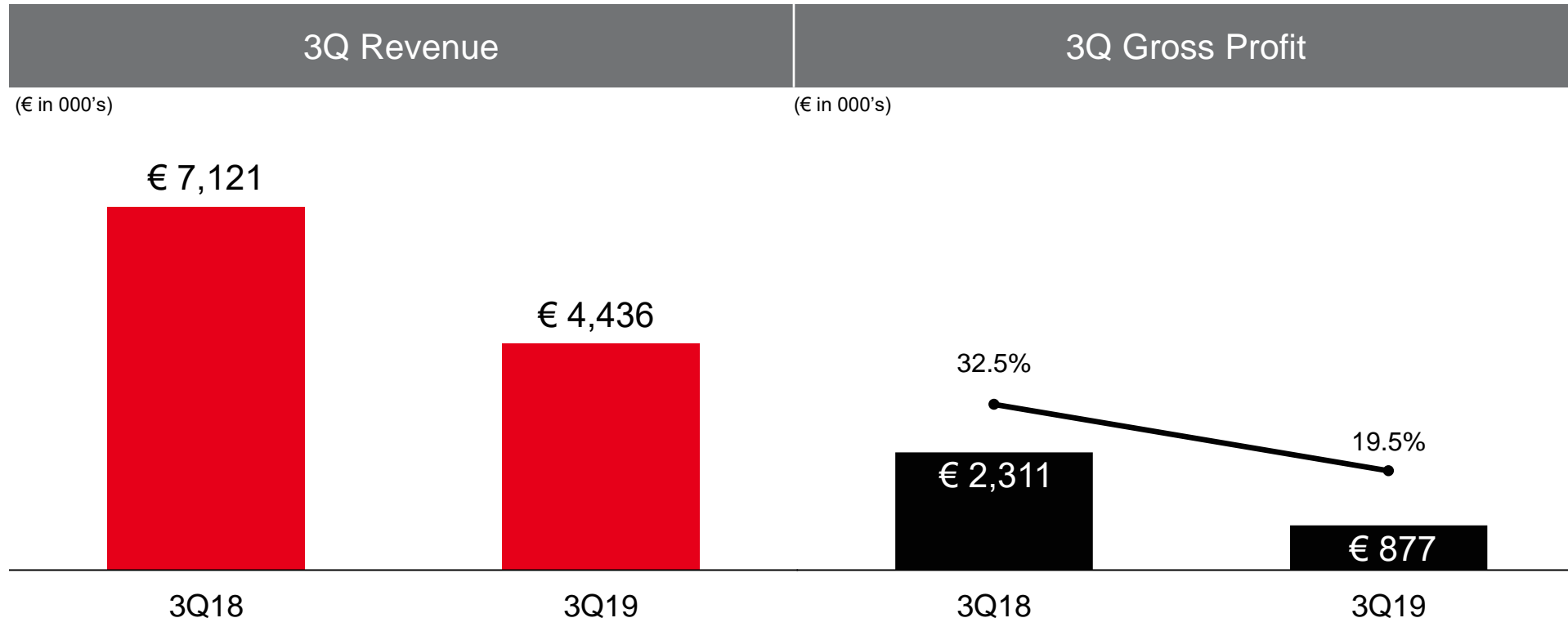
- > Continued shift from solutions built for prototyping to solutions built for production
- > Development of High Speed Sintering (HSS) printing process
- > Continued innovation in materials portfolio, most recently developing Thermoplastic Polyurethane and Polypropylene-based print solutions for direct parts in HSS

- Big HSS printer to be presented to the public at Formnext show in November 2019. The new printer is expected to increase the total addressable market significantly, including series production of:
- > Sporting goods and shoes
 - > Hydraulic seals and gaskets
 - > Household goods
 - > Automotive interiors

Financial Overview

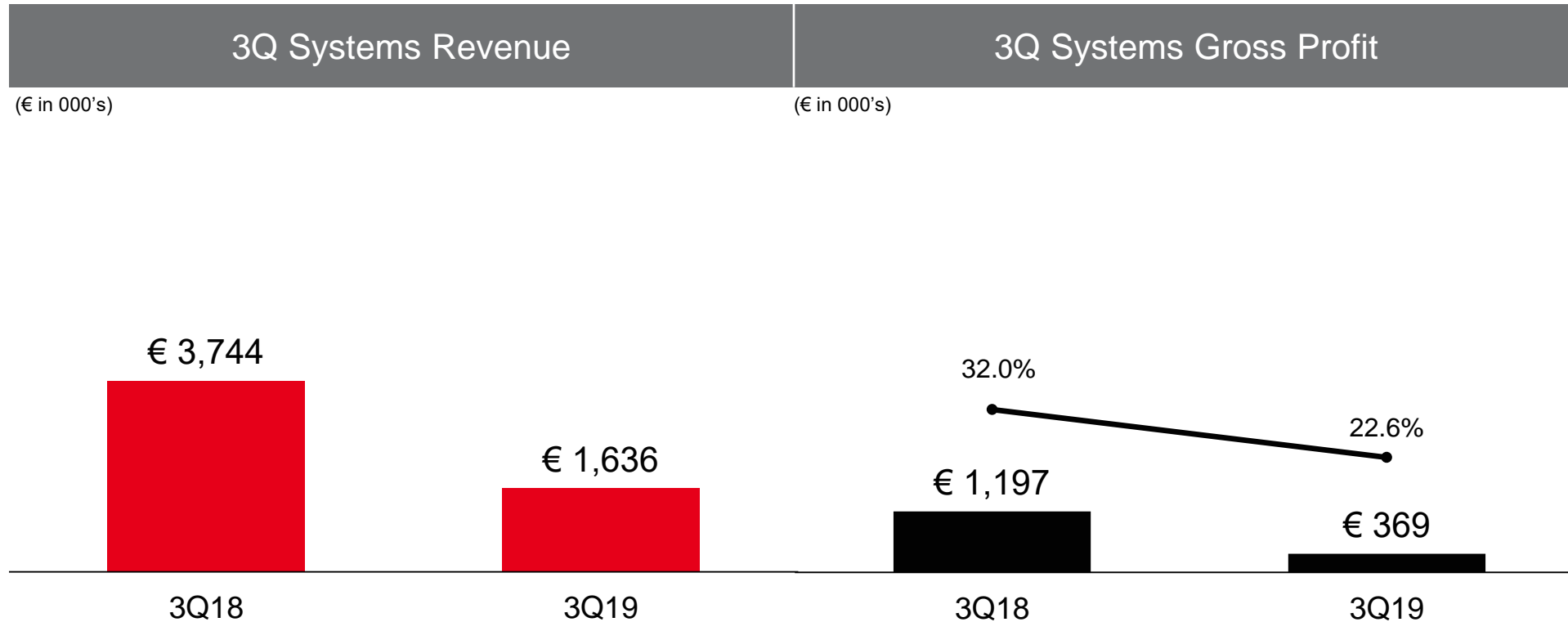


Revenue and gross profit: three months ended 09/30/2019



- Revenue in 3Q19 decreased by 37.7% to kEUR 4,436 compared to kEUR 7,121 in 3Q18
- Services revenue: demand in Germany almost unchanged, drop in demand from French and Italian customers (automotive suppliers); revenue from China Service Center more than doubled Y/Y, US Service Center slightly weaker
- Systems revenue: High seasonality and strong order intake for 4Q19; record backlog for 3D printers as of October 2019 (kEUR 5,576); new 3D printers (VJET X / HSS) are not yet contributing to revenue growth
- Gross profit and gross profit margin were kEUR 877 and 19.5% in 3Q19 compared to kEUR 2,311 and 32.5% in 3Q18
- Management decided to cancel the lease of the voxeljet UK facility and to consolidate European 3D printing in the German HQs. This will help to reduce overall costs and should lead to improved gross profit margins going forward. voxeljet UK will expand its sales team and is focusing on selling 3D printed parts and 3D printers. As a result, a one-off expense of kEUR 299 is included in cost of sales in the Services segment
- GP margin from the sale of 3D printers unchanged, lower contribution from after-sales

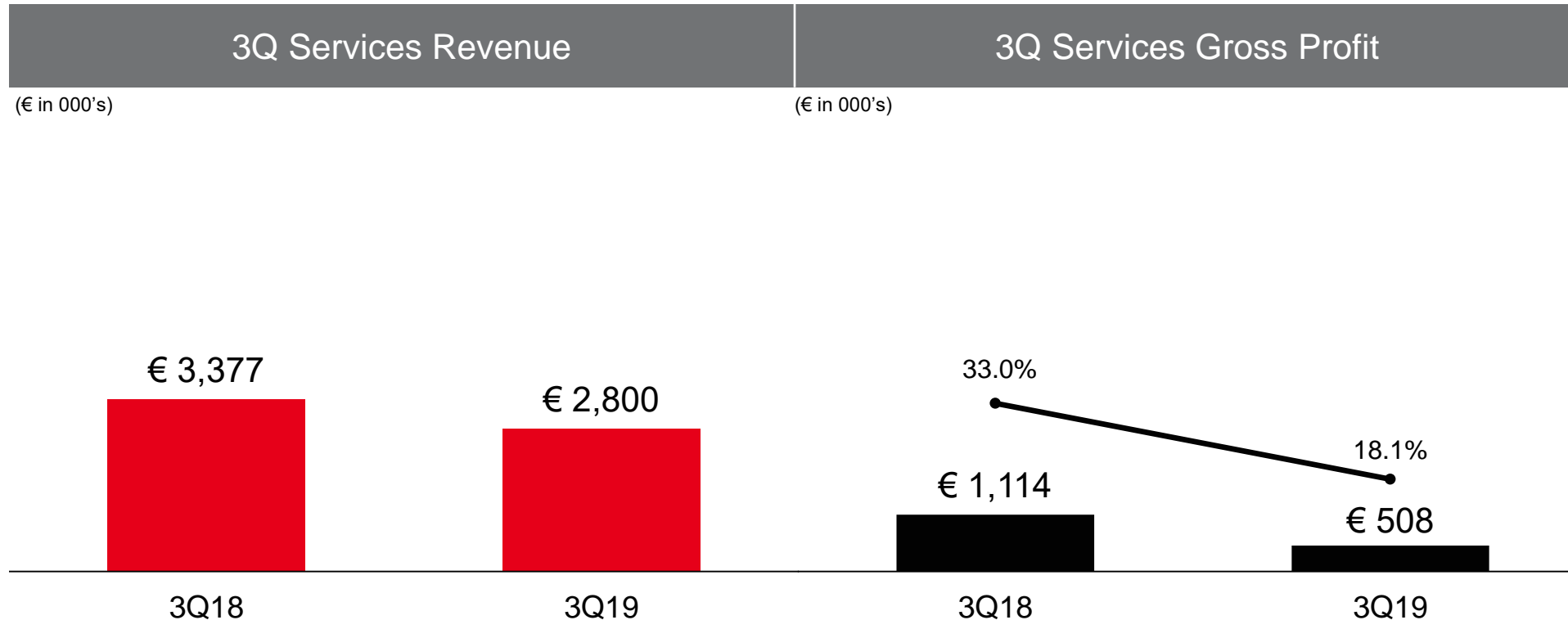
Segment financials - Systems: three months ended 09/30/2019



- Systems revenue in 3Q19 decreased 56.3% to kEUR 1,636 from kEUR 3,744 in 3Q18
- Three new printers sold in 3Q19 compared to three new in 3Q18; lower revenue from 3D printer sales due to different product mix (smaller platforms); received orders for all platforms for 4Q19
- Systems revenue accounted for 36.9% of total revenue in 3Q19 compared to 52.6% in 3Q18

- Gross profit and margin of kEUR 369 and 22.6% in 3Q19 compared to kEUR 1,197 and 32.0% in 3Q18
- Gross margin contribution from the sale of 3D printers stable but lower gross profit contribution from after-sales activities

Segment financials - Services: three months ended 09/30/2019



- Services revenue for 3Q19 decreased 17.1% to kEUR 2,800 from kEUR 3,377 in 3Q18
- Demand in Germany almost unchanged, drop in demand from French and Italian customers (automotive suppliers); revenue from China Service Center more than doubled, US Service Center slightly weaker
- Services revenue accounted for 63.1% of total revenue in 3Q19 compared to 47.4% in 3Q18

- Gross profit and margin of kEUR 508 and 18.1% in 3Q19 compared to kEUR 1,114 and 33.0% in 3Q18
- Management decided to cancel the lease of the voxeljet UK facility and to consolidate 3D printing in the German HQs. This will help to reduce overall costs and should lead to improved gross profit margins going forward. voxeljet UK will expand its sales team and is focusing on selling 3D printed parts and 3D printers.
- As a result, a one-off expense of kEUR 299 is included in cost of sales in the Services segment

Financial highlights

three months ended 09/30/2019

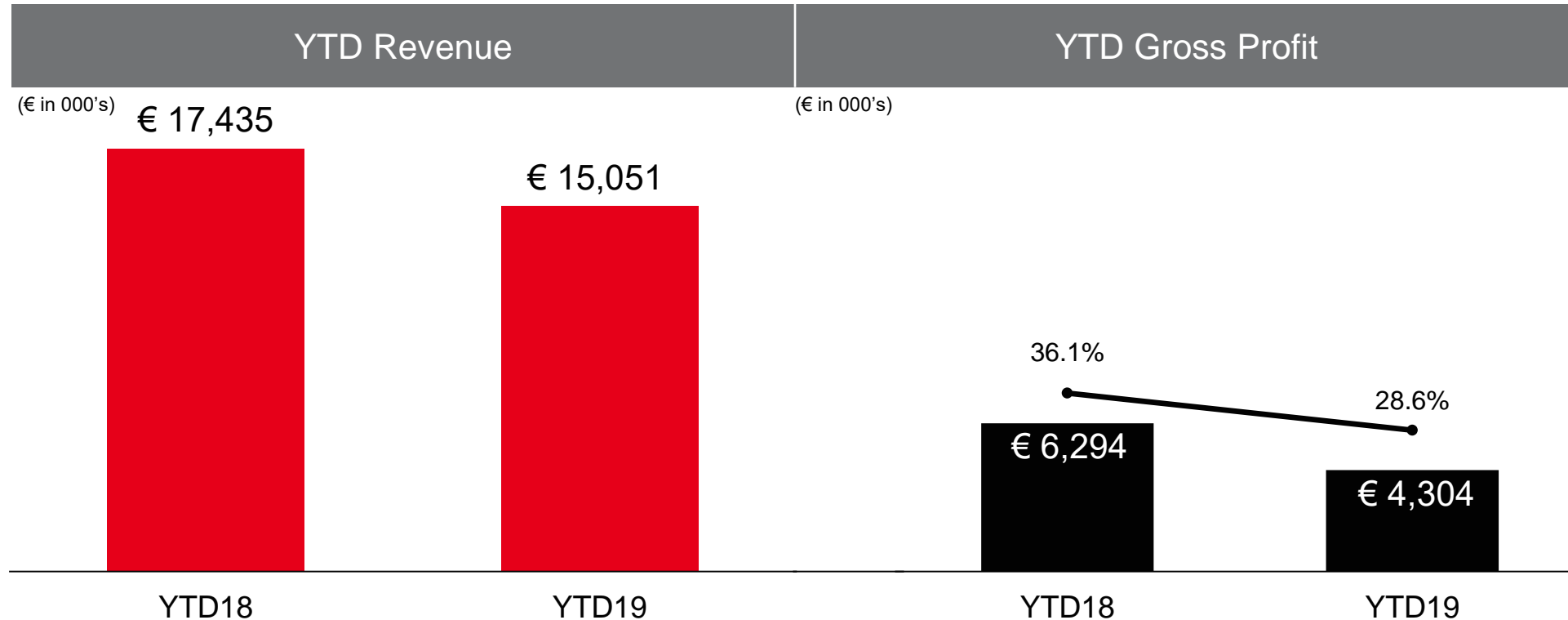


Thousands of EUR (except per share data)	3Q19	3Q18
Revenue	4,436	7,121
Cost of sales	(3,571)	(4,810)
Gross profit	865	2,311
Gross margin	19.5%	32.5%
SG&A	(3,254)	(3,484)
Research & Development	(1,888)	(1,660)
Other operating income (expense), net	751	72
Operating income (loss)	(3,514)	(2,761)
Financial result	(370)	(1,042)
Net income (loss)	(3,914)	(3,797)
Earnings (loss) per ordinary share	(0.80)	(1.02)
Weighted avg. ordinary shares outstanding	4,836,000	3,720,000
Earnings (loss) per ADS	(0.16)	(0.2)
Weighted avg. ADSs outstanding	24,180,000	18,600,000

Comments

- > Highest backlog for 3D printers in the company's history at the end of October 2019 with approximately 5.6 million euros
- > Orders received for all 3D printing platforms: VX200, VX500, VX1000, VX2000, VX4000

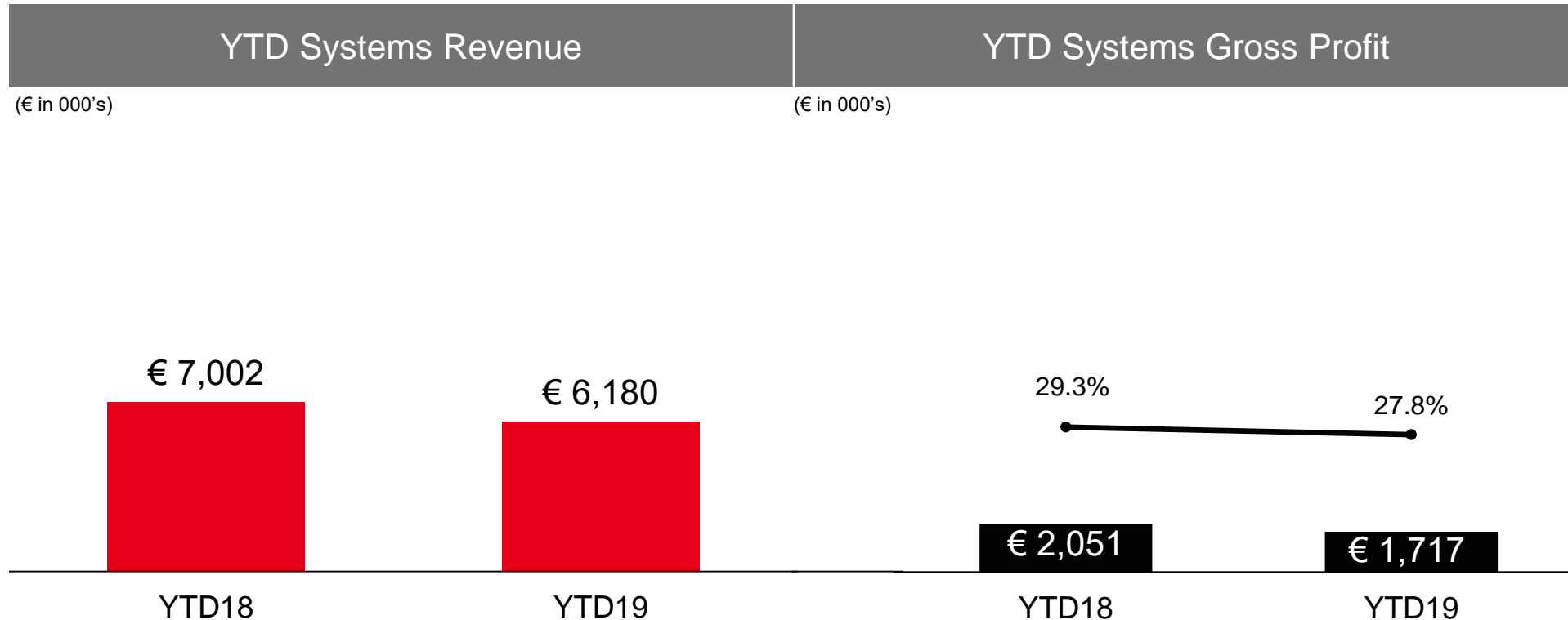
Revenue and gross profit: nine months ended 09/30/2019



- Revenue in YTD19 decreased by 13.7% to kEUR 15,051 compared to kEUR 17,435 in YTD18

- Gross profit and gross profit margin were kEUR 4,304 and 28.6% in YTD19 compared to kEUR 6,294 and 36.1% YTD18

Segment financials - Systems: nine months ended 09/30/2019



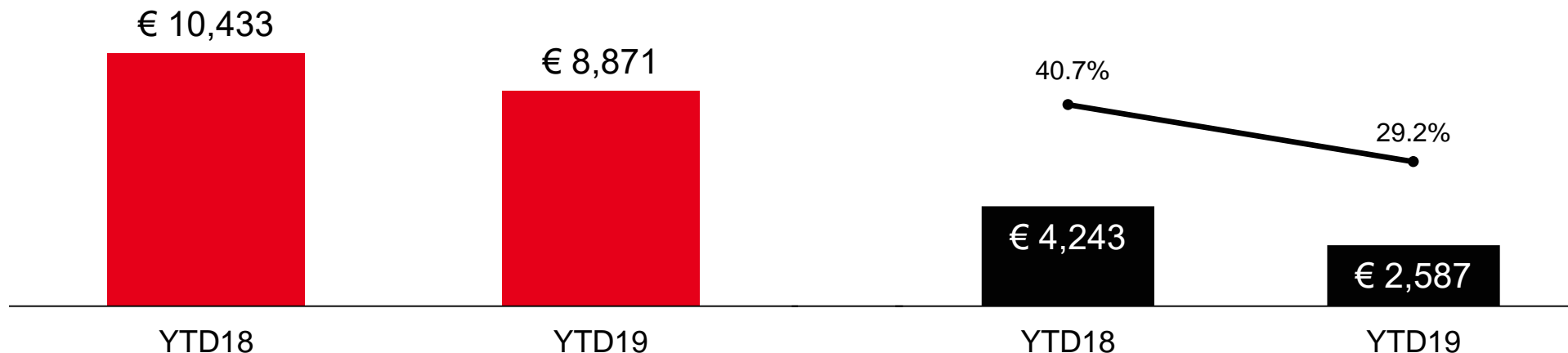
- Systems revenue in YTD19 decreased to kEUR 6,180 compared to kEUR 7,002 in YTD18
- Total of seven new and one used and refurbished 3D printers sold in YTD19, compared to four new and three used and refurbished 3D printers in YTD18
- Systems revenues accounted for 41.1% of total revenues in YTD19 compared to 40.2% in YTD18

- Gross profit and margin of kEUR 1,717 and 27.8% in YTD19 compared to kEUR 2,051 and 29.3% in YTD18

Segment financials - Services: nine months ended 09/30/2019



YTD Services Revenue	YTD Services Gross Profit
(€ in 000's)	(€ in 000's)



- Services revenue in YTD19 decreased to kEUR 8,871 from kEUR 10,433 in YTD18
- The decrease in Services revenue from the German operation reflected the slight slowdown of the economy in Western Europe mainly related to the automotive industry; Services revenue from voxeljet America and voxeljet UK were almost flat; Services revenue from voxeljet China increased significantly

- Gross profit and margin decreased to kEUR 2,587 and 29.2% from kEUR 4,243 and 40.7% in YTD 2018
- The decrease in gross profits is primarily related to the costs associated with the restructuring of voxeljet UK, the lower utilization in Germany and higher depreciation expenses in the US, as new equipment was added at the end of last year

Financial highlights

nine months ended 09/30/2019



Thousands of EUR (except per share data)	YTD19	YTD18
Revenue	15,051	17,435
Cost of sales	(10,747)	(11,141)
Gross profit	4,304	6,204
Gross margin	28.6 %	36.1%
SG&A	(9,716)	(9,502)
Research & Development	(5,295)	(4,771)
Other operating income (expense), net	1,046	424
Operating income (loss)	(9,661)	(7,555)
Financial result	(894)	(902)
Net income (loss)	(10,617)	(8,464)
Earnings (loss) per ordinary share	(2.16)	(2.27)
Weighted avg. ordinary shares outstanding	4,836,000	3,720,000
Earnings (loss) per ADS	(0.43)	(0.45)
Weighted avg. ADSs outstanding	24,180,000	18,600,000

Balance sheet (selected items)

Thousands of EUR (except per share data)	09/30/2019	12/31/2018
Cash and cash equivalents	6,573	7,402
Financial assets (bond funds)	6,408	12,905
Liquidity	12,981	20,307
Trade receivables	3,583	6,030
Inventories	13,002	10,064
Property, plant and equipment	29,757	27,675
Total debt and finance lease obligations	21,324	21,916
Equity	37,174	46,475
Weighted average shares outstanding	4,836,000	3,940,636
Weighted average ADSs outstanding	24,180,000	19,703,180

Comments

- > Recent investment in infrastructure including the new Chinese service center requires little additional infrastructure investment in the near future
- > Total debt of 21.3 million euros consists of 20 million euros of long-term debt, which includes 10 million euros from the EIB's *Horizon2020* venture debt program and 3.8 million euros of lease liabilities as a result of initially applying the IFRS 16 standard. These lease liabilities were previously classified as operating leases

2019 Guidance

- > Full year 2019 revenue is expected to be in the range of € 24.0 million and € 27.5 million
- > SG&A expenses for the full year expected to be between € 12.0 and € 12.5 million
- > R&D expenses for the full year expected to be between € 6.5 and € 7.0 million
- > Depreciation and amortization expenses for the full year expected to be between € 3.75 and € 4.0 million
- > Capital expenditures for the full year projected to be between € 2.0 and € 2.5 million
- > Adjusted EBITDA for the fourth quarter of 2019 is expected to be neutral-to-positive; Adjusted EBITDA excludes the impact of foreign exchange valuations, which are not determinable at this time
- > Fourth quarter revenue projected to be between € 9.0 and € 12.5 million
- > Gross margin for the fourth quarter is expected to be above 40%

Comments

- > Equipment is available in the relevant regions and a name behind every deal
- > Orders for the fourth quarter so far include our whole portfolio of 3D printers: VX200, VX500, VX1000, VX2000, VX4000

Projected long-term operating model 2025

- Expected revenue growth **15-20% p.a.**

- Projected gross margin **> 40%**

- Projected operating expenses

 - R&D: 12.5% Revenue

 - Sales: 10.0% Revenue

 - Admin: 7.5% Revenue

- Expected EBITDA margin **20-22.5%**

 - Expected EBIT margin **12.5-15.0%**

Industrial 3D Printing



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