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Third Quarter 2021 Financial Results

12 November 2021





Disclaimer

SAFE HARBOR SUMMARY

This presentation contains forward-looking statements concerning voxeliet 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: risks to our supply chain, production facilities or other operations, and changes to general, domestic, and foreign economic conditions, due to the COVID-19 pandemic; 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 VIET 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 VIET 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 ADS's; 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. COVID-19 may exacerbate one or more of the aforementioned and/or other risks, uncertainties and other factors more fully described in the Company's reports filed with the SEC. 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.

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This presentation includes industry and market data, forecasts and information that was prepared based, in part, upon data, forecasts and information obtained from industry publications and surveys and other independent sources available to voxeljet AG. Some data also are based on voxeljet AG's good faith estimates, which are derived from management's knowledge of the industry and from independent sources. These third party publications and surveys generally state that the information included therein has been obtained from sources believed to be reliable, but that the publications and surveys can give no assurance as to the accuracy or completeness of such information. voxeljet AG has not independently verified any of the data from third party sources nor has it ascertained the underlying economic assumptions on which such data are based.

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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AGENDA

- COMPANY & BUSINESS MODEL
- THIRD QUARTER OVERVIEW
- GROWTH DRIVERS: PRODUCTS FOR ADDITIVE SERIES
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- FINANCIAL OVERVIEW

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VISION To establish new manufacturing

standards by constantly pushing technological boundaries

VALUES

Our values are the **foundation of our strategy** and define our **corporate culture:** (+) **leading:** enthusiastic, creative, courageous (+) **committed:** communicative, service-oriented, determined (+) **visionary:** innovative, sustainable, inspiring

MISSION Provide our customers o strategic

Provide our customers a strategic competitive advantage by **upgrading their conventional production methods** to additive manufacturing solutions

Push technological boundaries to keep our competitive advantage

Push the productivity of our additive manufacturing solutions

SIZE Largest Binder-Jetting 3D printing systems in the market

MATERIAL DIVERSITY

Various applications, processes and materials



High speed printing and fast availability

Large VJET printhead in the background

Strong management team: CEO Dr. Ingo Ederer, key inventor of binder-jetting technology and CFO & COO Rudolf Franz



Founder CEO, shareholder and key inventor of binder-jetting technology with more than 20 years of experience in the additive manufacturing market

Dr. Ingo Ederer

- It is an exciting time to be a technology leader in the 3D printing industry. We are working on three principal R&D projects and firmly believe these will help us enter a phase of meaningful growth in the years ahead:
- First, we are making steady progress with VJET X, arguably the most potent 3D printing solution currently available. The first customer is a premium German car maker.
- Second, In High Speed Sintering, we are developing the industry's largest polymer sintering 3D printer. Recently, we signed with Brose, a large multi-national company, as our first beta customer.
- And third, we have won the deal with GE Renewables for the development of the world's largest binder-jetting 3D printer for offshore wind applications. We are proud to be part of this groundbreaking project in the field of renewable energies and see a significant market opportunity for us.

CFO and shareholder. 19 years with voxeljet and more than 20 years of industry experience



Rudolf Franz

Expected strong momentum through market growth and attractive long-term market drivers



AM market as part of manufacturing market Shifting towards production



Long-term market drivers Sustainability & technological progress

3D printing makes the manufacturing of **new engineering solutions** possible. These new solutions can help the environment through less waste in production and higher usage efficiency.



Electric vehicles: conformal cooling for engine and battery packs



Shifting energy markets: e.g. next generation wind mills, water turbines or similar

Industries where **lightweight** components are critical

What really differentiates us from other players in the 3D printing industry is **our focus on solutions for manufacturing**. We expect our share in sales to manufacturing to grow significantly with new products like **VJET X**, **VX1000 HSS** or the **new, extra large 3D printer** we are developing together with GE Renewable Energy.

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voxeljet is focusing on binder/ink jetting technology: key advantages are scalability, material diversity and speed for large-scale manufacturing



In additive manufacturing, shaped bodies are built up layer by layer. Powder **binder/ink jetting** repeats the steps:

- Lowering the build platform
- 2 Coating with particle material
- Printing with a binding agent or ink





Key advantages of binder/ink jetting as compared to other additive manufacturing technologies:

- Scalability: number, size and performance of printheads
- > **Speed** for large-scale manufacturing
- Material diversity: various industrial grade materials

Existing 3D printer portfolio: different 3D printing platforms which can process sand and PMMA materials for additive casting, plastic polymers in HSS, ceramics and others

RESEARCH VX200

Best suited for material qualifications and research activities



UNIVERSAL TALENT

Most sold platform and basis for our two growth drivers VJET X and VX1000 HSS



INDUSTRIAL PRODUCTION

High flexibility and high printing output. Effective build volume of 2x1x1 meters



NEW DIMENSIONS

Largest industrial 3D printer for sand molds in the world. Effective build volume of 4x2x1 meters



New 3D printers in different stages of development, application: industrial manufacturing markets

VJET X

10x faster than previous versions with a layer time of ca. 4 seconds; fully automated pre- and post-processes

First customer: leading German car maker

Status: final development stage; first units already in use at customer location for pre-series production

VX1000 HSS

High-performance polymer sintering 3D printer with extra large build area $(1,000 \times 540 \text{ mm})$

First beta customer: Brose

Status: announced deal with Brose in October 2021; upscale and alpha stage successfully completed; adapting, optimizing and integrating the machine to specific process and production requirements

VX8000 BFP

By far our largest binder-jet system currently under development: VJET's new big and fast printer is at least 4x larger than VJET's largest printer (VX4000). It is part of the Advance Casting Cell (ACC) project with GE.

First customer/development partner: <u>GE Renewables</u>

Status: announced contract with GE Renewable and partners in September 2021 for the development of the new printer; application: next generation wind turbines







Synergies built on integrated business model: on-demand 3D-printing service (Services segment) & 3D printer sale and after-sales (Systems segment)

voxeljet's business model can be divided into two main segments

SERVICES On-Demand 3D-Printing Service

We operate our 3D printing systems in three facilities located in Germany, US and China to offer affordable on-demand access to our technology Ca. **90%** of Systems customers started as Services customers **SYSTEMS** 3D Printer, Consumables and After Sales

We manufacture and sell industrial grade, high-speed, large format 3D printing systems, geared towards mass production



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An integrated business model and global presence offering customers easy, fast and flexible access to our 3D printing technology



Our USPs are reinforcing long-term relationships with global industry leaders, like BMW, Daimler and Nike



Long-term relationships with global industry leaders





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Third quarter 2021 results – revenue, gross profit and gross profit margin by segment





Detailed breakdown – order backlog, revenue by geographic region and opex by function

Order Backlog 3D printers, 3rd party, €M















	Americas	EMEA	Asia	Selling	Admin	R&D	Other
% 3Q21 Revenue	23.8	43.7	32.5	29.8	31.1	30.3	2.1
% 3Q20 Revenue	40.5	48.7	10.8	26.4	30.1	30.2	12.0

= R&D

New 3D-Printer: VX1000 HSS

New 3D-Printer: VJET X

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PRESS RELEASE

GE Renewable Energy, Fraunhofer IGCV, and voxeljet AG plan to develop world's largest sand binder jetting 3D printer for offshore wind turbines

September 16, 20

- Project to accelerate and optimize the production of a key casting components² of the GE Hallade-X Offshore Turbine
- 3D Printing provides flexibility to produce large turbine components near offshore wind projects, lowerin
- transportation costs and bringing environmental benefits
- Trials of new technology expected to begin in Q1 2022

Friedberg, Greater Munich, September 16th, 2021 - GE INVSE: GE), Fraunhofter (GCV and voxeljet: AG (NASDAQ: VJET) tody amounced a research partnership to develop the world's largest 30 printer for difficure wind applications in order to streamline the production of key components of GE's Hallade - Kofthore wind turbine. The Advance Casting Cell IACCI 30 printer under evolutionent will be when the minimary subcommunity for Common Africa. Figure 1 [see caption in release] PICTURE CREATE Society IMAGE/PRO 0.13 MB

Figure 2 [see caption in release] PICTURE CARDITI VOLUME IMAGE/PING 0.15 HB

GE will supply turbine know-how and the digital blueprints for the parts the machine will print, Fraunhofer will do the research and development on incorporating new printing concepts and experimentation, and voxeljet will handle the design, mechanical development and creation of the prototype printers, as well as commercialization of the printers.

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Driving efficiency and decreasing the cost of offshore wind energy

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According to the International Energy Agency (IEA), the world's installed offshore wind capacity is expected to triple by 2025, and increase 15-fold by 2040, largely due to falling costs, supportive governments and technological advances.



GE, together with Fraunhofer Institutes, one of Europe's premier research organizations, and voxeljet AG, the makers of huge sand binder jet printers, are now working on bringing these technological advances to the market.

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Together, we are designing the world's largest sand binder-jetting 3D printer for offshore wind turbine components, called the Advance Casting Cell (ACC). The estimated project duration is two years and has an estimated value of more than \$5 million to voxeljet.

Press release: https://www.ge.com/news/press-releases/ge-renewable-energy-fraunhofer-jacy-voxeliet-plan-develop-world-largest-sand-binder-jetting-3D-printer-offshore-wind-turbines Additional information: https://www.ge.com/news/reports/breaking-the-mold-3d-printing-could-help-the-wind-industry-forge-a-new-path



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Biden Administration Plans Wind Farms Along Nearly the Entire U.S. Coastline

Interior Secretary Deb Haaland announced that her agency will formally begin the process of identifying federal waters to lease to

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he Block Island Wind Farm off the coast of Rhode Island. Kar

https://www.nytimes.com/2021/10/13/climat e/biden-offshore-wind-farms.html: as of 15 October 2021

Brose, a global leading supplier to the automotive industry as first customer in beta program for new VX1000 High Speed Sintering printer

Recently announced Brose as the first customer for our new High Speed Sintering 3D printer, called VX1000 HSS, as part of the beta program launched earlier this year: Brose is the fourth-largest familyowned automotive supplier. According to Brose, every second new car worldwide is equipped with at least one Brose product.

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brose

We chose the VX1000 HSS for two reasons: First, this technology offers us unique productivity. The increasing trend towards ever more complex components with material-saving lattice structures, detached from the packing density in the build space, is translated into a consistently fast print time in the HSS process compared to laser-based technologies. With maximum part sizes of up to 1,000 x 450 x 180 mm, we can print door modules in one piece, for example. Another decisive factor was that both the process and the materials are open. This means that in addition to the initial PA12 configuration, we can also test and qualify materials on the system that cannot currently be processed using SLS technologies" explains Christian Kleylein, Additive Technology at Brose.

New VX1000 HSS printer in operation in Friedberg, Germany. Parts printed are spray water distribution nozzle:

Extra-large build area of new HSS printer as key competitive advantage





Large parts printed in one piece in PA12 material on new VX1000 HSS printer (in the background)

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Revenue and gross profit: three months ended 09/30/2021



Segment financials - Systems: three months ended 09/30/2021



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FINANCIAL OVERVIEW

Segment financials – Services (on-demand 3D printing): three months ended 09/30/2021



Financial highlights three months ended 09/30/2021

Thousands of EUR (except per share data)	3Q 2021	3Q 2020
Revenues	4,938	4,908
Cost of sales	(2,997)	(3,301)
Gross profit	1,941	1,607
Gross margin	39.3%	32.7%
Selling	(1,471)	(1,295)
Administrative	(1,536)	(1,477)
Research & Development	(1,498)	(1,482)
Other operating income (expense), net	1,076	(367)
Operating income (loss)	(1,488)	(3,014)
Financial result	688	(928)
Net income (loss)	(800)	(4,035)
Earnings (loss) per ADS / ordinary share	(0.12)	(0.82)
Weighted avg. ADS / ordinary shares outstanding	6,757,420	4,836,000

1 American Depositary Share (ADS) = 1 ordinary share; ordinary shares/ADS outstanding as of November 12, 2021: 7,026,711

Comments

Impact of revaluation of the derivative instruments with the European Investment Bank as shown in financial result (interest income): €1.3 million. This is a non-cash item.

Revenue and gross profit: nine months ended 09/30/2021



- Revenues for the first nine months 2021 increased 9.7% to kEUR 13,941 from kEUR 12,708 in the same period last year
- > Gross profit and margin increased to kEUR 4,392 and 31.5% in the first nine months 2021 compared to kEUR 3,777 and 29.7% in the same period last year

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Segment financials - Systems: nine months ended 09/30/2021



kEUR 7,258 from kEUR 5,862 in the same period last year

- > 3 new and 2 refurbished printer sold in the first nine months 2021 compared to 2 new and 3 refurbished printers in the same period last year
- > Systems revenues accounted for 52.1% of total revenues in the first nine months 2021 compared to 46.1% in the same period last year

> Gross profit and margin of kEUR 2,439 and 33.6% in the first nine months 2021 compared to kEUR 2,040 and 34.8% in the same period last year

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 Continued strong gross margin contribution from after-sales business

FINANCIAL OVERVIEW

Segment financials - Services: nine months ended 09/30/2021



- > Services revenues for the first nine months 2021 decreased 2.4% to kEUR 6,683 from kEUR 6,846 in the same period last year
- > Services revenues accounted for 47.9% of total revenues in the first nine months 2021 compared to 53.9% the same period last year
- Gross profit and margin increased to kEUR 1,953 and 29.2% in the first nine months 2021 compared to kEUR 1,737 and 25.4% the same period last year
- Continued strong utilization and gross margin contribution in our 3DPPC in Germany and significantly improved contribution from our 3DPPCin the US

Financial highlights nine months ended 09/30/2020

Thousands of EUR (except per share data)	YTD21	YTD20
Revenues	13,941	12,708
Cost of sales	(9,549)	(8,931)
Gross profit	4,392	3,777
Gross margin	31.5%	29.7%
Selling	(4,385)	(4,136)
Administrative	(5,005)	(4,694)
Research & Development	(4,772)	(4,737)
Other operating income (expense), net	1,717	(700)
Operating income (loss)	(8,053)	(10,490)
Financial result	(3,632)	(1,119)
Net income (loss)	(11,633)	(11,759)
Earnings (loss) per ADS / ordinary share	(1.90)	(2.41)
Weighted avg. ADS / ordinary shares outstanding	6,058,387	4,836,000

Comments

Impact of revaluation of the derivative instruments with the European Investment Bank as shown in financial result (interest expense): €1.9 million. This is a non-cash item.

Balance sheet (selected items)

Thousands of EUR (except per share data)	09/30/2021	12/31/2020
Cash and cash equivalents ⁽¹⁾	8,777	5,324
Investments in bond funds / notes receivable ⁽¹⁾	15,694	5,351
Liquidity ⁽¹⁾	24,471	10,675
Trade receivables	4,974	4,680
Inventories	12,173	11,394
Property, plant and equipment	23,610	23,774
Total debt and finance lease obligations	28,967	27,084
Equity	31,444	19,641
ADSs outstanding	7,026,711	4,836,000

Comments

- Line of credit provided by the European Investment Bank provides flexibility to ensure an efficient supply chain and continued innovation
- Total debt of 29.0 million euros consists of 27.7 million euros of long-term debt, which includes 15 million euros from the European Investment Bank's Horizon2020 venture debt program

(1) can include restricted cash and/or restricted financial assets

Financial guidance

- > Full year 2021
 - > Revenue is expected to be between \$ 27 million and \$ 33 million (converted from € 22.5 € 27.5 million, using 1.2\$/1€)
 - > Gross profit margin is expected to be above 32.5%
 - > SG&A expenses expected to be between € 11.4 and € 11.9 million
 - > R&D expenses expected to be between € 6.0 and € 6.25 million
 - > Depreciation and amortization expenses expected to be between € 3.0 and € 3.25 million
 - > CapEx projected to be between € 1.0 and € 1.25 million
- > Fourth quarter 2021 revenue is expected to be between € 9.25 and € 10.75 million
- > Fourth quarter 2021: Adjusted EBITDA for the fourth quarter of 2021 is expected to be neutral-to-positive; Adjusted EBITDA excludes the impact of foreign exchange valuations, which are not determinable at this time

We are in the business for additive series production



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