

November 27, 2024

Third Quarter 2024 Financial Results



Welcome and Participants

Dr. Jeffrey Graves

President & Chief Executive Officer

Jeffrey Creech

Executive Vice President & Chief Financial Officer

Mick McCloskey

Vice President, Treasury & Investor Relations

To participate via phone, please dial:

1-201-689-8345



Forward Looking Statements

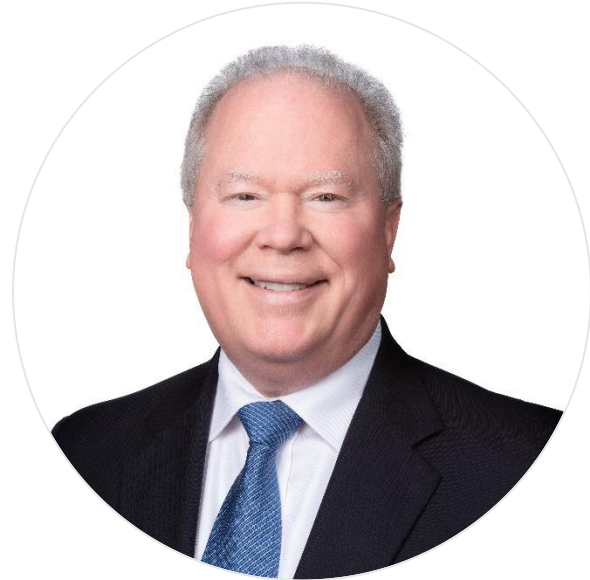
Certain statements made in this presentation that are not statements of historical or current facts are forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause the actual results, performance or achievements of the company to be materially different from historical results or from any future results or projections expressed or implied by such forward-looking statements. In many cases, forward looking statements can be identified by terms such as “believes,” “belief,” “expects,” “may,” “will,” “estimates,” “intends,” “anticipates” or “plans” or the negative of these terms or other comparable terminology. Forward-looking statements are based upon management’s beliefs, assumptions and current expectations and may include comments as to the company’s beliefs and expectations as to future events and trends affecting its business and are necessarily subject to uncertainties, many of which are outside the control of the company. The factors described under the headings “Forward-Looking Statements” and “Risk Factors” in the company’s periodic filings with the Securities and Exchange Commission, as well as other factors, could cause actual results to differ materially from those reflected or predicted in forward-looking statements. Although management believes that the expectations reflected in the forward-looking statements are reasonable, forward-looking statements are not, and should not be relied upon as a guarantee of future performance or results, nor will they necessarily prove to be accurate indications of the times at which such performance or results will be achieved. The forward-looking statements included are made only as the date of the statement. 3D Systems undertakes no obligation to update or revise any forward-looking statements made by management or on its behalf, whether as a result of future developments, subsequent events or circumstances or otherwise, except as required by law.

Further, we encourage you to review “Risk Factors” in Part 1 of our Annual Report on Form 10-K and Part II of our Quarterly Reports on Form 10-Q filed with the SEC as well as other information about us in our filings with the SEC. These are available at www.SEC.gov.

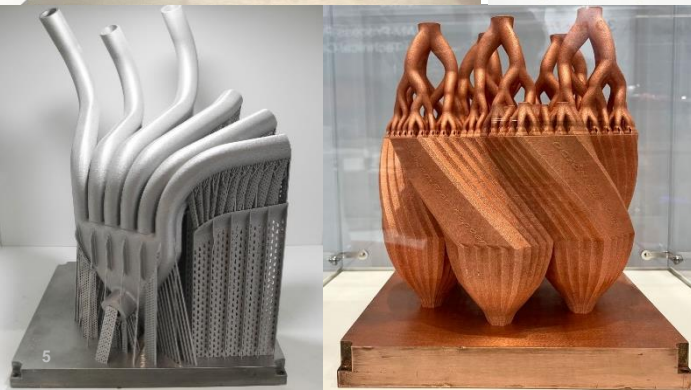
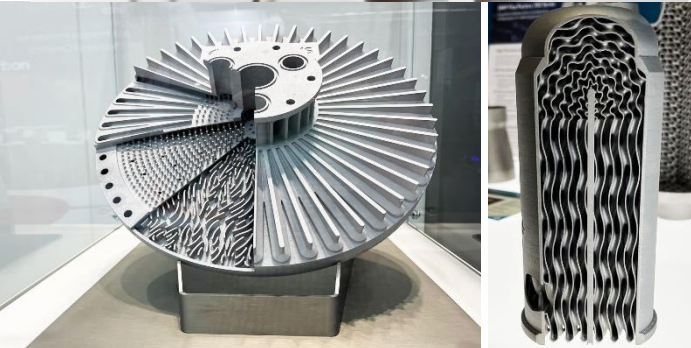


Dr. Jeffrey Graves

President & Chief Executive Officer



Third Quarter Highlights



- **Resilient materials utilization in a challenging macro**

- Softness in new hardware systems sales continues
- Partially offset by strong growth YoY and QoQ in materials utilization across industry leading installed base
- Healthcare Solutions strength primarily driven by Dental and Personalized Healthcare
- Application demand remains encouraging, AIG revenues across industrial customers +26% YTD

- **Insourcing drives near-term inventory opportunity and long-term margin enhancement potential**

- Gross margin include ~\$3mm headwind due to increased inventory reserve; normalized Non-GAAP GM 40.2%
- Stabilizing cash usage; QoQ cash burn significantly reduced to ~\$3mm

- **Reducing OpEx in line with expectations**

- Reduced Q3 operating expenses to ~\$61mm, as anticipated
- Restructuring actions continue to benefit profitability trajectory going forward



Business & Technology Highlights

Historic pace of innovation – bringing 25 new products and enhancements to market this year...and nearly 40 since Q3'23

Recent announcements

- Launch of QuickCast Air to tackle ~\$34B investment casting market
- Oqton MOS commercialization milestone w/ strategic partner, Baker Hughes
- Secured FDA clearances for Multi-Material Monolithic Jetted Dentures & New TOTAL ANKLE Patient-Matched Guides

Offering the widest range of technology in the industry

MJP 300W



DMP 350 - Triple



EXT 800



PSLA 270



Fig4 135



SLS300



SLS380

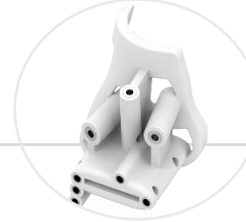


Supported by leading applications & materials expertise

Investment Casting



Surgical Planning & Orthopedics



Industrial Software



Dental



Jeffrey Creech

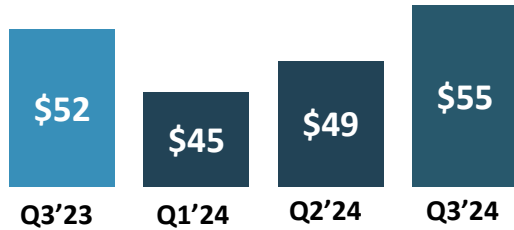
EVP & Chief Financial Officer



Third Quarter Revenue Summary

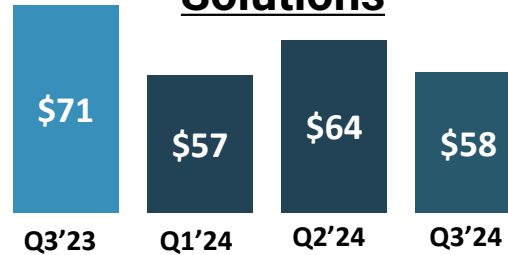
(\$ in millions)

Healthcare Solutions



- HSG grew ~5% YoY & ~13% QoQ primarily driven by strength in materials
- Significant growth in Dental YoY and QoQ
- Personalized Healthcare grew nearly 20% YoY

Industrial Solutions



- ISG revenues declined ~19% YoY & ~10% QoQ largely impacted by lower printer sales in tough macro backdrop
- Strong growth across industrial customers in AIG (Application Innovation Group) +26% YTD

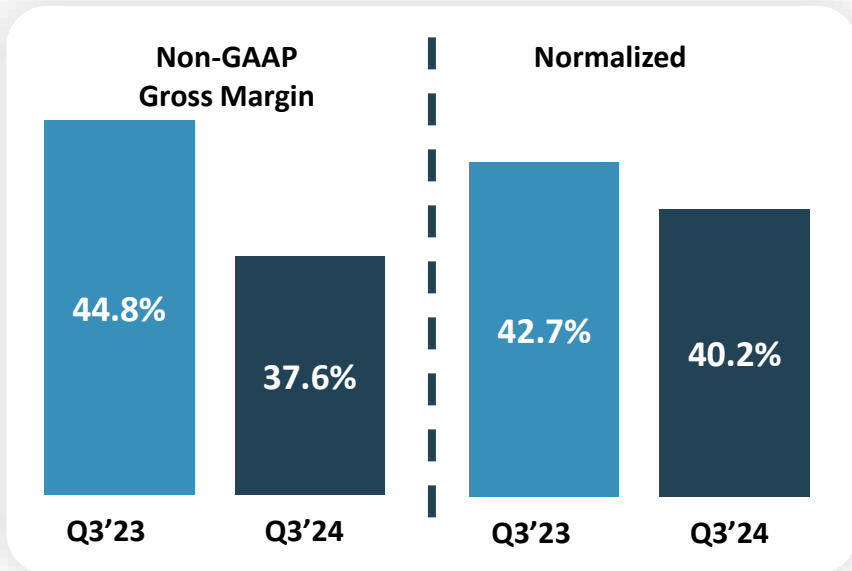
Consolidated



- YoY revenue declined ~9% primarily driven by hardware systems sales, partially offset by growth in materials
- Consumable materials growth ~10% YoY and QoQ



Gross Profit Margin (Non-GAAP)

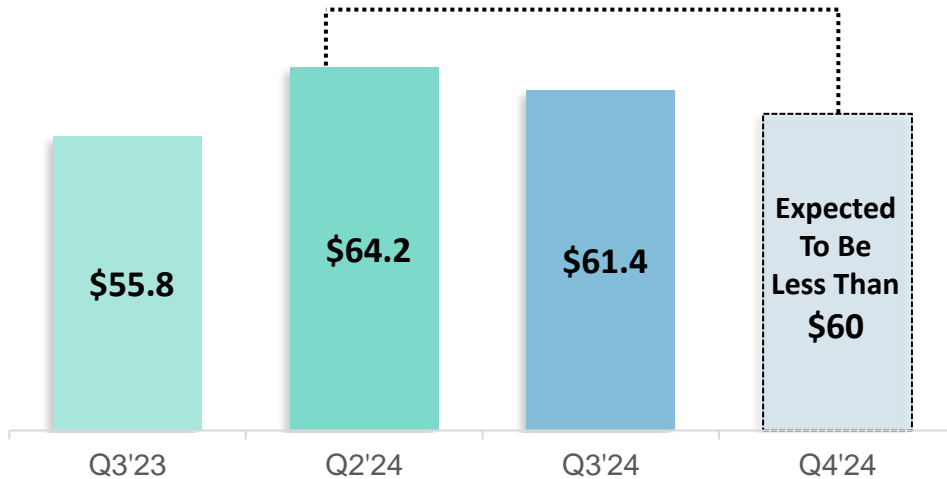


- *Q3'24 gross margin includes ~\$3 million headwind associated with increase in inventory reserves*
- *Q3'23 gross margin includes ~\$4.5 million Regenerative Medicine incremental milestone recognition at 100%*
- *Normalized GM% of 40.2% vs 42.7% declined YoY primarily due to absorption at lower volumes*



Operating Expense (Non-GAAP)

(\$ in millions)



Operating Expense Drivers

- *QoQ improvement, as expected, primarily driven by previously announced restructuring initiative*
- *Prior year includes incentive compensation tailwind and other benefits more one-time in nature*

*Sequentially reduced OpEx, as expected
Continue to anticipate Q4 OpEx below \$60 million*



Earnings (Non-GAAP)

(\$ in millions, except per share amounts)

	Q3'23	Q3'24	Y/Y
Adj. EBITDA	\$4.7	(\$14.3)	(\$19.1)
Non-GAAP Diluted Income/(Loss) Per Share	\$0.01	(\$0.12)	(\$0.13)

Adjusted EBITDA drivers

- YoY decline primarily driven by lower revenue, margin and higher operating expense
- Prior year includes milestone recognition benefit, lower incentive compensation expense & other benefits more one-time in nature

See Appendix for a reconciliation of Adjusted EBITDA.

See Appendix for reconciliation of Non-GAAP Diluted loss per share.





Balance Sheet Highlights

- Ended the quarter with \$190 million of cash and cash equivalents
- Significantly reduced QoQ burn with ~\$3 million change in cash during Q3
- Expect inventory to continue as source of cash through at least end-of-year

2024 Outlook

- ✓ FY'24 Revenues between the range of \$440 million - \$450 million
- ✓ Non-GAAP gross margin within the range of 38% - 40%
- ✓ Non-GAAP OpEx for the fourth quarter 2024 less than \$60 million
- ✓ Sequential improvement in Adjusted EBITDA





Q&A Session

1-201-689-8345



Thank You

Find out more at:

www.3dsystems.com



Appendix

Presentation of Information

3D Systems reports its financial results in accordance with GAAP. Management also reviews and reports certain non-GAAP measures, including: non-GAAP gross profit, non-GAAP operating expense, non-GAAP gross profit margin, non-GAAP diluted income (loss) per share, and Adjusted EBITDA. These non-GAAP measures exclude certain special items that management does not view as part of 3D Systems' underlying results as they may be highly variable, may be unusual or infrequent, are difficult to predict and can distort underlying business trends and results. Management believes that the non-GAAP measures provide useful additional insight into underlying business trends and results and provide a more meaningful comparison of period-over-period results. Additionally, management uses the non-GAAP measures for planning, forecasting and evaluating business and financial performance, including allocating resources and evaluating results relative to employee compensation targets. 3D Systems' non-GAAP measures are not calculated in accordance with or as required by GAAP and may not be calculated the same as similarly titled measures used by other companies. These non-GAAP measures should thus be considered as supplemental in nature and not considered in isolation or as a substitute for the related financial information prepared in accordance with GAAP.

A reconciliation of GAAP to non-GAAP financial measures is provided in the accompanying schedules in the Appendix.

3D Systems does not provide forward-looking guidance for certain measures on a GAAP basis. The company is unable to provide a quantitative reconciliation of forward-looking non-GAAP gross profit margins and non-GAAP operating expenses to the most directly comparable forward-looking GAAP measures without unreasonable effort because certain items, including legal, acquisition expenses, stock-compensation expense, intangible amortization expense, restructuring expenses, and goodwill impairment, are difficult to predict and estimate. These items are inherently uncertain and depend on various factors, many of which are beyond the company's control, and as such, any associated estimate and its impact on GAAP performance could vary materially.

Please see the Company's most recent earnings press release for additional information regarding non-GAAP measures.

Appendix
3D Systems Corporation
Unaudited Reconciliations of GAAP to Non-GAAP Measures
Three and Nine Months Ended September 30, 2024, 2023

Gross Profit and Gross Profit Margin ⁽¹⁾

<i>(in millions)</i>	Three Months Ended September 30,			
	2024		2023	
	Gross Profit	Gross Profit Margin	Gross Profit	Gross Profit Margin
GAAP	\$ 41.7	36.9%	\$ 55.4	44.7%
Amortization expense included in Cost of sales	0.3		0.1	
Severance accrual adjustment	0.5		—	
Non-GAAP ⁽²⁾	\$ 42.5	37.6%	\$ 55.5	44.8%

⁽¹⁾Amounts in table may not foot due to rounding

⁽²⁾ Calculated as non-GAAP gross profit as a percentage of total revenue

<i>(in millions)</i>	Nine Months Ended September 30,			
	2024		2023	
	Gross Profit	Gross Profit Margin	Gross Profit	Gross Profit Margin
GAAP	\$ 129.7	39.4%	\$ 152.5	40.9%
Amortization expense included in Cost of sales	0.8		0.1	
Severance accrual adjustment	(0.5)		—	
Non-GAAP ⁽²⁾	\$ 130.0	39.5%	\$ 152.6	40.9%

⁽¹⁾Amounts in table may not foot due to rounding

⁽²⁾ Calculated as non-GAAP gross profit as a percentage of total revenue

Non-GAAP Operating Expense⁽¹⁾

<i>(in millions)</i>	Three Months Ended September 30,		Nine Months Ended September 30,	
	2024	2023	2024	2023
	Operating expense	\$ 222.5	\$ 68.9	\$ 376.8
Amortization expense	(8.1)	(3.1)	(12.4)	(9.6)
Stock-based compensation expense	(5.8)	3.1	(17.4)	(15.1)
Acquisition and divestiture-related expense	(0.6)	4.1	(0.8)	(0.1)
Legal and other expense	(2.6)	(2.1)	(9.2)	(4.9)
Restructuring expense	(0.2)	(1.5)	(1.4)	(6.7)
Asset impairment charges	(143.7)	(13.6)	(143.7)	(14.2)
Non-GAAP operating expense	\$ 61.4	\$ 55.8	\$ 191.9	\$ 180.6

⁽¹⁾Amounts in table may not foot due to rounding



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Unaudited Reconciliations of GAAP to Non-GAAP Measures
Three and Nine Months Ended September 30, 2024, 2023

Net Loss to Adjusted EBITDA ⁽¹⁾

<i>(in millions)</i>	Three Months Ended September 30,		Nine Months Ended September 30,	
	2024	2023	2024	2023
Net loss attributable to 3D Systems Corporation	\$ (178.6)	\$ (11.7)	\$ (221.9)	\$ (70.0)
Interest (income) expense, net	(0.9)	(4.9)	(3.9)	(13.1)
Provision for income taxes	(4.3)	0.2	(2.5)	0.4
Depreciation expense	4.6	5.1	14.5	15.7
Amortization expense	8.4	3.2	13.3	9.7
EBITDA	(170.9)	(8.2)	(200.5)	(57.4)
Stock-based compensation expense	5.8	(3.1)	17.4	15.1
Acquisition and divestiture-related expense	0.6	(4.1)	0.8	0.1
Legal and other related costs	2.6	2.1	9.2	4.9
Restructuring expense	0.7	1.5	0.8	6.7
Net loss attributable to redeemable non-controlling interest	(0.1)	(0.1)	(0.3)	(0.1)
Loss on equity method investments, net of tax	1.3	0.6	2.4	0.7
Gain on repurchase of debt	—	—	(21.5)	—
Asset impairment charges	143.7	13.6	143.7	14.2
Other non-operating expense (income)	2.0	2.3	0.6	3.4
Adjusted EBITDA	\$ (14.3)	\$ 4.7	\$ (47.3)	\$ (12.3)

⁽¹⁾ Amounts in table may not foot due to rounding



Appendix
3D Systems Corporation
Unaudited Reconciliations of GAAP to Non-GAAP Measures
Three and Nine Months Ended September 30, 2024, 2023

Diluted Loss per Share ⁽¹⁾

<i>(in dollars)</i>	Three Months Ended September 30,		Nine Months Ended September 30,	
	2024	2023	2024	2023
Diluted loss per share	\$ (1.35)	\$ (0.09)	\$ (1.69)	\$ (0.54)
Stock-based compensation expense	0.04	(0.02)	0.13	0.12
Amortization expense	0.06	0.02	0.10	0.07
Acquisition and divestiture-related expense	—	(0.03)	0.01	—
Legal expense	0.02	0.02	0.07	0.04
Asset impairment charges	1.09	0.10	1.09	0.11
Restructuring expense	0.01	0.01	0.01	0.05
Gain on repurchase of debt	—	—	(0.16)	—
Loss on equity method investment and other	0.01	—	0.02	0.01
Non-GAAP diluted loss per share	\$ (0.12)	\$ 0.01	\$ (0.42)	\$ (0.15)

⁽¹⁾Amounts in table may not foot due to rounding

