

### Second Quarter 2018

SESSAN STATE CONTRACTOR STATE

August 7, 2018

# **Welcome and Participants**

- Vyomesh Joshi
  - President & Chief Executive Officer
- John McMullen
  - Executive Vice President & Chief Financial Officer
- Patrick Rogers
  - Assistant General Counsel
- Stacey Witten
  - Vice President, IR and FP&A

To participate via phone, please dial:

In the US: 1-877-407-8291

Outside the US: 1-201-689-8345

# **Forward Looking Statements**

This presentation contains certain statements 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 include statements concerning plans, objectives, goals, strategies, expectations, intentions, projections, developments, future events, performance or products, underlying assumptions, and other statements which are other than statements of historical facts. In some cases, you can identify forward-looking statements by terms such as "believes," "beliefs," "may," "will," "should," expects," "intends," "plans," "anticipates," "estimates," "predicts," "projects," "potential," "continue," and other similar terminology or the negative of these terms. From time to time, we may publish or otherwise make available forward-looking statements of this nature. All such forward-looking statements, whether written or oral, and whether made by us or on our behalf, are expressly qualified by the cautionary statements described on this message including those set forth below.

Forward-looking statements are based upon management's beliefs, assumptions and current expectations concerning future events and trends, using information currently available, and are necessarily subject to uncertainties, many of which are outside our control. In addition, we undertake no obligation to update or revise any forward-looking statements made by us or on our behalf, whether as a result of future developments, subsequent events or circumstances, or otherwise, or to reflect the occurrence or likelihood of unanticipated events, and we disclaim any such obligation.

Forward-looking statements are only predictions that relate to future events or our future performance and are subject to known and unknown risks, uncertainties, assumptions, and other factors, many of which are beyond our control, that may cause actual results, outcomes, levels of activity, performance, developments, or achievements to be materially different from any future results, outcomes, levels of activity, performance, developments, or achievements. Although we believe 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 or by which any such performance or results will be achieved. 3D System's actual results could differ materially from those stated or implied in forward-looking statements. Past performance is not necessarily indicative of future results. We do not undertake any obligation to and do not intend to update any forward-looking statements whether as a result of future developments, subsequent events or circumstances or otherwise.

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.



# Vyomesh Joshi (VJ)

**President & Chief Executive Officer** 

# **Execution and Progress**

- We believe we are turning the corner in the transformation of the company and are seeing early returns on our investments
- We have made significant progress to drive growth and improve execution worldwide
- We improved Net Promoter Score (NPS) another 10 points, increased customer satisfaction scores and improved customer loyalty measures
- Our go-to-market strategy is more effective with better sales motions and enhanced sales tools based on meeting customer needs
- We have the broadest portfolio in the industry and multiple sales channels to meet the needs of a wide range of customers and the broad market opportunity

# **New Product Update**

- In Q2, we began shipping the FabPro 1000, industrial desktop printer and the ProX SLS 6100 with the widest range of materials
- In Q2, we also began shipping the MJP 2500 IC, designed for investment casting and foundry applications, within the U.S. with plans for global roll out later this year
- Last week, shipped the award winning Next Dent 5100 and related wide range of dental materials
- Beginning to ship Figure 4 stand-alone printer, which delivers faster time to part than competitive systems
- The previously discussed Fortune 50 beta user for a large scale production Figure 4 system converted to a sale in Q2 2018
- Throughout the remainder of 2018, we expect to start shipping modular Figure 4 systems, as well as the DMP 350 and large frame DMP 500 systems

# **Second Quarter Results Overview**

In the second quarter of 2018:

- Revenue increased 11% to \$176.6 million
- Strong growth printer revenue growth of 41% on 37% unit growth
- Growth in printers revenue and units, materials, on demand manufacturing and healthcare solutions
- GAAP gross profit margin of 48.8% and non-GAAP gross profit margin of 48.9%
- Continuing to make investments we believe are critical for success while at the same time improving cost structure over the long term
- GAAP loss of \$0.08 per share and non-GAAP earnings of \$0.06 per share



# John McMullen

Executive Vice President & Chief Financial Officer

# **GAAP Operating Results**

		Se	cond Quarter			Six	Months Ended	
(in millions, except per share amounts)	2018		2017	Y/Y Change	2018		2017	Y/Y Change
Revenue	\$ 176.6	\$	159.5	11%	\$ 342.4	\$	315.9	8%
Gross Profit	86.2		80.7	7%	\$ 164.0	\$	160.9	2%
Gross Profit Margin	48.8%		50.6%	(179) bps	47.9%		50.9%	(302) bps
SG&A	71.2		63.1	13%	\$ 140.6	\$	129.5	9%
R&D	22.7		24.4	(7)%	\$ 48.6	\$	47.3	3%
Operating Expenses	93.9		87.5	7%	\$ 189.2	\$	176.8	7%
% of Revenue	53.2%		54.9%		55.3%		56.0%	
Operating Loss	(7.7)		(6.9)	(13)%	\$ (25.2)	\$	(15.9)	(58)%
% of Revenue	(4.4)%		(4.3)%		(7.4)%	5	(5.0)%	
Net Loss per 3D Systems	\$ (8.9)	\$	(8.4)	(5)%	\$ (29.8)	\$	(18.4)	(62)%
% of Revenue	(5.0)%		(5.3)%		(8.7)%		(5.8)%	
Loss Per Share	\$ (0.08)	\$	(0.08)	%	(0.27)		(0.17)	(59)%

## **Non-GAAP Financial Measures**

		Sec	ond Quarter		Six Months Ended							
(in millions, except per share amounts)	 2018		2017	Y/Y Change	2018			2017	Y/Y Change			
Non-GAAP R&D Expense	\$ 22.5	\$	24.4	(8)%	\$	48.4	\$	47.3	2%			
Non-GAAP SG&A Expense	 56.5		46.4	22%		110.1		95.9	15%			
Non-GAAP Operating Expenses	\$ 79.0	\$	70.8	12%	\$	158.5	\$	143.2	11%			
Non-GAAP Net income (loss) attributable to 3D Systems Corporation	\$ 6.2	\$	8.6	(27)%	\$	2.8	\$	15.6	(82)%			
Non-GAAP Net income (loss) per share available to 3D Systems Corporation common stockholders - basic and diluted	\$ 0.06	\$	0.08	(28)%	\$	0.02	\$	0.14	(86)%			

• We use non-GAAP measures to supplement our financial statements presented on a GAAP basis because management believes non-GAAP financial measures are useful to investors in evaluating our operating performance and to facilitate a better understanding of the impact that strategic acquisitions, non-recurring charges and certain non-cash expenses had on our financial results.

• See appendix for reconciliation of non-GAAP items

# **Revenue Drivers**

Q2 2018 compared to Q2 2017:



Printers revenue increased 41% to \$39.2 million

Materials revenue increased 3% to \$45.0 million

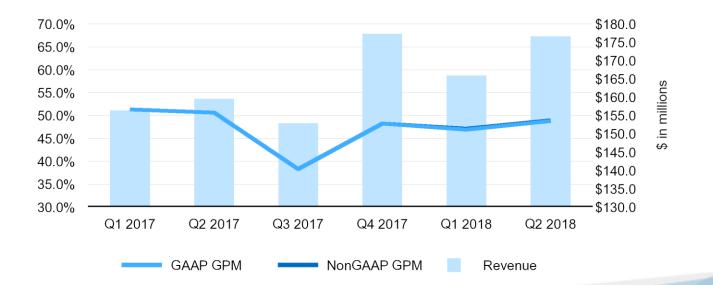


On demand manufacturing increased 6% to \$27.4 million

Software was approximately flat at \$24.1 million

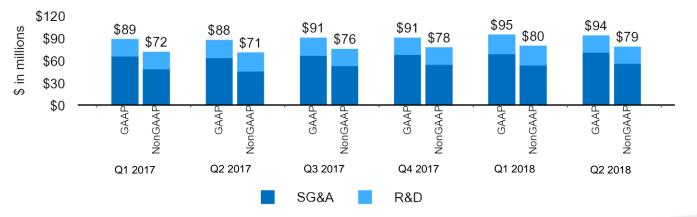
# **Gross Profit and Margin**

- GAAP GPM was 48.8% and non-GAAP GPM was 48.9% in Q2 2018
- We continue to drive supply chain optimization, manufacturing efficiencies and process improvements



# **Operating Expenses**

- Compared to second quarter last year, GAAP operating expenses increased 7% and non-GAAP operating expenses increased 12%
- SG&A expenses increased from investments in go-to-market and IT infrastructure and higher legal expenses
- R&D expenses decreased as we began to launch our new products which are planned to continue to roll out throughout 2018



See appendix for a reconciliation of non-GAAP operating expenses



# Vyomesh Joshi (VJ)

**President & Chief Executive Officer** 

# **Redefining Manufacturing**

- Partnership with Georg Fischer machining solutions, one of the world's leading providers in precision machining.
- Immediately expands our global network and market opportunity
- We are excited to be working with a partner of the caliber of GF Machining Solutions to redefine manufacturing and the factory of the future.
- Together, we plan to offer an integrated additive and subtractive solution with automation and post processing to provide seamless workflows for advanced manufacturing while reducing total cost of operation
- We plan to debut our first combined solution at IMTS in Chicago the week of September 10, 2018

# Conclusion

- We are pleased with our results this quarter and the progress we have made to transform the company and improve execution to leverage our unmatched offering of additive solutions for the entire digital manufacturing workflow.
- We are very excited about our enhanced and complete end-to-end portfolio, ongoing innovation and significant market opportunities, while continuing to be keenly focused on execution and operational efficiency to drive long-term growth and profitability.



### **Q&A** Session

### In the USA: 1-877-407-8291 Outside the USA: 1-201-689-8345



### Thank You





# Appendix



# **Revenue Summary by Category**

#### Second Quarter 2018 Comparative Analysis

(in millions)	c	Q2 2018	Q1 2018	Q2 2017	Sequential Change	YOY Change
Printers	\$	39.2	\$ 39.1	\$ 27.7	—%	41%
Software Products		12.9	12.3	12.8	5%	1%
Other Products		13.7	11.2	13.2	22%	4%
Total Products		65.7	 62.6	53.7	5%	22%
Total Materials		45.0	 42.5	43.9	6%	3%
On Demand Manufacturing		27.4	 25.7	25.8	7%	6%
Software Services		11.2	10.8	11.2	4%	%
Other Services		27.2	24.3	24.9	12%	9%
Total Services		65.8	 60.8	61.9	8%	6%
Total Revenue	\$	176.6	\$ 165.9	\$ 159.5	6%	11%
Software	\$	24.1	\$ 23.1	\$ 24.0	4%	%
Healthcare	\$	61.4	\$ 52.4	\$ 48.5	17%	26%

#### Second Quarter Non-GAAP Earnings (Loss) per Share

	Quarter En	ded Ju	une 30,	Six Months Ended June 30,				
(in millions, except per share amounts)	2018		2017		2018		2017	
GAAP Net loss attributable to 3D Systems Corporation	\$ (8.9)	\$	(8.4)	\$	(29.8)	\$	(18.4)	
Adjustments:								
Amortization, stock-based compensation & other 1	14.5		16.3		29.6		32.3	
Legal and acquisition-related 2	(0.4)		0.7		—		1.7	
Cost optimization plan 3	1.0		_		1.6		_	
Impairment of cost-method investments 4	_		_		1.4		_	
Non-GAAP net income attributable to 3D Systems Corporation	\$ 6.2	\$	8.6	\$	2.8	\$	15.6	
Non-GAAP net income per share available to 3D Systems common stock holders - basic and diluted 5	\$ 0.06	\$	0.08	\$	0.02	\$	0.14	

1 For the quarter ended June 30, 2018, the adjustment included \$0.1 in COGS and \$14.4 in SG&A. For the quarter ended June 30, 2017, the adjustment included \$0.1 in COGS and \$16.2 in SG&A. For the six months ended June 30, 2018, the adjustment included \$0.2 in COGS and \$29.4 in SG&A. For the six months ended June 30, 2017, the adjustment included \$0.2 in COGS and \$29.4 in SG&A. For the six months ended June 30, 2017, the adjustment included \$0.2 in COGS and \$29.4 in SG&A. For the six months ended June 30, 2017, the adjustment included \$0.2 in COGS and \$29.4 in SG&A. For the six months ended June 30, 2017, the adjustment included \$0.2 in COGS and \$29.4 in SG&A. For the six months ended June 30, 2017, the adjustment included \$0.2 in COGS and \$29.4 in SG&A.

2 For the quarter ended June 30, 2018, the adjustment included (\$0.4) in SG&A. For the quarter ended June 30, 2017, the adjustment included \$0.5 in SG&A and \$0.2 in interest and other income, net. For the six months ended June 30, 2017, the adjustment included \$1.5 in SG&A and \$0.2 in interest and other income, net.

3 For the quarter ended June 30, 2018, the adjustment included \$0.2 in COGS, \$0.7 in SG&A and \$0.1 in R&D. For the six months ended June 30, 2018, the adjustment included \$0.3 in COGS, \$1.1 in SG&A, and approximately \$0.2 in R&D.

4 The Company has minority investments of less than 20% ownership in enterprises that benefit from, or are powered by its technology portfolio. The value of each of these investments is assessed periodically, and impairment recorded when required. For the quarter and six months ended June 30, 2018, the adjustment included zero and \$1.4, respectively, in interest and other expense, net. The Company excluded this amount as it is not related to on-going operations, and intends to exclude these impairment amounts from non-GAAP net income going forward.

5 Denominator based on weighted average shares used in the GAAP EPS calculation.

### Second Quarter Non-GAAP Gross Profit & Margin

(in millions)		Secon	d Quar	ter	Six Months Ended					
		2018		2017		2018		2017		
GAAP Gross Profit	\$	86.2	\$	80.7	\$	164.0	\$	160.9		
GAAP Gross Profit Margin		48.8%	, )	50.6%	, )	47.9%	, )	50.9%		
Adjustments:										
Amortization, stock-based compensation & other	\$	0.1	\$	0.1	\$	0.2	\$	_		
Cost optimization plan	\$	0.2	\$	_	\$	0.3	\$	_		
Non-GAAP Gross Profit	\$	86.4	\$	80.8	\$	164.5	\$	160.9		
Non-GAAP Gross Profit Margin		48.9%	ć	50.6%	, )	48.0%	ò	50.9%		

#### Second Quarter Non-GAAP Operating Expenses

		Secon	d Qua	rter	Six Months Ended					
(in millions)		2018		2017		2018		2017		
GAAP R&D Expenses	\$	22.7	\$	24.4	\$	48.6	\$	47.3		
GAAP SG&A Expenses		71.2		63.1		140.6		129.5		
GAAP Operating Expenses	\$	93.9	\$	87.5	\$	189.2	\$	176.8		
Adjustments to R&D Expenses:										
Cost optimization plan		0.2		_		0.2		_		
Non-GAAP R&D Expenses	\$	22.5	\$	24.4	\$	48.4	\$	47.3		
Adjustments to SG&A Expenses:										
Amortization, stock-based compensation & other		14.3		16.2		29.4		32.1		
Legal and acquisition-related		(0.4)		0.5		_		1.5		
Cost optimization plan		0.7		_		1.1		_		
Total Adjustments to SG&A Expenses		14.7		16.7		30.5		33.6		
Non-GAAP SG&A Expenses	\$	56.5	\$	46.4	\$	110.1	\$	95.9		
Non-GAAP Operating Expenses	\$	79.0	\$	70.8	\$	158.5	\$	143.2		

First Quarter Non-GAAP Gross Profit and Margin

	First Quarter							
(in millions)		2018		2017				
GAAP Gross Profit	\$	77.9	\$	80.2				
GAAP Gross Profit Margin		46.9%		51.3%				
Adjustments:								
Amortization, stock-based compensation & other		0.1		0.1				
Cost optimization plan		0.2						
Non-GAAP Gross Profit	\$	78.1	\$	80.3				
Non-GAAP Gross Profit Margin		47.1%		51.3%				

#### First Quarter Non-GAAP Operating Expenses

	 First	Quarter	
(in millions)	2018		2017
GAAP R&D Expenses	\$ 25.9	\$	22.9
GAAP SG&A Expenses	69.5		66.4
GAAP Operating Expenses	95.4		89.3
Adjustments to R&D Expenses:			
Cost optimization plan <sup>1</sup>	_		_
Non-GAAP R&D Expenses	25.9		22.9
Adjustments to SG&A Expenses:			
Amortization, stock-based compensation & other	15.1		15.9
Legal and acquisition-related	0.4		1.1
Cost optimization plan	0.3		_
Total Adjustments to SG&A Expenses	15.9		16.9
Non-GAAP SG&A Expenses	 53.6		49.5
Non-GAAP Operating Expenses	\$ 79.5	\$	72.3

<sup>1</sup> For the quarter ended March 31, 2018, the adjustment included approximately \$32 thousand in R&D and therefore rounded down.

#### Full Year 2017 Non-GAAP Gross Profit & Margin

	2017											
(in millions)		Quarter Ended										
		March 31		June 30		September 30		December 31		cember 31		
GAAP Gross Profit	\$	80.2	\$	80.7	\$	58.5	\$	85.5	\$	304.8		
GAAP Gross Profit Margin		51.3%		50.6%		38.3%		48.2%		47.2%		
Adjustments:												
Amortization, stock-based compensation & other		0.1		0.1		0.1		0.1		0.4		
Legal and acquisition-related <sup>1</sup>		—		_		_		_		_		
Non-GAAP Gross Profit	\$	80.3	\$	80.8	\$	58.6	\$	85.6	\$	305.3		
Non-GAAP Gross Profit Margin		51.3%		50.7%		38.3%		48.3%		47.2%		

For the quarter ended June 30, 2017, the adjustment included approximately \$21 thousand and therefore rounded down.

### Full Year 2017 Non-GAAP Operating Expenses

						2017					
(in millions)		Quarter Ended									
		March 31		June 30		September 30		ember 31	Dec	ember 31	
GAAP R&D Expenses	\$	22.9	\$	24.4	\$	24.4	\$	23.0	\$	94.6	
GAAP SG&A Expenses		66.4		63.1		66.5		68.2		264.2	
GAAP Operating Expenses		89.3		87.5		90.9		91.2		358.8	
Non-GAAP R&D Expenses		22.9		24.4		24.4		23.0		94.6	
Adjustments to SG&A Expenses:											
Amortization, stock-based compensation & other		15.9		16.2		15.8		15.0		62.5	
Legal and acquisition-related		1.1		0.5		(0.8)		(1.4)		(0.3)	
Total Adjustments to SG&A Expenses		17.0		16.7		15.0		13.6		62.2	
Non-GAAP SG&A Expenses		49.4		46.4		51.5		54.6		202.0	
Non-GAAP Operating Expenses	\$	72.3	\$	70.8	\$	75.9	\$	77.6	\$	296.6	



### Thank You

