



## Investor Information

### Exentis Group AG - Recent developments

- ◆ **Beginning of 2021 with high demand for Exentis 3D production systems and large-scale production**
- ◆ **Financial year 2020 affected by Corona influences**
- ◆ **From today's perspective, 2021 will be the most successful financial year ever in the company's history**

**Stetten, Switzerland, February 15<sup>th</sup>, 2021** - Exentis Group AG, solution provider for Industrialized Additive Manufacturing, successfully started into the 2021 financial year.

From an operational standpoint, the highest order intake to date for Exentis 3D production systems was recorded. This concerns 3D production systems for industrial applications as well as cleanroom applications for the large-scale production of active pharmaceutical ingredients. In the current financial year, Exentis is thus on the verge of successful internationalisation. Orders came in from Germany, Australia and the USA.

The technology is increasingly in demand for mass production orders. Applications that require ultra-fine structures are just as relevant as applications in the material classes ceramics and metal. In addition to orders from Europe, orders from Asia are also expected in the first half of the year. On the sector side, the focus is on industrial applications, automotive applications and 3D printing in electronics.

Exentis is pursuing a strategy of focused growth. The broad range of applications for 3D screen printing technology is to be distributed among a limited number of strategic partners, who in turn will realise several projects with Exentis.

A number of projects and ordered 3D production and development systems from the past financial year will not be completed until 2021. Due to Corona, numerous customer appointments and workshops had to be postponed. Exentis employees hardly had the opportunity to visit customers abroad. In many cases, clients from abroad were prohibited from entering Switzerland on business trips. Even though the 2020 financial statements have not yet been prepared, the Corona lockdowns have clearly left their mark so that the financial figures from the previous financial year will most likely not be achieved.

The number of new development projects and cooperation projects is developing favourably. For example, Exentis signed a cooperation agreement with the German Fraunhofer Institute in the first quarter of 2021. Project developments that could not previously be realised for the Fraunhofer Institute in terms of output numbers can now be produced customer-specifically in a short period of time thanks to Exentis' large-scale production capability.

Exentis has appointed Gereon Heinemann as a member of the Executive Board and new Chief Executive Officer. Gereon Heinemann will assume responsibility for the two departments Chief Executive Officer and Chief Operating Officer. Gereon Heinemann has wide-ranging international experience in the development and management of technology companies. Especially through his many years of experience in the field of additive manufacturing, Gereon Heinemann brings market experience in establishing successful business models in this growing market segment. The other areas of management are also staffed with experienced executives: Srdan Vasic is in charge of Business Development, Martin Dressler is in charge of Technology and Klaus Radakovics is responsible for Finance and Administration.

As a pioneer in the field of Industrialized Additive Manufacturing, Exentis has further protected its proprietary 3D screen printing technology on the patent side. The company now has a patent portfolio of more than 120 individual patents with more

than 3,000 patent claims. On this basis, Exentis will continue to be able to grant numerous licences in specific application areas and thus realise further revenues from licence fees in addition to contract production and 3D system supply.

An extensive and proprietary patent portfolio has also been a key factor in the recent valuation of 3D companies in the US. Envisiontec, known for 3D polymer printing on micro printers, was acquired in January 2021 for \$300m on annual revenues of \$23m. The acquiring 3D printing company, Desktop Metal, was subsequently valued at over \$5.5bn as a publicly listed company, on annual revenues of around \$20m and a loss of \$65m in the 2020 financial year. As shown, the extensive patent portfolios, among other things, were decisive for the high valuations. The high valuations in the USA show the attractiveness that the US market attributes to 3D printing. It is expected that Exentis will also be part of this trend.

Based on the strong demand for Exentis 3D screen printing technology, the company currently expects the 2021 financial year to be the most successful year in the company's history.

## **About Exentis**

As a solution provider, Exentis offers large-scale production of components with a free choice of materials and ultra-fine geometries. Industrialized Additive Manufacturing creates a new level of flexibility in 3D manufacturing processes and replaces the time-consuming and costly production of tools when using established manufacturing technologies. Exentis optimises the entire process chain from the development project to the industrial production of millions of components for the application fields of industrial e-mobility, fuel cells or med-tech, among others. This enables the customer to decide between production of the components at Exentis or in-house production within the framework of licence agreements when acquiring the Exentis 3D development and production systems.

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