



Press Release

Profitable growth course continued in the first half of 2023

- ◆ **Group revenues increased by 15% to CHF 11.4 million, EBITDA margin improved to 18.7%**
- ◆ **Three strategic initiatives being implemented to realize the market potential**
- ◆ **Positive outlook for the full year 2023**

Stetten, Switzerland, August 24, 2023 – Exentis Group AG, provider of the only 3D technology platform worldwide that enables industrial large-scale manufacturing, continued its profitable growth course in its three strategic business areas Pharma & MedTech, New Energy and Ultra-fine Structures during the first half of 2023 and achieved good results in a macroeconomic environment that continues to be challenging.

Group revenues increased by CHF 1.5 million to CHF 11.4 million compared to the first half of 2022, representing a growth rate of 15%. The run rate overhangs from fall last year were consistently worked off further.

Earnings-wise, Exentis is in a solid position as well. As the one-off effects related to the IPO that was ultimately postponed as recommended by the advising banks had already been recognized last year, Exentis returned to a sound double-digit profitability on an EBITDA basis (earnings before interest, taxes, depreciation and amortization) in the first half of 2023. The EBITDA margin reached 18.7%, and the absolute EBITDA improved by approx. CHF 1 million or 74% to CHF 2.1 million compared to the same period last year. Thus, Exentis has grown profitably to a degree far above average.

As part of the preparations for the planned IPO, the international management consultancy firm Roland Berger had identified a market potential of approx. CHF 200 billion for Exentis based on existing applications and projects. In order to realize this significant market potential, Exentis will be pursuing the following three strategic initiatives in the next few months:

- further internationalization of the Exentis 3D technology platform,
- comprehensive reorganization of the sales operations, and
- holistic digitalization of all internal and customer-related processes.

When continuing to internationalize the Exentis 3D technology platform, the USA has the highest priority. Dr Gereon Heinemann, Chief Executive Officer of Exentis Group AG: "Via our subsidiary Exentis North America Inc., which was established end of July, and our American head office in Boston, Massachusetts, we will grow our footprint in the USA, the world's largest additive manufacturing market. Just last week, during numerous customer visits in Boston, New York and Pittsburgh, I was able to get a first-hand impression of the US industry's great interest in our additive technology platform. The flexibility, cost/benefit advantages and the possibility of large-scale manufacturing of industrial parts with free choice of materials are particularly appreciated by American customers."

Exentis will comprehensively reorganize its sales structures and focus on three sales channels: active support for the Exentis 3D community members, expansion of its business with distributors, and deepening direct sales.

In direct sales, an efficient sales funnel management to attract new customers will be introduced as a top priority. Also, target group-oriented marketing concepts with a regional focus will be implemented.

In addition to reorganizing the sales operations, Exentis will be pursuing a holistic digitalization strategy across the Group. Substantial progress has been made in introducing a fully integrated Enterprise Resource Planning (ERP) system for internal process optimization and improved process documentation. For existing Exentis 3D community members, an integrated global digital service platform will be

established, which will enable all the Exentis 3D systems currently in service to be maintained in a more efficient way out of Switzerland. Exentis will also use digital means to approach potential customers in innovative ways and set up a digital platform to attract new customers.

From today's perspective, Exentis expects the positive business performance to continue and to further accelerate its growth course during the second half of 2023.

In support of its growth course, Exentis will expand its engineering and final assembly capacities at its German site near Freiburg to 50 Exentis 3D systems per year by the fourth quarter of 2024. This will enable Exentis to deliver its 3D systems much faster going forward.

For the full year, new record highs in run rate and revenues are to be expected. However, as Exentis has not yet reached its envisaged engineering and final assembly capacity, overhangs also for the current year cannot be ruled out.

About Exentis

As a solution provider, Exentis has the only proprietary 3D technology platform worldwide that allows industrial large-scale production. Industrialized Additive Manufacturing is universally applicable. For industrial or clean room applications. With free choice of materials, such as metals, ceramics, polymers, pharmaceutical or bio-printing products. The highly flexible 3D production technology combines rework-free component geometries with advantageous cost-benefit ratios. The cold printing process in use is sustainable and conserves materials as well as resources. Our customers, the Exentis 3D community members, can choose between exclusive in-house manufacturing under license agreements or having Exentis produce millions of applications for them as a contract manufacturer.

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