



## Investor Information

### **Exentis accelerates market penetration by splitting the business development function**

- ◆ **Optimized market development going forward via the two Management Board functions Chief Commercial Officer and Chief Product Officer**
- ◆ **Michael Leitner takes over the sales function, Dr Srdan Vasic the product function**
- ◆ **Implementation of Additive-Manufacturing-as-a-Service (AMaaS)**

**Stetten, Switzerland, October 2, 2023** – Exentis Group AG provides the only Additive Technology Platform worldwide that enables industrial large-scale manufacturing. As part of the IPO preparations, the management consultancy Roland Berger had identified a market potential of approx. CHF 200 billion for Exentis. This is distributed across the three strategic business areas of Pharma & MedTech, New Energy and Ultra-fine Structures.

To realize this market potential in the best possible way, Exentis is splitting the business development function. Going forward, customers will be taken care of by the two functions Chief Commercial Officer and Chief Product Officer.

Michael Leitner, who developed the global sales and customer support business of Virgin Pulse, one of Sir Richard Branson's companies, for the past years, will take on the Chief Commercial Officer role with immediate effect. Mr. Leitner will primarily focus on the following three sales channels:

- Active support for Exentis 3D community members
- Expansion of business with distributors
- Deepening direct sales

Dr Srdan Vasic, who has been leading the development and industrialization of the Exentis 3D technology platform for more than six years in various roles, amongst others as Chief Technology Officer, will assume the Chief Product Officer role. This ensures that customers receive their applications as fast as possible and in the highest quality.

Dr Gereon Heinemann, Chief Executive Officer of Exentis Group AG: “I am very pleased that we were able to attract Michael Leitner, a proven sales and digitization expert, to join the Exentis team. Supporting the increased digitization of our business model, Mr. Leitner will particularly be responsible for and implement Additive-Manufacturing-as-a-Service (AMaaS). In addition to our digital global service platform for optimized support of existing customers, we will also expand our cloud-based services into new customer acquisition.”

## **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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