



Press Release

Profitable growth continued in the first half of 2024

- ◆ **Group revenues increased by 24 % to CHF 14.1 million**
- ◆ **EBITDA margin improved to 23 %**
- ◆ **Promising development of new core market USA**

Stetten, Switzerland, September 3, 2024 – Exentis Group AG, provider of the only 3D technology platform worldwide that enables industrial large-scale manufacturing, sustained its profitable growth path in all three strategic business areas of Pharma, New Energy and Ultrafine Structures in the first half of 2024. In a persistently challenging geopolitical environment, Exentis again delivered solid results.

Revenues increased by CHF 2.7 million to CHF 14.1 million compared to the first half of 2023, representing a growth of 24 %. The share of recurring revenues in total revenues amounts to 24 %. This is a substantial improvement versus the financial year 2023 and underlines the robustness of the license-based business model.

In terms of earnings, Exentis has developed favorably as well, with a solid double-digit profitability of 23 % in EBITDA terms (earnings before interest, taxes, depreciation, and amortization) in the first half of 2024. The EBITDA significantly improved by CHF 1.1 million or 52 % compared to the first half of 2023 to CHF 3.2 million.

Exentis protects all further developments of its proprietary 3D technology platform as well as its innovative applications comprehensively and internationally. In the first half of 2024, the number of patent claims further increased by 14 % to 5,567 compared to year-end 2023.

In the Ultra-fine Structures business area, there is extensive market potential for the Exentis 3D technology platform in the flexible large-scale manufacturing of material-efficient cooling structures for high-performance computer chips in artificial intelligence applications. Also in the New Energy business area, Phenogy, Exentis' global license holder for the large-scale production of energy storage systems, offers great potential for the sale of a large number of additional Exentis 3D production systems. Phenogy is currently expanding with a franchise system in Europe and the USA and is planning to deploy two Exentis production systems at each manufacturing site.

In the first half of 2024, the first next-generation modular and expandable Exentis Pharma production system was delivered to a leading pharmaceutical manufacturer (CDMO) in Europe. The delivery of further Exentis clean room production systems is planned for the second half of the year. This makes Exentis a global pioneer also in clean room technology platforms for the production of 3D-printed pharmaceutical products, amongst others.

As the internationalization of the Exentis 3D technology platform continues, the primary focus is being placed on the USA as the world's largest additive manufacturing market. After the foundation of Exentis North America Inc. last year, business activities are developing promisingly. Several development projects with well-known US customers are currently being implemented. For Exentis, this will result in large additional contract manufacturing orders as well as orders for 3D production systems.

The next planned step in the USA is the opening of showrooms with Exentis 3D systems on the West and East Coasts, one each for industrial applications and for clean room applications. These showrooms will provide US customers with direct insights into the unique range of applications afforded by the Exentis technology platform and will support further growth of the business.

To best realize the Group-wide growth potential in all three strategic business areas in Europe, North America and Asia, the management team was further strengthened by the appointment of Gürsel Demircali as the new Chief Commercial Officer. Mr Demircali has extensive international experience in the additive manufacturing industry

and will further optimize Exentis' market presence, focusing on

- implementing a strong digital marketing function,
- expanding the collaboration with distributors, and
- extending direct sales.

As part of its Group-wide digitalization strategy, Exentis is setting up a digital customer acquisition platform to address potential customers in an innovative way. To this end, Exentis established a new Digital Marketing function in the first half of the year.

For the second half of 2024, Exentis expects the positive business momentum to continue and the growth dynamics to further accelerate. Numerous discussions with existing and new customers about the purchase of Exentis 3D systems and associated license agreements have reached an advanced stage. When taking into account the projects discussed with customers, revenues of approximately CHF 50 million can be expected at a healthy profitability for the full year 2024, from today's perspective.

About Exentis

As a solution provider, Exentis has the only proprietary 3D technology platform worldwide that allows for 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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