

# First Quarter 2018



# **Welcome and Participants**

### Vyomesh Joshi

President & Chief Executive Officer

#### John McMullen

Executive Vice President & Chief Financial Officer

### Andy Johnson

Executive Vice President & Chief Legal Officer

### Stacey Witten

Vice President, Investor Relations

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 expressed, anticipated, or implied by these forward-looking statements. 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

# Foundation for Long Term Growth

- We made substantial progress in 2017 to build the foundation for longterm growth and profitability
- We continue to invest in areas we believe are critical to long-term success, including innovation, IT, go-to-market and services
- Our energy and focus are on execution, improving efficiency and introducing disruptive new products to drive customers' shift to 3D production

### First Quarter Results Overview

### In the first quarter of 2018:

- Revenue increased 6% to \$165.9 million, including growth in printers revenue and units, software, on demand manufacturing and healthcare solutions
- GAAP GPM was 46.9% and non-GAAP GPM was 47.1%
- Continued investing in innovation, IT infrastructure, go-to-market, services and customer satisfaction
- GAAP loss of \$0.19 per share and non-GAAP loss of \$0.03 per share



## John McMullen

Executive Vice President & Chief Financial Officer

# **GAAP Operating Results**

				First Quarter		
(in millions, except per share amounts)	'	2018		2017	Y/Y Change	
Revenue	\$	165.9	\$	156.4	6%	
Gross Profit		77.9		80.2	(3)%	
Gross Profit Margin		46.9%		51.3%	(431) bps	
SG&A		69.5		66.4	5%	
R&D		25.9		22.9	13%	
Operating Expenses		95.4		89.3	7%	
% of Revenue		57.5%		57.1%		
Operating Loss		(17.5)		(9.1)	(93)%	
% of Revenue		(10.5)%	ó	(5.8)%		
Net Loss per 3D Systems	\$	(21.0)	\$	(10.0)	(110)%	
% of Revenue		(12.6)%	ś	(6.4)%		
Loss Per Share	\$	(0.19)	\$	(0.09)	(111)%	

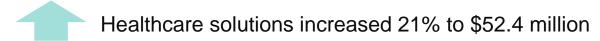
## **Non-GAAP Financial Measures**

	First Quarter								
(in millions, except per share amounts)		2018		2017	Y/Y Change				
Non-GAAP R&D Expense	\$	25.9	\$	22.9	13%				
Non-GAAP SG&A Expense		53.6		49.5	8%				
Non-GAAP Operating Expenses	\$	79.5	\$	72.3	10%				
Non-GAAP Net income (loss) attributable to 3D Systems Corporation	\$	(3.4)	\$	7.1	(148)%				
Non-GAAP Net income (loss) per share available to 3D Systems Corporation common stockholders - basic and diluted	\$	(0.03)	\$	0.06	(150)%				

- 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

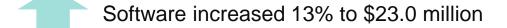
### **Revenue Drivers**

### Q1 2018 compared to Q1 2017:





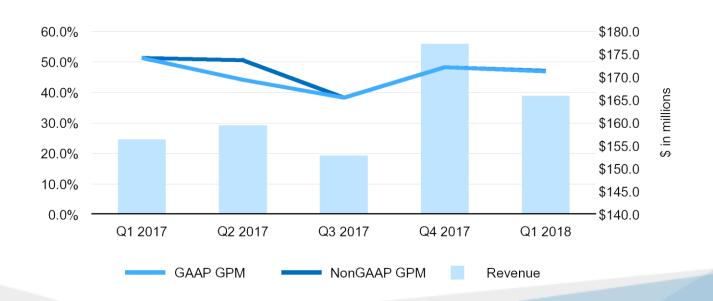






# **Gross Profit and Margin**

- GAAP GPM was 46.9% and non-GAAP GPM was 47.1% in Q1 2018
- Mix of sales and continued investment in on demand manufacturing and services offset cost reductions from ongoing supply chain initiatives



# **Operating Expenses**

- GAAP operating expenses increased 7% and non-GAAP operating expenses increased 10% compared to the first quarter of the prior year
- Continued investments in support of new product launches, go-to-market and IT
- Developed, and are executing on, a strategic, company-wide cost optimization and efficiency plan to align resources with key priorities, leverage our investments and reduce costs over the longer term





# Vyomesh Joshi (VJ)

President & Chief Executive Officer

### **Execution and Innovation**

- Focused on execution, driving operational efficiencies and bringing disruptive and innovative new products to market
- Strong offering of additive solutions for the entire digital manufacturing workflow
- Series of new product introductions planned throughout 2018 to further enhance portfolio, expand market opportunity and help drive shift to 3D production
  - SLS 6100; FabPro 1000; NextDent 5100; Figure 4 stand alone, Figure 4 modular and Figure 4 production; DMP 8300; DMP 8500



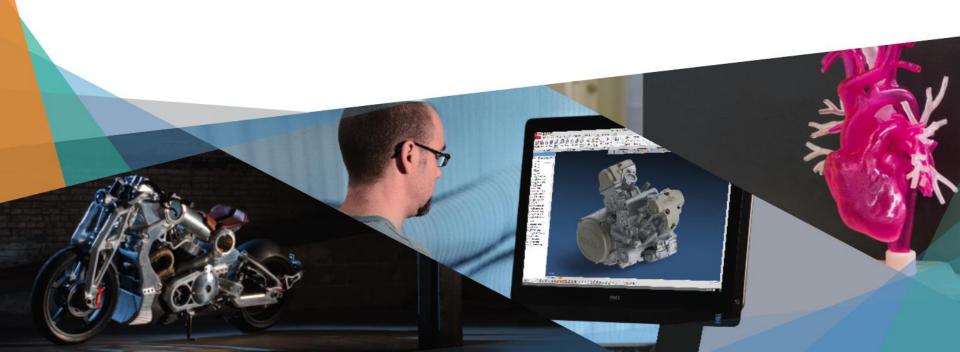
## **Q&A Session**

In the USA: 1-877-407-8291

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# Thank You





# Appendix



# **Revenue Summary by Category**

#### First Quarter 2018

(\$ in millions)	(	Q1 2018	Q4 2017	Q1 2017		Q1 2017		Q1 2017		Q1 2017		Sequential Change	YOY Change
Printers	\$	39.1	\$ 34.9	\$ 31.4		12%	25%						
Software Products		12.3	14.6		9.8	(16)%	26%						
Other Products		11.2	12.2		13.0	(8)%	(14)%						
Total Products		62.6	61.7		54.2	1%	15%						
Total Materials		42.5	42.8		42.8	(1)%	(1)%						
On Demand Manufacturing		25.7	26.5		25.1	(3)%	2%						
Software Services		10.8	11.4		10.6	(5)%	2%						
Other Services		24.3	34.9		23.7	(30)%	3%						
<b>Total Services</b>		60.8	72.8		59.4	(16)%	2%						
Total Revenue	\$	165.9	\$ 177.3	\$	156.4	(6)%	6%						
Software	\$	23.1	\$ 26.0	\$	20.4	(11)%	13%						
Healthcare	\$	52.4	\$ 50.4	\$	43.2	4%	21%						

### First Quarter 2018 Non-GAAP Loss Per Share

	Quarter End	ed March 31,		
(in millions, except per share amounts)	2018		2017	
GAAP Net income (loss) attributable to 3D Systems Corporation	\$ (21.0)	\$	(10.0)	
Adjustments:				
Amortization, stock-based compensation & other <sup>1</sup>	15.2		16.0	
Legal and acquisition-related <sup>2</sup>	0.5		1.1	
Cost optimization plan <sup>3</sup>	0.5		_	
Impairment of cost-method investments <sup>4</sup>	1.4		_	
Non-GAAP net income (loss) attributable to 3D Systems Corporation	\$ (3.4)	\$	7.1	
Non-GAAP net income (loss) per share available to 3D Systems common stock holders - basic and diluted $^{\rm 5}$	\$ (0.03)	\$	0.06	

<sup>&</sup>lt;sup>1</sup> For the quarter ended March 31, 2018, the adjustment included \$0.1 in COGS and \$15.1 in SG&A. For the quarter ended March 31, 2017, the adjustment included \$0.1 in COGS and \$15.9 in SG&A.

<sup>&</sup>lt;sup>2</sup> For the quarter ended March 31, 2018, the adjustment included \$0.5 in SG&A. For the quarter ended March 31, 2017, the adjustment included \$1.1 million in SG&A.

<sup>&</sup>lt;sup>3</sup> For the quarter ended March 31, 2018, the adjustment included \$0.2 in COGS, \$0.3 in SG&A, and approximately \$32 thousand in R&D.

<sup>&</sup>lt;sup>4</sup> 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 ended March 31, 2018, the adjustment included \$1.4 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.

<sup>&</sup>lt;sup>5</sup> Denominator based on weighted average shares used in the GAAP EPS calculation.

### First Quarter 2018 Non-GAAP Gross Profit & 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 2018 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>&</sup>lt;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										
				Quarte	r Ende	ed			Y	ear Ended	
(\$ in millions)	March 31			June 30		September 30		ecember 31	December 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%	

### Full Year 2017 Non-GAAP Operating Expenses

	2017											
				Quarte	er Ende	d			,	Year Ended		
(in millions)	March 31		June 30		September 30		December 31			ecember 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		(8.0)		(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

