

#### BOSYSTEMS

**Conference Call and Webcast Fourth Quarter and Full Year 2012** 



#### **Presenters**

**Stacey Witten** 

• Director Investor Relations

**Avi Reichental** 

President & Chief Executive Officer

**Damon Gregoire** 

• Senior Vice President & Chief Financial Officer

**Andrew Johnson** 

Vice President & General Counsel

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- 1-800-295-3991 in the United States
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- Participant Code: 68343877#

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# Operating Results Avi Reichental, President & CEO



#### **2012** Highlights

### Fourth-Quarter 2012

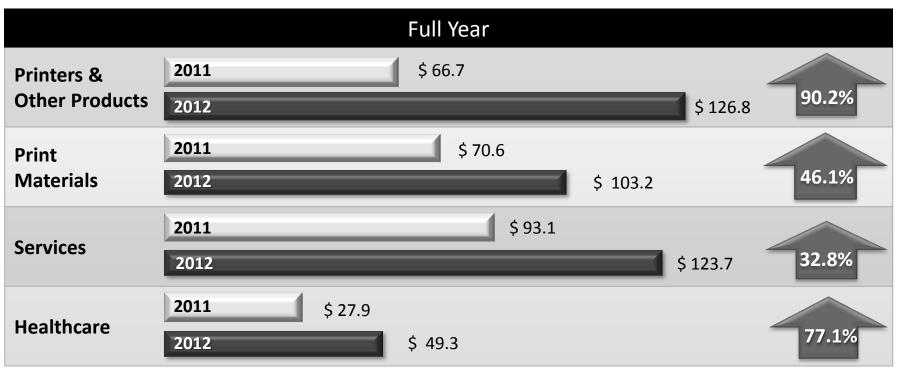
- Revenue grew 45%, to record \$101.6 million on a 93% surge in printers/other products sales and 18.8% organic growth
- Quarter-end backlog expanded 23% sequentially to \$11.4 million and included \$3.2 million of current printers sales
- Gross profit increased 60% on higher revenue and GPM expanded 460 basis points to 51.7%

### Full-Year 2012

- Revenue grew 54% to record \$353.6 million on a 90% boost in printers/other products sales and 22.4% organic growth
- Gross profit increased 66% on higher revenue and GPM expanded 390 basis points to 51.2%
- Sixteen new products, several key acquisitions and expanded sales channels contributed to our results and position us for continued success

#### **Record Annual Revenue**

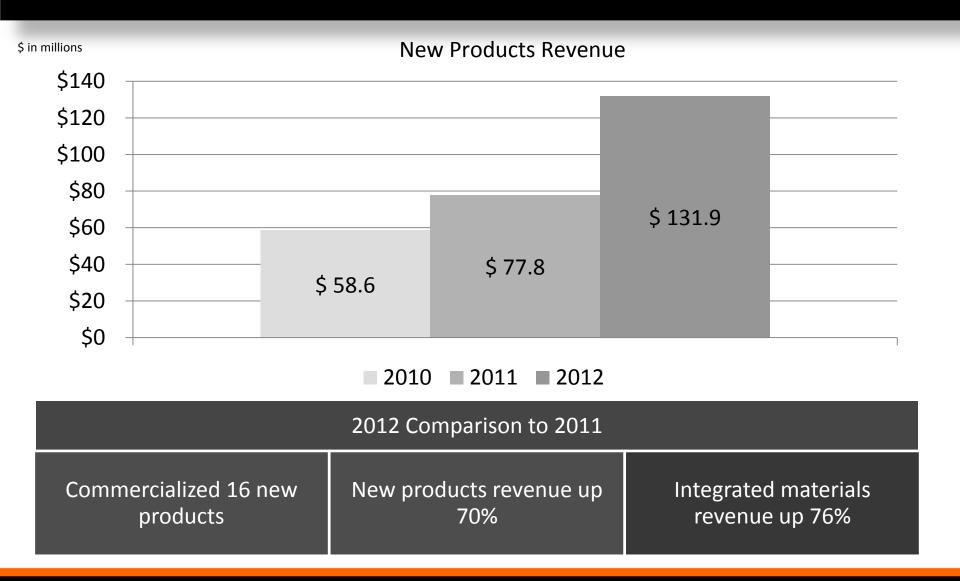
#### \$ in millions



53.5% total revenue growth

22.4% organic revenue growth

#### **New Products Fuel Our Growth**







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# Financial Review Damon Gregoire, Senior Vice President and CFO



#### **Fourth Quarter Operating Results**

\$ in millions, except earnings per share

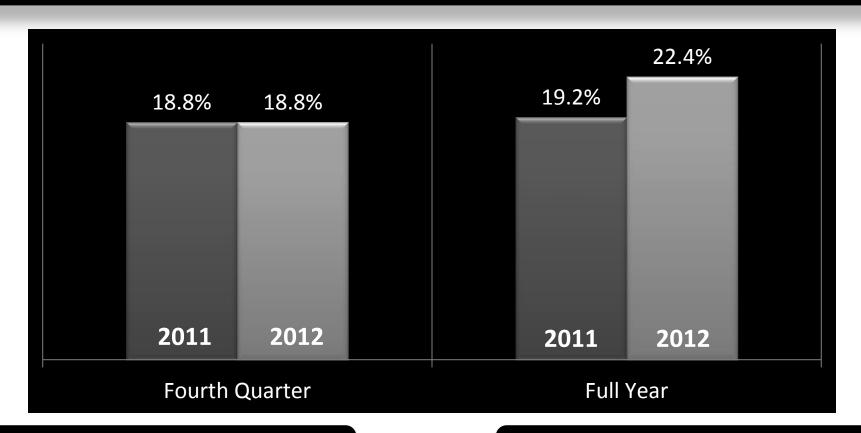
Fourth Quarter – Non-GAAP						
Drivers	2011	2012	% Change Favorable/(Unfavorable)			
Revenue	\$ 69.9	\$ 101.6	45.4%			
Gross Profit	\$ 32.9	\$ 52.6	59.7%			
% of Revenue	47.1%	51.7%				
Operating Expenses	\$ 16.8	\$ 28.2	(67.5%)			
% of Revenue	24.1%	27.7%				
Net Income	\$ 13.8	\$ 22.6	63.6%			
% of Revenue	19.8%	22.2%				
Depreciation & Amortization	\$ 1.5	\$ 2.4	(63.3%)			
% of Revenue	2.1%	2.3%				
Diluted Earnings Per Share	\$ 0.27	\$ 0.39	44.4%			

#### **2012 Operating Results**

\$ in millions, except earnings per share

Full Year - Non-GAAP							
Drivers	2011	2012	% Change Favorable/(Unfavorable)				
Revenue	\$ 230.4	\$ 353.6	53.5%				
Gross Profit	\$ 109.3	\$ 181.4	66.0%				
% of Revenue	47.4%	51.3%					
Operating Expenses	\$ 63.0	\$ 99.8	(58.3%)				
% of Revenue	27.4%	28.2%					
Net Income	\$ 41.0	\$ 67.9	65.7%				
% of Revenue	17.8%	19.2%					
Depreciation & Amortization	\$ 6.0	\$ 10.1	(67.4%)				
% of Revenue	2.6%	2.9%					
Diluted Earnings Per Share	\$ 0.81	\$ 1.25	54.3%				

#### **Organic Growth Trend**



We consider acquired revenue as such from the date of acquisition until its 12-month anniversary date

From its 12-month anniversary going forward, we add the actual total first year revenue to our total base and count only the incremental revenue growth over our total base as organic growth



#### Non-GAAP Reconciliation

	· ·	r Ended ber 31,	Year Ended December 31,		
(in millions, except per share amounts)	2011	2012	2011	2012	
GAAP Net Income	\$ 8.0	\$ 10.9	\$ 35.4	\$ 38.9	
Adjustments (tax effected):					
Stock-based compensation	\$ 0.8	\$ 1.3	\$ 2.6	\$ 4.6	
Amortization of intangibles (a)	\$ 2.1	\$ 2.9	\$ 5.1	\$ 11.5	
Acquisition and severance expense	\$ 2.5	\$ 2.0	\$ 3.7	\$ 5.0	
Non-cash interest expenses	\$ 0.4	\$ 0.9	\$0.4	\$ 3.5	
Loss on conversion of convertible debt	-	\$ 5.2	-	\$ 6.3	
Net gain on acquisitions and litigation settlements	-	-	-	(\$ 1.3)	
Release of valuation allowance on deferred tax assets	-	(\$ 0.6)	(\$ 6.2)	(\$ 0.6)	
Non-GAAP adjusted net income	\$ 13.8	\$ 22.6	\$ 41.0	\$ 67.9	
Non-GAAP adjusted income per share – basic	\$ 0.27	\$ 0.39	\$ 0.82	\$ 1.26	
Non-GAAP adjusted income per share – diluted	\$ 0.27	\$ 0.39	\$ 0.81	\$ 1.25	

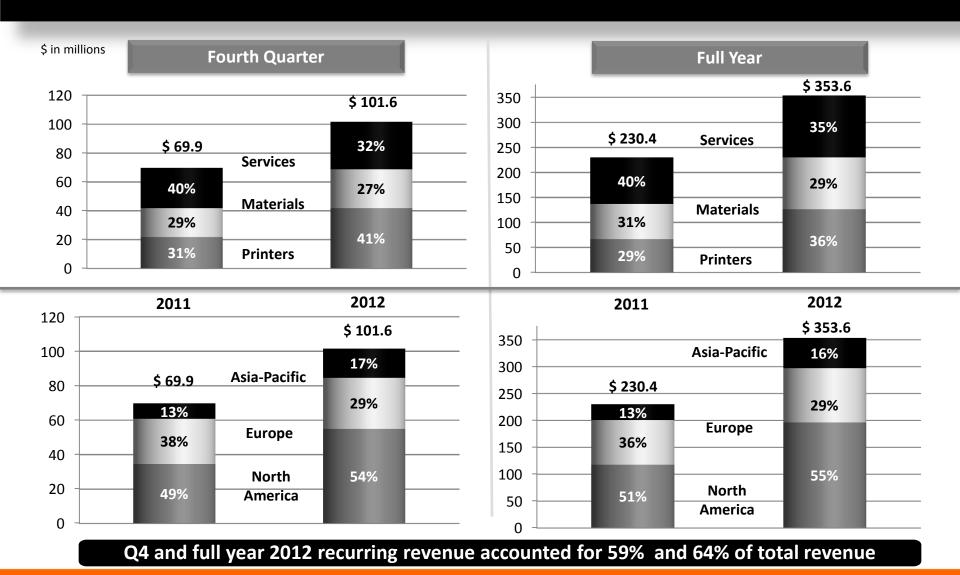
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<sup>(</sup>a) Represents amortization expense for the quarters ended December 31, 2011 and 2012 of which \$0.1 million each quarter, is included in cost of sales and the remaining \$2.0 million and \$2.8 million, respectively, is included in operating expenses.

Represents amortization expense for the year ended December 31, 2011 and 2012 of which \$0.2 million each year, is included in cost of sales and the remaining \$4.8 million and \$11.3 million, respectively, is included in operating expenses.

#### **Revenue by Category & Geography**



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#### **Gross Profit and Margin**

Fourth Quarter								
	2	011	20	012	Yr-Yr%			
Category	\$ Millions	Gross Profit Margin	\$ Millions	Gross Profit Margin	\$	Margin		
Printers & other products	\$ 7.9	36.2%	\$ 18.0	43.1%	128.5%	18.8%		
Print materials	\$ 13.2	65.5%	\$ 19.0	71.0%	44.0%	8.3%		
Services	\$ 11.8	42.1%	\$ 15.4	46.9%	31.1%	11.4%		
Total	\$ 32.9	47.0%	\$ 52.5	51.7%	59.7%	9.9%		

Full Year							
	20	)11	Yr-Yr%				
Category	\$ Millions	Gross Profit Margin	\$ Millions	Gross Profit Margin	\$	Margin	
Printers & other products	\$ 25.0	37.4%	\$ 54.3	42.8%	117.4%	14.3%	
Print materials	\$ 45.8	64.8%	\$ 70.4	68.2%	53.9%	5.4%	
Services	\$ 38.3	41.1%	\$ 56.5	45.7%	47.5%	11.1%	
Total -Columns may not foot due to r	\$ 109.0 ounding	47.3%	\$ 181.2	51.2%	66.2%	8.3%	

#### **Operating Expenses**

#### **Fourth Quarter**

\$ in millions	GAAP			Non-GAAP		
Category	2011	2012	% Change Favorable/(Unfavorable)	2011	2012	% Change Favorable/(Unfavorable)
SG&A	\$ 17.6	\$ 26.5	(51.0%)	\$ 12.2	\$ 20.4	(66.6%)
R&D	\$ 4.6	\$ 7.8	(69.9%)	\$ 4.6	\$ 7.8	(69.9%)
Total Operating Expenses	\$ 22.2	\$ 34.3	(54.9%)	\$ 16.8	\$ 28.2	(67.5%)
% of Revenue	31.7%	33.8%		24.1%	27.7%	

#### **Full Year**

\$ in millions	GAAP			Non-GAAP		
Category	2011	2012	% Change Favorable/(Unfavorable)	2011	2012	% Change Favorable/(Unfavorable)
SG&A	\$ 59.8	\$ 97.4	(62.9%)	\$ 48.7	\$ 76.6	(57.3%)
R&D	\$ 14.3	\$ 23.2	(61.9%)	\$ 14.3	\$ 23.2	(61.9%)
Total Operating Expenses	\$ 74.1	\$ 120.6	(62.7%)	\$ 63.0	\$ 99.8	(58.3%)
% of Revenue	32.2%	34.1%		27.4%	28.2%	

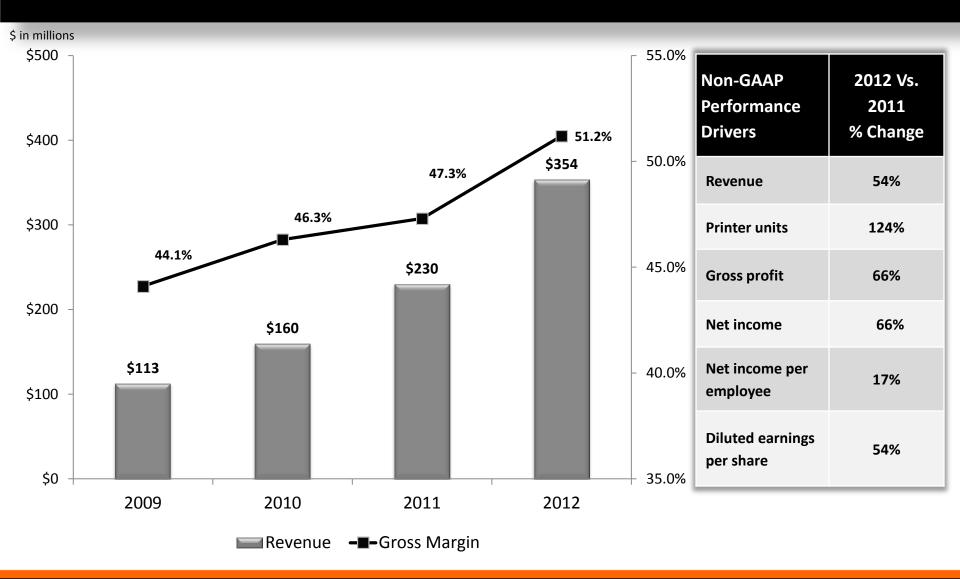
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#### **Working Capital**

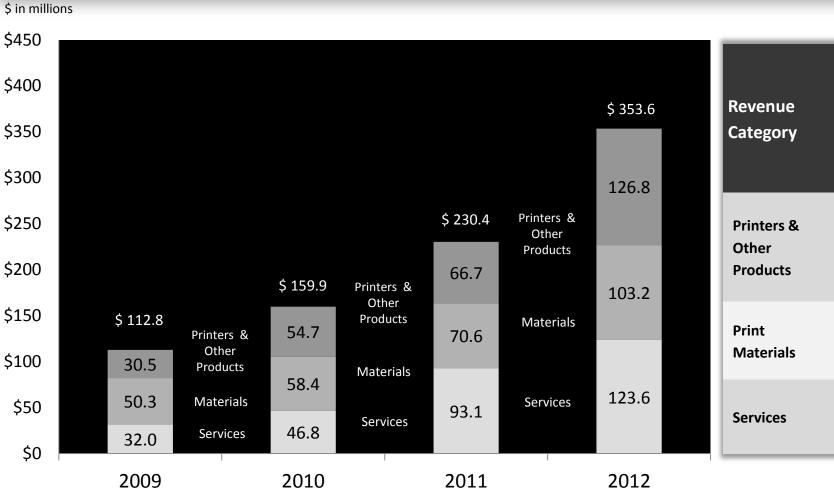
(\$ in millions)	December 2011	December 2012	% Change Favorable/(Unfavorable)
Cash	\$ 179.1	\$ 155.9	(13.0%)
Inventory	\$ 25.3	\$ 41.8	(65.4%)
Accounts Receivable	\$ 51.2	\$ 79.9	56.0%
Accounts Payable	\$ 25.9	\$ 32.1	(23.9%)
Working Capital	\$ 202.4	\$ 212.3	4.9%

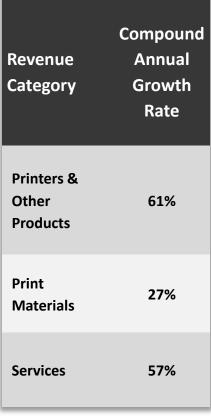
- Cash on hand at end of 2012 compared to the end of 2011 decreased \$23.2 million after raising \$106.9 million from our common stock offering, paying \$183.7 million for acquisitions and generating \$53.0 million from operations
- Since September 2009, our cash on hand increased \$117.1 million after excluding \$314.3 million of proceeds from capital markets transactions and \$299.7 million cash paid for acquisitions

#### **Performance Improvements**

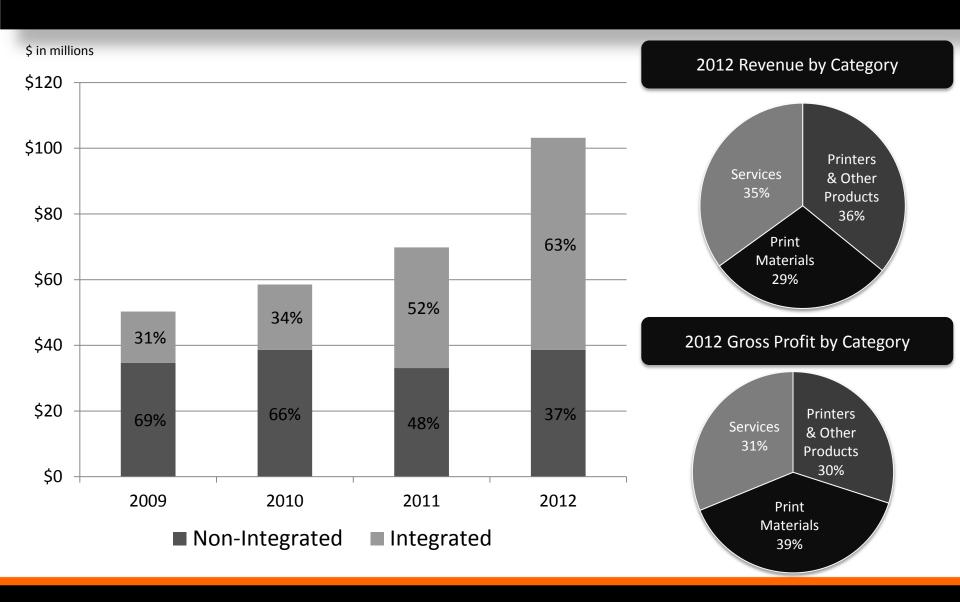


#### **Revenue Trends**





#### **Gross Profit Drivers**



#### 2013 Guidance

Revenue

 We expect revenue for the full year to be in the range of \$440 million to \$485 million\*

Earnings

 We expect split-adjusted non-GAAP earnings per share to be in the range of \$1.00 to \$1.15\*

\*Inclusive of Geomagic, which we expect to close by the end of February



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# Outlook and Progress Avi Reichental, President and CEO



#### **Strategic Growth Initiatives Update**



In support of our consumer initiative, we launched the second generation Cube® and the new CubeX™ at CES in January, winning a KAPi award and Best of CES in emerging tech. we also acquired COWEB, a startup in France with technology to customized 3D printed novelty items and collectibles

In support of our on-demand parts growth initiative, we acquired TIM, a leading provider in the Netherlands, and expanded our QuickParts® technology to Europe and Asia-Pacific

In support of our 3D authoring solutions growth initiative, we acquired Rapidform® a global provider of 3D scan-to-CAD and inspection software tools based in South Korea and announced a definitive agreement to acquire Geomagic, a provider of design, sculpt, and scan software tools, which we expect to close by the end of February

#### Outlook



We entered 2013 with positive sales momentum driven by strong demand and \$11.4 million backlog, including \$5.9 million of on-demand parts



We expect continued strong growth along with gross profit margin expansion in line with our higher revenue targets



We are pleased with our consumer solutions progress and expect consumer products revenue to reach material levels in the second half of 2013



We expect continued portfolio diversification, expanded channels and focused growth initiatives to deliver improved results



We expect to accelerate the pace of new printers and product launches and to commercialize Bespoke personalized medical devices in the second half of 2013

#### **Q&A Session**

Out of respect for other conference call participants, please ask one question and then return to the queue to ask additional questions

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# Thank You

