

## BOSYSTEMS

**Conference Call and Webcast Second Quarter and Six Months 2013** 



### **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

### **Welcome Webcast Viewers**

To listen to the conference via phone and to ask questions during our Q&A session, please dial:

- 1-877-474-9505 in the United States
- 1-857-244-7558 from outside the United States
- Participant Code: 62870047

## **Forward Looking Statements**

This presentation contains forward-looking statements, as defined by federal and state securities laws. 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 terminology such as "may," "will," "should," "hope," "expects," "intends," "plans," "anticipates," "contemplates," "believes," "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. In addition, we undertake no obligation to update or revise any forward-looking statements to reflect events, circumstances, or new information after the date of the information or to reflect the occurrence or likelihood of unanticipated events, and we disclaim any such obligation.

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## BOSYSTEMS

## Operating Results Avi Reichental, President & CEO



## **Second Quarter 2013 Highlights**



Revenue grew 44.5%, to a record \$120.8 million on a 107.9% increase in printers & other products revenue and 30.1% overall organic growth



Gross profit increased 45.7% on higher revenue and gross profit margin expanded to 51.8%



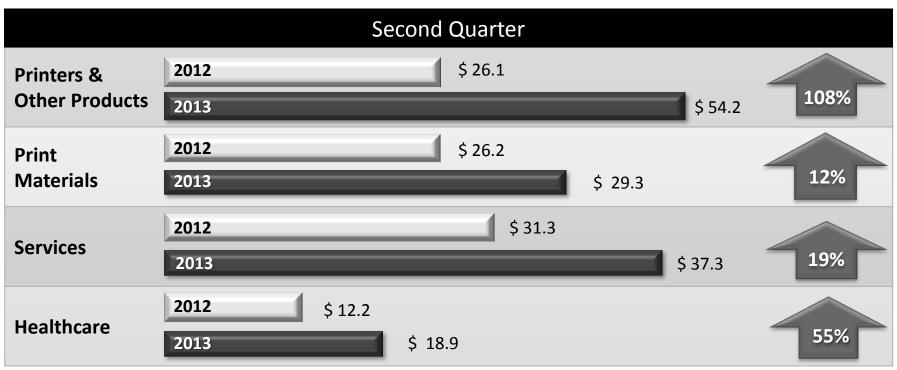
We introduced significant new products including several 3D printers, materials and powerful designer software packages



We acquired RPDG extending our services portfolio and direct sales channel

## **Record Quarterly Revenue**

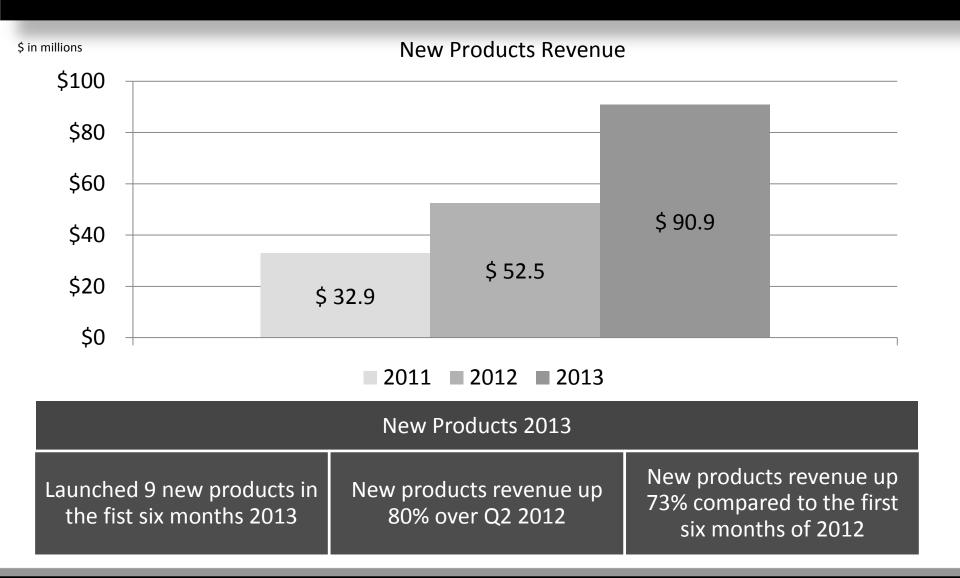
#### \$ in millions



44.5% total revenue growth

30.1% organic revenue growth

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







## BOSYSTEMS

## Financial Review Damon Gregoire, Senior Vice President and CFO



## **Second Quarter GAAP Operating Results**

\$ in millions, except earnings per share

Drivers	2012	2013	% Change Favorable/ (Unfavorable)
Revenue	\$ 83.6	\$ 120.8	44.5%
Gross Profit	\$ 43.0	\$ 62.6	45.7%
% of Revenue	51.4%	51.8%	
Operating Expenses	\$ 29.0	\$ 45.8	(58.1%)
% of Revenue	34.6%	37.9%	
Operating Income	\$ 14.0	\$ 16.8	20.0%
% of Revenue	16.7%	13.9%	
Net Income	\$ 8.3	\$ 9.3	12.2%
% of Revenue	10.0%	7.7%	
Diluted Earnings Per Share	\$ 0.11	\$0.10	(9.1%)

## First Six Months GAAP Operating Results

\$ in millions, except earnings per share

Drivers	2012	2013	% Change Favorable/ (Unfavorable)
Revenue	\$ 161.5	\$ 222.9	38.0%
Gross Profit	\$ 81.8	\$ 116.1	41.8%
% of Revenue	50.7%	52.1%	
Operating Expenses	\$ 57.9	\$ 81.7	(41.3%)
% of Revenue	35.8%	36.7%	
Operating Income	\$ 24.0	\$ 34.3	43.2%
% of Revenue	14.8%	15.4%	
Net Income	\$ 14.5	\$ 15.2	4.9%
% of Revenue	9.0%	6.8%	
Diluted Earnings Per Share	\$ 0.19	\$0.16	(15.8%)

## **Non-GAAP** Reconciliation

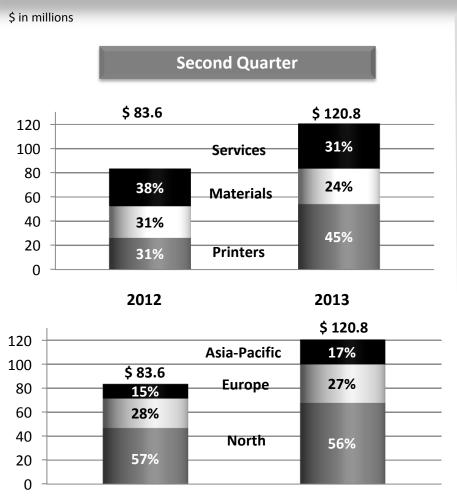
	Quarter En	ded June 30,	Six Months I	Ended June 30,
(\$ in millions, except per share amounts)	2012	2013	2012	2013
GAAP net income	\$ 8.3	\$ 9.3	\$ 14.5	\$ 15.2
Cost of sales adjustments:  Amortization of intangibles Operating expenses adjustments:	\$ 0.1	\$ 0.1	\$ 0.1	\$ 0.1
Amortization of intangibles Acquisition and severance expenses Non-cash stock based compensation expense	\$ 3.0 \$ 0.7 \$ 1.3	\$ 5.0 \$ 2.5 \$ 3.1	\$ 6.3 \$ 3.1 \$ 2.5	\$ 8.7 \$ 4.7 \$ 5.3
Other expense adjustments:  Non-cash interest expense  Loss on conversion of convertible notes  Loss on litigation settlement	\$ 1.0 -	\$ 0.3 \$ 3.5	\$ 1.9 -	\$ 0.8 \$ 9.2 \$ 2.0
Tax effect	<u>(\$ 0.4)</u>	<u>(\$ 4.9)</u>	(\$ 1.3)	(\$ 8.4)
Non-GAAP net income	\$ 13.9	\$ 19.0	\$ 27.1	\$ 37.8
Non-GAAP diluted earnings per share	\$ 0.18	\$ 0.20	\$ 0.35	\$ 0.40

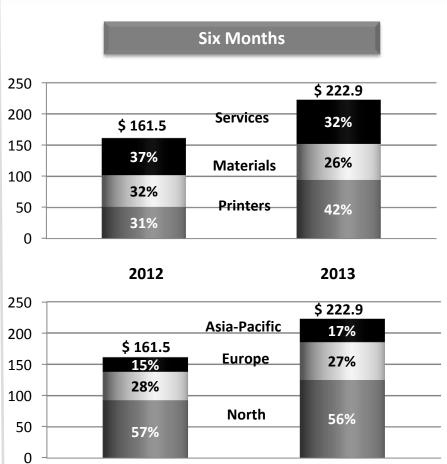
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We use non-GAAP financial measures of adjusted net income and adjusted earnings per share to supplement our unaudited condensed consolidated financial statements presented on a GAAP basis to facilitate a better understanding of the impact that several strategic acquisitions had on our financial results.



## Revenue by Category & Geography





Q2 and six months 2013 recurring revenue accounted for 55% and 58% of total revenue

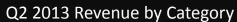
## **Second Quarter Gross Profit and Margin**

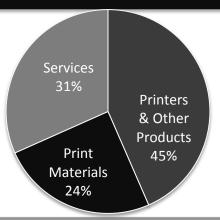
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#### **Second Quarter**

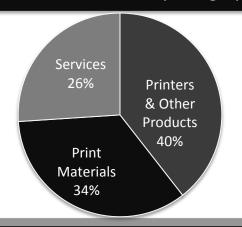
	2012			2013	Yr-Yr%		
Category	Gross Profit	Gross Profit Margin	Gross Profit	Gross Profit Margin	Gross Profit	Gross Profit Margin	
Printers & other products	\$ 11.2	43.1%	\$ 24.7	45.6%	119.8%	5.8%	
Print materials	\$ 17.2	65.6%	\$ 21.6	73.6%	25.3%	12.2%	
Services	\$ 14.5	46.4%	\$ 16.3	43.8%	12.4%	(5.7%)	
Total	\$ 43.0	51.4%	\$ 62.6	51.8%	45.7%	0.8%	

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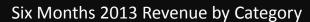
#### Q2 2013 Gross Profit by Category

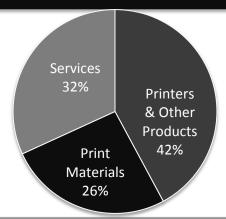


## Six Months Gross Profit and Margin

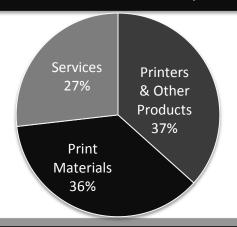
\$ in millions	Six Months	

	2012		2013		Yr-Yr%	
Category	Gross Profit	Gross Profit Margin	Gross Profit	Gross Profit Margin	Gross Profit	Gross Profit Margin
Printers & other products	\$ 20.8	41.0%	\$ 42.5	45.3%	104.4%	10.5%
Print materials	\$ 34.0	66.8%	\$ 42.4	73.1%	24.9%	9.5%
Services	\$ 27.0	45.2%	\$ 31.1	43.8%	15.0%	(3.0%)
Total	\$ 81.8	50.7%	\$ 116.1	52.1%	41.8%	2.8%





#### Six Months 2013 Gross Profit by Category



## **Second Quarter Operating Expenses**

\$ in millions

#### **Second Quarter**

	GAAP			Non-GAAP		
Category	2012	2013	% Change Favorable/ (Unfavorable)	2012	2013	% Change Favorable/ (Unfavorable)
SG&A	\$ 24.0	\$ 36.2	(50.5%)	\$ 19.1	\$ 25.5	(33.7%)
R&D	\$ 4.9	\$ 9.6	(95.0%)	\$ 4.9	\$ 9.6	(95.0%)
Total Operating Expenses	\$ 29.0	\$ 45.8	(58.1%)	\$ 24.0	\$ 35.1	(46.3%)
% of Revenue	34.6%	37.9%		28.7%	29.1%	

<sup>-</sup>Columns may not foot due to rounding

## **Six Months Operating Expenses**

\$ in millions Six Months

		GAA	Р	Non-GAAP		
Category	2012	2013	% Change Favorable/ (Unfavorable)	2012	2013	% Change Favorable/ (Unfavorable)
SG&A	\$ 48.0	\$ 65.6	(36.8%)	\$ 36.1	\$ 46.8	(29.6%)
R&D	\$ 9.9	\$ 16.1	(63.4%)	\$ 9.9	\$ 16.1	(63.4%)
Total Operating Expenses	\$ 57.9	\$ 81.7	(41.3%)	\$ 46.0	\$ 62.9	(36.9%)
% of Revenue	35.8%	36.7%		28.5%	28.2%	

<sup>-</sup>Columns may not foot due to rounding

## **Working Capital**

(\$ in millions)	December 2012	June 2013	% Change Favorable/(Unfavorable)
Cash	\$ 155.9	\$ 349.3	124.1%
Inventory	\$ 41.8	\$ 49.8	(19.0%)
Accounts Receivable	\$ 79.9	\$ 111.5	39.6%
Accounts Payable	\$ 32.1	\$ 35.1	(9.4%)
Working Capital	\$ 212.3	\$ 432.0	103.5%

Cash on hand at end of June 2013 compared to the end of 2012 increased \$193.4 million after \$272.1 million of net proceeds from our common stock offering, generating \$12.8 million of cash from operations and paying \$86.2 million of cash for acquisitions

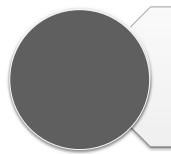
## **Reiterating 2013 Guidance**



We expect revenue to be in the range of \$485 million to \$510 million



We expect our non-GAAP earnings per share to be in the range of \$1.05 to \$1.20



Our non-GAAP adjusted earnings guidance is fully tax-effected and inclusive of all acquisitions completed to date



## BDSYSTEMS

## Outlook and Progress Avi Reichental, President and CEO



## **Strategic Growth Initiatives Update**

New ProJet® x60 series full color professional 3D printers added to our sales momentum

Heavier demand for our award winning Cube consumer printers contributed to our backlog

Two new materials with injection molded-like properties expanded manufacturing use cases

Phenix Systems enhances our direct metals and expands our advanced manufacturing reach

Top tier resellers like Seiko-Infotech, Hawk Ridge and SYNNEX broaden our coverage

Staples is expanding in-store roll-out from a couple dozen to a couple hundred stores

Japan's largest consumer and electronics retailer, Yamada Denki, started selling Cubes

**Geomagic Solutions 2014 is available immediately** 

RPDG enhances our Quickparts' capabilities and expands direct sales force coverage

## Phenix Systems Expands Metals Capabilities

Robust manufacturing grade printers

Wide range of standard metal alloys and ceramics with over 15 materials including reactive metals & ceramics

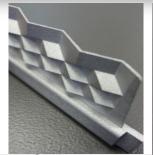
**Outstanding output quality** 

**Excellent surface finish & resolution** 

**Exceptional accuracy & repeatability critical for manufacturing** 

**Superior mechanical properties** 

20% faster build speeds than competitive systems











MEDICAL | AEROSPCE | AUTOMOTIVE | DEFENSE | METALS | CERAMICS

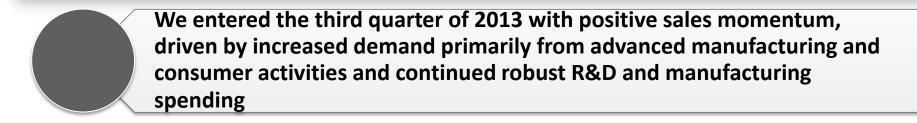
## **Exclusive Deloitte/3DS Alliance**

 We inked an exclusive, multi-year alliance with Deloitte Consulting to accelerate user adoption and integration of 3D printing design and manufacturing solutions for sustainable competitive advantage

 Deloitte and 3D Systems plan to jointly launch and operate a series of solution centers in key locations to deliver joint training, education and implementation services

 We expect this exclusive alliance to become a significant demand generation platform for our future growth

## Outlook



We expect consumer solutions revenue to reach meaningful levels in the second half of 2013 and we expect to begin providing additional information on the category when we report our Q3 2013 results

We expect ongoing portfolio diversification, expanded channels and focused growth initiatives to deliver continued success

We expect to launch exciting new products spanning our entire portfolio that we believe will make 2013 our best ever new products year

## **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

Please direct all questions through the teleconference portion of this call

To ask questions:

• U.S.: 1-877-474-9505

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# Thank You

