The ExOne Company: The Opportunity in Industrial 3D Printing
Stifel 2020 Virtual Cross Sector Insight Conference
John Hartner, CEO
Doug Zemba, CFO and Treasurer
June 9, 2020
Safe Harbor Statement

These slides may contain forward-looking statements within the meaning of the Private Securities Litigation Reform Act with respect to the Company’s future financial or business performance, strategies, or expectations. Forward-looking statements typically are identified by words or phrases such as "trend," "potential," "opportunity," "pipeline," "believe," "comfortable," "expect," "anticipate," "current," "intention," "estimate," "position," "assume," "outlook," "continue," "remain," "maintain," "sustain," "seek," "achieve," as well as similar expressions, or future or conditional verbs such as "will," "would," "should," "could," and "may."

The Company cautions that forward-looking statements are subject to numerous assumptions, risks and uncertainties, which change over time. Forward-looking statements speak only as of the date they are made and the Company assumes no duty to and does not undertake to update forward-looking statements. Actual results could differ materially from those anticipated in forward-looking statements and future results could differ materially from historical performance.

In addition to risk factors previously disclosed in the Company’s filings with the U.S. Securities and Exchange Commission (the “SEC”), including its Annual Report on Form 10-K and Quarterly Report on Form 10-Q for the quarter ended March 31, 2020, the following factors, among others, could cause results to differ materially from forward-looking statements or historical performance: the severity and duration of world health events, including the recent COVID-19 outbreak and the related economic repercussions and operational challenges; the Company’s ability to consistently generate operating profits; fluctuations in the Company’s revenues and operating results; the Company’s competitive environment and its competitive position; ExOne’s ability to enhance its current three-dimensional (“3D”) printing machines and technology and to develop and introduce new 3D printing machines; the Company’s ability to qualify more industrial materials in which it can print; demand for ExOne’s products; the availability of skilled personnel; the impact of loss of key management; the impact of market conditions and other factors on the carrying value of long-lived assets; the Company’s ability to continue as a going concern; the impact of customer specific terms in machine sale agreements on the period in which the Company recognizes revenue; risks related to global operations including effects of foreign currency and the COVID-19 global pandemic; the adequacy of sources of liquidity; the amount and sufficiency of funds for required capital expenditures, working capital, and debt service; dependency on certain critical suppliers; nature or impact of alliances and strategic investments; reliance on critical information technology systems; the effect of litigation, contingencies and warranty claims; liabilities under laws and regulations protecting the environment; the impact of governmental laws and regulations; operating hazards, war, terrorism and cancellation or unavailability of insurance coverage; the impact of disruption of the Company’s manufacturing facilities or ExOne Adoption Centers; the adequacy of ExOne’s protection of its intellectual property; expectations regarding demand for the Company’s industrial products, operating revenues, operating and maintenance expenses, insurance expenses and deductibles, interest expenses, debt levels, and other matters with regard to outlook; and other factors beyond our control, including the impact of the COVID-19 global pandemic.

These and other important factors, including those discussed under Item 1A, “Risk Factors” and Item 7, “Management’s Discussion and Analysis of Financial Condition and Results of Operations” in the Company’s Annual Report on Form 10-K, and under Part II, Item 1A, “Risk Factors” and Part I, Item 2, “Management’s Discussion and Analysis of Financial Condition and Results of Operations” in the Company’s Quarterly Report on Form 10-Q for the quarter ended March 31, 2020, may cause the Company’s actual results of operations to differ materially from any future results of operations expressed or implied by the forward-looking statements contained therein. Before making a decision to purchase ExOne common stock, you should carefully consider all of the factors identified in its Annual Report on Form 10-K and Quarterly Report on Form 10-Q that could cause actual results to differ from these forward-looking statements.

Non-GAAP Measures Disclaimer

These slides include unaudited “non-GAAP financial measures,” as defined in Regulation G under the Securities Exchange Act of 1934, as amended, including Adjusted EBITDA. The presentation of non-GAAP financial measures is not intended to be a substitute for, and should not be considered in isolation from, the financial measures reported in accordance with GAAP. See the Adjusted EBITDA Reconciliation slide for ExOne’s definition of Adjusted EBITDA and a reconciliation of net loss to Adjusted EBITDA.
ExOne is distinctively positioned for 3D printing of industrial applications using binder jetting technology.

<table>
<thead>
<tr>
<th>NASDAQ: XONE</th>
<th>IPO Date: February 7, 2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Recent Price</td>
<td>$8.95</td>
</tr>
<tr>
<td>Market Capitalization</td>
<td>$147.3 million</td>
</tr>
<tr>
<td>52 Week Low/High</td>
<td>$3.55 / $9.78</td>
</tr>
<tr>
<td>Shares Outstanding</td>
<td>16.5 million</td>
</tr>
<tr>
<td>Institutional/Insider Ownership</td>
<td>37% / 31%</td>
</tr>
<tr>
<td>Average Trading Volume (Trailing three months)</td>
<td>120.8k</td>
</tr>
</tbody>
</table>

Market Data as of 6/5/2020 (Source: S&P Capital IQ)
Ownership as of 3/31/2020, updated for latest filings

Founded in 2005
The ExOne Company | Overview

Binder Jet 3D Printing Leadership for 20+ Years

**FOUNDED IN 1995**
- Began in 1995 as the 3D division of Extrude Hone
- Today, we’re global leaders with operations in Europe, Asia and the Americas
- More than 245 issued and pending patents

**WE SELL MACHINES AND SERVICES**
- Binder jet 3D printers – sand, metal, ceramics and composites
- 3D printing services:
  - 3D printed parts
  - Design for additive manufacturing services
  - Customer development of machines, materials

**HIGH-VALUE PARTS**
- Sand molds and cores
- Direct metal 3D printing
- Direct ceramic 3D printing
- 3D printed tooling solutions

**INDUSTRIAL MARKETS**
- Foundries | Automotive
- Aerospace | Defense | Medical
- Energy | Heavy Equipment
- Architecture | Construction

**INCREASING MARKET PENETRATION**
- Nearly 300 3D printing machines globally
- Transitioning from R&D and prototyping to production
Investment Highlights

- Diversified business model reduces risk
- Fresh product lineup
  - X1 25Pro and X1 160Pro metal production printers
  - S-Max Pro new in late 2019
- Large, rapidly growing industrial additive manufacturing market
- Focused on profitable growth
- Strong backlog validates market demand
- Strengthened liquidity to withstand coronavirus uncertainty
- Management and Board aligned with investors
Highly Diversified Applications

Driven by range of machine sizes, materials and services

Wide range of printable powders enabled by our print head technology and binder chemistries.

Our machines are able to satisfy a wide range of complex, high-value manufacturing needs.
Highly Diversified End Markets

Driven by customer and application breadth

- Revenue is highly diversified among manufacturing and other industries.

- Almost half of ExOne’s business in defined industries or sectors that represent less than 1% of total 2019 revenue.

- While all of ExOne machines use binder jet technology, our revenue diversity is driven by the wide range of machine sizes, services, and materials we offer.
Highly Diversified Product and Service Portfolio

A response to deep understanding of market demand

MACHINES

PRINTERs

Indirect, direct systems

DIVERSIFIED

• Machines/services
• Size of machines
• Types of services

S

L

XL

SMALL
Innovent+

LARGE
S-Print
M-Flex
X1 25Pro

EXTRA LARGE
S-Max Pro
X1 160Pro

S

L

XL

SERVICES

Part and AM design, adoption

R&D

< MFG

> MFG

R&D

Education
Government
Science

CUSTOM
PRODUCTION
Prototypes
Low-volume

VOLUME
PRODUCTION
High-volume serial production

SIZE RANGE

CUSTOMER TYPE
Strategic Pillars

Focused plan to deliver stable revenue, higher margins, long-term success

**EXPAND Focus on Customer Needs**
- Improve connection to customers
- Focus on highest value industries
- Leverage mission-critical experience

**EXTEND Binder Jet Technology Core**
- Improve BJT user experience
- Reduce cost of ownership
- Improve modularity of platforms

**EXECUTE Recurring Revenue Growth**
- Improve service levels, offerings
- Tap R&D contract opportunities
- Increase Adoption Center business

NEW MARKET GROWTH

EXPAND PENETRATION

STABLE REVENUE

HIGHER MARGINS

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Financial Review
Revenue & Gross Margin

Revenue
($ in millions)

<table>
<thead>
<tr>
<th>Year</th>
<th>Machine</th>
<th>Recurring</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>$31.8</td>
<td>$32.8</td>
<td>$64.6</td>
</tr>
<tr>
<td>2019</td>
<td>$29.1</td>
<td>$28.2</td>
<td>$57.3</td>
</tr>
<tr>
<td>Q1 2020 TTM</td>
<td>$26.6</td>
<td>$29.5</td>
<td>$56.1</td>
</tr>
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</table>

Gross Margin

<table>
<thead>
<tr>
<th>Year</th>
<th>Gross Margin (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>32.4%</td>
</tr>
<tr>
<td>2019</td>
<td>32.7%</td>
</tr>
<tr>
<td>Q1 2020 TTM</td>
<td>32.3%</td>
</tr>
</tbody>
</table>

Note: Recurring revenue includes 3D printed and other products, materials and services
A NEW RECORD BACKLOG LEVEL POSITIONS EXONE FOR FUTURE REVENUE
Efficiently Managing R&D and SG&A

<table>
<thead>
<tr>
<th>Year</th>
<th>R&amp;D ($ in millions)</th>
<th>SG&amp;A ($ in millions)</th>
</tr>
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<tbody>
<tr>
<td>2018</td>
<td>$10.7</td>
<td>$23.2</td>
</tr>
<tr>
<td>2019</td>
<td>$9.9</td>
<td>$22.6</td>
</tr>
<tr>
<td>Q1 2020 TTM</td>
<td>$9.9</td>
<td>$23.3</td>
</tr>
</tbody>
</table>

R&D:
- 2018: $10.7 million (16.6%)
- 2019: $9.9 million (18.6%)
- Q1 2020 TTM: $9.9 million (17.4%)

SG&A:
- 2018: $23.2 million (35.9%)
- 2019: $22.6 million (42.4%)
- Q1 2020 TTM: $23.3 million (40.9%)
Capital Resources Support Resilience

Liquidity ($ in millions)

Total Liquidity $20.2

12/31/2019

- Credit facility: $5.2
- Total debt: $1.4
- Cash & cash equivalents: $15.0

3/31/2020

- Credit facility: $10.0
- Total debt: $1.3
- Cash & cash equivalents: $16.8

EXPANDED LIQUIDITY DURING Q1 2020 WITH SALE-LEASEBACK
2020 Outlook

Execution on new machines, focus on recurring revenue, maintain proactive stance

- New machine lineup positions ExOne to respond to diversity of industries, applications and customer needs
- Continued deliveries of the S-Max Pro and X1 25Pro
- X1 160Pro development to be completed in 2H of 2020

- Focus on recurring revenue with parts, government R&D and adoption projects – providing diversified strength during capital spending downturn
- Maintain proactive stance adjusting business to latest conditions while increasing focus on long-term strategy
Spotlight: Supply Chain

COVID-19 revealing shortcomings

The number of manufacturers taking a new look at 3D printing to resolve global supply chain challenges is likely to increase.

We are already seeing signs of new and renewed inquiries.

“Another thing I’m sure you are going to see is a huge explosion in 3D manufacturing. So, we aren’t dependent on these massive long supply chains when we do need whether it’s special face masks or when we do need ventilators. The ability to manufacture in this country close to home…”

Thomas Friedman, Foreign Affairs Columnist, New York Times – CNN, Cuomo Prime Time

“I would call this a once-in-a-century disruption that we’re facing. Previous disruptions have not matched the magnitude, intensity, speed and end-to-end disruption this pandemic has caused. … The pandemic outbreak is broadening the lens of how we look at supply chain design and business continuity.”

Jeff Wincel, Chief Procurement Officer, Advanced Micro Devices – Investor’s Business Daily

“I think we are seeing the dangerous vulnerability of our supply chains.

Even before COVID happened, over 80% of the active ingredients for all of our pharmaceuticals are sourced in China. That’s a dangerous dependency on one country.

The same goes for personal protective equipment. Most of the world’s N95 respirators — the masks that medical workers are in dire need of right now — are manufactured in China.

COVID-19 has been a wake-up call.”

Gerald Parker, Director of Biosecurity and Pandemic Policy Program, Texas A&M – Houston Chronicle
Supplemental Information
Proactive Actions to Preserve Liquidity & Strategic Goals

Protect our people. Provide customer continuity. Protect our business.

- Proactive organizational changes, cost savings while maintaining strategic roadmap
- Flexible cost savings
  - 20% reduction: Leadership and Board of Director salaries/cash fees
  - 10% reduction: Broad team salary adjustments
  - Implemented global furloughs
- Aggressive management of discretionary spending

REDUCTIONS TARGETING $5 MILLION OF SAVINGS IN Q2 - Q4
New Application: Reusable Porous Metal Filters

- ExOne jointly developing with Pitt
- Breathable airflow while blocking contaminants
- Copper and stainless steel filters in testing
- Partially sintered to dial in specific porosity
- Can fit respirators, ventilators, and other medical devices
- Sustainable device to help reduce PPE shortage and waste
Accelerating AM Market Growth

3D Printing Market Size & Forecast

Source: 3D Printing Trends Q1 2019, 3D Hubs
• Binder Jetting installed base expected to grow in next five years, similar to laser-based powder bed fusion technologies over the past decade.

• In 2023, the market for binder jetting technology systems is expected to be about 1000 units per year.
AM Driven by Move to Production

3D Printing Is in Its Infancy

ARK’s research shows that 3D printing for end use parts is the next frontier.

### 3D Printing Market Potential and Its Current Penetration

<table>
<thead>
<tr>
<th></th>
<th>Prototypes</th>
<th>Molds &amp; Tools</th>
<th>End-Use Parts</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Market size:</strong></td>
<td>$12.5 Billion</td>
<td>$30 Billion</td>
<td>$490 Billion</td>
</tr>
<tr>
<td><strong>First Applications</strong></td>
<td>1980’s</td>
<td>1990’s</td>
<td>Early 2000’s</td>
</tr>
<tr>
<td><strong>Current Penetration</strong></td>
<td>40-50%</td>
<td>6%</td>
<td>1%</td>
</tr>
</tbody>
</table>

*Source: ARK Invest Big Ideas 2019; January 14, 2019*
EFFICIENT & MATURE 3D PRINTING

- High processing speeds
- Scalable approach
- Larger machine sizes
- Larger part sizes
- Higher throughput
- Low operating costs
- Easy to operate
- Broad portfolio of materials
Serving a Broad Industrial Base

- Aerospace
- Automotive
- Decorative / Art
- Energy
- Foundries & Pattern Shops
- Industrial Equipment
- Education
- Research & Development
ExOne 3D Printing Systems

Our binder jet 3D printers are installed worldwide

SAND 3D SYSTEMS

US 27 SE 2
CA 2 CH 3
MX 4 TR 3
DE 19 JP 29
CZ 2 CN 20
FR 4 IN 7
GB 8 ID 1
IT 7 KR 3
KZ 1 TH 1
RU 11
ES 3

METAL 3D SYSTEMS

US 86 RU 1
CA 7 ES 3
DE 11 SE 5
CZ 2 JP 6
FR 1 CN 3
GB 1 SG 3
IL 1
IT 1
LI 1

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Technologies for Metal 3D Printing

**Technologies for Metal 3D Printing**

- **Powder Bed Fusion**
  - By Laser: Thermal energy by laser fuses regions of a powder bed
  - By Electron Beam: Thermal energy by EBM fuses regions of a powder bed
  - Materials: Al, Ti, Ni-alloys, CoCr, Steel

- **Direct Energy Deposition**
  - Fusion of powdered material by melting during deposition
  - Fusion of wire feed material by melting during deposition
  - Materials: Ti, Ni-alloys, Steel, Co, Al

- **Material Jetting**
  - Dispense of molten metal or metal powder in carrier liquid
  - Production capabilities shown in lab environment
  - Materials: AL, Steel

- **Extrusion**
  - Joining powder by bonding agent to form a green part
  - Manufacturing readiness reached for niche appl.
  - Materials: Cu, Inco, Steel (others incl. Ti in development)

- **Binder Jetting**
  - Manufacturing readiness reached for niche appl.
  - Joining powder by bonding agent to form a green part
  - Manufacturing readiness reached for niche appl.
  - Materials: WC, CoCr, Steel, Inco, non-metal mets

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**Established technologies**

- Aerospace, Turbines, Med-Tech, Dental, Automotive
- Aerospace, Turbines, Med-Tech
- Aerospace, general MRO related business

**Challenger technologies**

- Precision eng., prototyping
- Aerospace, Turbines, Med-Tech, Auto
- Aerospace, Turbines, Med-Tech, Auto, Arts & Design

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**Source:** Company information; Stephens Vortrag Ltd; Roland Berger (November 2018)

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Global OEMs Leading the Way

INVESTMENTS IN RESEARCH PROMOTE ADVANCEMENT OF 3D PRINTING
ExOne has a growing number of collaborations that enable us to develop binder jet technology faster.

These relationships, often made with customers, help us develop faster by working with us in a variety of areas:

- Materials
- Software
- All-New Applications
- Optimizing Applications
- Research Studies
- Binder Jetting Processes
- Binder Jetting Accessories
Emerging Industrial Technology

- Extrude Hone explores 3D printing
- S. Kent Rockwell acquired ExOne
- ExOne formed
- XONE IPO
- S-Print 2.0®
- S-Max™ 2.0
- S-Max Pro™
- M-Flex®
- Innovent+™
- X1 25Pro™
- X1 160Pro™
- XONE IPO

Key Dates:
- 1999: ExOne formed
- 2005: S. Kent Rockwell acquired ExOne
- 2007: XONE IPO
- 2012: S-Print 2.0®
- 2013: S-Max™ 2.0
- 2018: S-Max Pro™
- 2019: X1 25Pro™
- 2018: X1 160Pro™
Recurring Revenue

• Recurring Revenue:
  • EACs(1): gateways to 3D printing for new industrial customers
    • “Try before you buy”
    • EACs(1)s drive machine sales and aftermarket opportunities
  • Consumables: ongoing customer support
  • Service: long-term machine maintenance
For More Information, Contact:

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