Company Profile

ExOne is the pioneer and global leader in binder jet 3D printing technology. Since 1995, we’ve been on a mission to deliver powerful 3D printers that solve the toughest problems and enable world-changing innovations.

Our 3D printing systems quickly transform powder materials — including metals, ceramics, composites and sand — into precision parts, molds and cores for metalcasting, and innovative tooling solutions. Industrial customers use our technology to save time and money, reduce waste, improve their manufacturing flexibility, and deliver designs and products that were once impossible.

As home to the world’s leading team of binder jetting experts, ExOne also provides specialized 3D printing services, including on-demand production of mission-critical parts, as well as engineering and design consulting. Learn more about ExOne at www.exone.com or on Twitter at @ExOneCo. We invite you to join with us to #MakeMetalGreen™.
The above contains 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," "opportunities," "pipeline," "goal," "believes," "comfortable," "expect," "anticipates," "current," " underway," "estimates," "position," "assumptions," "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 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, the following factors, among others, could cause results to differ materially from forward-looking statements or historical performance: 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 develop new 3D printing machines; delays in customer capital equipment spending due to macroeconomic factors; 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 matters with regard to outlook. These and other important factors, including those discussed in the Company’s Annual Report on Form 10-K, 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 other SEC filings that could cause actual results to differ from these forward-looking statements.

Selected Financial Data

($ in thousands, except per-share data)

<table>
<thead>
<tr>
<th>Year Ended December 31</th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>$53,276</td>
<td>$64,644</td>
</tr>
<tr>
<td>Gross profit</td>
<td>17,428</td>
<td>20,941</td>
</tr>
<tr>
<td>Gross Margin</td>
<td>32.7%</td>
<td>32.4%</td>
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<tr>
<td>Diluted net loss per share</td>
<td>(0.93)</td>
<td>(0.78)</td>
</tr>
<tr>
<td>Cash, cash equivalents &amp; restricted cash</td>
<td>6,243</td>
<td>9,140</td>
</tr>
</tbody>
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Revenue Mix 2019

- Record third-quarter revenue of $17.4 million, up 60% year-on-year
- Sales of 3D printers rose 164% year-on-year
- Recurring revenue of $6.9 million, demonstrating resiliency
- Record backlog of $42.6 million increased 65% year-on-year
- Total liquidity increased to $49.4 million, more than doubling year-to-date

Revenue by End Market 2019

- 3D printed machines
- 3D printing and other products, materials and services

Revenue by Geography 2019

- United States
- Japan
- Germany
- China/Military
- Automotive
- Construction
- Consumer

Third-Quarter 2020 Highlights

- Production of 3D machines continued to increase
- Sales of 3D printers rose significantly
- Recurring revenue remains strong despite economic uncertainty
- Backlog continues to grow
- Total liquidity improves

The ExOne Company » 127 Industry Boulevard » North Huntingdon, PA » 15642 » 1-877-773-9663