

Q2 2015 Financial Results Conference Call August 11, 2015

Safe Harbor Summary

Materialise:

This presentation contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, regarding, among other things, our intentions, beliefs, assumptions, projections, outlook, analyses or current expectations, plans, objectives, strategies and prospects, both financial and business, including statements concerning, among other things, current estimates of fiscal 2015 revenues and Adjusted EBITDA, investments in R&D and S&M initiatives, results of operations, cash needs, capital expenditures, expenses, financial condition, liquidity, prospects, growth and strategies, and the trends and competition that may affect the markets, industry or us. Such statements are subject to known and unknown uncertainties and risks. When used in this presentation, the words "estimate," "expect," "anticipate," "project," "plan," "intend," "believe," "forecast," "will", "may", "could", "might", "aim", "should," and variations of such words or similar expressions are intended to identify forwardlooking statements. These forward-looking statements are based upon the expectations of management under current assumptions at the time of this presentation. These expectations, beliefs and projections are expressed in good faith and the company believes there is a reasonable basis for them. However, the company cannot offer any assurance that our expectations, beliefs and projections will actually be achieved. By their nature, forward-looking statements involve risks and uncertainties because they relate to events, competitive dynamics and industry change, and depend on economic circumstances that may or may not occur in the future or may occur on longer or shorter timelines than anticipated. We caution you that forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties and other factors that are in some cases beyond our control. All of the forward-looking statements are subject to risks and uncertainties that may cause the company's actual results to differ materially from our expectations, including the risk factors described in our annual report on Form 20-F filed with the SEC on April 30, 2015. There are a number of risks and uncertainties that could cause the company's actual results to differ materially from the forward-looking statements contained in this press release.

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Agenda



Fried Vancraen Founder & CEO



Peter Leys Executive Chairman



Frederic Merckx CFO

- Q2 2015 Highlights
- Q2 2015 Financial Results
- Q2 2015 Operational Achievements and Q3 2015 Operational Priorities

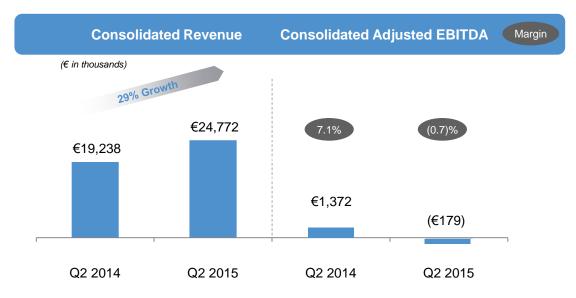
• Q&A



Q2 2015 Highlights

- ✓ Total revenue increased 29% to 24,772 kEUR from prior year; organic growth was 23% as compared to Q2 2014.
- ✓ 3D Printing Software sales increased 45% from prior year.
- ✓ Total (3D Printing and Medical) software sales were 37% of total revenue in Q2 2015, as compared to 31% in Q2 2014.
- S&M and R&D expenses combined increased 44% from prior-year period, as planned
- Adjusted EBITDA was (179) kEUR, compared to 1,372 kEUR in Q2 2014.

Consolidated Results



✓ 70% of Q2 2015 revenue from software sales and end

✓ Q2 2015 S&M and R&D spending increased 44% or

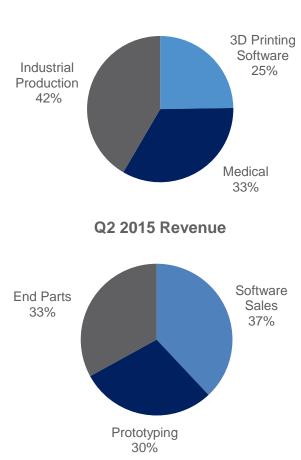
✓ Non-cash stock-based compensation expense in Q2

4,272 kEUR from prior year.

2015 was 252 kEUR.

Materialise

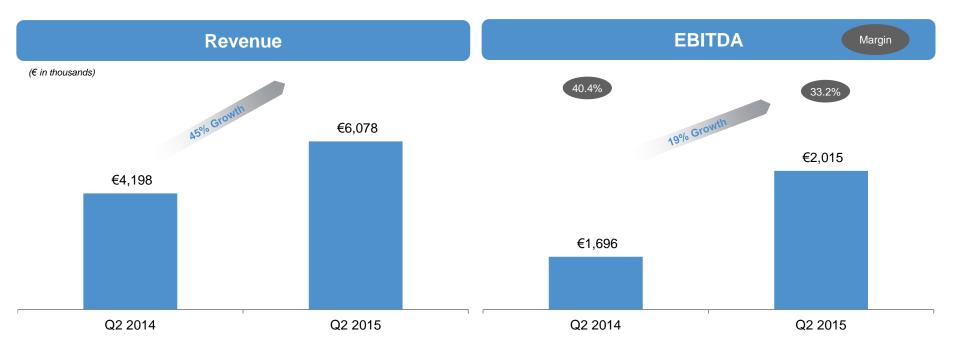
parts.



Q2 2015 Revenue

Materialise

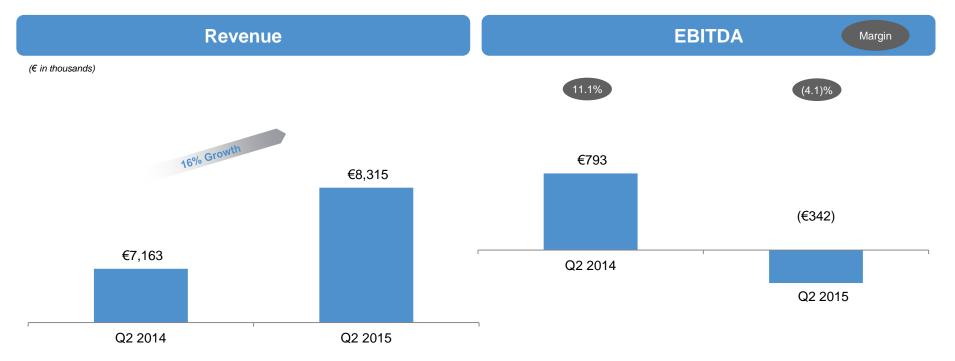
3D Printing Software Segment



- ✓ Revenue from new licenses for Q2 2015 increased by 51% from the prior year.
- ✓ Q2 2015 revenue generated from OEMs increased by 124% from the prior year ⊕.
- ✓ Q2 2015 revenue from Asia increased by 65% from the prior year.
- ✓ Q2 2015 EBITDA margin reflects 1,534 kEUR increased investment in R&D and S&M.
 - (1) Reflects a combination of software sold to or through OEMs.

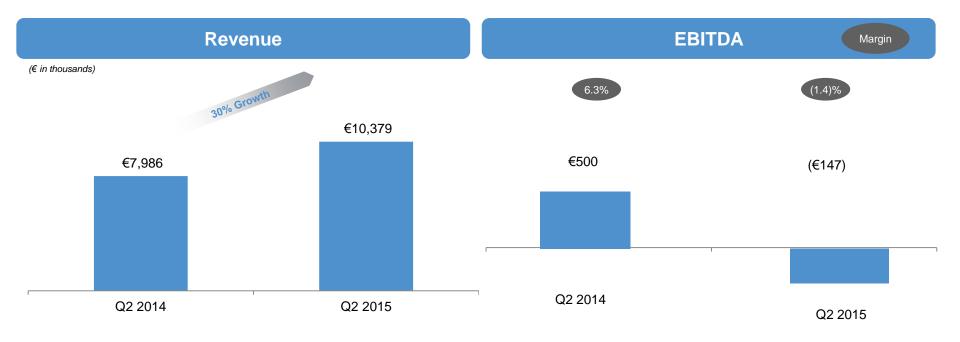


Medical Segment



- ✓ Q2 2015 medical software revenue increased 84% from the prior year (18% excluding OrthoView) and represented 39% of total medical sales (as compared to 25% in Q2 2014).
- ✓ Share of annual licenses increased to 49% of new license sales from 23% last year, excluding OrthoView.
- ✓ Q2 2015 revenue from direct sales of complex surgery devices increased by 28% from the prior year and represented 13% of total medical sales.
- ✓ Q2 2015 revenue from medical collaboration partners decreased to 48% from 63% the prior year.
- ✓ Q2 2015 EBITDA margin reflects 1,332 kEUR increased investment in R&D and S&M.

Industrial Production Segment



- ✓ 40% growth in sales of end parts for Q2 2015 over the prior year, with end parts representing 29% of total segment sales, as compared to 27% in Q2 2014.
- ✓ Number of printers increased from 110 as of 6/30/14 to 129 as of 6/30/15.

Materialise

✓ Excluding growth businesses, Q2 2015 EBITDA margin was 8.4% versus 13.9% for the prior year.



Income Statement Highlights

(in thousands of euros, except where indicated)	Q2	
	<u>2015</u>	<u>2014</u>
Revenue	24,772	19,238
Cost of sales	<u>(10,445)</u>	<u>(7,535)</u>
Gross profit	14,327	11,703
Research & Development Expenses	(4,371)	(3,563)
Sales & Marketing Expenses	(9,620)	(6,156)
General & Administrative Expenses	(3,747)	(2,996)
Other income/(expenses), net	<u>1,474</u>	<u>1,063</u>
Operating profit (loss)	(1,937)	51
Financial income/(expenses), net	(938)	(176)
Share in loss of joint venture	(63)	-
Taxes	<u>(75)</u>	<u>(98)</u>
Net profit/(loss)	(3,013)	(223)
Diluted EPS*	(0.06)	(0.01)
Diluted weighted average shares (thousands)	47,227	41,072



Other Financial Highlights

(in thousands of euros)	06/30/2015	12/31/2014
Cash & equivalents*	52,699	61,019
Receivables	19,917	18,370
Inventories	4,595	3,660
Payables	10,425	7,333
Total borrowings	16,741	17,347
Total equity	82,360	85,167
Total liabilities and equity	135,549	133,221
(in thousands of euros)	Q2 2015	Q2 2014
Capital expenditures	1,175	1,889
Cash flow from operations	543	3,234

* Including held-to-maturity investments of €10,000 as per 12/31/2014.

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Operational Review

Q2 Operational Accomplishments

Q3 Operational Priorities

SOFTWARE

- Launched additional build processors
- Joined 3mf consortium

- ✓ Further roll out build processor program
 - Xi-An Bright Laser build processor launched in July
- ✓ Initiate commercial roll out of AMCP platform
- ✓ Launch 3DPrintCloud

MEDICAL

- ✓ Completed in-house metal printing project
- Entered new partnerships for guide technology
- ✓ Further build our guide platform
 - Agreements with Consensus, JMDM, and Lima announced in July
 - Additional agreements in pipeline

INDUSTRIAL PRODUCTION

- ✓ Increased production of end parts
- Signed i.materialise contract with Golden Laser in China

- ✓ Continue increasing end parts printing services
- ✓ Further expand i.materialise platform
- Further expand metal offering

Maintaining Full-Year Guidance for 2015



Materialise.

Visionary company and leadership that has driven advancement of the 3D printing industry



Q & A

Commitment to expanding 3D printing technology through constant ongoing Research & Development



At the forefront of 3D printing growth with a compelling and unique business and financial model

Adjusted EBITDA Reconciliation

Materialise

	For the three months ended June 30	
(in thousands of euros)	2015	2014
Net profit/(loss)	(3,013)	(223)
Income taxes	75	98
Financial expense	1,286	210
Financial income	(348)	(34)
Share in Loss in a Joint Venture	63	0
Depreciation & amortization	1,506	1,014
EBITDA	(431)	1,065
Non-recurring IPO Expenses	0	182
Non-cash stock-based compensation expenses	252	125
Adjusted EBITDA	(179)	1,372