



# materialise

innovators you can count on

## Corporate Presentation

[www.materialise.com](http://www.materialise.com) | NASDAQ: MTL5

October 2023

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This presentation includes non-IFRS financial measures, including EBITDA and Adjusted EBITDA. These measures are supplemental measures of financial performance that are not required by, or presented in accordance with, international financial reporting standards ("IFRS"). Please refer to the Appendix of this presentation for a reconciliation of such non-IFRS financial measures to the most directly comparable financial measures prepared in accordance with IFRS.

# Global software and service platform for 3D printing



AM Software



Number of patents<sup>3</sup>



Revenue 2022 (€mm)



Adj. EBITDA<sup>4</sup> margin 2022



Number of employees



Countries present



Cross-segment software revenue<sup>1,2</sup>



Years of history



## Software

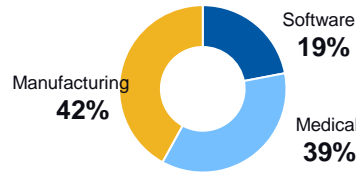
A platform of software tools that manage and control the 3D printing process, That are technology- and application neutral.

## Medical

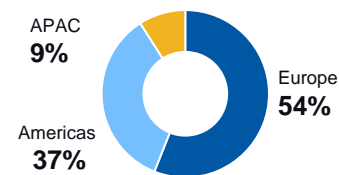
Complete end-to-end solutions (visualization, planning, design, printing and delivery) for customized medical applications

## Manufacturing

>200 3D printers worldwide offering prototyping and certified manufacturing, including full-service metals printing.



Revenue by segment 2022



Revenue by region 2022

# Empower the choice for sustainability

## ✓ Strategy

- Reduce stock by printing on demand
- Reduce transportation by printing de-localized
- Reduce material usage by printing first time right and personalized
  - All while ensuring the reliable, repeatable quality your customers expect !

## ✓ Products & solutions

- Rethinking and reducing
  - Software for sustainability-conscious manufacturing
- Optimizing production processes
  - Bluesint re-used polyamide powder



## ✓ Behaviour

- Cutting our carbon footprint by 50% by 2025 (compared to 2019 baseline)
  - ~40% achieved at YE 2022

# Our growth strategy

## General Adaption of AM

### Horizontal

- ✓ **Consultancy**
  - ✓ Materialise Mindware
- ✓ **Software platforms**
  - ✓ Magics / CO-AM
  - ✓ Mimics
- ✓ **3D printing services**
  - ✓ Prototyping (plastic & metal)
  - ✓ Certified manufacturing (plastic & metal)



## Meaningful Applications of AM

### Vertical

- ✓ **Medical**
  - ✓ CMF
  - ✓ Orthopaedics
  - ✓ Cardiovascular
  - ✓ Respiratory
- ✓ **Wearables**
  - ✓ Materialise Motion
  - ✓ Eyewear

# Materialise Mindware

Helping you strategize and implement your AM ambitions

## Materialise Mindware

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- ✓ Proven experience in building AM businesses
- ✓ Access to state-of-the-art manufacturing facilities
- ✓ Advanced software for scaling AM
- ✓ Multidisciplinary teams (engineering, design, production, software)

Unique  
formula for  
success



Industry-wide  
Horizontal  
SW Platform

# Magics Software Platform

empowering the choice for AM

## We Answer Market Needs

- ✓ Software functionality across major printing OEMs, an open ecosystem
- ✓ Integration within the product development cycle and manufacturing workflow
- ✓ Scalability and cost-efficiency via automation and cost reduction through the entire process
- ✓ Advanced CAD/CAM capabilities with broad and specific vertical applications



Materialise  
Magics  
Data Preparation

co-am

## Focus on AM Machine:

Including import, design, documenting and planning functionality

Technology  
neutral

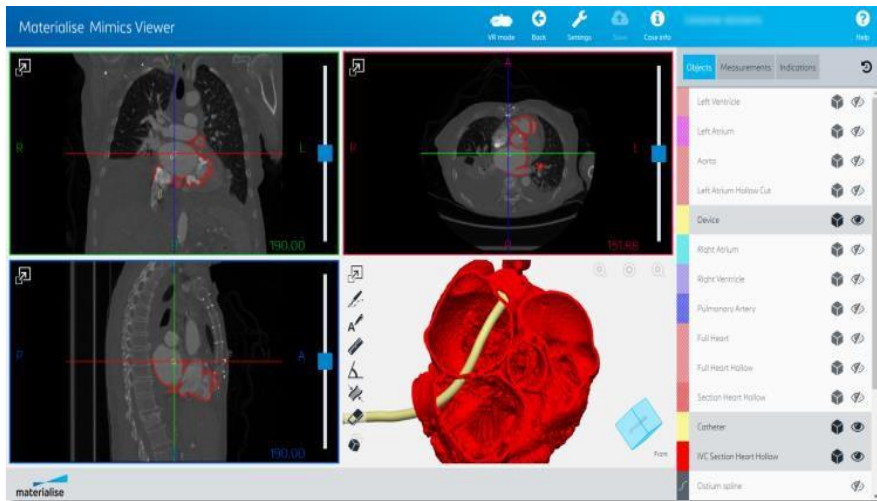
## Focus on AM Production Process:

Including manufacturing and quality Management systems



# Mimics Innovation and Care Suites

empowering the choice for AM



## Mimics Innovation and Care Suites

- ✓ Medical 3D-image based engineering software
- ✓ Offers complete end-to-end solutions:
  - Segmentation and Visualisation
  - Planning
  - Design
  - Printing preparation
  - Case management
- ✓ Industry standard for hospitals, universities and medical device companies
- ✓ Regulatory clearance in United States and European Union

Application  
neutral



# One of the world's largest 3D Printing Factories



## 3D Print Factory

Plastic &  
Metal

- ✓ Online portal for end parts and prototypes
- ✓ Certified hub for complex end part manufacturing
- ✓ Dedicated aerospace, eye- and footwear-printing lines
- ✓ ~ 185 industrial 3D printers, incl 19 metal printers

# End-to-end Medical Personalization Platforms

empowering the choice for meaningful medical applications of AM



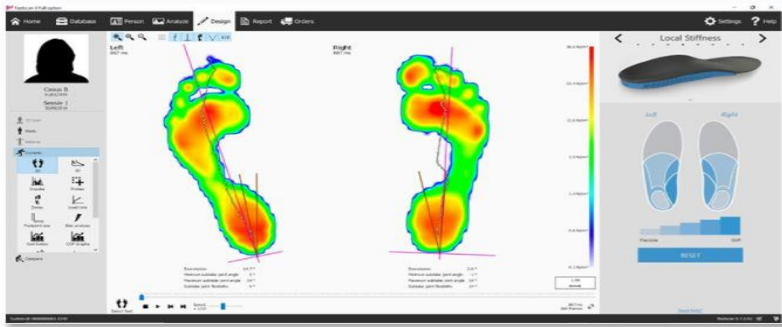
## Personalized Devices (CMF, Ortho, Cardio, Pneumo)

- ✓ End-to-end platforms for visualizing, designing, customizing, printing, managing and delivering customized medical instruments and implants
- ✓ Partners include J&J and ZMB

Application  
specific

# End-to-end Fitting Platforms for Wearables

empowering the choice for meaningful wearable applications of AM



## Materialise Motion (footwear):

- ✓ Science-based Footscan technology
- ✓ Collaboration with Superfeet in United States

## Materialise Eyewear:

- ✓ Both plastic and metal
- ✓ Partners include Hoya





# Financial highlights

# Q3 2023 & Full Year 2022 Financial Highlights

## Q3 2023

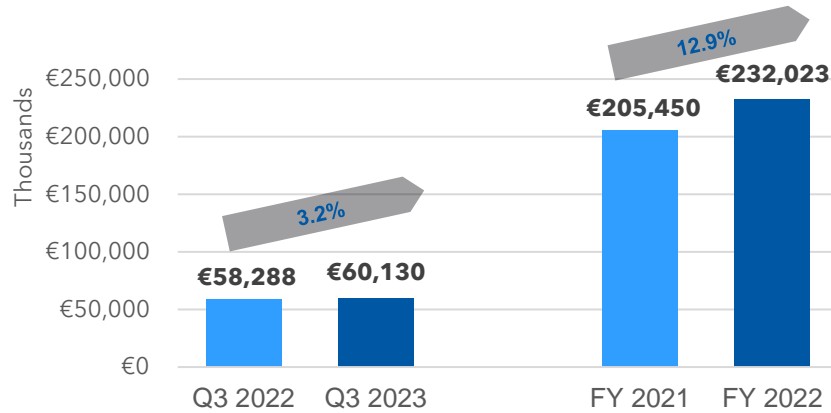
- Revenue increased 3.2% to 60,130 kEUR from last year's revenue of 58,288 kEUR
- Adjusted EBITDA increased 54.9% to 7,857 kEUR, representing 13.1% of revenue
- Net profit increased 184% to 4,013 kEUR, or 7 EUR-ct. per share, from 1,413 kEUR in Q3 2022

## Full Year 2022

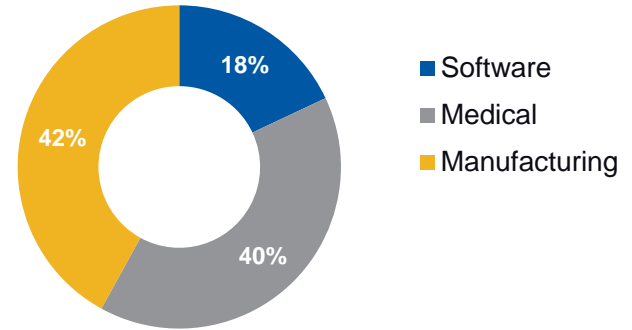
- Total revenue increased 12.9% to 232,023 kEUR
- Deferred revenue from maintenance and licenses fees grew 22% to 42,780 kEUR
- Adjusted EBITDA decreased to 19,014 kEUR from 32,490 kEUR in 2021
- Net loss was (2,153) kEUR compared to a net profit of 13,145 kEUR in 2021
- Cash position as of year end was 140,867 kEUR

***Materialise solidly on growth path.***

# Q3 2023 & Full Year 2022 Consolidated Revenue



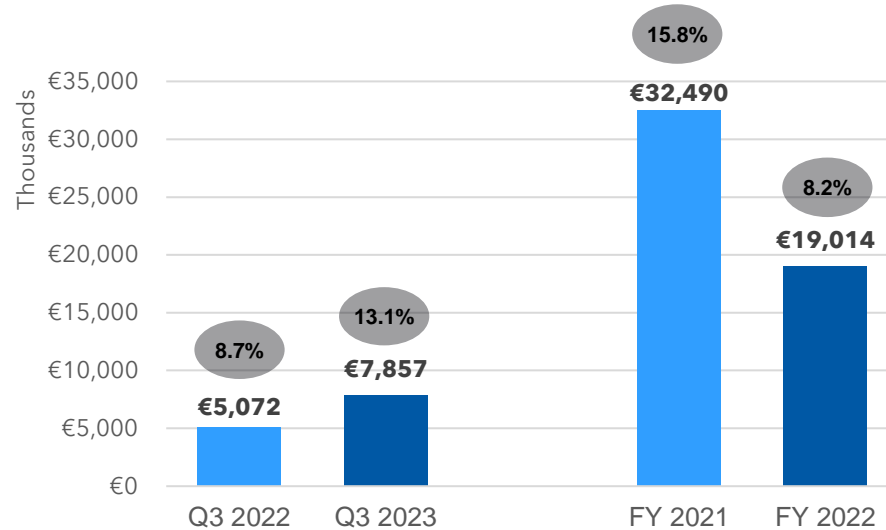
Q3 2023 Revenue by Segment



- Revenue increased 3.2% compared to Q3 2022 to 60.1 mEUR.
- Impact from less favorable market conditions offset by a continued double-digit revenue increase in our Medical business.
- 40.1 mEUR deferred revenue from software licenses and maintenance carried on our balance sheet at the end of Q3 2023.

# Q3 2023 & Full Year 2022

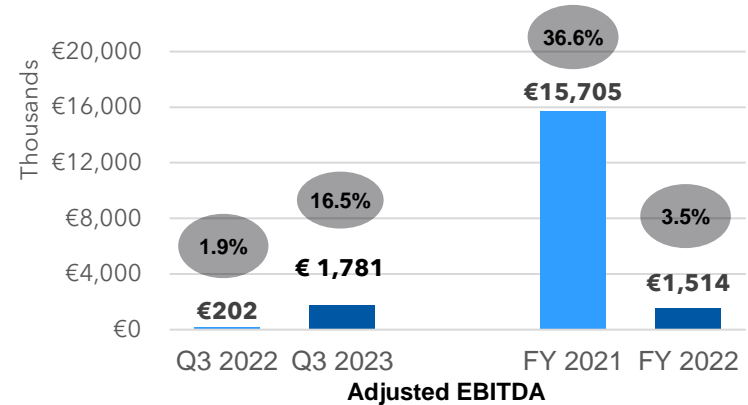
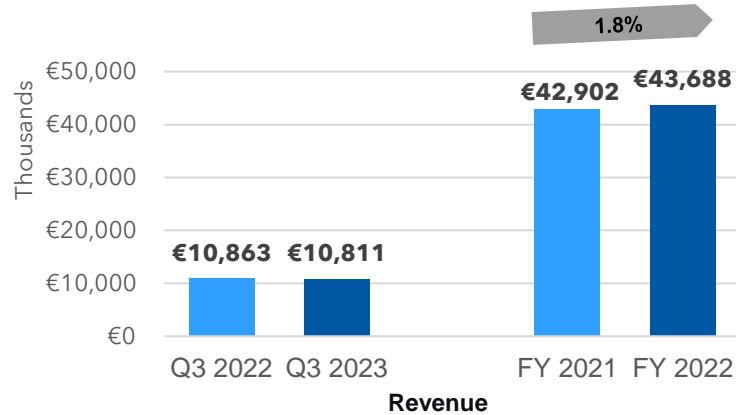
## Consolidated Adjusted EBITDA



- Q3 2023 Adjusted EBITDA increased 54.9% to 7,857 kEUR compared to Q3 2022 due to leveraging scaling effects and cost control while continuing R&D investments in our growth businesses.

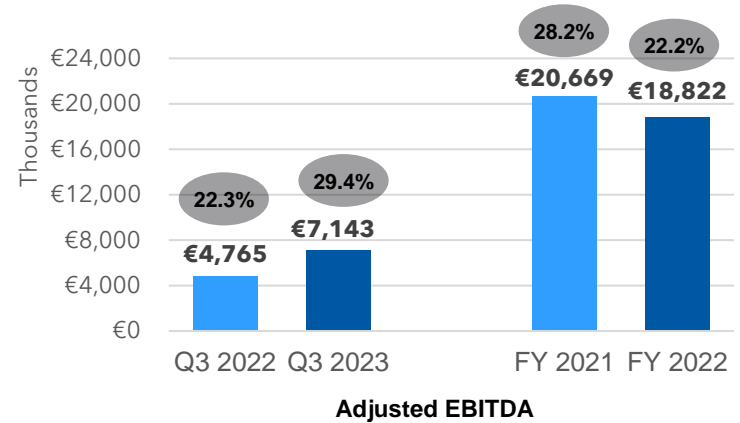
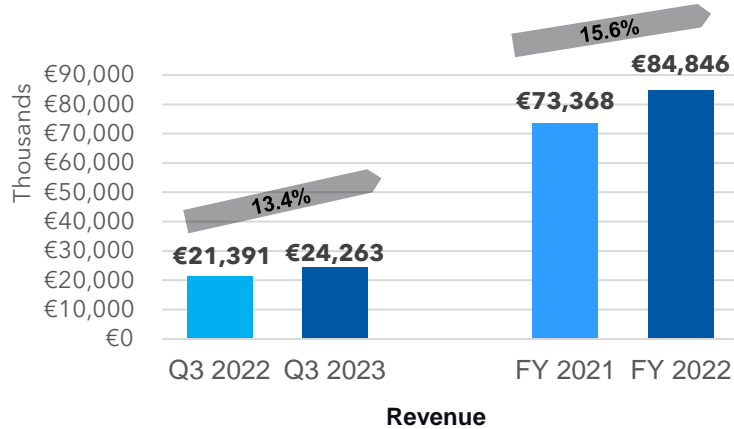


# Q3 2023 & Full Year 2022 Software Segment



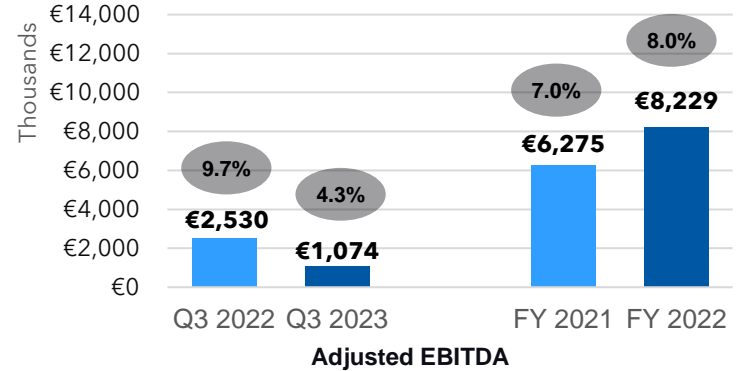
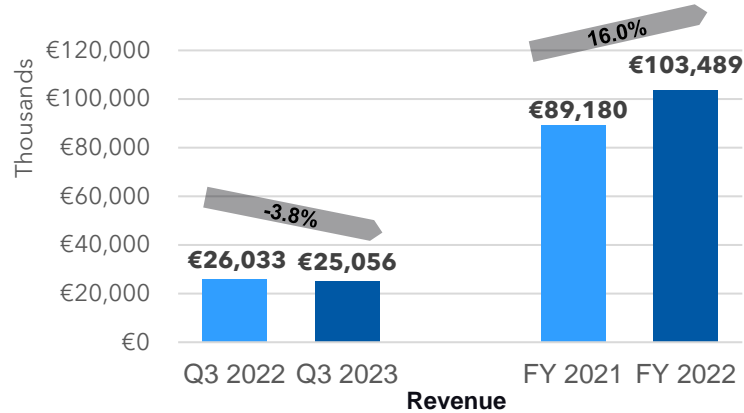
- Q3 2023 revenue stable at 10,811 kEUR compared to Q3 2022
  - Recurring revenue, including CO-AM subscription fees, rose 10%
  - Non-recurring revenue decreased by 18%
- Q3 2023 Adjusted EBITDA grew to 1,781 kEUR, representing an Adjusted EBITDA margin of 16.5%

# Q3 2023 & Full Year 2022 Medical Segment



- Q3 2023 revenue increased 13.4% to 24,263 kEUR
  - Revenue from medical software grew 10%
  - Revenue from medical device solutions increased 15% driven by growth in both partner and direct sales
- Q3 2023 Adjusted EBITDA grew to 7,143 kEUR representing an Adjusted EBITDA margin of 29.4%

# Q3 2023 & Full Year 2022 Manufacturing Segment



- Q3 2023 revenue decreased by 3.8% compared to Q3 2022 mainly due to a slow down in the prototyping market
- Q3 2023 Adjusted EBITDA decreased to 1,074 kEUR, representing an Adjusted EBITDA margin of 4.3%, including effects of:
  - Less favorable market conditions
  - Continued investments in our growth business lines Motion and Eyewear

# Income Statement Highlights

	Q3		Full Year	
	2023	2022	2022	2021
(in thousands of euros, except where indicated)				
<b>Revenue</b>	<b>60,130</b>	<b>58,288</b>	<b>232,023</b>	<b>205,450</b>
<b>Cost of sales</b>	(26,435)	(26,245)	(103,258)	(87,278)
<b>Gross profit</b>	<b>33,696</b>	<b>32,042</b>	<b>128,765</b>	<b>118,172</b>
<b>Research &amp; development expenses</b>	(9,476)	(9,313)	(37,568)	(26,891)
<b>Sales &amp; marketing expenses</b>	(13,960)	(15,198)	(62,125)	(49,151)
<b>General &amp; administrative expenses</b>	(8,640)	(8,980)	(35,140)	(33,315)
<b>Other income/(expenses), net</b>	710	1,116	3,196	3,402
<b>Operating profit/(loss)</b>	<b>2,330</b>	<b>(282)</b>	<b>(2,872)</b>	<b>12,217</b>
<b>Financial income/(expenses), net</b>	1,319	2,173	1,694	1,519
<b>Share in gain/(loss) of joint venture</b>	-	-	0	0
<b>Taxes</b>	363	(478)	(975)	(591)
<b>Net profit/(loss)</b>	<b>4,013</b>	<b>1,413</b>	<b>(2,153)</b>	<b>13,145</b>
<b>Diluted EPS</b> (in €)	0,07	0.02	(0.04)	0.23
<b>(Diluted) weighted average shares</b> (thousands)	59,068	59,089	59,064	56,843

# Other Financial Highlights

(in thousands of euros)	9/30/23	12/31/22
<b>Cash and equivalents</b>	133,953	140,867
<b>Receivables</b>	41,998	51,043
<b>Inventories</b>	16,764	16,081
<b>Payables</b>	23,072	24,476
<b>Deferred income</b>	46,473	50,998
<b>Borrowings</b>	66,222	80,980
<b>Equity</b>	236,631	228,928
<b>Total balance sheet</b>	393,991	411,262

(in thousands of euros)	FY 2022	FY 2021
<b>Capital expenditures</b>	24,773	11,722
<b>Cash flow from operations</b>	24,709	25,845

(in thousands of euros)	Q3 2023	Q3 2022
<b>Capital expenditures</b>	3,920	9,441
<b>Cash flow from operations</b>	8,143	3,840

# Fiscal 2023 Financial Guidance Update

Maintaining earlier upward adjusted guidance on revenue and Adjusted EBITDA

- Expect 2023 consolidated revenue at higher end of 255-260 mEUR range
- Expect 2023 consolidated Adjusted EBITDA within 28-33 mEUR range





# Appendix



# Adjusted EBITDA Reconciliation

	For the quarter ended September 30		For the year ended December 31	
(in thousands of euros)	2023	2022	2022	2021
Net profit/(loss)	4,013	1,413	(2,153)	13,145
Income taxes	(363)	478	975	591
Financial expenses	1,554	2,110	4,420	4,101
Financial income	(2,873)	(4,283)	(6,114)	(5,620)
Share of loss in a joint venture	-	-	-	-
Depreciation & amortization	5,527	5,378	22,026	20,516
<b>EBITDA</b>	<b>7,857</b>	<b>5,096</b>	<b>19,154</b>	<b>32,733</b>
Share-based compensation expenses	-	(24)	(140)	(833)
Acquisition-related expenses	-	-	-	413
Impairments	-	-	-	177
Re-valuation on 50% Rs Print	-	-	-	-
<b>Adjusted EBITDA</b>	<b>7,857</b>	<b>5,072</b>	<b>19,014</b>	<b>32,490</b>

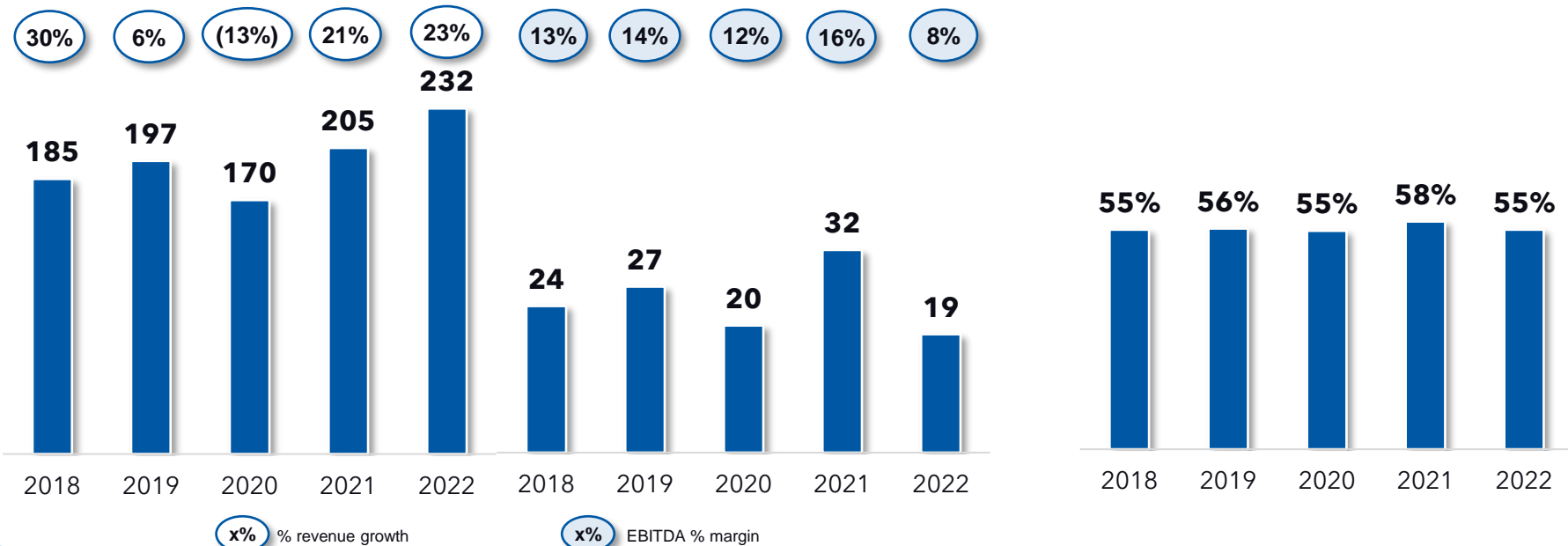
# 2019 - 2022

## Consolidated Revenue, Adj. EBITDA and Gross margin

Revenue 2018-22 (€mm)

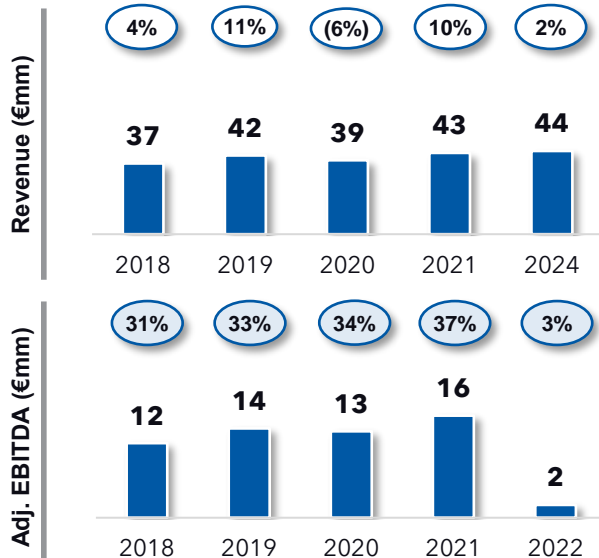
Adj. EBITDA<sup>1</sup> 2018-22 (€mm)

Gross margin 2018-22 (%)

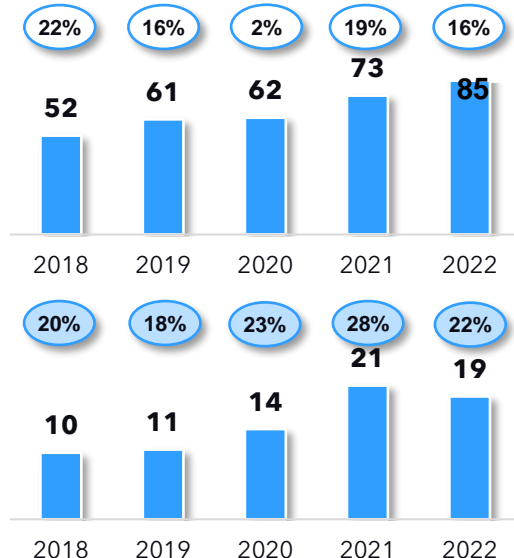


# Revenue and Adj. EBITDA by segment

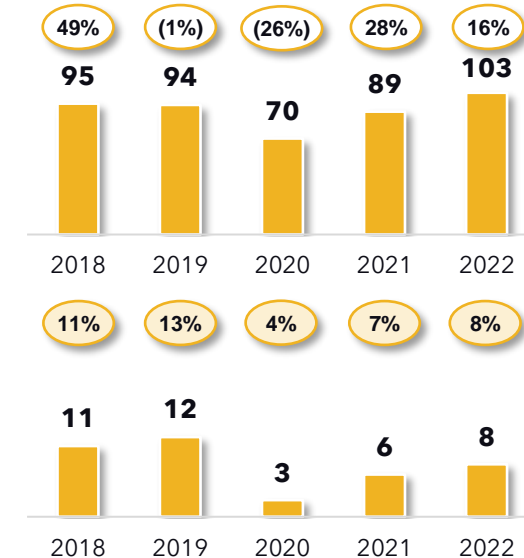
## Software



## Medical



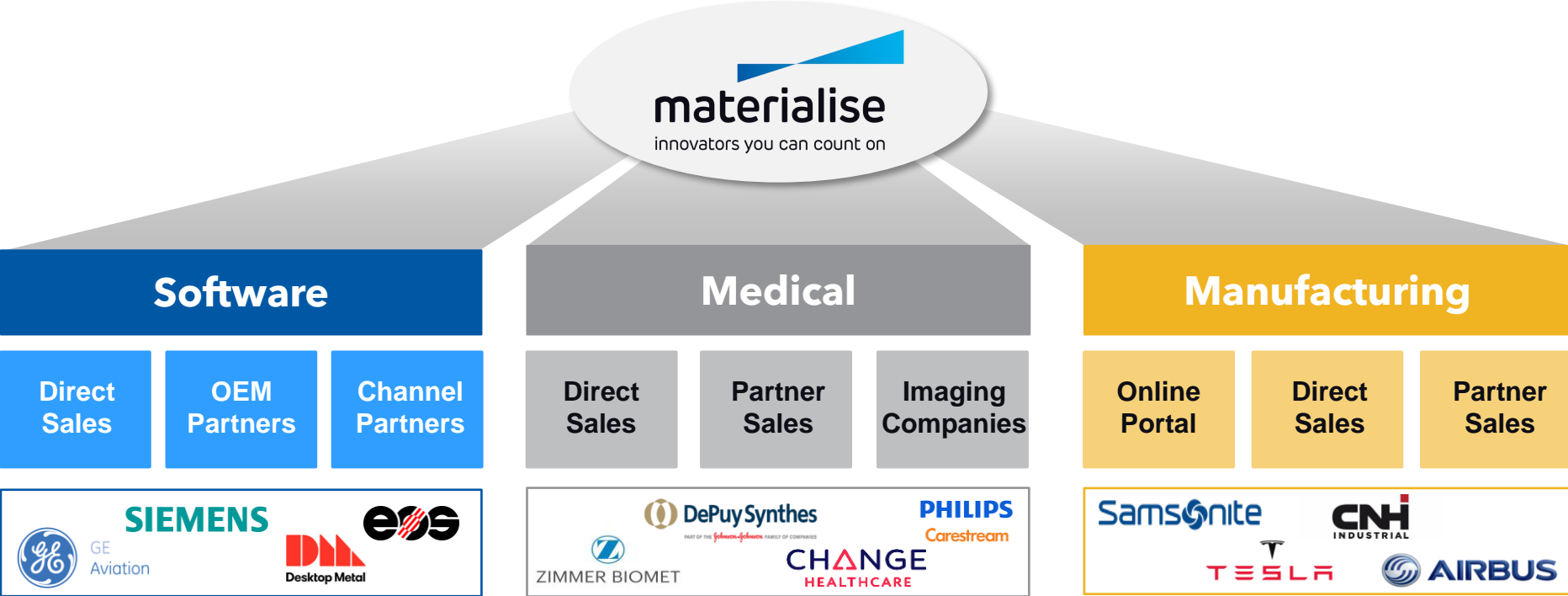
## Manufacturing



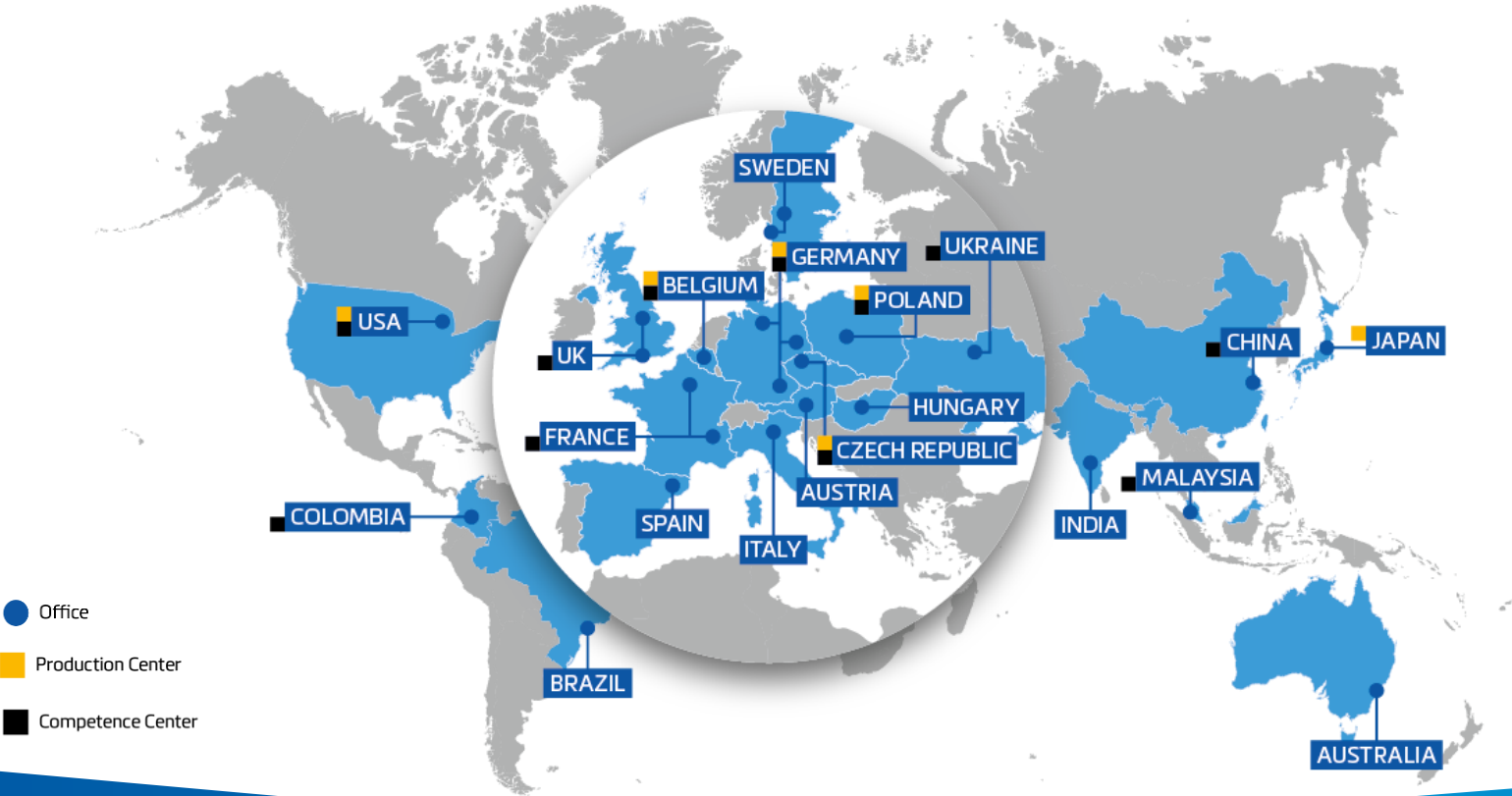
x% % revenue growth

x% EBITDA % margin

# Diversified go-to-market infrastructure



# Global presence



# Management team has successfully led the growth of Materialise over last 30 years



**Fried Van Craen**  
Co-founder & CEO  
Since 1990 at Materialise



**Koen Berges**  
CFO  
Since 2023 at Materialise



**Peter Leys**  
Executive Chairman  
Since 2013 at Materialise



**Hilde Ingelaere**  
Co-founder & Executive  
Vice President  
Since 1990 at Materialise

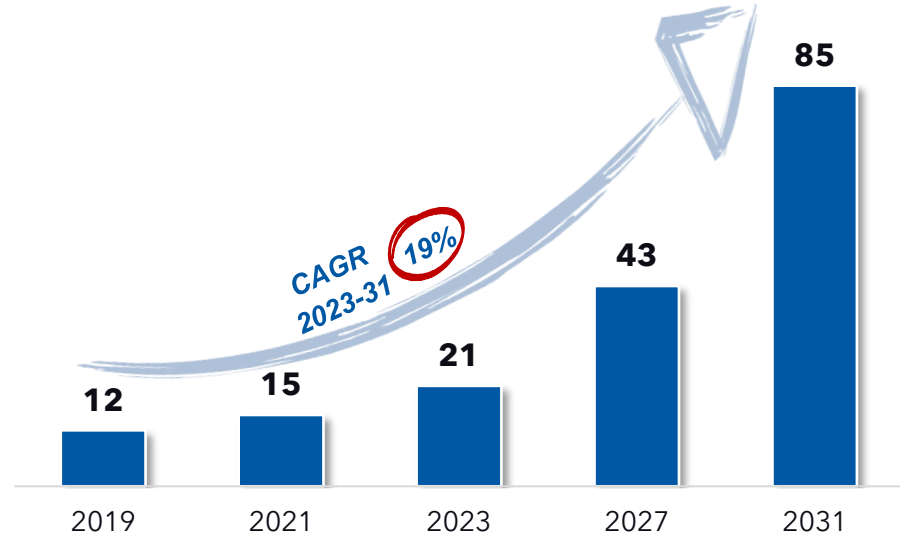
## Other Members of Executive Committee

Name	Title
Johan Pauwels	Chief Operating Officer
Bart Van der Schueren	Chief Technology Officer & VP – Software Segment
Carla Van Steenberghe	Chief Legal Officer
Jurgen Laudus	Vice President – Manufacturing Segment
Brigitte de Vet-Veithen	Vice President – Medical Segment
Conny Hooghe	Vice President – Human Resources

# Historic and potential growth in additive manufacturing



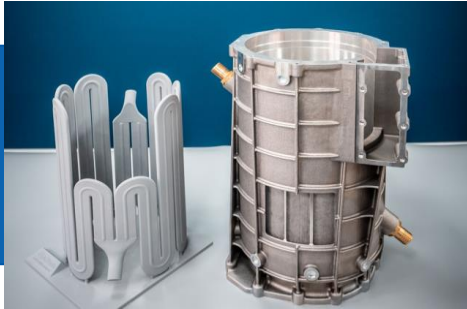
Additive manufacturing market forecast (\$bn)





# Unleashing Growth through ACTech Product Offering

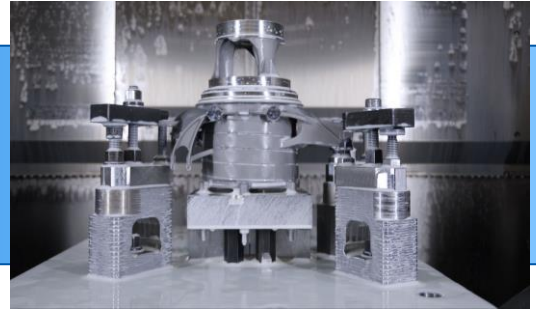
## Using Additive Manufacturing to Create Choices for Sustainability



Stator Housing for Electric Motor  
including synthetic core



Truck Axle  
for an alternative drive system



Machining of a "Printed Wheel Carrier  
for an electric vehicle

# Expanding ACTech Facilities to Boost Future Growth



Existing plant to be dedicated to 3DP and Casting



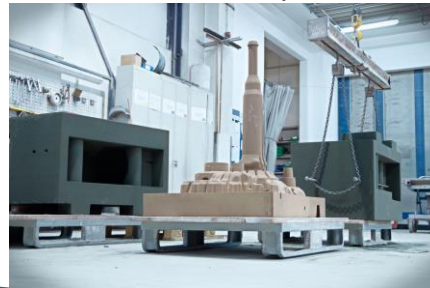
New plant to be dedicated to CNC and QC

3D printers for sandmolds and cores



materialise

Printed molds assembly



CNC hall

