materialise
innovators you can count on

Needham Investor Conference

www.materialise.com  |  NASDAQ: MTLS
Safe Harbor Summary

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, our results of operations, cash needs, capital expenditures, expenses, financial condition, liquidity, prospects, growth and strategies (including how our business, results of operations and financial condition could be impacted by the COVID-19 pandemic and related public health measures, as well as the related actions we are taking in response), 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 forward-looking 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 risk factors described in the company's most recent annual report on Form 20-F filed with the U.S. Securities and Exchange Commission. 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 presentation. The company is providing this information as of the date of this presentation and does not undertake any obligation to update any forward-looking statements contained in this presentation as a result of new information, future events or otherwise, unless it has obligations under the federal securities laws to update and disclose material developments related to previously disclosed information.

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"). We calculate EBITDA as net profit (loss) for the year plus income taxes, financial expenses (less financial income), depreciation and amortization, and share in loss of joint venture. We calculate Adjusted EBITDA by adding share-based compensation expenses, acquisition-related expenses of business combinations, impairments and revaluation of fair value due to business combinations, to EBITDA. Please refer to most recent annual report on Form 20-F filed with the U.S. Securities and Exchange Commission for a reconciliation of such non-IFRS financial measures to the most directly comparable financial measures prepared in accordance with IFRS.
Global, market leading software and service platform for 3D printing

1. Leader in innovation
2. 30+ Years of history
3. 170 Revenue 2020A (€mm)
4. 12% Adj. EBITDA margin 2020A
5. 20 Countries present
6. 2.1k+ Number of employees
7. +465 Number of patents\(^2\)
8. 34% Cross-segment software revenue\(^1\)

Software
A platform of software tools that manage and control the 3D printing process

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

Manufacturing
Certified manufacturing, incl. full-service metals printing, and dedicated applications in wearables

Revenue by segment 2020A
- Manufacturing: 41%
- Software: 23%
- Medical: 36%

Revenue by region 2020A
- Europe: 59%
- Americas: 31%
- APAC: 10%

1 Q1 2021; 2 Including 300+ patents granted and 165+ patents pending
Historic and potential growth in additive manufacturing

Additive manufacturing market forecast ($bn)

Source: Wohler 2021 report
Our growth strategy

Software Platforms
Empowering the choice for AM

- Magics Software Platform
- Mimics Innovation and Care Suites

End-to-End Solutions
Empowering the choice for AM applications

- Medical CMF/Ortho
- Materialise Motion
- Materialise Eyewear
- RapidFit+

General Adaption of AM

- Vertical

Meaningful Applications of AM

- Horizontal
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

Magics Software Platform
empowering the choice for AM

Materialise
Magics
Data and Build Preparation

Materialise
Streamics
Production Management

Wide import, design, documenting and planning ability
✓ ~ 6k active users in 2020
✓ 34% Adj. EBITDA margin in 2020 (aggregate for SW Segment)
✓ 60% of revenue is recurring

Manufacturing Execution System for the 3D printing process
✓ ~ 100 customers (incl. Link3D)
✓ ~ 100% of revenue is recurring
Mimics Innovation and Care Suites
empowering the choice for AM

- 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 US and EU
- Referenced in >14,000 peer-reviewed articles
End-to-end Medical Personalization Platforms
empowering the choice for meaningful medical applications of AM

Personalized Devices (CMF, Ortho)

- End-to-end platforms for visualizing, designing, customizing, printing, managing and delivering customized medical instruments and implants
- ~ 119k medical devices printed in 2020 (incl. ~ 12k titanium parts)
- ~ 39k patients served in 2020
- 23% Adj. EBITDA margin (aggregate for medical segment)
- Partners include J&J and ZMB
Materialise Motion (footwear):
- ~21k pairs of insoles sold in 2020
- Science-based Footscan technology
- Collaboration with Superfeet in US

Materialise Eyewear:
- ~100k frames printed in 2020
- Both plastic and metal
- Partners include Hoya and Ditto
One of the world’s largest 3D Printing Factories

3D Print Factory

- Online portal for prototypes and end parts
- Certified hub for complex end part manufacturing
- Dedicated aerospace, eye- and footwear printing lines
- ~ 185 industrial 3D printers, incl 19 metal printers
- ~ 1.7mm parts printed in 2020 (~ 29k metal parts)
- ~ 6k customers placed at least one order in 2020
Diversified go-to-market infrastructure
Global presence
Q1 2021 performance

Revenue (€mm)

<table>
<thead>
<tr>
<th></th>
<th>Q1 2020</th>
<th>Q1 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>46,2</td>
<td>45,6</td>
</tr>
</tbody>
</table>

(1%) Revenue growth

Adj. EBITDA (€mm)

<table>
<thead>
<tr>
<th></th>
<th>Q1 2020</th>
<th>Q1 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>3,6</td>
<td>5,3</td>
</tr>
</tbody>
</table>

8% Adj. EBITDA margin

12% Adjusted EBITDA margin

Key observations

- Positive growth from Software and Medical segments offset by Manufacturing
- Q1 2021 consolidated Adj. EBITDA increased by 48%
- Variable cost of sales decreased, productivity improvements and continued cost savings
- Continued high level of expenditures in R&D and internal digital transformation program
## 2018 – 2019 - 2020

Consolidated Revenue, Adj. EBITDA and Gross margin

<table>
<thead>
<tr>
<th>Revenue 2018-20 (€mm)</th>
<th>Adj. EBITDA 2018-20 (€mm)</th>
<th>Gross margin 2018-20</th>
</tr>
</thead>
<tbody>
<tr>
<td>185</td>
<td>24</td>
<td>55%</td>
</tr>
<tr>
<td>197</td>
<td>27</td>
<td>56%</td>
</tr>
<tr>
<td>170</td>
<td>20</td>
<td>55%</td>
</tr>
</tbody>
</table>

### Revenue Growth
- **2018:** 30%
- **2019:** 6%
- **2020:** (13%)

### EBITDA Margin
- **2018:** 13%
- **2019:** 14%
- **2020:** 12%

### Margin
- **2018:** 30%
- **2019:**
- **2020:**
<table>
<thead>
<tr>
<th>Year</th>
<th>Software Revenue (€mm)</th>
<th>Software EBITDA % margin</th>
<th>Medical Revenue (€mm)</th>
<th>Medical EBITDA % margin</th>
<th>Manufacturing Revenue (€mm)</th>
<th>Manufacturing EBITDA % margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>37</td>
<td>4%</td>
<td>52</td>
<td>22%</td>
<td>95</td>
<td>49%</td>
</tr>
<tr>
<td>2019</td>
<td>42</td>
<td>11%</td>
<td>61</td>
<td>16%</td>
<td>94</td>
<td>(1%)</td>
</tr>
<tr>
<td>2020</td>
<td>39</td>
<td>(6%)</td>
<td>62</td>
<td>2%</td>
<td>70</td>
<td>(26%)</td>
</tr>
</tbody>
</table>

Revenue and Adj. EBITDA by segment

% revenue growth

EBITDA % margin
# Income Statement Highlights

<table>
<thead>
<tr>
<th>(€mm, except where indicated)</th>
<th>Q1 2021</th>
<th>2020¹</th>
<th>FY 2020</th>
<th>2019²</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td>45.6</td>
<td>46.2</td>
<td>170.4</td>
<td>196.7</td>
</tr>
<tr>
<td><strong>Cost of sales</strong></td>
<td>(21.0)</td>
<td>(21.7)</td>
<td>(76.4)</td>
<td>(87.0)</td>
</tr>
<tr>
<td><strong>Gross profit</strong></td>
<td>24.6</td>
<td>24.6</td>
<td>94.0</td>
<td>109.7</td>
</tr>
<tr>
<td><strong>Research &amp; development expenses</strong></td>
<td>(6.5)</td>
<td>(6.5)</td>
<td>(27.1)</td>
<td>(23.3)</td>
</tr>
<tr>
<td><strong>Sales &amp; marketing expenses</strong></td>
<td>(11.3)</td>
<td>(12.6)</td>
<td>(44.6)</td>
<td>(53.0)</td>
</tr>
<tr>
<td><strong>General &amp; administrative expenses</strong></td>
<td>(7.6)</td>
<td>(7.2)</td>
<td>(29.3)</td>
<td>(31.8)</td>
</tr>
<tr>
<td><strong>Other income/(expenses), net</strong></td>
<td>1.1</td>
<td>0.7</td>
<td>2.4</td>
<td>5.4</td>
</tr>
<tr>
<td><strong>Operating profit/(loss)</strong></td>
<td>0.3</td>
<td>(1.1)</td>
<td>(4.6)</td>
<td>6.9</td>
</tr>
<tr>
<td><strong>Financial income/(expenses), net</strong></td>
<td>(4.1)</td>
<td>(1.3)</td>
<td>(3.5)</td>
<td>(2.3)</td>
</tr>
<tr>
<td><strong>Share in gain/(loss) of joint venture</strong></td>
<td>--</td>
<td>(0.0)</td>
<td>(0.0)</td>
<td>(0.4)</td>
</tr>
<tr>
<td><strong>Taxes</strong></td>
<td>0.2</td>
<td>(0.5)</td>
<td>0.9</td>
<td>(2.6)</td>
</tr>
<tr>
<td><strong>Net profit/(loss)</strong></td>
<td>(3.7)</td>
<td>(2.9)</td>
<td>(7.3)</td>
<td>1.6</td>
</tr>
<tr>
<td><strong>Diluted EPS (in €)</strong></td>
<td>(0.07)</td>
<td>(0.05)</td>
<td>(0.13)</td>
<td>0.03</td>
</tr>
<tr>
<td><strong>(Diluted) weighted average shares (€mm)</strong></td>
<td>54.2</td>
<td>53.2</td>
<td>53.4</td>
<td>53.8</td>
</tr>
</tbody>
</table>

¹ The year 2020 has been restated to reflect the final accounting of the business combination with Engimplan
² 2019 has been restated to reflect the final accounting of the Engimplan business combination
## Other financial highlights

### (in thousands of euros, except where indicated)

<table>
<thead>
<tr>
<th></th>
<th>03/31/2021</th>
<th>12/31/2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and equivalents</td>
<td>107,568</td>
<td>111,538</td>
</tr>
<tr>
<td>Receivables</td>
<td>31,899</td>
<td>30,871</td>
</tr>
<tr>
<td>Inventories</td>
<td>10,292</td>
<td>10,043</td>
</tr>
<tr>
<td>Payables</td>
<td>19,024</td>
<td>17,698</td>
</tr>
<tr>
<td>Deferred income</td>
<td>37,640</td>
<td>34,882</td>
</tr>
<tr>
<td>Borrowings</td>
<td>110,527</td>
<td>115,110</td>
</tr>
<tr>
<td>Equity</td>
<td>129,961</td>
<td>133,104</td>
</tr>
<tr>
<td><strong>Total balance sheet</strong></td>
<td><strong>320,162</strong></td>
<td><strong>327,667</strong></td>
</tr>
</tbody>
</table>

### (in thousands of euros)

<table>
<thead>
<tr>
<th></th>
<th>Q1 2021</th>
<th>Q1 2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Capital expenditures</td>
<td>2,010</td>
<td>3,053</td>
</tr>
<tr>
<td>Cash flow from operations</td>
<td>4,231</td>
<td>7,273</td>
</tr>
</tbody>
</table>
materialise
innovators you can count on