

The logo for Materialise, featuring the word "materialise" in a bold, lowercase sans-serif font, with the tagline "innovators you can count on" in a smaller, lowercase sans-serif font below it. The background is white with a blue diagonal shape that tapers from the top right to the bottom left.

materialise
innovators you can count on

Q1 2023 Financial Results

Conference Call
April 27, 2023

www.materialise.com
NASDAQ: MTL

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 current estimates for fiscal 2022 revenue and Adjusted EBITDA, 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 ongoing military conflict between Ukraine and Russia and economic sanctions related thereto), 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 press release, 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 press release. 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.

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.

Agenda

- Q1 2023 Highlights
- Key 2023 Operational Achievements
- Q1 2023 Financial Results
- 2023 Financial Guidance Update
- Q&A



Fried Vancraen
Founder & CEO



Peter Leys
Executive Chairman



Johan Albrecht
CFO

Q1 2023

Financial Highlights

- Revenue increased 24.4% to 65,886 kEUR from last year's revenue of 52,961 kEUR
- Adjusted EBITDA increased to 10,310 kEUR or 15.6% of revenue
- Net profit was 3,715 kEUR, or 6 EUR-ct. per share, compared to a net profit of 127 kEUR in Q1 2022

Strategic execution leads to impressive top- and bottom-line growth

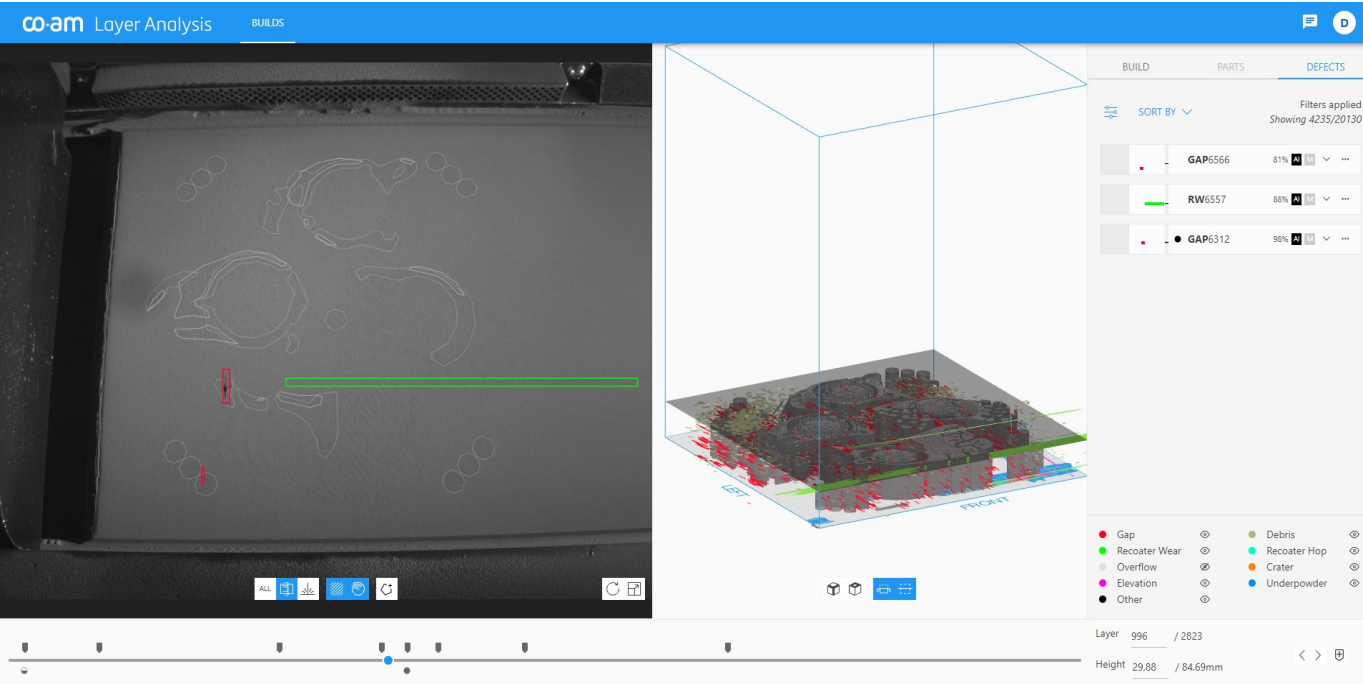
Robust Growth Based on Continuous Innovation in Value-Adding Applications Medical

Glenius 3d-printed Personalized Shoulder Implant

- Robust solution for very complex and severe revision, oncology, congenital or trauma deviations
- Scientifically proven 10-year track record
- Exceptional patient outcome results (similar to aMace implant for hips)
- Takes advantage of artificial intelligence in the planning phase



Robust Growth Based on Continuous Innovation in Value-Adding Applications Software



Materialise Process Control

- Enables manufacturers to introduce quality control using data gathered during the 3D printing process
- Users can identify defective parts before they are sent to post-processing and quality inspection, (up to 30 to % of a part's total manufacturing cost)
- Open nature of the CO-AM platform (launch in partnership with Phase 3D and Sigma Additive Solutions)
- Extensive use of artificial intelligence

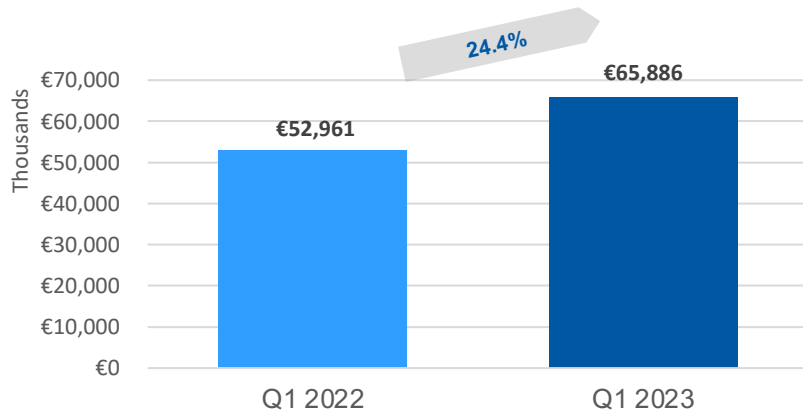
Robust Growth Based on Continuous Innovation in Value-Adding Applications Manufacturing

Certified Manufacturing For Sartorius Bioreactors

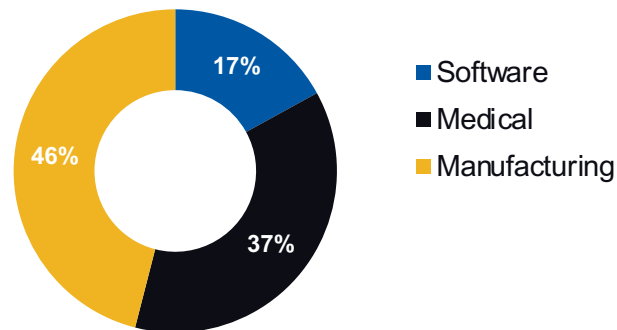
- Sartorius is a manufacturer of bio-reactors for the life science industry and pharmaceutical production
- Small series manufacturing, fast design iterations, complex design, reduction of assembly time/cost
- Critical requirements for them include biocompatibility and traceability
- Many of those components are used in sterile conditions.



Q1 2023 Consolidated Revenue



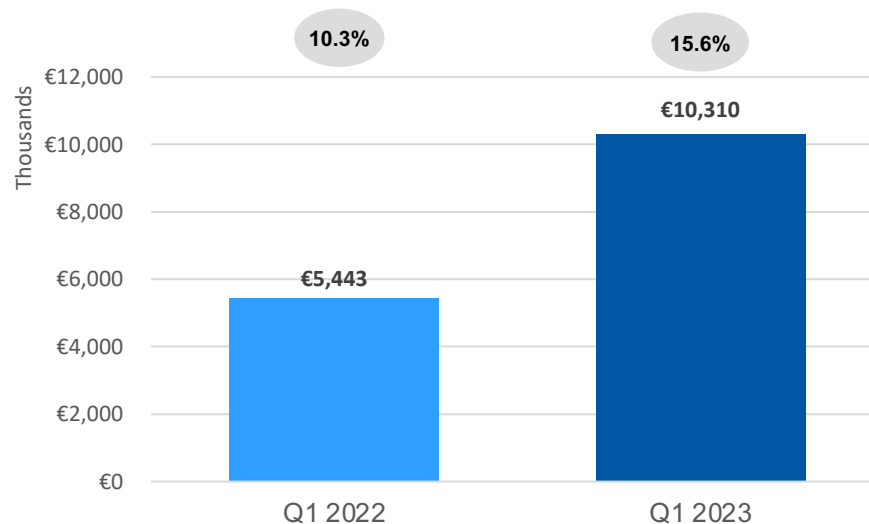
Q1 2023 Revenue by Segment



- Robust 24.4% growth across all segments fueled by volume and price increases
 - Excluding positive 1.7mEUR effect of deferred revenue
- Cross-segment revenue from software products amounted to 29%

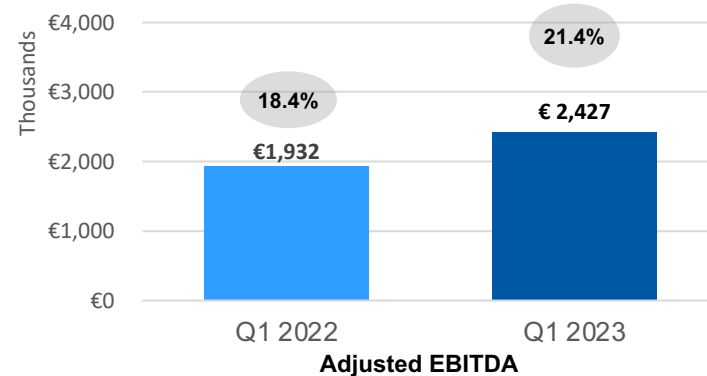
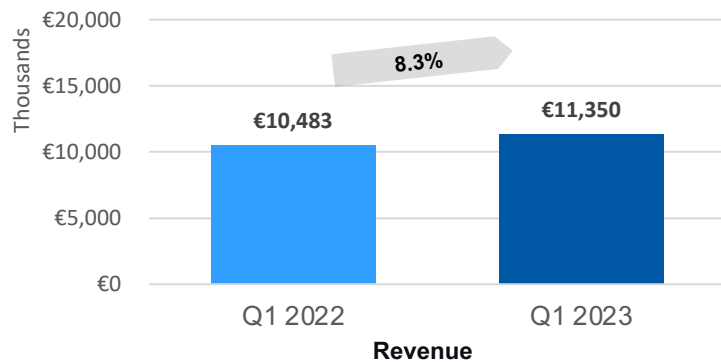
Q1 2023

Consolidated Adjusted EBITDA



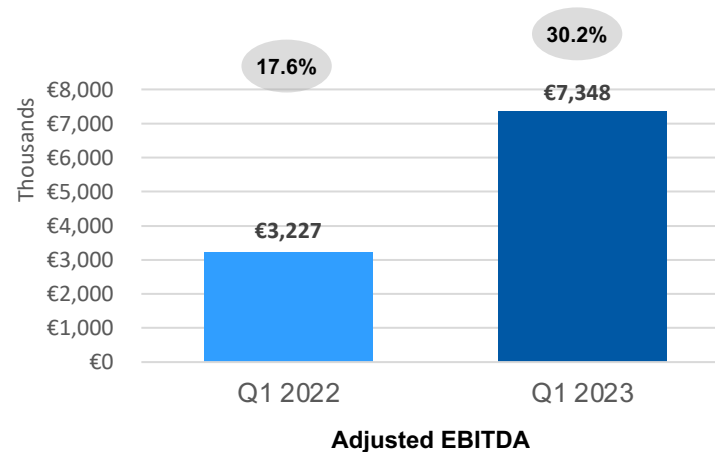
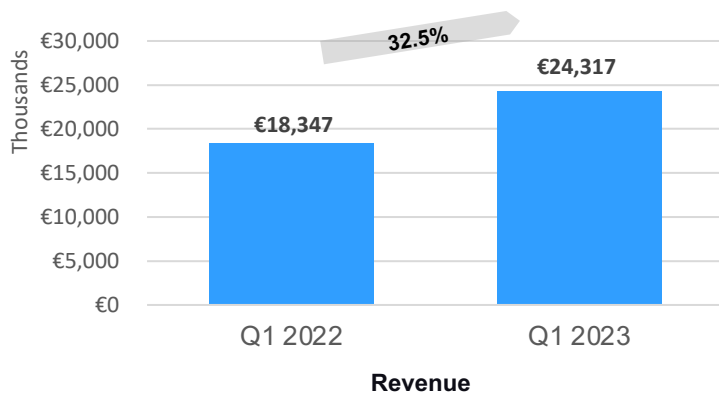
- Q1 2023 EBITDA increased 89% through scaling, efficiency gains, while continuing investment in R&D

Q1 2023 Software Segment



- Q1 2023 revenue increased 8.3%
 - Non-recurring revenue grew 9.8%
 - Recurring revenue, including Link3D/CO-AM subscription fees, rose 7.5%
- Q1 2023 Adjusted EBITDA of 2,427 kEUR

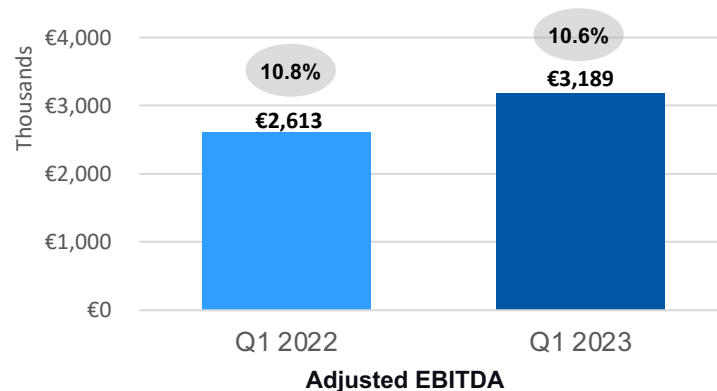
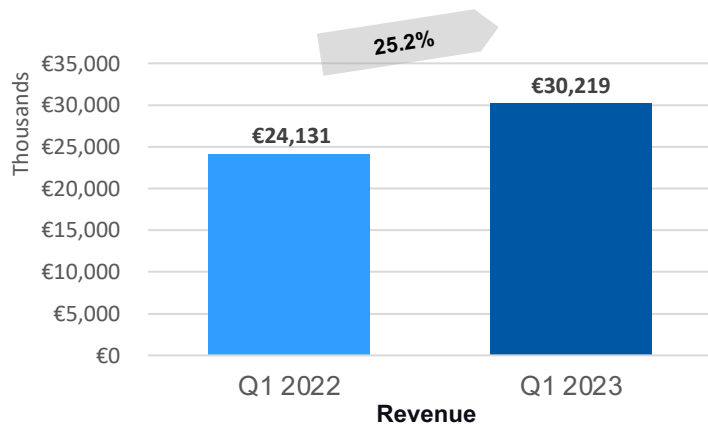
Q1 2023 Medical Segment



- Q1 2023 revenue increased 32.5% to 24,317 kEUR
 - Revenue from medical software grew 20.0%
 - Revenue from medical device solutions grew 39.1%, driven by impressive growth in almost all business lines
- Q1 2023 Adjusted EBITDA of 7,348 kEUR, 30.2% EBITDA margin
 - Effects of scaling and top line growth fueled by volume and price increases

Q1 2023

Manufacturing Segment



- Q1 2023 revenue growth of 25.2%, boosted by ACTech (+49%)
- Core business lines grew 11%, driven by end part manufacturing (+20%), prototyping solutions up 4%
- Q1 2023 Adjusted EBITDA amounted to 3,189 kEUR, including effects of:
 - Higher ACTech subcontracting expenditures while preparing operational capacity of new factory
 - Continued investments in our growth business lines Motion and Eyewear

Income Statement Highlights

(in thousands of euros, except where indicated)	Q1 2023	Q1 2022
Revenue	65.886	52.961
Cost of sales	(29,049)	(24,078)
Gross profit	36,837	28,884
Research & development expenses	(9,014)	(7,814)
Sales & marketing expenses	(14,288)	(13,515)
General & administrative expenses	(9,056)	(8,444)
Other income/(expenses), net	519	938
Operating profit/(loss)	4,998	49
Financial income/(expenses), net	(566)	376
Share in gain/(loss) of joint venture	-	-
Taxes	(718)	(298)
Net profit/(loss)	3,715	127
Diluted EPS (in €)	0.06	0.00
(Diluted) weighted average shares (thousands)	59,070	59,102

Other Financial Highlights

(in thousands of euros)	3/31/23	12/31/22
Cash and equivalents	141,720	140,867
Receivables	47,780	51,043
Inventories	15,810	16,081
Payables	25,698	24,476
Deferred income	52,332	50,998
Borrowings	75,251	80,980
Equity	233,251	228,928
Total balance sheet	407,833	411,262

(in thousands of euros)	Q1 2023	Q1 2022
Capital expenditures	3,270	3,499
Cash flow from operations	11,044	11,111

Fiscal 2023 Financial Guidance - Update

- Expect consolidated Revenue to grow by at least 10% to higher end of 255-260 mEUR range
- Expect consolidated Adjusted EBITDA to increase to 28-33 mEUR
- Uncertainty continues with respect to the macro-economic environment



APPENDIX

Adjusted EBITDA Reconciliation

(in thousands of euros)	Q1 2023	Q1 2022
Net profit/(loss)	3,715	127
Income taxes	718	298
Financial expenses	1,375	1,289
Financial income	(809)	(1,665)
Share of loss in a joint venture	-	-
Depreciation & amortization	5,311	5,442
EBITDA	10,310	5,491
Share-based compensation expenses	-	(48)
Adjusted EBITDA	10,310	5,443