

A person wearing blue nitrile gloves is working on a 3D printed mesh part. The part is white with a black mesh pattern and has several circular holes. The person is using a thin metal tool to work on the part. In the background, there is a computer monitor displaying a colorful 3D model of a similar part. The overall scene is a laboratory or manufacturing environment.

materialise
innovators you can count on

Q1 2024 Financial Results

Conference call | April 25, 2024
www.materialise.com | NASDAQ: MTL5

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 estimates for revenue, Adjusted EBITDA, Adjusted EBIT, 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 ongoing armed conflicts in the Middle East and Ukraine and governmental responses thereto, inflation and increased labor, energy and materials costs), 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 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 press release.

This presentation includes non-IFRS financial measures, including EBIT, EBITDA, Adjusted EBIT 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 2024 Highlights
- Q1 2024 Business Update
- Q1 2024 Financial Results
- 2024 Financial Guidance
- Q&A

Brigitte de Vet-Veithen
CEO



Koen Berges
CFO



Q1 2024 – Financial Highlights

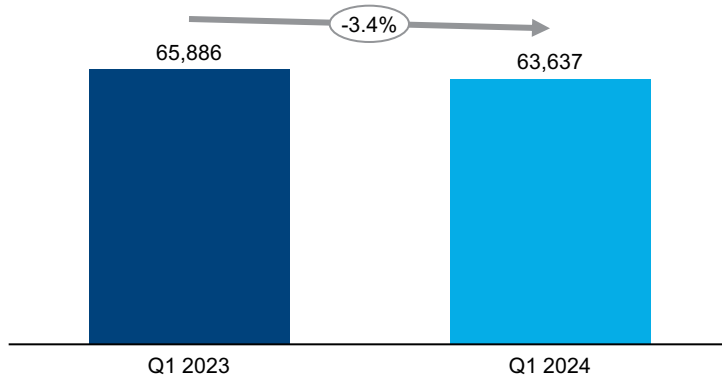
- **Revenue** of 63,637 kEUR, representing a decrease of 3.4% from Q1 2023
- **Gross Margin** increased to 56.5% from 55.9% in Q1 2023
- **Adjusted EBIT** of 2,656 kEUR, representing 4.2% of revenue
- **Net profit** of 3,585 kEUR, representing 6 EUR-ct. per share
- **Net Cash** position of 69,213 kEUR, representing an increase of 6,038 kEUR from year-end 2023

Business Update

- **Medical:** keep the momentum
 - Drive adoption of personalisation in existing markets with case volume growing
 - Conquer new markets: IDE approval for Tracheal Splint ad FDA approval for TAVR planner
- **Software:** capture growth in market for end use parts
 - New products: e-stage for metal+ and QPC
 - Conversion to new business models with cloud- and subscription-based agreements
- **Manufacturing:** focus on selected segments
 - Progress in certified manufacturing and in particular Aerospace and MedTech

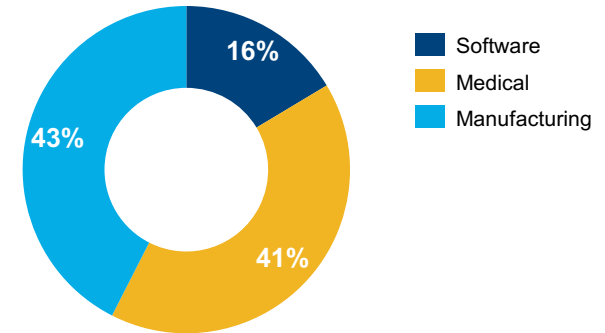


Consolidated Revenue



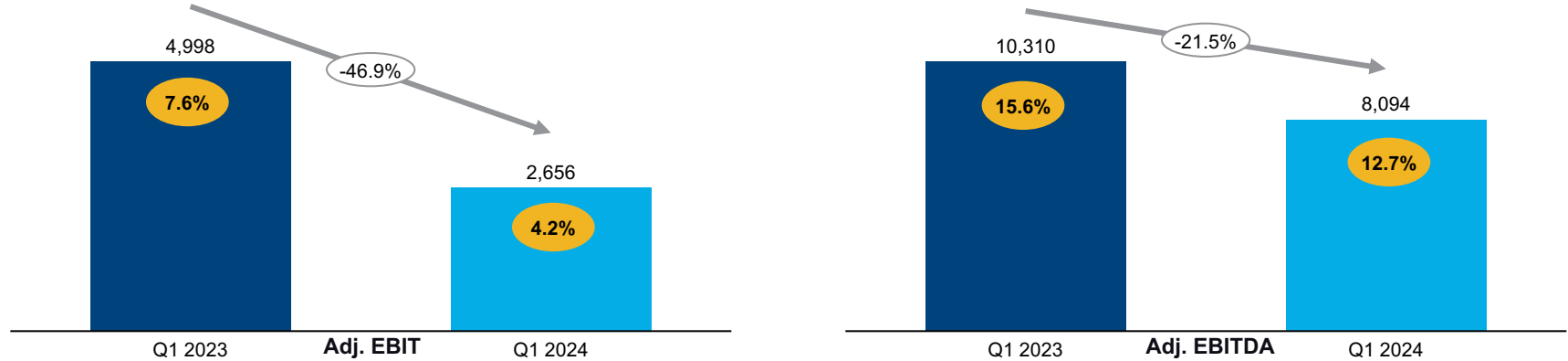
[Data in kEUR unless notes otherwise. All numbers and percentages rounded]

Q1 2024 Revenue by Segment



- **Revenue** of 63,637 kEUR, representing a decrease of 3.4% compared to Q1 2023
- Continued revenue growth in our Medical business. Less favorable market conditions and further conversion to a recurring software license business model negatively impact revenue in our Manufacturing and Software segments
- 45.4 mEUR **deferred revenue** from software licenses and maintenance carried on our balance sheet at the end of Q1 2024

Consolidated Adjusted EBIT & EBITDA

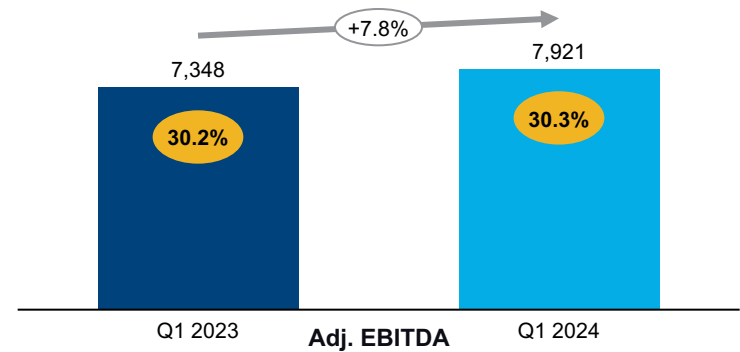
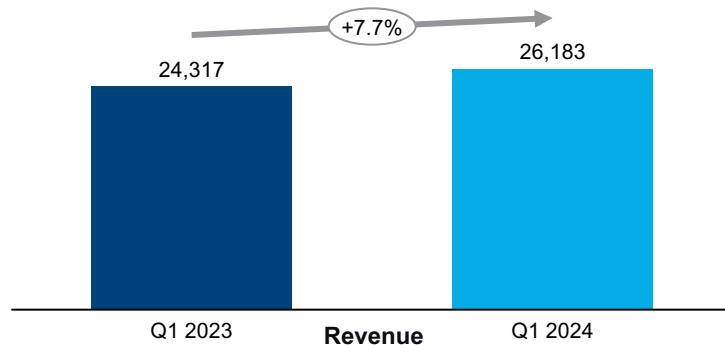


[Data in kEUR unless notes otherwise. All numbers and percentages rounded]

- Q1 2024 Adjusted EBIT decreased by 46.9% to 2,656 kEUR compared to Q1 2023
- Q1 2024 Adjusted EBITDA decreased by 21.5% to 8,094 kEUR compared to Q1 2023
- Profitability impacted by continued investments in innovation to secure long-term sustainable growth

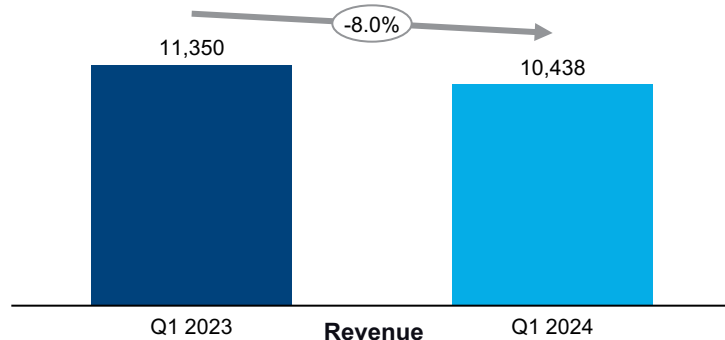
Q1 2024

Medical Segment

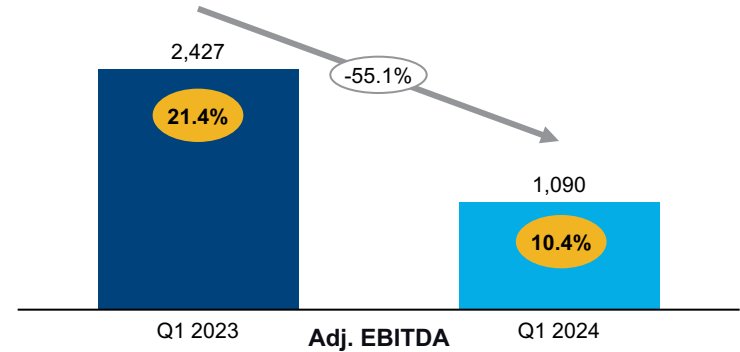


[Data in kEUR unless notes otherwise. All numbers and percentages rounded]

- Q1 2024 revenue increased 7.7% to 26,183 kEUR
 - Revenue from medical software grew 6%
 - Revenue from medical devices & services increased 9% driven by growth in both partner and direct sales
- Q1 2024 Adjusted EBITDA grew to 7,921 kEUR, representing an Adjusted EBITDA margin of 30.3%

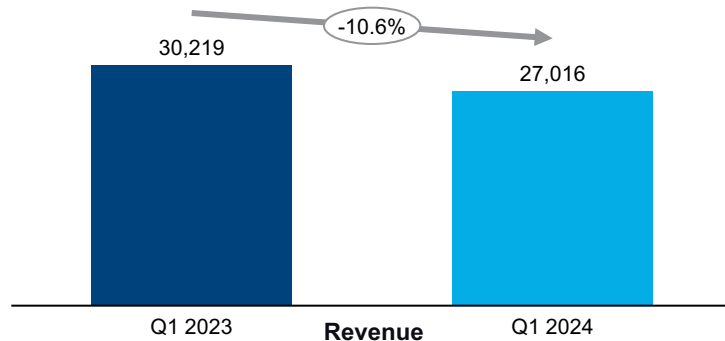


[Data in kEUR unless notes otherwise. All numbers and percentages rounded]

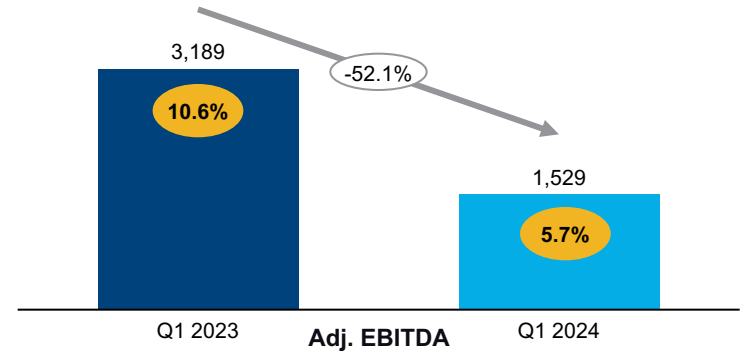


- Q1 2024 revenue decreased by 8.0% to 10,438 kEUR compared to Q1 2023
 - Recurring revenue, including CO-AM subscription fees, rose 4%
 - Non-recurring revenue decreased by 31%
- Q1 2024 Adjusted EBITDA decreased to 1,090 kEUR, representing an Adjusted EBITDA margin of 10.4%

Manufacturing Segment



[Data in kEUR unless notes otherwise. All numbers and percentages rounded]

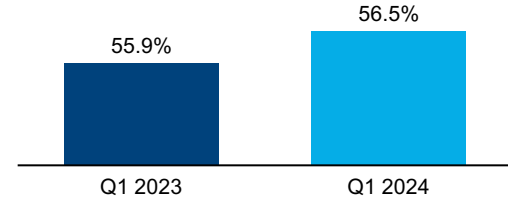


- Q1 2024 revenue decreased by 10.6% to 27,016 kEUR compared to Q1 2023
 - Unfavorable impact from low prototyping demand
 - Further growth in certified manufacturing
- Q1 2024 Adjusted EBITDA decreased to 1,529 kEUR, representing an Adjusted EBITDA margin of 5.7%

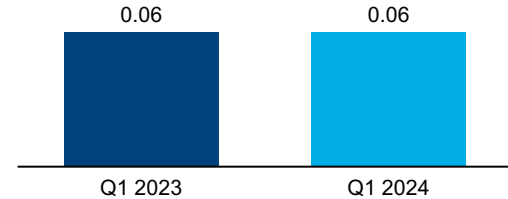
Income Statement Highlights

	Q1 2024	Q1 2023
Revenue	63,637	65,886
Cost of sales	(27,702)	(29,049)
Gross profit	35,935	36,837
Research & development expenses	(10,231)	(9,014)
Sales & marketing expenses	(14,598)	(14,288)
General & administrative expenses	(9,309)	(9,056)
Other income/(expenses), net	789	519
Operating profit/(loss)	2,585	4,998
Financial income/(expenses), net	1,510	(566)
Taxes	(510)	(718)
Net profit/(loss)	3,585	3,715
Diluted EPS (in EUR)	0.06	0.06
(Diluted) weighted average shares (thousands)	59,088	59,070

Gross profit margin (in %)



Diluted EPS (in EUR)

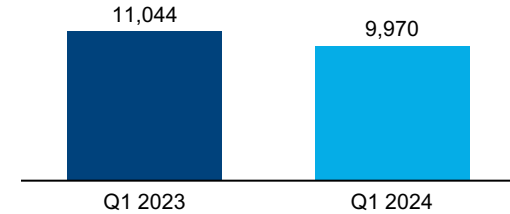


[Data in kEUR unless noted otherwise. All numbers and percentages rounded]

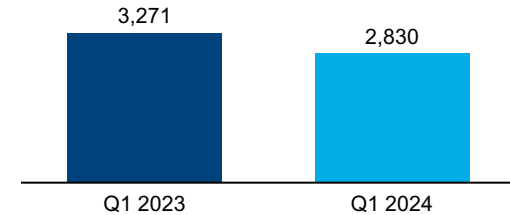
Other Financial Highlights

Balance Sheet items	3/31/24	12/31/23
Cash and equivalents	128,899	127,573
Borrowings	59,686	64,398
Net Cash	69,213	63,175
Trade receivables	48,599	52,698
Inventories	17,013	17,034
Trade payables	19,744	21,196
Deferred income	52,155	51,492
Equity	239,977	236,594
Total balance sheet	394,328	396,630

Cash flow from operations



Capital expenditures (cash impact)



[Data in KEUR unless noted otherwise. All numbers and percentages rounded]

2024 Financial Guidance Update

Maintaining earlier guidance on revenue and Adjusted EBIT

- Expect 2024 consolidated revenue within 265-275 mEUR range
- Expect 2024 consolidated Adjusted EBIT within 11-14 mEUR range



Adjusted EBIT/EBITDA Reconciliation

[Data in kEUR unless noted otherwise. All numbers and percentages rounded]	Q1 2024	Q1 2023
Net profit/(loss)	3,585	3,715
Income taxes	510	718
Financial expenses	798	1,375
Financial income	(2,308)	(809)
EBIT	2,585	4,998
Depreciation & amortization	5,438	5,311
EBITDA	8,023	10,310
Share-based compensation expense	71	-
Adjusted EBITDA	8,094	10,310
Depreciation & amortization	(5,438)	(5,311)
Adjusted EBIT	2,656	4,998

Thank You

Contact:
Investor Relations Materialise
investors@materialise.com

