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Needham Investor Conference

www.materialise.com | NASDAQ: MTLA

May 2021

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



Leader in innovation



Years of history



Revenue 2020A (€mm)



Adj. EBITDA margin 2020A



Countries present



Number of employees



Number of patents²



Cross-segment software revenue¹



Software

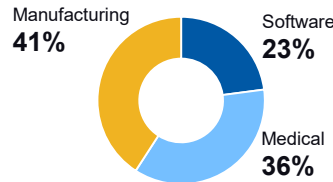
A platform of software tools that manage and control the 3D printing process

Medical

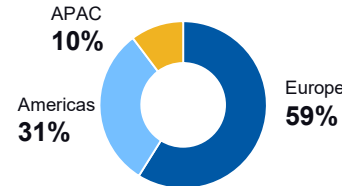
Complete end-to-end solutions (visualization, planning, design, printing and delivery) for customized medical applications

Manufacturing

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



Revenue by segment 2020A

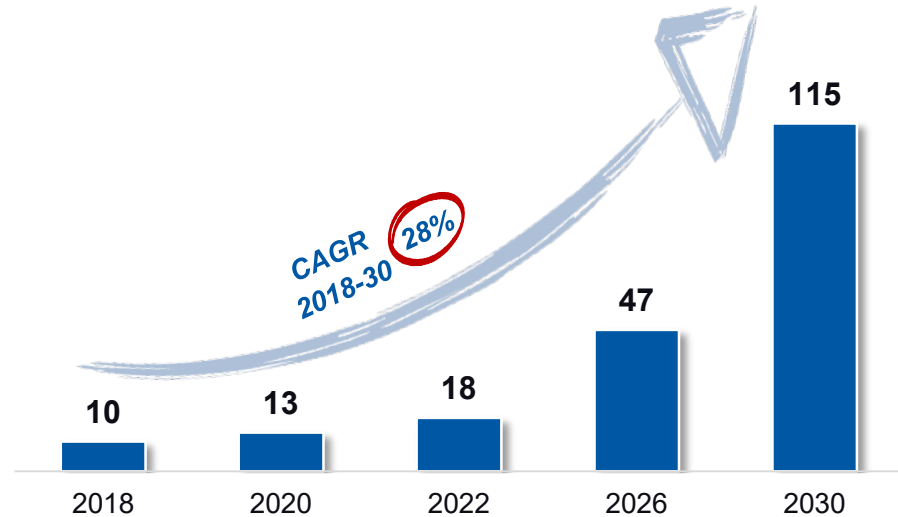


Revenue by region 2020A

Historic and potential growth in additive manufacturing



Additive manufacturing market forecast (\$bn)



Our growth strategy

Horizontal

General Adaption of AM

Meaningful Applications of AM

Vertical

Software Platforms

Empowering the choice for AM

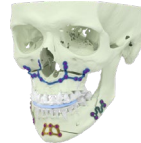


End-to-End Solutions

Empowering the choice for AM applications



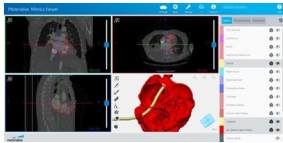
Magics
Software
Platform



Medical
CMF/Ortho



Materialise
Motion



Mimics
Innovation and
Care Suites



Materialise
Eyewear



RapidFit+
Fixtures

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 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

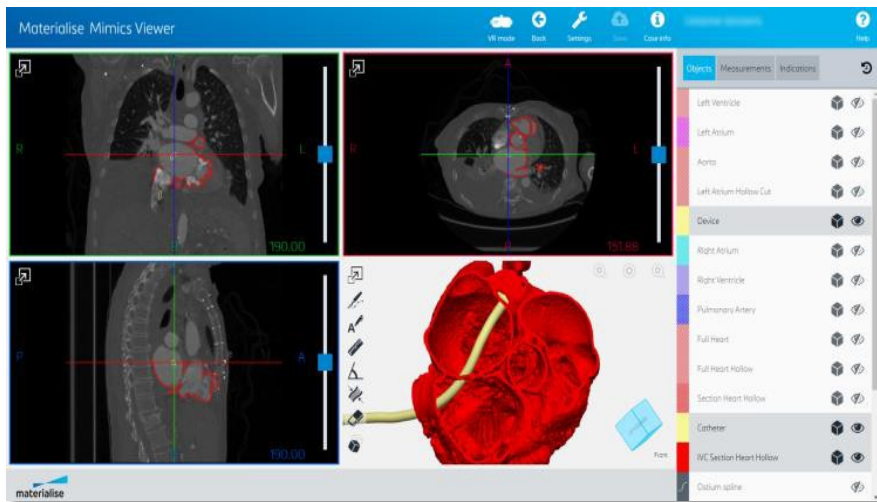
Manufacturing Execution System for the 3D printing process

- ✓ ~ 100 customers (incl. Link3D)
- ✓ ~ 100% of revenue is recurring

Technology
neutral

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 US and EU
- ✓ Referenced in >14,000 peer-reviewed articles

Application
neutral

End-to-end Medical Personalization Platforms

empowering the choice for meaningful medical applications of AM

Personalized Devices (CMF, Ortho)

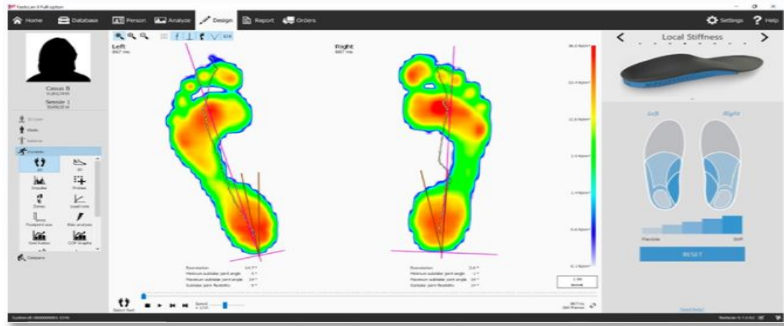


- ✓ End-to-end platforms for visualizing, designing, customizing, printing, managing and delivering customized medical instruments and implants
- ✓ ~ 119k medical devices printed in 2020 (incl. ~ 12k titanium parts)
- ✓ ~ 39k patients served in 2020
- ✓ 23% Adj. EBITDA margin (aggregate for medical segment)
- ✓ Partners include J&J and ZMB

Application
specific

End-to-end Fitting Platforms for Wearables

empowering the choice for meaningful wearable applications of AM



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



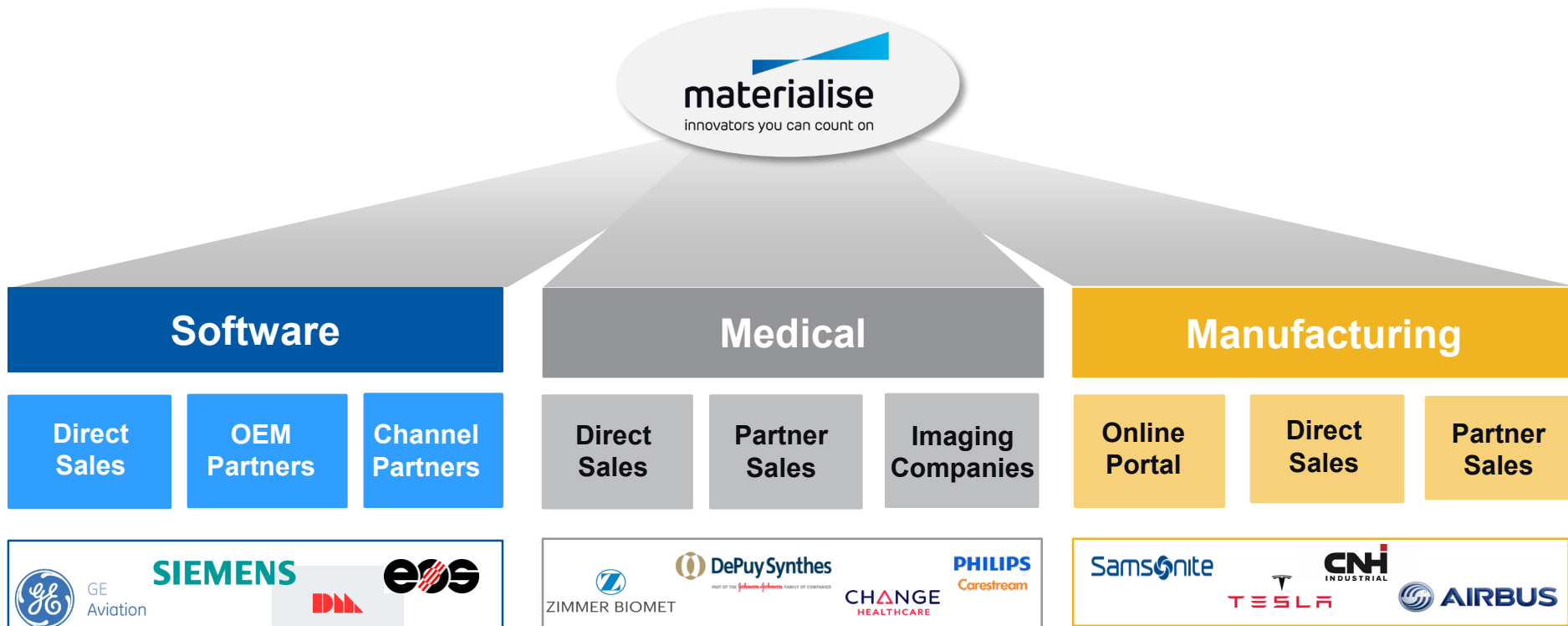
One of the world's largest 3D Printing Factories



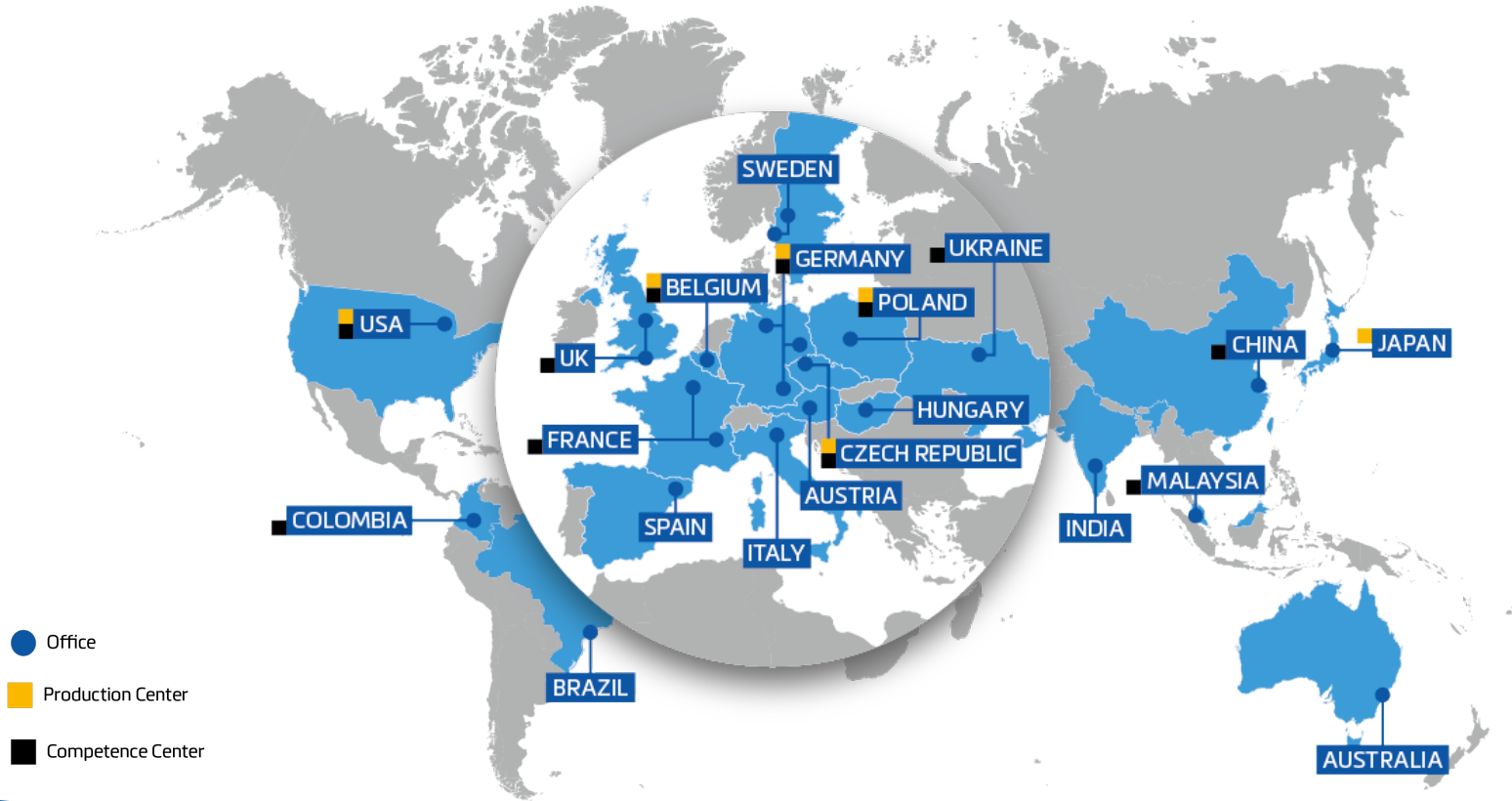
3D Print Factory

- ✓ 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

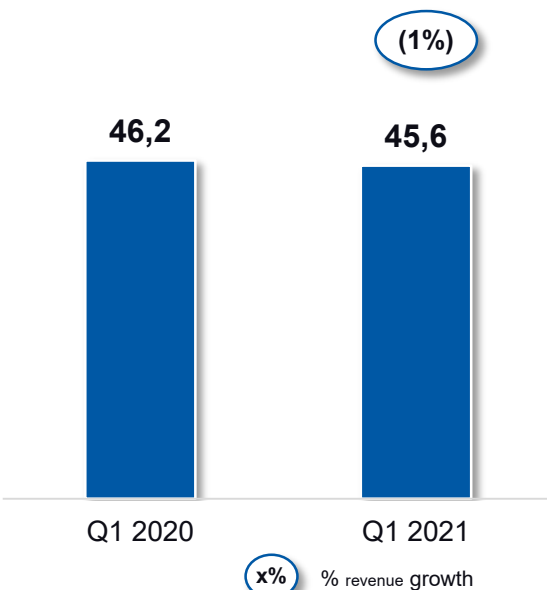




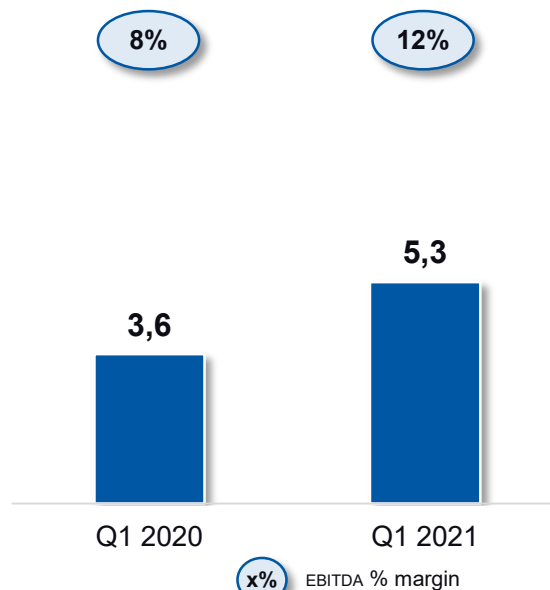
Financial highlights

Q1 2021 performance

Revenue (€mm)



Adj. EBITDA (€mm)



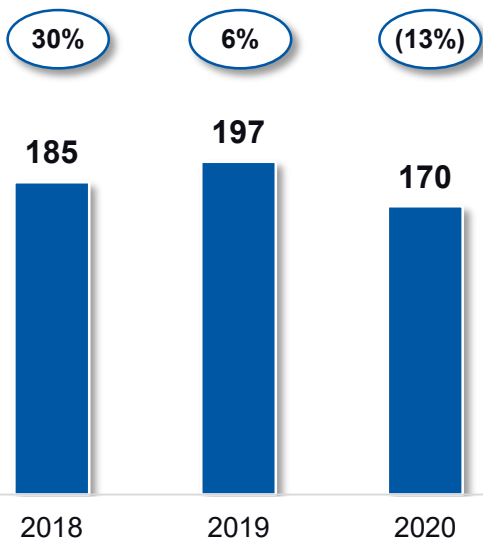
Key observations

- 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

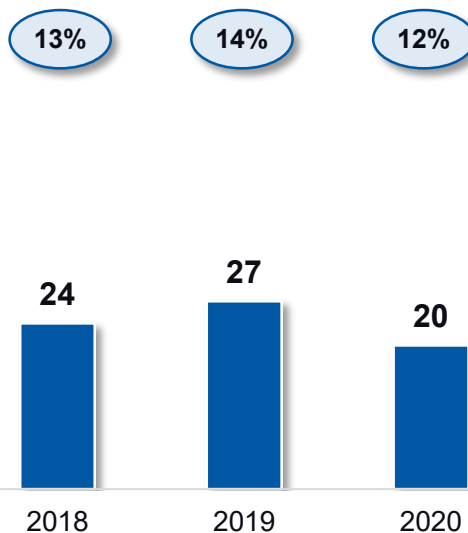
2018 – 2019 - 2020

Consolidated Revenue, Adj. EBITDA and Gross margin

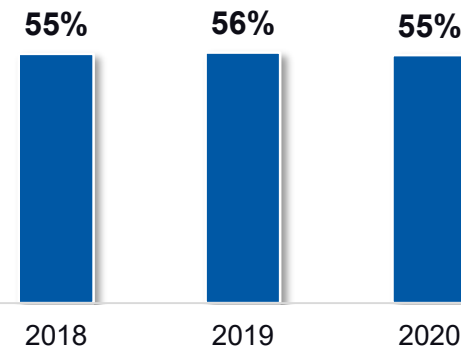
Revenue 2018-20 (€mm)



Adj. EBITDA 2018-20 (€mm)



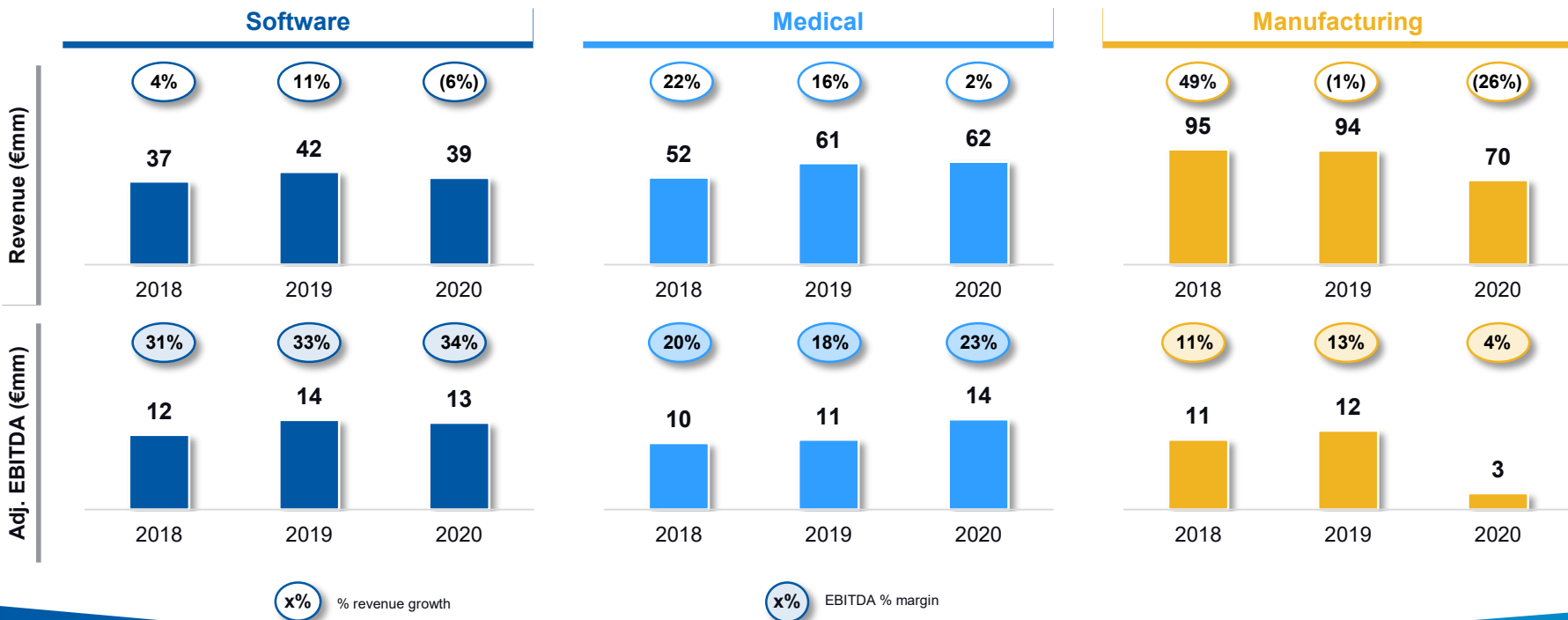
Gross margin 2018-20



x% % revenue growth

x% EBITDA % margin

Revenue and Adj. EBITDA by segment





Appendix

Income Statement Highlights

(€mm, except where indicated)	Q1		FY	
	2021	2020 ¹	2020	2019 ²
Revenue	45.6	46.2	170.4	196.7
Cost of sales	(21.0)	(21.7)	(76.4)	(87.0)
Gross profit	24.6	24.6	94.0	109.7
Research & development expenses	(6.5)	(6.5)	(27.1)	(23.3)
Sales & marketing expenses	(11.3)	(12.6)	(44.6)	(53.0)
General & administrative expenses	(7.6)	(7.2)	(29.3)	(31.8)
Other income/(expenses), net	1.1	0.7	2.4	5.4
Operating profit/(loss)	0.3	(1.1)	(4.6)	6.9
Financial income/(expenses), net	(4.1)	(1.3)	(3.5)	(2.3)
Share in gain/(loss) of joint venture	--	(0.0)	(0.0)	(0.4)
Taxes	0.2	(0.5)	0.9	(2.6)
Net profit/(loss)	(3.7)	(2.9)	(7.3)	1.6
Diluted EPS (in €)	(0.07)	(0.05)	(0.13)	0.03
(Diluted) weighted average shares (€mm)	54.2	53.2	53.4	53.8

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

(in thousands of euros)	Q1 2021	Q1 2020
Capital expenditures	2,010	3,053
Cash flow from operations	4,231	7,273



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