

SHAPEWAYS

Shapeways Investor Presentation

Q3 2023

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SHAPEWAYS IS ON A MISSION TO

RESHAPE

MANUFACTURING

Providing on-demand and scaled manufacturing services, powered by purpose-built proprietary software to make complex manufacturing simple.

And digital manufacturing software platform that enables manufacturers to digitize operations; unlocking revenue growth, increased profitability, and expanded capabilities.

SHAPEWAYS

INVESTOR HIGHLIGHTS

1. **Reshaping the multi-trillion dollar global manufacturing market** by digitizing the end-to-end manufacturing process
2. Proven, high quality flexible **digital manufacturing services** delivering 24M+ unique parts to over 1M end customers in more than 180 countries
3. Growth fueled by **software adoption** and **scaling of enterprise manufacturing** solutions
4. Differentiated digital manufacturing **software platform** that enables other manufacturers to **digitize their operations**
5. Strong **enterprise manufacturing** customer growth with attractive economics
6. Experienced and highly invested management team with strong investor support **led by blue chip venture capital funds** Andreessen Horowitz, Lux Capital, Union Square Ventures and INKEF

DISRUPTING THE MULTI-TRILLION DOLLAR GLOBAL MANUFACTURING MARKET

Challenge: Market is slow, manual, and rigid. Focused on mass production and unable to meet changing customer needs

Solution: Digitizing the end-to-end manufacturing process enables increased speed, lower costs, and higher flexibility

- Current Shapeways Opportunity¹
\$450B

- Global Manufacturing Market
\$2T+

WELL POSITIONED TO ACCELERATE GROWTH

LEVERAGING TECHNOLOGY & INVESTMENTS

Building on Shapeways legacy ecommerce manufacturing services, driving growth through expansion of enterprise manufacturing and commercializing digital manufacturing software platform.

ENTERPRISE-SCALE DIGITAL MANUFACTURING SERVICES

Highly scalable industrial-grade digital manufacturing capabilities accelerates enterprise customer time to market, and enables access to flexible on-demand manufacturing services.

DIGITAL MANUFACTURING SOFTWARE PLATFORM

Comprehensive digital manufacturing software platform allows other manufacturers to digitize their operations, grow revenue, and increase profitability.

DIGITAL MANUFACTURING SERVICES



PROVEN PLATFORM PROVIDING FLEXIBLE, ON-DEMAND MANUFACTURING SERVICES

SHAPEWAYS DIGITAL MANUFACTURING

high-quality manufacturing with extensive Additive Manufacturing capabilities

24M+

Parts
Manufactured¹

1M+

Global
Customers¹

180+

Countries
Delivered¹

12

Additive
Technologies¹

120+

Materials &
Finishes¹

<1%

Complaint
Rate²

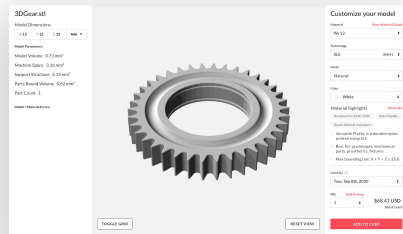
98%

Part On-Time
Delivery³

POWERED BY COMPREHENSIVE DIGITAL MANUFACTURING SOFTWARE PLATFORM

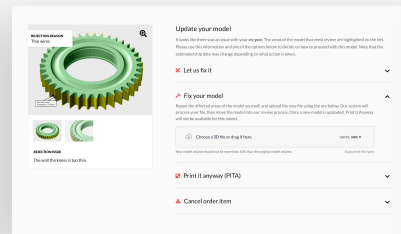
MAKING COMPLEX MANUFACTURING SIMPLE

End-to-end digitization and automation removes unnecessary costs and risks



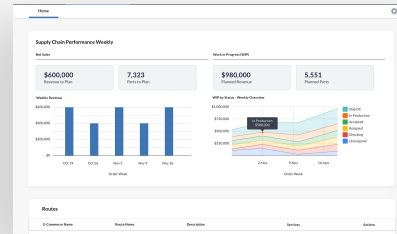
Ordering

File upload, configuration, instant pricing, digital inventory



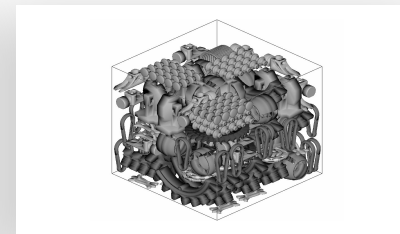
Analysis

File analysis, printability tools, file-optimization workflows



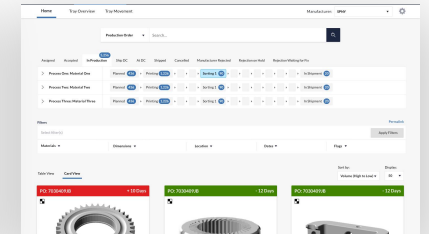
Planning

Supply chain management & smart-demand allocation



Pre Production

Manufacturing prep, tray planning, machine integration

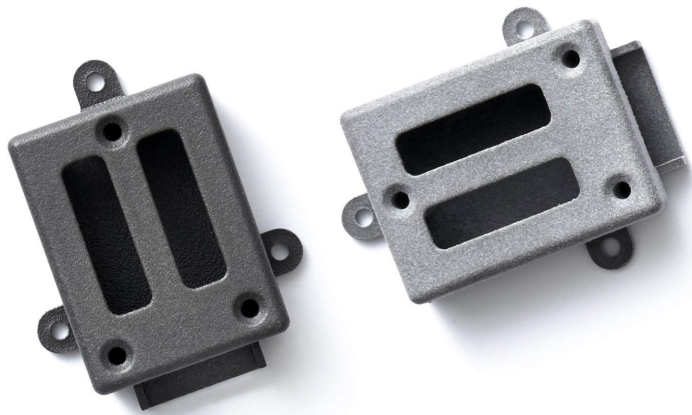


Manufacturing

Complex one-part workflow, real time tracking, and traceability

CREATING SIGNIFICANT CUSTOMER VALUE

Enabling customers to access industrial grade, on demand manufacturing services without the capex investment



FAST

Receive physical products in days, from file upload to delivery

SCALABLE

Easily scale up and down based on your business needs

LOW COST

No upfront investment to get started & no minimum order quantity

HIGH QUALITY

Proven high-quality production to meet finished, end-product standards

FLEXIBLE

Switch between technology & materials based on customer needs

SUSTAINABLE

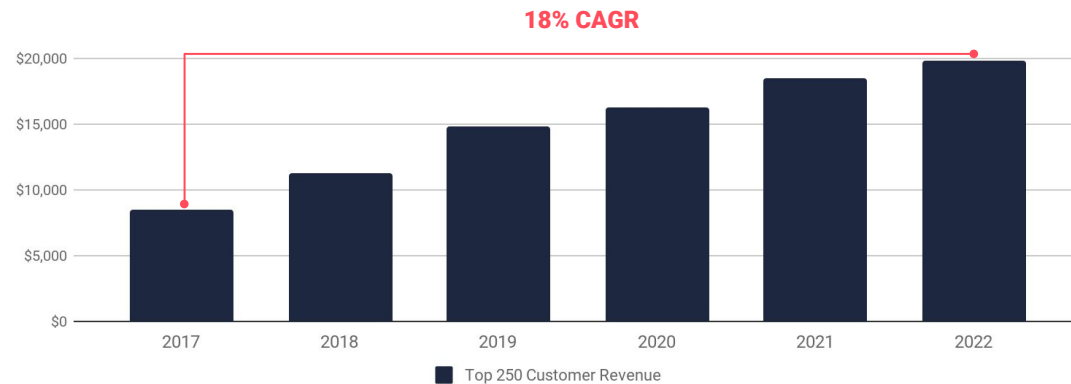
Additive Manufacturing offers eco-friendly, sustainable manufacturing

STRONG ENTERPRISE CUSTOMER GROWTH WITH ATTRACTIVE USER ECONOMICS

TARGET CUSTOMER GROWTH ALIGNED WITH MARKET

Top 250 Customer Revenue Growth¹

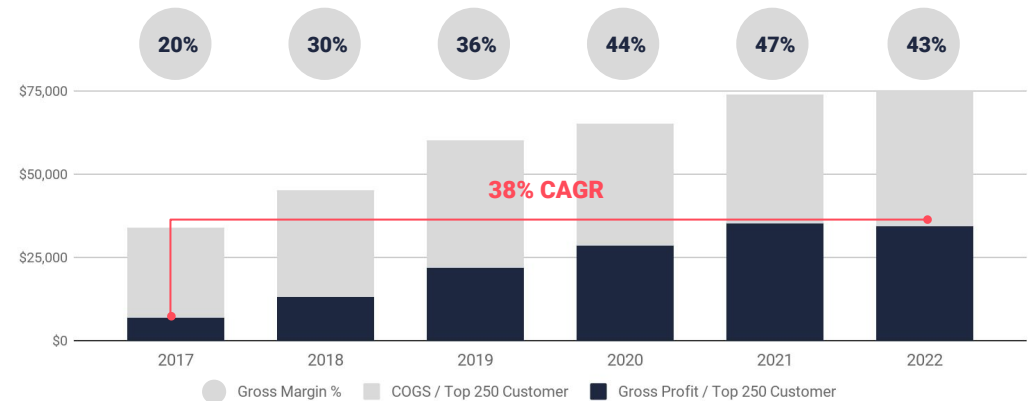
Top 250 Accounts Revenue (\$ in Thousands)



IMPROVING CUSTOMER ECONOMICS USER ECONOMICS

Revenue & Gross Profit Per Top 250 Customer¹

Average Revenue And Gross Profit Per Top 250 Customer



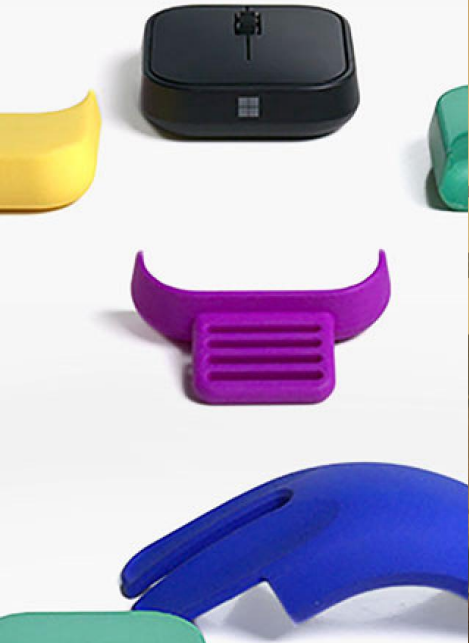
DRAGONFLY

NASA

LOCKHEED MARTIN

Whirlpool®

Microsoft



CUSTOMER EXAMPLES

Shapeways supports a diverse customer base.

Enabling finished part production for industrial-grade manufacturing across industrial, aerospace, automotive and medical industries.

DIGITAL MANUFACTURING SOFTWARE PLATFORM



COMPREHENSIVE DIGITAL MANUFACTURING SOFTWARE SUITE

Proven proprietary digital manufacturing software platform enables other manufacturers to digitize their business.

The logo for OTTO, featuring the word "OTTO" in a bold, black, sans-serif font. The letter "O" is stylized with a white arrow pointing upwards and to the right, suggesting a circular or clockwise motion.

ENABLING MANUFACTURERS TO DIGITIZE

GROW REVENUE

Access new opportunities, win more deals

INCREASE PROFITABILITY

Gain operational efficiencies through the end-to-end software platform

EXPAND CAPABILITIES

Leverage greater Shapeways supply chain to expand offering

IMPROVE ACCESSIBILITY

Shift online to improve customer accessibility and satisfaction

ACCELERATING SOFTWARE ADOPTION

Leveraging the MFG brand and customer base to accelerate go to market

OTTO

DIGITAL MANUFACTURING SOFTWARE

OTTO Software & Services enable customers to grow revenue, increase profitability, expand manufacturing capabilities, and increase accessibility.



DEMAND

Grow your business



PART TRACKING

Project management tools



SUPPLY CHAIN

Expand capabilities



ORDERING

Streamline process



MATERIALS

Save costs



LOGISTICS

Discounted shipping



TRANSACTIONS

Trusted online payments



SUPPLIES

Save more costs



Launched



Future Roadmap Feature

MFG

UNTAPPED MANUFACTURING MARKETPLACE

120k registered users¹ in need of digitization + growth

CREATING SCALABLE HIGH-MARGIN RECURRING REVENUE THROUGH THE MFG CUSTOMER BASE

2023 YTD showed significant momentum, resulting in a record-breaking SaaS contract commitments, new manufacturing registrations, and live projects on the platform.

CUSTOMER GROWTH

Continued revenue growth

51% Q3 SaaS Revenue¹ growth YoY,
with Revenue of \$815K

CUSTOMER RETENTION

Consistent customer retention

5.7% YTD Average Monthly
Recurring Revenue Churn²

CUSTOMER LIFETIME VALUE

Strong expected revenue

\$4,200+ Q3 2023 Expected
Customer Lifetime
Revenue³

POSITIONED FOR ACCELERATED GROWTH



SCALING GROWTH INITIATIVES

GROW REVENUE

- Software Tools & Services, showing exponential growth in bookings
- Strong multi-year bookings growth in Enterprise Manufacturing Solutions, expect estimated 20% CAGR to continue
- eCommerce Manufacturing channels have stabilized

IMPROVE GROSS PROFIT

- US Manufacturing facility consolidation completed in Q1 2023, expect future COGS savings
- Business mix shifts towards highly scalable recurring software revenue with Gross Profit
- Improving competitive environment driving price opportunities

REDUCE OPERATING EXPENSES

- Focus on optimizing headcount
- Enhance operating structure to improve expenses
- Further optimization of public company-related costs

CONSERVE CASH BALANCE

- Maintain strong cash balance
- Continue to be rigorous with capital allocation
- Focus on transition to positive EBITDA

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