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MakerBot and Tech Data Announce Distribution Agreement

Distribution Expands Access to MakerBot Products in the U.S. and Canada

BROOKLYN, N.Y.--(BUSINESS WIRE)-- **MakerBot**, the global leader in desktop 3D printing, is expanding its North American footprint with the addition of **Tech Data** as a distribution partner to bring MakerBot 3D printing technology to Tech Data's channel of resellers. Tech Data has committed to representing MakerBot 3D printing and scanning products exclusively within the 3D printing category for the next 12 months.

"Partnering with Tech Data is an exciting opportunity for MakerBot to expand the reach of our 3D printing, scanning and software solutions," noted Mark Schulze, vice president of Sales for MakerBot. "With a solid understanding of how quickly the desktop 3D printing market is growing and their commitment to supporting top-tier resellers targeting the professional, educational and consumer markets, signing on with Tech Data was an easy decision to make."

Under the agreement, Tech Data will distribute MakerBot products, which include the award-winning and recently introduced MakerBot® Replicator® Desktop 3D Printer and the MakerBot Replicator Mini Compact 3D Printer, as well as the soon-to-be-released MakerBot Replicator Z18 3D Printer. The new fifth generation MakerBot Replicator 3D Printers are all powered by the new, user-friendly MakerBot Replicator 3D Printing Platform, which includes an onboard camera, plug and play features, app- and cloud-enabled workflow, and available Wi-Fi connectivity. Tech Data will also distribute the MakerBot Replicator 2 Desktop 3D Printer, the MakerBot Replicator 2X Experimental 3D Printer, the MakerBot Digitizer™ Desktop 3D Scanner and MakerBot PLA Filament.

"Due to the rise in market demand and rapid adoption of 3D printing and scanning we have observed, Tech Data is partnering with MakerBot to offer solution providers the best-in-class products they seek to meet the needs of their end-user customers," said Wendy Maurer-Linsky, vice president, Product Marketing, Systems & Peripherals at Tech Data. "Through our partnership with MakerBot, we are offering new ways for our solution providers to expand their portfolio and profitably grow their business."

Tech Data Canada is also excited about the addition of MakerBot's 3D printing and scanning products to its printing and imaging product offerings. "This partnership will allow us to provide our reseller partners across Canada with a unique mix of leading-edge products that meet end users' growing demands and will further expand their businesses and profitability in the channel," said Manal Guirguis, director of Product Marketing, Tech Data Canada.

MakerBot offers an entire MakerBot 3D Ecosystem that sets the standard in making user-friendly 3D printing and scanning accessible for everyone. "MakerBot is an innovation company; we innovate so others may innovate," noted Bre Pettis, CEO of MakerBot. "In

providing the tools for others to be creative and productive in their careers and lives, we empower manufacturers, entrepreneurs, artists, teachers, students and creative individuals to jump in and help lead the Next Industrial Revolution.”

MakerBot distributes its desktop 3D printers and scanners throughout the world, but in North America has traditionally sold its products directly to customers through its own e-commerce site, makerbot.com, its own [MakerBot Retail Stores](#) in New York, Boston and Greenwich, Connecticut, and a limited number of select resellers. In 2013, the company expanded its distribution by selling its products in Microsoft Retail Stores throughout the United States, online through Amazon and through a growing number of channel partners.

About MakerBot

MakerBot, a subsidiary of Stratasys Ltd., is leading the Next Industrial Revolution by setting the standards in reliable and affordable desktop 3D printing. Founded in 2009, MakerBot has built the largest installed base of desktop 3D printers sold to innovative and industry-leading customers worldwide, including engineers, architects, designers, educators and consumers. The MakerBot 3D Ecosystem drives accessibility and rapid adoption of 3D printing and includes Thingiverse.com, the MakerBot [Digitizer](#) Desktop 3D Scanner, the MakerBot [Replicator](#) line of Desktop 3D Printers, MakerBot [Desktop](#), the MakerBot [MakerCare®](#) Protection Plan, the MakerBot Retail [Stores](#) and strategic partnerships with top-tier brands. MakerBot has been honored with many accolades, including *Popular Mechanics*’ “Overall Winner” for best 3D printer, *Time*’s “Best Inventions of 2012,” *Popular Mechanics*’ “Editor’s Choice Award,” *Popular Science*’s “Product of the Year,” *Fast Company*’s “One of the World’s Top 10 Most Innovative Companies in Consumer Electronics” and many more. Join the Next Industrial Revolution by following MakerBot at makerbot.com.

About Stratasys

Stratasys Ltd. (Nasdaq:SSYS), headquartered in Minneapolis, Minnesota, and Rehovot, Israel, is a leading global provider of 3D printing and additive manufacturing solutions. The company’s patented FDM®, PolyJet® and WDM™ 3D Printing technologies produce prototypes and manufactured goods directly from 3D CAD files or other 3D content. Systems include 3D printers for idea development, prototyping and direct digital manufacturing. Stratasys subsidiaries include MakerBot and Solidscape, and the company operates the RedEye digital-manufacturing service. Stratasys has more than 1,900 employees, holds over 550 granted or pending additive manufacturing patents globally, and has received more than 25 awards for its technology and leadership. Online at: www.stratasys.com or <http://blog.stratasys.com>.

About Tech Data

Tech Data Corporation (NASDAQ:TECD) is one of the world’s largest wholesale distributors of technology products, services and solutions. Its advanced logistics capabilities and value added services enable 115,000 resellers to efficiently and cost effectively support the diverse technology needs of end users in more than 100 countries. Tech Data generated \$26.8 billion in net sales for the fiscal year ended January 31, 2014. It is ranked No. 111 on the Fortune 500® and one of Fortune’s “World’s Most Admired Companies.” To learn more, visit www.techdata.com, or follow us on [Facebook](#) and [Twitter](#).

Cautionary Statement Regarding Forward-Looking Statements

Certain information included or incorporated by reference in this press may be deemed to be “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995, Section 27A of the Securities Act of 1933, and Section 21E of the Securities Exchange Act of 1934. Forward-looking statements are often characterized by the use of forward-looking terminology such as “may,” “will,” “expect,” “anticipate,” “estimate,” “continue,” “believe,” “should,” “intend,” “project” or other similar words, but are not the only way these statements are identified. These forward-looking statements may include, but are not limited to, statements relating to the company’s objectives, plans and strategies, statements regarding the expected performance and impact of our products, statements that contain projections of results of operations or of financial condition (including, with respect to the MakerBot acquisition) and all statements (other than statements of historical facts) that address activities, events or developments that the company intends, expects, projects, believes or anticipates will or may occur in the future. Forward-looking statements are not guarantees of future performance and are subject to risks and uncertainties. The company has based these forward-looking statements on assumptions and assessments made by its management in light of their experience and their perception of historical trends, current conditions, expected future developments and other factors they believe to be appropriate. Important factors that could cause actual results, developments and business decisions to differ materially from those anticipated in these forward-looking statements include, among other things: the company’s ability to efficiently and successfully integrate the operations of Stratasys, Inc. and Objet Ltd. after their merger as well as MakerBot after its acquisition and to successfully put in place and execute an effective post-merger integration plans; the overall global economic environment; the impact of competition and new technologies; general market, political and economic conditions in the countries in which the company operates; projected capital expenditures and liquidity; changes in the company’s strategy; government regulations and approvals; changes in customers’ budgeting priorities; litigation and regulatory proceedings; and those factors referred to under “Risk Factors”, “Information on the Company”, “Operating and Financial Review and Prospects”, and generally in the company’s annual report on Form 20-F for the year ended December 31, 2013 filed with the U.S. Securities and Exchange Commission and in other reports that the company has filed with the SEC. Readers are urged to carefully review and consider the various disclosures made in the company’s SEC reports, which are designed to advise interested parties of the risks and factors that may affect its business, financial condition, results of operations and prospects. Any forward-looking statements in this press release are made as of the date hereof, and the company undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as required by law.

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