Matterport™

November 3, 2021 | Third Quarter 2021 Earnings

Forward-Looking Statements

This presentation contains certain forward-looking statements within the meaning of federal securities laws. These forward-looking statements generally are identified by the words "believe," "project," "expect," "anticipate," "estimate," "intend," "strategy," "future," "forecast," "opportunity," "plan," "may," "should," "will," "would," "will be," "will continue," "will likely result," and similar expressions (including the negative versions of such words or expressions). Forward-looking statements in this presentation generally relate to Matterport's potential and future performance, including its strategic focus, development of new services, adoption or success of new technologies and applications, and anticipated results. Forward-looking statements are predictions, projections and other statements about future events that are based on current expectations and assumptions and, as a result, are subject to risks and uncertainties. Many factors could cause actual future events to differ materially from the forward-looking statements in this presentation, including Matterport's ability to implement business plans, forecasts, and other expectations in the industry in which Matterport competes, and identify and realize additional opportunities. The foregoing list of factors is not exhaustive. You should carefully consider the foregoing factors and the other risks and uncertainties described in documents filed by Matterport from time to time with the U.S. Securities and Exchange Commission. These filings identify and address other important risks and uncertainties that could cause actual events and results to differ materially from those contained in the forward-looking statements. Forward-looking statements speak only as of the date they are made. Readers are cautioned not to put undue reliance on forward-looking statements, and Matterport assumes no obligation and, except as required by law, does not intend to update or revise these forward-looking statements, whether as a result of new information, future events, or otherwise. Matterport does not give any assurance that it will achieve its expectations.

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In this presentation, Matterport relies on and refers to information and statistics regarding the sectors in which Matterport competes and other industry data. Matterport obtained this information and statistics from third-party sources, including reports by market research firms. Although Matterport believes these sources are reliable, Matterport has not independently verified the information and does not guarantee its accuracy and completeness. Matterport has supplemented this information where necessary with information from discussions with Matterport customers and Matterport's own internal estimates, taking into account publicly available information about other industry participants and Matterport's management's best view as to information that is not publicly available.

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Matterport has provided in this presentation certain financial information that has not been prepared in accordance with generally accepted accounting principles in the United States (GAAP). We believe that the presentation of non-GAAP financial information provides important supplemental information to management and investors regarding financial and business trends relating to our financial condition and results of operations. The presentation of these non-GAAP financial measures are not meant to be considered in isolation or as a substitute for comparable GAAP financial measures and should be read only in conjunction with the company's consolidated financial statements prepared in accordance with GAAP. For further information regarding these non-GAAP measures, including the reconciliation of these non-GAAP financial measures to their most directly comparable GAAP financial measures, please refer to Financial Overview in this presentation.

Recent Business Highlights

Q3 Total subscribers up 116% year-over-year

Q3 Subscription revenue up 36% year-over-year

Announced Matterport for Mobile, making 3D capture freely available to more than one billion Android mobile devices

Launched Scan to BIM, potentially eliminating weeks and months from the BIM process

$640 million gross proceeds raised through a successful business combination with Gores Holdings VI
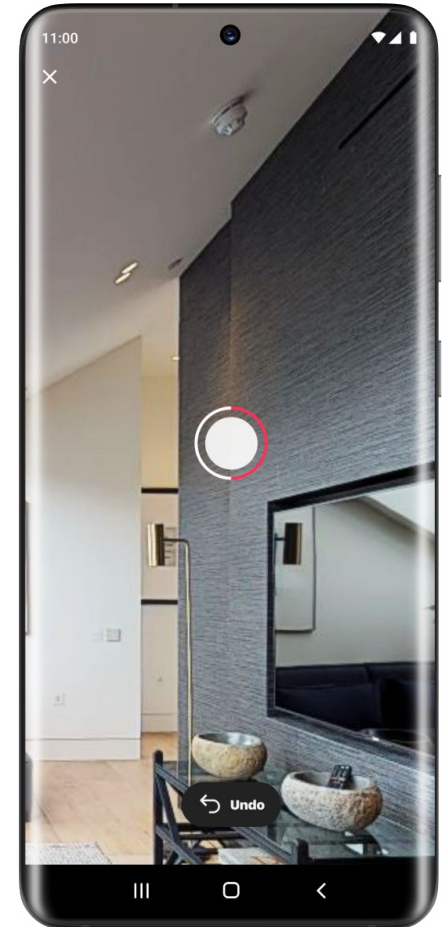
Matterport defined the category and we are the clear market leader
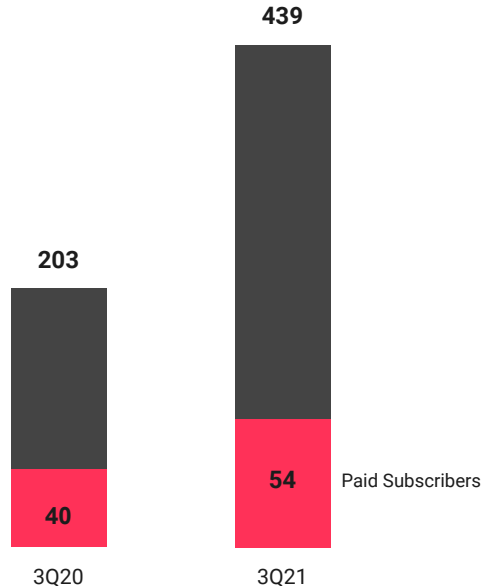
$111M
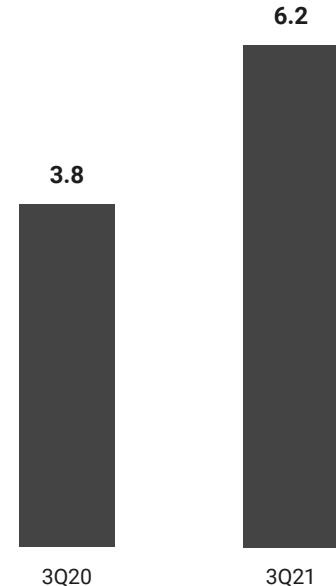run-rate revenue

18B Sq ft
captured

~170 countries

Subscribers
(thousands)

116% Growth

439

203

40

54   Paid Subscribers

3Q20   3Q21

Spaces Under Management
(millions)

100x Rest of Market

6.2

3.8

3Q20   3Q21
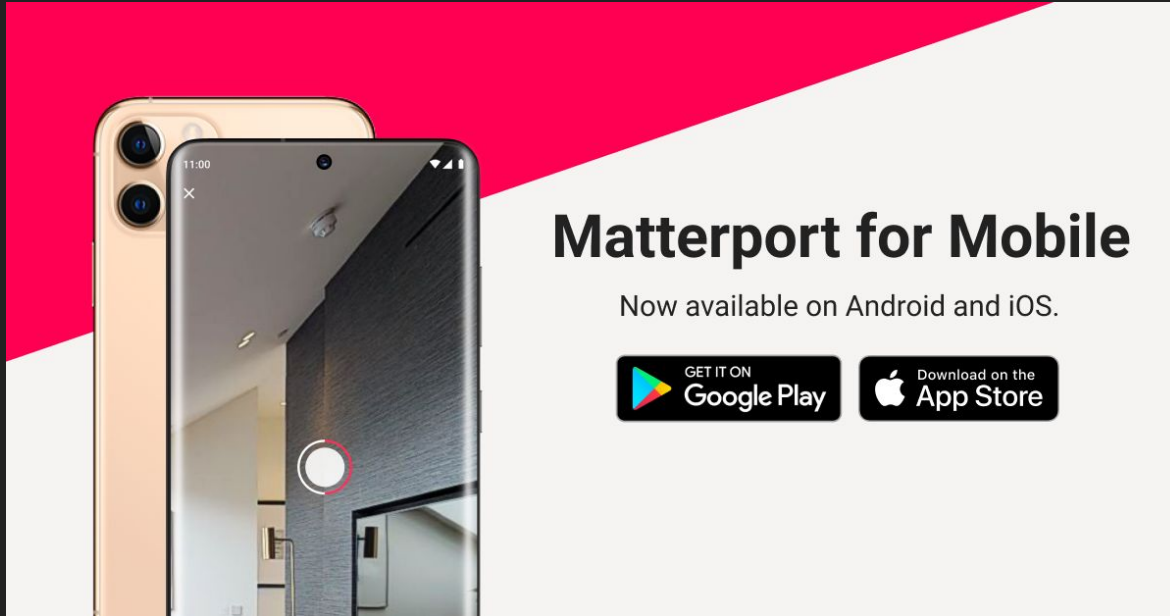
Notes:
Run-rate revenue is the annualized value of total revenue for the three months ended September 30, 2021
Spaces Under Management, square feet captured and countries are as of September 30, 2021
Unaudited

4

Matterport adds Android support to bring 3D capture to the global smartphone community

Matterport for Mobile

Now available on Android and iOS.

GET IT ON Google Play

Download on the App Store

3D Capture for all

The Matterport mobile app now turns Android and iPhone devices into Matterport capture devices with the power to take every building and space online

Easily, instantly turn any home, high-rise, or hotel, into a Matterport digital twin with just the phone in your pocket

Working alone or with a team, capturing multiple spaces at once has never been this fast and easy

Matterport for Mobile is Fast, Free, and Easy to get started…

Note:
Compatible with smartphones running Android 9 or higher

A camera for every space. Fast, easy spatial capture from any device

PRECISION

Leica BLK360
LiDAR-based
capture in all environments

HIGH RESOLUTION

Matterport Pro2
Hi-res imagery
accuracy, fast capture

FREE & INSTANT

Smartphone
No-cost approach
to adopt Matterport

FAST & PORTABLE

360 Cameras
Quick, easy
affordable capture

FULLY MANAGED

Capture Services
Comprehensive and convenient
approach to accurate capture

Smartphone market on pace to deliver more than one billion Android devices this year

Millions of devices shipped (IDC 1H21)

Brand	Value
Samsung	134
Apple	99
Xiaomi	102
OPPO	70
vivo	67
Others	187
Total	659
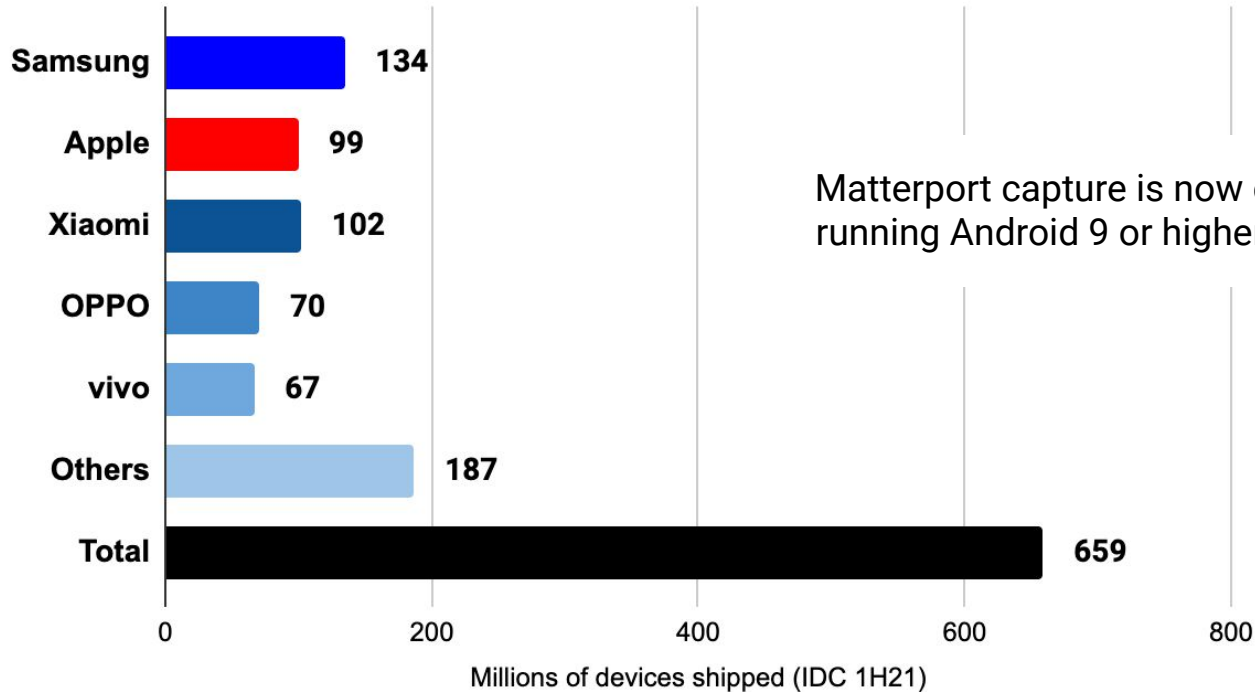
Matterport capture is now compatible with devices running Android 9 or higher (74% of installed base)

Leverage freemium flywheel to accelerate subscriber acquisition

Matterport for Android launch

Matterport for iPhone launch

3Q19   3Q20   3Q21
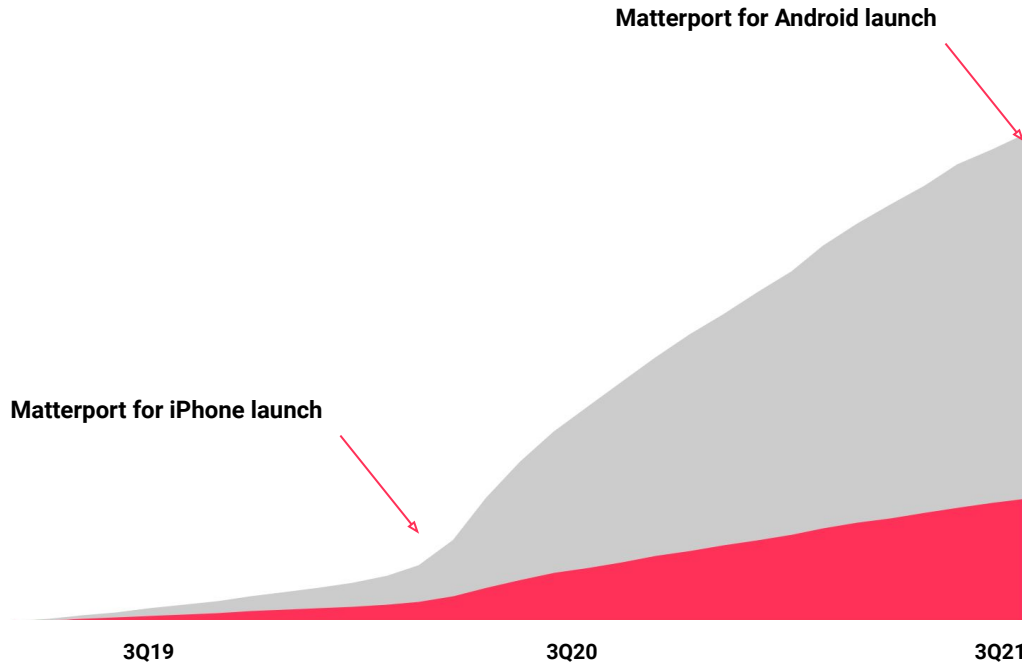
Cumulative free-to-paid subscriber conversions

Free-to-Starter subscriptions

Free-to-Professional subscriptions and above

Continued strong conversion of free-to-paid subscribers through 3Q21

Enterprises entering and converting through freemium channel

13% of Fortune 1000 in freemium flywheel

CUSHMAN & WAKEFIELD

vacasa

Chick-fil-A

SUNRISE
SENIOR LIVING

subsea 7

HHAngus

ARUP

Matterport delivers value across the property lifecycle for diverse end markets

Hospitality

Commercial

Industrial

Corporate

Retail

Real Estate

Travel

Construction

Repair
Reduce Time in the Field
Inspect Remotely

Design
Save Time
Gain Efficiencies

Insure
Decrease Risk
Increase Compliance

Build
Improve Quality
Streamline Workflow

Operate
Increase ROI
Reduce Costs

Promote
Maximize Engagement
Minimize Vacancy
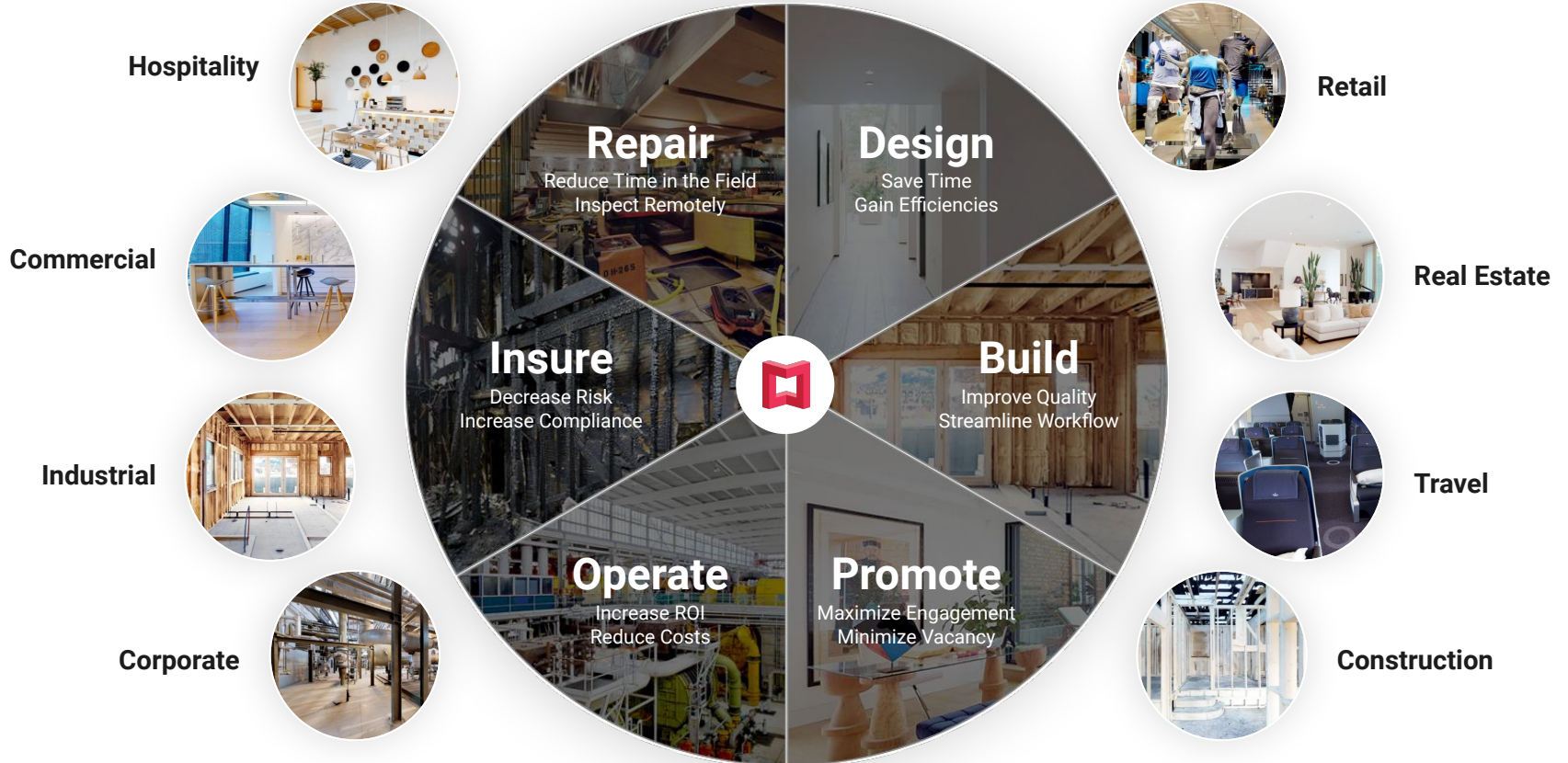
Adding Public Sector as our newest vertical

Real Estate

REDFIN
CENTURY 21
ENGEL&VÖLKERS
RE/MAX
JLL
kw

AEC

BURNS McDONNELL
Gilbane
Hines

Travel & Hospitality

airbnb
HYATT
vacasa
HomeAway

Repair & Insurance

BELFOR
ServiceMaster
Nationwide

Industrial & Facilities

GP Georgia-Pacific
H&M
LinkedIn

Public Sector

iqt IN-Q-TEL
DEPARTMENT OF STATE UNITED STATES OF AMERICA
FORENSIC SCIENCE CENTER HOUSTON

First mover advantage in Public Sector

- Deployed the first government-compliant 3D spatial data platform for the modeling of interior spaces on AWS GovCloud

- FedRAMP certification & accreditation of our hosted SaaS in process

- Member of the AWS Public Sector Partner Program

AWS GovCloud (US)

FedRAMP

Scan to BIM — fast, easy, precision 3D as-builts for any space

The Matterport BIM File offering consists of an enhanced 3D digital twin with which:

- Architects and designers can conceptualize designs with a detailed understanding of the space

- Project stakeholders and construction teams can collaborate more efficiently

- Building operators can maintain inventories of equipment and assets across a portfolio
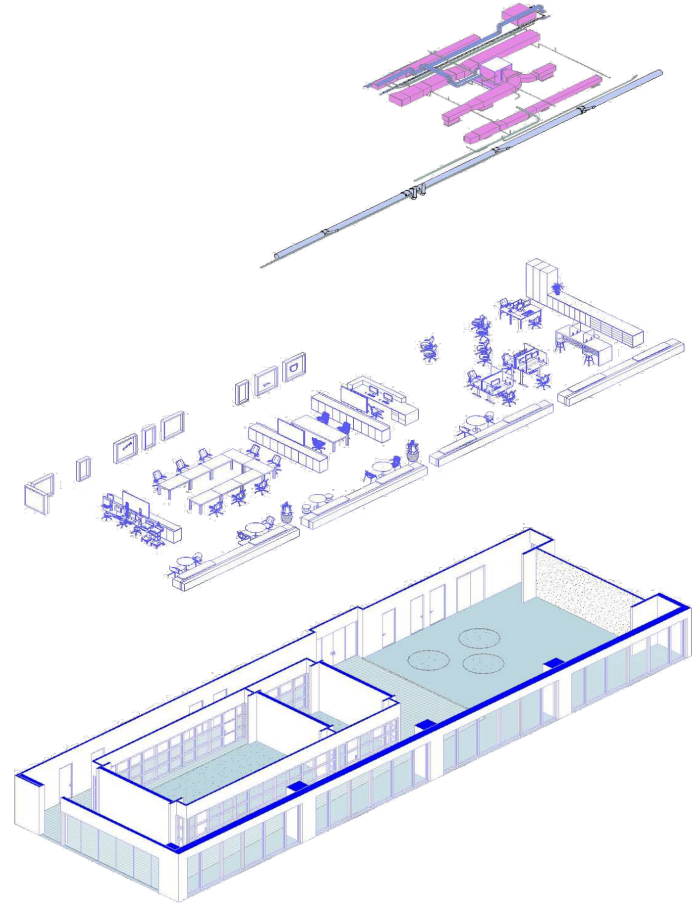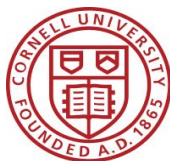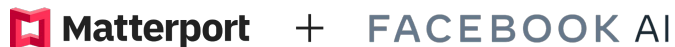
Direct integration with Autodesk Revit makes Scan to BIM seamless

- No more manual downloading, uploading or conversion

- BIM in days, not weeks or months, delivered at a fraction of the costs of surveying and as-built documentation

Hundreds of academic institutions taking advantage of Matterport + Facebook AI dataset

Matterport + **FACEBOOK** AI

Meta

Cornell University

Carnegie Mellon University

Habitat-Matterport 3D Dataset (HM3D):
1000 Large-scale 3D Environments for Embodied AI

Santhosh K. Ramakrishnan[1,2], Aaron Gokaslan[1,5], Erik Wijmans[1,3], Oleksandr Maksymets[1], Alex Clegg[1], John Turner[1], Eric Undersander[1], Wojciech Galuba[1], Andrew Westbury[1], Angel X. Chang[4], Manolis Savva[4], Yili Zhao[1], Dhruv Batra[1,3]
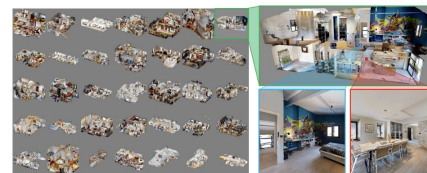[1]Facebook AI Research [2]UT Austin [3]Georgia Tech [4]Simon Fraser University [5]Cornell University

Figure 1: The Habitat-Matterport 3D (HM3D) dataset of large-scale 3D and photorealistic environments provides 1,000 building-scale reconstructions of interiors from a diverse set of geographic locations. The scale, completeness, and visual fidelity of these reconstructions surpass those of prior datasets, and enable research on embodied AI agents that can perceive, navigate, and act within realistic indoor environments. The image on the left displays a collage of a subset of HM3D scans. The image on the top-right is a close-up view of a specific scan, and the images on the bottom-right are snapshots from two camera viewpoints in the scan.

Abstract

We present the Habitat-Matterport 3D (HM3D) dataset. HM3D is a large-scale dataset of 1,000 building-scale 3D reconstructions from a diverse set of real-world locations. Each scene in the dataset consists of a textured 3D mesh reconstruction of interiors such as multi-floor residences, stores, and other private indoor spaces.

HM3D surpasses existing datasets available for academic research in terms of physical scale, completeness of the reconstruction, and visual fidelity. HM3D contains $112.5k$ m^2 of navigable space, which is 1.4 - 3.7$\times$ larger than other building-scale datasets such as MP3D and Gibson. When compared to existing photorealistic 3D datasets such as Replica, MP3D, Gibson, and ScanNet, images rendered from HM3D have 20 - 85% higher visual fidelity w.r.t. counterpart images captured with real cameras, and HM3D meshes have 34 - 91% fewer artifacts due to incomplete surface reconstruction.

The increased scale, fidelity, and diversity of HM3D directly impacts the performance of embodied AI agents trained using it. In fact, we find that HM3D is 'pareto optimal' in the following sense – agents trained to perform PointGoal navigation on HM3D achieve the highest performance regardless of whether they are evaluated on HM3D, Gibson, or MP3D. No similar claim can be made about training on

Financial Overview

Subscription revenue increased 36% to a new record

Subscription Revenue

36% growth

$15.7

$11.5

3Q20   3Q21

Total Revenue

10% growth

$ 27.7

$ 25.1

3Q20   3Q21
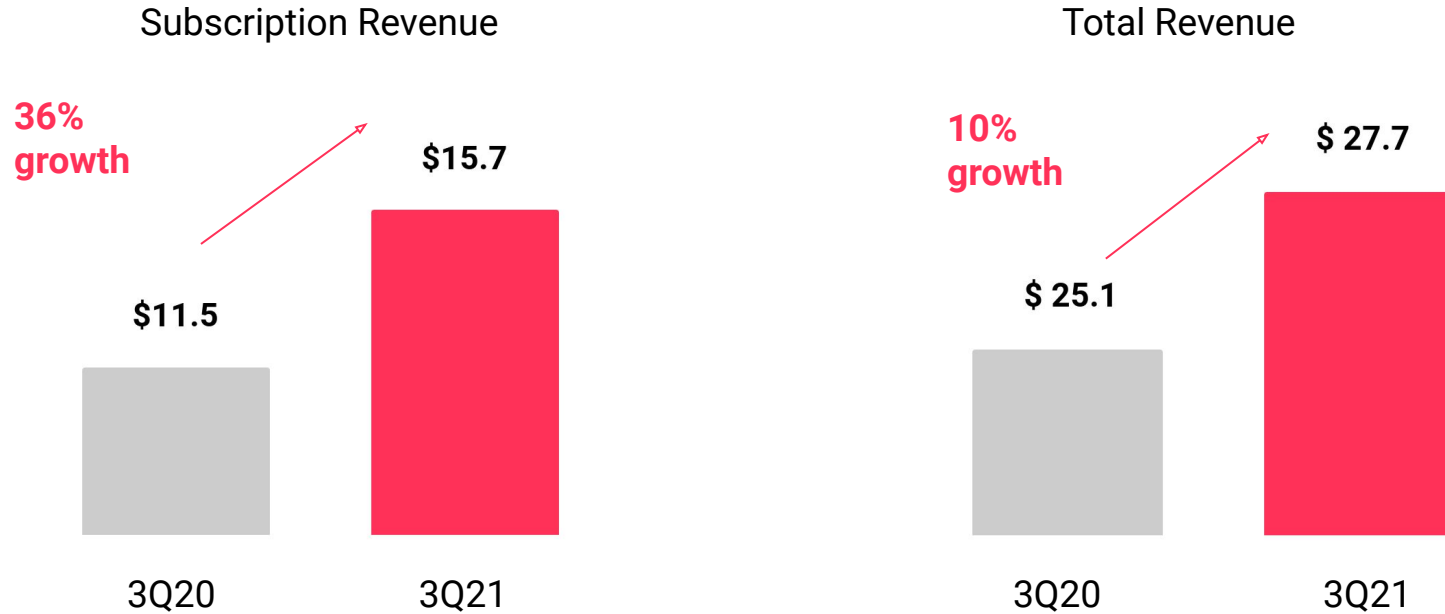
Net Dollar Expansion Rate remains in expected range

Enterprise and SMB customers continue to expand with Matterport
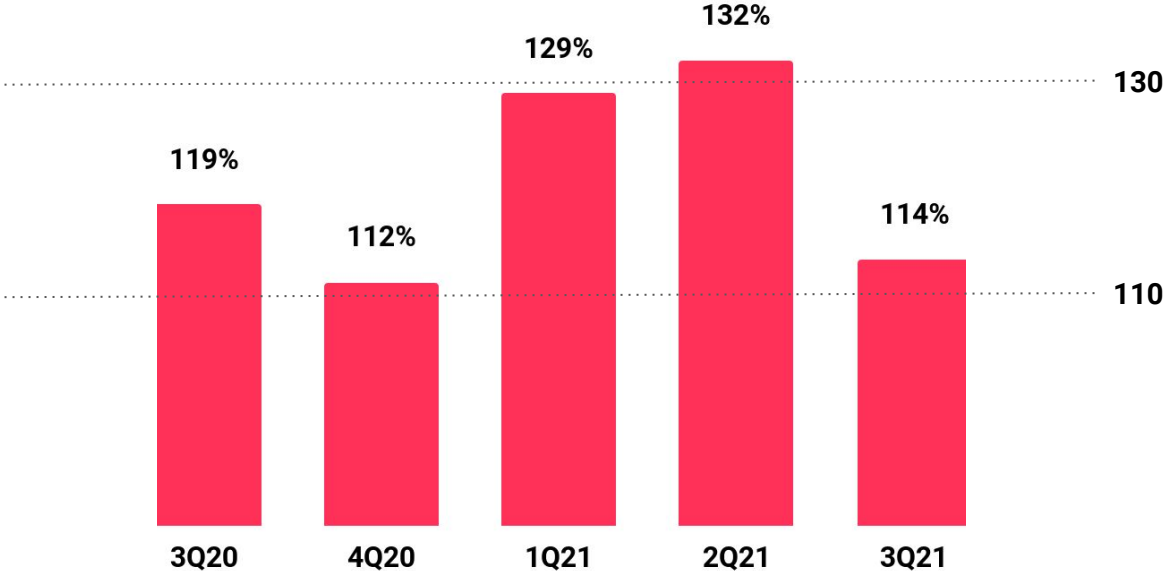
119%	112%	129%	132%	114%
3Q20	4Q20	1Q21	2Q21	3Q21

130

110

Subscription gross margin expanded by 240 basis points

($000s)	3Q21		3Q20	
Revenue:				
Subscription	$	15,677	$	11,517
License		118		3,000
Services		3,292		2,341
Product		8,568		8,216
Total revenue		**27,655**		**25,074**
Gross profit	$	**15,159**	$	**15,094**
Gross margin				
Subscription		77%		74%
License		100%		98%
Services		33%		26%
Product		23%		37%
Total GM %		**55%**		**60%**
Total operating expenses	$	**28,777**	$	**13,201**
Operating Income/(Loss)		**(13,618)**		**1,893**
Non GAAP Net Income/(Loss)	$	**(14,032)**	$	**1,536**

Significant investments in R&D and SG&A as we continued to scale our business

High margin license revenue can be lumpy from quarter to quarter

Demonstrated record of profitability at lower levels of investment

Notes:
Unaudited
For the definition of non-GAAP net income/(loss) and a reconciliation to its most directly comparable financial measures prepared in accordance with GAAP, please see Slide 23-25.

$600M+ cash and investments, no debt, to fuel continued growth

Consolidated Balance Sheet Data:	September 30, 2021	June 30, 2021
Cash and cash equivalents	148,853	42,281
Short-term and long-term investment	465,068	
Restricted cash equivalent	468	400
Working capital (1)	323,913	24,069
Property and equipment, net	11,377	9,373
Total assets	**653,438**	**71,530**
Long-term debt, net of current portion	-	2,034
Total liabilities (2)	**25,020**	**34,323**
Public and Private Warrants liabilities	88,303	-
Contingent earn-out liability	334,389	-
Redeemable convertible preferred stock	**-**	**164,168**
Total stockholders' equity (deficit)	**205,726**	**(126,961)**

Notes:
Unaudited
(1) Working capital is defined as current assets less current liabilities
(2) Total liabilities do not include public warrant liability, private warrant liabilities and contingent earn-out liability that are presented as period-end fair market value and separately listed in the table

Business highlights

Massive, unpenetrated $240B+ TAM	**>$230T Global Real Estate Assets** **20B Spaces Globally** **<0.1% Digital Penetration**
Market leader fueling the digital transformation of the built world	**100X Rest of Market in SUM** **18B Square Feet Captured** **6.2M Spaces Captured**
Unrivaled software & data platform with significant expansion opportunities	**3B+ 3D Data Points** **10 Years of R&D**
Global, blue chip customers spanning diverse end markets	**439K+ Subscribers** **~170 Countries**
Rapid growth, expanding margins, and strong net expansion revenue	**240 bps of Subscription Revenue GM Expansion Y-Y** **114% Net Dollar Expansion Rate**
Proven leadership team with large-scale platform experience	**Prior Executive Experience:** **Apple, Google, eBay, & Salesforce**

Financial highlights

Subscription as % of Total Revenue

57%

3Q21

Subscription Gross Margin

77%

3Q21

Accelerating Subscription Mix

+3400 bps

52% → **86%**

Subscription and License
as % of Total Revenue

CY20 **CY25E**

Growth in Gross Margin

+1700 bps

56% → **73%**

CY20 **CY25E**

Notes:
Gross margin figures above are non-GAAP measures. A reconciliation of the non-GAAP financial measures to its most directly comparable financial measures prepared in accordance with GAAP can be found on slide 24
- Subscription gross margin is calculated as subscription revenue less cost of goods sold for subscription
- Gross margin estimate for CY25E excludes stock-based compensation expense
Subscription revenue mix is calculated as subscription plus license revenue divided by total revenue

GAAP to Non-GAAP reconciliation - Net Income (Loss) and Income (Loss) per Share

	Three Months Ended September 30,	
	2021	2020
GAAP net income/(loss)	(167,989)	906
Stock based compensation expense (1)	30,738	630
Change in fair value of warrants liabilities (2)	24,176	-
Transaction cost (3)	565	-
Change in fair value of contingent earn-out liability (4)	98,478	-
Non-GAAP net income/(loss)	(14,032)	1,536
Less: Noncumulative dividend on redeemable convertible preferred stock	-	(906)
GAAP net income (loss) attributable to common stockholders	(167,989)	-
Non-GAAP net income (loss) attributable to common stockholders	(14,032)	1,536
GAAP net income (loss) per share attributable to common stockholders, basic and diluted	(0.86)	-
Non-GAAP net income (loss) per share attributable to common stockholders, basic and diluted	(0.06)	0.01
GAAP weighted-average shares used to compute net income (loss) per share, basic and diluted	196,478	32,552
Adjustment for common stock issued in connection with the Merger (5)	29,750	127,499
Non-GAAP weighted-average shares used to compute net income (loss) per share, basic	226,228	160,051
Weighted-average effect of potentially dilutive securities(6)	-	45,392
Non-GAAP weighted-average shares used to compute net income (loss) per share, diluted	226,228	205,443

(1) Consists primarily of non-cash share-based compensation related to stock incentive plans and earn-out arrangements
(2) Consists of the loss related non-cash fair value measurement change for public and private warrants
(3) Consists of transaction costs associated with warrants instrument issuance
(4) Represents the non-cash fair-value measurement change related to our earn-out liability
(5) Consists of non-GAAP adjustment of unweighted average common stock issued and converted from Matterport, Inc.'s (now known as Matterport Operating, LLC) previously issued and outstanding shares of convertible preferred stock and common stock warrants prior to the completion of the merger
(6) Includes the potentially dilutive effect of employee equity incentive plan awards.

Non-GAAP Financial Measures

This presentation includes the non-GAAP financial measures non-GAAP net income (loss) and non-GAAP net income (loss) per share, basic and diluted. We define non-GAAP net income (loss) as net income (loss), adjusted to exclude stock-based compensation expense, fair value change of warrants liabilities, fair value change of earn-out liabilities, and transaction costs associated with the recently completed merger transaction, in order to provide investors and management with greater visibility to the underlying performance of our recurring core business operations. In order to calculate non-GAAP net income (loss) per share, basic and diluted, we use a non-GAAP weighted-average share count. We define non-GAAP weighted-average shares used to compute non-GAAP net income (loss) per share, basic and diluted, as GAAP weighted average shares used to compute net income (loss) per share attributable to common stockholders, basic and diluted, adjusted to reflect the shares of our Class A common stock exchanged for the previously issued and outstanding shares of redeemable convertible preferred stock of Matterport, Inc. (now known as Matterport Operating, LLC) in connection with the recently completed merger transaction, that are outstanding as of the end of the period as if they were outstanding as of the beginning of the period for comparability, and the potentially dilutive effect of employee equity incentive plan awards.

GAAP to Non-GAAP reconciliation - Gross Margin

| Non-GAAP gross profit and gross margin: $ in thousands | Three Months Ended September 30, | | | |
| | 2021 | | 2020 | |
	$	%	$	%
GAAP gross profit and gross margin:				
Subscription	11,769	75%	8,536	74%
License	118	100%	2,931	98%
Services	832	25%	611	26%
Product	1,462	17%	2,988	36%
Total GAAP gross profit and gross margin	14,181	51%	15,066	60%
Stock based compensation expense				
Subscription	229		4	
License	-		-	
Services	267		9	
Product	482		15	
Total	978	4%	28	0%
Non-GAAP gross profit and gross margin:				
Subscription	11,998	77%	8,540	74%
License	118	100%	2,931	98%
Services	1,099	33%	620	26%
Product	1,944	23%	3,003	37%
Total non-GAAP gross profit and gross margin	15,159	55%	15,094	60%

GAAP to Non-GAAP reconciliation - Income (Loss) from Operations

Non-GAAP Loss from Operations $ in thousands	Three Months Ended September 30,	
	2021	2020
GAAP gross profit and gross margin:	14,181	15,066
Add: Stock based compensation expense	978	28
Total non-GAAP gross profit and gross margin	15,159	15,094
GAAP research and development expenses	14,484	3,861
Less: Stock based compensation expense	6,695	164
Non-GAAP research and development expenses	7,789	3,697
GAAP Selling, general and adminstrative expenses	44,053	9,942
Less: Stock based compensation expense	23,065	438
Non-GAAP Selling, general and adminstrative expenses	20,988	9,504
GAAP income (loss) from operations	(44,356)	1,263
Add: Stock based compensation expense	30,738	630
Non-GAAP income (loss) from operations	(13,618)	1,893

Appendix: Share count

	(millions)
Total shares issued to legacy Matterport, excluding options	169.4
Gores Holdings VI public shareholders (net of redemptions)	34.4
PIPE shares	29.5
Gores Holdings VI sponsor Class A common shares	8.6
Pro forma Class A common shares	242.0
Legacy Matterport rollover options and RSUs	49.4
Pro forma common and incentive shares	291.4

Illustrative share count for full year EPS calculation

Q1, pre-merger Matterport shares	169.4
Q2, pre-merger Matterport shares	169.4
Q3, weighted average	226.2
Q4, can be higher depending on warrant and stock option exercise activity	244.5

Notes:
Excludes the following:
11,350,000 Warrants at a strike price $11.50, exercisable beginning December 15, 2021
23,460,000 Earn Out Shares; the issuance of these shares is based on stock price milestones. Please see our form S-4 for additional information on triggering events and share amounts

Partner Spotlight Video - Facebook AI