



MatterportTM

February 22, 2023 | Fourth Quarter 2022 Financial Results

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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, and identify and realize additional opportunities in the industry in which Matterport competes. 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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Non-GAAP Financial Measures

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 the "Appendix" section of this presentation.

Recent business highlights

Record Q4 total revenue of \$41.1 million, up 52% year-over-year, better than guidance

Record Q4 subscription revenue of \$19.3 million, up 17% year-over-year, better than guidance

Total subscribers increased to 701,000, up 39% year-over-year

Spaces Under Management increased to 9.2 million, up 37% year-over-year

John Deere selected Matterport's Digital Twin Platform and 3D capture technology

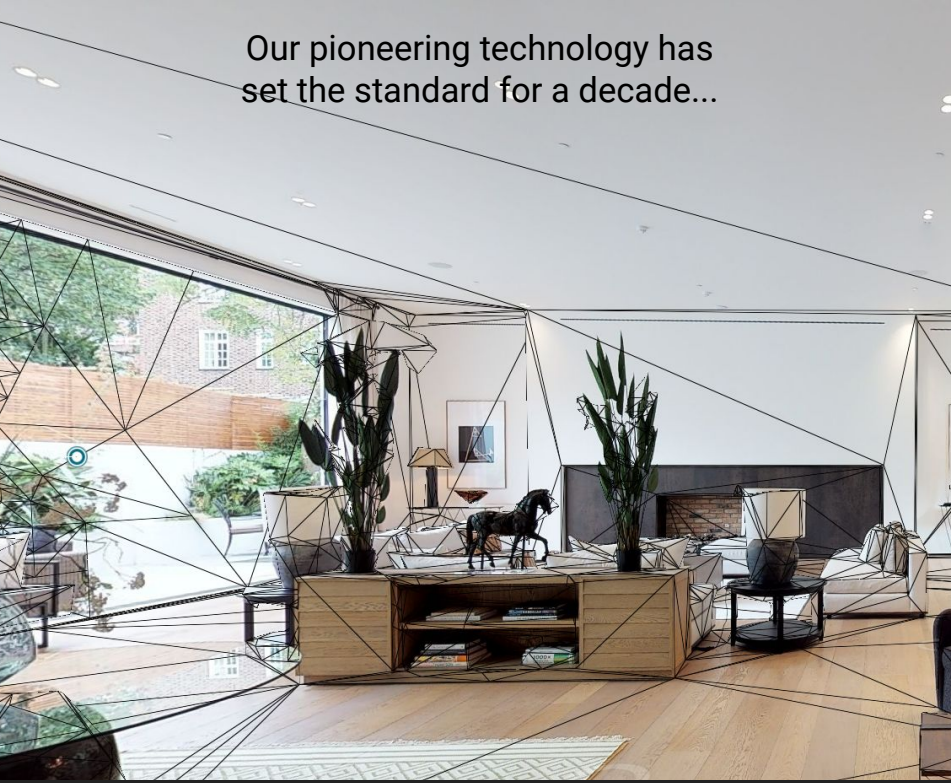
~50% of Q4 subscription revenue from outside of real estate



Notes:

For the definition of non-GAAP loss per share and a reconciliation to their most directly comparable financial measures prepared in accordance with GAAP, please see the appendix. Unaudited

Our pioneering technology has set the standard for a decade...



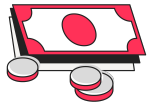
...and we are raising the bar for the future



Today, Matterport transforms buildings into data.

Tomorrow, our data will increase the value of every building.

Matterport is the market leader in an expanding global market



\$165M

run-rate revenue



28B Sq ft

managed



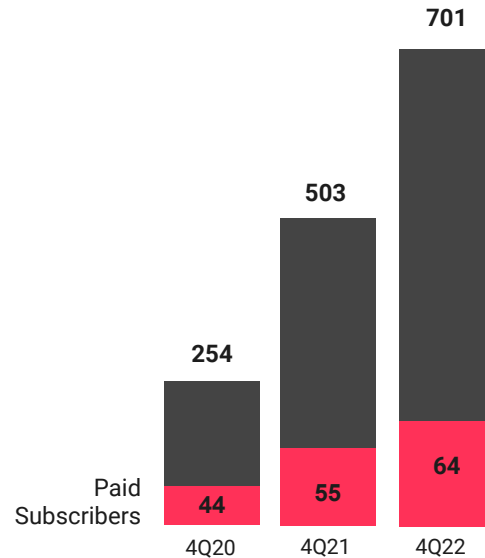
177 countries

with digital twins

Subscribers

(thousands)

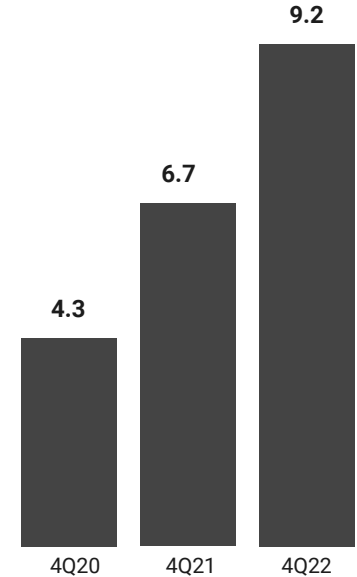
66% CAGR



Spaces Under Management

(millions)

100x Rest of Market

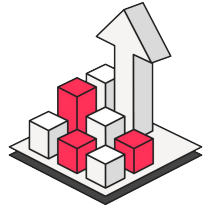


Notes:

Run-rate revenue is the annualized value of total revenue for the three months ended December 31, 2022. Spaces Under Management, square feet captured and countries are as of December 31, 2022. Unaudited

Global, Blue Chip Customers Spanning Diverse End Markets

24% of Fortune 1000 are customers



Selected Customers



JOHN DEERE



airbnb



DIOR





JOHN DEERE

- John Deere uses Matterport's Digital Twin Platform and 3D capture technology to build a virtual Operations Center for remote management of over 60 facilities across North America, South America, Europe and Asia
- With Matterport's digital twin platform, John Deere employees can remotely access any facility's digital twin to track assets and materials, monitor vehicles, and integrate real-time IoT data streams
- Collaboration takes place in real-time within the digital twin to improve productivity while reducing the need for costly site visits

"We're proud to support John Deere on its journey to reinvent manufacturing operations. Our digital twin platform enables companies to reap real productivity gains and cost savings by digitizing operations for more efficient maintenance, remote monitoring and improved decision making."

Jay Remley, Matterport Chief Revenue Officer



ESG: Creating a model of sustainability for our company & our customers

Environmental

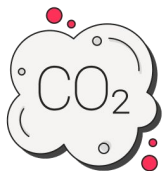
We are driven to reduce our carbon footprint and safeguard the planet for future generations.

Social

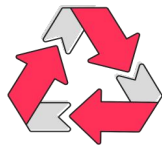
We are dedicated to empowering our employees, our customers, and our communities.

Governance

We are committed to sound governance and ethical conduct that upholds the law.



The average digital twin creator avoids around **1.31 tonnes** of CO2e a year

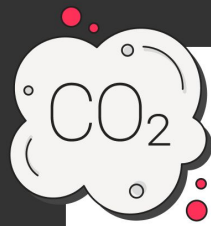


RECYCLED
60% of our paper, cardboard, metal, and plastics in 2021.

Our first annual Environmental, Social and Governance (ESG) report can be found [here](#).

For more information about our commitment to sustainability, visit <http://www.matterport.com/esg>

Matterport customers prevented



374,312
total tCO2e

emissions in 2021 by using digital twins.



On average, each digital twin avoids

~0.15 tonnes
of CO2e from being emitted.



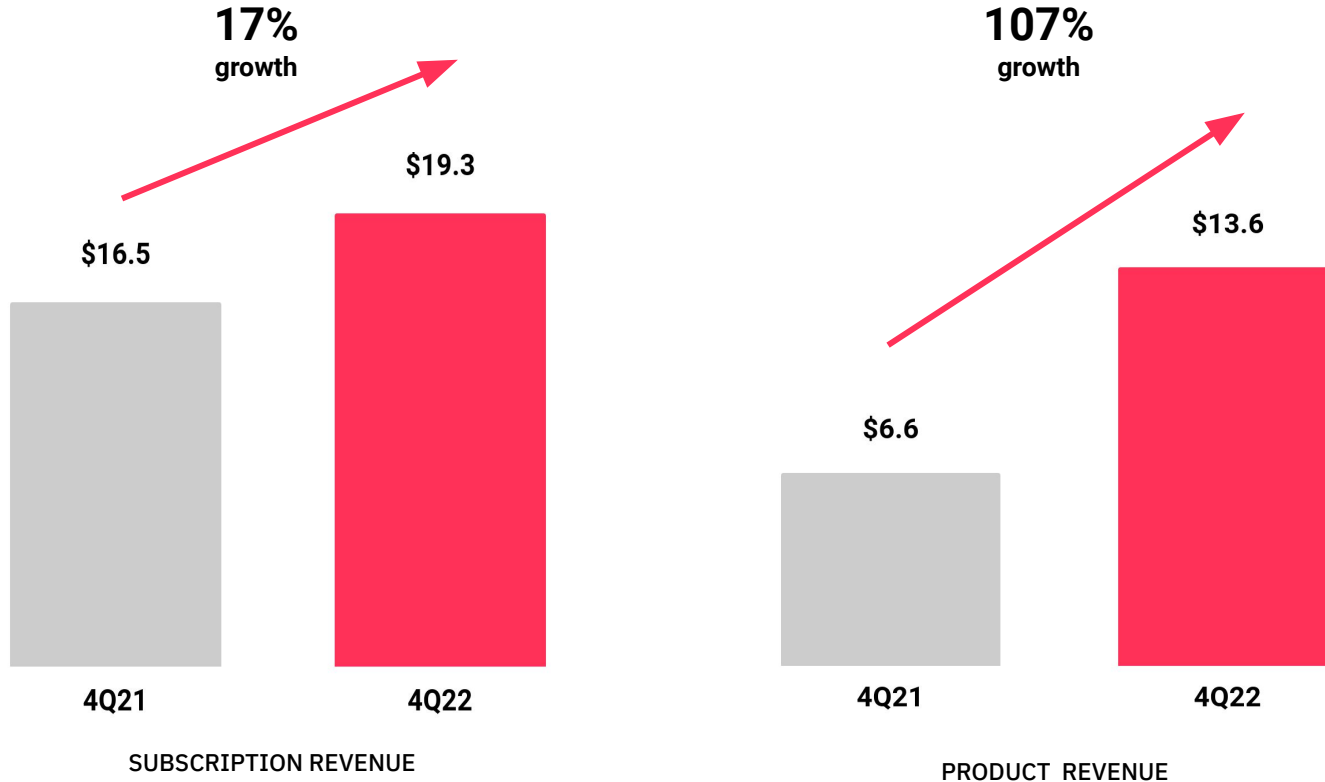
The equivalent of driving a personal car for

444
miles.

Financial Overview

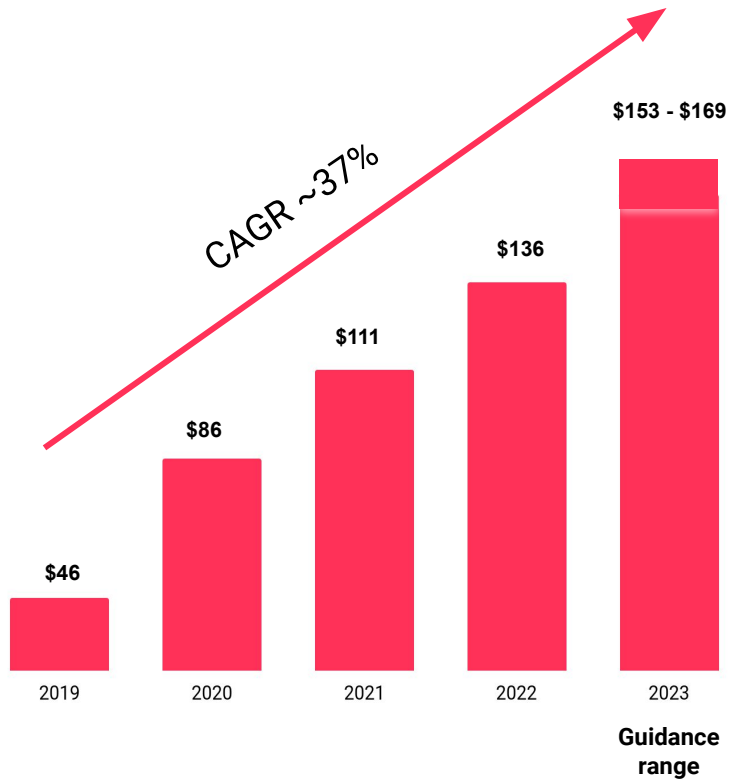
A 3D wireframe landscape with a blue sky and a red sun, overlaid with a white grid pattern. The landscape features a central circular depression and various structures and trees. The grid pattern is composed of white lines forming a complex, interconnected network.

Subscription and product revenue continue to reach new records

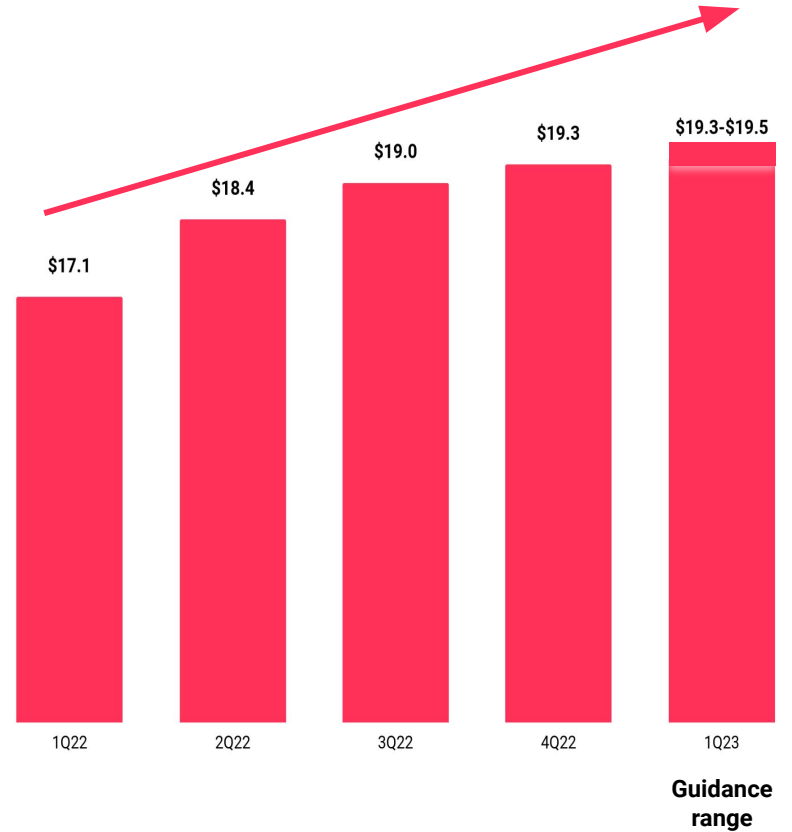


Notes:
Revenue in millions
Unaudited

Total revenue



Subscription revenue



Notes:
Revenue in millions
Unaudited

Total revenue grew 52% year-over-year

(\$000s)	Three Months Ended December 31,		Year Ended December 31,	
	2022	2021	2022	2021
Revenue:				
Subscription	19,281	16,517	73,789	61,275
License	27	284	97	4,761
Services	8,267	3,732	27,268	12,592
Product	13,566	6,554	34,971	32,546
Total revenue	41,141	27,087	136,125	111,174
Non-GAAP Gross Margin				
Subscription	75%	78%	74%	77%
License	100%	100%	100%	100%
Services	26%	28%	34%	27%
Product	-14%	-11%	-7%	24%
Total non-GAAP GM%	36%	50%	45%	57%
Total non-GAAP operating expenses	43,493	39,034	179,993	109,288
Non-GAAP loss from operations	(28,784)	(25,546)	(118,828)	(46,037)
Non GAAP net loss	(26,562)	(25,086)	(116,667)	(46,940)

- Subscription revenue grew 17%
- Services revenue grew 122%
- Product revenue grew 107%
- 4Q22 gross margin includes \$5.0 million expense related to Pro2 inventory

Notes:

Unaudited

For the definition of non-GAAP gross margin, loss from operations and net loss and a reconciliation to their most directly comparable financial measures prepared in accordance with GAAP, please see the appendix

Fortress balance sheet with \$477M cash and investments

(\$000s)

Consolidated Balance Sheet Data:

	December 31, 2022	December 31, 2021
Cash and cash equivalents	117,128	139,519
Short-term and long-term investment	359,774	528,590
Restricted cash equivalent	-	468
Working capital ⁽¹⁾	468,954	404,376
Property and equipment, net	30,559	14,118
Total assets	640,395	719,176
Total liabilities ⁽²⁾	55,681	34,463
Public and Private Warrants liabilities	803	38,974
Contingent earn-out liability	-	377,576
Total stockholders' equity	583,911	268,163

Notes:

Unaudited

(1) Working capital is defined as current assets less current liabilities

(2) Total liabilities do not include public and private warrant liabilities and contingent earn-out liability that are presented at period-end fair market value and listed separately in the table

Guidance for Q1 and full year 2023 projects continued revenue growth & improving loss per share

	Q1 2023 Guidance	2023 Guidance
Revenue (in millions)	\$34 – \$36	\$153 – \$169
<i>Year-over-year growth</i>	19% - 26%	12% - 24%
Subscription Revenue (in millions)	\$19.3 – \$19.5	\$84.5 – \$86.5
Non-GAAP loss per share	(\$0.09) - (\$0.11)	(\$0.32) - (\$0.36)
Weighted average fully diluted shares outstanding (in millions)	293	300

Notes:

Matterport is not able to provide a reconciliation of non-GAAP loss per share to GAAP loss per share because Matterport does not provide specific guidance for the various exclusions adjusted from net loss. These items have not yet occurred, are out of Matterport's control and/or cannot be reasonably predicted. As a result, reconciliation of the non-GAAP guidance measures to GAAP is not available without unreasonable effort, and Matterport is unable to address the probable significance of the unavailable information

Business highlights



Massive, unpenetrated \$240B+ TAM

>\$327T 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 digital twins
28B square feet managed
9.2M digital twins

Unrivaled software & data platform with significant expansion opportunities

New cloud platform for enterprise
Launched all new Pro3 camera
3B+ 3D Data Points

Global, blue chip customers spanning diverse end markets

701K Subscribers
177 Countries
24% of Fortune 1000

Rapid growth across revenue line items

52% Y/Y Q4 total revenue growth
122% Y/Y Q4 services revenue growth
107% Y/Y Q4 product revenue growth

Proven leadership team with large-scale platform experience

Prior Experience:
Apple, Google, Salesforce, Mailchimp, 8x8

Notes:

As of December 31, 2022

TAM estimate from Savills World Research and the Company

Appendix

GAAP to Non-GAAP reconciliation - Net Loss and Loss per Share

	Three Months Ended December 31,		Fiscal Year Ended December 31,	
	2022	2021	2022	2021
GAAP net loss	\$ (60,350)	\$ (160,990)	\$ (111,339)	\$ (338,060)
Stock based compensation expense (1)	33,140	68,847	152,788	100,844
Acquisition-related costs (2)	-	887	1,294	887
Transaction cost (3)	-	-	-	565
Amortization expense of acquired intangible assets	443	-	1,411	-
Change in fair value of common stock warrant liabilities (4)	(888)	24,194	(27,035)	48,370
Change in fair value of contingent earn-out liability (5)	-	41,976	(136,043)	140,454
Impairment of investment	1,093	-	1,093	-
Payroll tax related to contingent earn-out share issuance (6)	-	-	1,164	-
Non-GAAP net loss	\$ (26,562)	\$ (25,086)	\$ (116,667)	\$ (46,940)
GAAP net loss per share attributable to common stockholders, basic and diluted	\$ (0.21)	\$ (0.66)	\$ (0.39)	\$ (2.58)
Non-GAAP net loss per share attributable to common stockholders, basic and diluted	\$ (0.09)	\$ (0.10)	\$ (0.41)	\$ (0.23)
GAAP weighted-average shares used to compute net loss per share, basic and diluted	289,164	244,678	283,585	131,278
Adjustment for common stock issued in connection with the Merger (7)	-	-	-	70,561
Non-GAAP weighted-average shares used to compute net loss per share, basic and diluted	289,164	244,678	283,585	201,839

(1) Consists primarily of non-cash share-based compensation related to the Company's stock incentive plans and earn-out arrangement

(2) Consists of acquisition transaction costs

(3) Consists of the transaction costs associated with warrants instrument issuance

(4) Represents non-cash fair value measurement change for public and private warrants

(5) Represents the non-cash fair-value measurement change related to our earn-out liability

(6) Represents the payroll tax related to Earn-out shares issuance and release

(7) 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

Non-GAAP Financial Measures

This presentation includes the non-GAAP financial measures non-GAAP net loss and non-GAAP net loss per share, basic and diluted.

We define non-GAAP net loss as net loss, adjusted to exclude stock-based compensation expense, fair value change of warrants liabilities, fair value change of earn-out liabilities, payroll tax related to contingent earn-out share issuance, acquisition-related costs, transaction costs, impairment of investment, and amortization of acquired intangible assets, in order to provide investors and management with greater visibility to the underlying performance of Matterport's recurring core business operations. In order to calculate non-GAAP net 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 loss per share, basic and diluted, as GAAP weighted average shares used to compute net loss per share attributable to common stockholders, basic and dilutive, adjusted to reflect the shares of Matterport's Class A common stock exchanged for the previously issued and outstanding shares of redeemable convertible preferred stock and common stock warrants of Matterport, Inc. (now known as Matterport Operating, LLC) in connection with the recently completed merger, that are outstanding as of the end of the period as if they were outstanding as of the beginning of the period for comparability.

GAAP to Non-GAAP reconciliation - Gross Margin

Non-GAAP gross profit and gross margin: (\$000s)	Three months ended				Fiscal year ended			
	12/31/2022		12/31/2021		12/31/2022		12/31/2021	
GAAP gross profit and gross margin:								
Subscription	12,985	67%	12,306	75%	49,530	67%	46,521	76%
License	27	100%	284	100%	97	100%	4,761	100%
Services	1,980	24%	471	13%	8,276	30%	2,546	20%
Product	(3,159)	-23%	(1,813)	-28%	(6,057)	-17%	6,143	19%
Total GAAP gross profit and gross margin	11,833	29%	11,248	42%	51,846	38%	59,971	54%
Add: Stock based compensation expense								
Subscription	1,494		548		4,820		790	
License	-		-		-		-	
Services	137		592		907		880	
Product	1,245		1,100		3,592		1,610	
Total	2,876	7%	2,240	8%	9,319	7%	3,280	3%
Non-GAAP Gross profit and gross margin:								
Subscription	14,479	75%	12,854	78%	54,350	74%	47,311	77%
License	27	100%	284	100%	97	100%	4,761	100%
Services	2,117	26%	1,063	28%	9,183	34%	3,426	27%
Product	(1,914)	-14%	(713)	-11%	(2,465)	-7%	7,753	24%
Total non-GAAP gross profit and gross margin	14,709	36%	13,488	50%	61,165	45%	63,251	57%

GAAP to Non-GAAP reconciliation - Loss from Operations

Non-GAAP Reconciliation - Loss from Operations (\$000s)	Three months ended		Fiscal year ended	
	12/31/2022	12/31/2021	12/31/2022	12/31/2021
GAAP gross profit and gross margin:	11,833	11,248	51,846	59,971
Add: Stock based compensation expense	2,876	2,240	9,319	3,280
Total non-GAAP gross profit and gross margin	14,709	13,488	61,165	63,251
GAAP research and development expenses	18,421	27,780	85,025	55,379
Less: Stock based compensation expense	7,833	18,804	35,365	25,733
Less: Amortization expense of acquired intangible assets	270	-	1,065	-
Less: Tax impact related to contingent earn-out share issuance	-	-	505	-
Non-GAAP research and development expenses	10,318	8,976	48,090	29,646
GAAP selling, general and administrative expenses	55,779	78,748	242,306	152,360
Less: Stock based compensation expense	22,431	47,803	108,104	71,831
Less: Acquisition-related costs	-	887	1,294	887
Less: Amortization expense of acquired intangible assets	173	-	346	-
Less: Tax impact related to contingent earn-out share issuance	-	-	659	-
Non-GAAP selling, general and administrative expenses	33,175	30,058	131,903	79,642
GAAP loss from operations	(62,367)	(95,280)	(275,485)	(147,768)
Add: Stock based compensation expense	33,140	68,847	152,788	100,844
Add: Acquisition-related costs	-	887	1,294	887
Add: Amortization expense of acquired intangible assets	443	-	1,411	-
Add: Tax impact related to contingent earn-out share issuance	-	-	1,164	-
Non-GAAP loss from operations	(28,784)	(25,546)	(118,828)	(46,037)