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In connection with the proposed business combination, Gores Holdings VI, an information statement of Matterport, inc. ("Matterport") and a prospectus of Gores Holdings VI. The proxy statement/formation statement/prospectus is not yet effective. The definitive proxy statement/prospectus is not yet effective. The definitive proxy statement/prospectus is not yet effective by the U.S. Securities and Exchange Commission (the "SEC"), will be sent to all Gores Holdings VI and Matterport stockholders as of a record date to be established for voting on the proposed business combination and ther matters to be voted upon at a meeting of the Gores Holding VI stockholders to be held to approve the proposed business combination and other matters (the "Special Meeting"). Gores Holding VI may also file other documents regarding the proposed business combination and the other matters to be voted upon at the Special Meeting and is not intended to provide the basis for any investment decision or any other decision in respect of such matters. Before making any voting decision, investors and security holders of Gores Holding VI and Matterport are urged to read the registration statement/prospectus and all other relevant documents filed or that will be filed with the SEC in connection with the proposed business combination.

Investors and security holders will be able to obtain free copies of the proxy statement/information statement/prospectus and all other relevant documents filed or that will be filed with the SEC by Gores Holdings VI through the website maintained by the SEC at www.sec.gov, or by directing a request to Gores Holdings VI, Inc., 6260 Lookout Road, Boulder, CO 80301, attention: Jennifer Kwon Chou or by contacting Morrow Sodali LLC, Gores Holdings VI's proxy solicitor, for help, toll-free at (800) 662-5200 (banks and brokers can call collect at (203) 658-9400).

Gores Holdings VI and Matterport and their respective directors and officers may be deemed to be participants in the solicitation of proxies from the Gores Holdings VI's stockholders in connection with the proposed business combination. Information about Gores Holdings VI's directors and executive officers and their ownership of Gores Holdings VI's securities is set forth in Gores Holdings VI's filings with the SEC. Additional information regarding the interests of those persons and other persons who may be deemed participants in the proposed business combination may be obtained by reading the proxy statement/information statement/prospectus regarding the proposed business combination when it becomes available. You may obtain free copies of these documents as described in the preceding paragraph.

This document contains certain forward-looking statements within the meaning of the federal securities laws with respect to the proposed business combination, between Gores Holdings VI and Matterport, Inc., including statements regarding the benefits of the proposed business combination, the anticipated timing of the proposed business combination, the services offered by Matterport and the markets in which Matterport operates, business strategies, debt levels, industry environment, potential growth opportunities, the effects of regulations and Gores Holdings VI's or Matterport's projected future results. These forward-looking statements generally are identified by the words "believe," "project," "expect," "anticipate," "estimate," "intend," "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 are predictions, projections and other statements about future events to differ materially from the forward-looking statements in this document, including but not limited to: (1) the risk that the proposed business combination may not be completed by Gores Holdings VI's business combination deadline and the potential failure to obtain an extension of the business combination deadline in a statement by Gores Holdings VI's business combination deadline and the potential failure to obtain an extension of the business combination deadline in sought by Gores Holdings VI's public stockholders, the satisfaction of the minimum trust account amount following redemptions by Gores Holdings VI's public stockholders and the receipt of certain governmental and regulatory approvals; (iv) the effect of the announcement or pendency of the proposed business combination on Matterport's business relationships, performance, and business generally; (v) risks that the proposed business combination disrupts current plans of Matterport approved business combination; (vii) the outcome of any legal proceedings that may be instituted against Gores Holdings VI's securities on the NASDAQ; (viii) the price of Gores Holdings VI's securities on the NASDAQ; (viii) the price of Gores Holdings VI's securities on the NASDAQ; (viii) the price of Gores Holdings VI's securities and highly regulated industries in which Matterport plans to operate, variations in performance across competitors, changes in laws and regulations affecting Matterport's business and changes in the combined capital structure; and (ix) the ability to implement business plans, forecasts, and other expectations affecting Matterport's business combination, 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 that will be described in Gores Holdings VI's fram time to time with the SEC. These filings identify and address

This presentation contains financial forecasts for Matterport with respect to certain financial results for the company's fiscal years 2020 through 2025. Neither Gores Holdings VI's nor Matterport's (collectively, the "Companies") independent auditors have auditors have auditored, studied, compiled or performed any procedures with respect to the purposes of their inclusion in this document, and, accordingly, they did not express an opinion or provide any other form of assurance with respect thereto for the purposes of this document. These projections are forward-looking statements and should not be relied upon as being necessarily indicative of future results. In this document, certain of the above-mentioned projected information has been provided for purposes of providing comparisons with historical data. The assumptions and estimates underlying the projected financial information are inherently uncertain and are subject to a wide variety of significant business, economic and competitive risks and uncertainties that could cause actual results to differ materially from those contained in the projected financial information. Accordingly, there can be no assurance that the prospective results are indicative of the future performance of Matterport or that actual results will not differ materially from those presented in the projected information in this document should not be regarded as a representation by any person that the results contained in the prospective information will be achieved.

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This document includes certain historical and forward-looking non-GAAP financial measures, including EBITDA. Matterport defines EBITDA as non-GAAP earnings before income taxes, depreciation and amortization. These non-GAAP measures are in addition to and not a substitute for of superior to measures of financial performance prepared in accordance with GAAP and should not be considered as an alternative to revenue, net income, operating income or any other performance measures derived in accordance with GAAP metavor prepared these non-GAAP measures to evaluate its historical and projected financial and operating performance. However, there are a number of limitations reflated to the use of these non-GAAP measures and their nearest GAAP equivalents. For example, other companies may calculate non-GAAP measures differently, or may use other measures to calculate their financial performance and therefore Matterport's non-GAAP measures may not be directly comparable to similarly titled measures of other companies. This document also contains certain projections of non-GAAP financial measures. Due to the high variability and difficulty in making accurate forecasts and projections of some of the information excluded from these projected measures, together with some of the excluded information not being ascertainable or accessible, Matterport is unable to quantify certain amounts that would be required to be included in the most directly comparable GAAP financial measures without unreasonable effort. Consequently, no disclosure of estimated differently in, any registration statement to be filed in connection with any proposed business combination.

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### **Analyst Meeting: June 16**

Welcome

Introduction to Matterport — RJ Pittman

GTM and Customers — Jay Remley

Marketing — Robin Daniels

Technology — Japjit Tulsi

Finance — JD Fay

Closing





### **Investment highlights**

Massive, unpenetrated \$240B+ Total Available Market

Market leader fueling the digital transformation of the built world

Unrivaled software & data platform with significant expansion opportunities

Global, blue chip customers spanning diverse end markets

Rapid growth, efficient customer acquisition, and expanding margins

Proven leadership team with large-scale platform experience







# 4 Billion Buildings

Largest asset class in the world \$230T in total property value

# 20 Billion Spaces

Digitization of the built world is the largest new frontier in decades

## Offline & Undervalued

\$100B's in unrealized utilization and operating efficiencies

Estimates from Savills World Research and the Company

## Proven leadership team with large-scale platform experience



**RJ Pittman** Chief Executive Officer G 🛊 ebay



JD Fay Chief Financial Officer

(GROAD' NeePhotonics view



**Jay Remley** Chief Revenue Officer

G SEAGATE



Jean Barbagelata Chief People Officer MP The Real Real



**Dave Gausebeck** Co-founder, Chief Scientist PayPal



**Robin Daniels Chief Marketing Officer** 



**Japjit Tulsi** Chief Technology Officer

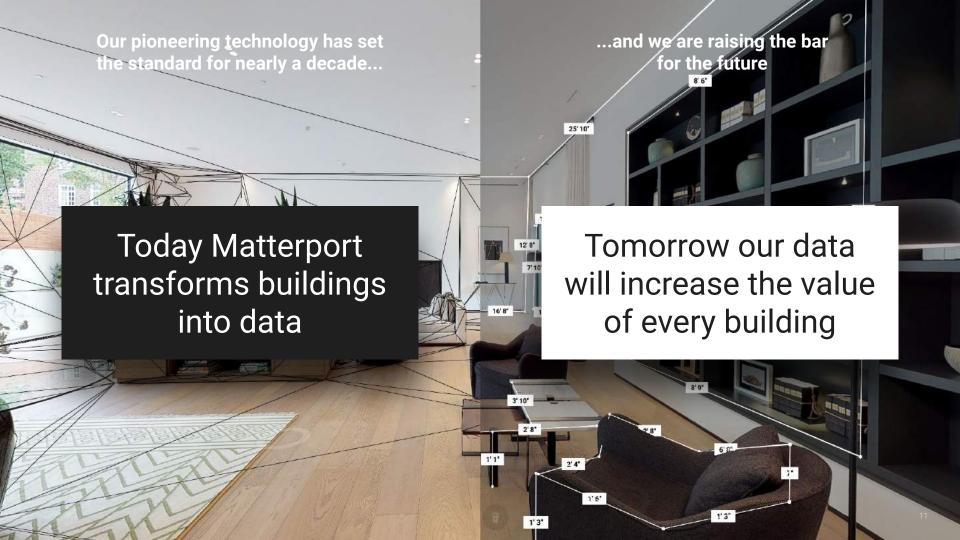


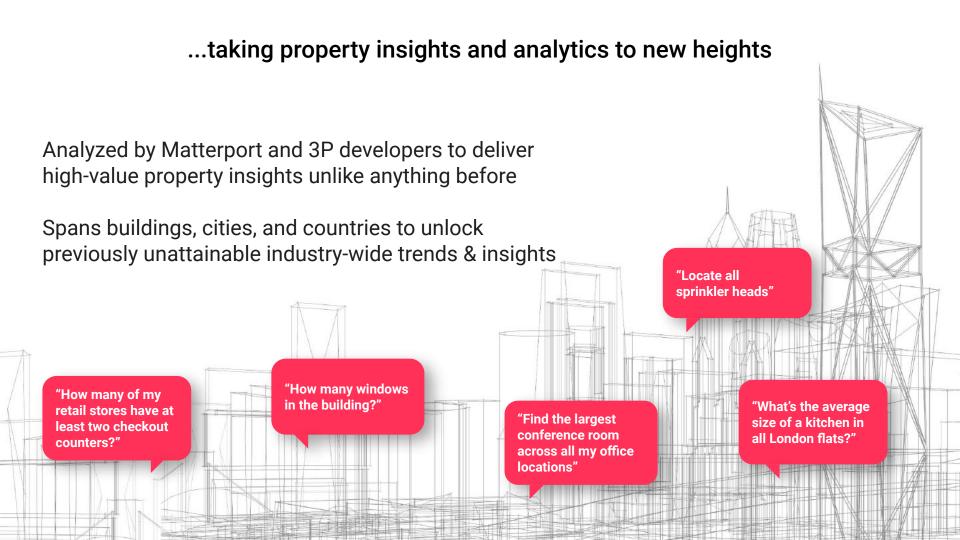
**Dave Lippman** Chief Design Officer 🛊 ebay



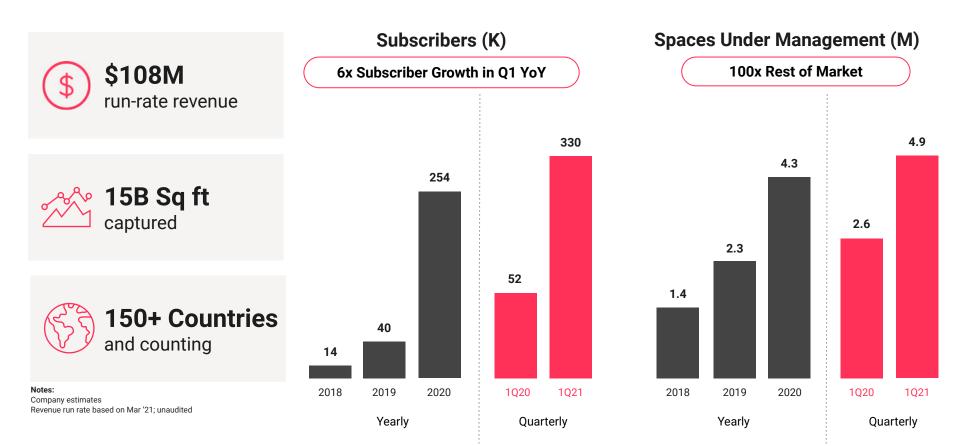
Take your building online with Matterport to design, build, promote, and manage your most valuable asset at your fingertips



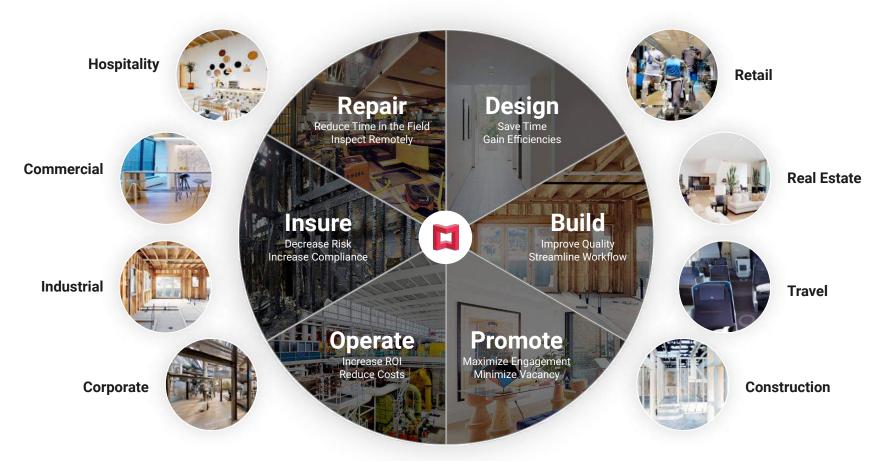




### Matterport defined the category and we are the clear market leader



## Matterport delivers value across the property lifecycle for diverse end markets



## \$240B global TAM opportunity as properties move online...

**4B**Buildings

**20B** 

Spaces

@ \$1

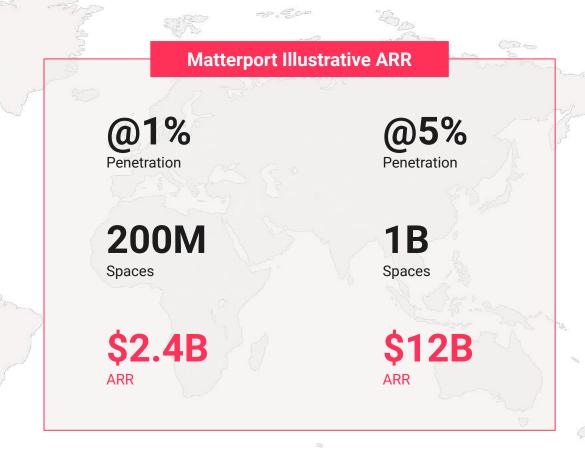
Per Space / Month

\$240B

**TAM** 

#### Notes:

TAM estimate from Savills World Research and the Company ARR = Annual Recurring Revenue



## ...with significant upside monetizing digital property insights and services

**4B**Buildings

**20B** 

Spaces

@\$5

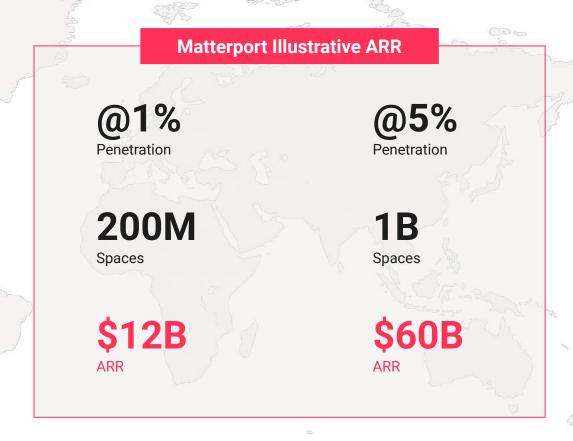
Per Space / Month

\$1.2T

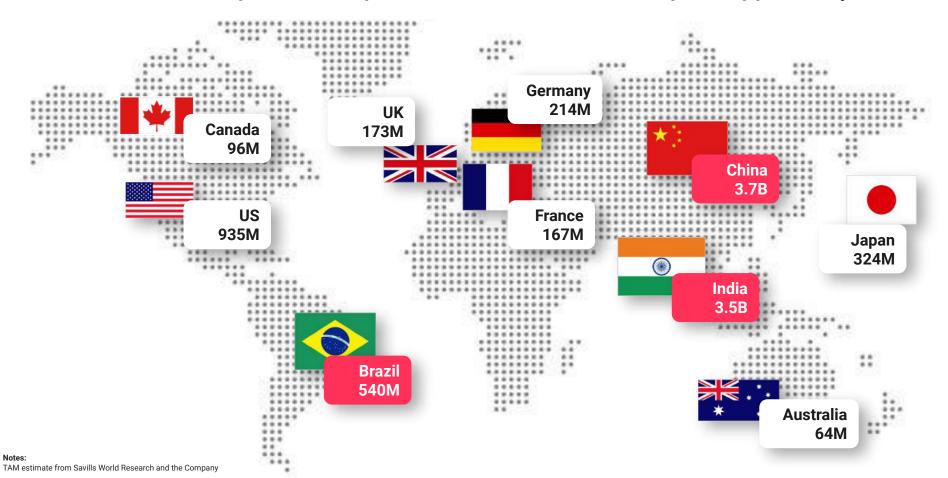
**TAM** 

Notes:

TAM estimate from Savills World Research and the Company



## TAM in 10 top countries presents an estimated 10B space opportunity



## Multiple vectors for continued growth

**3rd Party** 

Unlock the SaaS Flywheel **Expand Use Cases**  **Expansion** 

International

**Extend country-level penetration** Scale global reach to new markets Unlock high density property markets around the world

Marketplace

Partner + developer integration 3rd party application marketplace Scale spatial data services business

**Expand smartphone capture** Accelerate subscriber growth **Scale Capture Services** 

Scale enterprise Introduce new applications Acquire new, larger customers



#### Global customer base with low customer concentration

330K

Customers across diverse verticals

150+

Countries

13%+

of Fortune 1000

<10%

of total revenue from top 10 customers

Real Estate

REDFIN

**CENTURY 21** 

**ENGEL&VÖLKERS** 

RE/MAX 🍣

(I)JLL kW

AEC

BURNS MSDONNELL

Gilbane

Hines

Travel & Hospitality



vacasa

HYAIT.

HomeAway<sup>1</sup>

Repair & Insurance





ServiceMaster.

**Industrial & Facilities** 



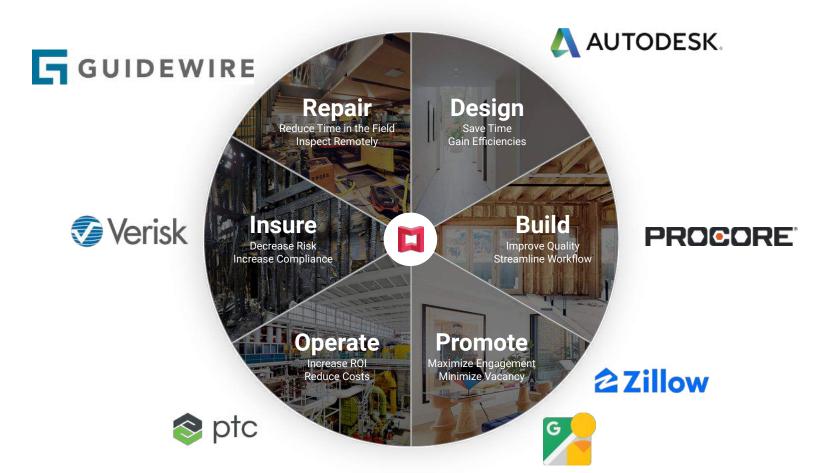




## **Customers love Matterport in multiple market segments**



## Enterprise integrations extend our reach across the property lifecycle



## **PAULDAVIS**

A division of First Service Corporation that specializes in residential property loss services

\$1.1B Revenue

126k Employees

1395 Franchises

Canada/USA

#### **Current Use Cases**

- Insurance Carriers/Agents
- Property Managers
- Third Party Networks
- Restoration Partners
- First Responders



- 3-4x productivity improvement for estimators
- Delivers measurement data accuracy within 1%
- Automate sketches with measurements
- Higher cost efficiency resulting in better relationships among carriers

## Insurance and restoration customer gets more value from investigations







#1 Ranked Power & Utilities General Contractor in North America

\$6B Revenue

2000+ Employees

50+ Offices

25 Countries

#### **Current Use Cases**

- Equipment Inventory Catalogs
- Remote Validation for CAD & BIM
- Employee Onboarding & Training



- 3x increase in field productivity
- 50% reduction in travel costs for physical site visits
- Replaced complicated, expensive hardware and desktop software



Keller Williams is the world's largest residential real estate brokerage by # of agents and sales volume

\$400B+ Sales Volume

200K Agents / Employees

1,070 Offices

1.25M Listings

#### **Current Use Cases**

- Capture Services: Seamless Matterport Space creation at scale through an "easy button" integrated with KWx portal
- Democratization of 3D digital twins scaled to 80% of US listings
- Disseminate unique feature sets and value added assets that differentiate KW agents, delight buyers



- Platform level integration that enhances every KW listing, whether through MLS or KW.com
- Best in class listing experiences for agents to generate needle moving digital interactions
- Adoption and utilization by KW agent network at scale



Global commercial real estate services firm with comprehensive offerings for owners & occupiers

\$16.6B Revenue

280 Offices

91K Employees

**80 Countries** 

#### **Current Use Cases**

- Virtual Leasing by brokers
- Facilities Management
- Design/Remodel

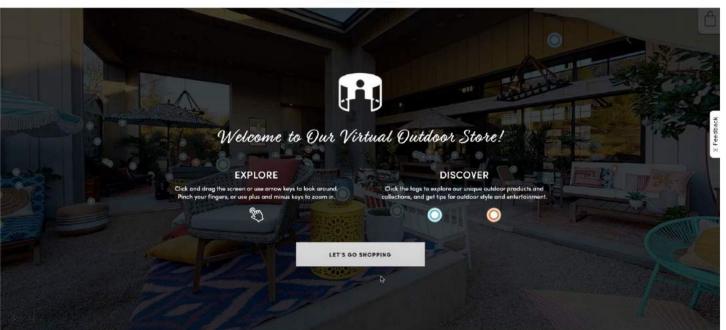


- Unrivaled spatial data and virtual model fidelity
- Global Scalability across North America, Europe, and Asia Pacific
- Integration with construction design software/BIM capabilities.





**□** ♣ ≥ □



© 2011 Cost Plus World Market. All rights reserved. Terms of Use Privacy Policy Feedback.

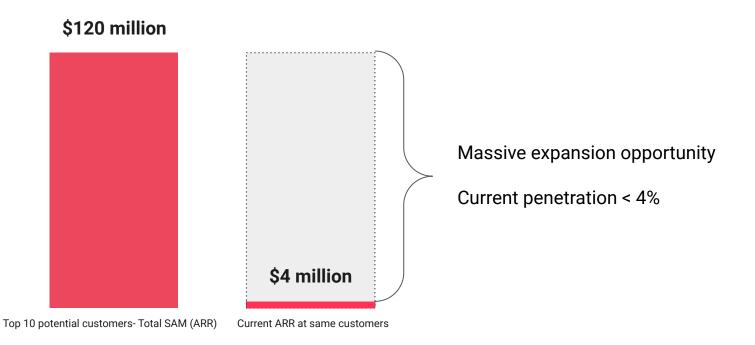


Consumers can make purchases right in the 3D virtual store



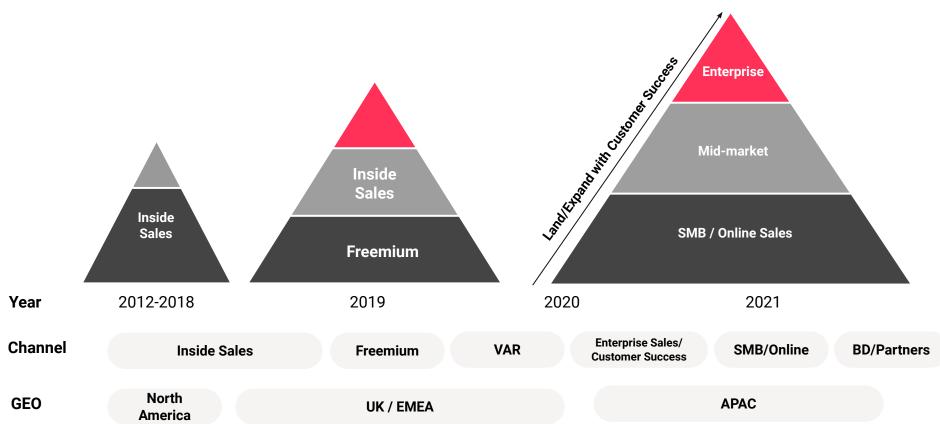


## Plenty of headroom with our top potential customers





## Scaling GTM to address big enterprise customers globally



## Matterport Capture Services TM

First of its kind, managed marketplace through which customer can instantly order and receive Matterport digital twins for any property, anywhere in the world.



## **Capture Services On-Demand**

In just a few clicks, customers can schedule a capture appointment with the company's network of expert Capture Technicians equipped with a Matterport Pro 2 camera.

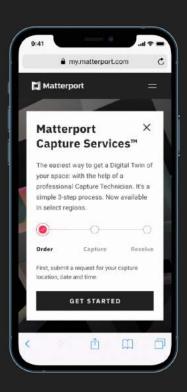


## **Capture Services for Enterprise**

Services platform that delivers a convenient turnkey solution for enterprises that need to digitize tens of thousands of real estate assets globally, simultaneously and with speed.



## Capture Services On-Demand: easier than ordering dinner





Available with standard paid subscription plans



Simple five step order experience. Pricing is based size and location



Easily view upcoming and historical orders

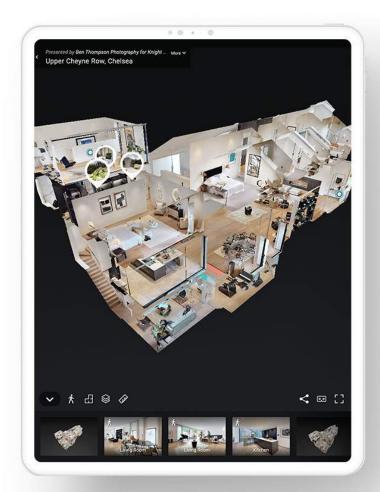


Available today



## There's no bigger marketing opportunity

- A tectonic shift in how people and companies define a physical space and what it is capable of
- 2. The opportunity to spark a global movement at scale with customers, partners, and visitors by being first mover, first scaler
- Drive exponential revenue growth for Matterport through new value creation for every space on the planet





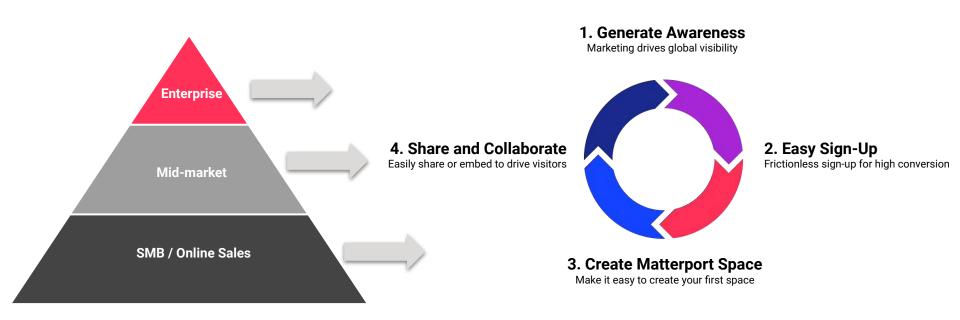
# Six pillars of our marketing strategy

Campaigns	Launches	SaaS Flywheel	Brand Leverage	Category Leadership	Insights
Tightly integrated campaigns focused on our core initiatives	iPhone, Android, Platform, Capture Services, Partnerships, more!	Optimize the flywheel to drive usage, expansion, and account growth	Scale and grow the brand through storytelling and partners	Drive category leadership through partnerships and analyst relations	Best-in-class insights and data to drive marketing and programs

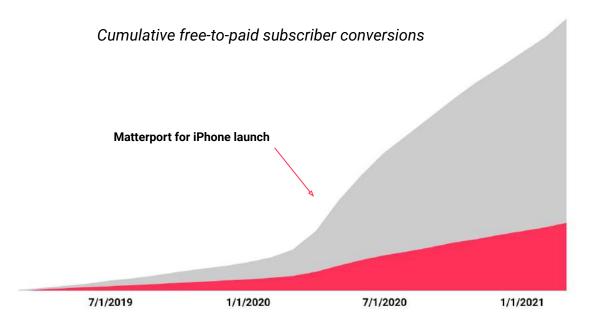




#### The SaaS Flywheel makes it easy to "Try Before You Buy"



## Our SaaS Flywheel drives conversion to paid plans



- No-risk try before you buy
- 13% of Fortune 1000 in the Freemium Flywheel
- Select enterprise customers who started as Free users:





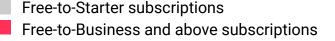




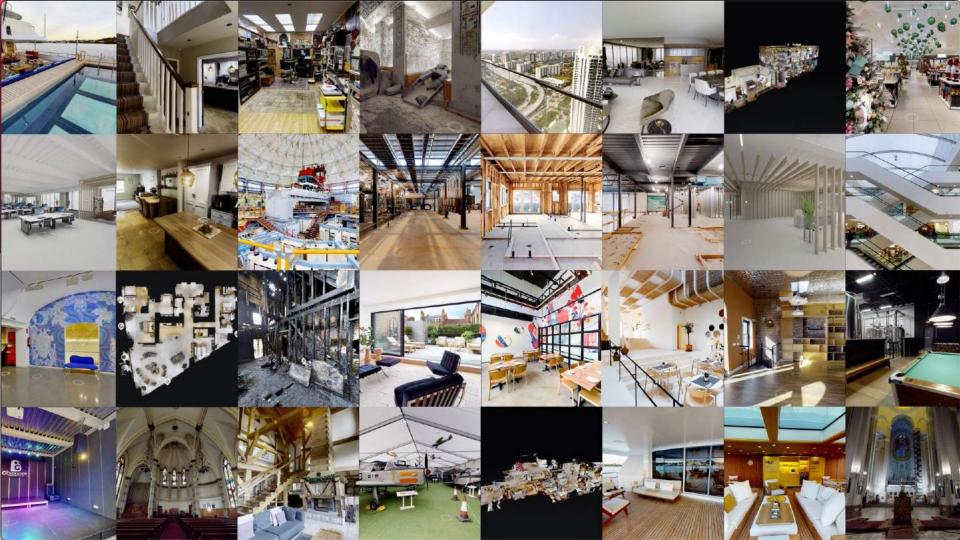








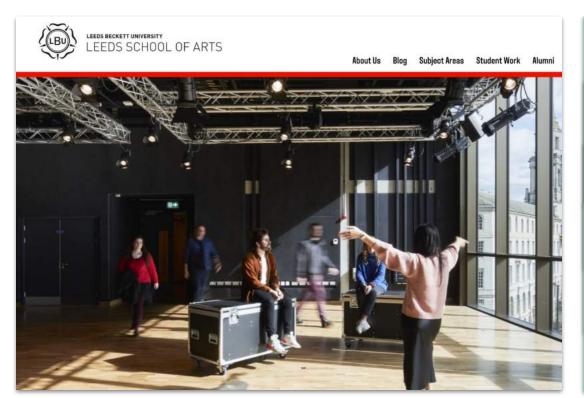




# **Our customers LOVE sharing stories using Matterport**

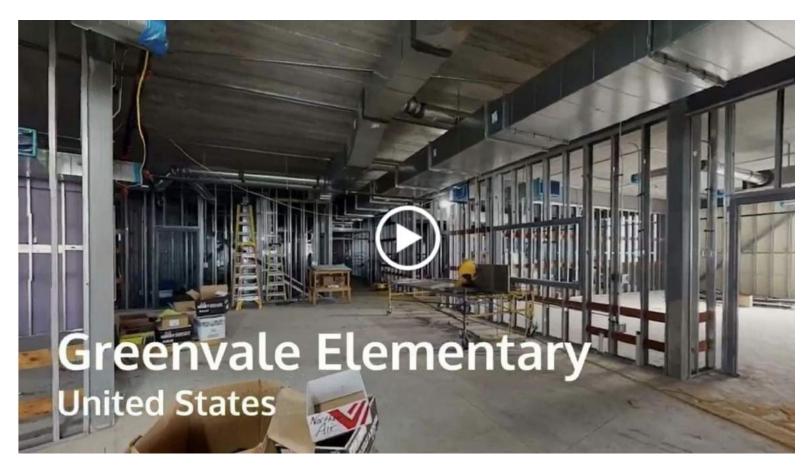


## Our customers LOVE sharing their stories using Matterport





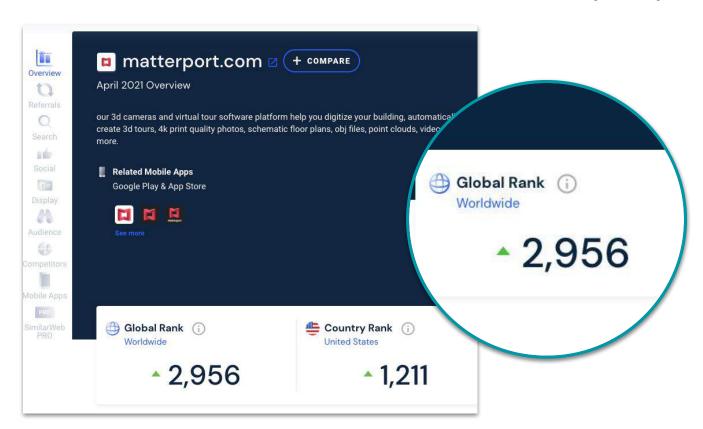
## Our customers LOVE sharing their stories using Matterport



# Influencers drive awareness and sign-ups and 100ks of views



#### More than 2.5 billion views of Matterport spaces













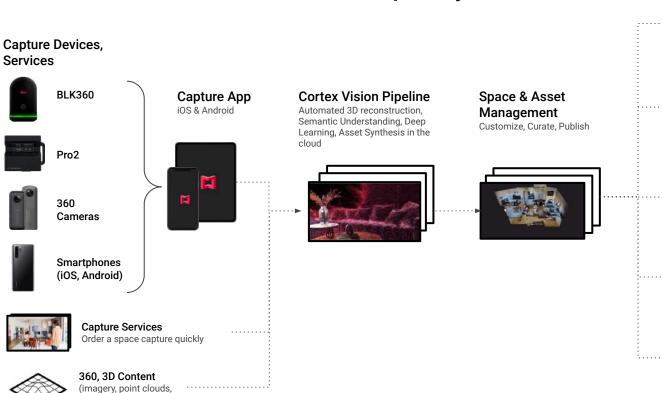
Rank ~6,000







#### Matterport system overview



mesh)

#### **Deep Spatial Indexing**

Al-powered Model Performance, Market Intelligence: optimize promotion, content inventory



#### **Experiences**

 Mobile, Web, VR Embedded, Customized (SDK) Explore (Destinations, Venues)



#### Strategic Integrations

Content Distribution, Verisk, Autodesk Revit



#### Partner Ecosystem

SDK & APIs, App Directory, Developer Program



#### **Enterprise & Analytics**

Space, workflow, users, & metadata management.





## Lombard Street San Francisco, CA

Mix of Pro2, iPhone and Leica BLK Scans

447 seamless scans

4 story building, 2 underground

Indoor, outdoor and doll house views

Virtually staged garage with 3rd party API

#### We are a platform company focused on scaling

#### **Ubiquitous Capture at Scale**

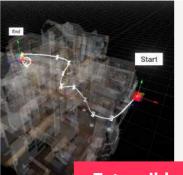


- Breakthrough capture technology
- 3D reconstruction from 2D
- Smartphone capture



#### **Largest Spatial Data Library**

- Millions of buildings & spaces
- | Billions of square feet captured
- | Billions of 3D data points



- 3P solution marketplace
- | Robust data services layer
- APIs and integration frameworks
- SDKs and developer support

**Extensible Platform Ecosystem** 



- | Computer vision analysis
- | Deep spatial indexing
- Search engine for built world
- Context understanding for "building Intelligence"

**Al Powered Insights** 

## Scalable device-independent capture technology

#### **Ubiquitous Capture**



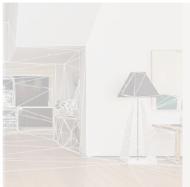
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#### A camera for every space

Enable fast, easy spatial capture from any device



Matterport Pro2



Leica BLK360



Ricoh Theta SC2



Ricoh Theta V



Ricoh Theta 71



Insta360 ONE X2



Insta360 ONE R



Matterport for iPhone Capture



Android Smartphone Capture (Alpha)

Matterport Pro2
Hi-res imagery
accuracy, fast capture

Leica BLK
LiDAR based
measurement accuracy

**360 Cameras**Quick, easy
affordable capture

22

Insta360

ONE X

Smartphone No-cost approach to adopt Matterport

#### **Cortex: Creating the Matterport digital twin**

Matterport solved unique computer vision problems to provide fully automated, scalable and ultra fast 3D reconstruction

#### Alignment

Seamlessly assemble each scan to form a digital version of the room in real-time

Simultaneously collect rich spatial data to analyze later

#### Global Reconstruction

Identify all objects in the scene in both foreground and background and separate the room from the furnishings

# Structural Analysis

Semantic
understanding of the
scanned space to
accurately recreate
room and floor
separation of entire
buildings - a true 3D
twin of any structure

#### Image Processing

Photography enhancements ensure every digital twin looks consistent and professional

Automatic color management & correction, white balance &, tone mapping.

# Processing Environment

Scalable and high performing Cloud based infrastructure capable of creating tens of thousands of digital twins a day

#### Delivering petabytes of spatial data through the processing pipeline



- Breakthrough capture technology
- 3D reconstruction from 2D
- Smartphone capture



- **Largest Spatial Data Library** 
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# Our unrivaled spatial data library has proven to be a durable competitive advantage...

5M 15B 3B+ 64
SUM Sq ft captured 3D Data Points Patents



## Understanding Matterport's spatial data extends our advantage...



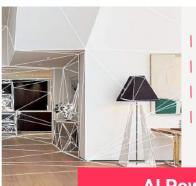
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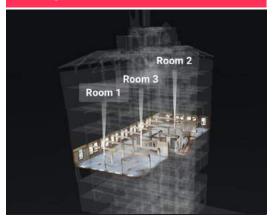


- | Computer vision analysis
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- Search engine for built world
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**Al Powered Insights** 

## ...by analyzing the Matterport digital twin for new insights

#### **Segment Floors & Rooms**



Accurately recreate room and floor separation of entire buildings

#### **Segment & Classify Objects**



Separate the room from the furnishings and equipment. Identify any object or feature

**Measure & Analyze** 

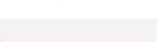


Retrieve highly accurate measurement data for inspection, planning, documentation, and more

# Our spatial data is searchable and ready to analyze

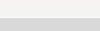


































ZONE 2

ZONE 4



Sprinkler 82









3873 SF







#### Matterport partner ecosystem scales our competitive advantage



- Breakthrough capture technology
- 3D reconstruction from 2D
- Smartphone capture



- Millions of buildings & spaces
- | Billions of square feet captured
- | Billions of 3D data points



- 3P solution marketplace
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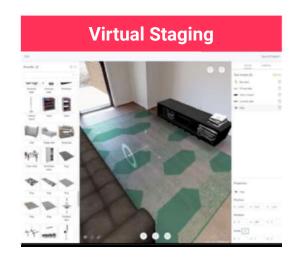


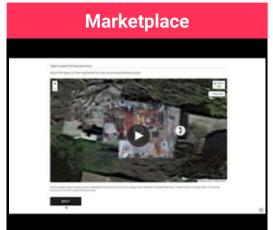
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- Search engine for built world
- Context understanding for "building Intelligence"

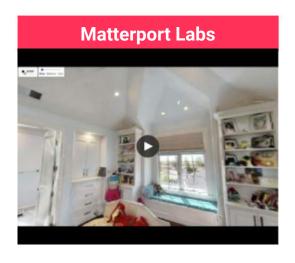
**Extensible Platform Ecosystem** 

#### Enterprise-ready developer platform

Expands the commercial ecosystem and strengthens our value proposition







Seamless virtual staging add-on using the Matterport SDK

Fast growing app directory with vertical market integrations using our bi-directional APIs

Developer tools and demos that highlight the power of the SDK and APIs



#### Financial highlights

**Powerful SaaS Model** 

**6**x

**76%** 

Subscriber Growth 1Q20-1Q21

Subscription Gross Margin 1Q21

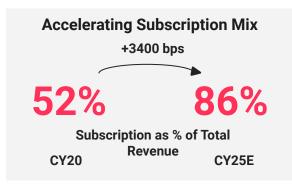
**Profitable Unit Economics** 

12x

CY20 Lifetime Value ("LTV")/ Customer Acquisition Cost ("CAC") **Strong Retention & Customer Loyalty** 

129%

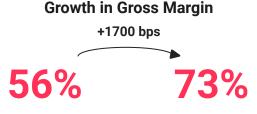
Net Dollar Expansion Rate 1Q21



**Rapid Revenue Growth** 

108%

1Q20 - 1Q21



CY20 CY25E

#### Notes:

Gross margin estimate for CY25 excludes stock-based compensation expense

Net dollar expansion rate compares the revenue from active subscriber accounts in 1Q20, excluding variable revenue, to the revenue generated in 1Q21 by those same accounts Subscription revenue mix is calculated as subscription plus license revenue divided by total revenue

LTV / CAC is calculated as the quotient of the product of the average subscription revenue per subscriber multiplied by subscription gross margin and revenue churn rate, divided by the quotient of sales and marketing expense and total new paid subscribers

Subscription gross margin is 1Q21 and is calculated as subscription revenue less cost of goods sold for subscription

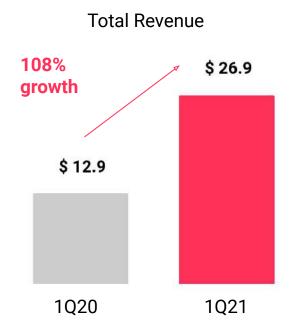
## Powerful subscription model drives rapid growth and margin expansion

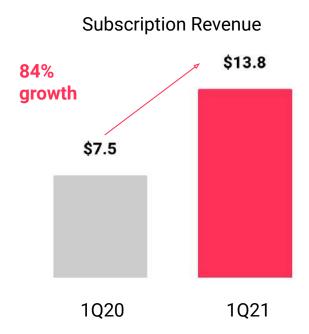


CY21E - CY25E gross margins exclude stock-based compensation expense Other revenue is comprised of Product and Services revenues

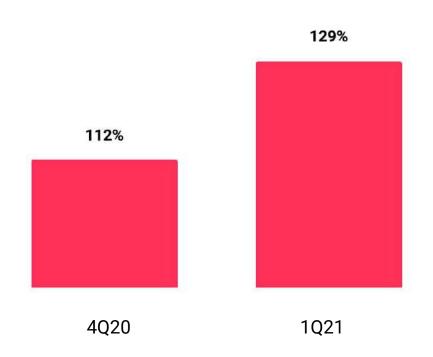
#### Total revenue and subscription revenue setting new records

(\$ in millions)



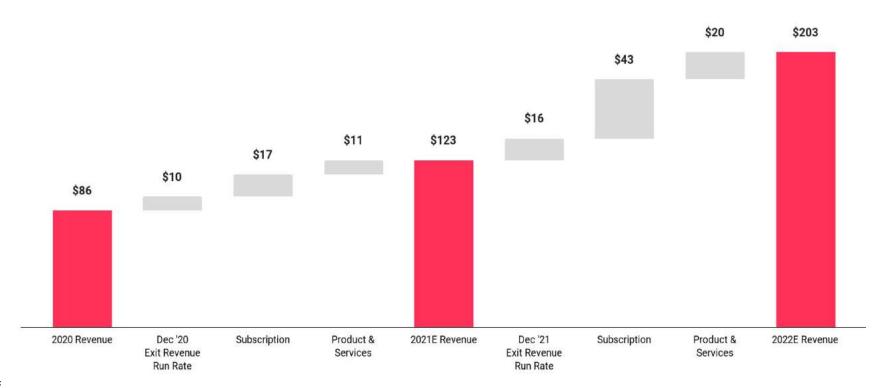


#### Record Net Dollar Expansion Rate demonstrates customer value Enterprise customers continue to expand with Matterport



#### Strong revenue growth forecasted for years to come

(\$ in millions)



#### Notes:

Exit revenue run rate reflects the additional subscription revenue run rate achieved in the last month before the next fiscal year Subscription includes subscription and license revenues

# **Financial Summary**

	2019	2020	2021E	2022E	2023E	2024E	2025E
Subscription	\$ 24.5	\$ 41.6	\$ 66.1	\$ 121.2	\$ 220.3	\$ 378.4	\$ 593.1
License	\$ -	\$ 3.5	\$ 5.7	\$ 10.0	\$ 19.0	\$ 40.3	\$ 53.4
Services	\$ 2.9	\$ 7.7	\$ 18.1	\$ 37.0	\$ 47.7	\$ 54.5	\$ 61.8
Product	\$ 18.6	\$ 33.1	\$ 33.2	\$ 34.3	\$ 36.0	\$ 37.1	\$ 39.0
Total Revenue	\$ 46.0	\$ 85.9	\$ 123.0	\$ 202.5	\$ 323.1	\$ 510.3	\$ 747.3
Subscription GM %	69.3%	72.5%	74.1%	76.8%	78.2%	78.9%	79.2%
Total GM %	48.1%	55.8%	55.5%	59.7%	65.4%	70.4%	73.0%
Operating Expenses	\$ 52.5	\$ 59.5	\$ 102.0	\$ 170.2	\$ 243.9	\$ 346.8	\$ 472.6
% of Revenue	114%	69%	83%	84%	75%	68%	63%
Operating Income	\$ (30.4)	\$ (11.6)	\$ (33.7)	\$ (49.3)	\$ (32.5)	\$ 12.7	\$ 73.0
Operating Margin	-68%	-12%	-27%	-24%	-10%	2%	10%
EBITDA	\$ (26.2)	\$ (6.8)	\$ (29.0)	\$ (44.6)	\$ (27.6)	\$ 17.9	\$ 78.5
% of Revenue	-59%	-5%	-24%	-22%	-9%	4%	11%

#### Notes

CY21E-CY25E excludes stock-based compensation expense, and includes estimated public company expenses of \$10M annually Numbers may not sum due to rounding



## **Business highlights**

Massive, unpenetrated \$240B+ TAM

Market leader fueling the digital transformation of the built world

Proven leadership team with large-scale platform experience

Transaction with GHVI provides capital to fuel massive growth into the future



