Q2 2021 Key Financial Highlights

$50.6M
Q2 2021 Revenue

45% YoY Growth

$11.9M
Q2 2021 Gross Profit

23.5% Margin

$(9.1)M
Q2 2021 Adjusted EBITDA\(^{(1)}\)

(17.9)% Margin

23,942
Q2 2021 Active Buyers\(^{(2)}\)

66% YoY Growth

95%
Q2 2021 Revenue from Existing Accounts\(^{(3)}\)

508
Q2 2021 Accounts with LTM Spend of at least $50,000\(^{(4)}\)

54% YoY Growth

---

\(^{(1)}\) We define Adjusted EBITDA as net income (loss), adjusted to exclude interest and other expense, depreciation and amortization, stock-based compensation expense and impairment charges.

\(^{(2)}\) We define Active Buyers as the number of buyers who have made at least one purchase on our marketplace during the last twelve months.

\(^{(3)}\) We define an existing account as an account where at least one buyer has made a purchase on our marketplace.

\(^{(4)}\) We define Accounts with Last Twelve-Month, or LTM, Spend of At Least $50,000 as an account that has spent at least $50,000 on our marketplace in the most recent twelve-month period.
Incredible Value Creation from Digitizing Markets
Our Market Opportunity is Massive

- **Global Manufacturing**
  - $35tn

- **US Manufacturing**
  - $5tn

- **Custom Manufacturing**
  - $260bn

Source: Brookings, IBISWorld, Interact Analysis, Statista and internal estimates
But the Market is Highly Inefficient

Buyer Pain Points

- Highly fragmented, regionalized base of manufacturers; 75% of American manufacturers have fewer than 20 employees
- Difficult to efficiently find the best price and accurate lead time
- Urgent need for resilient and localized supply chains
- Increasing focus on ESG issues, from reducing emissions to improving supplier diversity

Source: SCORE Association

Seller Pain Points

- Geographic isolation and limited access to customers
- Reliance upon antiquated business development practices
- Physical and capital resource constraints
- Particularly sensitive to payment delays
Xometry’s Marketplace is the Digital Solution For Buyers and Sellers of Manufacturing Services

**Buyer**
- Instant Pricing and Lead Times
- Certified Quality and Flexibility
- Massive Network Access and Capabilities

**Seller**
- High Quality Marketplace
- Advanced Payment Options
- Better Access to Tools & Materials
Significant Opportunity for Long Term Growth

- Attract new buyers and grow wallet share with existing buyers
- Become an enterprise solution
- Enhance and offer additional seller products and services
- Continue our international expansion
- Pursue strategic acquisitions
Continued Growth in Active Buyers

Active Buyers (LTM)\(^{(1)}\)

(1) We define Active Buyers as the number of buyers who have made at least one purchase on our marketplace during the last twelve months.
Customer Stickiness Supports Attractive Unit Economics

Accounts with LTM Spend of $50,000 or More (1)

(1) We define Accounts with Last Twelve-Month, or LTM, Spend of At Least $50,000 as an account that has spent at least $50,000 on our marketplace in the most recent twelve-month period.
Expanding Seller Services

Xometry Supplies introduced in 2019, Financial services launched in mid-2020

- **Xometry Supplies** – Access to discounted tools and supplies
- **Xometry Advance Card** – Receive up to 30% of job payment in advance
- **FastPay** – Accelerate payment after job completion
- **Digital storefront**
- **Automate invoicing and payouts**
Q2 2021 Financial Results
Key Financial Highlights

**Significant Growth at Scale**
- $50.6M Q2 2021 Revenue
- 45% YoY Revenue Growth
- 15% QoQ Revenue Growth

**Proven Business Model**
- 508 Q2 2021 Accounts with LTM Spend of at least $50K
- 95% Q2 2021 Revenue from Existing Accounts

**Gross Profit Growth**
- $11.9M Q2 2021 Gross Profit
- 44% YoY Gross Profit Growth
- 21% QoQ Gross Profit Growth

Note: All financial data as of and for the quarter ended June 30, 2021 unless otherwise noted. YoY growth rates represent Q2 2021 over Q2 2020. QoQ growth rates represent Q2 2021 over Q1 2021.
Significant Growth at Scale

($ in millions)

**Annual and LTM Revenue**

- FY 2019: $80.2
- FY 2020: $141.4
- LTM 6/30/2021: $174.5

**Quarterly Revenue and YoY Growth**

- 2Q20: $34.8
- 3Q20: $42.0
- 4Q20: $38.0
- 1Q21: $43.9
- 2Q21: $50.6

+62% YoY

+45% YoY
Revenue Predictability Underscored by Existing Accounts

Percentage of Revenue from Existing Accounts(1)

1Q19: 86%
2Q19: 94%
3Q19: 94%
4Q19: 94%
1Q20: 93%
2Q20: 94%
3Q20: 96%
4Q20: 95%
1Q21: 95%
2Q21: 95%

(1) We define an existing account as an account where at least one buyer has made a purchase on our marketplace.
## Supporting Expanding Gross Margin

### ($ in millions)

<table>
<thead>
<tr>
<th>Annual and LTM Gross Profit and Margin</th>
<th>Quarterly Gross Profit and Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Margin</strong></td>
<td><strong>Quarterly Gross Profit and Margin</strong></td>
</tr>
<tr>
<td>18.4%</td>
<td>$8.3</td>
</tr>
<tr>
<td>23.5%</td>
<td>$10.2</td>
</tr>
<tr>
<td>23.7%</td>
<td>$9.5</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>Total</strong></td>
</tr>
<tr>
<td>$41.4</td>
<td>$11.9</td>
</tr>
</tbody>
</table>

2019  | 2020  | LTM 6/30/21 |
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>$14.7</td>
<td>$33.3</td>
<td>$41.4</td>
</tr>
</tbody>
</table>

2Q20  | 3Q20  | 4Q20  | 1Q21  | 2Q21  |
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>$8.3</td>
<td>$10.2</td>
<td>$9.5</td>
<td>$9.8</td>
<td>$11.9</td>
</tr>
</tbody>
</table>

### Note:
For a reconciliation of Adjusted EBITDA and Adjusted EBITDA Margin to the most directly comparable GAAP measure, see Appendix. Margins are as a percent of revenue.
## Investments to Drive Long Term Growth

### ($ in millions)

<table>
<thead>
<tr>
<th>Annual and LTM Adj. EBITDA and Margin</th>
<th>Quarterly Adj. EBITDA and Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>Margin</td>
<td>(33)%</td>
</tr>
<tr>
<td></td>
<td>$(26.4)</td>
</tr>
<tr>
<td></td>
<td>2019</td>
</tr>
</tbody>
</table>

Note: For a reconciliation of Adjusted EBITDA and Adjusted EBITDA Margin to the most directly comparable GAAP measure, see Appendix. Margins are as a percent of revenue.
Non-GAAP Operating Expenses

(\% of Revenue)

<table>
<thead>
<tr>
<th>Sales and Marketing(^1)</th>
<th>Operations and Support (^1)</th>
<th>Product Development (^1)</th>
<th>G&amp;A (^1)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2Q20  14.1%  13.8%</td>
<td>2Q20  8.8%  8.5%</td>
<td>2Q20  7.1%</td>
<td>2Q20  7.6%</td>
</tr>
<tr>
<td>3Q20  17.2%  17.0%</td>
<td>3Q20  10.1%</td>
<td>3Q20  7.1%</td>
<td>3Q20  7.5%</td>
</tr>
<tr>
<td>4Q20  16.9%</td>
<td>4Q20  9.6%</td>
<td>4Q20  6.8%</td>
<td>4Q20  8.1%</td>
</tr>
<tr>
<td>1Q21  -</td>
<td>1Q21  9.6%</td>
<td>1Q21  6.0%</td>
<td>1Q21  9.2%</td>
</tr>
<tr>
<td>2Q21  -</td>
<td>2Q21  -</td>
<td>2Q21  -</td>
<td>2Q21  -</td>
</tr>
</tbody>
</table>

(1) Excludes stock-based compensation, depreciation, and amortization
Forward Guidance
## Guidance

($ in millions)

<table>
<thead>
<tr>
<th></th>
<th>Q3 2021</th>
<th>FY 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Low</td>
<td>High</td>
</tr>
<tr>
<td>Revenue</td>
<td>$ 53.0</td>
<td>$ 55.0</td>
</tr>
<tr>
<td>Adjusted EBITDA</td>
<td>$(13.0)</td>
<td>$(12.0)</td>
</tr>
</tbody>
</table>
Appendix
## GAAP Operating Expenses

(\% of Revenue)

<table>
<thead>
<tr>
<th></th>
<th>Sales and Marketing</th>
<th>Operations and Support</th>
<th>Product Development</th>
<th>G&amp;A</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2Q20</td>
<td>3Q20</td>
<td>4Q20</td>
<td>1Q21</td>
</tr>
<tr>
<td><strong>Sales and Marketing</strong></td>
<td>14.7%</td>
<td>9.1%</td>
<td>17.2%</td>
<td>9.9%</td>
</tr>
<tr>
<td><strong>Operations and Support</strong></td>
<td>14.3%</td>
<td>8.8%</td>
<td>10.5%</td>
<td>9.9%</td>
</tr>
<tr>
<td><strong>Product Development</strong></td>
<td>17.7%</td>
<td>10.5%</td>
<td>9.9%</td>
<td>10.9%</td>
</tr>
<tr>
<td><strong>G&amp;A</strong></td>
<td>8.0%</td>
<td>8.6%</td>
<td>9.9%</td>
<td>10.4%</td>
</tr>
</tbody>
</table>
## Adjusted EBITDA Reconciliation

($ in Thousands)

<table>
<thead>
<tr>
<th></th>
<th>Three Months Ended June 30,</th>
<th>Six Months Ended June 30,</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2021</td>
<td>2020</td>
</tr>
<tr>
<td><strong>Adjusted EBITDA:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net loss</td>
<td>$ (12,264)</td>
<td>$ (6,119)</td>
</tr>
<tr>
<td>Add (deduct):</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Interest and other expense</td>
<td>463</td>
<td>393</td>
</tr>
<tr>
<td>Depreciation and amortization(^{(1)})</td>
<td>753</td>
<td>700</td>
</tr>
<tr>
<td>Stock-based compensation(^{(2)})</td>
<td>1,975</td>
<td>238</td>
</tr>
<tr>
<td><strong>Adjusted EBITDA</strong></td>
<td>$ (9,073)</td>
<td>$ (4,788)</td>
</tr>
</tbody>
</table>

(1) Represents depreciation expense of the Company’s long-lived tangible assets and amortization expense of its finite-lived intangible assets, as included in the Company’s GAAP results of operations.

(2) Represents the expense related to stock-based awards granted to employees, as included in the Company’s GAAP results of operations.
## Long Term Model

<table>
<thead>
<tr>
<th>% of Revenue</th>
<th>FY19A</th>
<th>FY20A</th>
<th>Long Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross Margin</td>
<td>18%</td>
<td>24 %</td>
<td>35 – 40 %</td>
</tr>
<tr>
<td>Operating Expenses</td>
<td>57%</td>
<td>44 %</td>
<td>15 – 20 %</td>
</tr>
<tr>
<td>Adj. EBITDA Margin</td>
<td>(33)%</td>
<td>(17) %</td>
<td>15 – 25 %</td>
</tr>
</tbody>
</table>