



AI-Enabled Marketplace Digitizing Manufacturing

Q3 2023 Earnings Presentation | November 9, 2023



Safe Harbor

This presentation contains forward-looking statements. All statements other than statements of historical facts contained in this presentation, including statements regarding the Company's future results of operations and financial position, business strategy, ability to maintain existing, and establish new, strategic partnerships or other arrangements with buyers or suppliers on the Company's platform, the potential market size for the Company's platform and other solutions and plans and objectives of management for future operations are forward-looking statements. These statements involve known and unknown risks, uncertainties and other important factors that may cause the Company's actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by the forward-looking statements. Because forward-looking statements are inherently subject to risks and uncertainties, some of which cannot be predicted or quantified and some of which are beyond the Company's control, you should not rely on these forward-looking statements as predictions of future events. The events and circumstances reflected in the Company's forward-looking statements may not be achieved or occur and actual results could differ materially from those projected in the forward-looking statements. Except as required by applicable law, the Company does not plan to publicly update or revise any forward-looking statements contained herein, whether as a result of any new information, future events, changed circumstances or otherwise.

This presentation also contains estimates and other statistical data from both independent third parties and the Company relating to market size and growth and other data about the Company's industry. This data involves a number of assumptions and limitations, and you are cautioned not to give undue weight to such estimates. While the Company believes the estimates and statistical data from these independent third parties are reliable as of the date of this presentation, it has not independently verified, and makes no representation as to the adequacy, fairness, accuracy or completeness of any information obtained from these third parties. Neither the Company nor any other person makes any representation as to the accuracy or completeness of such data or undertakes any obligation to update such data after the date of this presentation. In addition, projections, assumptions and estimates of the Company's future performance and the future performance of the markets in which the Company operates are necessarily subject to a high degree of uncertainty and risk.

In light of the foregoing, you are urged not to rely on any forward-looking statement or third-party data in reaching any conclusion or making any investment decision about any securities of the Company.

This presentation contains non-GAAP financial measures and key metrics relating to the Company's past performance. These non-GAAP financial measures are presented in addition to, and not as a substitute for or superior to, measures of financial performance prepared in accordance with U.S. GAAP. There are a number of limitations related to the use of these non-GAAP financial measures versus its nearest GAAP equivalents. For example, other companies may calculate non-GAAP financial measures differently or may use other measures to evaluate their performance, all of which could reduce the usefulness of the Company's non-GAAP financial measures as a tool for comparison. The Company has provided a reconciliation of measures to the most directly comparable GAAP measures, which is available in the Appendix.

Rapid Growth, Digitizing & Transforming Manufacturing

\$433M

LTM Revenue

- Q3 2023 increased, **+15%** YoY
- Q3 2023 Marketplace growth **+22%** YoY

\$165M

LTM Gross Profit

- Q3 2023 Gross Profit, **+13%** YoY
- Q3 2023 Marketplace Gross Profit **+25%** YoY

52K+

Q3 2023 Active Buyers¹

- Large, rapidly growing and diverse buyer base

7.4K+

Q3 2023 Active Paying Suppliers²

- Leading marketing, analytics, and information solutions for Suppliers

1. Active Buyers defined as the number of Buyers who have made at least one purchase on Xometry's marketplace during the last twelve months.
2. Active Paying Suppliers defined as individuals or businesses who have purchased one or more of our supplier services, including digital marketing services, data services, financial services or supplies on our platforms during the last twelve months.



Key Highlights of the Quarter

Strong Q3 2023 Financial Performance

Strong 22% Marketplace revenue growth driven by record additions in net Active Buyers; Active Buyer growth +43% YoY

Marketplace gross profit +25% YoY; gross margin up 70bps YoY driven by AI powered pricing/matching algorithms

Significant improvement in operating leverage; Adjusted EBITDA loss declined \$4.4M or 51% QoQ

Significant Progress with 5-Point Strategic Plan

Increasing focus on Top 200 Accounts; launched Teamspace collaboration software; early positive feedback >300 teams created

Further expanding marketplace with Google Cloud; leveraging Vertex AI to accelerate new auto-quote methods and models for new categories

International growth +78% YoY; strong European performance; positive early ramp in the UK

Further progress on modernizing advertising model; new self-serve options on Thomas and increasing user adoption

Improved operating efficiency; additional cost savings in Q4 including streamlining Thomas marketing services

Accelerating Growth & Operating Leverage

Accelerated YoY revenue growth; expect 28-32% revenue growth in Q4 driven by accelerating marketplace growth ~40% YoY

Higher gross margins; expect Marketplace gross margin higher QoQ in Q4.

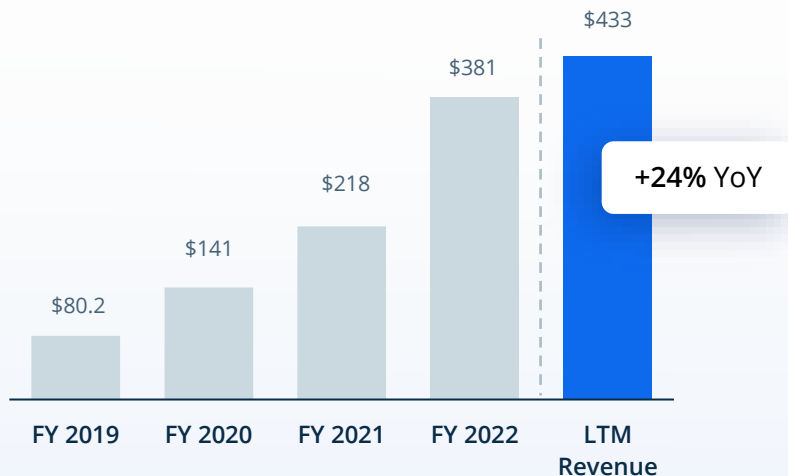
Increased operating leverage including advertising efficiency with strong growth in SEO and lower cost for net Active Buyers¹

Significant Growth at Scale

\$ in millions

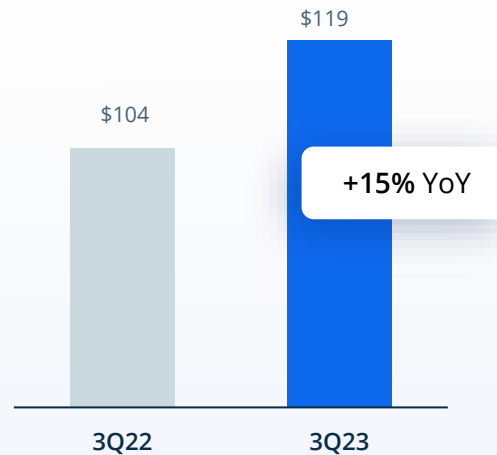
LTM Revenue

- \$362M Marketplace Revenue
- +27% YoY Marketplace Revenue Growth



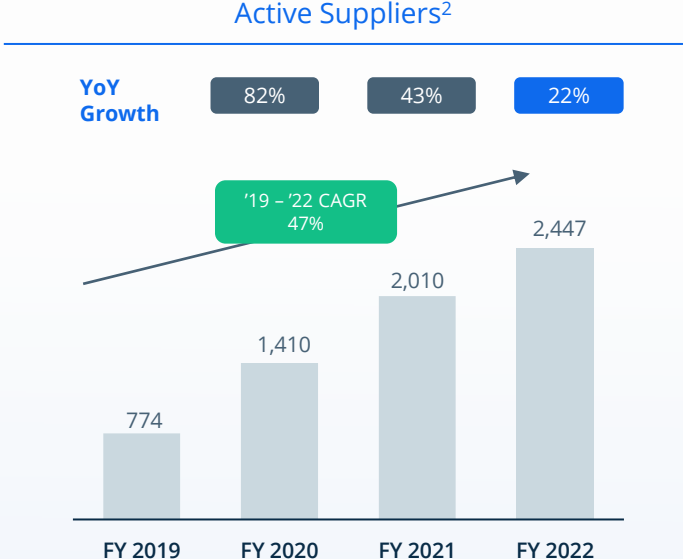
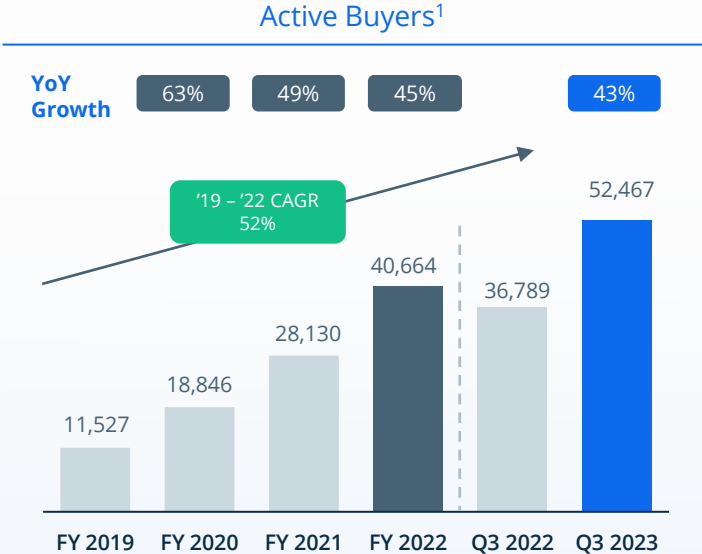
\$119M Quarterly Revenue and YoY Growth

- \$102M Marketplace Revenue
- +22% YoY Marketplace Revenue Growth
- \$16.5M Supplier Services Revenue, flat QoQ Pro Forma Exit of supplies



Large and Growing Marketplace of Buyers and Suppliers

- Xometry's growth has been underpinned by efficiently matching supplier capacity with buyer demand
- Q3 2023 record additions in Net Active Buyers (+4,173)

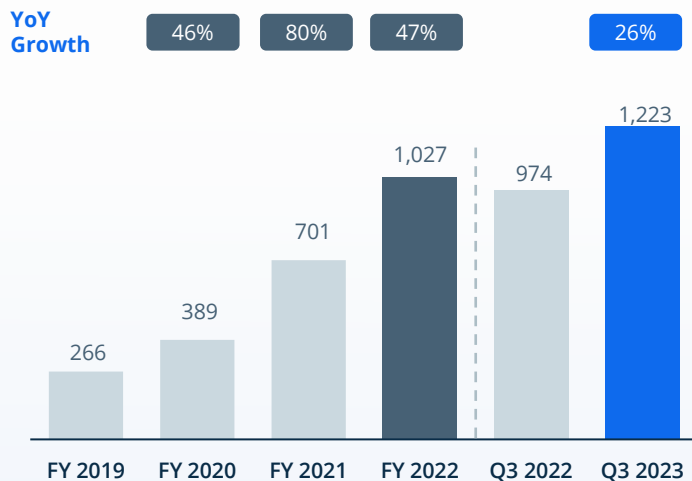


1. Active Buyers defined as the number of Buyers who have made at least one purchase on Xometry's marketplace during the last twelve months.
 2. Active Suppliers defined as the Suppliers that have used Xometry's platform at least once during the last twelve months to manufacture a product or buy tools or supplies.

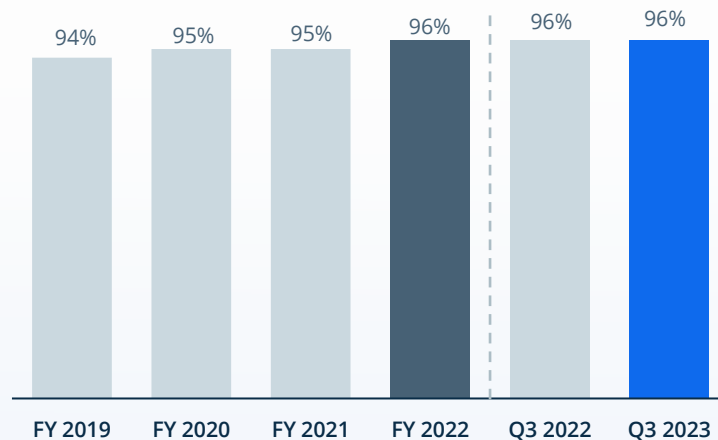
Large, Sticky Customer Base

- Growth in Accounts with LTM spend of \$50K reflects Xometry successfully embedding itself in customer supply chains
- Reliable land and expand customer dynamics drive Xometry's highly recurring revenue from existing customers

Accounts with LTM Spend of \$50K or More¹



Revenue from Existing Xometry Accounts²

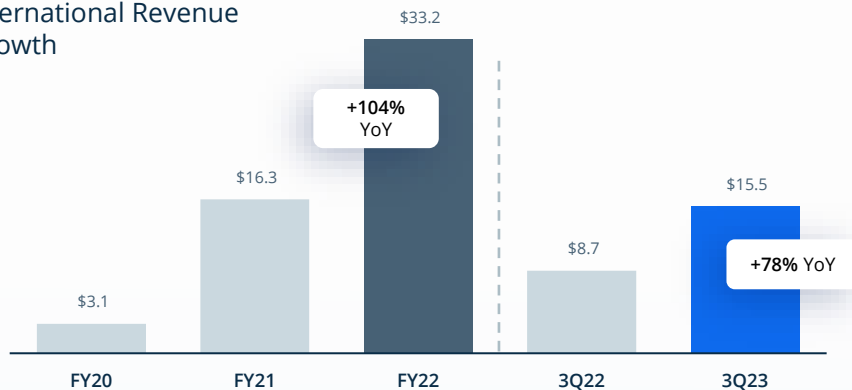


1. Accounts with Last Twelve-Month, or LTM, Spend of at Least \$50,000 defined as an account that has spent at least \$50,000 on Xometry's marketplace during the last twelve months.

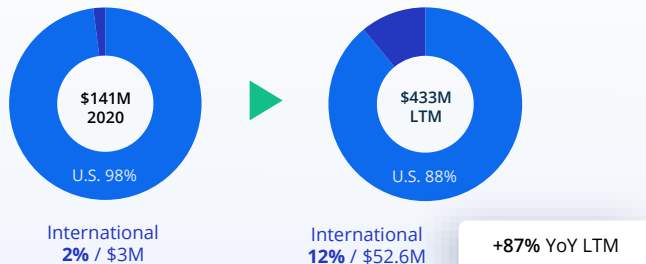
2. Existing Accounts defined as an account where at least one buyer has made a purchase on Xometry's marketplace.

Rapidly Growing Global Marketplace

International Revenue Growth



International Revenue Split by Geographic Segment



Expanding Global Footprint



Increasing Value from Existing Marketplace Accounts¹

Revenue \$ in millions for global accounts

New Account Cohorts Through 2022

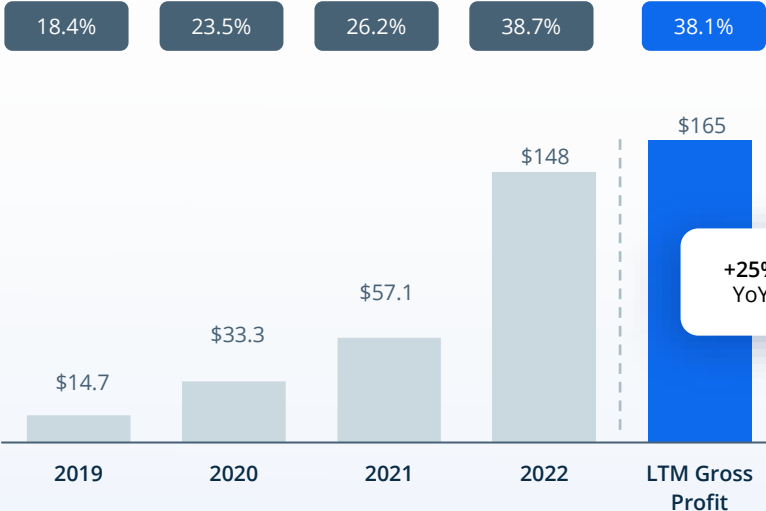
New Accounts	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7
2016	\$3.3M	\$5.4M	\$7.6M	\$13.7M	\$21.1M	\$30.1M	\$35.6M
2017	\$5.6M	\$8.8M	\$11.6M	\$16.1M	\$26.5M	\$39.7M	
2018	\$10.2M	\$18.7M	\$15.6M	\$21.4M	\$26.6M		
2019	\$14.8M	\$19.4M	\$26.0M	\$32.7M			
2020 ²	\$18.5M	\$32.6M	\$35.7M				
2021	\$31.2M	\$47.9M					
2022	\$42.6M						

1. The Company defines an "account" as an individual entity, such as a sole proprietor with a single buyer or corporate entities with multiple buyers, having purchased at least one part on our marketplace.
 2. Excludes ~\$16M of sales of masks by one customer in year 1 and ~\$4M in year 2

Strong Gross Profit Growth

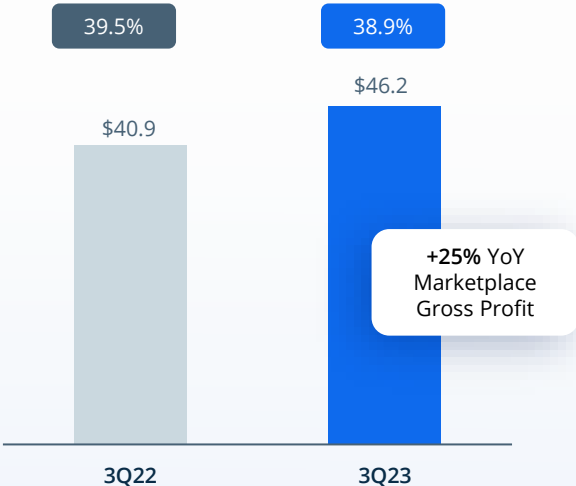
\$ in millions

Annual and LTM Gross Profit and Margin



Quarterly Gross Profit and Margin

- 31.1% Marketplace Gross Margin
- 87.2% Supplier Services Gross Margin



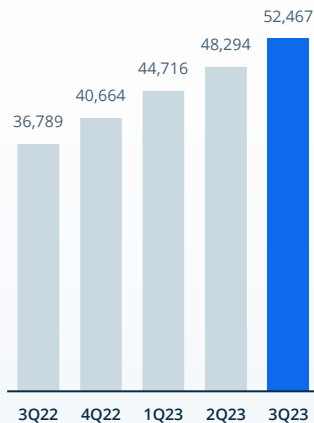
Strong Marketplace Metrics

Improving Advertising Efficiency

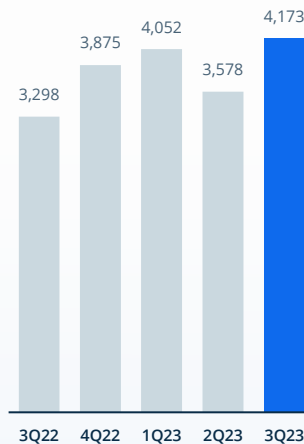


- Q3 2023 record additions in Net Active Buyers
- Efficiency in paid search
- Rapid growth in Europe
- Strong growth in SEO
- Increasing brand awareness

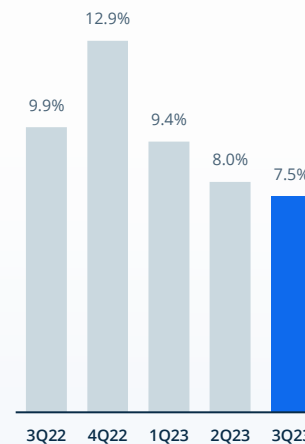
Active Buyers



Net Active Buyer Adds²



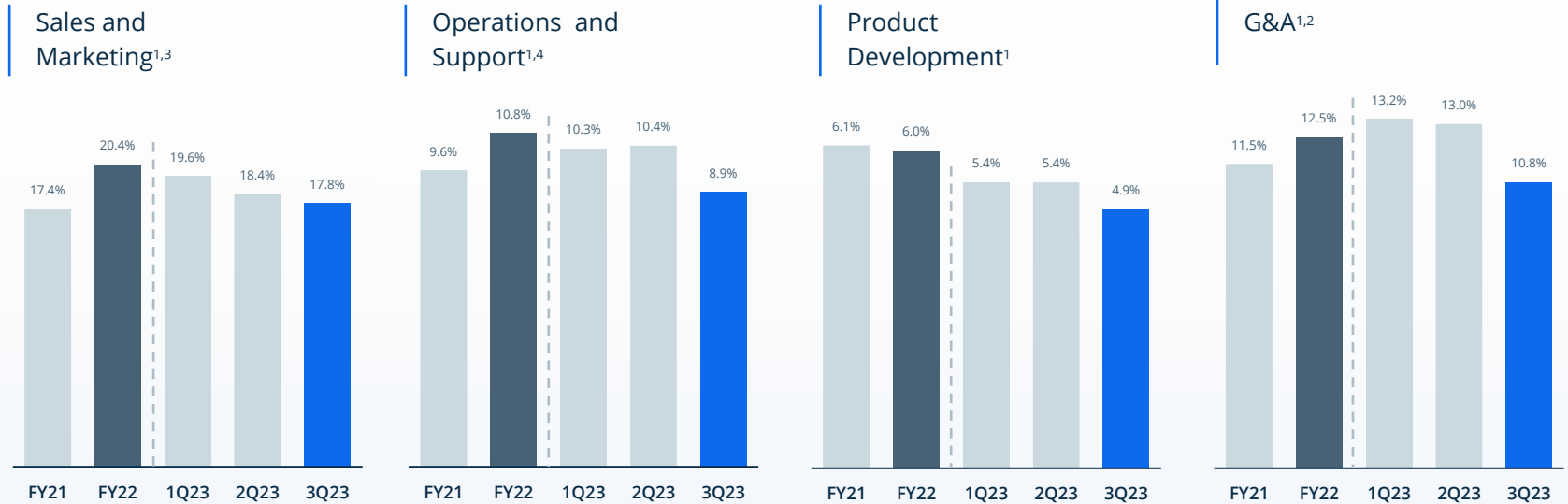
Advertising % of Marketplace Revenue



1. Quarterly Xometry website sessions for North America and Europe.
2. Active Buyers defined as the number of Buyers who have made at least one purchase on Xometry's marketplace during the last twelve months.

Non-GAAP Operating Expenses, Improving Leverage Across Every Category

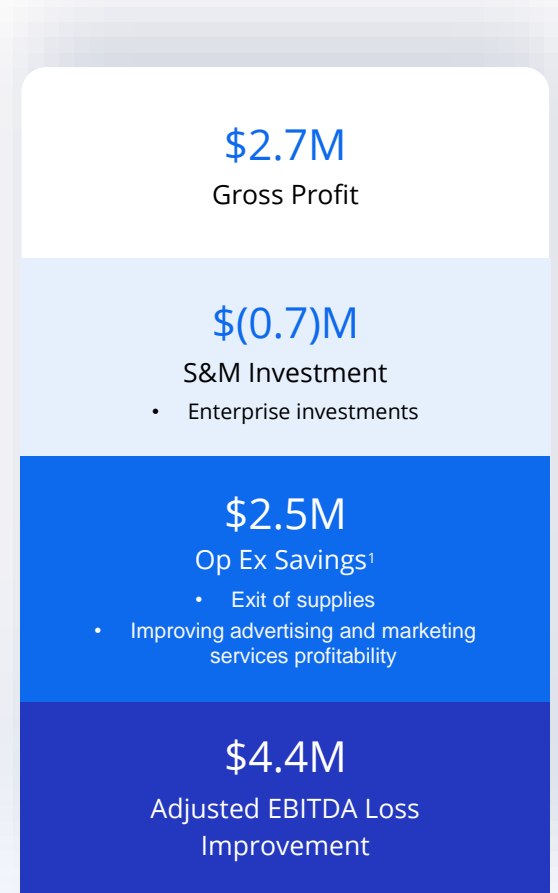
% of Revenue



1. Excludes stock-based compensation, depreciation, amortization, and restructure charges.
 2. Excludes charitable contribution, amortization of in-place lease asset, acquisition and other adjustments, and lease abandonments.
 3. Excludes one-time, non-cash adjustment related to purchase accounting from the Thomas acquisition.
 4. Excludes costs to exit the supplies business.

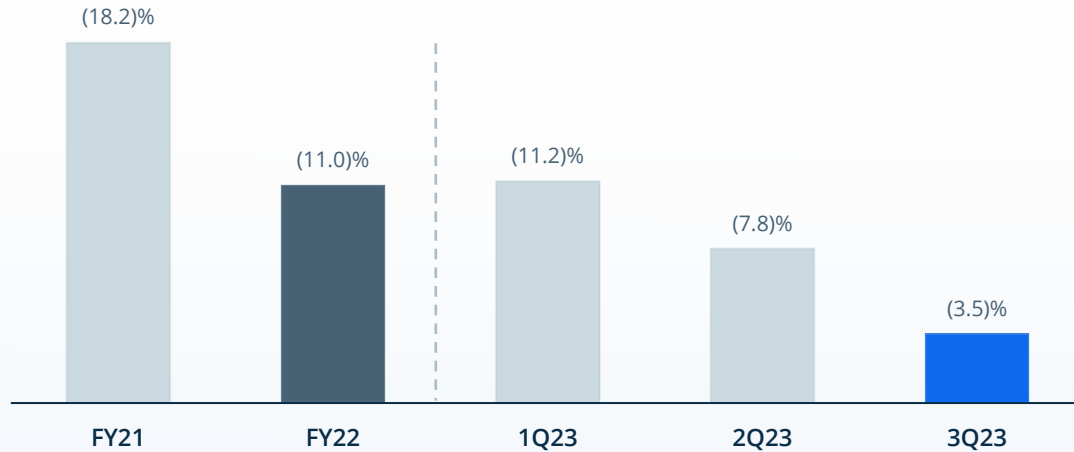
Significant Reduction in Adjusted EBITDA Loss

Q3 2023 Adjusted EBITDA QoQ Bridge



Improving Operating Leverage

Adj. EBITDA¹ and Margin



1) We define Adjusted EBITDA as net loss, adjusted for interest expense, interest and dividend income and other expenses, income tax provision (benefit), and certain other non-cash or non-recurring items impacting net loss from time to time, principally comprised of depreciation and amortization, amortization of lease intangible, stock-based compensation, lease abandonment, charitable contributions of common stock, income from unconsolidated joint venture, impairment of assets, restructuring charges, costs to exit the supplies business, and acquisition and other adjustments not reflective of the Company's ongoing business, such as adjustments related to purchase accounting, the revaluation of contingent consideration and transaction costs.

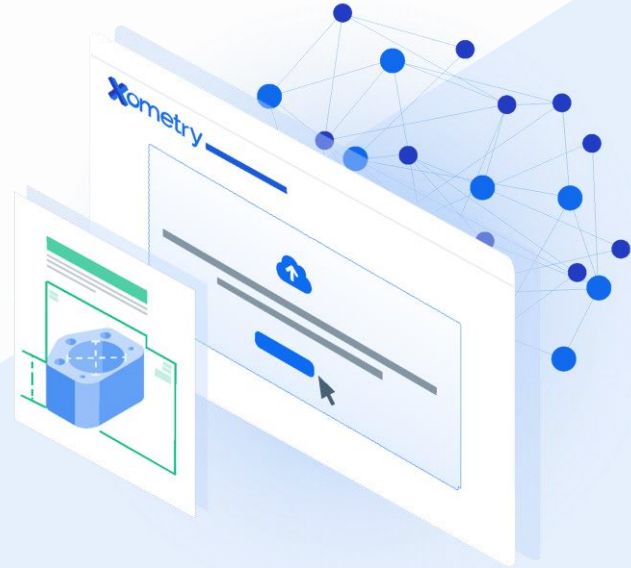
Guidance

\$ in millions

Q4 2023		
	Low	High
Revenue	\$126	\$130
Adjusted EBITDA	\$(2)	\$0

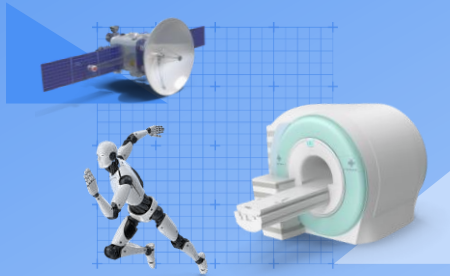
Note: Reconciliation of Adjusted EBITDA on a forward-looking basis to net loss, the most directly comparable GAAP measure, is not available without unreasonable efforts due to the high variability and complexity and low visibility with respect to the charges excluded from this non-GAAP measure; in particular, the effects of stock-based compensation expense specific to equity compensation awards that are directly impacted by unpredictable fluctuations in Xometry's stock price. Xometry expects the variability of the above charges to have a significant, and potentially unpredictable, impact on its future GAAP financial results.

Xometry Overview



Xometry is Digitizing Manufacturing: Solutions for Buyers and Suppliers

Marketplace

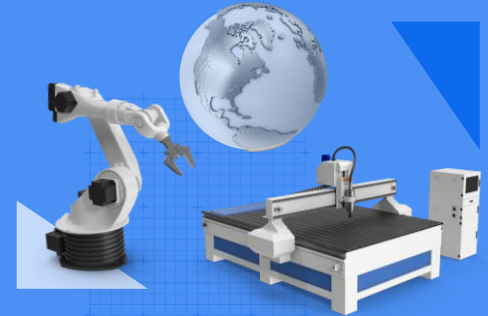


52K+ Active Buyers¹

AI-powered platform for Buyers to access
custom manufacturing



Supplier Services



7.4K+ Active Paying Suppliers

Advertising & Marketing and
Financial Services

Custom Manufacturing is a Massive, Highly Inefficient Market

Buyer Pain Points



Highly fragmented US manufacturing (600K+ Suppliers); 75% have <20 employees



Inefficient, procurement process; difficult to find the best price and lead time



Urgent need for resilient and localized supply chains



Lack of ESG suppliers focused on reducing emissions & improving supplier diversity

Supplier Pain Points



Geographic isolation and limited access to customers



Reliance upon antiquated business development practices



Physical and capital resource constraints

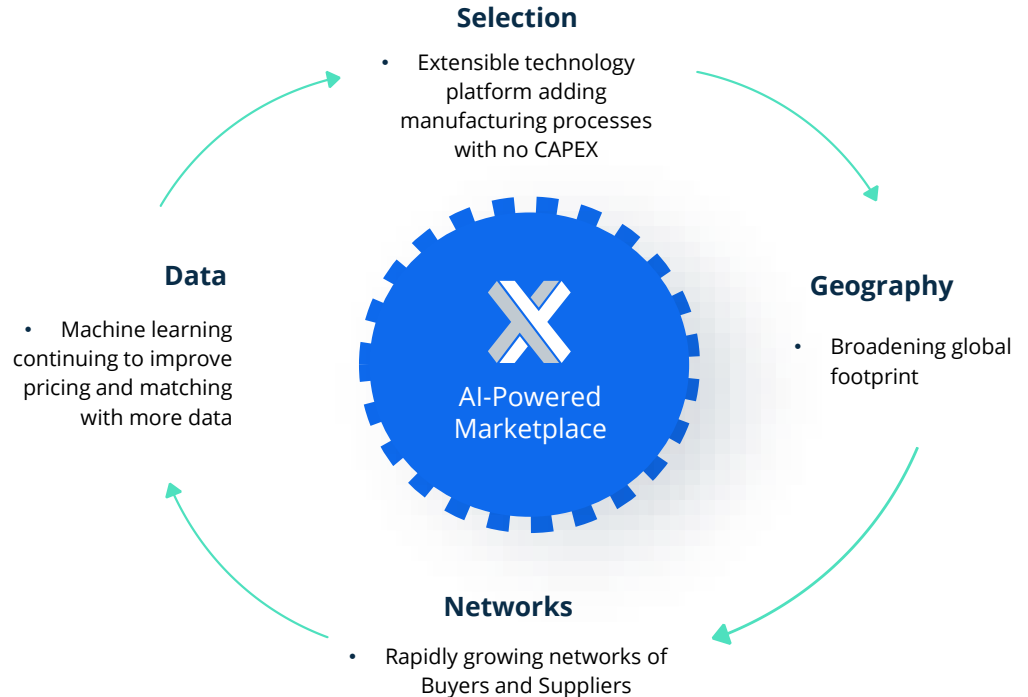


Sensitive to payment delays

Artificial Intelligence is at the Heart of Xometry's Platform

With millions of data inputs and a platform based on years of continuous improvement

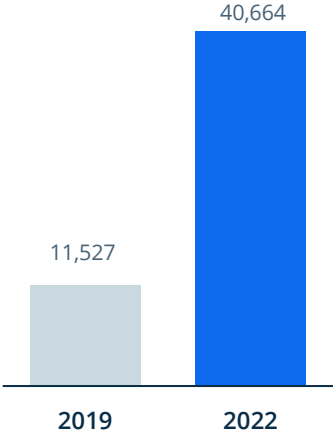
Expanding Our Competitive Moat



Growth Fueled by AI Powered Marketplace

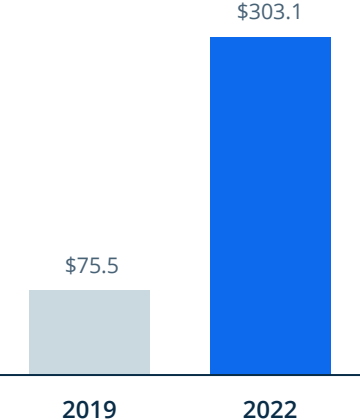
YoY Active Buyers¹

52% CAGR



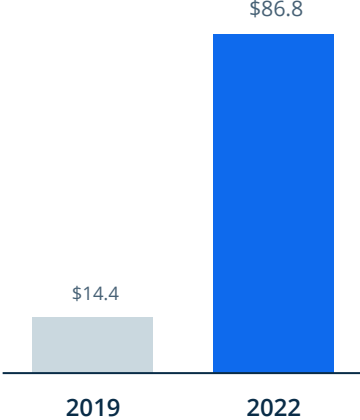
YoY Marketplace Revenue

59% CAGR



YoY Marketplace Gross Profit

82% CAGR

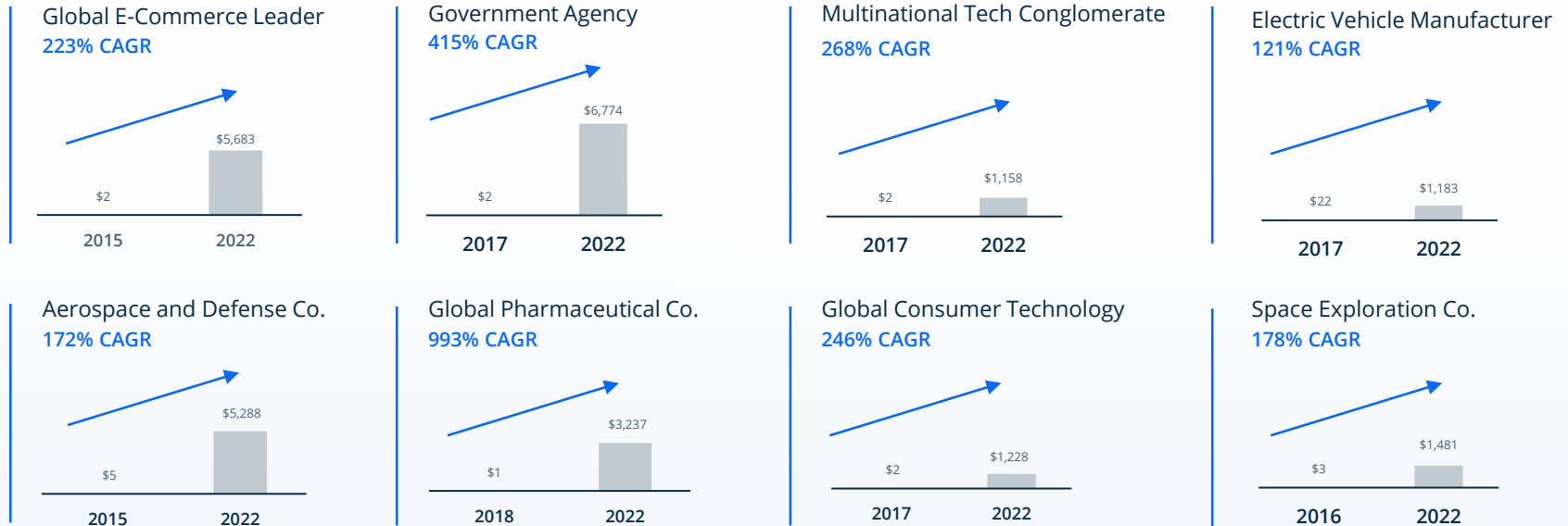


1. We define Active Buyers as the number of Buyers who have made at least one purchase on our marketplace in the twelve months.

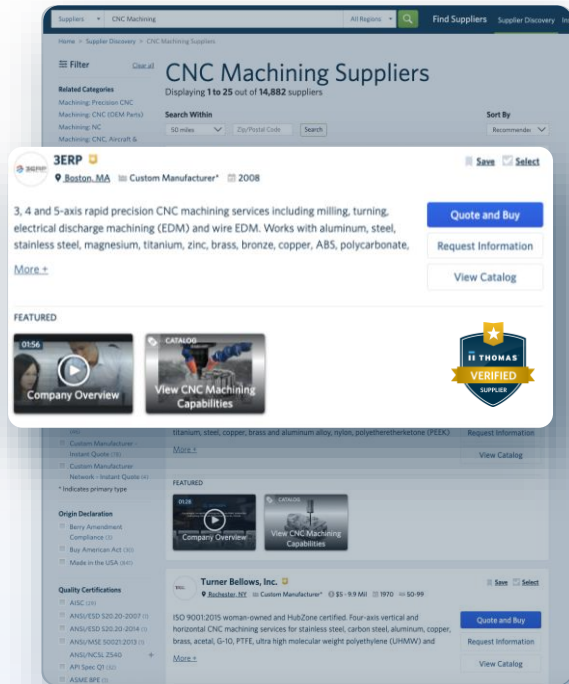
Land and Expand Strategy

Growing Wallet Share with Largest Accounts

Annual spend (\$ in thousands)



Thomas: A Leading Manufacturing Sourcing Platform



Advertising & Marketing Services (AMS)



Advertising Supported Platform



5K+ Premium Paying Suppliers
(Annual Subscription)



1.4M Registered Users



79K Categories

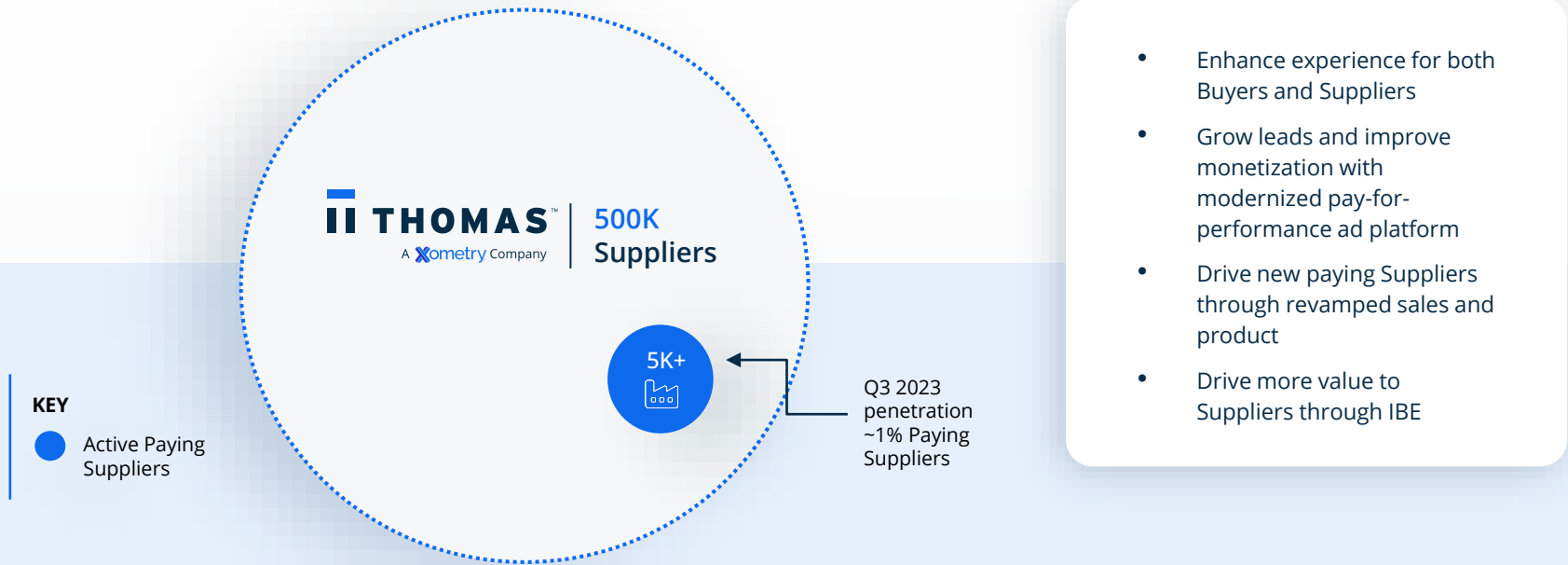


Suite of Marketing Services

Attractive Financial Profile

AMS Revenue ~\$64M TTM.
Gross margin 85%+

Significant Penetration & Growth Opportunities



- Enhance experience for both Buyers and Suppliers
- Grow leads and improve monetization with modernized pay-for-performance ad platform
- Drive new paying Suppliers through revamped sales and product
- Drive more value to Suppliers through IBE

Growth and Long-Term Margin

Sustained Profitable Growth Underpinned by...

Expand extensible marketplace with XOM AI



Attract new Buyers and expand enterprise offerings



Rapid International expansion



Enhance Supplier solutions



Pursue strategic acquisitions



Long-Term Margin Outlook²

	% of Revenue
Gross Margin	40 – 45%
Operating Expenses	15 – 20%
Adjusted EBITDA Margin ¹	20 – 30%

1) We define Adjusted EBITDA as net loss, adjusted for interest expense, interest and dividend income and other expenses, income tax provision (benefit), and certain other non-cash or non-recurring items impacting net loss from time to time, principally comprised of depreciation and amortization, amortization of lease intangible, stock-based compensation, lease abandonment, charitable contributions of common stock, income from unconsolidated joint venture, impairment of assets, restructuring charges, costs to exit the supplies business, and acquisition and other adjustments not reflective of the Company's ongoing business, such as adjustments related to purchase accounting, the revaluation of contingent consideration and transaction costs.

2) Long-Term Margin Outlook refers to 2026.

Appendix



Adjusted EBITDA Reconciliation

\$ in thousands

	FY 2020	FY 2021	FY 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023
Revenue	\$ 141,406	\$ 218,336	\$ 381,053	\$ 98,196	\$ 105,326	\$ 111,008	\$ 118,927
Adjusted EBITDA:							
Net loss	\$ (31,085)	\$ (61,381)	\$ (76,009)	\$ (24,424)	\$ (18,343)	\$ (26,559)	\$ (12,010)
Add (deduct):							
Interest expense, interest and dividend income and other expenses	1,869	2,736	2,486	(505)	(1,514)	(1,190)	(1,192)
Depreciation and amortization ⁽¹⁾	3,120	3,596	7,819	2,103	2,566	2,895	2,478
Amortization of lease intangible	—	—	1,332	333	333	257	180
Provision (benefit) for income taxes	—	—	36	595	136	(67)	139
Stock-based compensation ⁽²⁾	1,006	7,395	19,172	5,124	4,694	5,798	5,730
Lease abandonment ⁽³⁾	—	—	—	—	—	8,706	—
Acquisition and other ⁽⁴⁾	—	5,696	(676)	566	30	196	117
Charitable contribution of common stock	—	2,242	2,272	—	370	—	326
(Income) loss from unconsolidated joint venture	—	(41)	(570)	30	(66)	(237)	(134)
Impairment of assets	1,592	—	824	380	27	219	151
Restructuring charge ⁽⁵⁾	—	—	1,549	1,549	—	738	—
Costs to exit the supplies business	—	—	—	—	—	586	—
Adjusted EBITDA	\$ (23,498)	\$ (39,757)	\$ (41,765)	\$ (14,249)	\$ (11,767)	\$ (8,658)	\$ (4,215)
Percentage of revenue	-16.6%	-18.2%	-11.0%	-14.5%	-11.2%	-7.8%	-3.5%

- (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 non-cash expense related to stock-based awards granted to employees, as included in the Company's GAAP results of operations.
- (3) Amount is recorded in general and administrative.
- (4) Includes adjustments related to purchase accounting, the revaluation of contingent consideration and transaction costs.
- (5) Costs associated with the May 2023 reduction in workforce.

Reconciliation of Non-GAAP Operating Expenses – Sales and Marketing

\$ in thousands

	Sales and Marketing					
	FY 2020	FY 2021	FY 2022	Q1 2023	Q2 2023	Q3 2023
Revenue	\$ 141,406	\$ 218,336	\$ 381,053	\$ 105,326	\$ 111,008	\$ 118,927
GAAP Expense - Sales and Marketing	\$ 22,567	\$ 39,422	\$ 83,222	\$ 22,439	\$ 22,666	\$ 23,210
Add (deduct):						
Depreciation and amortization ⁽¹⁾	(665)	(300)	(3,102)	(791)	(793)	(796)
Stock-based compensation ⁽²⁾	(156)	(1,223)	(3,875)	(1,052)	(1,185)	(1,216)
Acquisition and other ⁽³⁾	—	—	1,932	—	—	—
Restructuring charge ⁽⁴⁾	—	—	(506)	—	(224)	—
Non-GAAP Sales and Marketing Expense	\$ 21,746	\$ 37,899	\$ 77,671	\$ 20,596	\$ 20,464	\$ 21,198
Percentage of revenue	15.4%	17.4%	20.4%	19.6%	18.4%	17.8%

- (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 non-cash expense related to stock-based awards granted to employees, as included in the Company's GAAP results of operations.
- (3) Includes adjustments related to purchase accounting, the revaluation of contingent consideration and transaction costs.
- (4) Costs associated with reduction in workforce.

Reconciliation of Non-GAAP Operating Expenses – Operations and Support

\$ in thousands

	Operations and Support					
	FY 2020	FY 2021	FY 2022	Q1 2023	Q2 2023	Q3 2023
Revenue	\$ 141,406	\$ 218,336	\$ 381,053	\$ 105,326	\$ 111,008	\$ 118,927
GAAP Expense - Operations and Support	\$ 14,111	\$ 23,683	\$ 48,572	\$ 12,608	\$ 14,220	\$ 12,622
Add (deduct):						
Depreciation and amortization ⁽¹⁾	(196)	(155)	(57)	(12)	(78)	(52)
Stock-based compensation ⁽²⁾	(259)	(2,659)	(6,886)	(1,697)	(2,038)	(1,955)
Restructuring charge ⁽³⁾	—	—	(432)	—	(230)	—
Costs to exit the supplies business	—	—	—	—	(380)	—
Non-GAAP Operations and Support Expense	\$ 13,656	\$ 20,869	\$ 41,197	\$ 10,899	\$ 11,494	\$ 10,615
Percentage of revenue	9.7%	9.6%	10.8%	10.3%	10.4%	8.9%

- (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 non-cash expense related to stock-based awards granted to employees, as included in the Company's GAAP results of operations.
- (3) Costs associated with the May 2023 reduction in workforce.

Reconciliation of Non-GAAP Operating Expenses – Product Development

\$ in thousands

	Product Development					
	FY 2020	FY 2021	FY 2022	Q1 2023	Q2 2023	Q3 2023
Revenue	\$ 141,406	\$ 218,336	\$ 381,053	\$ 105,326	\$ 111,008	\$ 118,927
GAAP Expense - Product Development	\$ 12,186	\$ 17,780	\$ 31,013	\$ 8,125	\$ 8,922	\$ 8,523
Add (deduct):						
Depreciation and amortization ⁽¹⁾	(1,720)	(2,821)	(3,483)	(1,311)	(1,393)	(1,294)
Stock-based compensation ⁽²⁾	(375)	(1,744)	(4,300)	(1,076)	(1,390)	(1,424)
Restructuring charge ⁽³⁾	—	—	(458)	—	(117)	—
Non-GAAP Product Development Expense	\$ 10,091	\$ 13,215	\$ 22,772	\$ 5,738	\$ 6,022	\$ 5,805
Percentage of revenue	7.1%	6.1%	6.0%	5.4%	5.4%	4.9%

- (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 non-cash expense related to stock-based awards granted to employees, as included in the Company's GAAP results of operations.
- (3) Costs associated with reduction in workforce.

Reconciliation of Non-GAAP Operating Expenses – General and Administrative

\$ in thousands

	General and Administrative					
	FY 2020	FY 2021	FY 2022	Q1 2023	Q2 2023	Q3 2023
Revenue	\$ 141,406	\$ 218,336	\$ 381,053	\$ 105,326	\$ 111,008	\$ 118,927
GAAP Expense - General and Administrative	\$ 12,046	\$ 34,942	\$ 57,992	\$ 15,957	\$ 25,582	\$ 14,940
Add (deduct):						
Depreciation and amortization ⁽¹⁾	(309)	(216)	(1,095)	(408)	(593)	(298)
Amortization of lease intangible	—	—	(1,332)	(333)	(257)	(180)
Stock-based compensation ⁽²⁾	(216)	(1,769)	(4,111)	(869)	(1,185)	(1,135)
Lease abandonment ⁽³⁾	—	—	—	—	(8,706)	—
Acquisition and other ⁽⁴⁾	—	(5,696)	(1,256)	(30)	(196)	(117)
Charitable contribution of common stock	—	(2,242)	(2,272)	(370)	—	(326)
Restructuring charge ⁽⁵⁾	—	—	(153)	—	(167)	—
Non-GAAP General and Administrative Expense	\$ 11,521	\$ 25,019	\$ 47,773	\$ 13,947	\$ 14,478	\$ 12,884
Percentage of revenue	8.1%	11.5%	12.5%	13.2%	13.0%	10.8%

- (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 non-cash expense related to stock-based awards granted to employees, as included in the Company's GAAP results of operations.
- (3) Amount is recorded in general and administrative.
- (4) Includes adjustments related to purchase accounting, the revaluation of contingent consideration and transaction costs.
- (5) Costs associated with reduction in workforce.

Reconciliation of Non-GAAP Cost of Revenue

\$ in thousands

	Cost of Revenue					
	FY 2020	FY 2021	FY 2022	Q1 2023	Q2 2023	Q3 2023
Revenue	\$ 141,406	\$ 218,336	\$ 381,053	\$ 105,326	\$ 111,008	\$ 118,927
Cost of Revenue	\$ 108,120	\$ 161,195	\$ 233,487	\$ 65,957	\$ 67,452	\$ 72,678
Add (deduct):						
Depreciation and amortization ⁽¹⁾	(230)	(104)	(82)	(44)	(38)	(38)
Costs to exit the supplies business	—	—	—	—	(206)	—
Non-GAAP Cost of Revenue	\$ 107,890	\$ 161,091	\$ 233,405	\$ 65,913	\$ 67,208	\$ 72,640

- (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.