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Q3 2021

Key Financial Highlights

$56.7M Q3 Revenue
+35% YoY Growth
+77% Excluding Sales of Masks by One Customer

$14.5M Q3 Gross Profit
+42% YoY Growth
25.6% Margin

$10.0M Q3 Adjusted EBITDA
(17.7)% Margin

26,187 Q3 Active Buyers
+61% YoY Growth

603 Q3 Accounts with LTM Spend of at least $50,000
+67% YoY Growth

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

(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

Travel  Retail  Auto  Payments  Transportation  Manufacturing
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

#### 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 and Materials

**Artifacts**
- Democratize Access
- Highly Scalable
- Cloud-Based
- AI-Driven

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Artificial Intelligence is at the Heart of Our Platform

3D Geometry & Feature Recognition
enhance pricing accuracy, identify issues, and match orders efficiently

Instant
price and lead time quotes for buyers and offers for sellers in seconds

Deep Learning
predicting longevity, frequency and lifetime value for buyers and sellers

Real-time
synthetization of process requirements and feature complexity

Millions of Data Inputs and Years of Continuous Improvement
Continued Strong Growth in Active Buyers

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

<table>
<thead>
<tr>
<th></th>
<th>1Q19</th>
<th>2Q19</th>
<th>3Q19</th>
<th>4Q19</th>
<th>1Q20</th>
<th>2Q20</th>
<th>3Q20</th>
<th>4Q20</th>
<th>1Q21</th>
<th>2Q21</th>
<th>3Q21</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>8,407</td>
<td>9,389</td>
<td>10,435</td>
<td>11,527</td>
<td>13,041</td>
<td>14,460</td>
<td>16,266</td>
<td>18,846</td>
<td>21,345</td>
<td>23,942</td>
<td>26,187</td>
</tr>
</tbody>
</table>

\(^{(1)}\) 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) 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

40% of Active Sellers either purchased supplies or utilized financial services in 2020
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
ESG is Intrinsic to Xometry

Corporate social responsibility is a key aspect of Xometry’s culture and social mission. It is in this spirit that Xometry has committed to investments in meaningful, future-driven programs.

Xometry Go Green

Xometry customers can offset up to 100% of the carbon footprint of their orders. This includes carbon emissions involved in raw material extraction, transportation of materials along the supply chain, and energy consumed in fabrication by the manufacturer.

The Xometry Impact Fund

Xometry has committed to donating 1% of its equity to local organizations over the course of five years. Xometry will support underrepresented communities in STEM across the United States.

Xometry Scholars Program

Xometry has pledged more than $900K to provide scholarships over the next four school years to students enrolled at the Howard University College of Engineering and Architecture.
Q3 2021 Financial Results
Key Financial Highlights

**Significant Growth at Scale**
- $56.7M
  Q3 2021 Revenue
- +35%
  YoY Revenue Growth
- +12%
  QoQ Revenue Growth
- +77%
  YoY Revenue Growth Excluding Sales of Masks by One Customer

**Proven Business Model**
- 603
  Q3 2021 Accounts with LTM Spend of at least $50K
- 95%
  Q3 2021 Revenue from Existing Accounts

**Gross Profit Growth**
- $14.5M
  Q3 2021 Gross Profit
- +42%
  YoY Gross Profit Growth
- +22%
  QoQ Gross Profit Growth

Note: All financial data as of and for the quarter ended September 30, 2021 unless otherwise noted. YoY growth rates represent Q3 2021 over Q3 2020. QoQ growth rates represent Q3 2021 over Q2 2021.
## Significant Growth at Scale
($ in millions)

<table>
<thead>
<tr>
<th>Annual and LTM Revenue</th>
<th>Quarterly Revenue and YoY Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Growth Excluding Sales of Masks by One Customer</strong>&lt;sup&gt;(1)&lt;/sup&gt;</td>
<td><strong>Growth Excluding Sales of Masks by One Customer</strong>&lt;sup&gt;(1)&lt;/sup&gt;</td>
</tr>
<tr>
<td>FY 2019: $80.2</td>
<td>3Q20: $42.0</td>
</tr>
<tr>
<td>FY 2020: $141.4</td>
<td>4Q20: $38.0</td>
</tr>
<tr>
<td>LTM 9/30/2021: $189.2</td>
<td>1Q21: $43.9</td>
</tr>
<tr>
<td><strong>+48% YoY</strong></td>
<td><strong>+35% YoY</strong></td>
</tr>
<tr>
<td><strong>+58% YoY</strong></td>
<td><strong>+77% YoY</strong></td>
</tr>
</tbody>
</table>

1. Revenue growth year-over-year when excluding sales of masks by one customer from both periods.
Revenue Predictability Underscored by Existing Accounts

Percentage of Revenue from Existing Accounts (1)

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Percentage</th>
<th>Quarter</th>
<th>Percentage</th>
<th>Quarter</th>
<th>Percentage</th>
<th>Quarter</th>
<th>Percentage</th>
<th>Quarter</th>
<th>Percentage</th>
<th>Quarter</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>1Q19</td>
<td>86%</td>
<td>2Q19</td>
<td>94%</td>
<td>3Q19</td>
<td>94%</td>
<td>4Q19</td>
<td>94%</td>
<td>1Q20</td>
<td>93%</td>
<td>2Q20</td>
<td>94%</td>
</tr>
<tr>
<td>3Q20</td>
<td>96%</td>
<td>4Q20</td>
<td>95%</td>
<td>1Q21</td>
<td>95%</td>
<td>2Q21</td>
<td>95%</td>
<td>3Q21</td>
<td>95%</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

(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)

---

### Annual and LTM Gross Profit and Margin

<table>
<thead>
<tr>
<th>Margin</th>
<th>2019</th>
<th>2020</th>
<th>LTM 9/30/21</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>18.4%</td>
<td>23.5%</td>
<td>24.2%</td>
</tr>
</tbody>
</table>

### Quarterly Gross Profit and Margin

<table>
<thead>
<tr>
<th>Quarter</th>
<th>3Q20</th>
<th>4Q20</th>
<th>1Q21</th>
<th>2Q21</th>
<th>3Q21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Margin</td>
<td>$10.2</td>
<td>$9.5</td>
<td>$9.8</td>
<td>$11.9</td>
<td>$14.5</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)

### Annual and LTM Adj. EBITDA and Margin

<table>
<thead>
<tr>
<th>Margin</th>
<th>2019</th>
<th>2020</th>
<th>LTM 9/30/21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Margin</td>
<td>(33)%</td>
<td>(16.6)%</td>
<td>(18.2)%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>$(26.4)</td>
<td>$(23.5)</td>
<td>$(34.5)</td>
</tr>
</tbody>
</table>

### Quarterly Adj. EBITDA and Margin

<table>
<thead>
<tr>
<th>Quarter</th>
<th>3Q20</th>
<th>4Q20</th>
<th>1Q21</th>
<th>2Q21</th>
<th>3Q21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Margin</td>
<td>(11.0)%</td>
<td>(17.4)%</td>
<td>(20.1)%</td>
<td>(17.9)%</td>
<td>(17.7)%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>$(4.6)</td>
<td>$(6.6)</td>
<td>$(8.8)</td>
<td>$(9.1)</td>
<td>$(10.0)</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)

Sales and Marketing (1)

Operations and Support (1)

Product Development (1)

G&A (1)(2)

(1) Excludes stock-based compensation, depreciation, and amortization.
(2) Excludes charitable contribution.
Forward Guidance
## Guidance

($ in millions)

- In 2020, one customer, that produces masks, accounted for approximately 10% of our revenue in Q4 2020. Excluding revenue from that one customer, growth is expected to be between 75%-80% for Q4 2021, as compared to Q4 2020.

- The acquisitions of Big Blue Saw and FactoryFour are not expected to materially impact our Q4 2021 revenue and Adjusted EBITDA guidance.

### Q4 2021 (in millions)

<table>
<thead>
<tr>
<th></th>
<th>Low</th>
<th>High</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>$60.0</td>
<td>$62.0</td>
</tr>
<tr>
<td>Adjusted EBITDA</td>
<td>$(-12.0)</td>
<td>$(-11.0)</td>
</tr>
</tbody>
</table>

Note: For a reconciliation of Adjusted EBITDA and Adjusted EBITDA Margin to the most directly comparable GAAP measure, see Appendix.
Appendix
## GAAP Operating Expenses

(% of Revenue)

<table>
<thead>
<tr>
<th></th>
<th>3Q20</th>
<th>4Q20</th>
<th>1Q21</th>
<th>2Q21</th>
<th>3Q21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales and Marketing</td>
<td>14.3%</td>
<td>17.7%</td>
<td>17.2%</td>
<td>17.5%</td>
<td>17.3%</td>
</tr>
<tr>
<td>Operations and Support</td>
<td>8.8%</td>
<td>10.5%</td>
<td>9.9%</td>
<td>10.9%</td>
<td>10.2%</td>
</tr>
<tr>
<td>Product Development</td>
<td>7.2%</td>
<td>8.7%</td>
<td>8.3%</td>
<td>8.1%</td>
<td>7.7%</td>
</tr>
<tr>
<td>G&amp;A</td>
<td>7.8%</td>
<td>8.6%</td>
<td>9.9%</td>
<td>10.4%</td>
<td>15.5%</td>
</tr>
</tbody>
</table>
# Adjusted EBITDA Reconciliation

($ in Thousands)

<table>
<thead>
<tr>
<th></th>
<th>Three Months Ended September 30,</th>
<th>Nine Months Ended September 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>$(14,711)</td>
<td>$(6,183)</td>
</tr>
<tr>
<td>Add (deduct):</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Interest expense, interest and dividend income and other expense</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Depreciation and amortization(^{(1)})</td>
<td>816</td>
<td>869</td>
</tr>
<tr>
<td>Charitable contribution of common stock</td>
<td>1,157</td>
<td>—</td>
</tr>
<tr>
<td>Stock-based compensation(^{(2)})</td>
<td>2,266</td>
<td>293</td>
</tr>
<tr>
<td><strong>Adjusted EBITDA</strong></td>
<td>$ (10,024)</td>
<td>$ (4,605)</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>