



Q1 2023 Earnings Presentation

May 10, 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.

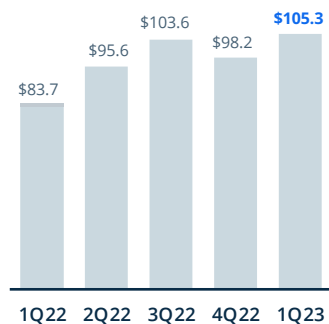
In light of the foregoing, you are urged not to rely on any forward-looking statement or third-party data in reaching any conclusion or making any investment decision about any securities of the Company.

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.

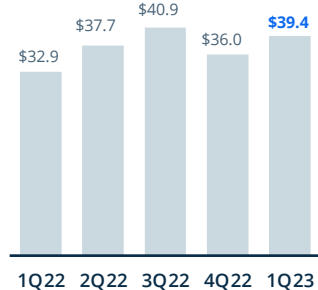
Q1 2023

Key Financial Highlights

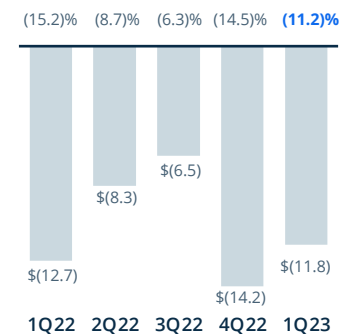
\$105.3M Q1 Revenue
+26% YoY Growth
\$86.7M Marketplace
\$18.6M Supplier Services



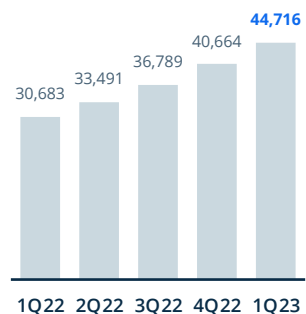
\$39.4M Q1 Gross Profit
+20% YoY Growth
37.4% Q1 Gross Margin



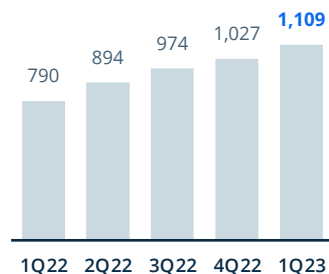
\$(11.8M) Q1 Adjusted EBITDA⁽¹⁾
(11.2)% Q1 Adjusted EBITDA margin



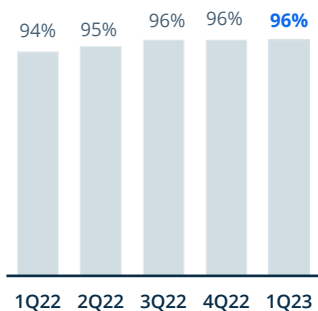
44,716 Q1 Active Buyers⁽²⁾
+46% YoY Growth



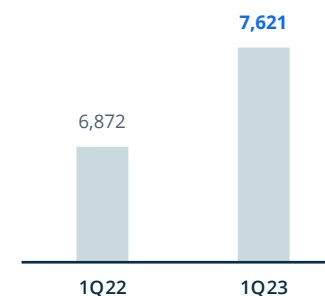
1,109 Q1 Accounts with LTM Spend of at least \$50,000⁽⁴⁾
+40% YoY Growth



96% Q1 Revenue from Xometry Existing Accounts⁽³⁾



7,621 Q1 Active Paying Suppliers⁽⁵⁾
+11% YoY Growth



(1) We define Adjusted EBITDA as net loss, adjusted for interest expense, interest and dividend income and other expenses, income tax expense, 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, charitable contributions of common stock, income from unconsolidated joint venture, impairment of assets, restructuring charges 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) 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 a Xometry 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.

(5) We define active paying suppliers as suppliers who have purchased one or more of our supplier services, including digital marketing services, data services, financial services or supplies during the last twelve months.

Significant Value Creation from Digitizing Markets



Travel



Retail



Payments



Transportation



Manufacturing

Manufacturing is a Massive, Highly Inefficient Market

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

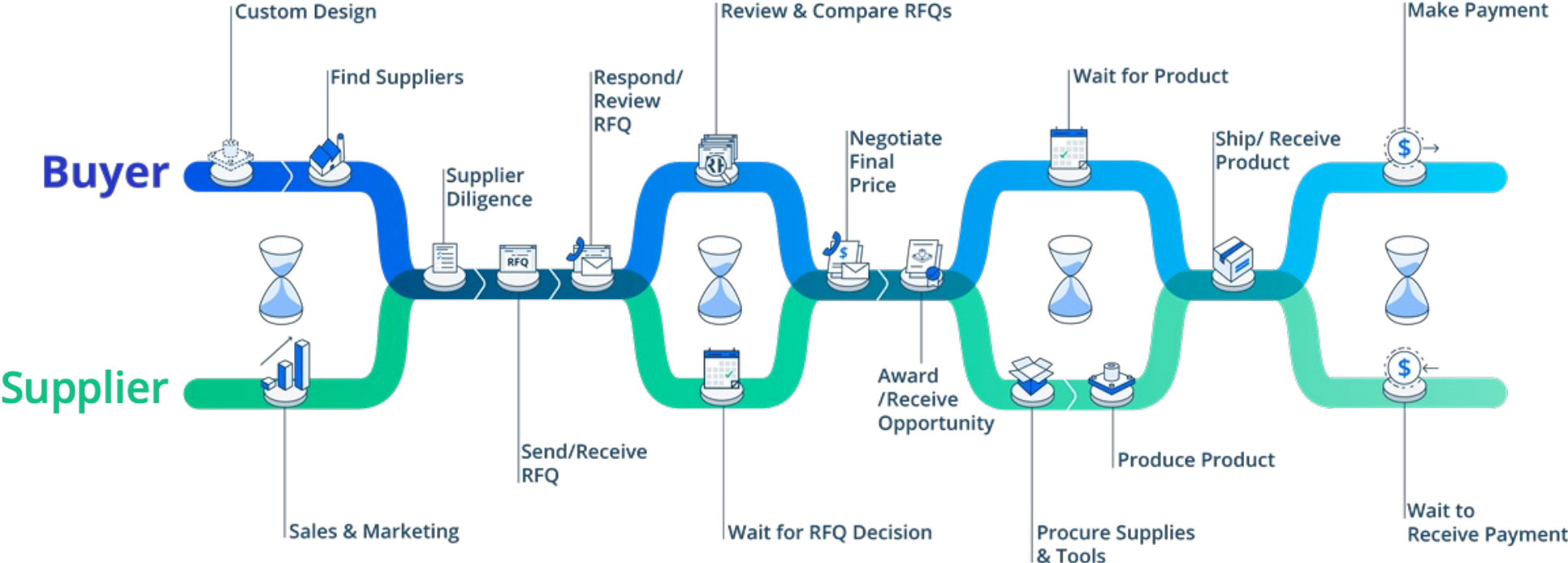


Physical and capital resource constraints



Particularly sensitive to payment delays

Traditional Sourcing is Slow, Costly, and Inefficient



An Integrated Solution for Buyers and Suppliers

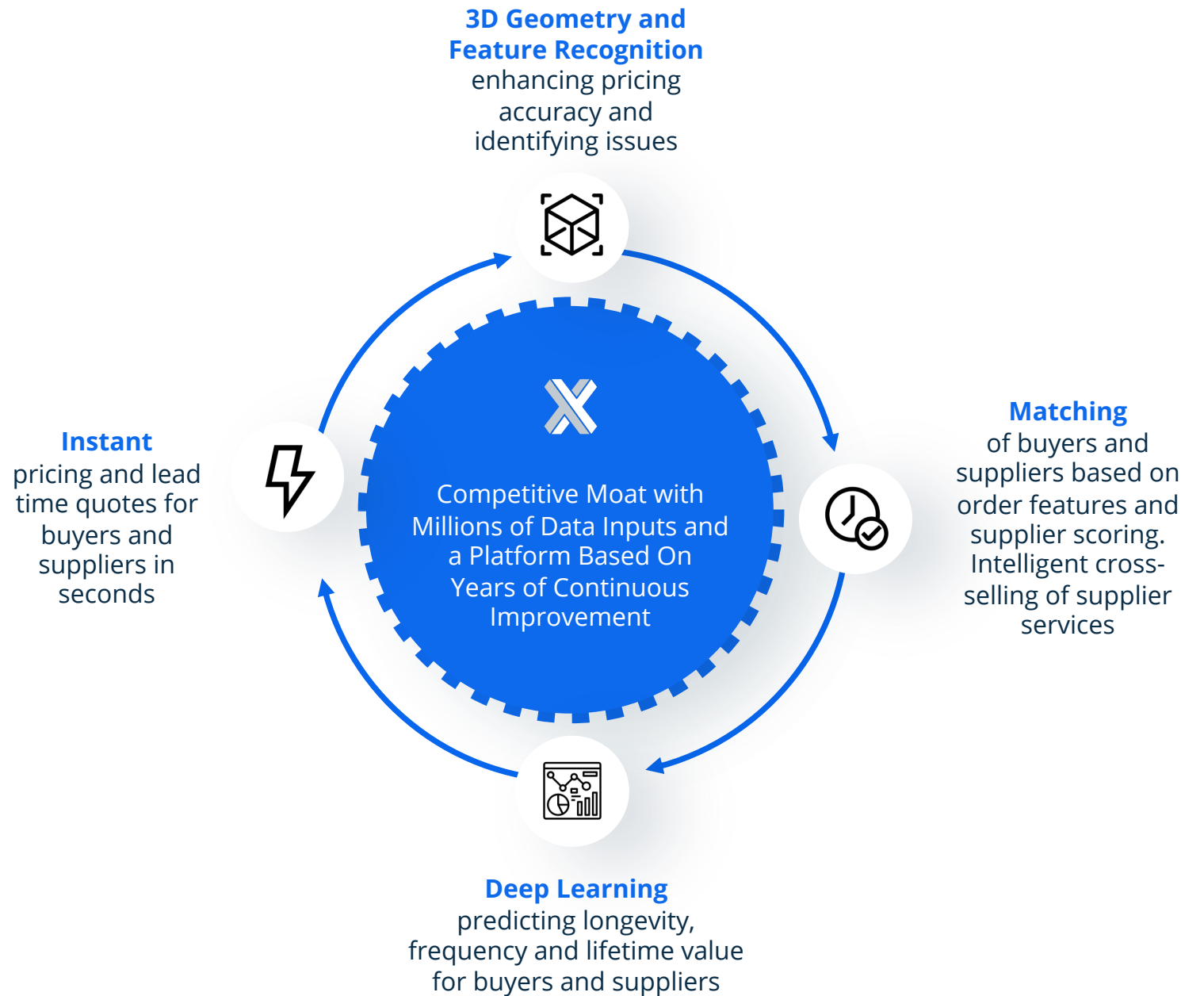
Buyers



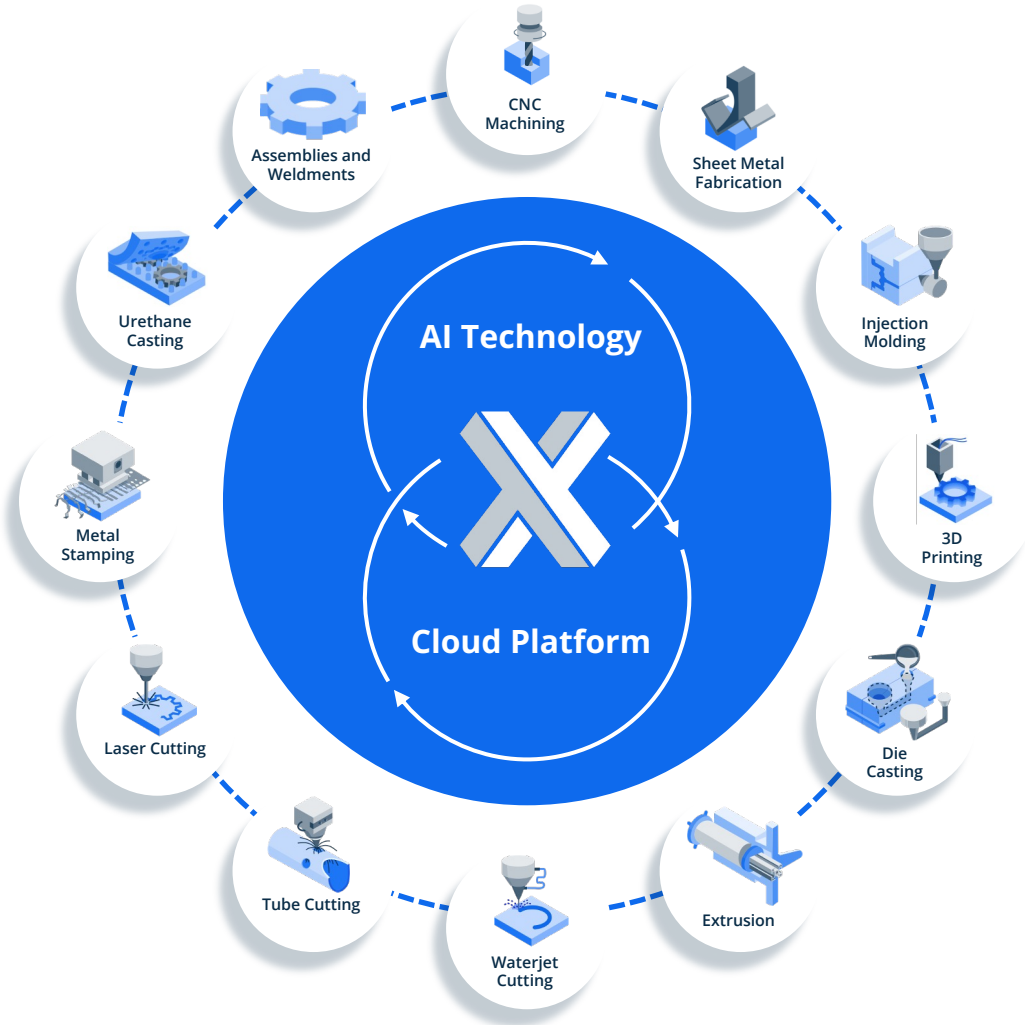
Suppliers



Artificial Intelligence is at the Heart of Xometry's Platform



AI-Enabled Extensible Platform



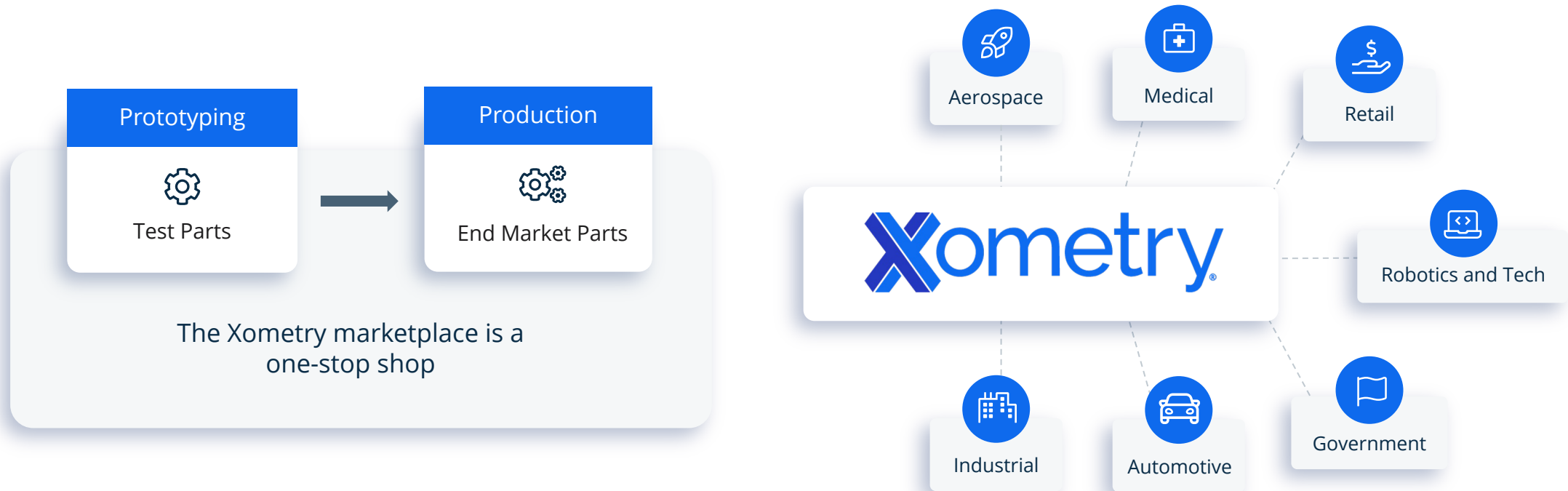
Uniting AI / ML technology on a cloud-based marketplace that provides buyers access to thousands of vetted suppliers worldwide

Offering dozens of core manufacturing capabilities across Additive Manufacturing, Plastic Part Production, Sheet and Tube Fabrication, Metal and Sheet Part Production, CNC Machining and Value-Added Services

Ability to leverage **hundreds of thousands of combinations** of finishes, raw materials and colors

Extensible Platform Providing One-Stop Shop

Xometry's marketplace supports major industries and manufacturing processes across North America, Europe, and Asia



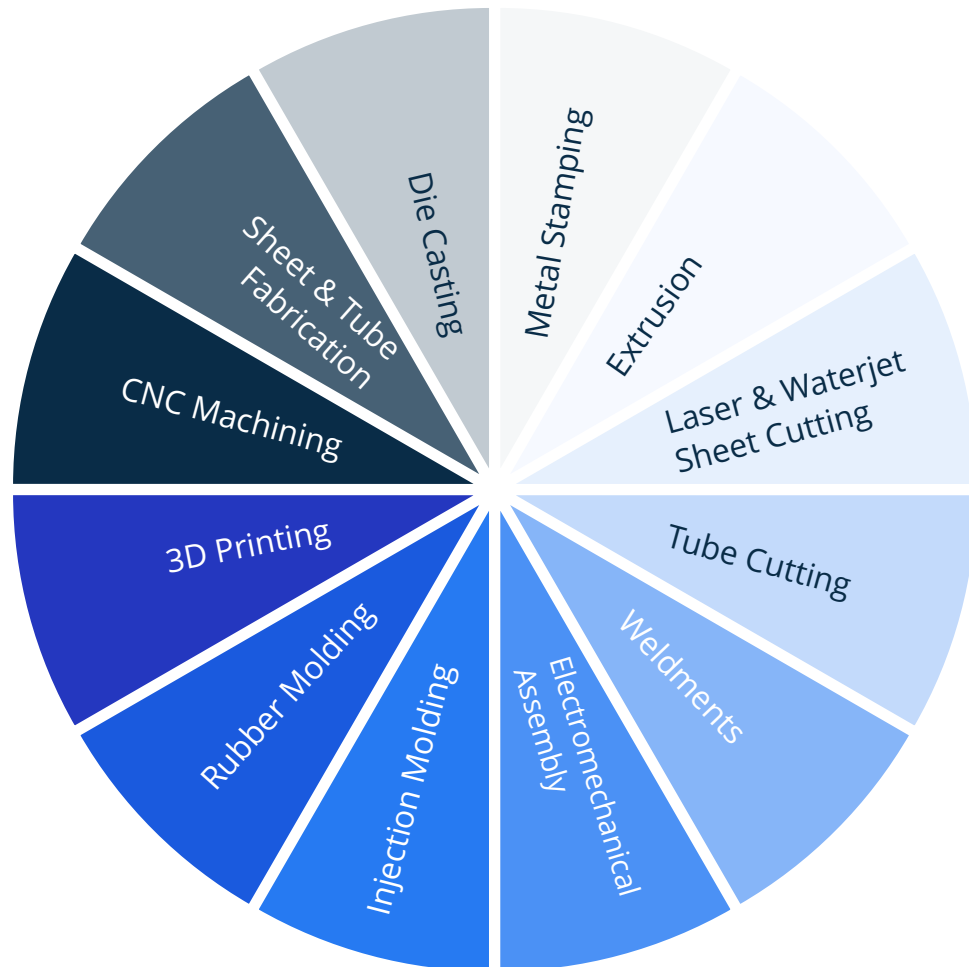
Extensible Marketplace

Xometry's marketplace supports production across many industries and manufacturing processes

Customer Industry	Process	Description
Agriculture	Multi-technology and assembly	Full electro-mechanical robotic assemblies
Aerospace and Defense	CNC	Landing gear components
Medical Devices	Injection molding and assembly	Hospital-use device to assist in medical procedures
Retail	Injection molding	Shopping carts
Electric Vehicles	Injection molding	Seat components
Oil and Gas	Die casting	Gas meter components
Automotive	Metal stamping	Electronic control system enclosures

Growing Customer Share of Wallet

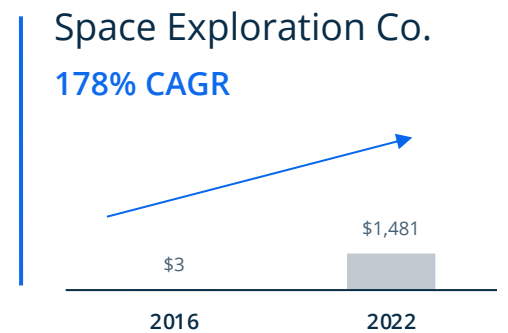
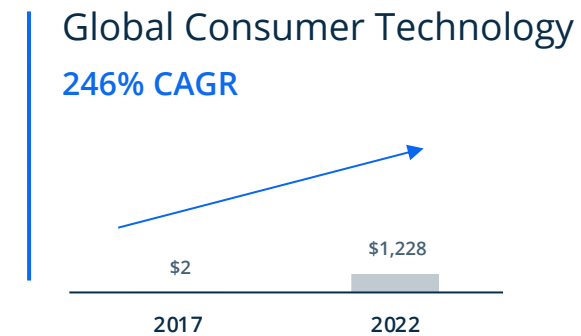
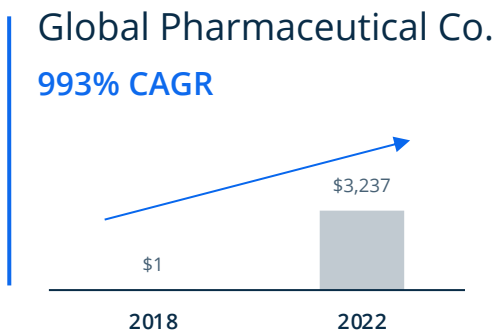
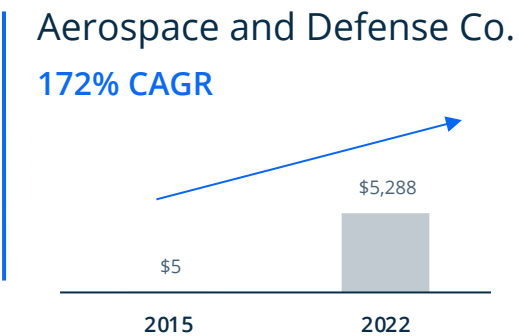
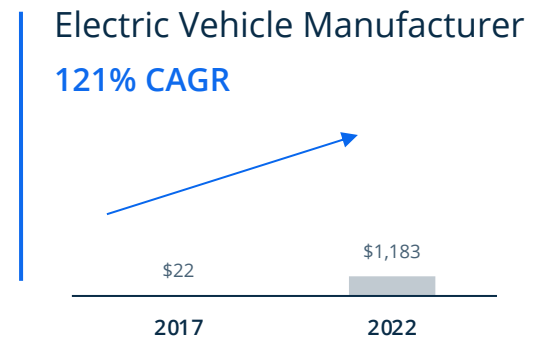
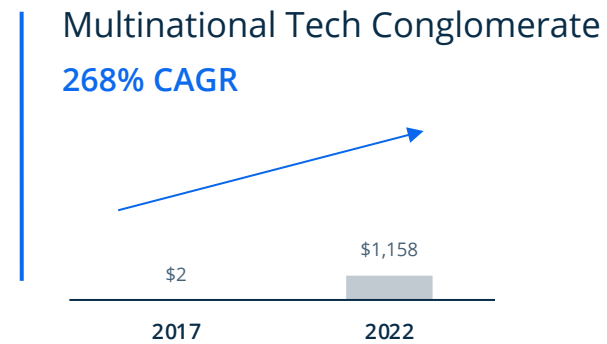
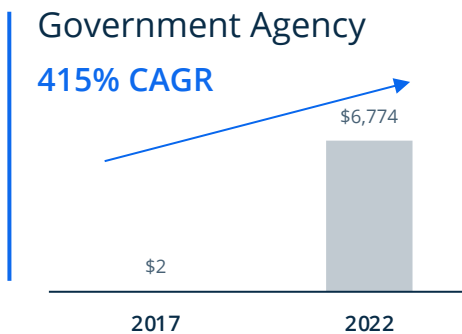
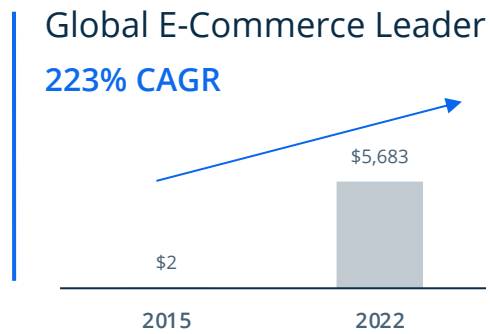
From prototype to production



As we leverage **500K Suppliers on Thomas**, we will meet even more of our customers' needs and become that one-stop shop

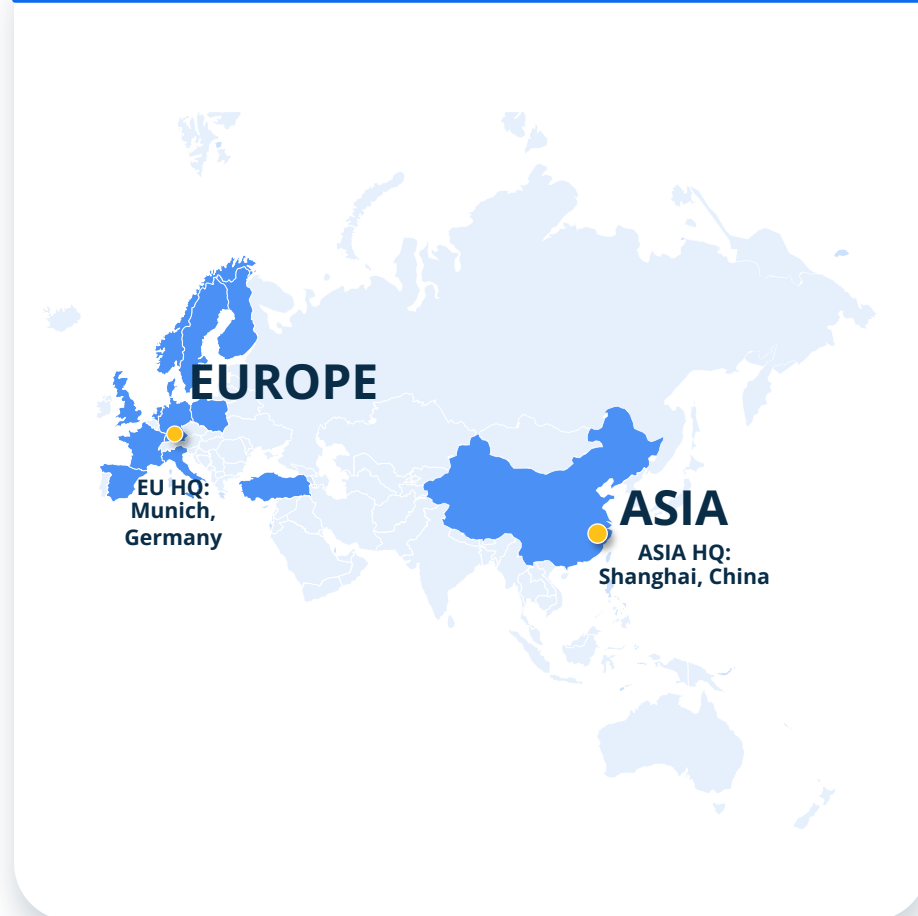
Realizing and Effective Land and Expand Strategy

Annual spend (\$ in thousands)



Rapidly Growing a Global Marketplace

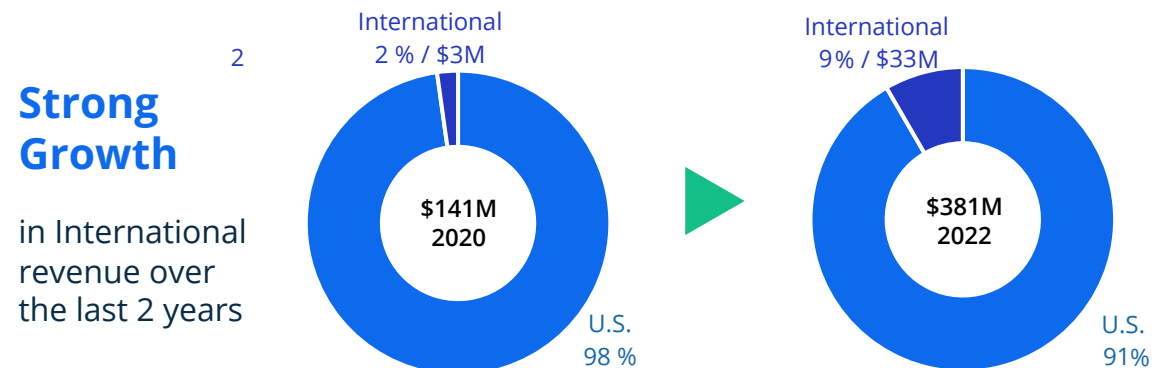
Expanding Global Footprint



Localized Offerings Available Globally

Three screenshots of the Xometry website interface. The first is in English, showing a 'How to order parts at Xometry UK?' guide with four steps: 1. Upload your CAD files, 2. Choose the process, 3. Order your parts online, and 4. Receive your parts. The second is in Chinese, titled '一站式按需制造服务' (One-stop on-demand manufacturing service). The third is in Swedish, titled 'Prototyper och produktionsdelar för verkstadsindustrin' (Prototypes and production parts for the workshop industry). Below the screenshots are two white boxes: '13 Languages' and '6 Currencies'.

Revenue Split by Geographic Segment



Strong Growth

in International revenue over the last 2 years

One-Stop Shop for Suppliers

Connecting industrial suppliers with qualified buyers by enabling their products and services to be discovered



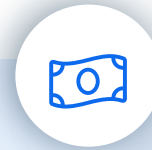
Operations

- Workcenter is a full suite of tools that enables manufacturers to source work and manage operations in one secure platform



Marketing

- Subscription-based access to advertising and marketing tools
- Suite of full-funnel marketing services, including SEO services, website development, email advertising and more



Financial

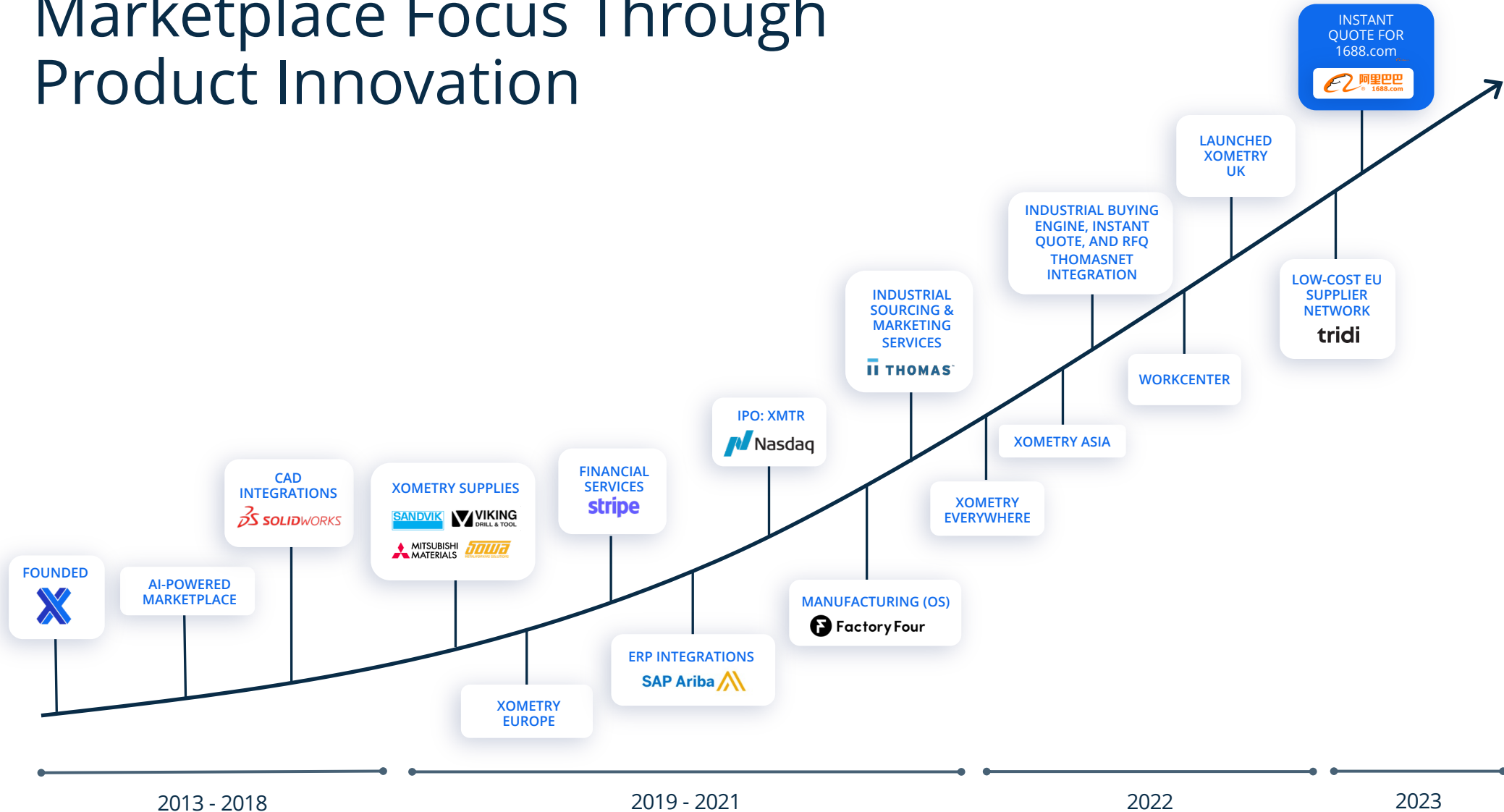
- Fast Pay: allows Suppliers to accelerate their Net-30 payout after job completion for a fee
- Advance Card: allows Suppliers to access up to 50% of their job payout upfront on a card and spend those funds wherever Visa is accepted
- Instant Pay: allows Suppliers to access their entire job payout upfront for a fee

Workcenter Empowers Suppliers to Manage their Business

- ✓ Source and consolidate work
- ✓ Manage operations
- ✓ Monitor performance
- ✓ Secure cash flow
- ✓ And more....



Marketplace Focus Through Product Innovation



Resulting in Expanded Marketplace Use

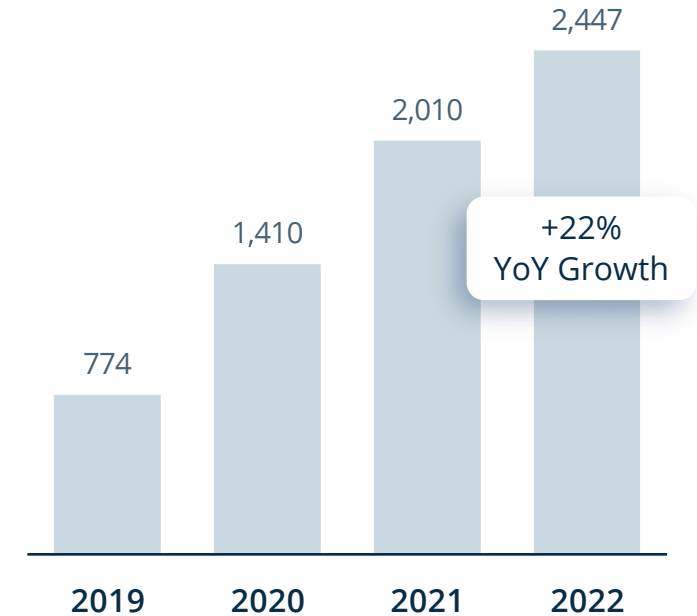
44,716 Q1 Active Buyers¹



1,109 Q1 Accounts with LTM Spend of at Least \$50K²



2,447 Active Suppliers³



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

2. 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 last twelve months.

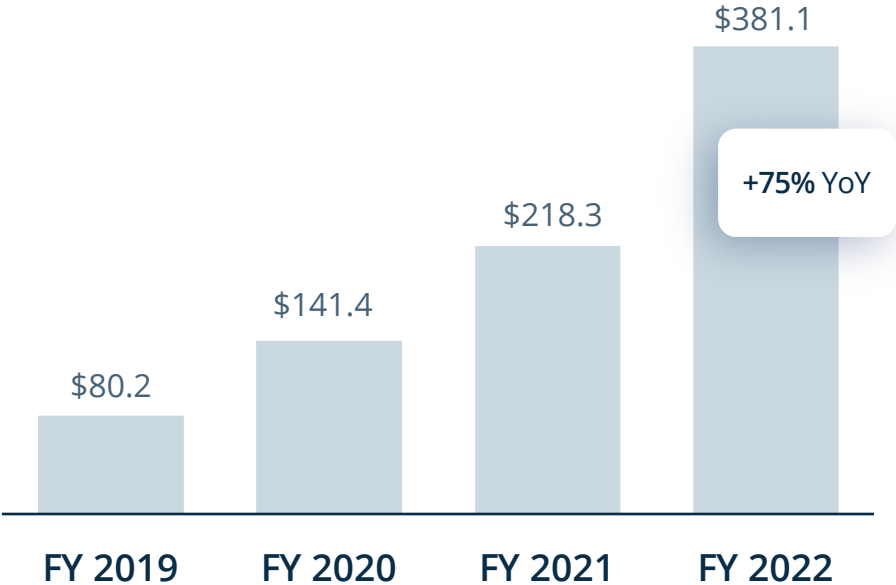
3. For the year ended December 31, 2022. We define Active Sellers as the sellers that have used our platform at least once during the last twelve months to manufacture a product or buy tools or supplies.

Significant Growth at Scale

\$ in millions

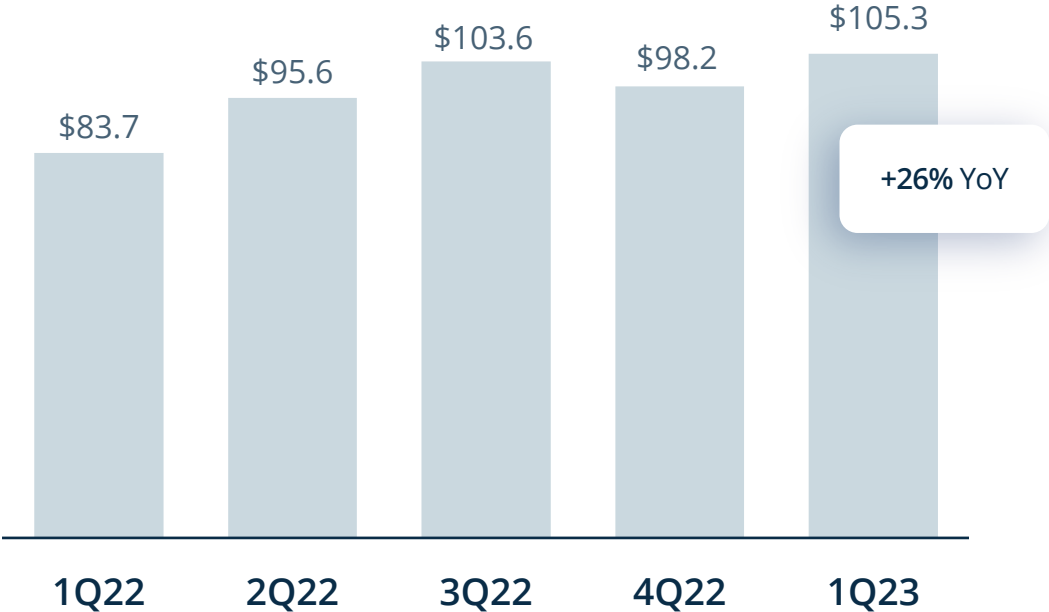
Annual and LTM Revenue

- \$303.1M Marketplace Revenue
- +48% YoY Marketplace Revenue Growth

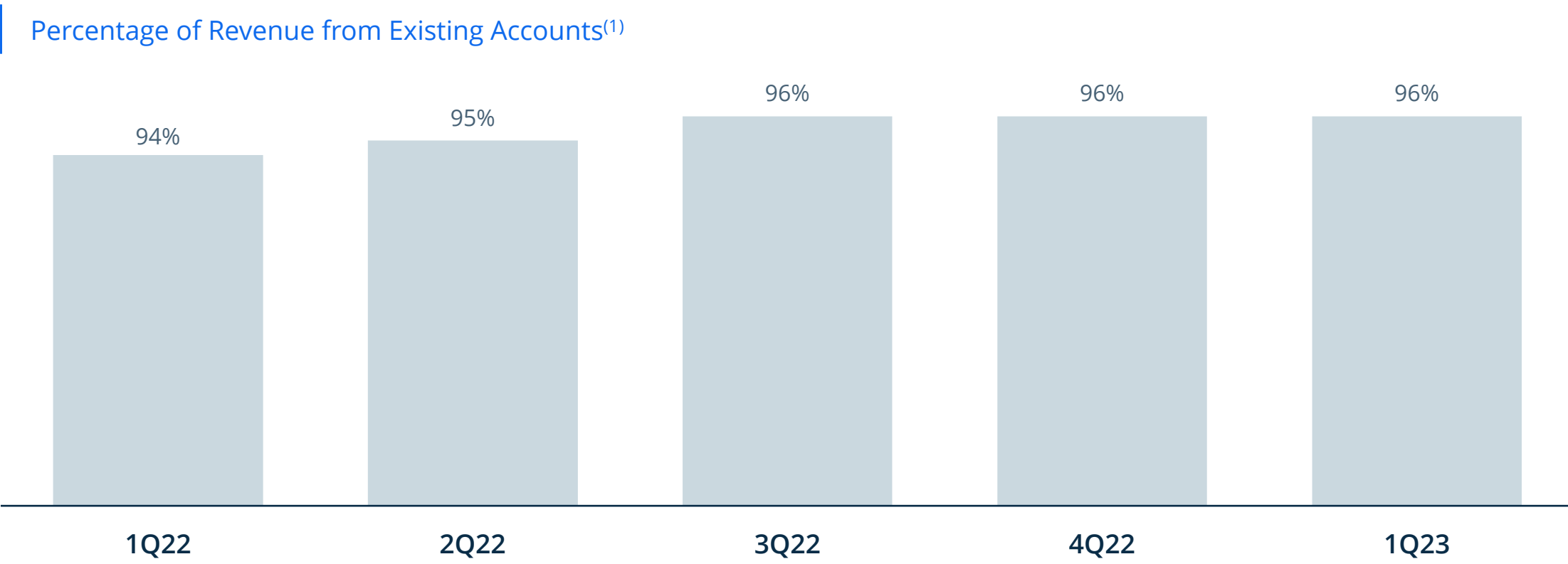


\$105.3M Quarterly Revenue and YoY Growth

- \$86.7M Marketplace Revenue
- +35% YoY Marketplace Revenue Growth
- \$18.6M Supplier Services Revenue



Revenue Predictability Underscored by Existing Accounts



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

Increasing Value from Existing Marketplace Accounts¹

Revenue \$ in millions for global accounts

New account cohorts through 2020²

New Accounts	Year 1	Year 2	Year 3	Year 4	Year 5	2020 Index ³
2016	\$3.3M	\$5.4M	\$7.6M	\$13.7M	\$21.1M	6.4X
2017	\$5.6M	\$8.8M	\$11.6M	\$16.1M		2.9X
2018	\$10.2M	\$18.7M	\$15.6M			1.5X
2019	\$14.8M	\$19.4M				1.3X

New account cohorts through 2022

New Accounts	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	2022 Index ³
2016	\$3.3M	\$5.4M	\$7.6M	\$13.7M	\$21.1M	\$30.1M	\$35.6M	10.7X
2017	\$5.6M	\$8.8M	\$11.6M	\$16.1M	\$26.5M	\$39.7		7.1X
2018	\$10.2M	\$18.7M	\$15.6M	\$21.4M	\$26.6M			2.6X
2019	\$14.8M	\$19.4M	\$26.0M	\$32.7M				2.2X
2020 ⁴	\$18.5M	\$32.6M	\$35.7M					1.9X
2021	\$31.2M	\$47.9M						1.5X

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. Historical numbers updated for Account hierarchy changes over time.

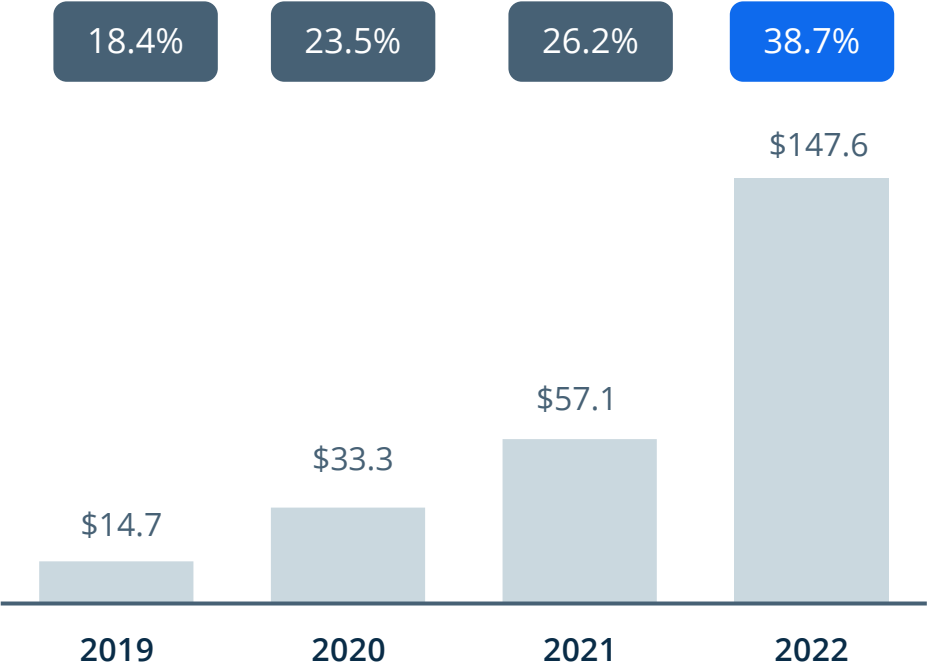
3. Revenue by Annual Account Cohort indexed to cohort's year 1

4. Excludes ~\$16M of sales of masks by one customer in year 1 and ~\$4M in year 2

Supporting Expanding Gross Margin

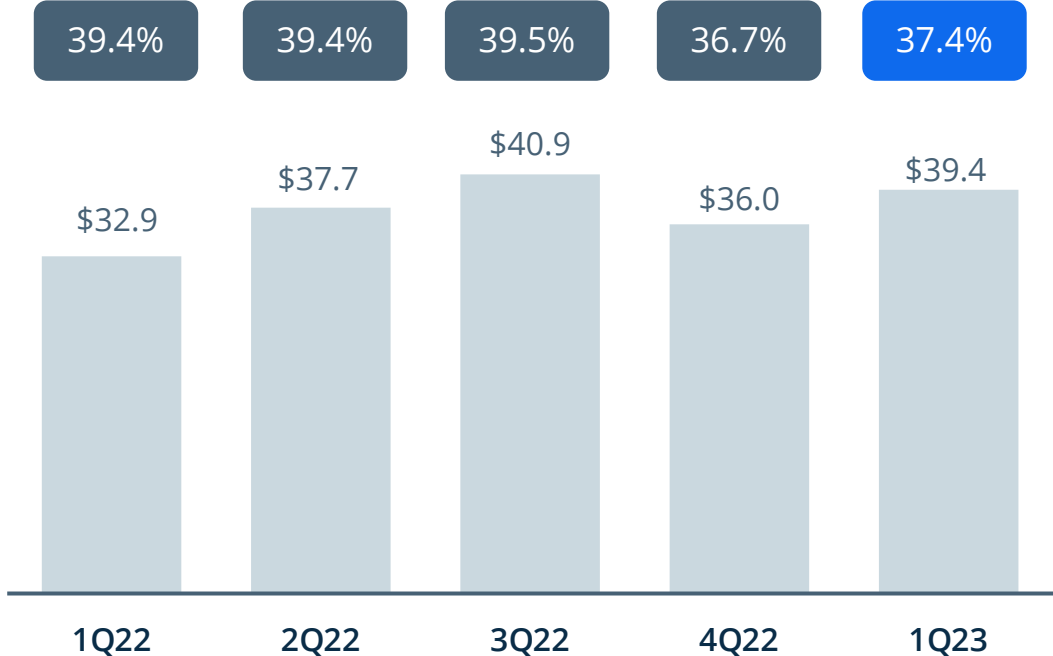
\$ in millions

Annual and LTM Gross Profit and Margin



Quarterly Gross Profit and Margin

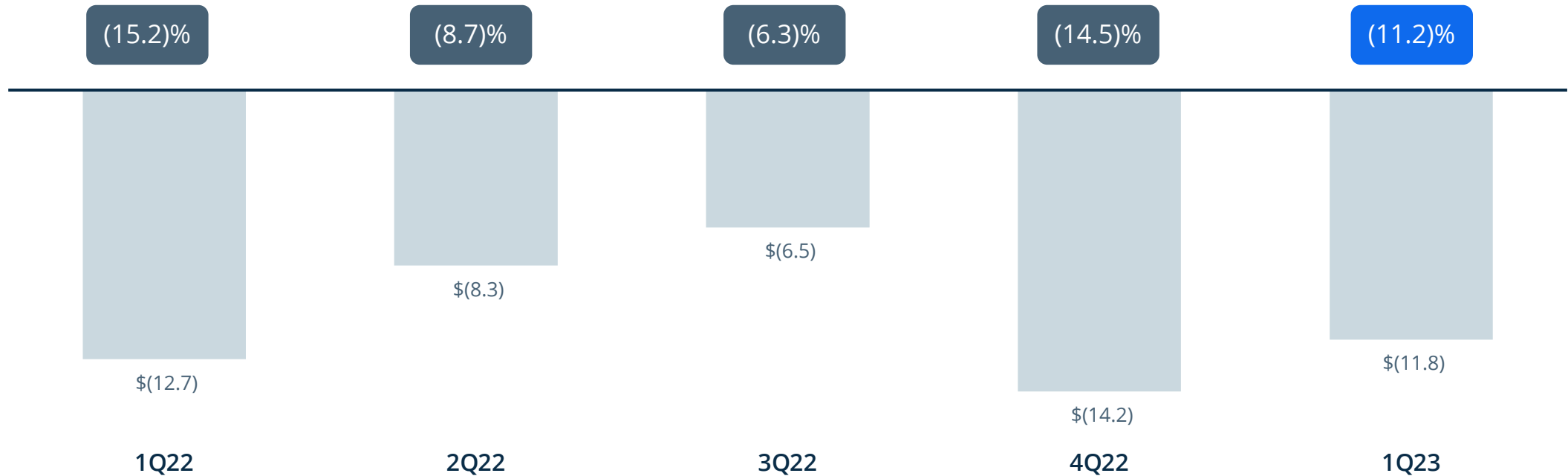
- 28.8% Marketplace Gross Margin
- 77.4% Supplier Services Gross Margin



Investments to Drive Long Term Growth

\$ in millions

Quarterly Adj. EBITDA¹ and Margin

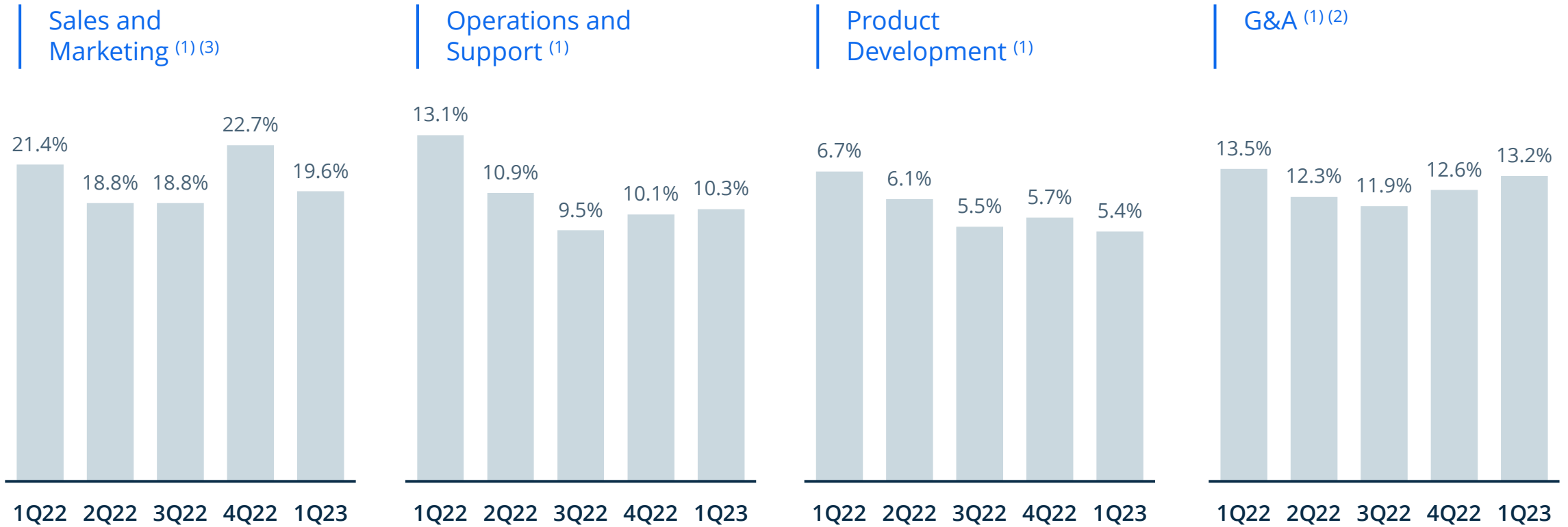


1) We define Adjusted EBITDA as net loss, adjusted for interest expense, interest and dividend income and other expenses, income tax expense, and certain other non-cash or non-recurring items impacting net loss from time to time, principally comprised of depreciation and amortization, amortization of lease intangible, stock-based compensation, charitable contributions of common stock, income from unconsolidated joint venture, impairment of assets, restructuring charges 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.

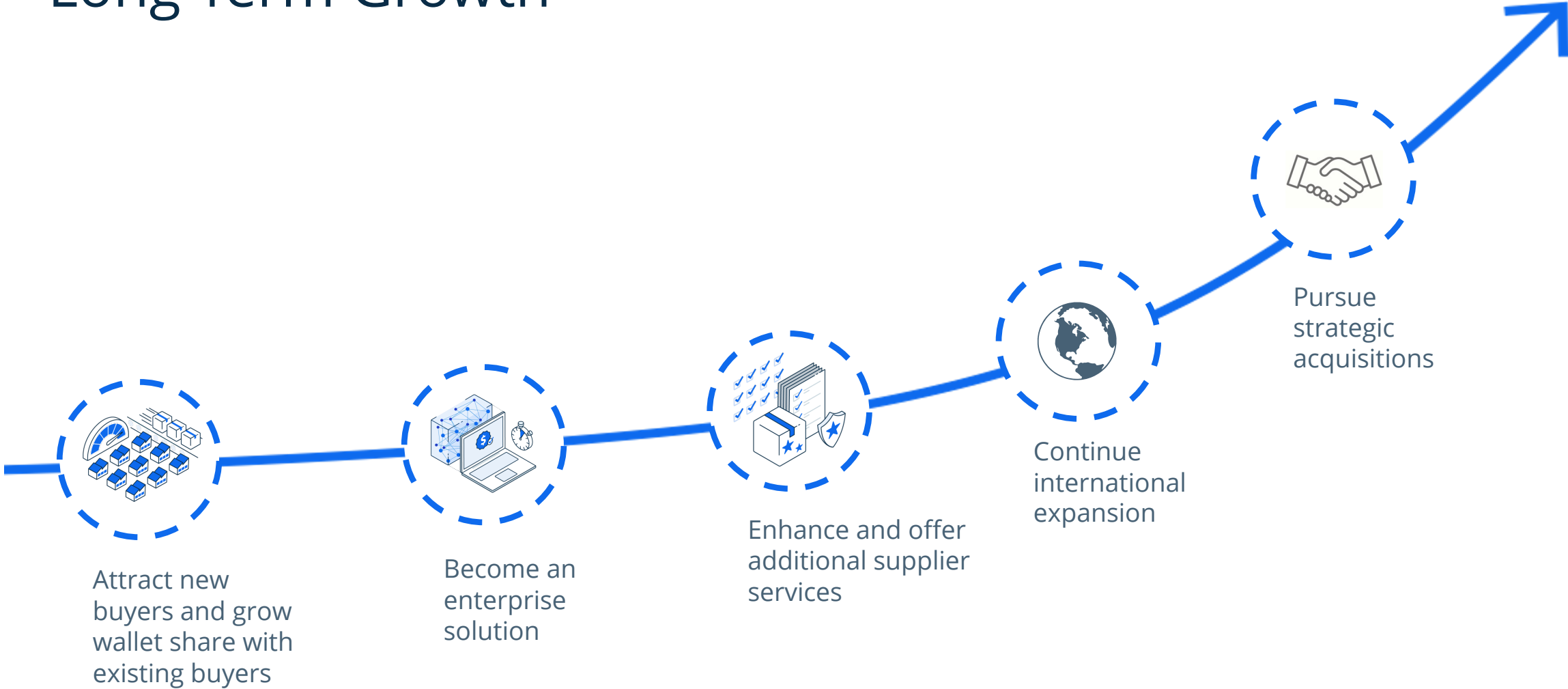
Note: For a reconciliation of Adjusted EBITDA and Adjusted EBITDA Margin to the most directly comparable GAAP measure, see Appendix. Margins are as a percent of revenue.

Non-GAAP Operating Expenses

(% of Revenue)



Significant Opportunities for Long Term Growth



Forward Guidance



Guidance

(\$ in millions)

	Q2 2023 (in millions)		FY 2023 (in millions)	
	Low	High	Low	High
Revenue	\$109	\$111	\$470	\$480
Adjusted EBITDA	\$(9.5)	\$(8.5)	\$(26.0)	\$(24.0)

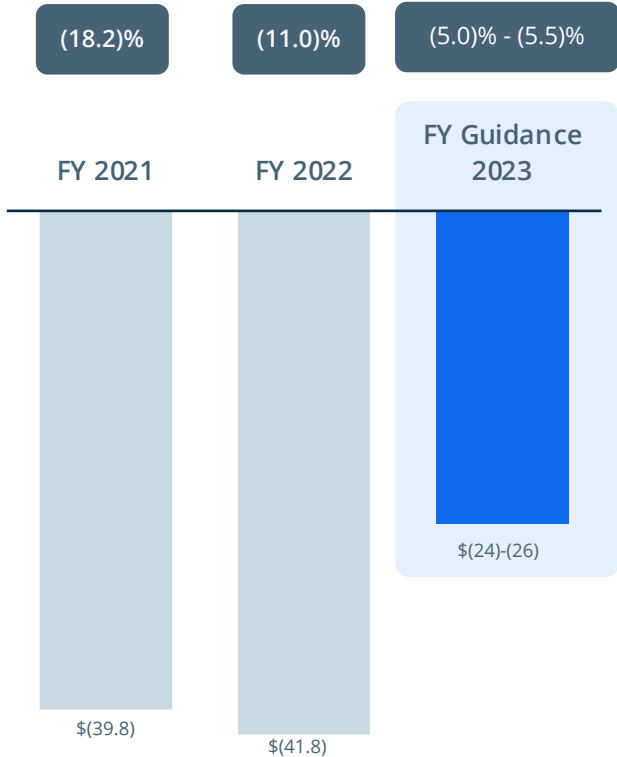
Xometry Financial Highlights

\$ in millions

Total Revenue



Adjusted EBITDA¹ and Margin



1. We define Adjusted EBITDA as net loss, adjusted for interest expense, interest and dividend income and other expenses, income tax expense, 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, charitable contributions of common stock, income from unconsolidated joint venture, impairment of assets, restructuring charges 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. For additional information on non-GAAP reconciliations, please see the Appendix.

Path to Adjusted EBITDA Profitability

2023 Outlook	Changes	Impact
Revenue	<ul style="list-style-type: none"> • Marketplace: Active buyer growth, Land and Expand/Top 200 strategy, Marketplace improvements- expanding processes/IBE, International expansion in Europe and Asia • Supplier Services: Higher attachment rates for 500k listed Suppliers on ThomasNet, Workcenter adoption 	<ul style="list-style-type: none"> • 23-26% Total YoY Revenue growth • Marketplace Revenue growth in the ~30% range year-over-year
Gross Profit	<ul style="list-style-type: none"> • Marketplace: AI-driven pricing model that improves as it ingests data, Improved matching as the number of active suppliers increases • Supplier Services: Expand Thomas advertising solutions 	<ul style="list-style-type: none"> • Expect 30%+ Marketplace gross margin
Operating Expenses	<ul style="list-style-type: none"> • Sales and Marketing: Advertising spend largely variable, increasing leverage with marketing support costs, further Thomas sales efficiency • Operations and Support: Automation to drive further leverage • Product Development: Focused new product investment spend offset by fixed costs tech infrastructure • G&A: Largely fixed including public company costs 	<ul style="list-style-type: none"> • Reduce fixed cost • As operating expense leverage improves, incremental contribution margin will increase through 2023

Appendix



Adjusted EBITDA Reconciliation

(\$ in thousands)

	For the Three Months Ended March 31,	
	2023	2022
Adjusted EBITDA:		
Net loss	\$ (18,343)	\$ (19,995)
Add (deduct):		
Interest expense, interest and dividend income and other expenses	(1,514)	1,635
Depreciation and amortization ⁽¹⁾	2,566	1,799
Income tax provision (benefit)	136	(559)
Amortization of lease intangible	333	333
Stock-based compensation ⁽²⁾	4,694	3,456
Charitable contribution of common stock	370	—
Income from unconsolidated joint venture	(66)	(34)
Acquisition and other ⁽³⁾	30	639
Impairment of assets	27	—
Adjusted EBITDA	\$ (11,767)	\$ (12,726)

- (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.