



Investor Presentation

January 14, 2022

Disclaimer

Cautionary Information Regarding Forward-Looking Statements:

This presentation contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, which statements involve substantial risks and uncertainties. Forward-looking statements generally relate to future events or our future financial or operating performance. In some cases, you can identify forward-looking statements because they contain words such as “may,” “will,” “should,” “expect,” “plan,” “anticipate,” “could,” “would,” “intend,” “target,” “project,” “contemplate,” “believe,” “estimate,” “predict,” “potential” or “continue” or the negative of these words or other similar terms or expressions that concern the expectations, strategy, plans or intentions of Xometry, Inc. (“Xometry”, the “Company”, “we” or “our”). Forward-looking statements in this presentation include, but are not limited to, our beliefs regarding our financial position and operating performance, including our outlook and guidance for the full year 2021, and demand for our marketplace in general. Our expectations and beliefs regarding these matters may not materialize, and actual results in future periods are subject to risks and uncertainties that could cause actual results to differ materially from those projected, including risks and uncertainties related to: competition, managing our growth, financial performance, including the impact of the COVID-19 pandemic on our business and operations and our ability to forecast our performance due to our limited operating history and the COVID-19 pandemic, investments in new products or offerings, our ability to attract buyers and sellers to our marketplace, legal proceedings and regulatory matters and developments, any future changes to our business or our financial or operating model, and our brand and reputation. The forward-looking statements contained in this presentation are also subject to other risks and uncertainties that could cause actual results to differ from the results predicted, including those more fully described in our filings with the SEC, including our Quarterly Report on Form 10-Q for the period ended June 30, 2021. All forward-looking statements in this presentation are based on information available to Xometry and assumptions and beliefs as of the date hereof, and we disclaim any obligation to update any forward-looking statements, except as required by law.

Use of Non-GAAP Financial Measures:

To supplement its consolidated financial statements, which are prepared and presented in accordance with generally accepted accounting principles in the United States of America (“GAAP”), Xometry uses Adjusted EBITDA, a non-GAAP financial measure, as described below. This non-GAAP financial measure is presented to enhance the user’s overall understanding of Xometry’s financial performance and should not be considered a substitute for, or superior to, the financial information prepared and presented in accordance with GAAP. The non-GAAP financial measure presented in this presentation, together with the GAAP financial results, are the primary measures used by the Company’s management and board of directors to understand and evaluate the Company’s financial performance and operating trends, including period-to-period comparisons, because they exclude certain expenses and gains that management believes are not indicative of the Company’s core operating results. Management also uses this measure to prepare and update the Company’s short and long term financial and operational plans, to evaluate investment decisions, and in its discussions with investors, commercial bankers, equity research analysts and other users of the Company’s financial statements. Accordingly, the Company believes that this non-GAAP financial measure provides useful information to investors and others in understanding and evaluating the Company’s operating results in the same manner as the Company’s management and in comparing operating results across periods and to those of Xometry’s peer companies.

The use of non-GAAP financial measures has certain limitations because they do not reflect all items of income and expense, or cash flows, that affect the Company’s financial performance and operations. An additional limitation of non-GAAP financial measures is that they do not have standardized meanings, and therefore other companies, including peer companies, may use the same or similarly named measures but exclude or include different items or use different computations. Management compensates for these limitations by reconciling these non-GAAP financial measures to their most comparable GAAP financial measures in the tables captioned “Reconciliations of Non-GAAP Financial Measures” included at the end of this presentation. Investors and others are encouraged to review the Company’s financial information in its entirety and not rely on a single financial measure.

Use of Projections:

This presentation contains financial projections, forecasts, pro forma information, and Non-GAAP Financial Measures with respect to Xometry and Thomasnet. Such projected financial information constitutes forward-looking information and is for illustrative purposes only and should not be relied upon as necessarily being indicative of future results. The assumptions and estimates underlying such projected financial information are inherently uncertain and are subject to a wide variety of significant business, economic, competitive and other risks and uncertainties that could cause actual results to differ materially from those contained in the prospective financial information. See “Cautionary Information Regarding Forward-Looking Statements” above. Actual results may differ materially from the results contemplated by the projected financial information contained in this presentation, and the inclusion of such information in this presentation should not be regarded as a representation by any person that the results reflected in such projections will be achieved. Neither Xometry’s independent auditors, nor the independent registered public accounting firm of Thomasnet, audited, reviewed, compiled, or performed any procedures with respect to the projections, forecasts, pro forma information, and Non-GAAP Financial Measures for the purpose of their inclusion in this presentation, and accordingly, neither of them expressed an opinion or provided any other form of assurance with respect thereto for the purpose of this presentation. These projections, forecasts, pro forma information, and Non-GAAP Financial Measures should not be relied upon as being necessarily indicative of historical or future results.

Incredible Value Creation from Digitizing Markets



Travel



Retail



Auto



Payments



Transportation



Manufacturing

Xometry at a Glance

\$56.7M

Q3 2021 Revenue
35% YoY Growth
77% YoY Growth Excluding Sales
of Masks by One Customer

26,187

Q3 2021 Active Buyers¹

~30%

of Fortune 500

1,410

2020 Active Sellers²

92%

2018 – 2020
Revenue CAGR

95%

Q3 2021 Revenue
from Existing Accounts³

67%

Q3 2021 YoY Growth in
Accounts with LTM
Spend of at Least
\$50,000⁴

\$14.5M

Q3 2021 Gross Profit
42% YoY Growth

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.

2. For the year ended December 31, 2020. 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.

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 twelve months ended September 30, 2021.

A Large, But 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

Xometry's Marketplace is the Digital Solution For Buyers and Sellers of Manufacturing Services

Buyer



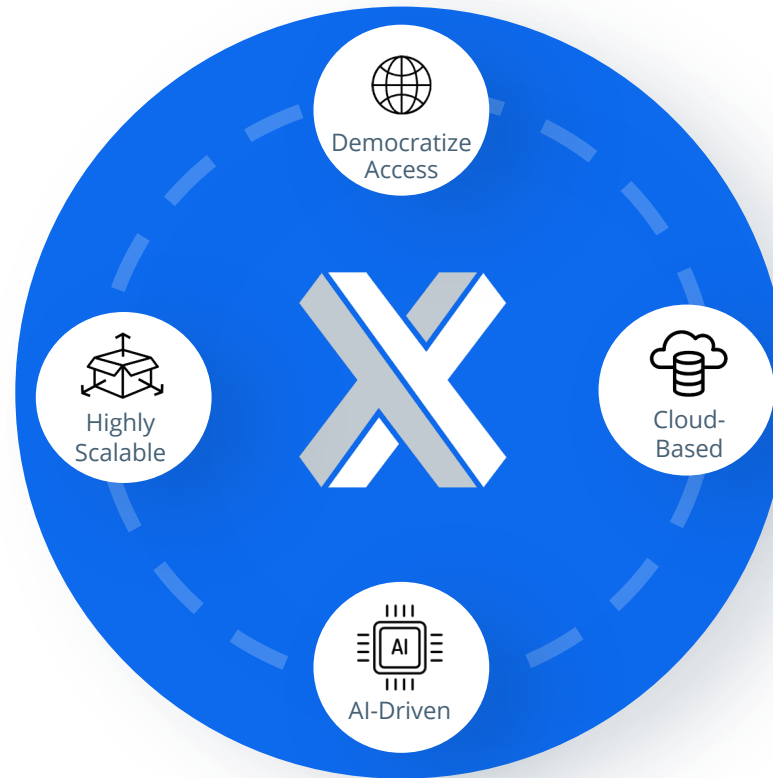
Instant Pricing and Lead Times



Certified Quality and Flexibility



Massive Network Access and Capabilities



Seller

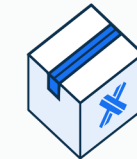
High Quality Marketplace



Advanced Payment Options



Better Access to Tools and Materials



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



**Artificial Intelligence
is at the Heart of
Our Platform**

Millions of Data Inputs
and Years of Continuous
Improvement



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



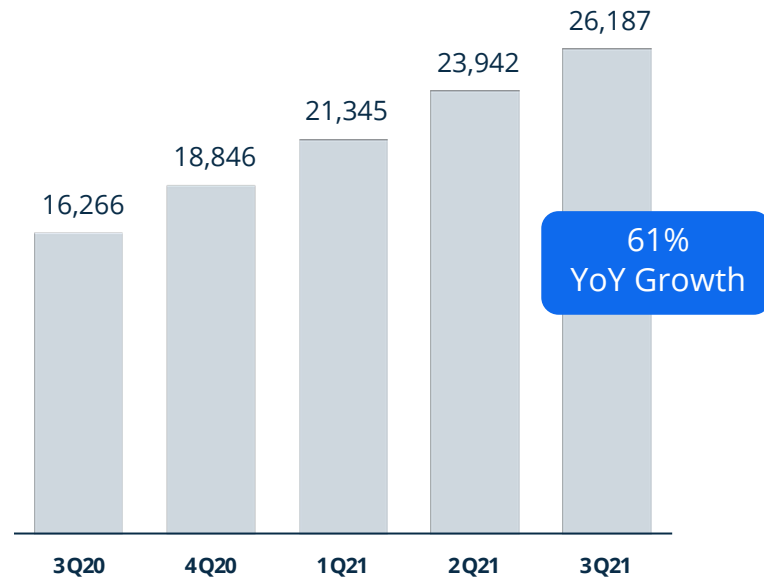
Real-time
synthetization of process
requirements and
feature complexity



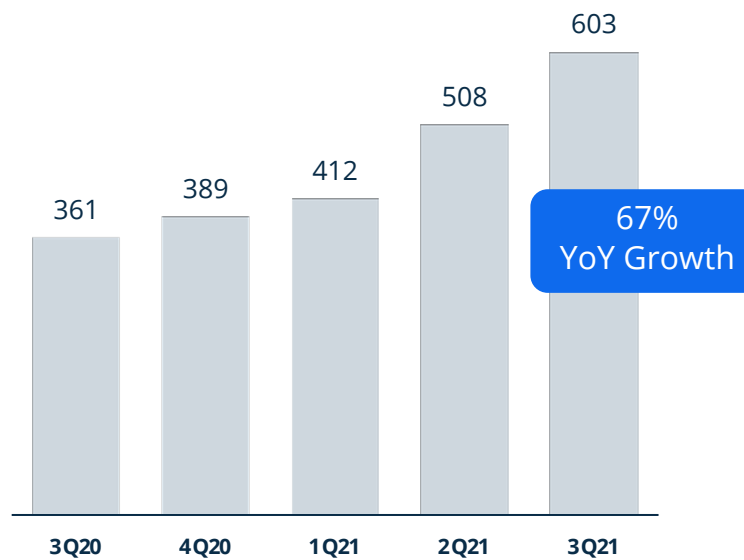
Deep Learning
predicting longevity, frequency
and lifetime value for buyers and sellers

Delivering Strong Growth

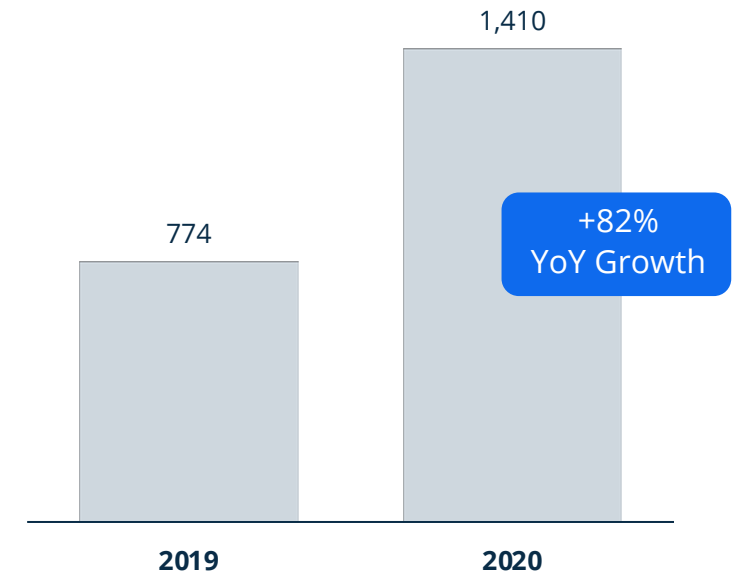
26,187 Q3 Active Buyers¹



603 Q3 Accounts with LTM Spend of at Least \$50K²



1,410 Active Sellers³

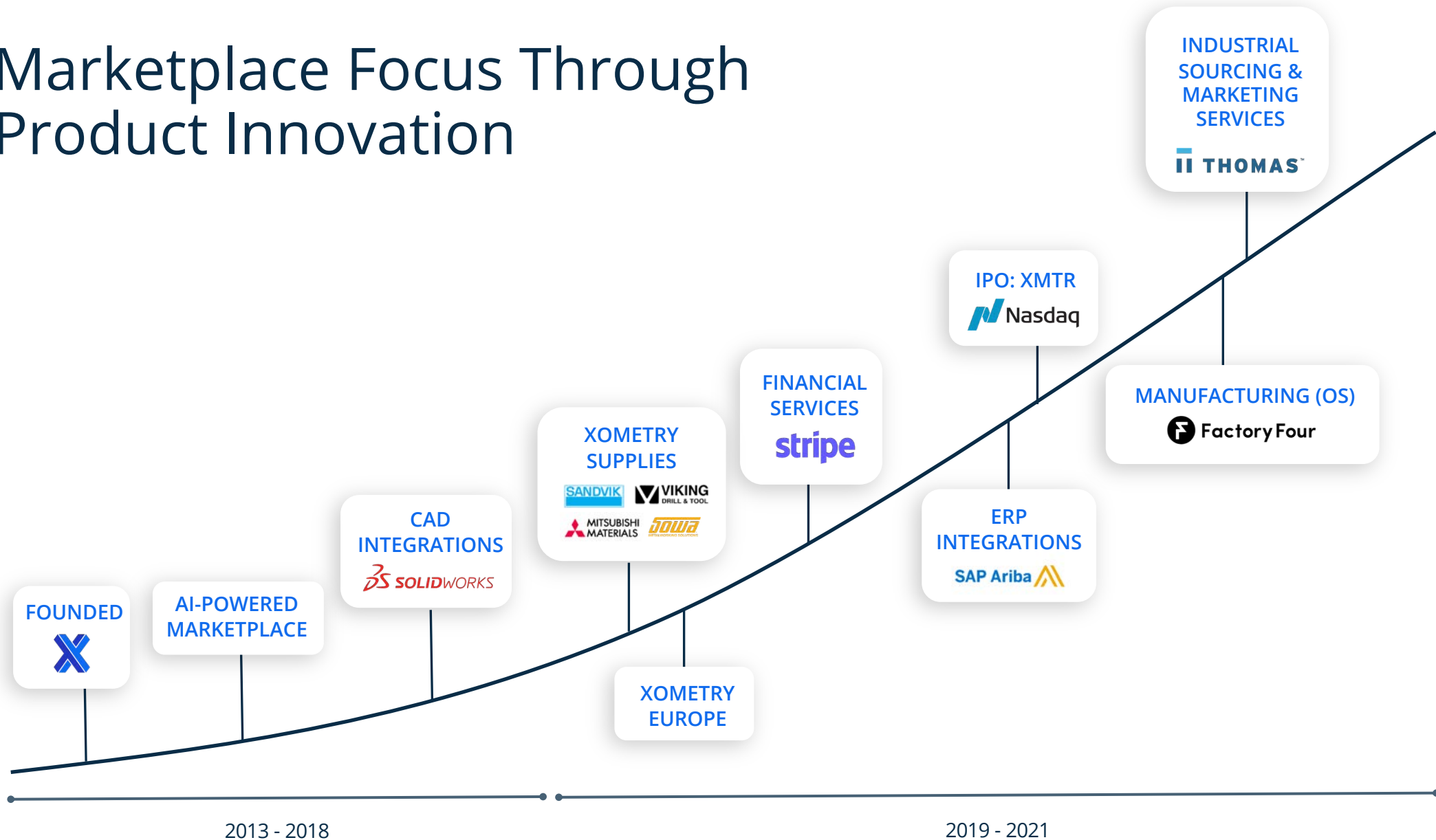


1. We define Active Buyers as the number of buyers who have made at least one purchase on our marketplace in the twelve months ended September 30, 2021.

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, 2020. 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.

Marketplace Focus Through Product Innovation





Accelerating Growth of a Leading Global Digital Manufacturing Marketplace



Accelerates growth of Xometry's marketplace



Creates exceptional scale of buyers and sellers



Establishes end-to-end suite of seller services



Enhances margins and accelerates path to profitability



A leading platform for industrial product sourcing, supplier selection, and marketing services

1.3 Million
Registered Users¹
in North America

500K
Sellers²
In North America

93%
Fortune 1000
Source Suppliers on Thomas

>20 Million
Annual Sourcing Sessions³
Across 70K industrial categories

BUYERS

SELLERS

Find over 500K commercial and industrial suppliers



High-quality audience of buyers and engineers

Source over 6M products



Comprehensive Platform Enabling Digitization of Manufacturing

THOMASTM



Platform advertising solutions for OEM and custom manufacturers

Products and services across 70K categories



Advanced full-funnel digital marketing services

Combined Buyer and Seller Base Has Extensive Breadth

~2 Million

Sourcing Sessions¹

Per Month

45,000

Diversity Certified /
Registered Sellers²

20,000+

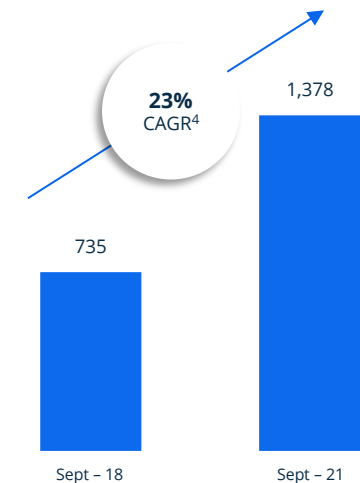
New Registered Users³

Added Every Month

Top Thomas Users

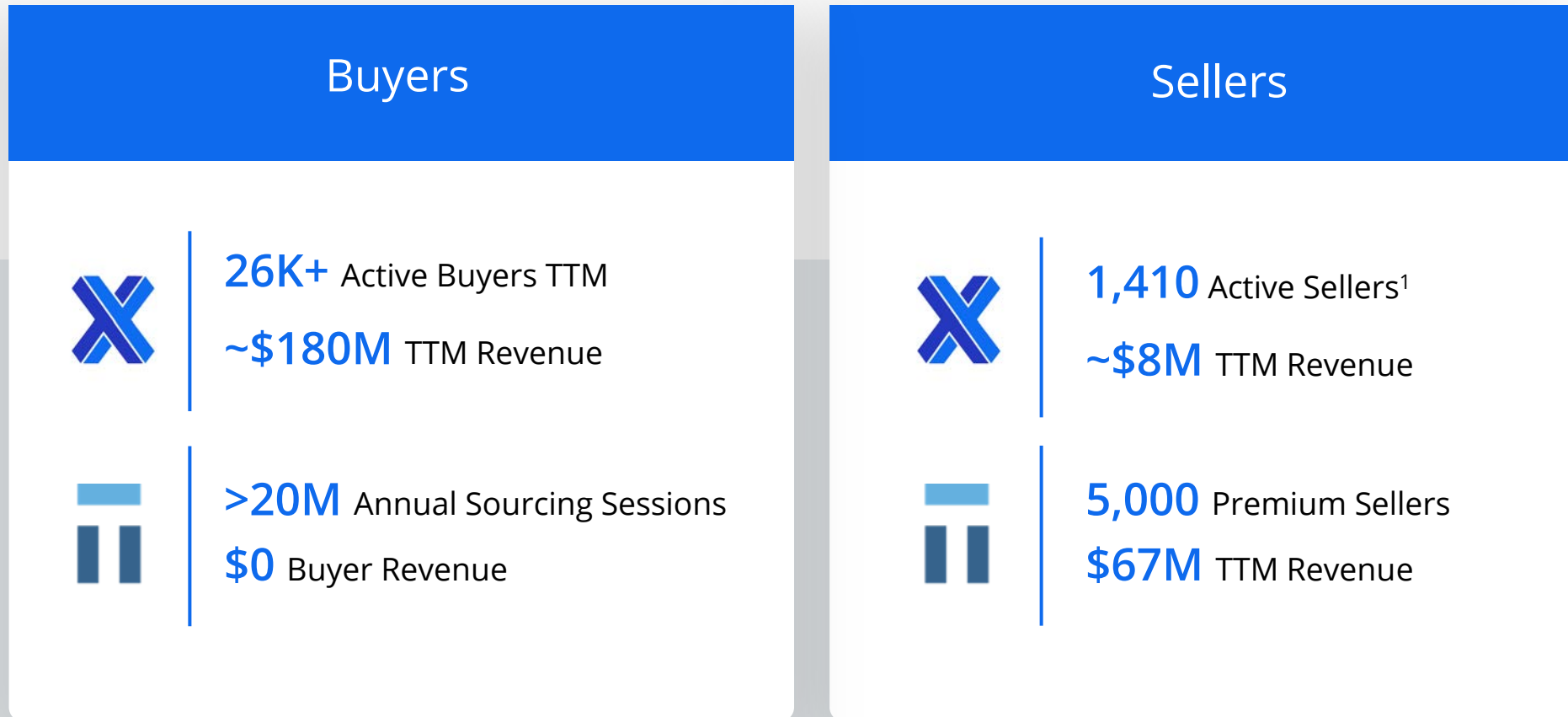


User Registration³ (in 000s)



1. We define Sourcing Sessions as total average estimated user sessions per month on the Thomasnet.com platform for 2021.
 2. We define Diversity Certified/Registered Sellers as the total count of seller classifications for Small & Disadvantaged Business, Minority Owned, Veteran Owned, and Woman owned on the Thomasnet.com platform.
 3. We define New Registered Users as new unique individuals that provide personal information to access the Thomasnet.com platform.
 4. Reflects Sep 2018 - Sep 2021 CAGR.

A Strategic Fit for Growth



Note: TTM reflects the trailing twelve months ended September 30, 2021.

1. For the year ended December 31, 2020. 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.

Accelerating Marketplace Growth, Raising Long-Term Margins



Expanded Buyer Base

Convert Thomas users to buyers on Xometry's marketplace



1.3M Registered Thomas Users with 20+ Million Annual Sourcing Sessions¹



Expanded Seller Base

Grow the number of Xometry Active Sellers



500K Thomas Sellers²



Expanded Basket of Seller Services

Add marketing and data services to basket of seller services



Expands Seller Services Revenue ~10x



Improved Margins

Increase mix of higher gross margin seller services
Improve Xometry pricing with greater data and scale



20-30 % Long Term Adjusted EBITDA Margins³

1. We define Registered Thomas Users as unique individuals that complete a registration form on the Thomasnet.com platform.

2. We define Sellers as businesses with paid or freemium listings on the Thomasnet.com platform.

3. We define Adjusted EBITDA as net income (loss) excluding interest income (expense), income tax (expense) benefit, and certain other non-cash or non-recurring items impacting net loss from time to time, principally comprised of depreciation and amortization, stock-based compensation, equity method income (loss) charitable contributions and impairment charges.

Combined Capabilities Significantly Expands Market Opportunity



- CNC Machining
- Injection Molding
- 3D Printing
- Sheet Metal Forming
- Sheet Cutting
- Die Casting
- Urethane Casting

+



70K+ Industrial Categories including:

- Tube Fabrication
- Bending Services
- Stampings
- Thermoforming
- Forgings
- Roll Forming
- Rubber Molding

\$2.4T

Total addressable market

Xometry + Thomas can together best serve the end-to-end needs of buyers

Xometry + Thomas at a Glance

For the twelve months ended September 30, 2021 | \$ in millions

	Xometry	THOMAS	Xometry + THOMAS
Revenue	\$189	\$67	\$256
Gross Profit Margin	\$46 24%	\$57 85%	\$102 40%
Adjusted EBITDA¹ Margin	(\$34) (18%)	(\$2) (3%)	(\$37) (14%)
Executive Redundancies²	--	\$3	(\$34) (13%)

Note: For illustrative purposes figures represent the trailing twelve months ended September 30, 2021, with no pro forma synergies.

1. We define Adjusted EBITDA as net income (loss) excluding interest income (expense), income tax (expense) benefit, and certain other non-cash or non-recurring items impacting net loss from time to time, principally comprised of depreciation and amortization, stock-based compensation, equity method income (loss) charitable contributions and impairment charges. Please refer to the appendix for a reconciliation of Adjusted EBITDA.

2. We define Executive Redundancies as annual compensation for departing Thomas executives and board of directors, as well as other payments made to private ownership.

Setting the Stage for a Stronger 2022 & 2023



2022 pro forma growth rate unchanged vs. standalone



Accelerate path to profitability to 2023



Accretive to gross margin and Adjusted EBITDA margin¹

Raising Long Term Margins Outlook

% of Revenue	Old	New
Gross Margin	35 – 40 %	40 – 45 %
Operating Expenses	15 – 20 %	15 – 20 %
Adjusted EBITDA Margin ¹	15 – 25 %	20 – 30 %

Adjusted EBITDA Reconciliation

\$ in millions

For the Twelve Months Ended September 30, 2021

 Xometry

 THOMAS™

Net (loss) income	\$ (47,654)	\$ 7,018
Addback (deduct):		
Interest expense, interest and dividend income and other expense	2,168	(8,736)
Depreciation and amortization	3,168	250
Charitable contribution of common stock	1,157	-
Stock based compensation expense	5,074	-
Impairment of goodwill and intangible assets	1,592	-
Income from equity method investments	-	(746)
Adjusted EBITDA ¹	\$ (34,495)	\$ (2,214)