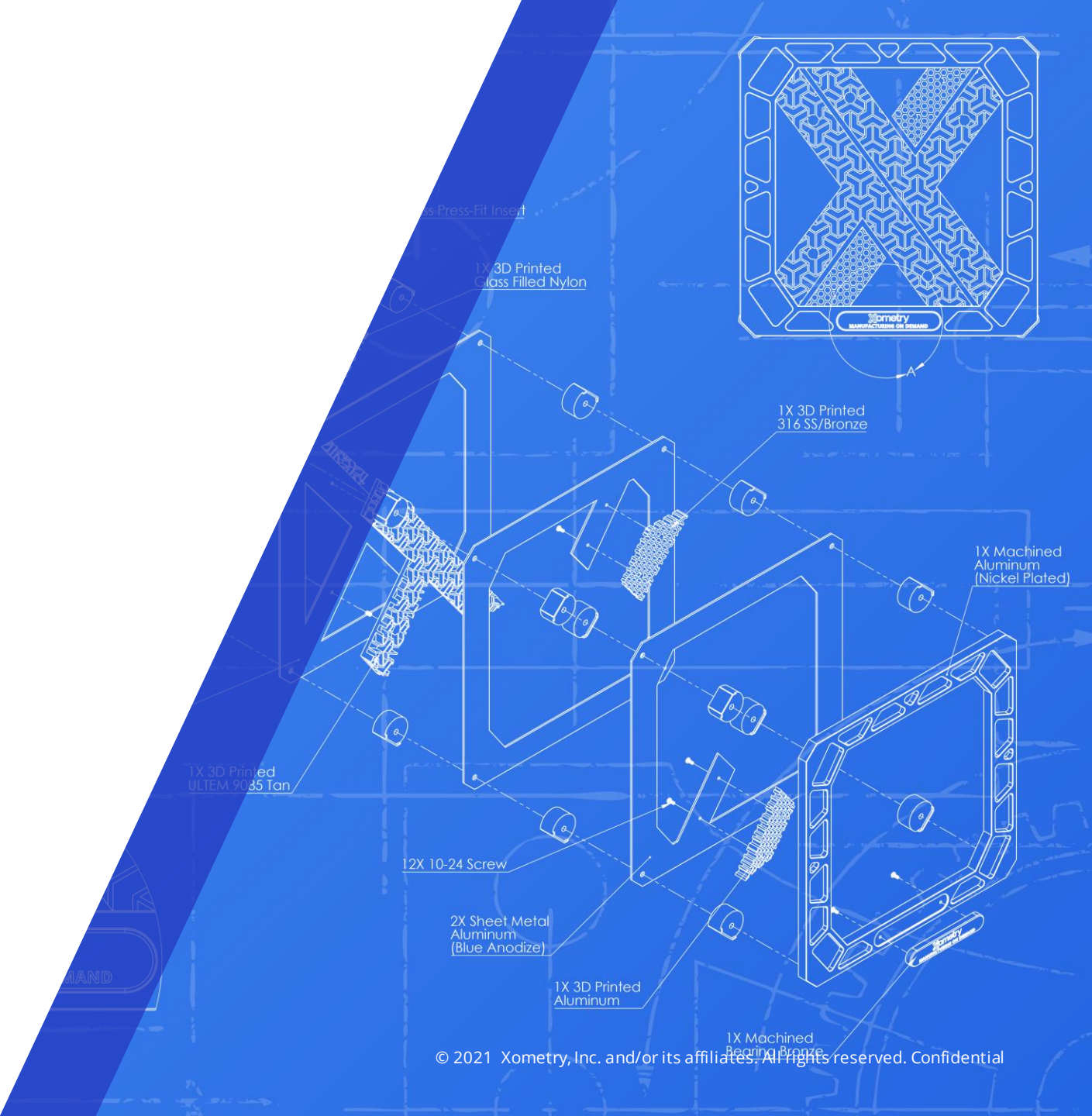




Q2 2021 Investor Presentation

September 2021



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 sellers 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 a non-GAAP financial measure and key metrics relating to the Company's past performance. This non-GAAP financial measure is 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 this non-GAAP financial measure versus its nearest GAAP equivalent. 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 measure as a tool for comparison. The Company has provided a reconciliation of this measure to the most directly comparable GAAP measure, which is available in the Appendix.

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



Travel



Retail



Auto



Payments

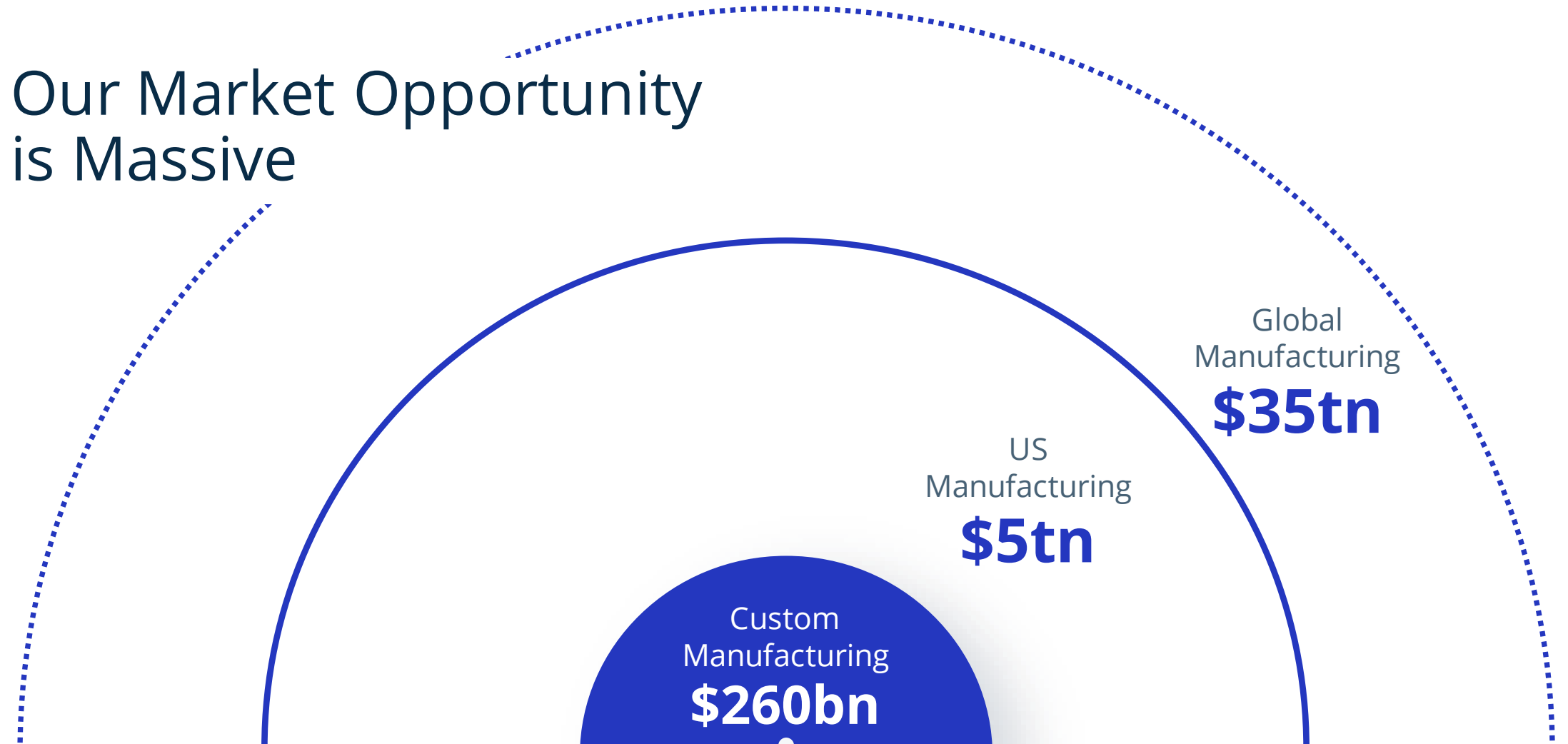


Transportation



Manufacturing

Our Market Opportunity is Massive



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



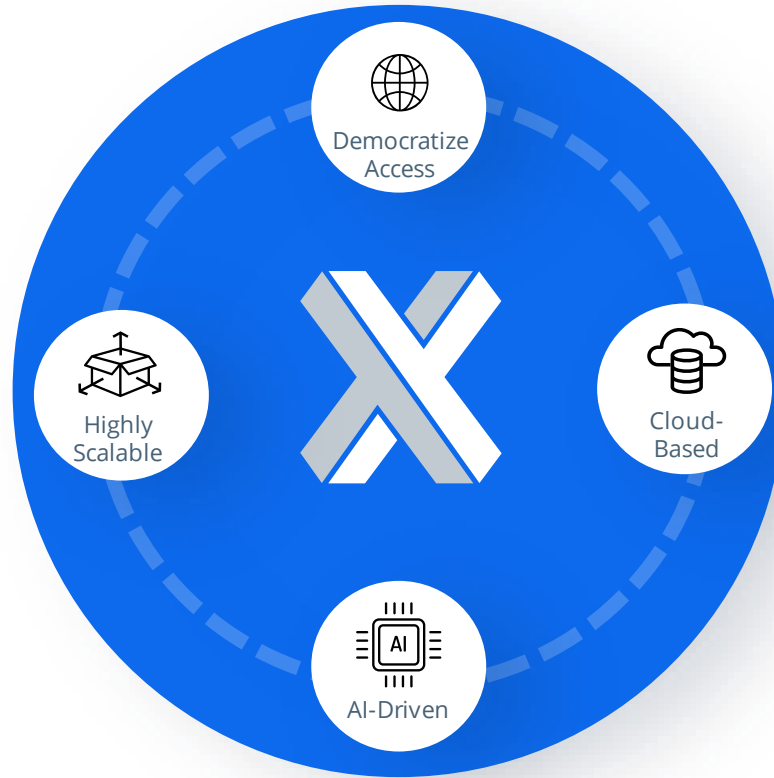
Instant Pricing and Lead Times



Certified Quality and Flexibility



Massive Network Access and Capabilities



Seller

High Quality Marketplace



Advanced Payment Options



Better Access to Tools and Materials



**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



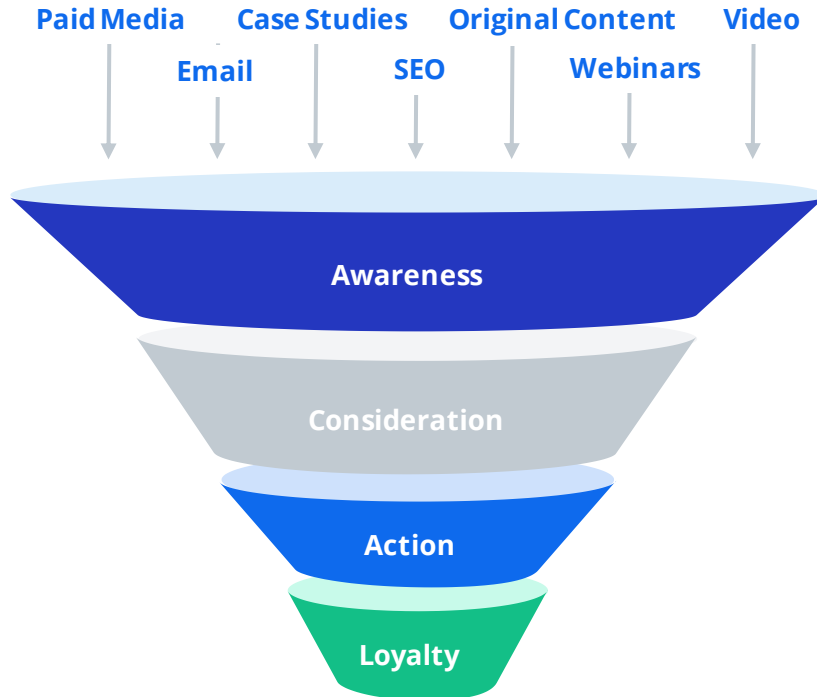
Real-time
synthetization of process
requirements and
feature complexity



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

Scalable, Data-Driven Buyer Acquisition Machine

Effective, Full-Funnel Data-Driven Approach



Drive awareness and build trust with engineers through design-for-manufacturing content in key industries and customer segments



SEO-optimized educational engineering and supply chain content drives leads and brand interest



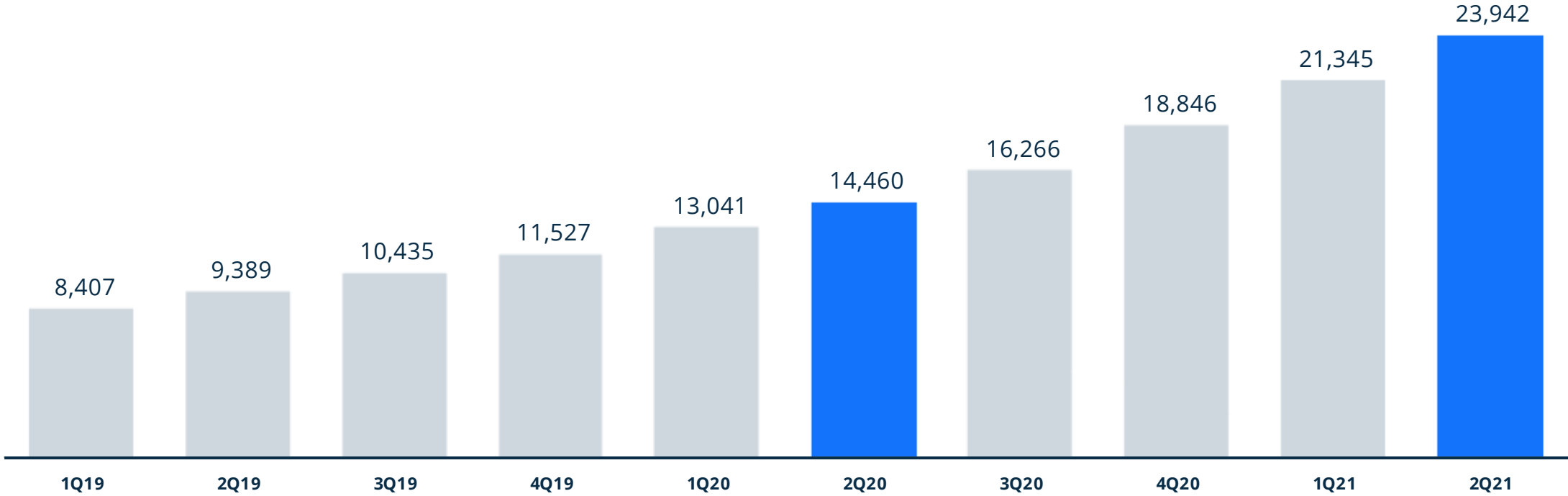
LTV-driven paid search bid model, strong SEO on key terms, and LTV-targeted offers drive profitable new quoters & customers



Enterprise account land and expand strategy drives transaction frequency, cross-sell and higher LTV

Continued Growth in Active Buyers

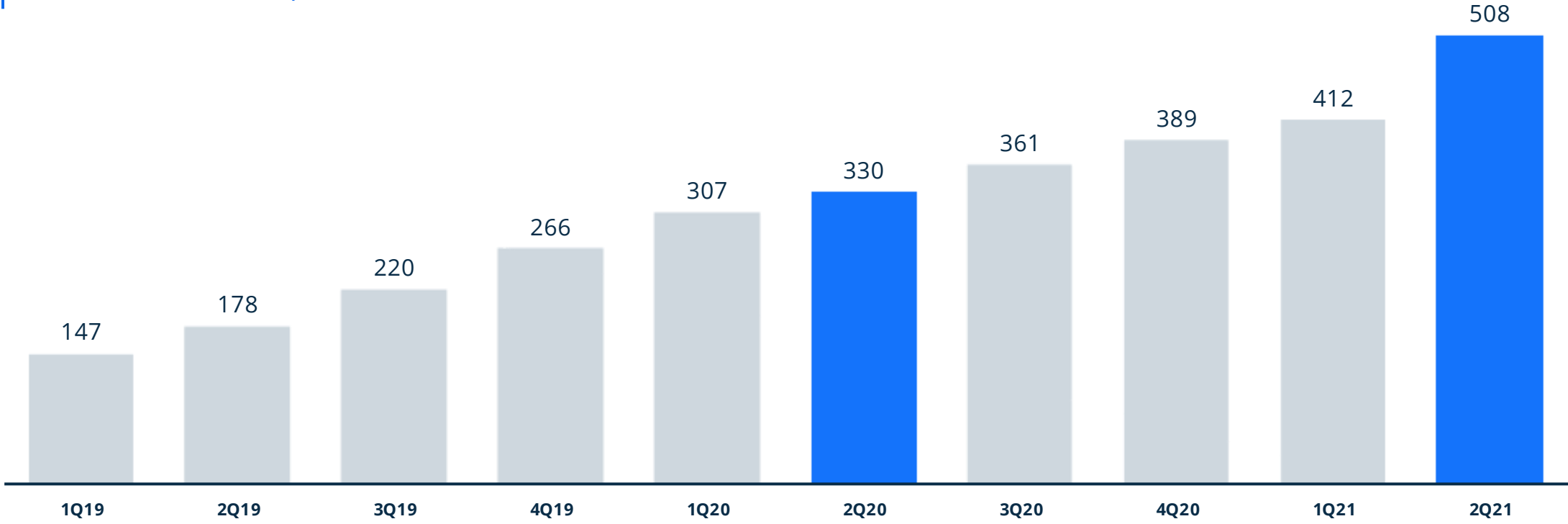
Active Buyers (LTM)⁽¹⁾



(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.

Integrated Seller Recruitment and Acquisition Funnel

Data-driven insights → multiple insertion points

Multi-pronged approach to seller recruitment



Educate machine shops with high-quality technical and best-practices content



Convey value with wide offering of competitively-priced MRO from leading brands, sold by experts



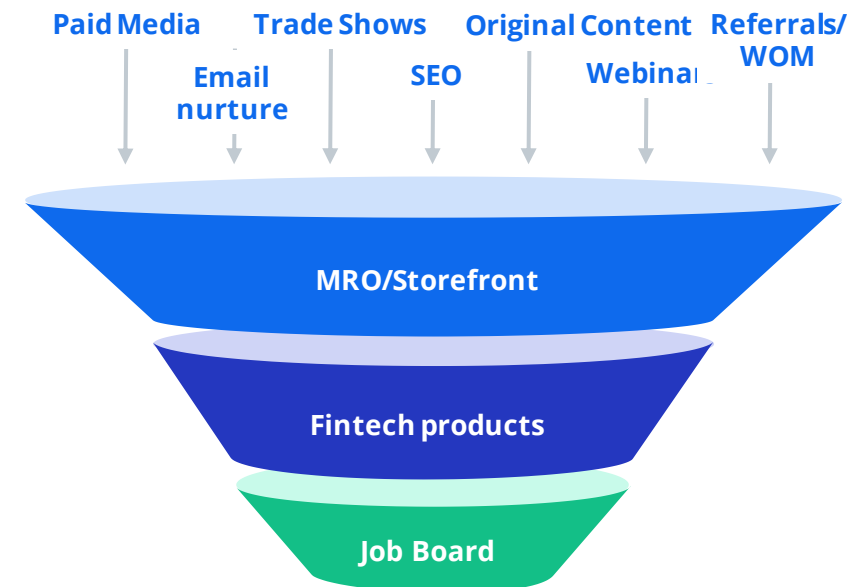
Partner with shops to grow their business through digital storefronts and payment collection



Accelerate cash flow with fintech products targeted at alleviating machine shop pain points

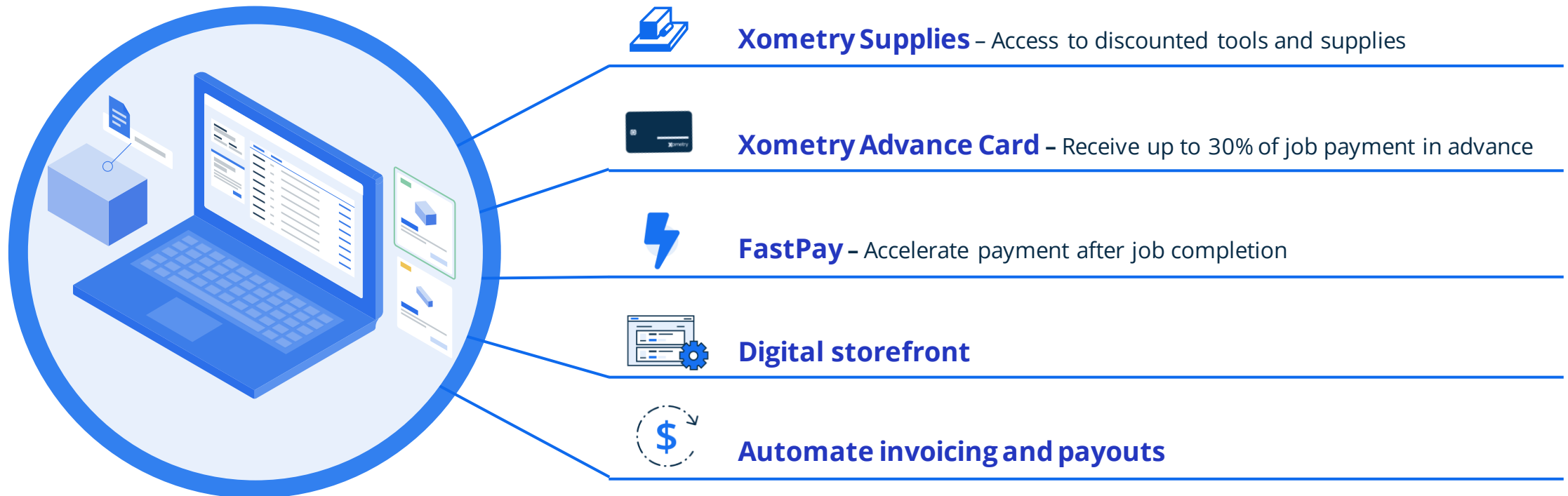


Embed Xometry as a full-service partner in shop operations with robust Job Board, serving full range of processes, price points and lead times



Expanding Seller Services

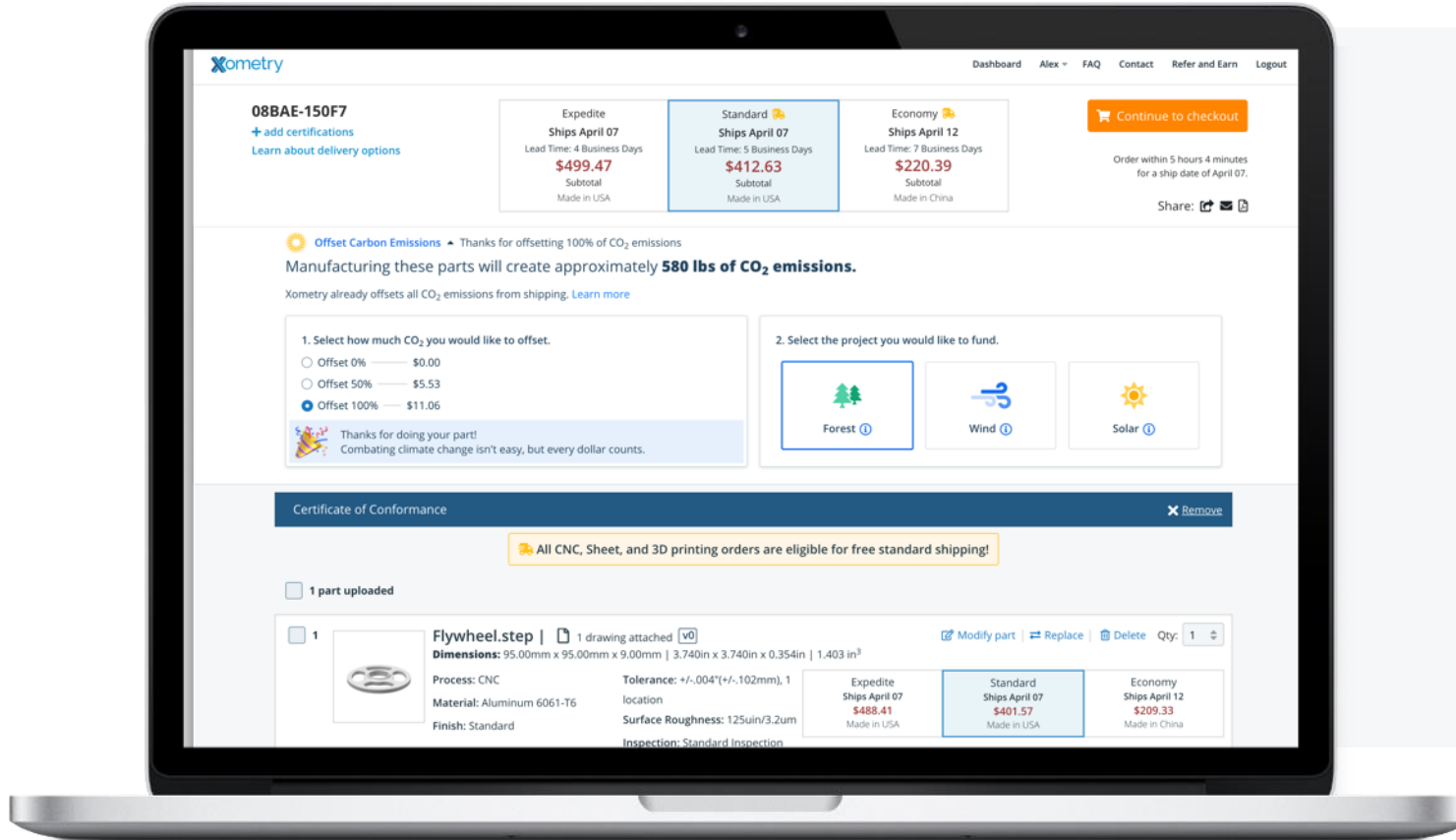
Xometry Supplies introduced in **2019**, Financial services launched in **mid-2020**



Significant Opportunity for Long Term Growth



ESG is Intrinsic to Each Transaction



Carbon Offset Program for buyers to offset up to 100% of emissions from the order manufacturing process



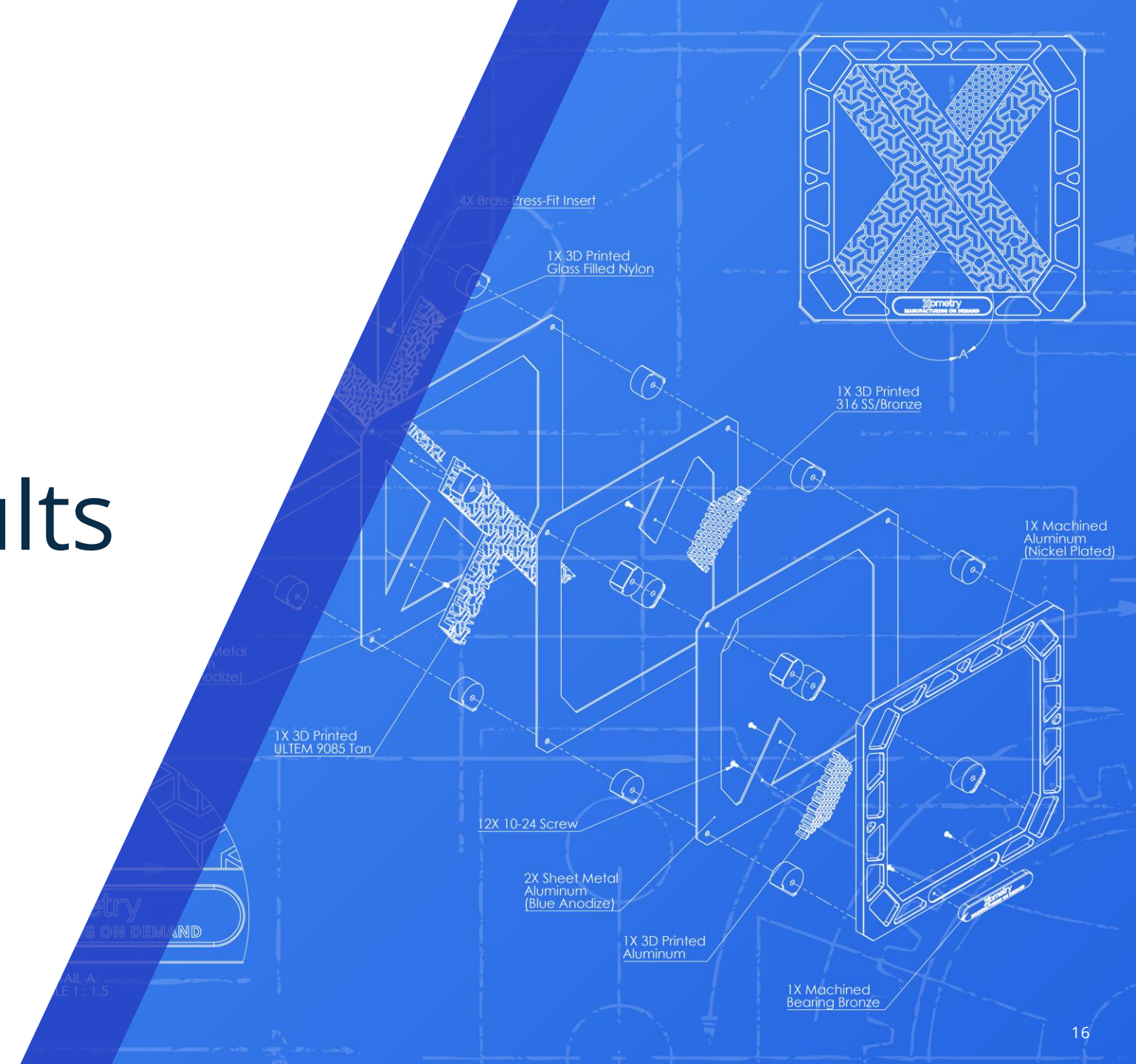
Instantly calculate the price to **purchase the carbon credits** to offset the carbon used in production



Xometry also purchases carbon credits to **offset 100% of estimated order shipping**

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%

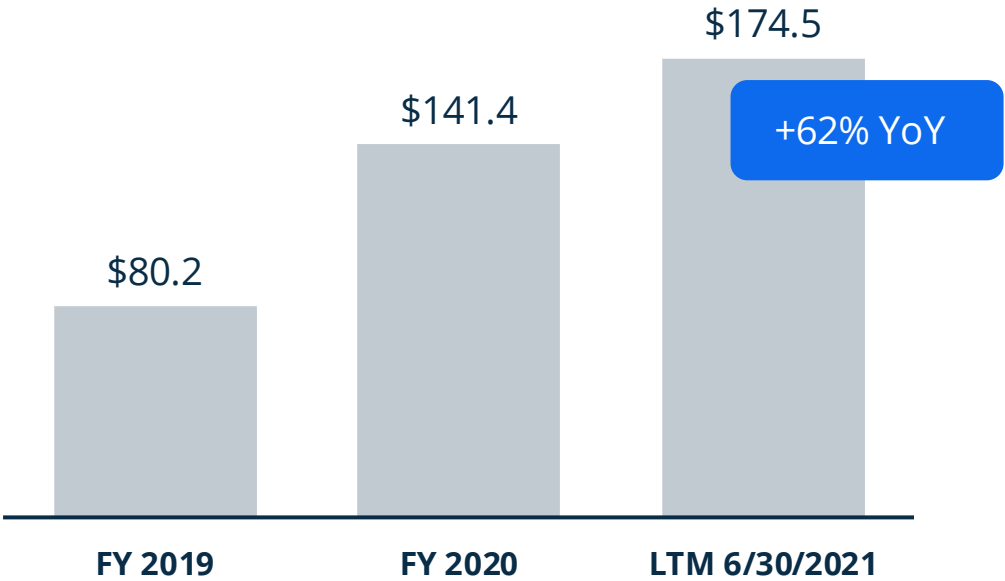
QoQ Gross Profit Growth

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)

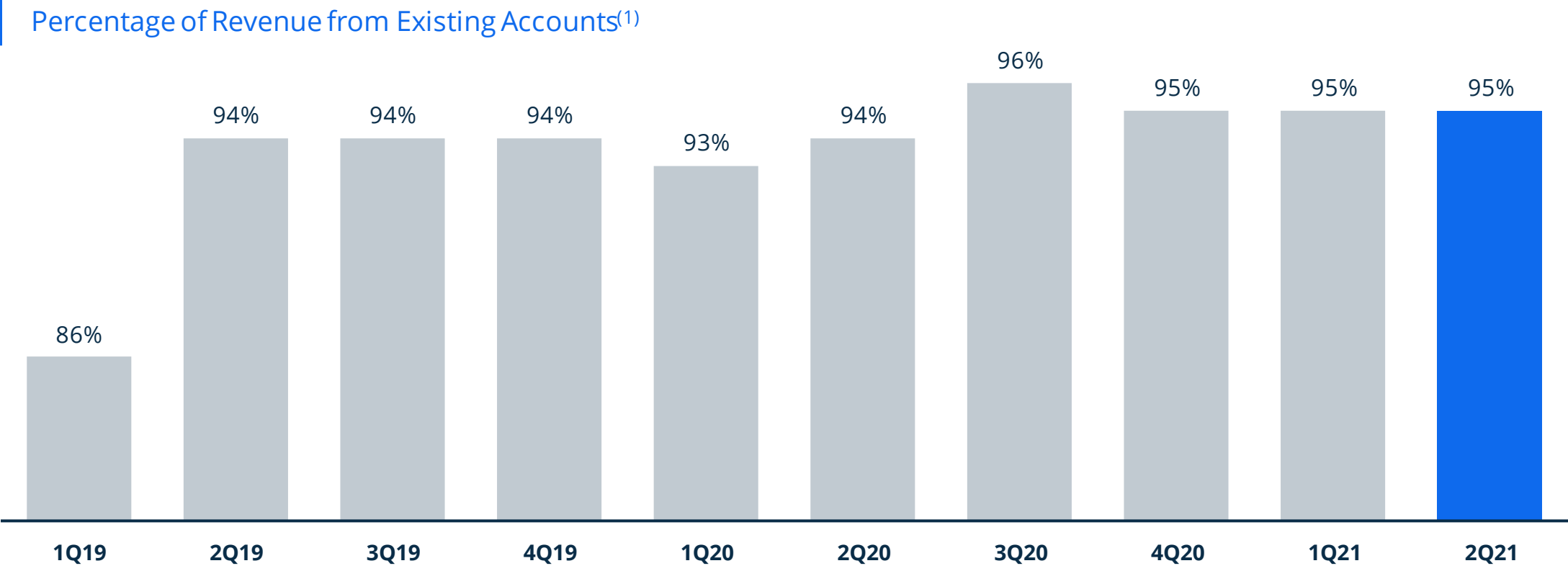
Annual and LTM Revenue



Quarterly Revenue and YoY Growth



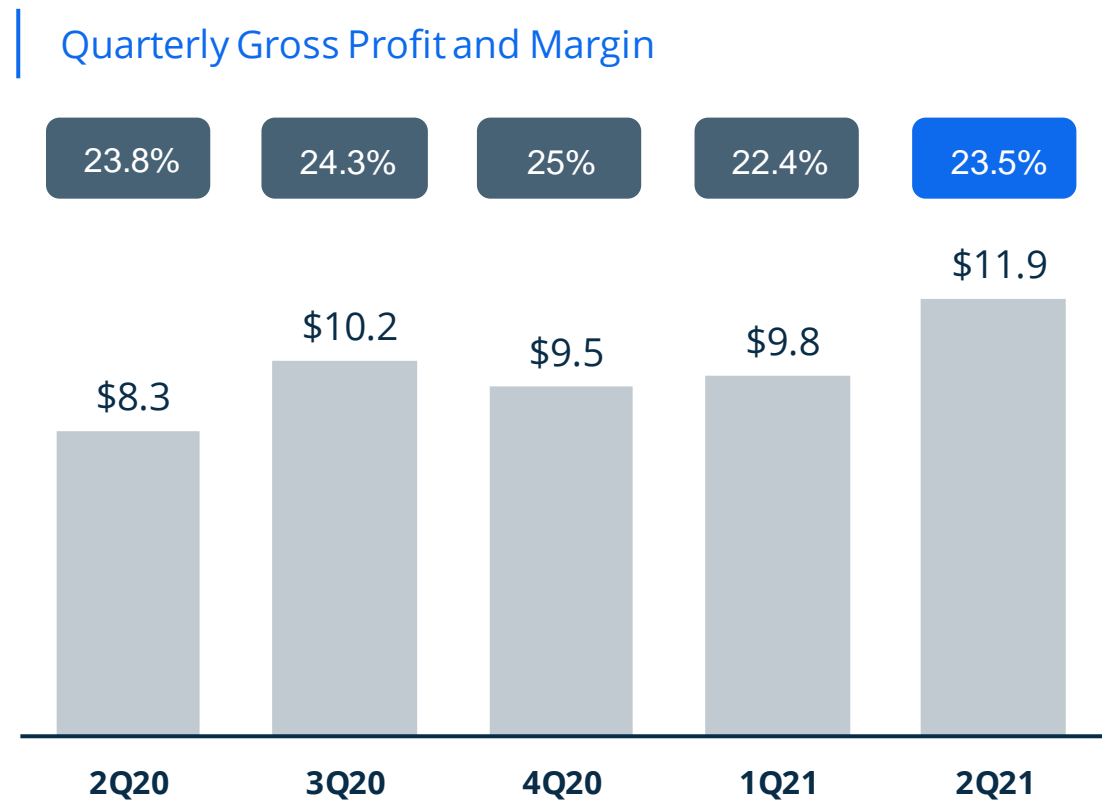
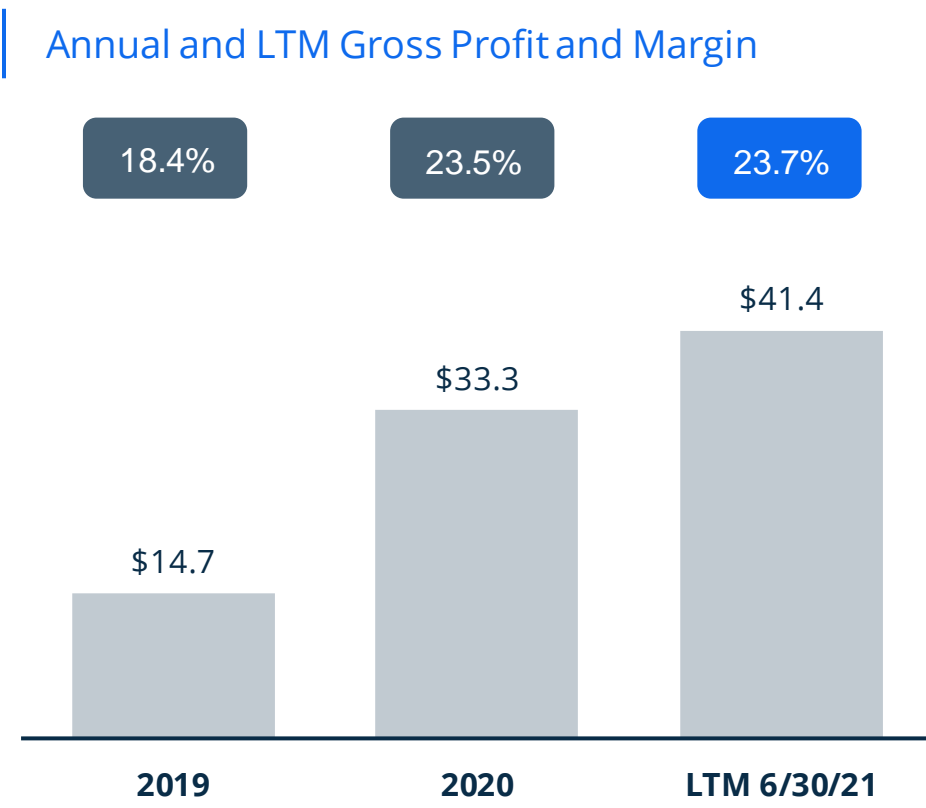
Revenue Predictability Underscored by Existing Accounts



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

Supporting Expanding Gross Margin

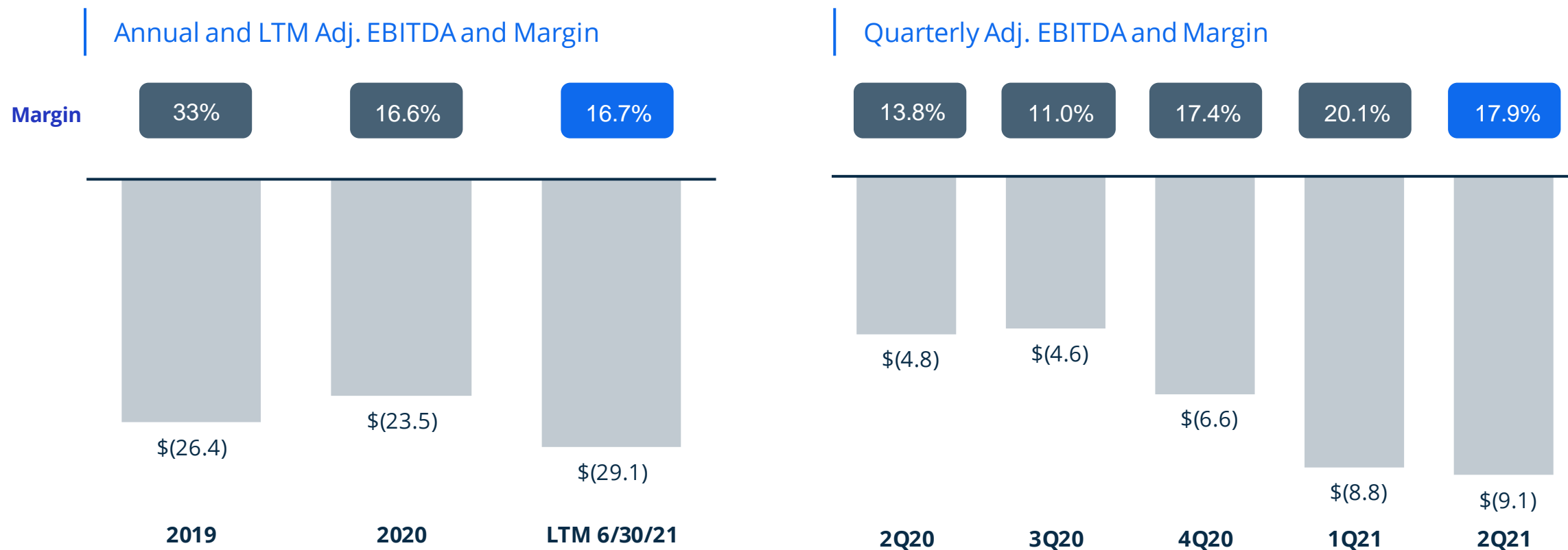
(\$ in millions)



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)

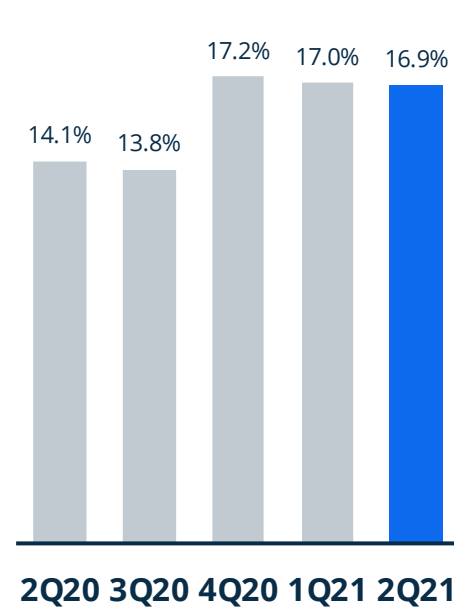


Note: For a reconciliation of Adjusted EBITDA and Adjusted EBITDA Margin to the most directly comparable GAAP measure, see Appendix. Margins are as a percent of revenue.

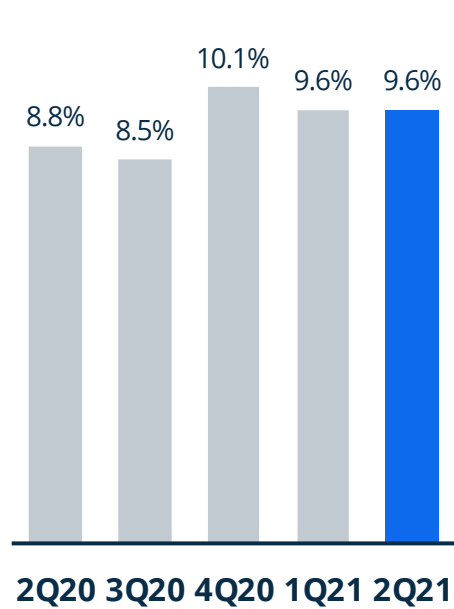
Non-GAAP Operating Expenses

(% of Revenue)

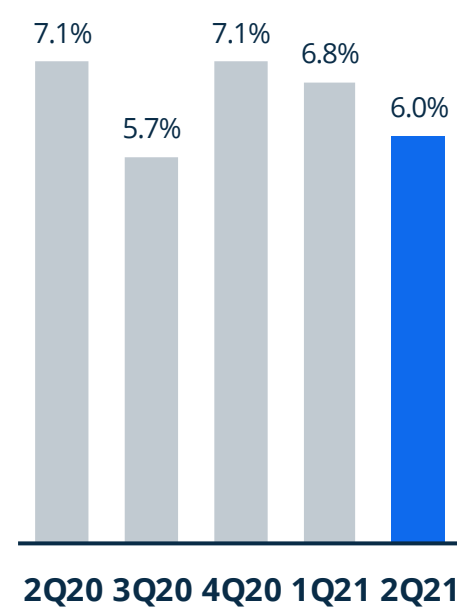
Sales and Marketing⁽¹⁾



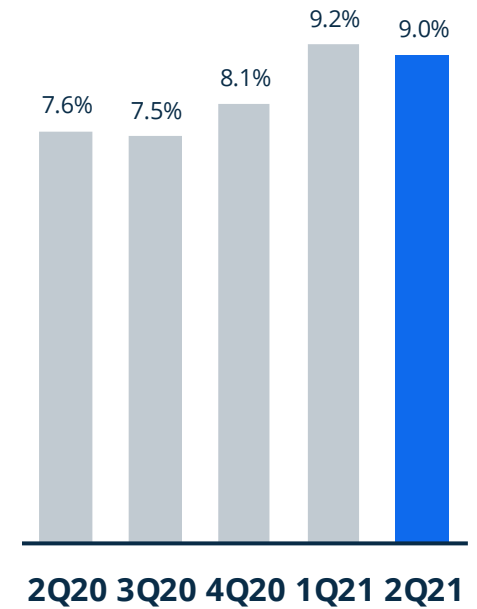
Operations and Support⁽¹⁾



Product Development⁽¹⁾

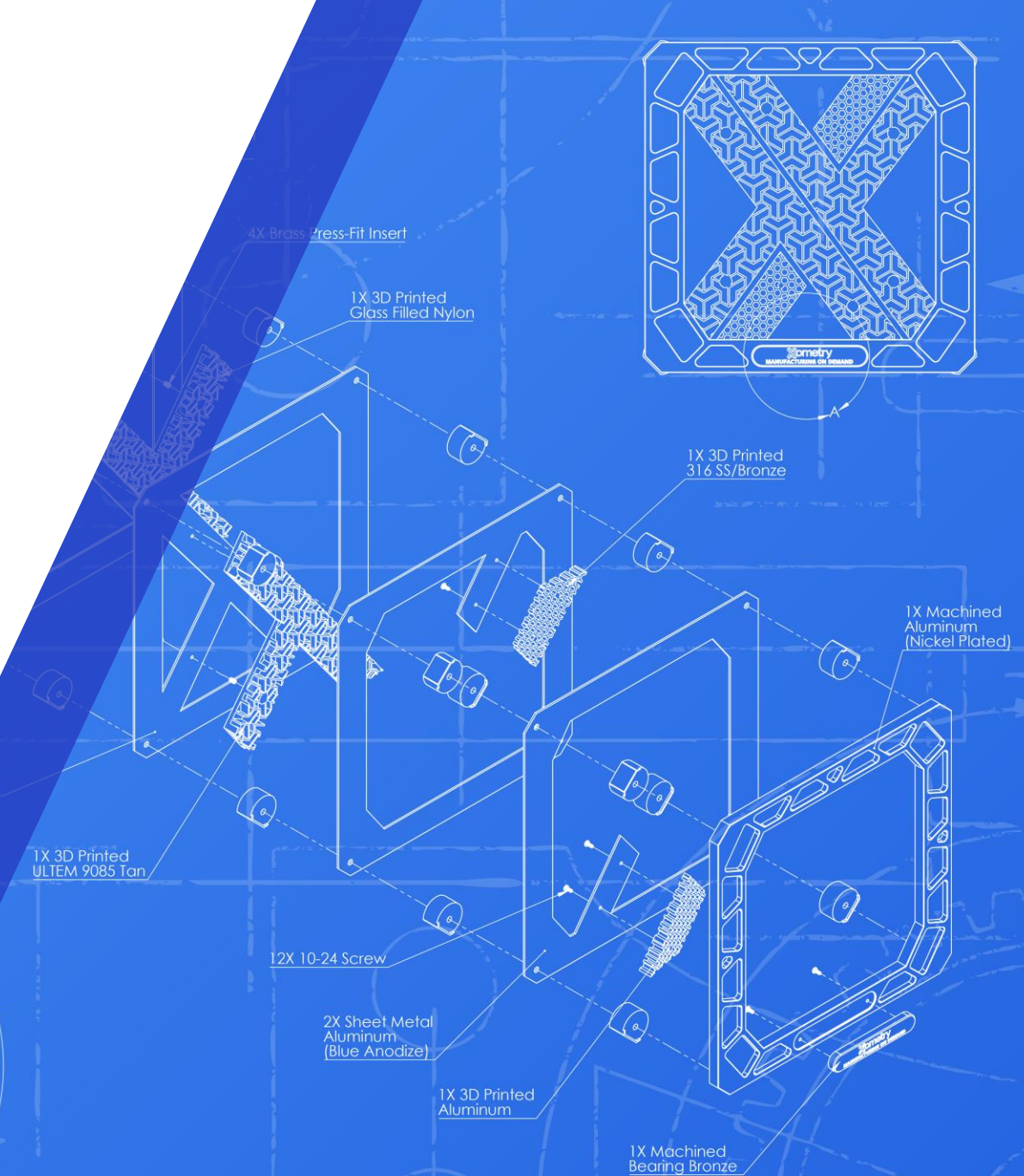


G&A⁽¹⁾



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

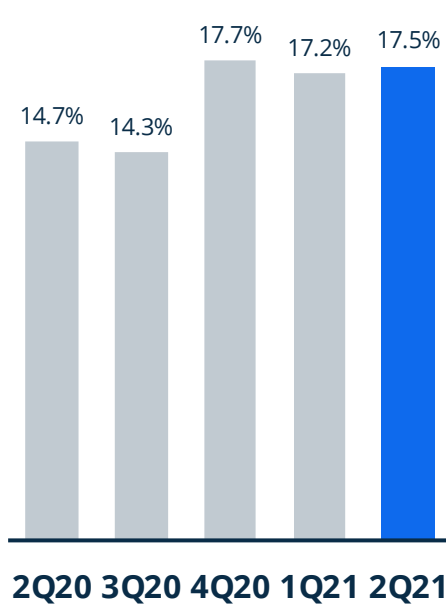
Appendix



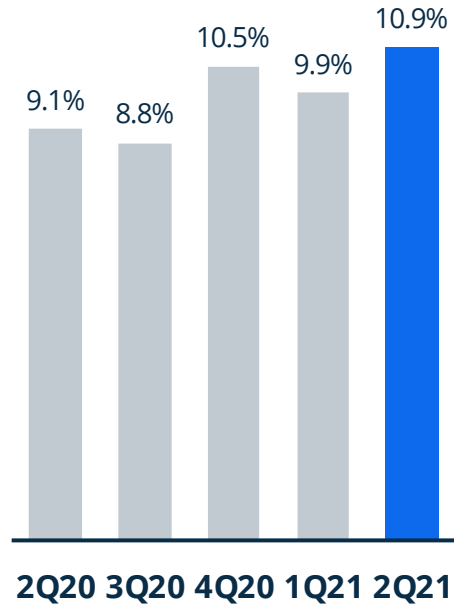
GAAP Operating Expenses

(% of Revenue)

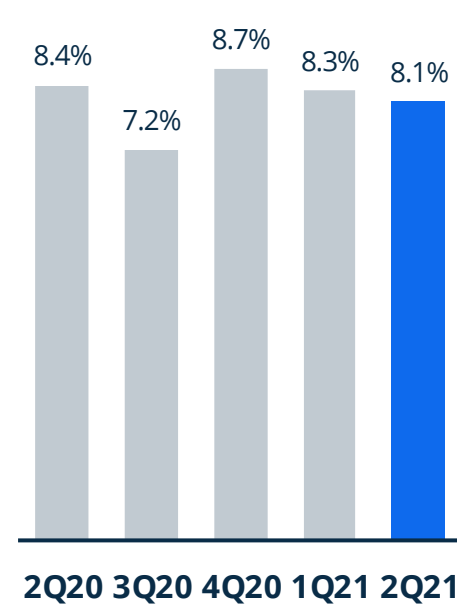
Sales and Marketing



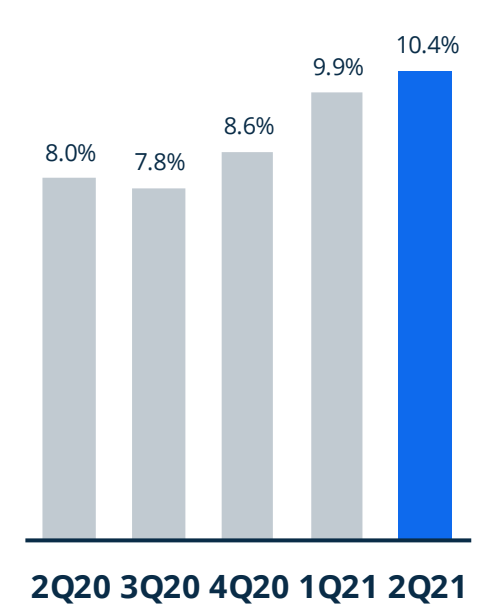
Operations and Support



Product Development



G&A



Adjusted EBITDA Reconciliation

(\$ in Thousands)

	<u>Three Months Ended June 30,</u>		<u>Six Months Ended June 30,</u>	
	<u>2021</u>	<u>2020</u>	<u>2021</u>	<u>2020</u>
<u>Adjusted EBITDA:</u>				
Net loss	\$ (12,264)	\$ (6,119)	\$ (22,765)	\$ (14,726)
Add (deduct):				
Interest and other expense	463	393	916	648
Depreciation and amortization ⁽¹⁾	753	700	1,487	1,389
Stock-based compensation ⁽²⁾	1,975	238	2,480	386
Adjusted EBITDA	<u><u>\$ (9,073)</u></u>	<u><u>\$ (4,788)</u></u>	<u><u>\$ (17,882)</u></u>	<u><u>\$ (12,303)</u></u>

(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.

Guidance

(\$ in millions)

	Q3 2021		FY 2021	
	Low	High	Low	High
Revenue	\$ 53.0	\$ 55.0	\$ 207.5	\$ 211.5
Adjusted EBITDA	\$ (13.0)	\$ (12.0)	\$ (43.0)	\$ (41.0)

Long Term Model

% of Revenue	FY19A	FY20A
Gross Margin	18%	24 %
Operating Expenses	57%	44 %
Adj. EBITDA Margin	(33)%	(17) %

Long Term

35 – 40 %

15 – 20 %

15 – 25 %