



Q3 2022 Earnings Presentation

November 10, 2022

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.

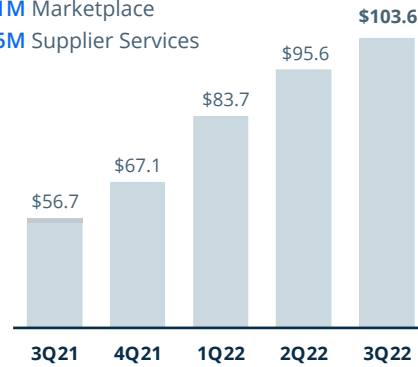
In light of the foregoing, you are urged not to rely on any forward-looking statement or third-party data in reaching any conclusion or making any investment decision about any securities of the Company.

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.

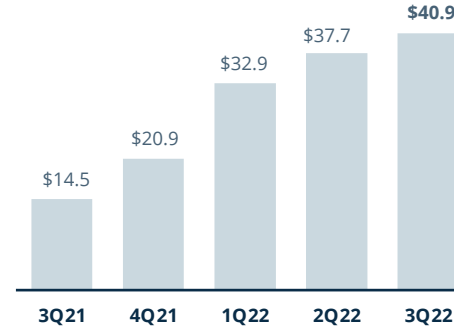
Q3 2022

Key Financial Highlights

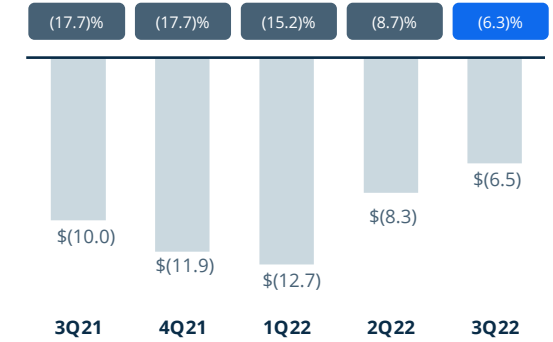
\$103.6M Q3 Revenue
+83% YoY Growth
\$84.1M Marketplace
\$19.5M Supplier Services



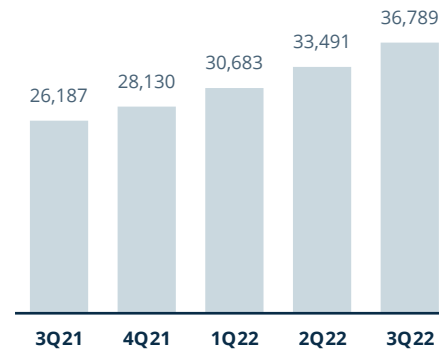
\$40.9M Q3 Gross Profit
+182% YoY Growth
39.5% Q3 Gross Margin



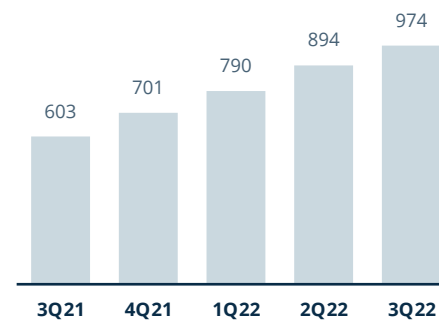
\$(6.5M) Q3 Adjusted EBITDA⁽¹⁾
(6.3)% Q3 Adjusted EBITDA margin



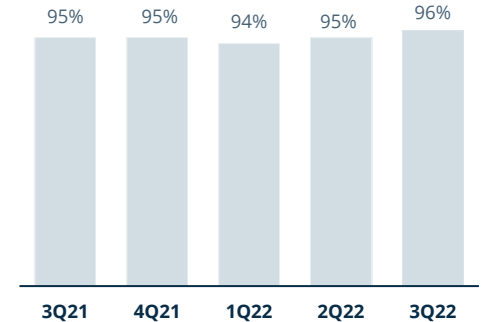
36,789 Q3 Active Buyers⁽²⁾
+40% YoY Growth



974 Q3 Accounts with LTM Spend of at least \$50,000⁽⁴⁾
+62% YoY Growth



96% Q3 Revenue from Xometry Existing Accounts⁽³⁾



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

Significant Value Creation from Digitizing Markets



Travel



Retail



Auto



Payments



Transportation



Manufacturing

\$2+ Trillion 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



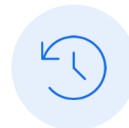
Geographic isolation and limited access to customers



Reliance upon antiquated business development practices

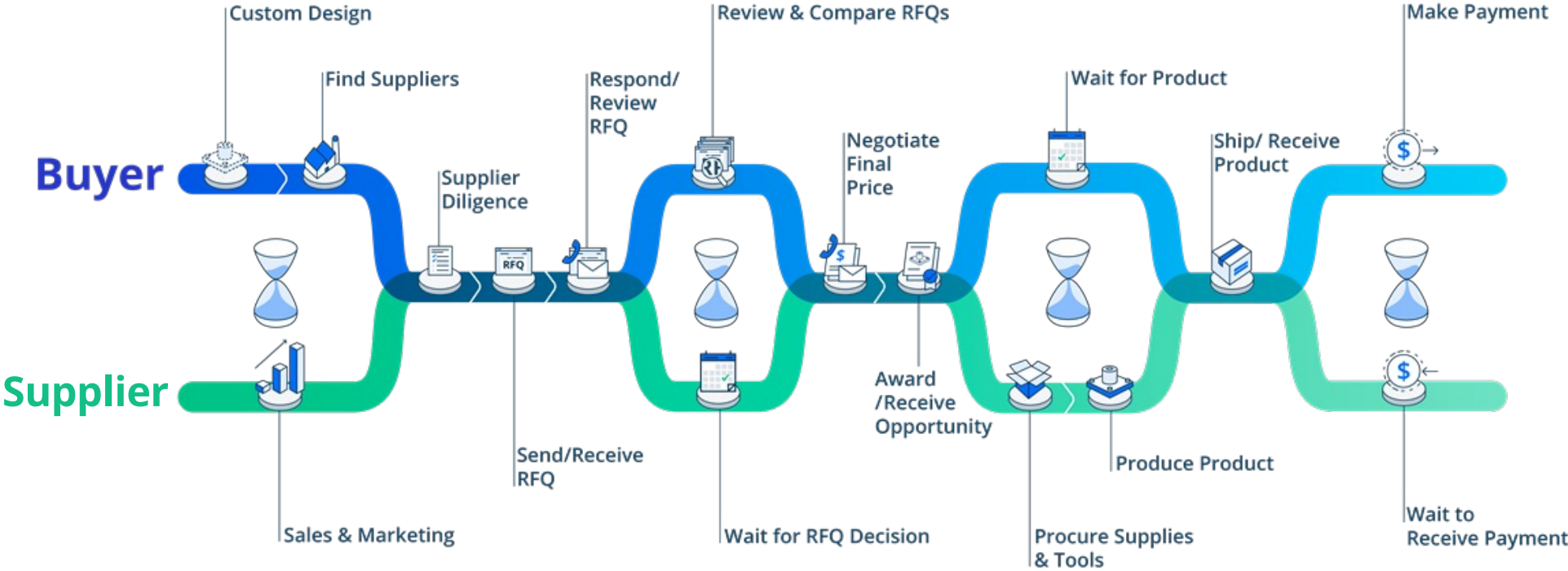


Physical and capital resource constraints



Particularly sensitive to payment delays

Traditional Sourcing is Slow, Costly, and Inefficient



An Integrated Solution for Buyers and Suppliers

Buyers



Suppliers



**3D Geometry
& Feature Recognition**
enhancing pricing accuracy and
identifying issues



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

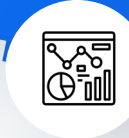
Competitive Moat with
Millions of Data Inputs
and Years of Continuous
Improvement



Instant
pricing and lead time
quotes for buyers and
suppliers in seconds



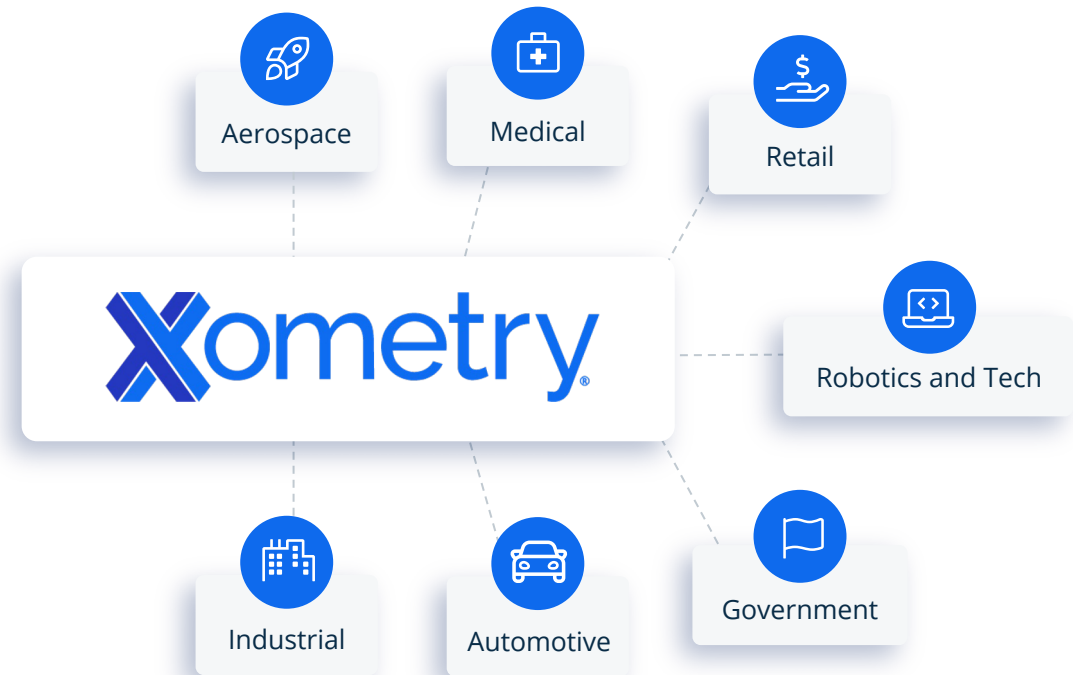
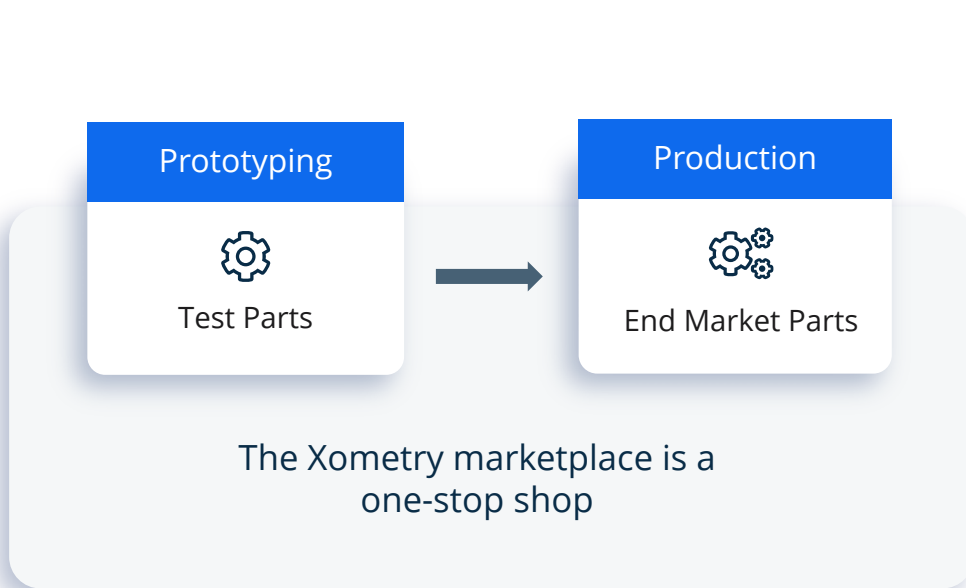
Matching
of buyers and suppliers
based on order features
and supplier scoring.
Intelligent cross-selling
of supplier services



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

Extensible Marketplace

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



Extensible Marketplace

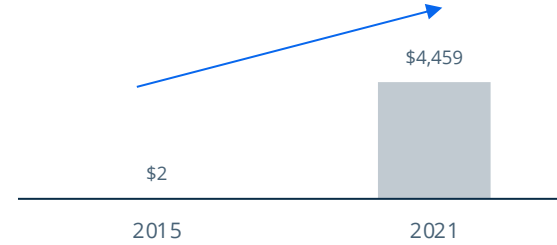
Xometry's marketplace supports production across many industries and manufacturing processes

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

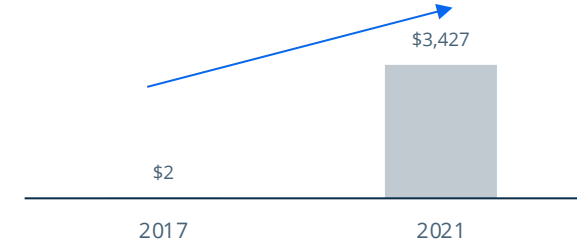
Realizing an Effective Land and Expand Strategy

Annual spend
(\$ in thousands)

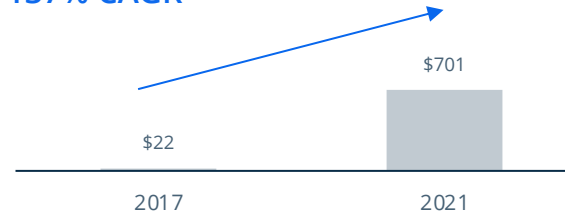
Global E-Commerce Leader
278% CAGR



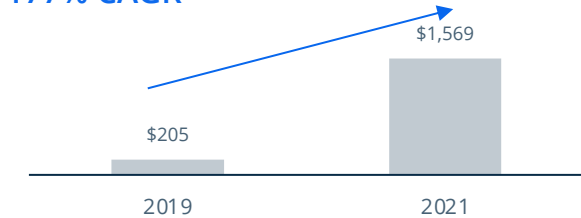
Government Agency
555% CAGR



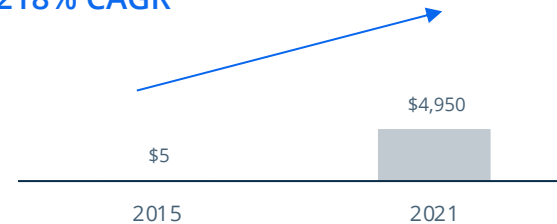
Electric Vehicle Manufacturer
137% CAGR



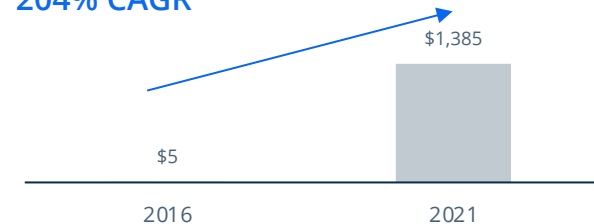
Robotics Co.
177% CAGR



Aerospace and Defense Co.
218% CAGR

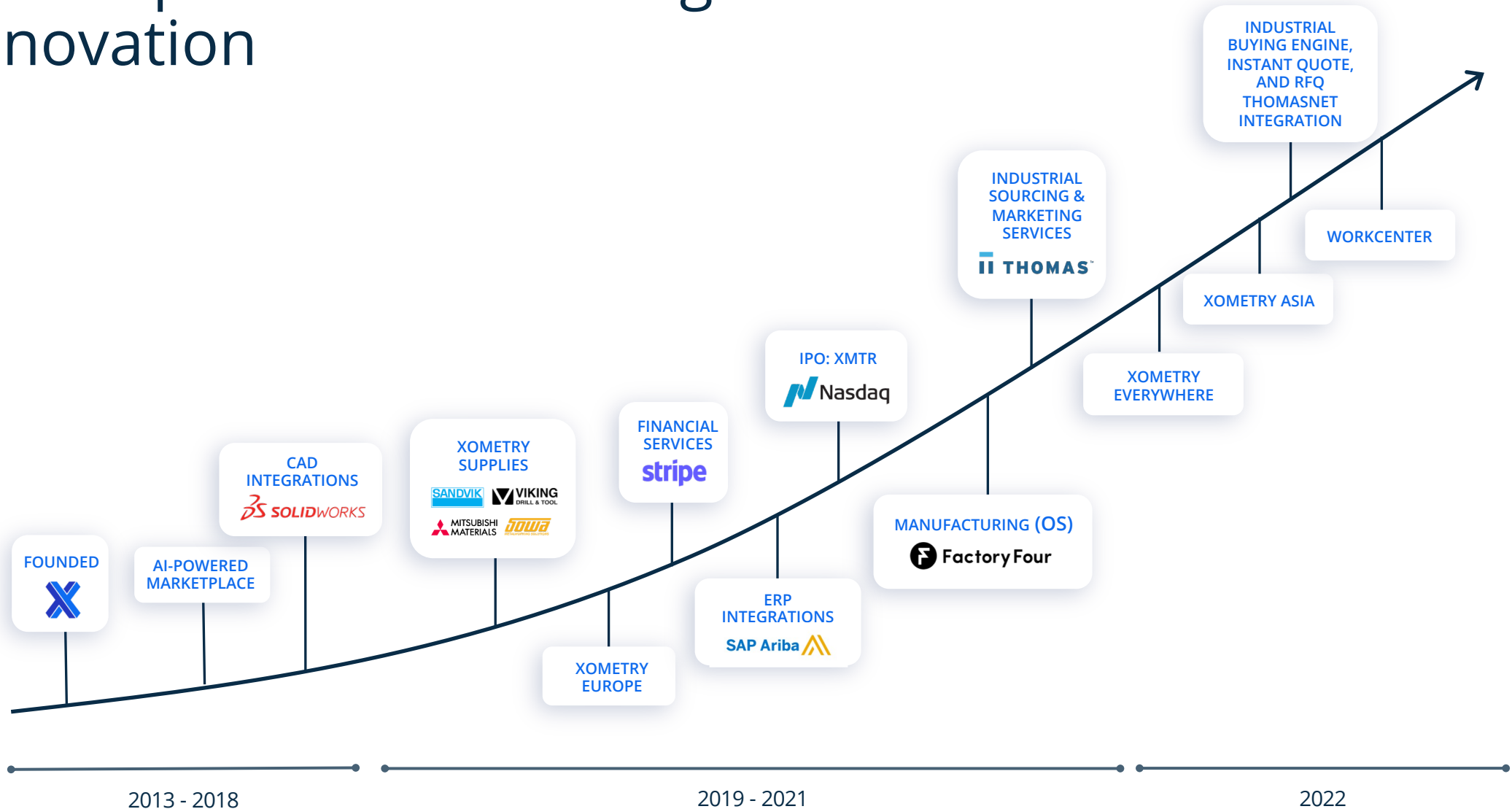


Global Pharmaceutical Co.
204% CAGR



Note: Above examples are not necessarily indicative of results expected for any given customer

Marketplace Focus Through Product Innovation

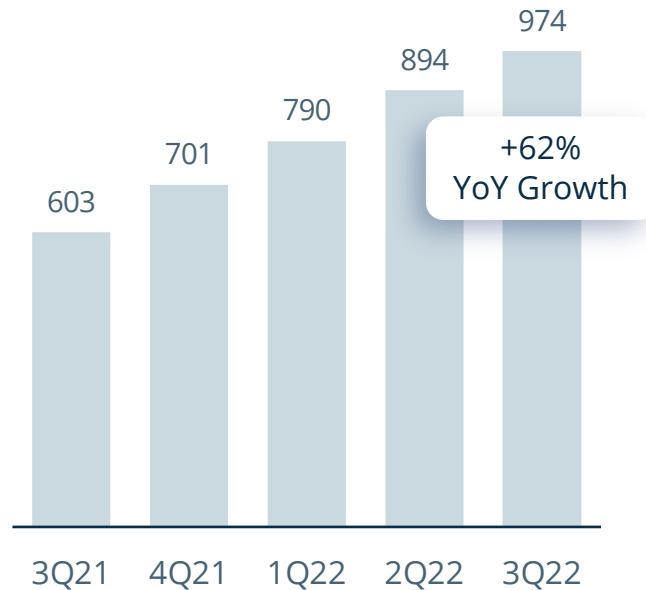


Resulting in Expanded Marketplace Use

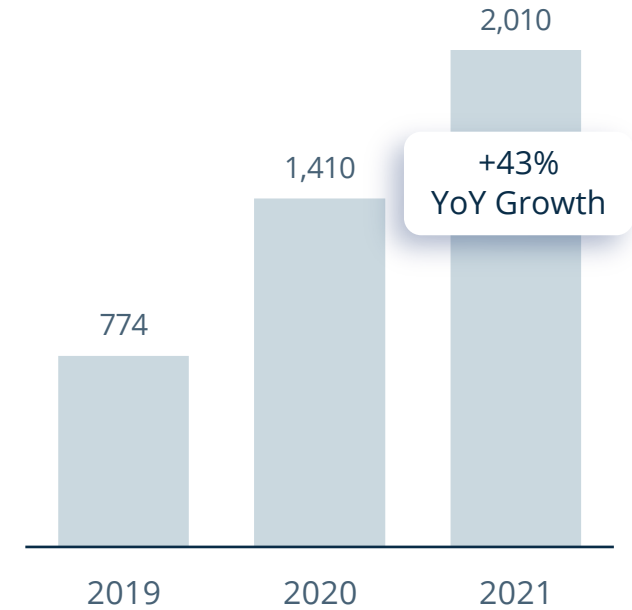
36,789 Q3 Active Buyers¹



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



2,010 Active Sellers³



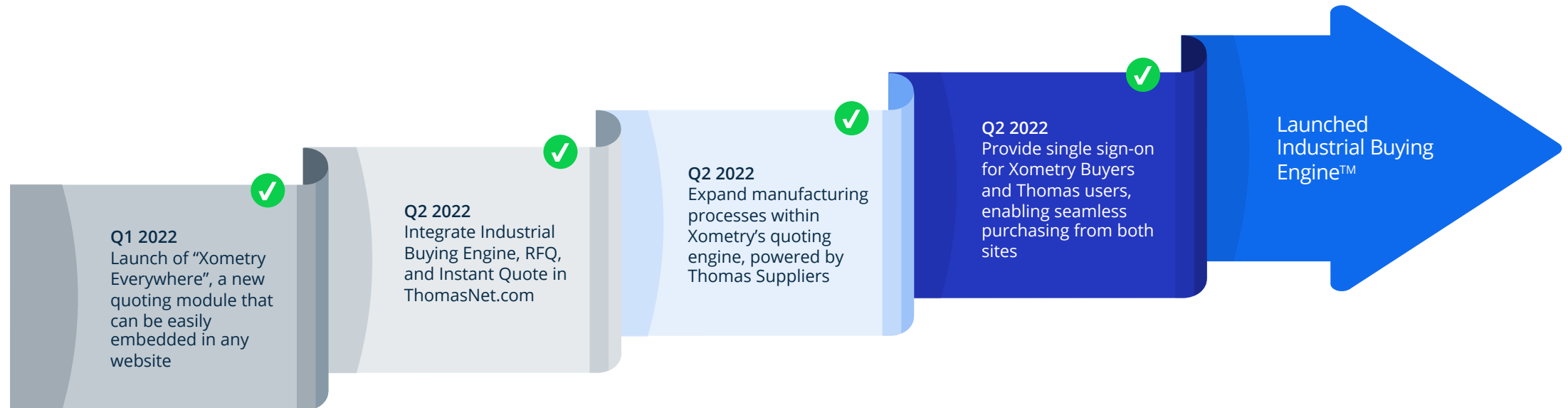
1. We define Active Buyers as the number of buyers who have made at least one purchase on our marketplace in the twelve months.

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, 2021. 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.

Expanding our **Buyer Base** with Thomas Integration

Converting **1.4M+** Registered Thomas Users¹ into Xometry buyers



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

Expanding our **Supplier Base** with Thomas Integration

Converting **500K** Thomas Suppliers¹ into Xometry Active Suppliers

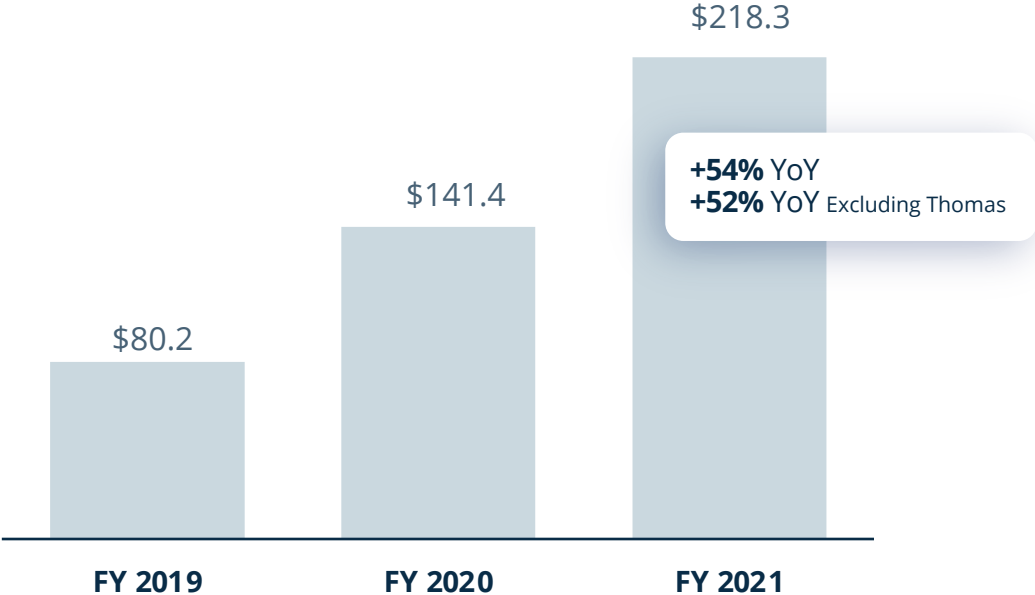


1. We define Suppliers as businesses with paid or freemium listings on the Thomasnet.com platform.

Significant Growth at Scale

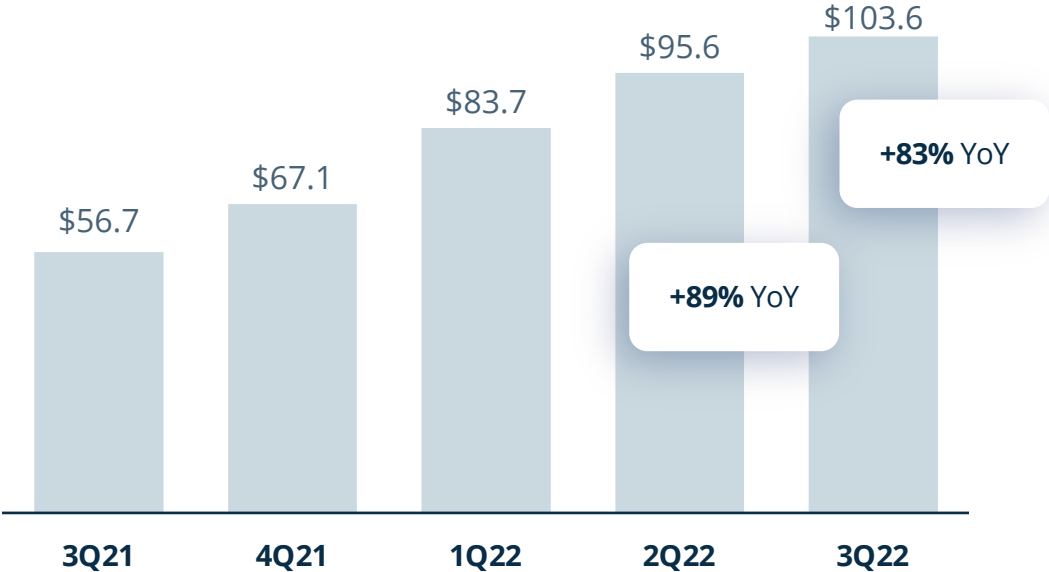
\$ in millions

Annual and LTM Revenue

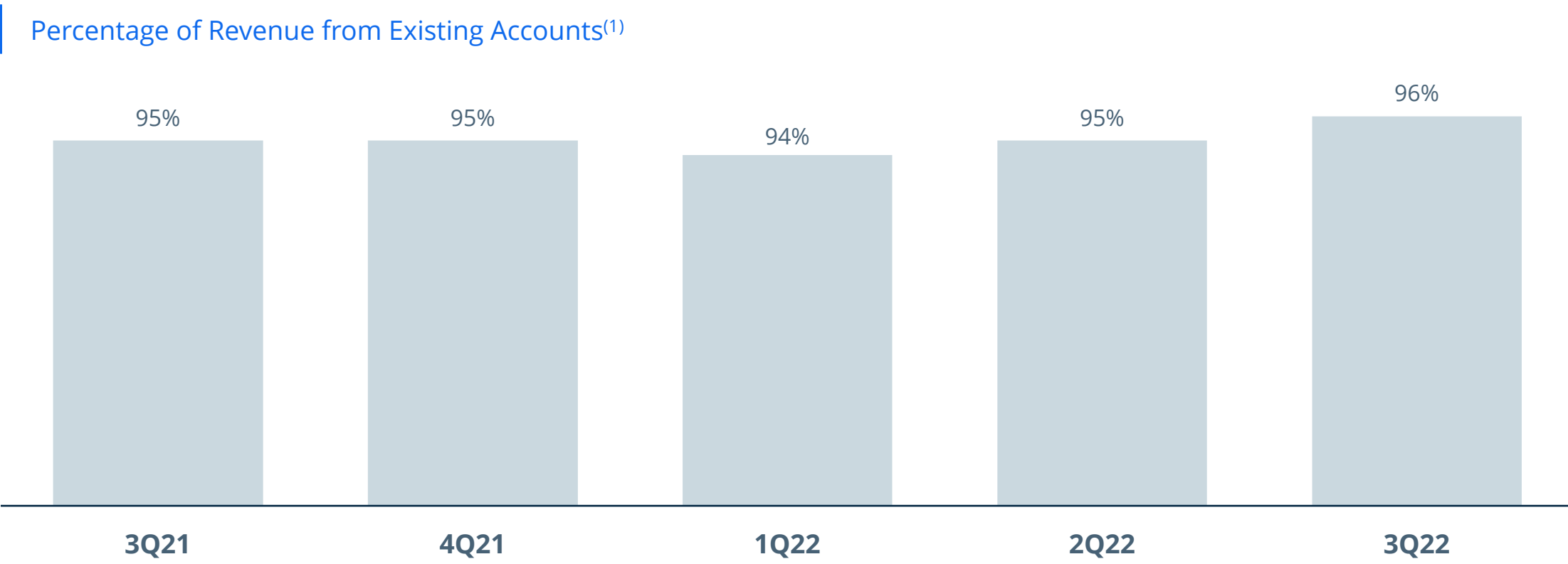


\$103.6M Quarterly Revenue and YoY Growth

- \$84.1M Marketplace Revenue
- \$19.5M Supplier Services Revenue



Revenue Predictability Underscored by Existing Accounts

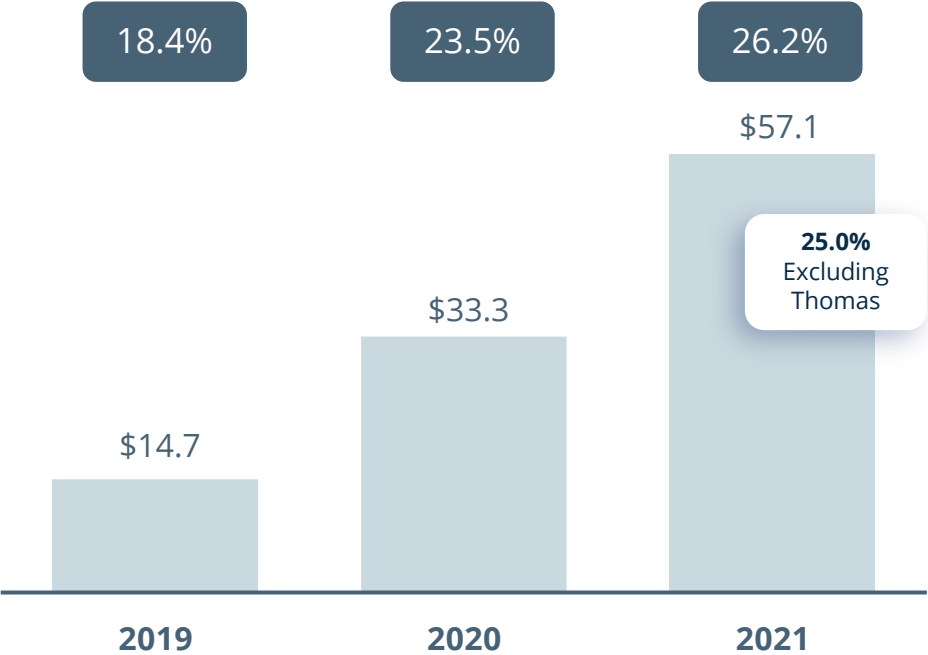


(1) We define an existing account as an account where at least one buyer has made a purchase on our marketplace.

Supporting Expanding Gross Margin

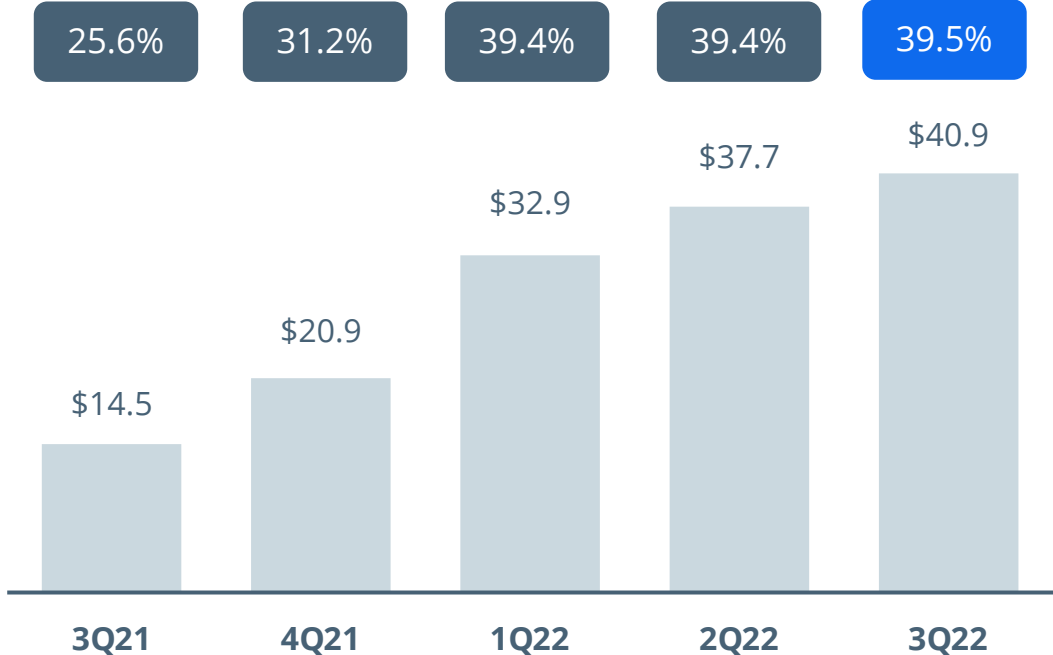
\$ in millions

Annual and LTM Gross Profit and Margin



Quarterly Gross Profit and Margin

- 30.4% Marketplace Gross Margin
- 78.5% Supplier Services Gross Margin

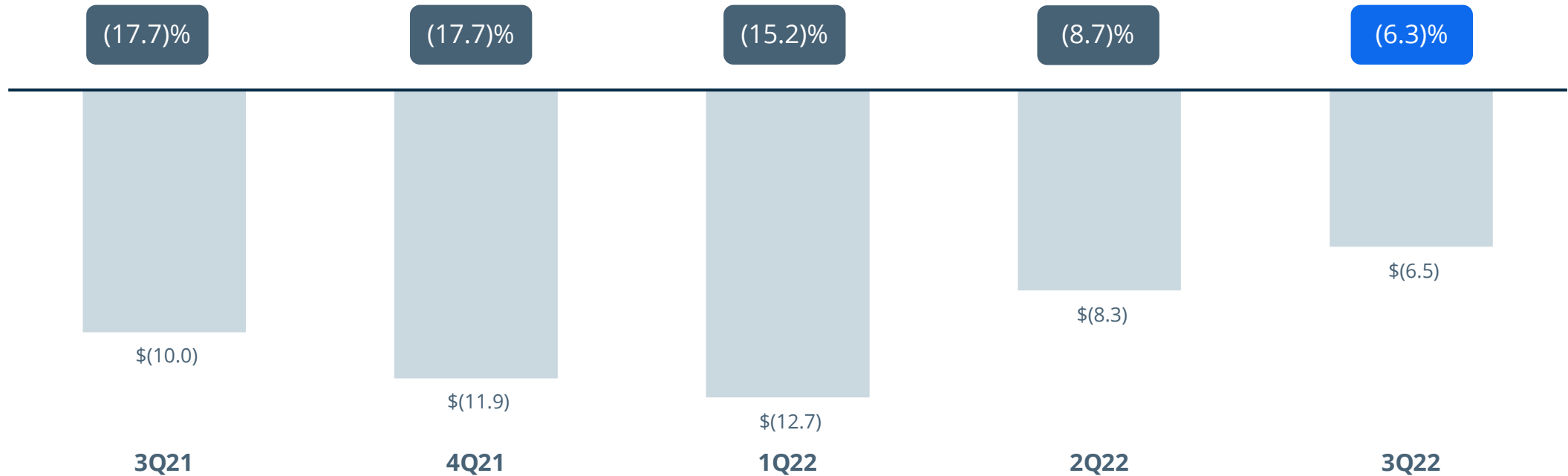


Note: Margins are as a percent of revenue.

Investments to Drive Long Term Growth with Increasing Leverage

\$ in millions

Quarterly Adj. EBITDA and Margin

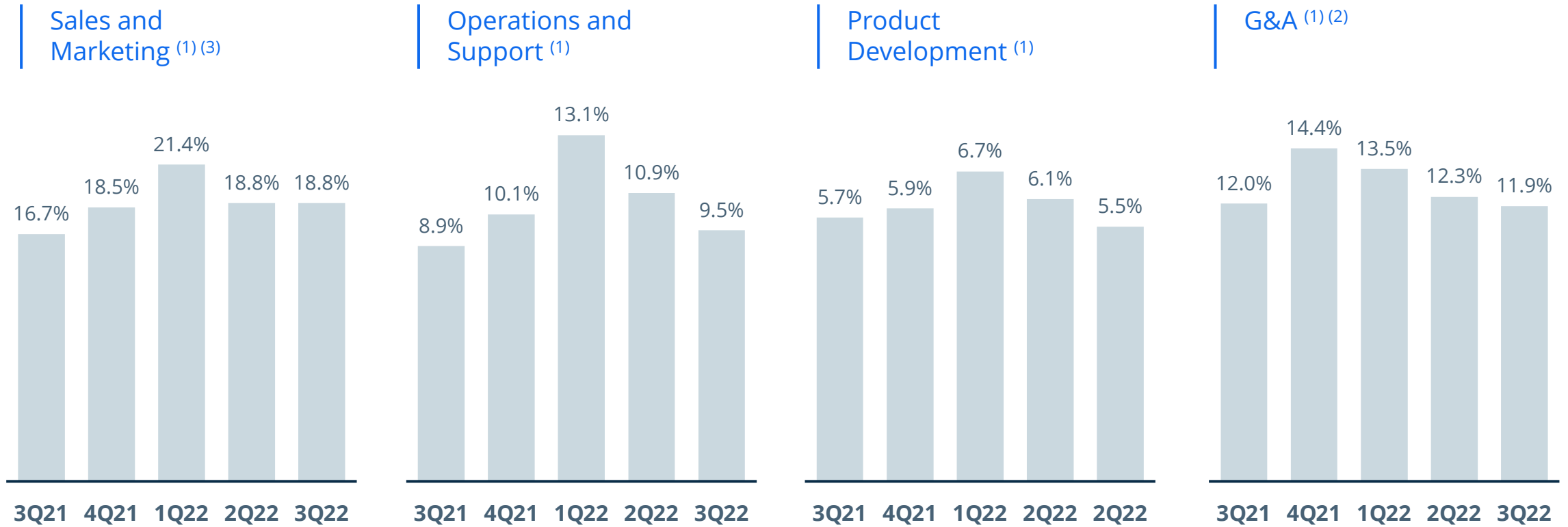


Note: For a reconciliation of Adjusted EBITDA and Adjusted EBITDA Margin to the most directly comparable GAAP measure, see Appendix. Margins are as a percent of revenue.

Non-GAAP Operating Expenses

(% of Revenue)

Including Thomas from the Acquisition Date December 9, 2021



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

(2) Excludes charitable contribution, amortization of in-place lease asset, and acquisition and other adjustments.

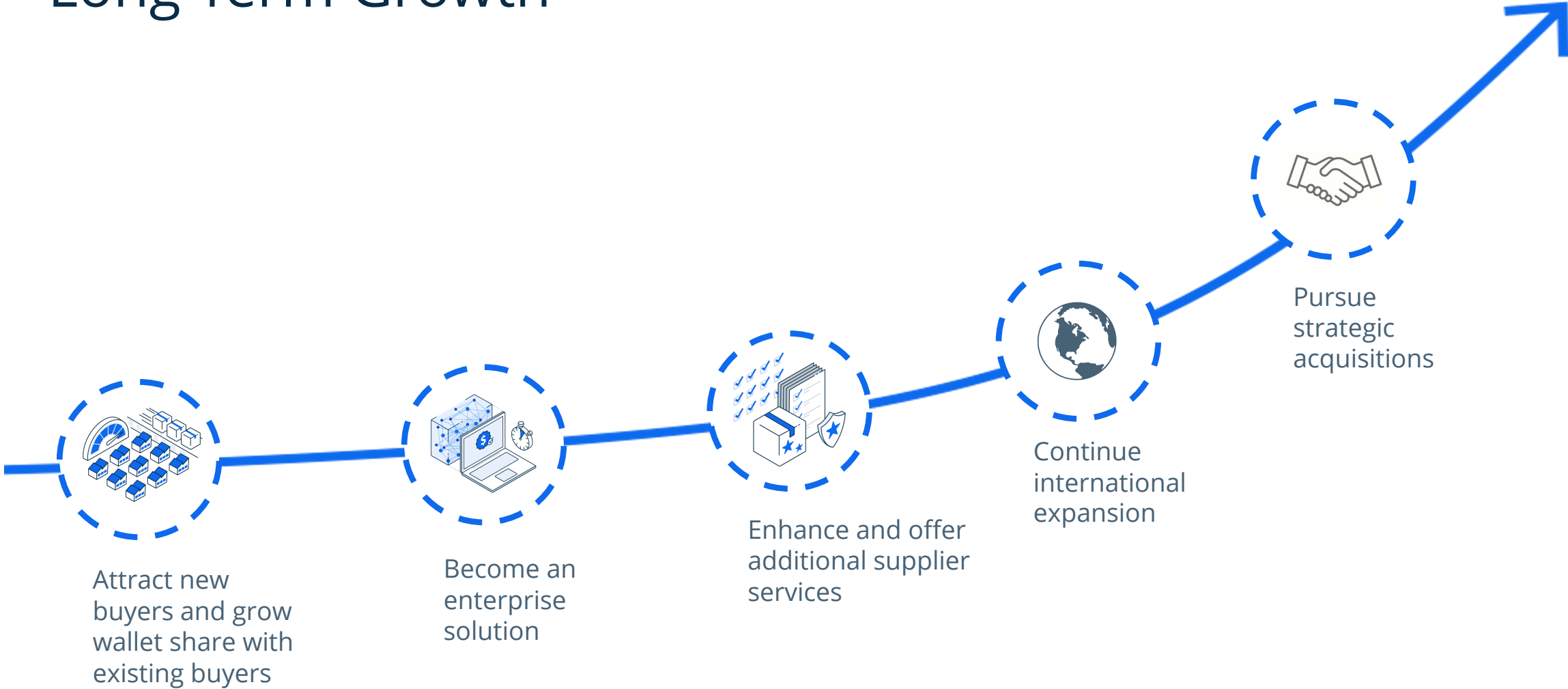
(3) Excludes one-time, non-cash adjustment related to purchase accounting from the Thomas acquisition.

Path to Adjusted EBITDA Profitability in 2H 2023

- Expect to be Adjusted EBITDA profitable in the second half of 2023

2022 Outlook	Strong Revenue Growth	Strong Gross Profit Growth	2022 Outlook	Operating Leverage
Growth	<ul style="list-style-type: none"> • 77-78% Total YoY growth • ~51-52% Marketplace growth 	<ul style="list-style-type: none"> • ~165% - 170% Total YoY growth • ~75-80% Marketplace YOY growth 	Sales & Marketing	<ul style="list-style-type: none"> • Increase self-service options for Supplier Services • Higher quantity of parts per order
Marketplace	<ul style="list-style-type: none"> • Active buyer growth • Land and expand strategy • Thomas synergies - convert Thomas users to Xometry buyers • International expansion 	<ul style="list-style-type: none"> • AI-driven pricing model that improves as it ingests data • Improved matching as the number of active suppliers increases 	Operations & Support	<ul style="list-style-type: none"> • Customer teams built to support higher order volume • Thomas cost synergies
Supplier Services	<ul style="list-style-type: none"> • Higher attachment rates for 500k listed Suppliers on ThomasNet 	<ul style="list-style-type: none"> • Expand basket of high margin supplier services 	G & A	<ul style="list-style-type: none"> • ~\$12M fixed public co. costs • Thomas cost synergies

Significant Opportunities for Long Term Growth



Forward Guidance

Guidance

(\$ in millions)

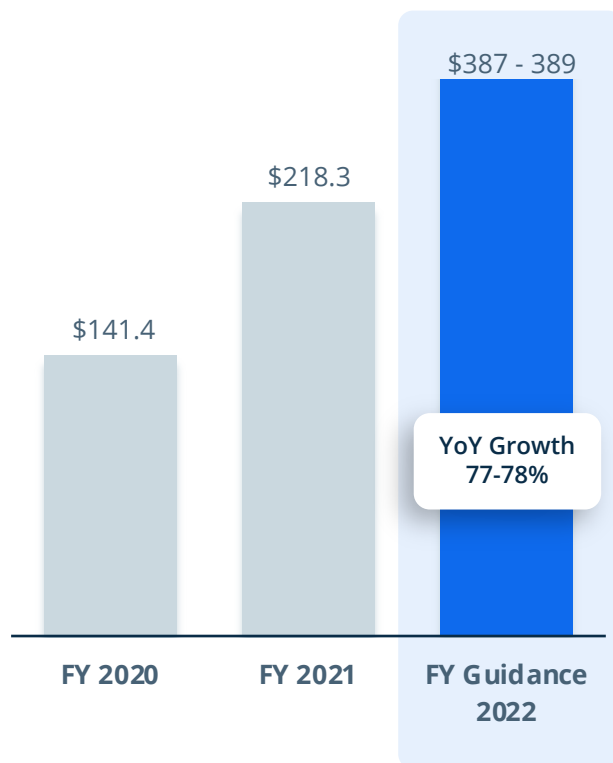
	Q4 2022 (in millions)	
	Low	High
Revenue	\$104	\$106
Adjusted EBITDA	\$(9.0)	\$(8.0)

Note: For a reconciliation of Adjusted EBITDA to the most directly comparable GAAP measure, see Appendix.

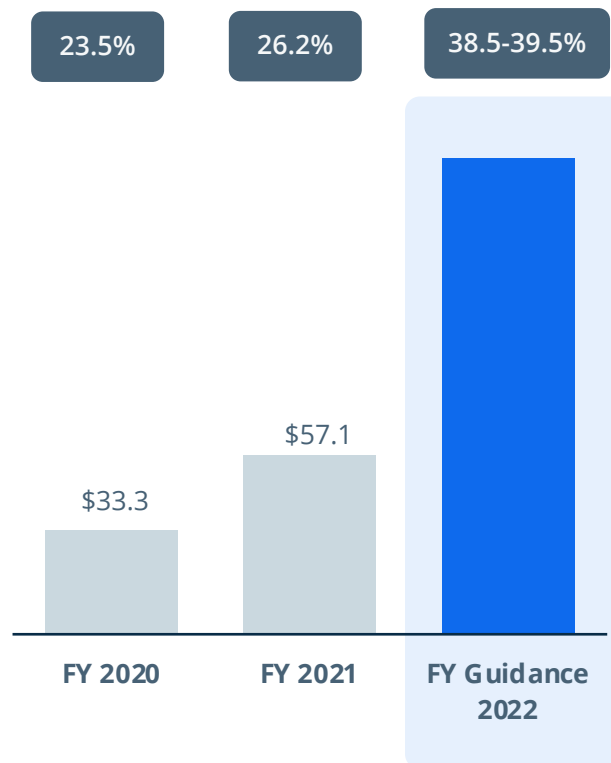
Xometry Financial Highlights

\$ in millions

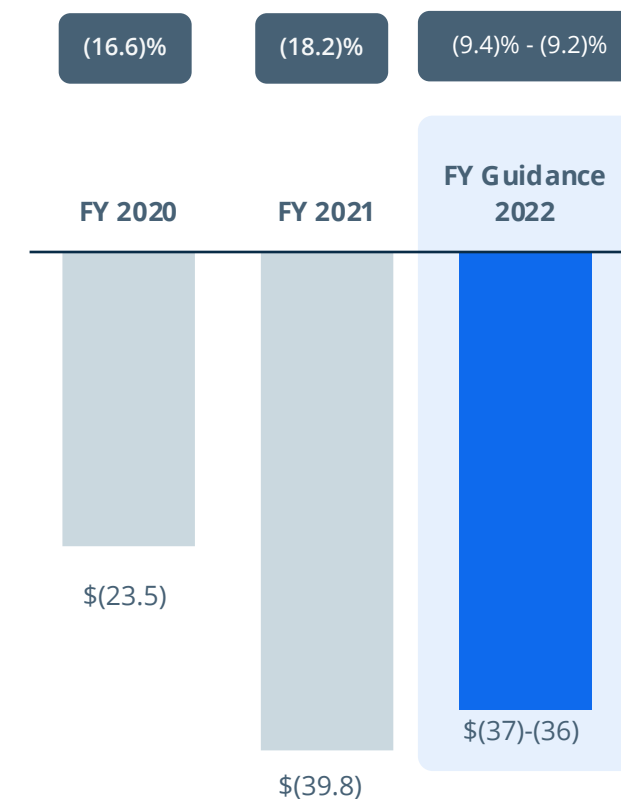
Total Revenue



Gross Profit and Margin



Adjusted EBITDA¹ and Margin



1. We define Adjusted EBITDA 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, charitable contributions of common stock, income from unconsolidated joint venture, impairment 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.

Appendix

Adjusted EBITDA Reconciliation

(\$ in thousands)

	For the Three Months Ended September 30,		For the Nine Months Ended September 30,	
	2022	2021	2022	2021
Adjusted EBITDA:				
Net loss	\$ (15,041)	\$ (14,711)	\$ (51,585)	\$ (37,476)
Add (deduct):				
Interest expense, interest and dividend income and other expenses	139	448	2,991	1,363
Depreciation and amortization expense ⁽¹⁾	1,909	816	5,716	2,304
Income tax benefit	—	—	(559)	—
Amortization of lease intangible	333	—	999	—
Stock-based compensation ⁽²⁾	5,113	2,266	14,048	4,747
Charitable contribution of common stock	987	1,157	2,272	1,157
Income from unconsolidated joint venture	(297)	—	(600)	—
Acquisition and other ⁽³⁾	42	—	(1,242)	—
Impairment of assets	325	—	444	—
Adjusted EBITDA	\$ (6,490)	\$ (10,024)	\$ (27,516)	\$ (27,905)

- (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.