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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.
Key Financial Highlights

Q1 2022

- **$83.7M** Q1 Revenue
  - +90% YoY Growth

- **$64.4M** Marketplace
- **$19.3M** Supplier Services

- **$32.9M** Q1 Gross Profit
  - +235% YoY Growth
  - 39.4% Q1 Gross Margin

- **$12.7M** Q1 Adjusted EBITDA
  - (15.2)% Q1 Adjusted EBITDA margin

(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, transaction costs, charitable contributions, income from unconsolidated joint venture 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 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.

- **30,683** Q1 Active Buyers
  - +44% YoY Growth

- **790** Q1 Accounts with LTM Spend of at Least $50,000
  - +92% YoY Growth

- **94%** Q1 Revenue from Xometry Existing Accounts

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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
- Difficulty finding optimal prices and lead times in an efficient manner
- Urgent need for resilient and localized supply chains
- Increasing focus on ESG issues, from reducing emissions to improving supplier diversity

**Supplier Pain Points**
- Geographic isolation and limited access to customers
- Antiquated business development practices
- Higher cost structure intrinsic to small businesses
- Capital constrained

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Traditional Sourcing is Slow, Costly, and Inefficient
Xometry’s Marketplace is the Digital Solution For Buyers and Suppliers of Manufacturing Services

**Buyer**
(Marketplace Revenue)

- Instant Pricing and Lead Times
- Certified Quality and Flexibility
- Access to Massive Network with Extensive Capabilities

**Supplier**
(Supplier Services Revenue)

- Access to High Quality Work
- Financial Services
- Marketing Services, Operating Software, Less Expensive Tools & Materials
Artificial Intelligence is at the Heart of Our Platform

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

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

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

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Extensible Marketplace

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

The Xometry marketplace is a one-stop shop for:

- Prototyping: Test Parts
- Production: End Market Parts

End Market Parts:
- Aerospace
- Medical
- Retail
- Robotics and Tech
- Government
- Industrial
- Automotive

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# Extensible Marketplace

Xometry’s marketplace *supports production* across many industries and manufacturing processes

<table>
<thead>
<tr>
<th>Customer Industry</th>
<th>Process</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Agriculture</td>
<td>Multi-technology and assembly</td>
<td>Full electro-mechanical robotic assemblies</td>
</tr>
<tr>
<td>Aerospace and Defense</td>
<td>CNC</td>
<td>Landing gear components</td>
</tr>
<tr>
<td>Medical Devices</td>
<td>Injection molding and assembly</td>
<td>Hospital-use device to assist in medical procedures</td>
</tr>
<tr>
<td>Retail</td>
<td>Injection molding</td>
<td>Shopping carts</td>
</tr>
<tr>
<td>Electric Vehicles</td>
<td>Injection molding</td>
<td>Seat components</td>
</tr>
<tr>
<td>Oil and Gas</td>
<td>Die casting</td>
<td>Gas meter components</td>
</tr>
<tr>
<td>Automotive</td>
<td>Metal stamping</td>
<td>Electronic control system enclosures</td>
</tr>
</tbody>
</table>
Realizing an Effective Land and Expand Strategy

Annual spend ($ in thousands)

*Note: Above examples are not necessarily indicative of results expected for any given customer*
Marketplace Focus Through Product Innovation
## Resulting in Expanded Marketplace Use

### 1Q21 KPI, Excludes Thomas

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Active Buyers</th>
<th>YoY Growth</th>
<th>Accounts with LTM Spend of at Least $50K</th>
<th>YoY Growth</th>
<th>Active Sellers</th>
</tr>
</thead>
<tbody>
<tr>
<td>1Q21</td>
<td>21,345</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2Q21</td>
<td>23,942</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>3Q21</td>
<td>26,187</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4Q21</td>
<td>28,130</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1Q22</td>
<td>30,683</td>
<td><strong>+44%</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### 2Q21 KPI, Excludes Thomas

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Active Buyers</th>
<th>YoY Growth</th>
<th>Accounts with LTM Spend of at Least $50K</th>
<th>YoY Growth</th>
<th>Active Sellers</th>
</tr>
</thead>
<tbody>
<tr>
<td>1Q21</td>
<td>412</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2Q21</td>
<td>508</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>3Q21</td>
<td>603</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4Q21</td>
<td>701</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1Q22</td>
<td>790</td>
<td><strong>+92%</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### 3Q21 KPI, Excludes Thomas

<table>
<thead>
<tr>
<th>Year</th>
<th>Active Buyers</th>
<th>YoY Growth</th>
<th>Accounts with LTM Spend of at Least $50K</th>
<th>YoY Growth</th>
<th>Active Sellers</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>774</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2020</td>
<td>1,410</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2021</td>
<td>2,010</td>
<td><strong>+43%</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

---

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.
Acquisition of Thomas

On December 9, 2021, Xometry completed the $300 million acquisition of Thomas in a combination of cash and stock.

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

1.4 Million Registered Users in North America

500K Suppliers in North America

93% Fortune 1000 Source Suppliers on Thomas

>20 Million Annual Sourcing Sessions across 70K industrial categories

1. We define Registered Users as unique individuals that complete a registration form on the Thomasnet.com platform.
2. We define Suppliers as businesses with paid or freemium listings on the Thomasnet.com platform.
3. We define Annual Sourcing Sessions as total estimated user sessions on the Thomasnet.com platform for 2021.
1H Roadmap – Expanding our **Buyer Base** with Thomas Integration

Converting **1.4M+** Registered Thomas Users\(^1\) into Xometry buyers

- **Q1 2022**
  - Xometry Active Buyers 30,683

- **Q1 2022**
  - Launch of "Xometry Everywhere", a new quoting module that can be easily embedded in any website

- **Q2 2022**
  - Integrate Xometry Everywhere in ThomasNet.com

- **Q2 2022**
  - Expand manufacturing processes within Xometry’s quoting engine, powered by Thomas Sellers

- **Q2 2022**
  - Provide single sign-on for Xometry buyers and Thomas users, enabling seamless purchasing from both sites

---

\(^1\) We define Registered Users as unique individuals that complete a registration form on the Thomasnet.com platform.
1H Roadmap: Expanding our Supplier Base with Thomas Integration

Converting **500K** Thomas Suppliers\(^1\) into Xometry Active Suppliers

---

1. We define Suppliers as businesses with paid or freemium listings on the Thomasnet.com platform.
2. 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.
Significant Growth at Scale

$ in millions

**Annual and LTM Revenue**

 FY 2019: $80.2
 FY 2020: $141.4
 FY 2021: $218.3

+54% YoY
+52% YoY Excluding Thomas

**$83.7M Quarterly Revenue and YoY Growth**

- $64.4M Marketplace Revenue
- $19.3M Supplier Services Revenue

1Q21: $43.9
2Q21: $50.6
3Q21: $56.7
4Q21: $67.1
1Q22: $83.7

+90% YoY
Revenue Predictability Underscored by Existing Accounts

Percentage of Revenue from 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

<table>
<thead>
<tr>
<th>Year</th>
<th>Gross Profit</th>
<th>Gross Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>$14.7</td>
<td>18.4%</td>
</tr>
<tr>
<td>2020</td>
<td>$33.3</td>
<td>23.5%</td>
</tr>
<tr>
<td>2021</td>
<td>$57.1</td>
<td>26.2%</td>
</tr>
</tbody>
</table>

Quarterly Gross Profit and Margin

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Gross Profit</th>
<th>Gross Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>1Q21</td>
<td>$9.8</td>
<td>22.4%</td>
</tr>
<tr>
<td>2Q21</td>
<td>$11.9</td>
<td>23.5%</td>
</tr>
<tr>
<td>3Q21</td>
<td>$14.5</td>
<td>25.6%</td>
</tr>
<tr>
<td>4Q21</td>
<td>$20.9</td>
<td>31.2%</td>
</tr>
<tr>
<td>1Q22</td>
<td>$32.9</td>
<td>39.4%</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 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

Sales and Marketing (1)
Thomas 35\%(3)

Operations and Support (1)
Thomas 16\%(3)

Product Development (1)
Thomas 7\%(3)

G&A (1)(2)
Thomas 30\%(3)

<table>
<thead>
<tr>
<th></th>
<th>1Q21</th>
<th>2Q21</th>
<th>3Q21</th>
<th>4Q21</th>
<th>1Q22</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales and Marketing</td>
<td>17.0%</td>
<td>16.9%</td>
<td>16.7%</td>
<td>18.5%</td>
<td>21.4%</td>
</tr>
<tr>
<td>Operations and Support</td>
<td>9.6%</td>
<td>9.6%</td>
<td>8.9%</td>
<td>10.1%</td>
<td>13.1%</td>
</tr>
<tr>
<td>Product Development</td>
<td>6.8%</td>
<td>6.0%</td>
<td>5.7%</td>
<td>5.9%</td>
<td>6.7%</td>
</tr>
<tr>
<td>G&amp;A</td>
<td>9.2%</td>
<td>9.0%</td>
<td>12.0%</td>
<td>14.4%</td>
<td>13.5%</td>
</tr>
</tbody>
</table>

(1) Excludes stock-based compensation, depreciation, and amortization.
(2) Excludes charitable contribution, revaluation of contingent consideration, amortization of in-place lease asset, and transaction costs.
(3) GAAP Operating expenses as a percent of revenue for Thomas for the trailing 12 months ended September 30, 2021 Including Thomas from the Acquisition Date December 9, 2021.
## Path to Adjusted EBITDA Profitability for 2023

- Expect quarter over quarter profitability improvements in 2022
- Expect to be Adjusted EBITDA profitable for full year 2023

<table>
<thead>
<tr>
<th>2022 Outlook</th>
<th>Strong Revenue Growth</th>
<th>Strong Gross Profit Growth</th>
</tr>
</thead>
</table>
| **Growth**   | • 80-83% Total YoY growth  
• ~50-60% Marketplace growth | • ~160% - 175% Total YoY growth  
• ~75-80% Marketplace YOY growth |
| **Marketplace** | • Active buyer growth  
• Land and expand strategy  
• Thomas synergies - convert Thomas users to Xometry buyers  
• International expansion | • AI-driven pricing model that improves as it ingests data  
• Improved matching as the number of active suppliers increases |
| **Supplier Services** | • Higher attachment rates for 500K listed Suppliers on ThomasNet | • Expand basket of high margin supplier services |

### Operating Leverage

<table>
<thead>
<tr>
<th>2022 Outlook</th>
<th><strong>Sales &amp; Marketing</strong></th>
</tr>
</thead>
</table>
|              | • Increase self-service options for Supplier Services  
• Higher quantity of parts per order |

<table>
<thead>
<tr>
<th><strong>Operations &amp; Support</strong></th>
<th></th>
</tr>
</thead>
</table>
|                          | • Customer teams built to support higher order volume  
• Thomas cost synergies |

<table>
<thead>
<tr>
<th><strong>G &amp; A</strong></th>
<th></th>
</tr>
</thead>
</table>
|           | • $12M fixed public co. costs  
• Thomas cost synergies |
Significant Opportunities for Long Term Growth

- Attract new buyers and grow wallet share with existing buyers
- Become an enterprise solution
- Enhance and offer additional supplier services
- Continue international expansion
- Pursue strategic acquisitions
Forward Guidance
# Guidance

($ in millions)

<table>
<thead>
<tr>
<th></th>
<th>Q2 2022 (in millions)</th>
<th>Full Year 2022 (in millions)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Low</td>
<td>High</td>
</tr>
<tr>
<td>Revenue</td>
<td>$91.5</td>
<td>$93.5</td>
</tr>
<tr>
<td>Adjusted EBITDA</td>
<td>$(11.0)</td>
<td>$(10.0)</td>
</tr>
</tbody>
</table>

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

$ in millions

**Total Revenue**
- FY 2020: $141.4
- FY 2021: $218.3
- FY Guidance 2022: $392 - 400
- YoY Growth: 80-83%

**Gross Profit and Margin**
- FY 2020: $33.3
- FY 2021: $57.1
- FY Guidance 2022: 23.5% - 26.2%
- Margin: 38-39%

**Adjusted EBITDA¹ and Margin**
- FY 2020: $(23.5)
- FY 2021: $(39.8)
- FY Guidance 2022: $(36)-(32)
- Margin: (16.6)% - (18.2)% - (8.0-9.2)%

---

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, transaction costs, charitable contributions, income from unconsolidated joint venture and impairment charges. For additional information on non-GAAP reconciliations, please see the Appendix.
Appendix
Adjusted EBITDA Reconciliation  
($ in thousands) 

<table>
<thead>
<tr>
<th></th>
<th>For the Three Months Ended March 31,</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2022</td>
</tr>
<tr>
<td><strong>Adjusted EBITDA:</strong></td>
<td></td>
</tr>
<tr>
<td>Net loss</td>
<td>$(19,995)</td>
</tr>
<tr>
<td><strong>Add (deduct):</strong></td>
<td></td>
</tr>
<tr>
<td>Interest expense, interest and dividend income and other expenses</td>
<td>1,635</td>
</tr>
<tr>
<td>Depreciation and amortization(^{(1)})</td>
<td>1,799</td>
</tr>
<tr>
<td>Income tax benefit</td>
<td>(559)</td>
</tr>
<tr>
<td>Amortization of in-place lease asset</td>
<td>333</td>
</tr>
<tr>
<td>Stock-based compensation(^{(2)})</td>
<td>3,456</td>
</tr>
<tr>
<td>Contingent consideration revaluation</td>
<td>434</td>
</tr>
<tr>
<td>Transaction costs</td>
<td>205</td>
</tr>
<tr>
<td>Income from unconsolidated joint venture</td>
<td>(34)</td>
</tr>
<tr>
<td><strong>Adjusted EBITDA</strong></td>
<td>$(12,726)</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.
Combined Capabilities Extend Market Opportunity

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

+ 70K+ Industrial Categories including
  - Tube Fabrication & Bending Services
  - Castings
  - Thermoforming
  - Forgings
  - Roll Forming
  - Rubber Molding

Total addressable market $2.4T

Xometry + Thomas can together best serve the end-to-end needs of buyers
Accelerates Development of Xometry’s Marketplace

- Accelerates development of Xometry’s marketplace
- Creates unparalleled scale of buyers and suppliers
- Establishes end-to-end suite of supplier services
- Enhances margins and accelerates path to profitability