



Q4 2021 Earnings Presentation

March 17, 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 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.

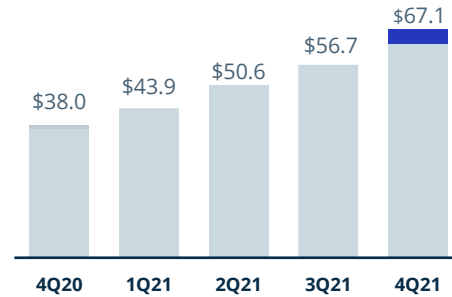
This presentation contains a non-GAAP financial measure and key metrics relating to the Company's past performance. This non-GAAP financial measure is presented in addition to, and not as a substitute for or superior to, measures of financial performance prepared in accordance with U.S. GAAP. There are 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.

Q4 2021

Key Financial Highlights

KEY ■ = Thomas

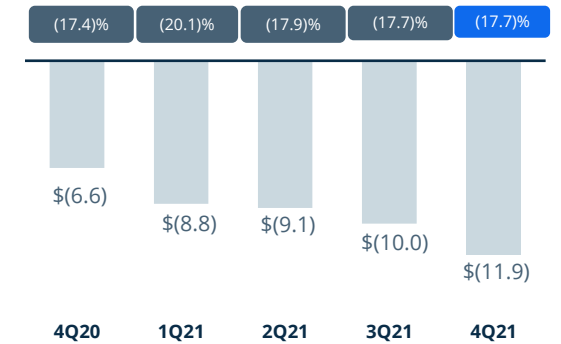
\$67.1M Q4 Revenue
+77% YoY Growth



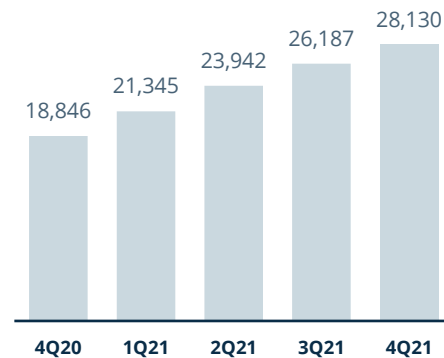
\$20.9M Q4 Gross Profit
+121% YoY Growth
31.2% Q4 Gross Margin



\$(11.9M) Q4 Adjusted EBITDA⁽¹⁾
(17.7)% Q4 Adjusted EBITDA margin

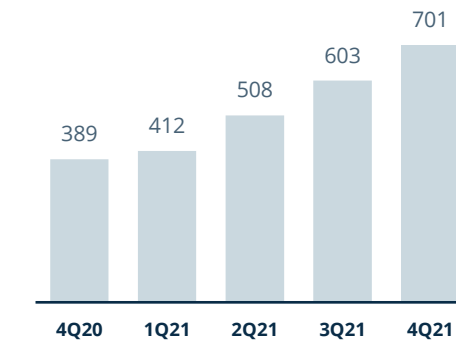


28,130 Q4 Active Buyers⁽²⁾
49% YoY Growth



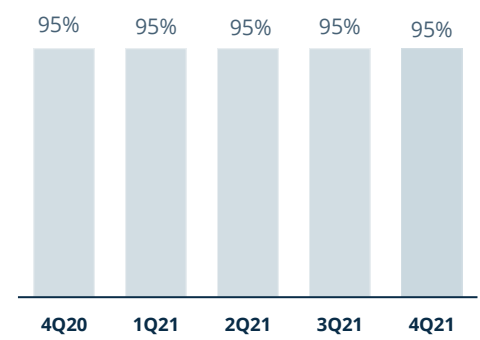
Q4 2021 KPI, Excludes Thomas

701 Q4 Accounts with LTM Spend of at least \$50,000⁽⁴⁾
+80% YoY Growth



Q4 2021 KPI, Excludes Thomas

95% Q4 Revenue from Xometry Existing Accounts⁽³⁾



Q4 2021 KPI, Excludes Thomas

(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 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.

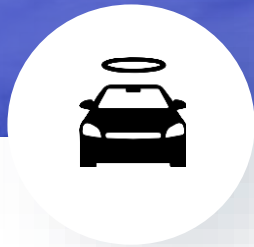
Significant Value Creation from Digitizing Markets



Travel



Retail



Auto



Payments



Transportation



Manufacturing

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



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



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

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



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

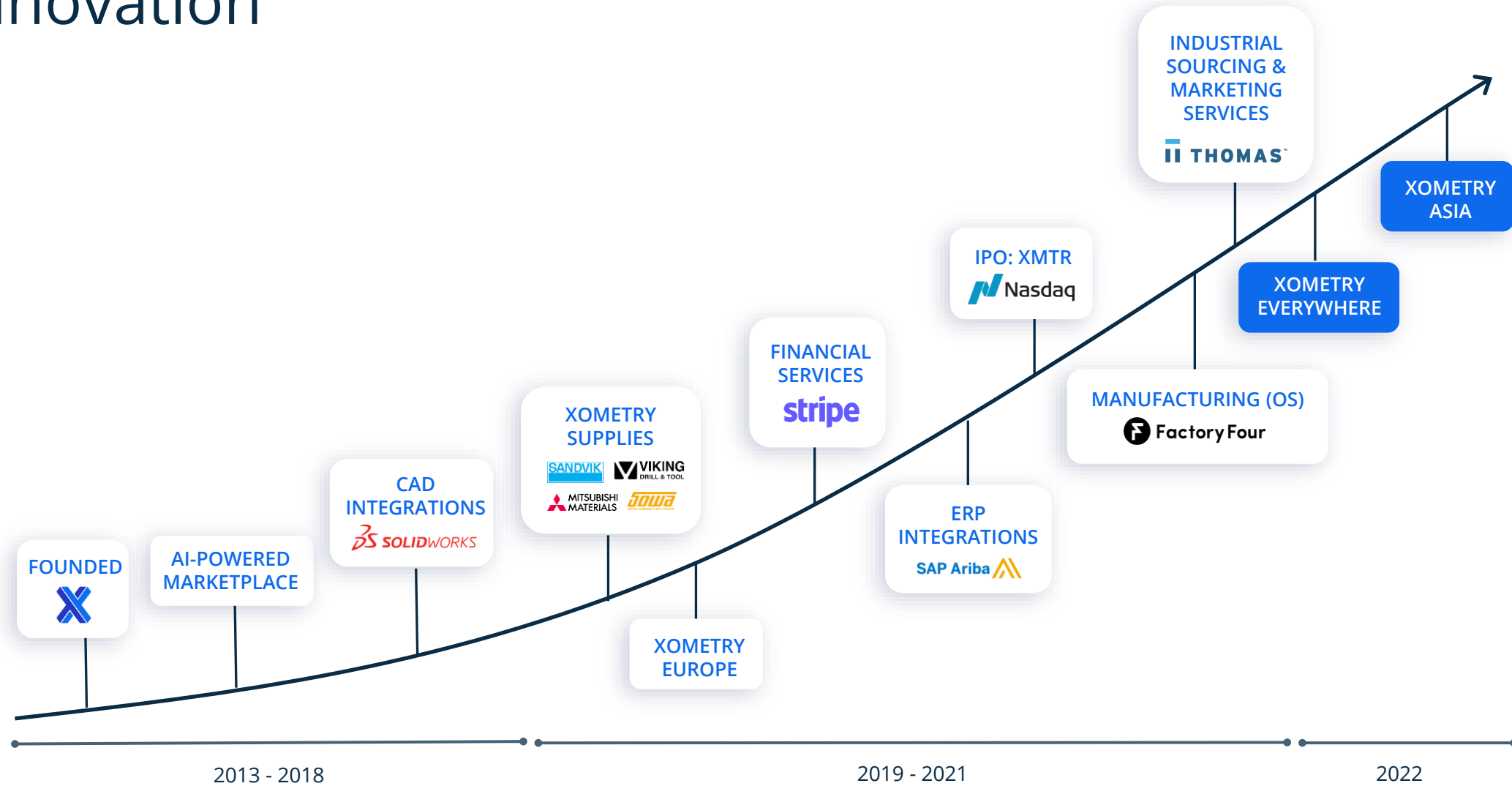


Matching
of buyers and sellers
based on order features
and seller scoring.
Intelligent cross-selling
of supplier services



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

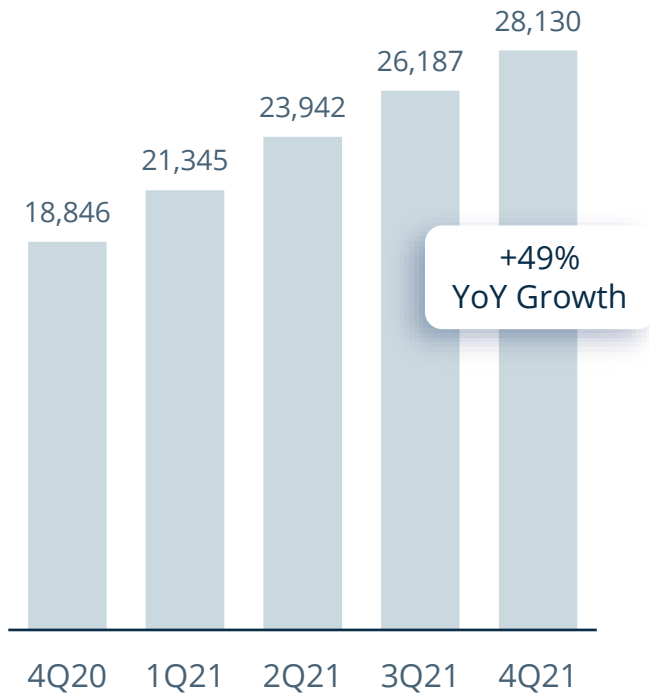
Marketplace Focus Through Product Innovation



Resulting in Expanded Marketplace Use

28,130 Q4 Active Buyers¹

Q4 2021 KPI, Excludes Thomas



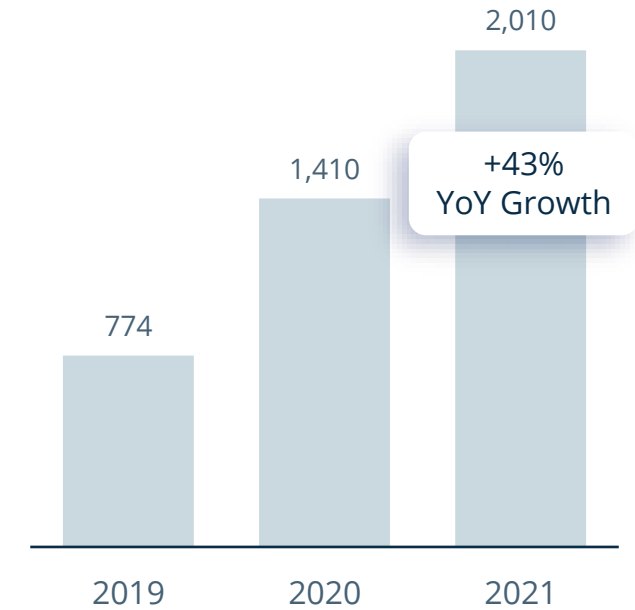
701 Q4 Accounts with LTM Spend of at Least \$50K²

Q4 2021 KPI, Excludes Thomas



2,010 Active Sellers³

Q4 2021 KPI, Excludes Thomas



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 December 31, 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, 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 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

1. We define Registered 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 Annual Sourcing Sessions as total estimated user sessions on the Thomasnet.com platform for 2021.

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

\$2.4T

Total addressable market

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 sellers



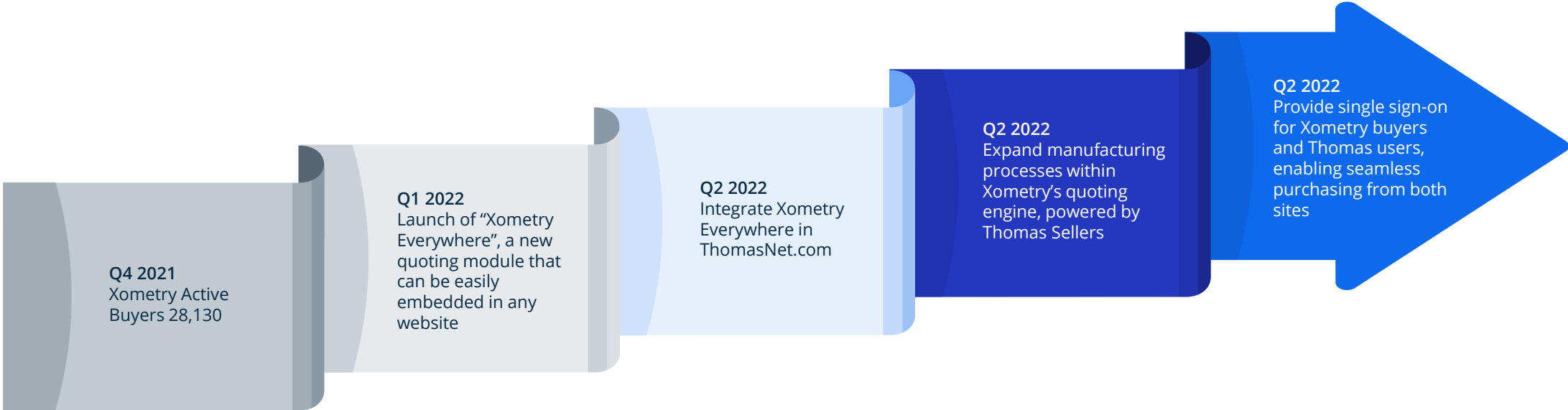
Establishes end-to-end suite of seller services



Enhances margins and accelerates path to profitability

1H Roadmap – Expanding our **Buyer Base** with Thomas Integration

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



1H Roadmap: Expanding our **Seller Base** with Thomas Integration

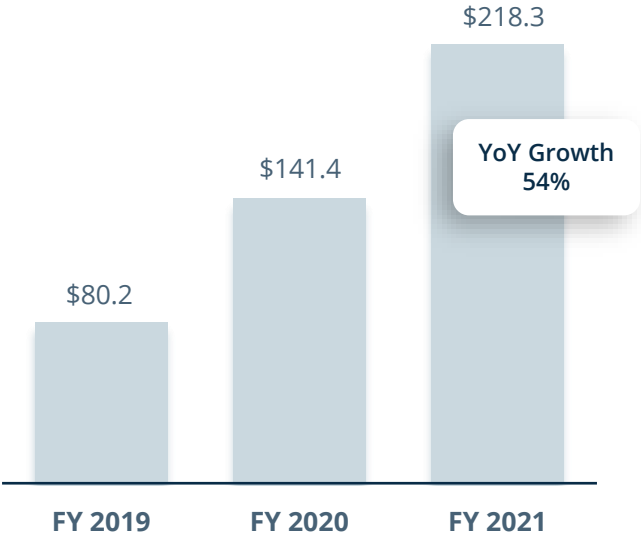
Converting **500K** Thomas Sellers¹ into Xometry Active Sellers



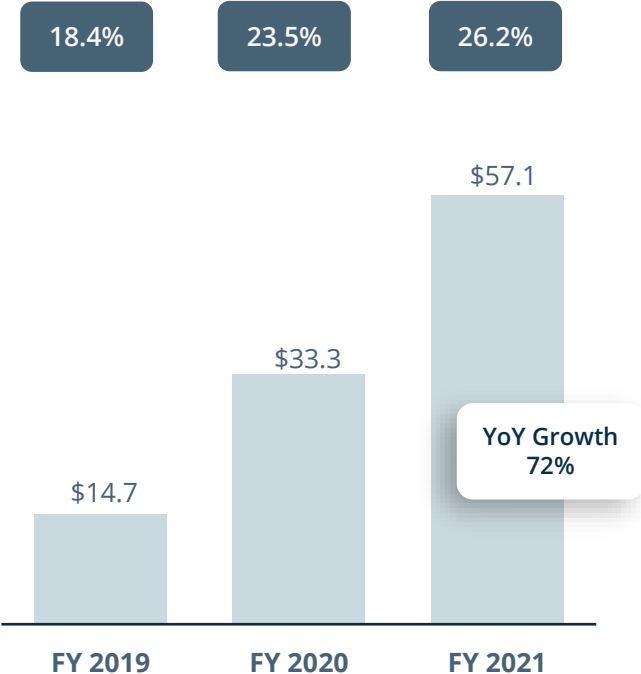
Xometry Financial Highlights

\$ in millions

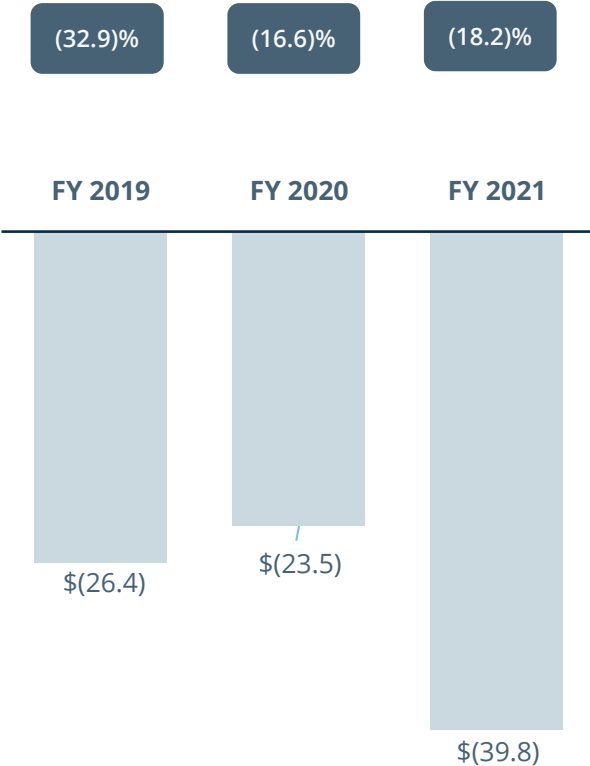
Total Revenue



Gross Profit and Margin



Adjusted EBITDA¹ and Margin



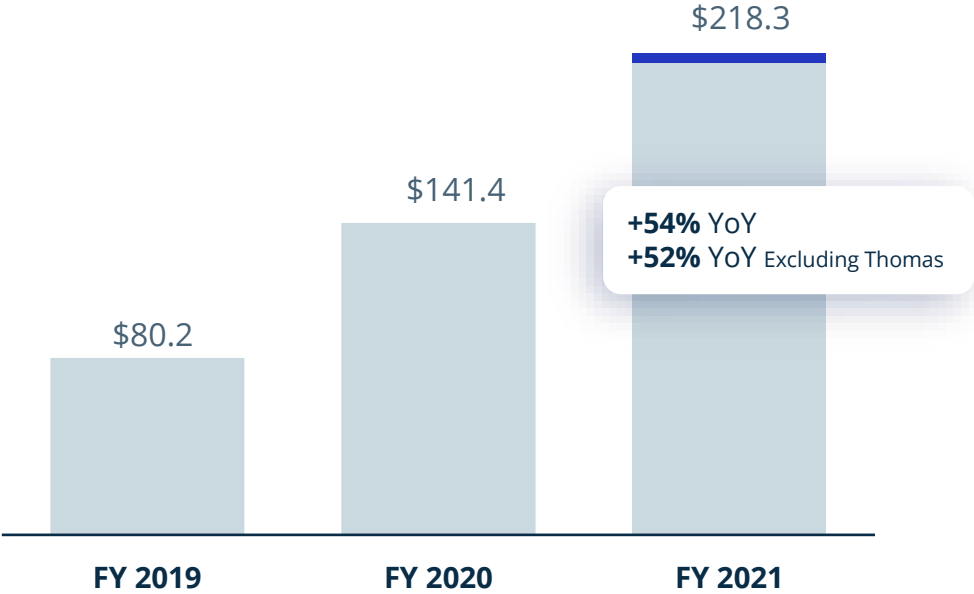
1. We define Adjusted EBITDA as net income (loss) excluding interest income (expense), income tax (expense) benefit, and certain other non-cash or non-recurring items impacting net loss from time to time, principally comprised of depreciation and amortization, stock-based compensation, transaction costs, charitable contributions, income from unconsolidated joint venture and impairment charges. For additional information on non-GAAP reconciliations, please see the Appendix.

Significant Growth at Scale

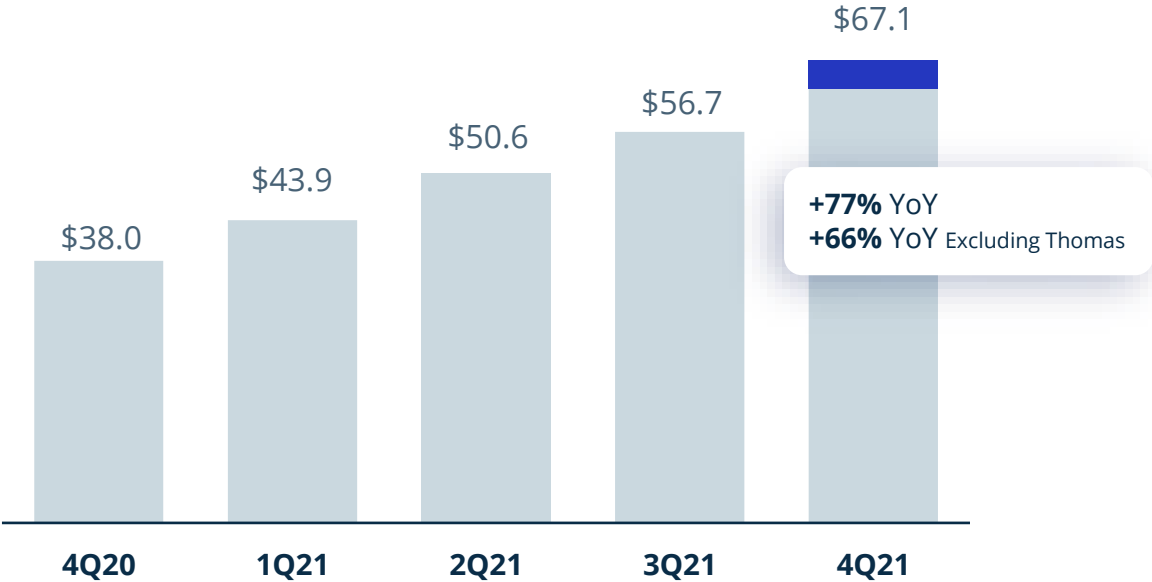
\$ in millions

KEY ■ = Thomas

Annual and LTM Revenue

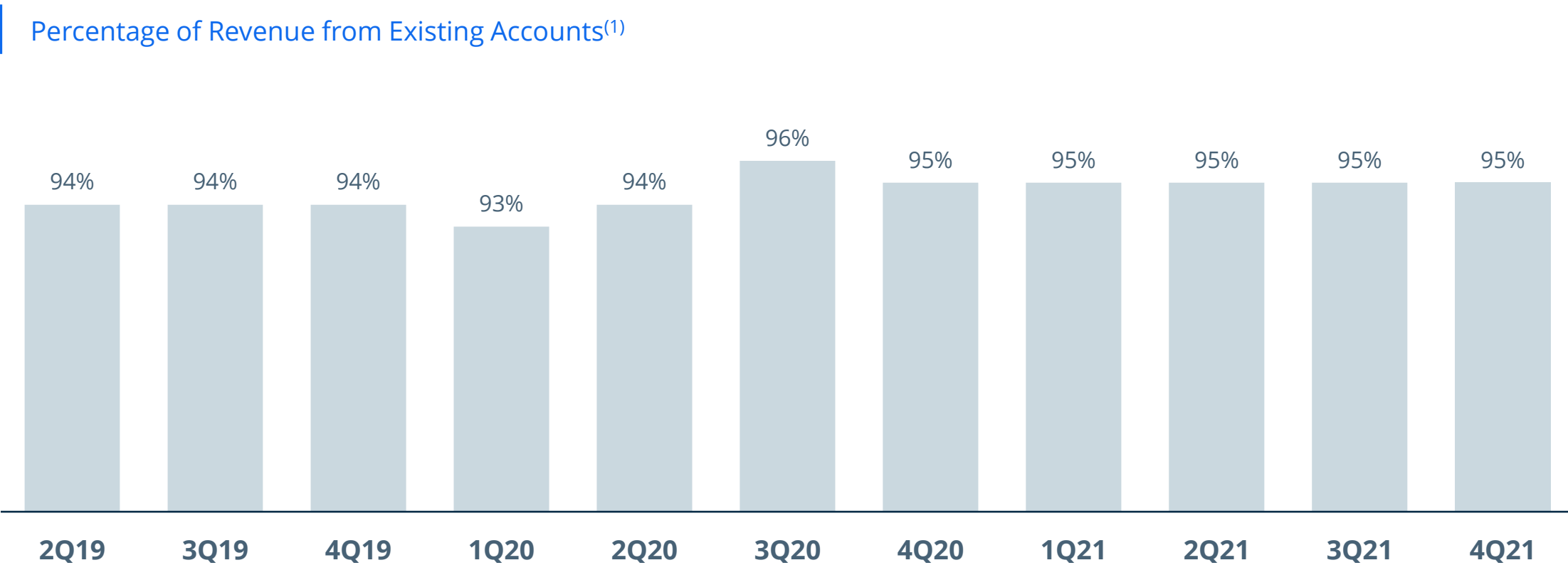


Quarterly Revenue and YoY Growth



(1) Revenue growth year-over-year when excluding sales of masks by one customer from both periods.

Revenue Predictability Underscored by Existing Accounts



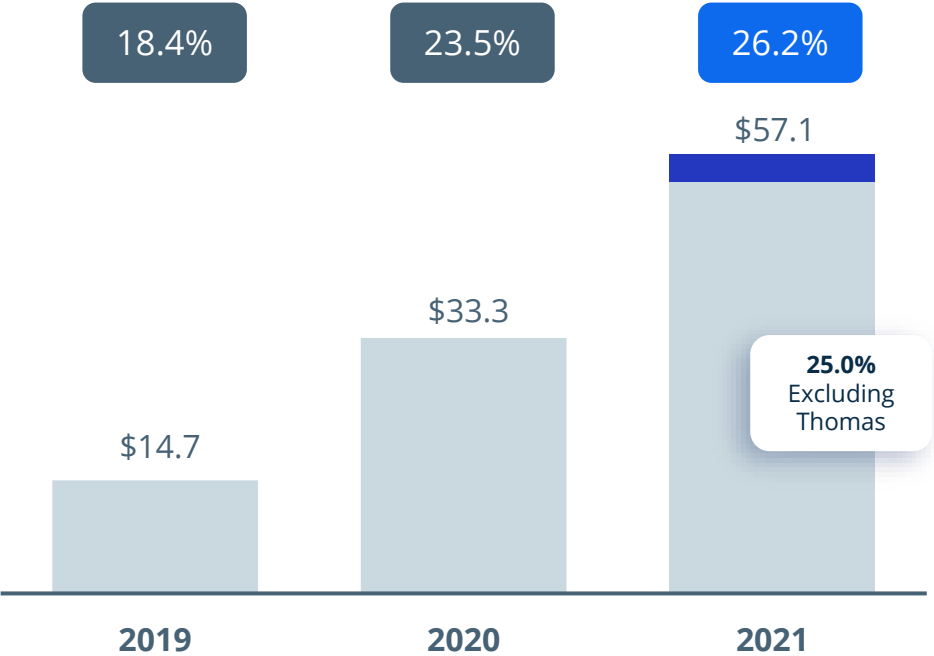
(1) We define an existing account as an account where at least one buyer has made a purchase on our marketplace.

Supporting Expanding Gross Margin

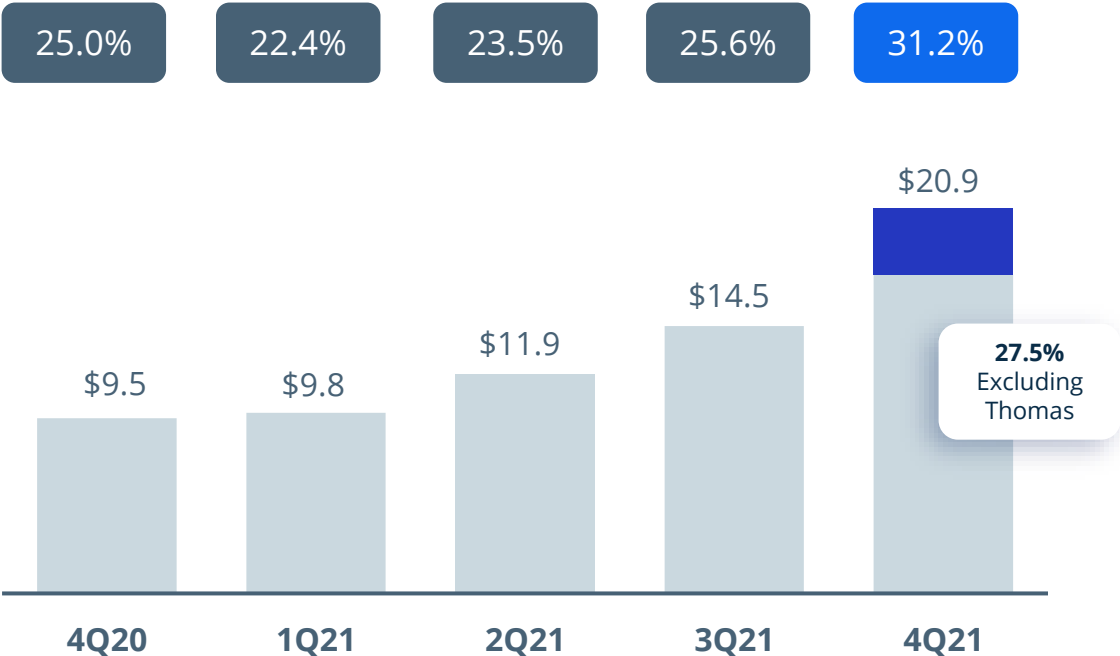
\$ in millions

KEY ■ = Thomas

Annual and LTM Gross Profit and Margin



Quarterly Gross Profit and Margin



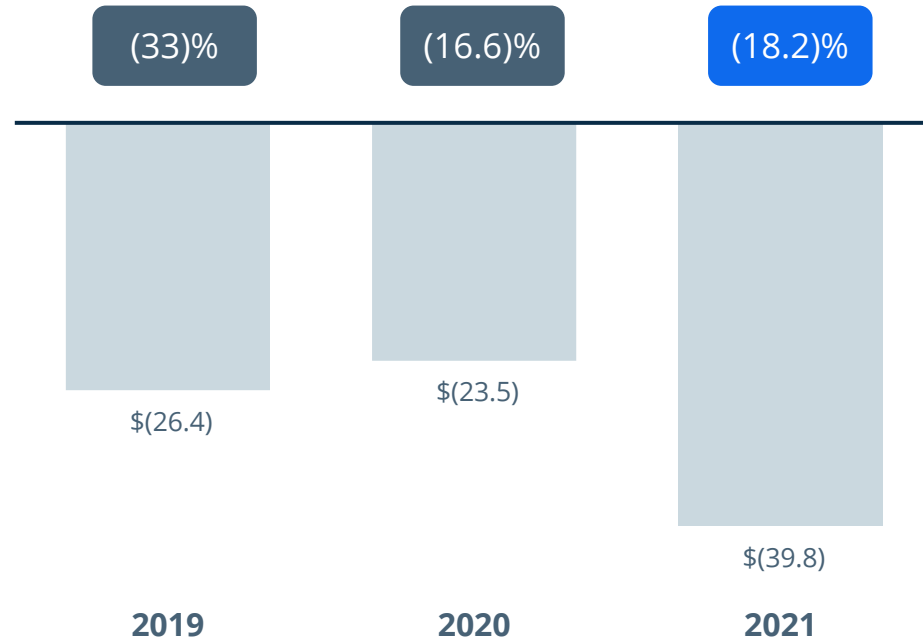
Note: For a reconciliation of Adjusted EBITDA and Adjusted EBITDA Margin to the most directly comparable GAAP measure, see Appendix. Margins are as a percent of revenue.

Investments to Drive Long Term Growth

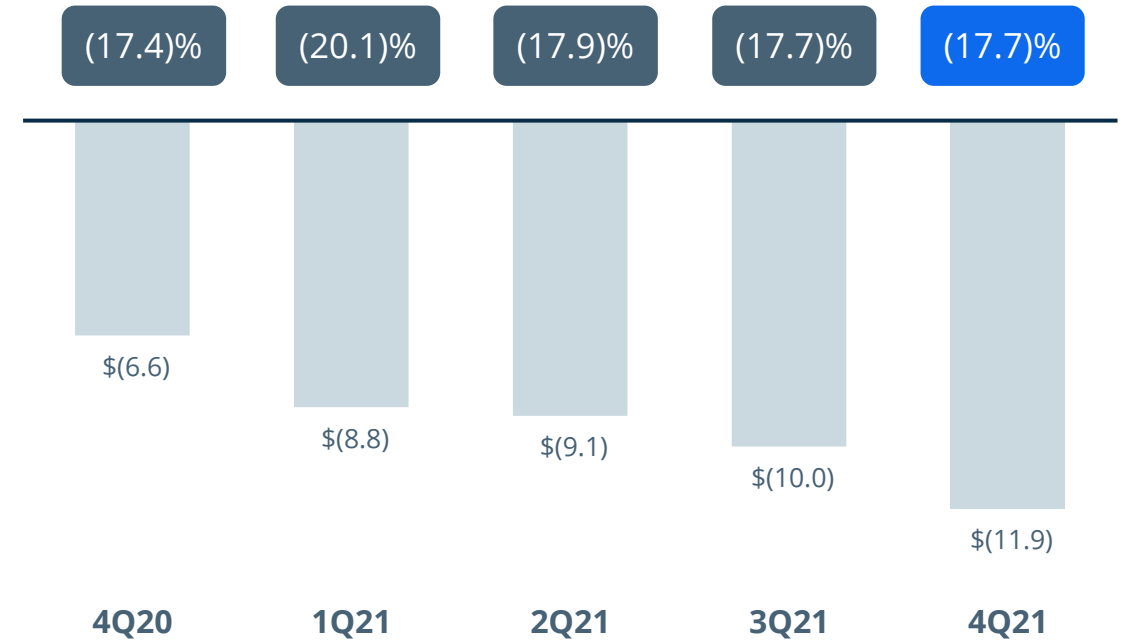
\$ in millions

KEY ■ = Thomas

Annual and LTM Adj. EBITDA and Margin



Quarterly Adj. EBITDA and Margin

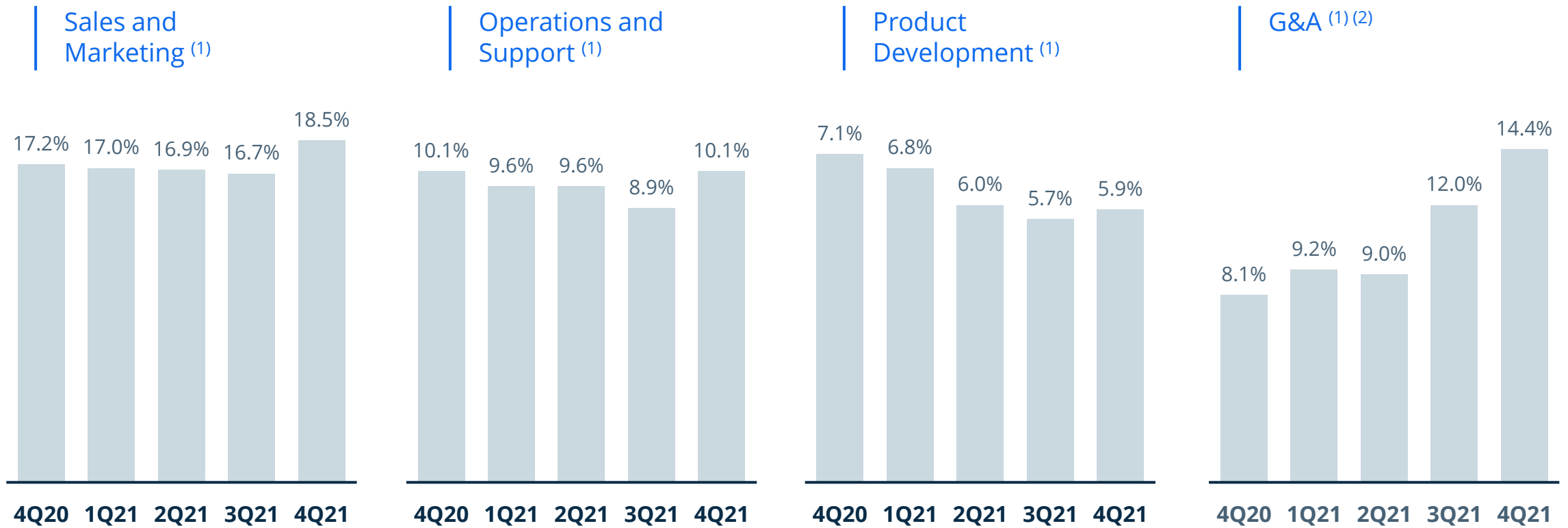


Note: For a reconciliation of Adjusted EBITDA and Adjusted EBITDA Margin to the most directly comparable GAAP measure, see Appendix. Margins are as a percent of revenue.

Non-GAAP Operating Expenses

(% of Revenue)

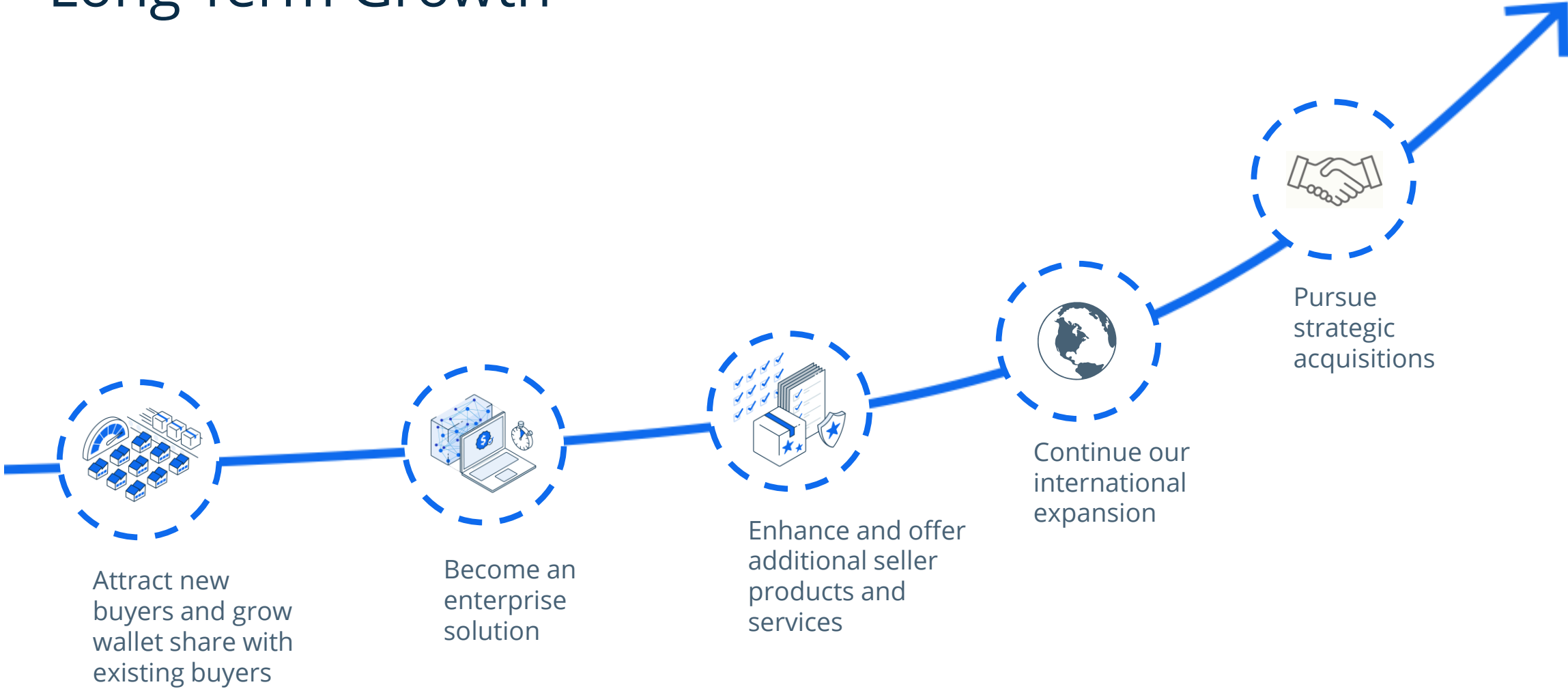
Including Thomas from the Acquisition Date December 9, 2021



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

(2) Excludes charitable contribution and transaction costs.

Significant Opportunity for Long Term Growth



Accelerating the Digitization of the Manufacturing Industry

Powerful Marketplace

AI-powered global online marketplace connecting buyers and sellers, creating powerful network effects

Impressive Growth

Driving strong growth within existing accounts and predictable revenue through land-and-expand enterprise focus

Expanding Seller Services

Growing seller services including Thomas Marketing Services, fintech, supplies, and a cloud-based operating system

Attractive Financial Profile

Expecting strong revenue synergies from Thomas; gross margin and adjusted EBITDA margin accretive

Forward Guidance

Guidance

(\$ in millions)

	Q1 2022		Full Year 2022	
	(in millions)		(in millions)	
	Low	High	Low	High
Revenue	\$81.0	\$82.0	\$390.0	\$400.0
Adjusted EBITDA	\$(13.5)	\$(12.5)	\$(36.0)	\$(32.0)

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

Appendix

Adjusted EBITDA Reconciliation

(\$ in thousands)

	Three Months Ended December 31,		For the Year Ended December 31,	
	2021	2020	2021	2020
Adjusted EBITDA:				
Net loss	\$ (23,907)	\$ (10,178)	\$ (61,381)	\$ (31,085)
Add (deduct):				
Interest expense, interest and dividend income and other expenses	1,374	805	2,736	1,869
Depreciation and amortization ⁽¹⁾	1,292	864	3,596	3,120
Charitable contribution of common stock	1,084	—	2,242	—
Stock-based compensation ⁽²⁾	2,648	327	7,395	1,006
Transaction costs	5,696	—	5,696	—
Income from unconsolidated joint venture	(41)	—	(41)	—
Impairment of goodwill and intangible assets	—	1,592	—	1,592
Adjusted EBITDA	\$ (11,854)	\$ (6,590)	\$ (39,757)	\$ (23,498)

(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.