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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.

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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

$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
(17.7%) Q4 Adjusted EBITDA margin

28,130 Q4 Active Buyers
49% YoY Growth

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

95% Q4 Revenue from Xometry Existing Accounts

(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.

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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

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, Materials & Marketing and Data Solutions from Thomas

Democratize Access
- AI-Driven
- Cloud-Based
- Highly Scalable
- Massive Network Access and Capabilities
Artificial Intelligence is at the Heart of Our Platform

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

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

Competitive Moat with Millions of Data Inputs and Years of Continuous Improvement
Marketplace Focus Through Product Innovation
Resulting in Expanded Marketplace Use

<table>
<thead>
<tr>
<th>28,130 Q4 Active Buyers&lt;sup&gt;1&lt;/sup&gt;</th>
<th>701 Q4 Accounts with LTM Spend of at Least $50K&lt;sup&gt;2&lt;/sup&gt;</th>
<th>2,010 Active Sellers&lt;sup&gt;3&lt;/sup&gt;</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q4 2021 KPI, Excludes Thomas</td>
<td>Q4 2021 KPI, Excludes Thomas</td>
<td>Q4 2021 KPI, Excludes Thomas</td>
</tr>
<tr>
<td>28,130</td>
<td>701</td>
<td>2,010</td>
</tr>
<tr>
<td>26,187</td>
<td>603</td>
<td>2,010</td>
</tr>
<tr>
<td>23,942</td>
<td>508</td>
<td>2,010</td>
</tr>
<tr>
<td>21,345</td>
<td>412</td>
<td>2,010</td>
</tr>
<tr>
<td>18,846</td>
<td>389</td>
<td>2,010</td>
</tr>
<tr>
<td>4Q20</td>
<td>4Q20</td>
<td>2019</td>
</tr>
<tr>
<td>1Q21</td>
<td>1Q21</td>
<td>1,410</td>
</tr>
<tr>
<td>2Q21</td>
<td>2Q21</td>
<td>2020</td>
</tr>
<tr>
<td>3Q21</td>
<td>3Q21</td>
<td>2021</td>
</tr>
<tr>
<td>4Q21</td>
<td>4Q21</td>
<td>2021</td>
</tr>
</tbody>
</table>

+49% YoY Growth
+80% YoY Growth
+43% YoY Growth

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 Users\(^1\)
in North America

500K Sellers\(^2\)
In North America

93% Fortune 1000
Source Suppliers on Thomas

>20 Million Annual Sourcing Sessions\(^3\)
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 Users\(^1\) into Xometry buyers

- **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
  - Expand manufacturing processes within Xometry’s quoting engine, powered by Thomas Sellers
  - 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 **Seller Base** with Thomas Integration

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

- **Q4 2021**
  - Xometry active sellers 2,010

- **Q1 2022**
  - Release seller analytics to enhance seller experience on ThomasNet.com
  - Enable self-serve for Thomas sellers to purchase the basket of seller services

- **Q2 2022**
  - Extend Xometry fintech products to Thomas sellers
  - Release freemium cloud-based operating system to help sellers get work from Xometry’s marketplace and manage their own manufacturing

---

1. We define Sellers as businesses with paid or freemium listings on the Thomasnet.com platform.
Xometry Financial Highlights

$ in millions

<table>
<thead>
<tr>
<th>Total Revenue</th>
<th>Gross Profit and Margin</th>
<th>Adjusted EBITDA¹ and Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY 2019 $80.2</td>
<td>FY 2019 $(14.7)</td>
<td>FY 2019 $(26.4)</td>
</tr>
<tr>
<td>FY 2020 $141.4</td>
<td>FY 2020 $33.3</td>
<td>FY 2020 $(23.5)</td>
</tr>
<tr>
<td>FY 2021 $218.3</td>
<td>FY 2021 $57.1</td>
<td>FY 2021 $(39.8)</td>
</tr>
</tbody>
</table>

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.

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Significant Growth at Scale

$ in millions

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

### Annual and LTM Gross Profit and Margin

- **2019**: $14.7
- **2020**: $33.3
- **2021**: $57.1

- **18.4%**
- **23.5%**
- **26.2%**

### Quarterly Gross Profit and Margin

- **4Q20**: $9.5
- **1Q21**: $9.8
- **2Q21**: $11.9
- **3Q21**: $14.5
- **4Q21**: $20.9

- **25.0%**
- **22.4%**
- **23.5%**
- **25.6%**
- **31.2%**

**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

### Annual and LTM Adj. EBITDA and Margin

<table>
<thead>
<tr>
<th>Year</th>
<th>Adjusted EBITDA (in millions)</th>
<th>Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>$(26.4)</td>
<td>(33)%</td>
</tr>
<tr>
<td>2020</td>
<td>$(23.5)</td>
<td>(16.6)%</td>
</tr>
<tr>
<td>2021</td>
<td>$(39.8)</td>
<td>(18.2)%</td>
</tr>
</tbody>
</table>

### Quarterly Adj. EBITDA and Margin

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Adjusted EBITDA (in millions)</th>
<th>Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>4Q20</td>
<td>$(6.6)</td>
<td>(17.4)%</td>
</tr>
<tr>
<td>1Q21</td>
<td>$(8.8)</td>
<td>(20.1)%</td>
</tr>
<tr>
<td>2Q21</td>
<td>$(9.1)</td>
<td>(17.9)%</td>
</tr>
<tr>
<td>3Q21</td>
<td>$(10.0)</td>
<td>(17.7)%</td>
</tr>
<tr>
<td>4Q21</td>
<td>$(11.9)</td>
<td>(17.7)%</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.
Non-GAAP Operating Expenses

(\% of Revenue)

Including Thomas from the Acquisition Date December 9, 2021

Sales and Marketing \(^{(1)}\)

Operations and Support \(^{(1)}\)

Product Development \(^{(1)}\)

G&A \(^{(1)(2)}\)

\(\begin{array}{cccccc}
4Q20 & 1Q21 & 2Q21 & 3Q21 & 4Q21 \\
17.2\% & 17.0\% & 16.9\% & 16.7\% & 18.5\% \\
10.1\% & 9.6\% & 9.6\% & 8.9\% & 10.1\% \\
7.1\% & 6.8\% & 6.0\% & 5.7\% & 5.9\% \\
8.1\% & 9.2\% & 9.0\% & 12.0\% & 14.4\%
\end{array}\)

\(^{(1)}\) Excludes stock-based compensation, depreciation, and amortization.

\(^{(2)}\) Excludes charitable contribution and transaction costs.
Significant Opportunity for Long Term Growth

- Attract new buyers and grow wallet share with existing buyers
- Become an enterprise solution
- Enhance and offer additional seller products and services
- Continue our international expansion
- Pursue strategic acquisitions
### Accelerating the Digitization of the Manufacturing Industry

<table>
<thead>
<tr>
<th>Feature</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Powerful Marketplace</strong></td>
<td>AI-powered global online marketplace connecting buyers and sellers, creating powerful network effects</td>
</tr>
<tr>
<td><strong>Impressive Growth</strong></td>
<td>Driving strong growth within existing accounts and predictable revenue through land-and-expand enterprise focus</td>
</tr>
<tr>
<td><strong>Expanding Seller Services</strong></td>
<td>Growing seller services including Thomas Marketing Services, fintech, supplies, and a cloud-based operating system</td>
</tr>
<tr>
<td><strong>Attractive Financial Profile</strong></td>
<td>Expecting strong revenue synergies from Thomas; gross margin and adjusted EBITDA margin accretive</td>
</tr>
</tbody>
</table>
Forward Guidance
### Guidance

($ in millions)

<table>
<thead>
<tr>
<th></th>
<th>Q1 2022 (in millions)</th>
<th>Full Year 2022 (in millions)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Low</strong></td>
<td><strong>High</strong></td>
<td><strong>Low</strong></td>
</tr>
<tr>
<td>Revenue</td>
<td>$81.0</td>
<td>$82.0</td>
</tr>
<tr>
<td>Adjusted EBITDA</td>
<td>$(13.5)</td>
<td>$(12.5)</td>
</tr>
</tbody>
</table>

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)

<table>
<thead>
<tr>
<th></th>
<th>Three Months Ended December 31,</th>
<th>For the Year Ended December 31,</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2021</td>
<td>2020</td>
</tr>
<tr>
<td><strong>Adjusted EBITDA:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net loss</td>
<td>$ (23,907)</td>
<td>$ (10,178)</td>
</tr>
<tr>
<td><strong>Add (deduct):</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Interest expense, interest and dividend income and other expenses</td>
<td>1,374</td>
<td>805</td>
</tr>
<tr>
<td>Depreciation and amortization(^{(1)})</td>
<td>1,292</td>
<td>864</td>
</tr>
<tr>
<td>Charitable contribution of common stock</td>
<td>1,084</td>
<td>—</td>
</tr>
<tr>
<td>Stock-based compensation(^{(2)})</td>
<td>2,648</td>
<td>327</td>
</tr>
<tr>
<td>Transaction costs</td>
<td>5,696</td>
<td>—</td>
</tr>
<tr>
<td>Income from unconsolidated joint venture</td>
<td>(41)</td>
<td>—</td>
</tr>
<tr>
<td>Impairment of goodwill and intangible assets</td>
<td>—</td>
<td>1,592</td>
</tr>
<tr>
<td><strong>Adjusted EBITDA</strong></td>
<td>$ (11,854)</td>
<td>$ (6,590)</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.