

# Investor Presentation

Q1 2026  
May 7, 2026

**Xometry**




# 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, financial position and cash flows, expectations regarding its growth and margin expansion, including in international markets, ability to achieve and maintain profitability, 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 for acquisitions, and the Company's share of the market, the impact of macroeconomic factors, including tariffs, on the Company's business, 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. Risks regarding the Company's business are described in detail in its Securities and Exchange Commission (SEC) filings, including its Annual Report on Form 10-K for the year ended December 31, 2025, and its other filings with the SEC, including the Company's Quarterly Report for the quarter ended March 31, 2026. 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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# On a Mission to Make the World's Manufacturing Capacity Accessible to All

**\$741M**

LTM REVENUE

**\$291M**

LTM GROSS PROFIT

**\$28.9M**

LTM ADJ. EBITDA<sup>1</sup>

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We are an AI-native marketplace digitizing  
custom manufacturing for Buyers and Suppliers

Note: See the Appendix for reconciliation to the nearest GAAP measures.

1. We define Adjusted EBITDA as net loss, adjusted for interest expense, interest and dividend income, other expenses, and certain other non-cash or non-recurring items impacting net loss from time to time, principally comprised of depreciation and amortization, amortization of lease intangible, benefit from or provision for income taxes, stock-based compensation, payroll tax expense related to stock-based compensation, acquisition and other adjustments not reflective of our ongoing business, such as adjustments related to purchase accounting, the revaluation of contingent consideration, transaction costs and executive severance, charitable contributions of common stock, income from unconsolidated joint venture, impairment of assets, and restructuring charges.

# Investment Highlights

Large  
TAM

Massive, highly fragmented global custom manufacturing market with <1% penetration and **long runway** for growth

AI-native  
Marketplace

A **leading marketplace** that digitizes the industrial supply chain through instant pricing, intelligent global sourcing and fulfillment powered by proprietary data

Compounding  
Growth

Product-led adoption across Buyers and Suppliers with increasing enterprise penetration driving **strong revenue and gross profit growth**

Increasing  
Profitability

Continued at least 20% incremental Adj EBITDA as we increase efficiency and **rapidly scale to \$1B+ in revenue**

Clear Growth  
Strategy

**Expanding networks** and marketplace platform, deepening enterprise account **engagement**, growing **international** footprint and enhancing Services

With <1%  
Penetration,  
Our Market  
Opportunity is  
Massive

**\$17T**  
GLOBAL  
MANUFACTURING

**\$2.9T**  
U.S. MANUFACTURING  
OUTPUT

**\$275B**  
CUSTOM  
MANUFACTURING

# Xometry AI-Native Marketplace

## Digital procurement

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Instant access to  
supply chain  
solutions

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Optimal pricing,  
selection, and lead  
time



## Sell capacity digitally

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Access to global  
demand at minimal  
cost

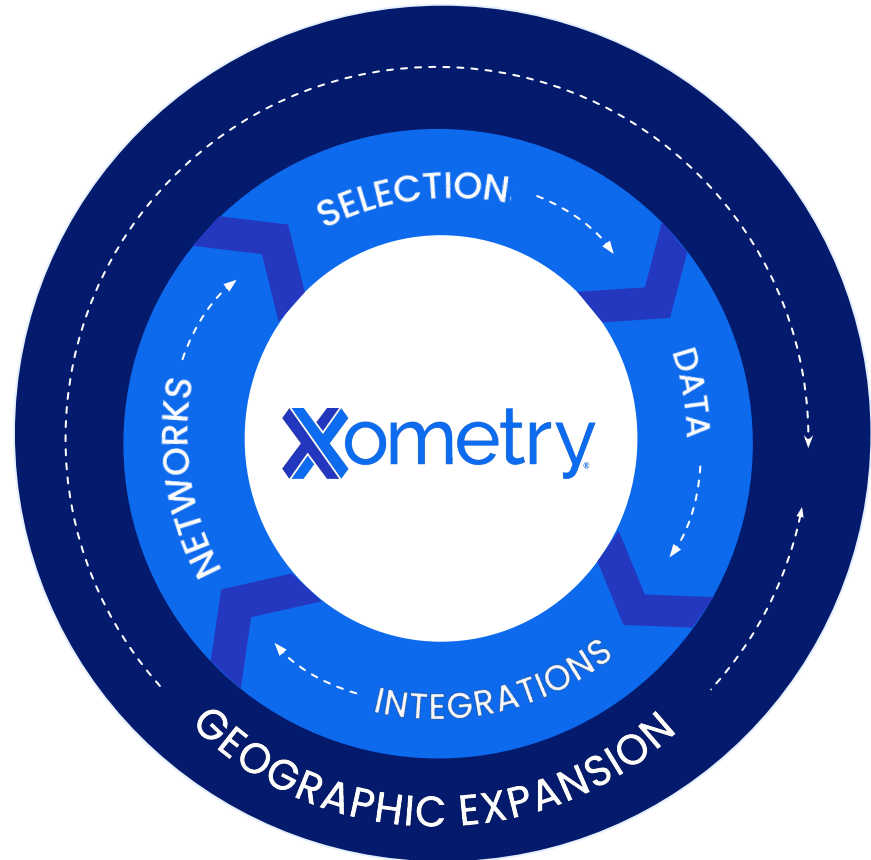
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Increase asset  
utilization and  
profitability

Xometry is transforming manufacturing sourcing, providing Buyers with **fast, reliable access** to production and Suppliers with the **tools & demand** they need to succeed

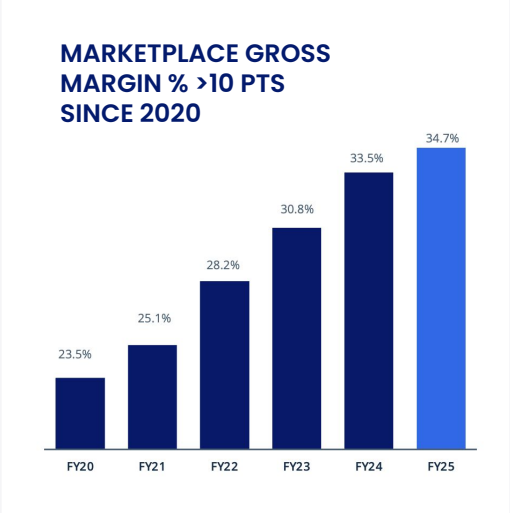
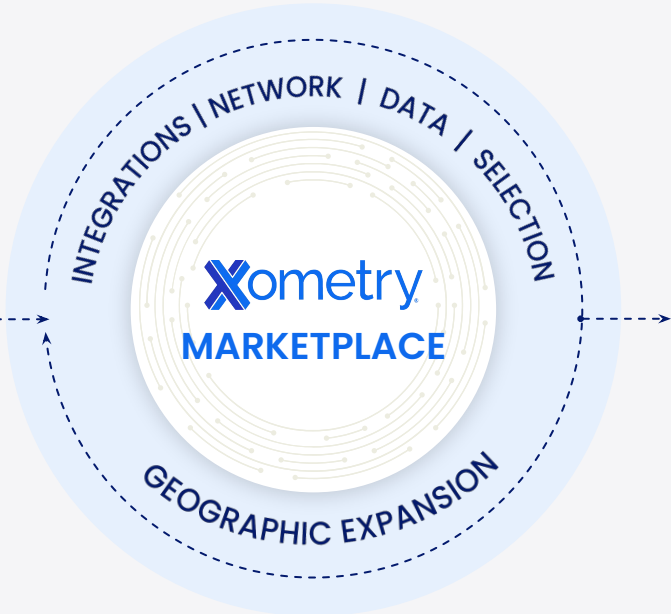
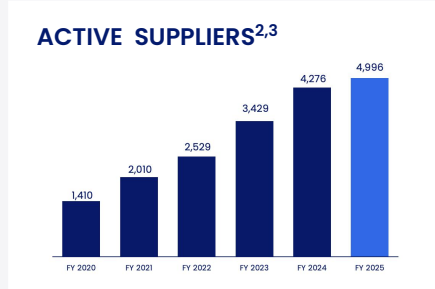
# Expanding our Competitive Moat

Expanding selection, global networks and proprietary data, reinforced by workflow integrations, compound into a durable advantage across geographies



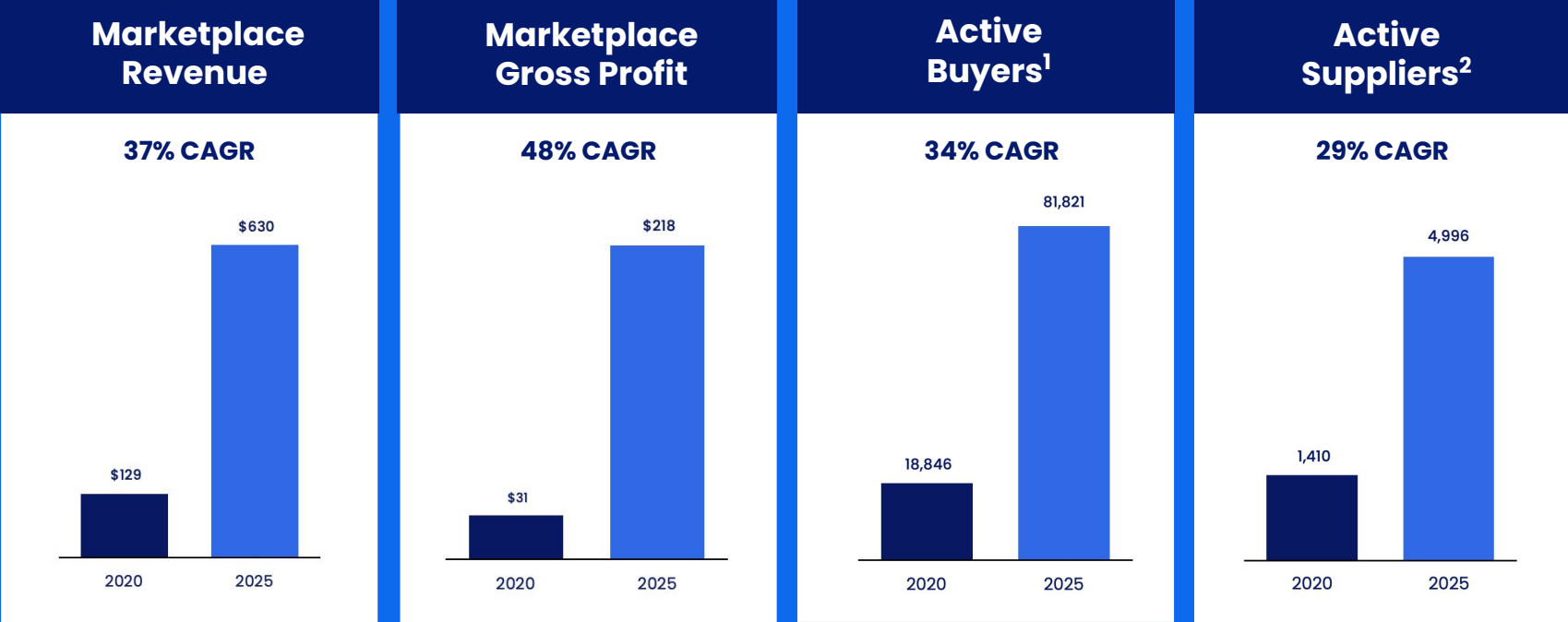
# AI Fuels Marketplace Gross Margin Expansion

More quotes and orders matched with more suppliers drives higher gross margin



1. Active Buyers defined as the number of Buyers who have made at least one purchase on Xometry's marketplace during the last twelve months.
2. Active Suppliers defined as the Suppliers that have used Xometry's platform at least once during the last twelve months to manufacture a product.
3. Defined as Active Supplies in FY24 adjusted to conform with global methodology.

# Rapid Growth, Digitizing and Transforming Custom Manufacturing



# Strength in Land and Expand

## Larger Accounts

### EMERGING

Accounts with LTM spend of at least \$50K ~35% CAGR FY 20-25

### ENTERPRISE<sup>2</sup>

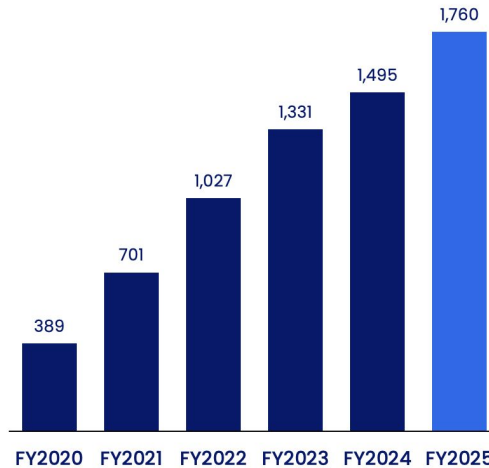
Accounts with LTM spend of at least \$500K in 2025

- >140 accounts
- Grew revenue by >40%

Accounts with LTM spend of at least \$10M in 2025

- 4 accounts with >\$10M/annual spend

## Accounts With LTM Spend of at Least \$50K<sup>1</sup>



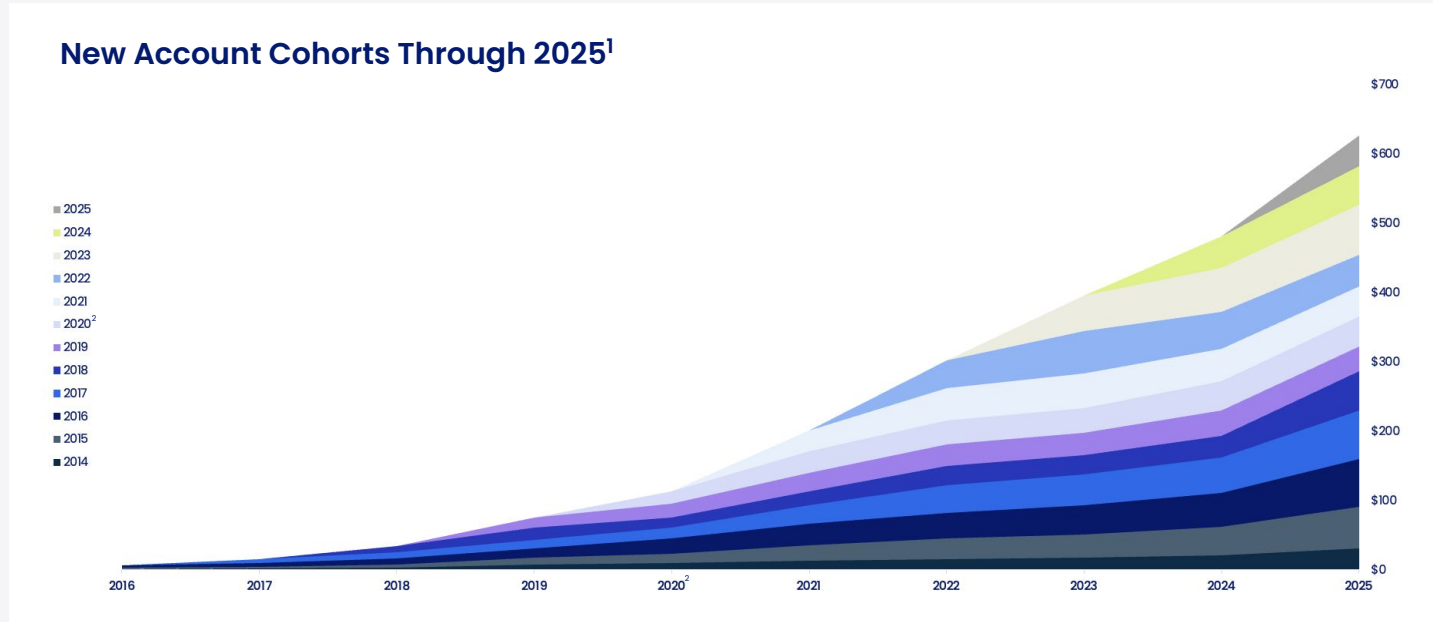
Xometry at "Rocket City",  
Huntsville, Alabama

# Scaling Enterprise Accounts with Technology Solutions

	CONSUMER COMPANY	AEROSPACE COMPANY	AUTOMOTIVE COMPANY	MEDICAL DEVICE COMPANY																								
PROFILE	<ul style="list-style-type: none"> <li>→ Supply chain management</li> <li>→ Processes: IM, stamping, CNC, additive</li> </ul>	<ul style="list-style-type: none"> <li>→ Lifecycle prototype through production</li> <li>→ Processes: additive CNC, sheet metal, tube bending</li> </ul>	<ul style="list-style-type: none"> <li>→ Streamline production procurement</li> <li>→ Processes: CNC, IM, Extrusion</li> </ul>	<ul style="list-style-type: none"> <li>→ Quick-turn production</li> <li>→ Processes: sheet metal, assembly, finishing</li> </ul>																								
SOLUTIONS	<ul style="list-style-type: none"> <li>→ Teamspace</li> <li>→ ERP integration</li> <li>→ US/Global Supplier network</li> </ul>	<ul style="list-style-type: none"> <li>→ Teamspace</li> <li>→ US Supplier network</li> <li>→ Certifications</li> </ul>	<ul style="list-style-type: none"> <li>→ Teamspace</li> <li>→ ERP integration</li> <li>→ US/Global Supplier network</li> </ul>	<ul style="list-style-type: none"> <li>→ Teamspace</li> <li>→ CAD Add-ins</li> <li>→ Certifications</li> <li>→ US/Global Supplier network</li> </ul>																								
RESULTS	<p><b>+76% CAGR</b> Expanded Buyers &gt; 9X</p> <table border="1"> <tr><th>Year</th><th>Revenue</th></tr> <tr><td>2020</td><td>\$0.8</td></tr> <tr><td>2025</td><td>\$12.9</td></tr> </table>	Year	Revenue	2020	\$0.8	2025	\$12.9	<p><b>+72% CAGR</b> Expanded Buyers &gt; 6X</p> <table border="1"> <tr><th>Year</th><th>Revenue</th></tr> <tr><td>2020</td><td>\$0.7</td></tr> <tr><td>2025</td><td>\$10.3</td></tr> </table>	Year	Revenue	2020	\$0.7	2025	\$10.3	<p><b>+80% CAGR</b> Expanded Buyers &gt; 3X</p> <table border="1"> <tr><th>Year</th><th>Revenue</th></tr> <tr><td>2020</td><td>\$0.4</td></tr> <tr><td>2025</td><td>\$7.5</td></tr> </table>	Year	Revenue	2020	\$0.4	2025	\$7.5	<p><b>+94% CAGR</b> Expanded Buyers &gt; 10X</p> <table border="1"> <tr><th>Year</th><th>Revenue</th></tr> <tr><td>2020</td><td>\$0.1</td></tr> <tr><td>2025</td><td>\$2.5</td></tr> </table>	Year	Revenue	2020	\$0.1	2025	\$2.5
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# Increasing Value of Cohorts Driven by Land and Expand Strategy

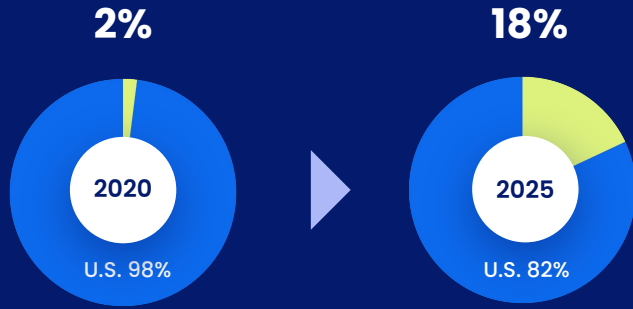
Revenue \$ in millions for global accounts



1. The Company defines an "account" as an individual entity, such as a sole proprietor with a single Buyer or corporate entities with multiple Buyers, having purchased at least one part on our marketplace.  
2. Excludes ~\$16M of sales of masks by one customer in year 1 and ~\$4M in year 2.

# Rapidly Growing International Revenue

International Increasing Percentage of Marketplace Revenue



**LONG-TERM TARGET:** International to represent 30-40% of Marketplace revenue

## International Growth Strategy

✓ Expand platform capabilities and processes

✓ Penetrate enterprise buyer segments

✓ Expand geographies

# Xometry's Global Supplier Partner Network

## GROWTH & SCALE



**~5K**

ACTIVE SUPPLIERS<sup>1</sup>



**\$1.5B+**

REVENUE DELIVERED<sup>2</sup>



**4**

CONTINENTS

1. Active Suppliers defined as the Suppliers that have used Xometry's platform at least once during the last twelve months to manufacture a product.
2. Represents our cost of revenue excluding services costs of revenue for the period from January 1, 2020 through December 31, 2025.



## ENTERPRISE CAPABILITIES



**CERTIFICATIONS  
ACROSS INDUSTRIES**

**AEROSPACE  
AS9100**

**AUTOMOTIVE  
IATF 16959**

**CYBERSECURITY  
CMMC LEVEL**

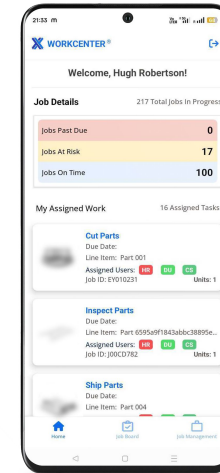
**DEFENSE  
ITAR**

**MEDICAL  
ISO 13485**

## OPERATIONAL ENABLEMENT

### WORKCENTER PLATFORM

Cloud-based platform for Suppliers to manage **jobs, operations, and cash flow**



AI-driven job matching & pricing

Simplified, integrated operations

Improved capacity utilization

Transparent performance feedback

# Thomas: Leading Marketing and Sourcing Engine for Manufacturers

Helping those who build **find what they need** to scale, compete, and win



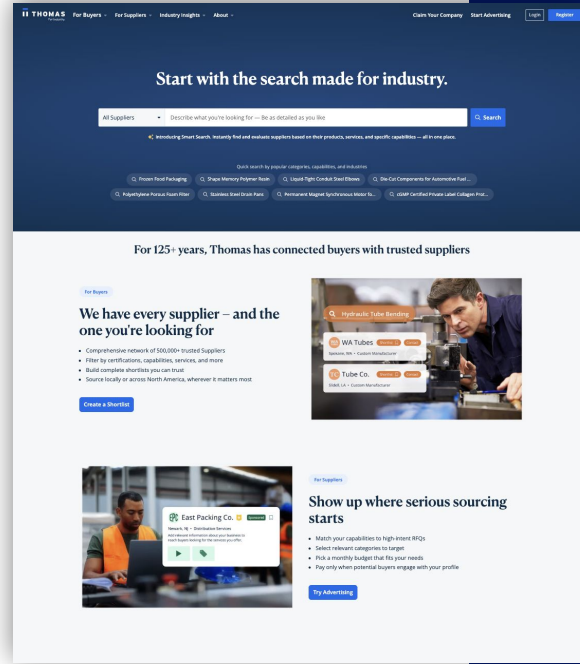
## BUYERS

Digital platform for evaluating and sourcing qualified manufacturing suppliers across ~80K categories



## SUPPLIERS

Full-service demand generation and digital marketing solutions for manufacturers, distributors, and service providers to grow their businesses



500K+

Suppliers

3M+

Industrial products

\$53M

FY25 Revenue for Advertising and Marketing Services

# Significant Monetization and Penetration Opportunities

~1% of the **500K+**  
**Suppliers** listed on  
Thomas are Active  
Paying Advertisers



Enhance  
experience for  
both Buyers  
and Suppliers



Improve platform  
monetization with  
dynamic ad  
serving



Increase Advertiser  
penetration and  
engagement on the  
platform



Drive more value to  
advertisers through  
budget setting and  
return on  
advertising spend

# Clear Strategy for Growth



Expanding Buyer  
and Supplier  
networks



Driving deeper  
enterprise  
management



Further  
expanding  
marketplace  
platform



Growing  
internationally

## Long-Term Margin Outlook

	% of Revenue
Gross Margin	40 – 45%
Operating Expenses	15 – 20%
Adjusted EBITDA Margin <sup>1</sup>	20 – 30%

1. We define Adjusted EBITDA as net loss, adjusted for interest expense, interest and dividend income and other expenses, income tax (benefit) provision, and certain other non-cash or non-recurring items impacting net loss from time to time, principally comprised of depreciation and amortization, amortization of lease intangible, stock-based compensation, payroll tax expense related to stock-based compensation, lease abandonment, charitable contributions of common stock, income from unconsolidated joint venture, impairment of assets, restructuring charges, costs to exit the tools and materials business, 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, transaction costs, and executive severance.



# Xometry Enters Groundbreaking Strategic Partnership with Siemens

Embedding Xometry's AI-native platform into the world's leading industrial software ecosystem



## Design to Delivery in a Single Workflow

Xometry's pricing, manufacturability and sourcing intelligence embedded natively inside Xcelerator gives engineers real-time feedback where design decisions are made – with orders placed and tracked through to delivery.

**Only possible at this scale with Xometry and Siemens.**



## Xometry Reaches Siemens' Global Engineers

Siemens' enterprise-grade software and global go-to-market reach gives Xometry immediate access to a global customer base of engineers across commercial markets worldwide.



## Broader BOM Coverage Across More Categories

Supplyframe (electronic components) + Thomas (standard parts) + Xometry Marketplace (custom parts) – source more of the Bill of Materials in one integrated workflow.

**\$50M** – Siemens' purchase of Xometry Class A Common Stock

# Xometry Strategic Partnership with Siemens to Further Drive Growth Initiatives

Embedding Xometry's AI-native platform into the world's leading industrial software ecosystem

## Expanding AI-Native Marketplace

### Everything Ecosystem

Natively integrating proprietary IQE delivers DFM, pricing & sourcing intelligence in real time to Siemens Designcenter™

## Expanding Global Network & Data Flywheel

### Scale Is the Moat

Siemens global reach further expands the number of Xometry Active Buyers and enriches proprietary AI pricing & data set

## Deepens Enterprise Engagement

### Land-and-Expand Strategy

Embedding Xometry marketplace intelligence directly within Siemens Xcelerator to further drive Enterprise growth

## Leveraging Thomas Services

### Leveraging Thomas Industrial Sourcing

Siemens Supplyframe sourcing platform provides new reach for Thomasnet

## Profitable Growth Engine

### Disciplined Capital Allocation

Leveraging Siemens reach will further drive our 20% incremental Adj. EBITDA margin target

# Capital Allocation Strategy

Focused on building shareholder value

## Invest in Organic Growth

- Buyer and Supplier networks
- Platform technology and offerings
- International expansion

**1**

## Maintain Strong Balance Sheet

- \$224M in cash and cash equivalents and marketable securities (March 2026)
- Asset light model with minimal CAPEX
- Incremental Adj EBITDA of at least 20%

**2**

## Strategic M&A

- Tuck-in acquisitions to expand offerings and geographies
- Technology and talent
- Strengthen buyer/supplier connectivity

**3**

### M&A Guiding Principles

Accelerate core marketplace growth and offerings

Strong synergies with accretive growth and profitability

New capabilities or talent

# Appendix

# Adjusted EBITDA Reconciliation

\$ in thousands

	Q2 2025	Q3 2025	Q4 2025	Q1 2026	LTM
Revenue	\$ 162,547	\$ 180,715	\$ 192,398	\$ 205,138	\$ 740,798
Gross Profit	65,176	72,029	75,238	78,488	290,931
<b>Adjusted EBITDA:</b>					
Net loss	\$ (26,437)	\$ (11,597)	\$ (8,638)	\$ (5,259)	\$ (51,931)
Add (deduct):					
Interest expense, interest and dividend income and other expenses (income)	16,373	775	(892)	(63)	16,193
Depreciation and amortization <sup>(1)</sup>	4,495	5,000	5,009	4,931	19,435
Amortization of lease intangible	180	180	180	—	540
(Benefit from) provision for income taxes	(8)	(17)	614	248	837
Stock-based compensation <sup>(2)</sup>	7,895	10,748	10,377	8,327	37,347
Payroll tax expense related to stock-based compensation	261	366	365	1,605	2,597
Acquisition and other <sup>(3)</sup>	676	—	237	—	913
Charitable contribution of common stock	614	950	1,192	826	3,582
Income from unconsolidated joint venture	(218)	(220)	140	(146)	(444)
Impairment of assets	—	49	—	—	49
Restructuring charges <sup>(4)</sup>	95	(92)	(202)	16	(183)
<b>Adjusted EBITDA</b>	<b>\$ 3,926</b>	<b>\$ 6,142</b>	<b>\$ 8,382</b>	<b>\$ 10,485</b>	<b>\$ 28,935</b>
Percentage of revenue	2.4%	3.4%	4.4%	5.1%	3.9%

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, transaction costs, and executive severance.
4. Costs associated with a reduction in workforce.