



A New Era in Manufacturing: Digital Marketplaces

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Greg Paulsen leads the Applications Engineering team at Xometry, the world's largest on-demand manufacturing marketplace.

With fifteen years of experience, he has worked on thousands of manufacturing projects and plays a vital role in vetting new technologies and materials to add to Xometry's portfolio.

Agenda

- Introduction
- The Problem of Procurement
- Manufacturing Marketplaces
- Xometry's Digital Manufacturing Marketplace
- Q&A



The Problem of Procurement

Manufacturing is 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

How Can Manufacturing Tackle These Inefficiencies?

It's all there



NORTH AMERICA

xometry.com

EUROPE

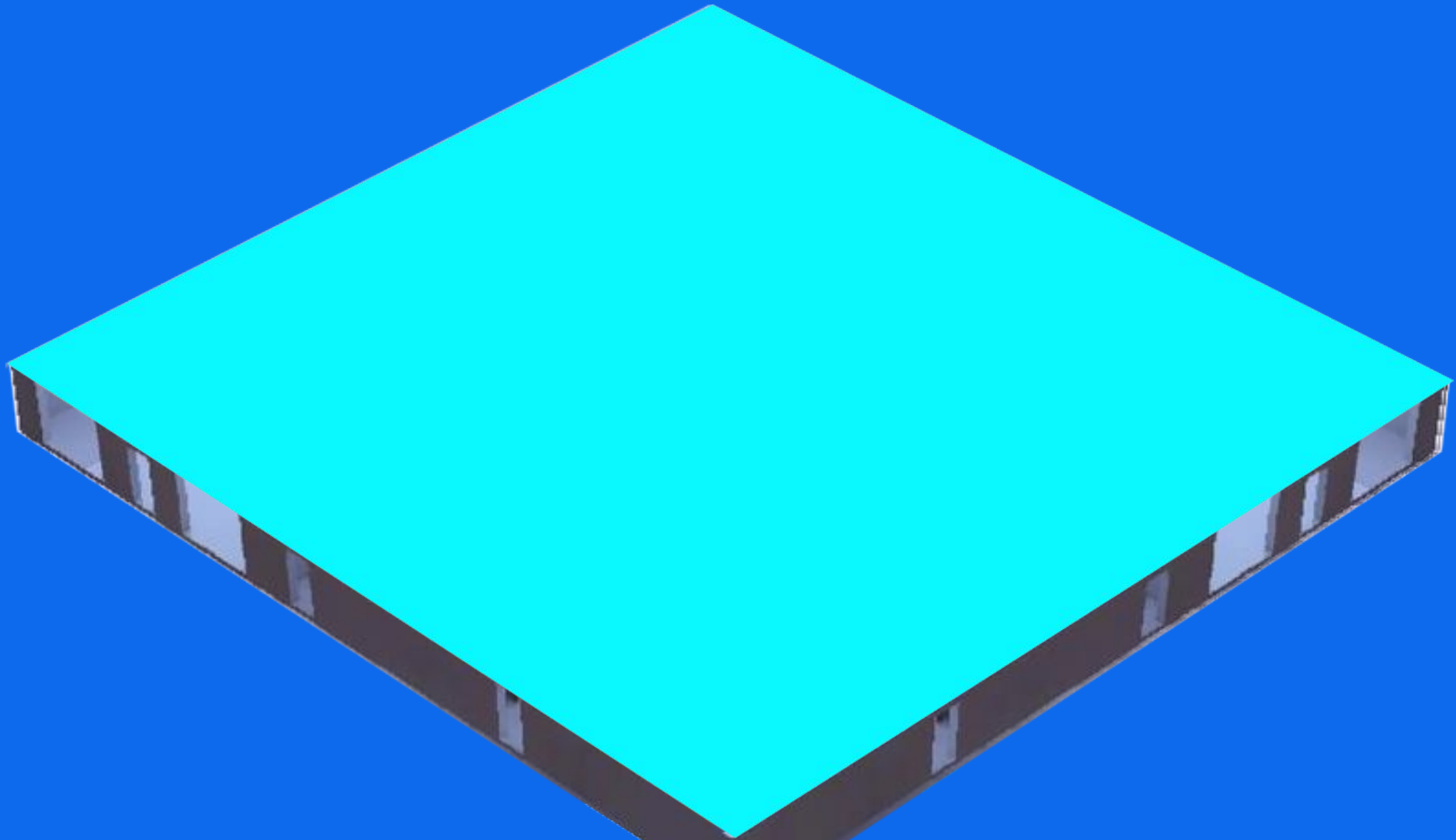
xometry.eu

ASIA

xometry.asia

Xometry
Partner Network

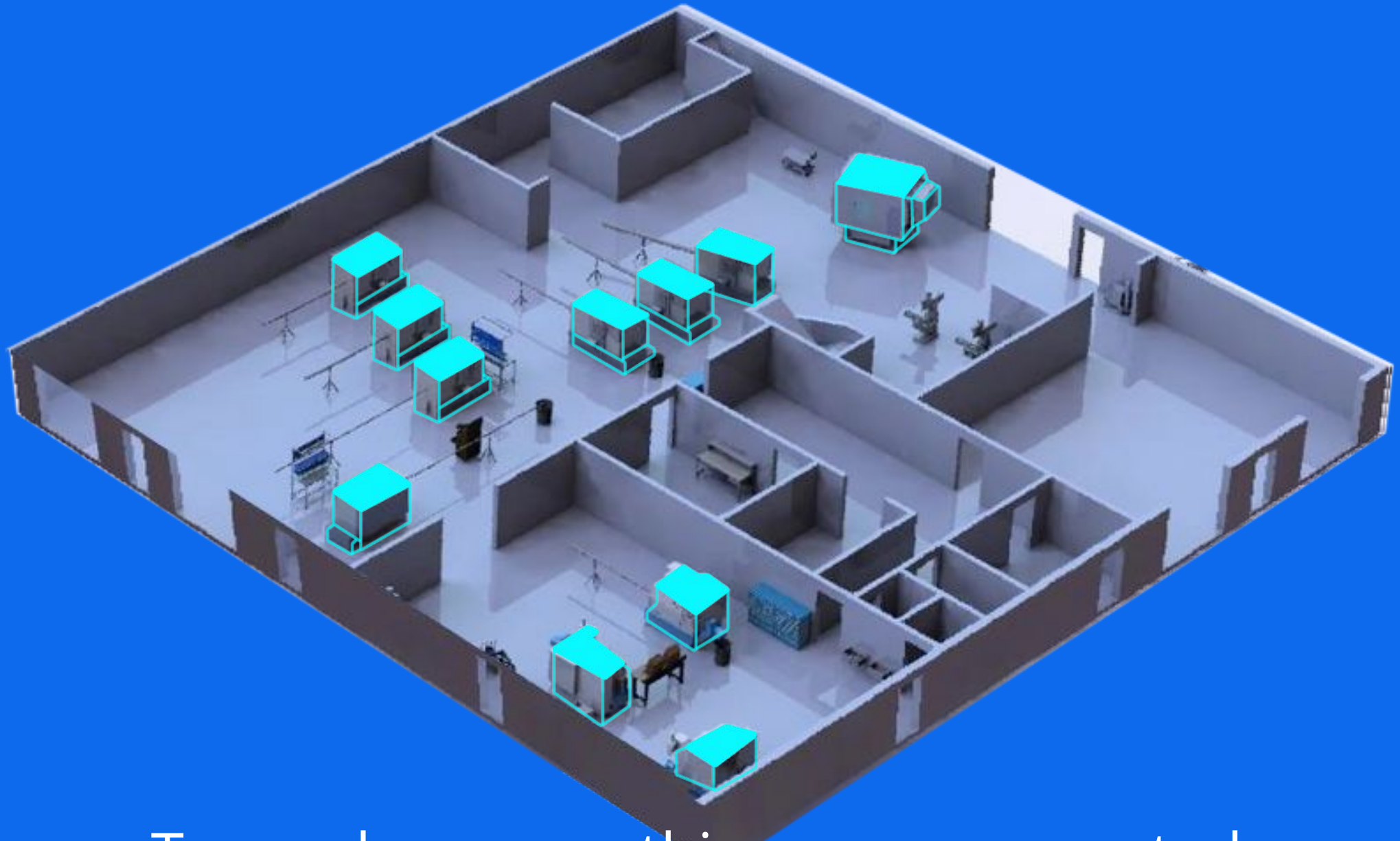
With manufacturers everywhere



And under every roof



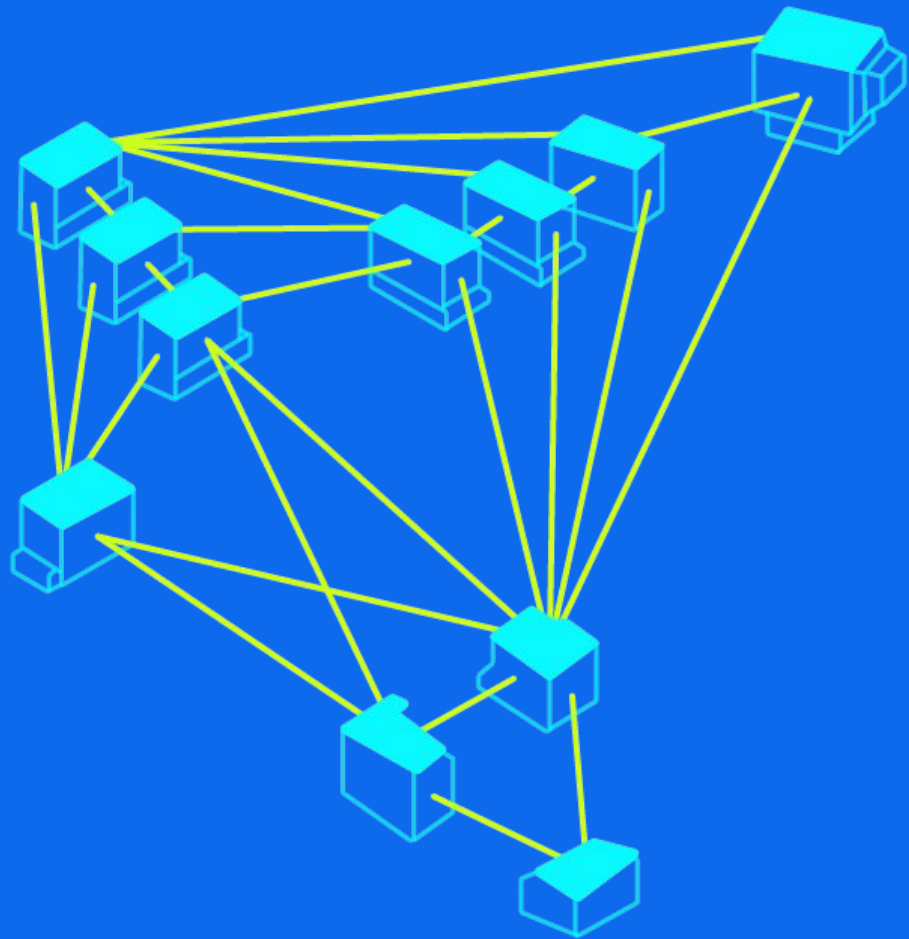
Is every machine



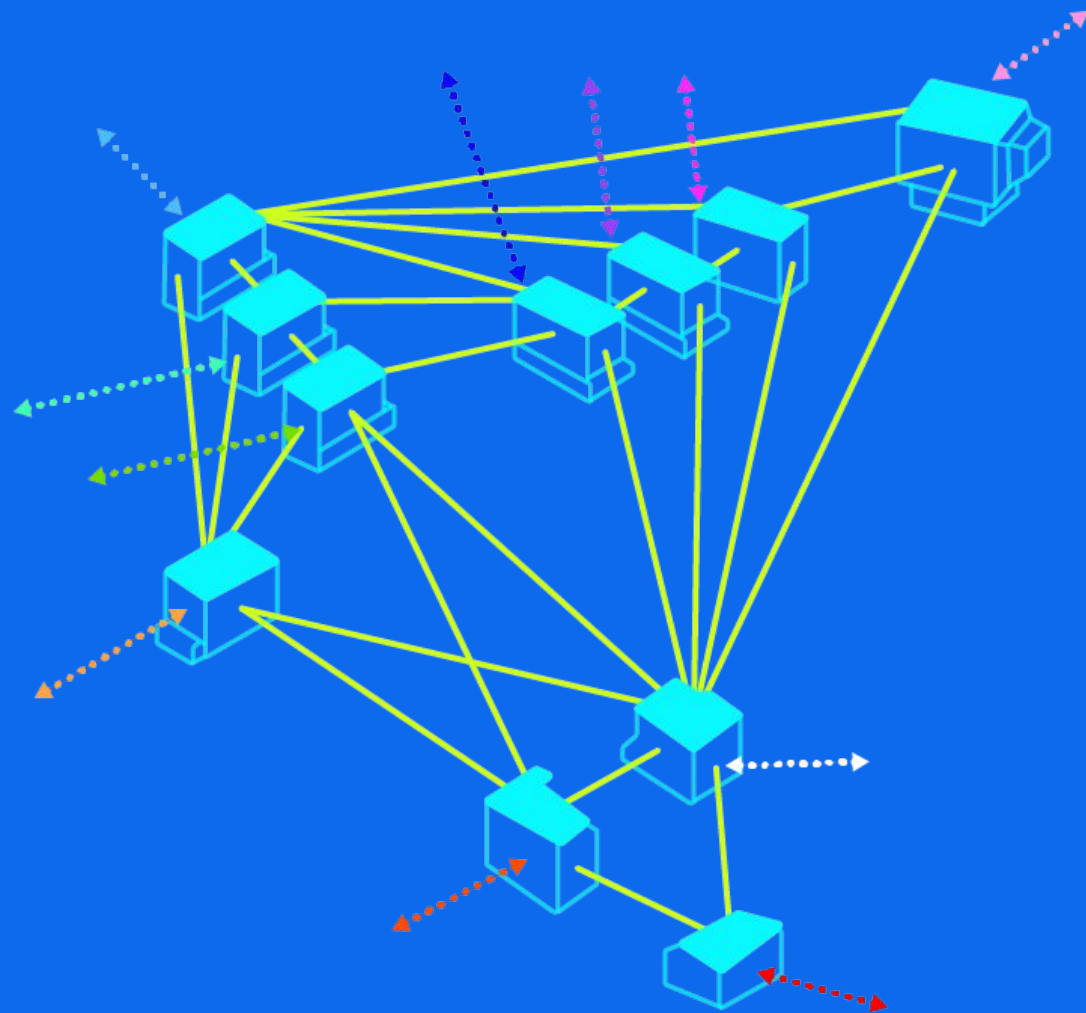
To produce everything we ever wanted



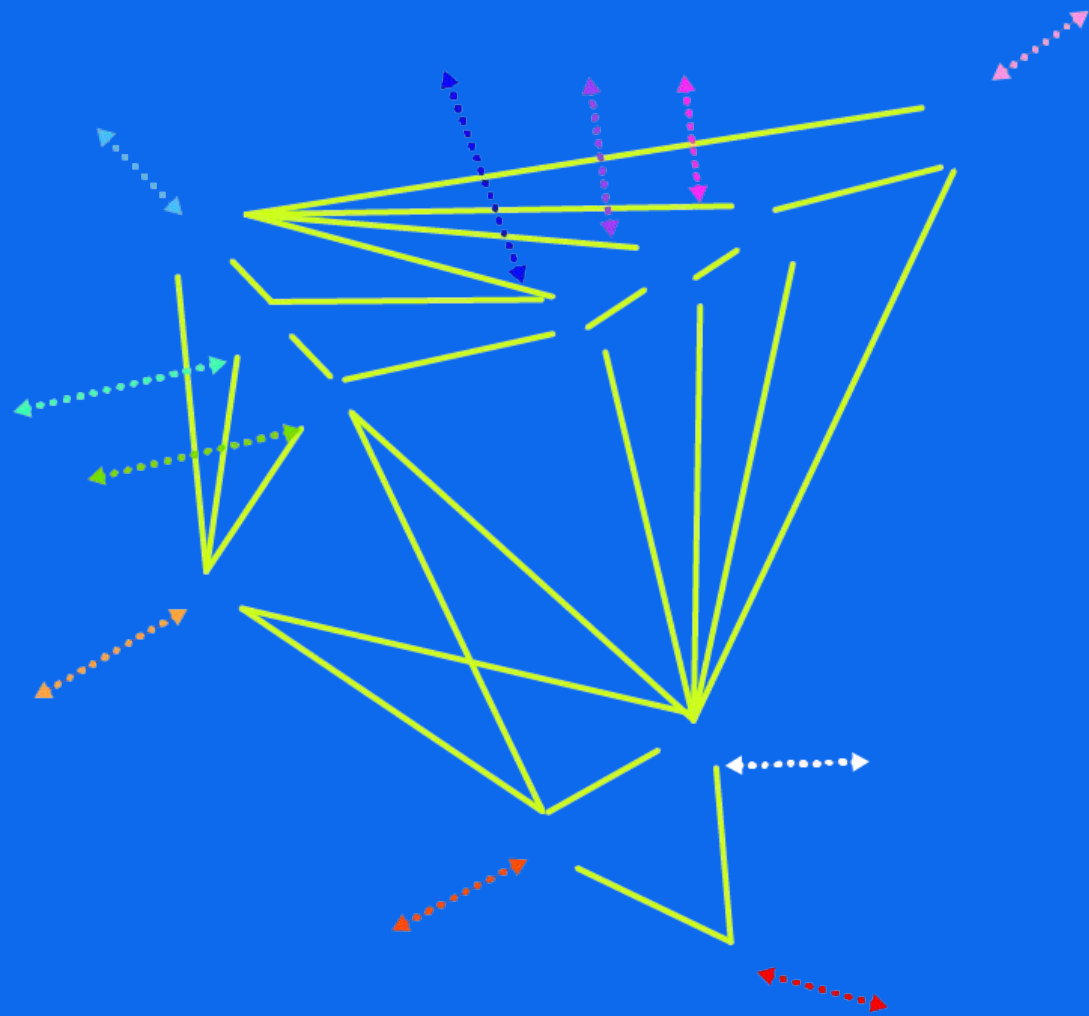
And these machines



Are increasingly connected



To each other and the outside world



It is in these connections where this becomes amazing

Marketplaces: A New Era in Manufacturing

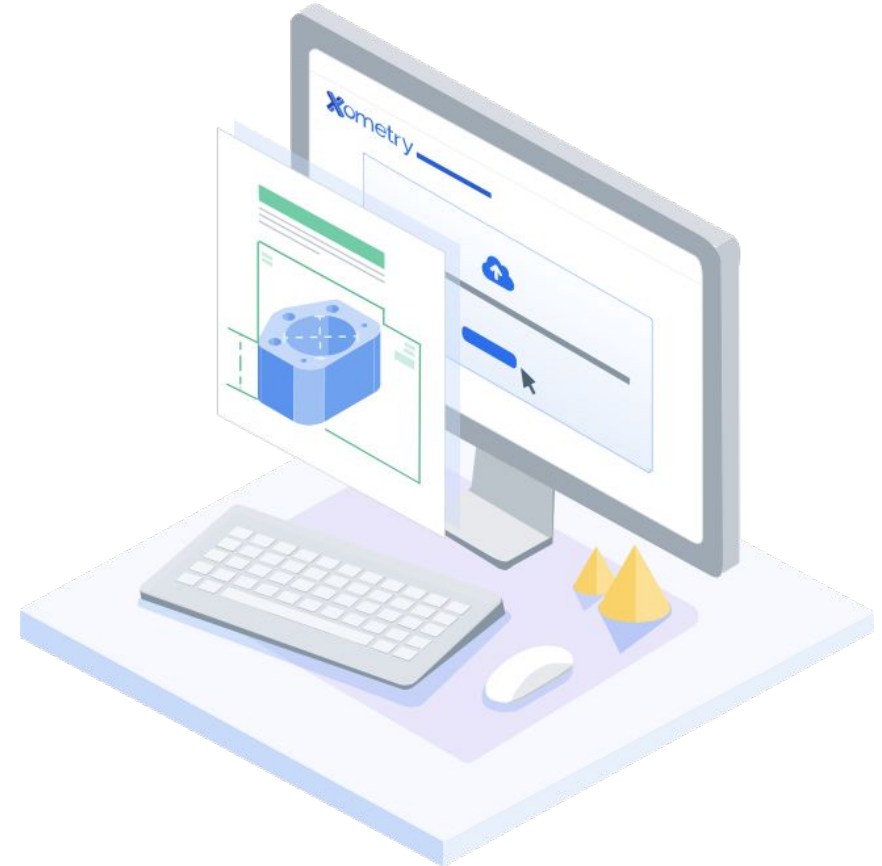
What is a Digital Marketplace?

- ✓ Online platform for both **buyers** and **sellers**
- ✓ E-commerce driven platform
- ✓ Aggregate supply and demand
- ✓ Marketplace interactions can happen between:
 - Businesses (Xometry)
 - Consumers (Ebay)
 - Peers (Facebook Marketplace)
 - Services (AngiesList)



Manufacturing has Gone Digital

- ✓ Software drives manufacturing from CAD to CAM to inspection and logistics.
- ✓ Traditional manufacturing is “catching up” to the digital age and making progress
- ✓ Additive Manufacturing was born in the digital space



Significant Value Creation from Digitizing Markets



Travel



Retail



Auto



Payments



Transportation



Manufacturing



Company Overview

Nasdaq: **XMTR**

Founded in 2013 and headquartered in Maryland, with offices based in North America, Europe, and Asia

30K+ Active Buyers

Throughout North America and Europe

10K+ Suppliers

The world's largest network, with suppliers based in North America, Europe, and Asia

Xometry + ThomasNET

Thomas' directory and platform of over 500K suppliers across 76K manufacturing categories

Fully Managed Manufacturing Services

With Xometry Regional Headquarters



North America
Derwood, MD, USA



Europe
Munich, Germany



Asia
Shanghai, China

The Xometry Two-Sided Platform and Marketplace



Xometry's Instant Quoting Engine® for Buyers

The Xometry Instant Quoting Engine® leverages AI-driven algorithms plus its massive network of top global suppliers to **deliver a simple, elegant, and efficient digital quoting experience.**



Upload
CAD

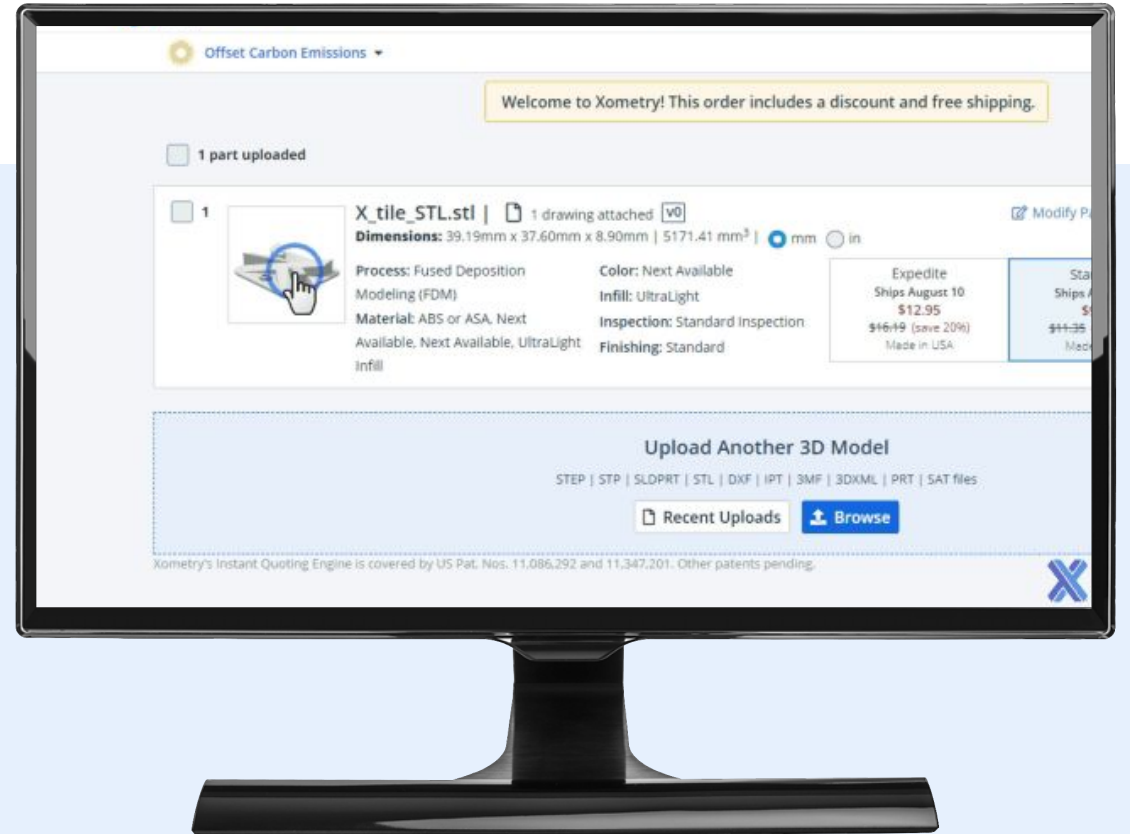


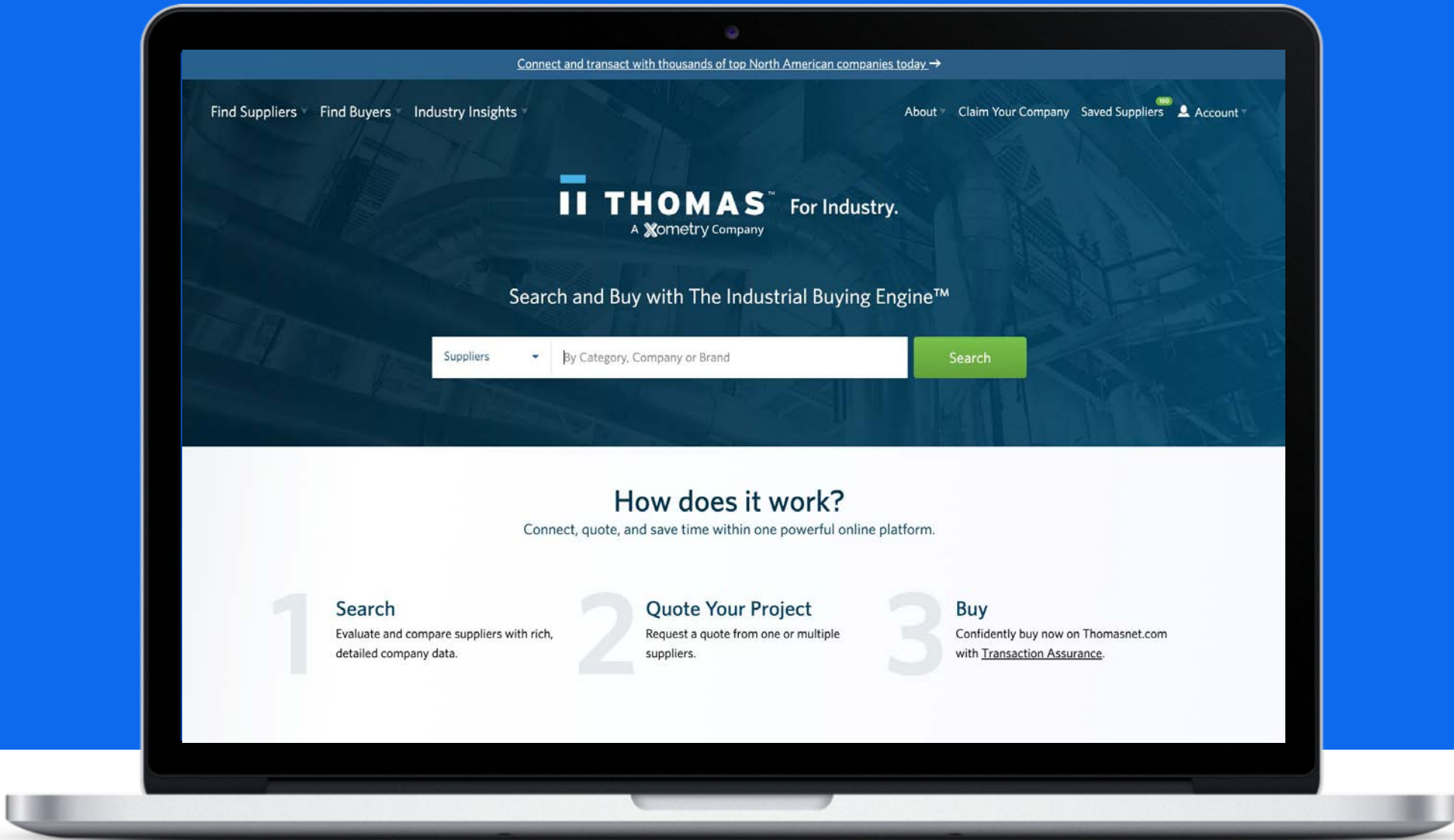
Instant
Quote



Order

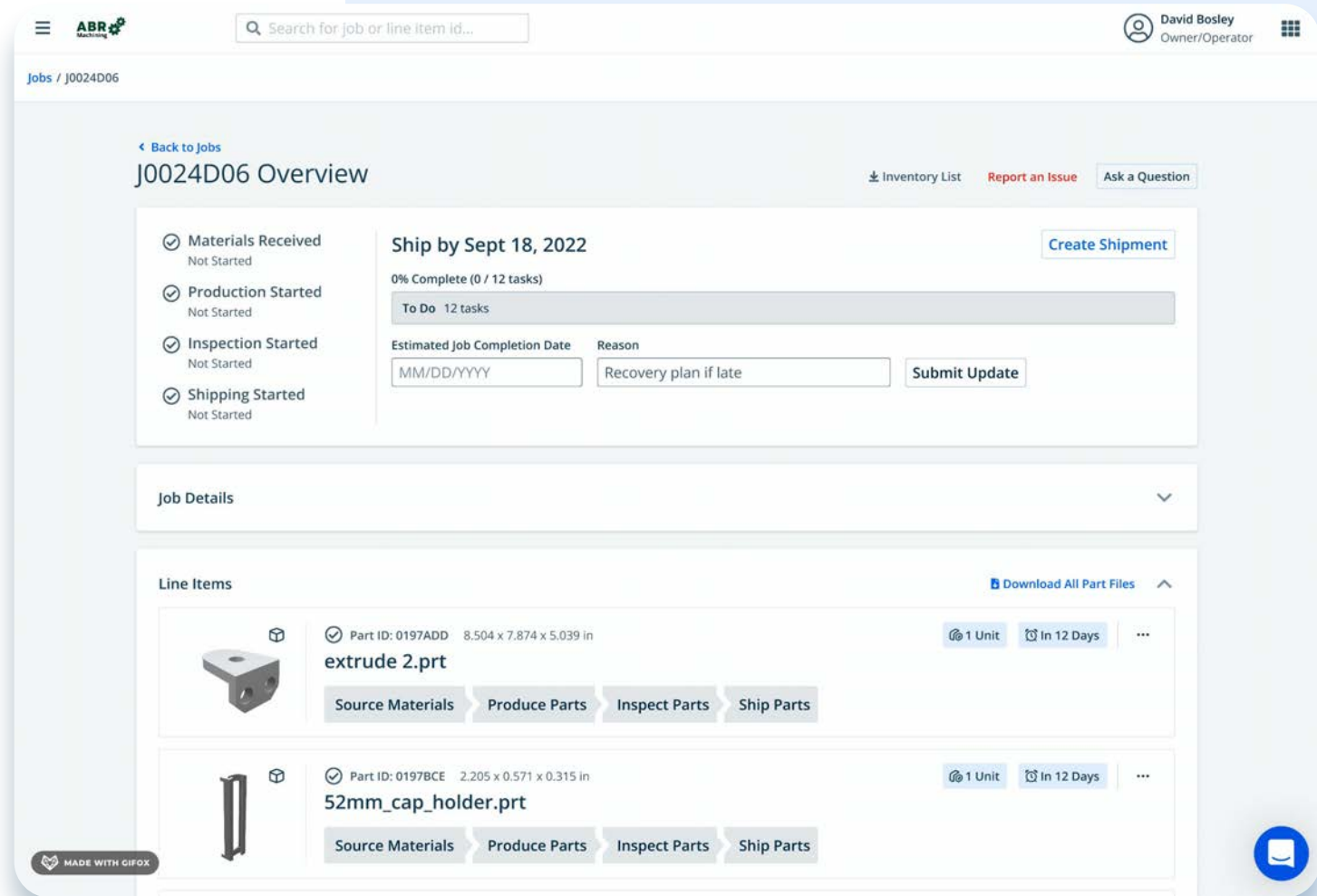
- Expedite, standard, and economy lead times
- Secure file uploads (NIST 800-171)
- ISO 9001:2015, ISO 13485:2016 and AS9100D
- ITAR Registered





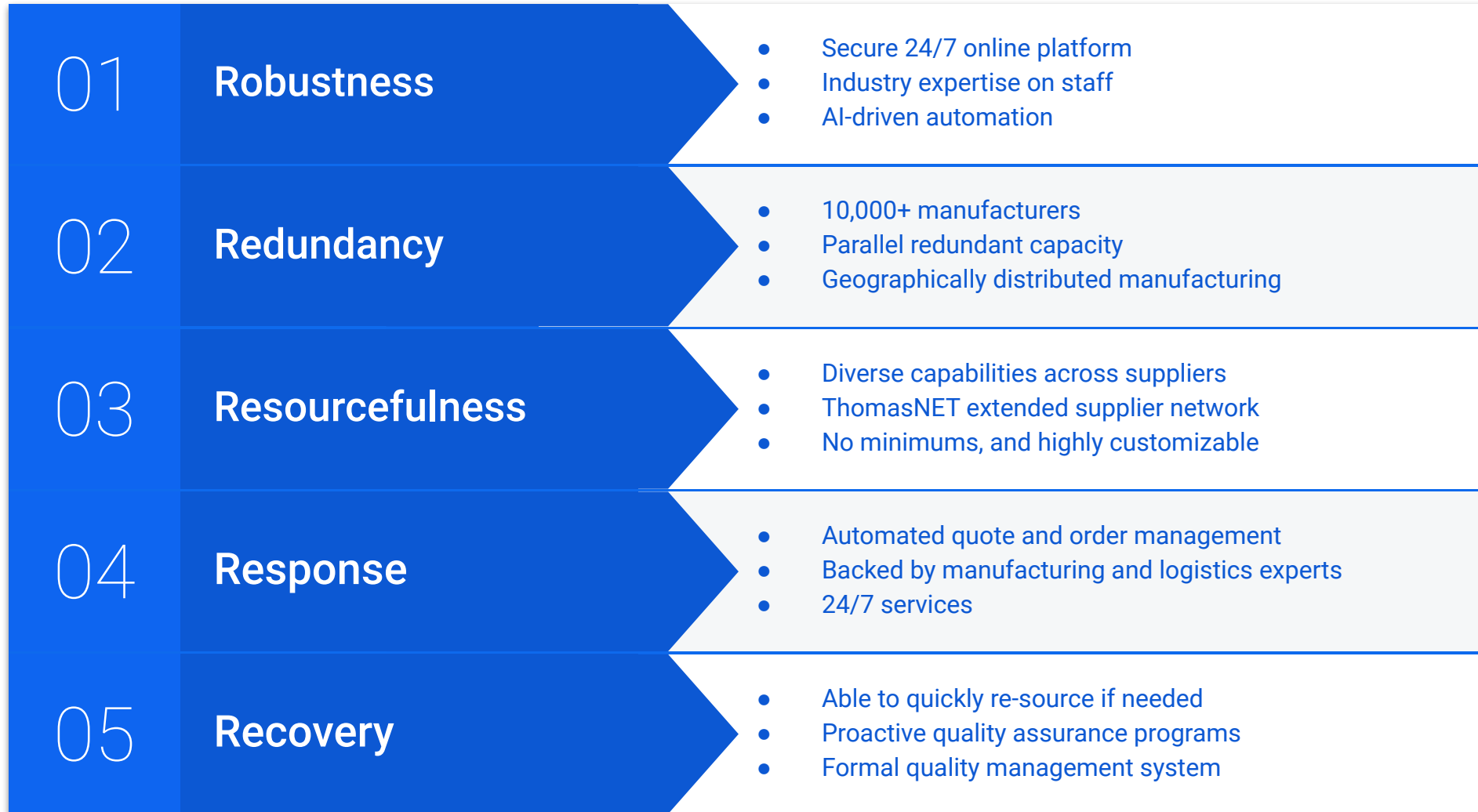
Xometry Workcenter for Shops and Suppliers

- Centralize your work
- Review and accept jobs without bidding
- Provide milestone updates to work
- Assign tasks to team members
- Monitor progress
- Track finances and payouts



Shaping Tomorrow's Economy Through a Resilient Marketplace

The 5 R's of Resiliency and Xometry's Digital Marketplace



Questions?

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