



A Digital Manufacturing Marketplace

Presentation by Greg Paulsen





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Greg Paulsen is the Director of Category Management at Xometry—a digital manufacturing marketplace. With over 16 years working in the advanced manufacturing space, he has served roles within product development, business leadership, factory operations, digital marketing, and technology management. Paulsen is an expert in all things manufacturing, from 3D printing to CNC machining, injection molding, and beyond.

Significant Value Creation from Digitizing Markets



Travel



Retail



Payments



Transportation



Manufacturing

**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

A Two-Sided Platform and Marketplace

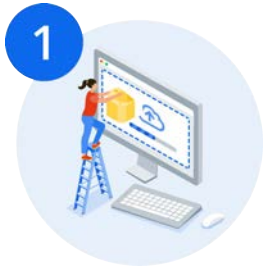
Buyers



Suppliers



Xometry's Instant Quoting Engine



Upload File



Get Your AI-Generated Instant Quote



Customize and Place Order



Get Parts

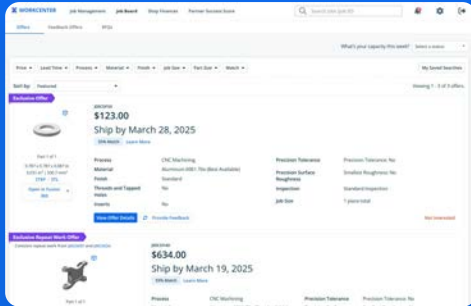
The Xometry Instant Quoting Engine leverages AI-driven algorithms plus its massive network of top global suppliers to **deliver a simple, elegant, and efficient digital quoting experience.**

- ✓ Expedite, standard, and economy lead times
- ✓ Secure file uploads (NIST SP 800-171, AWS GovCloud)
- ✓ ISO 9001:2015, ISO 13485:2016, IATF 16949:2016, and AS9100D Certified. ITAR Registered. CMMC Level 2.

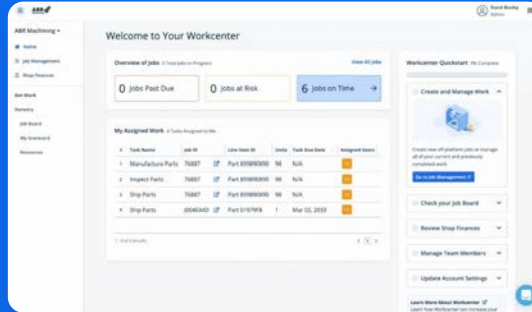
Xometry

Xometry **Workcenter** - Partner Platform and MES

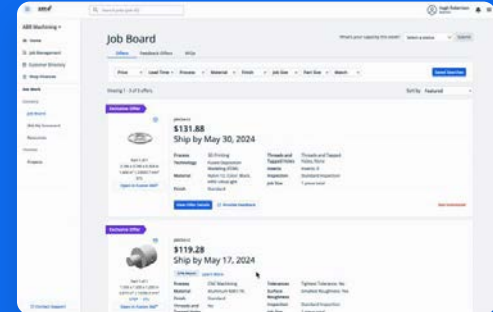
Review Job Board - Won Opportunities



Accept Work - Instant PO

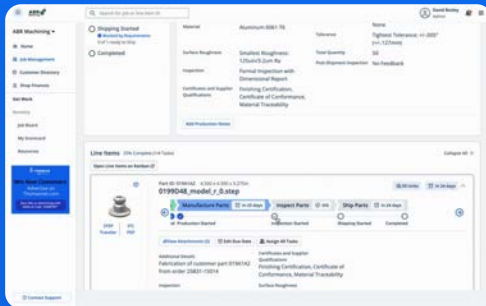


Reject or Give Feedback

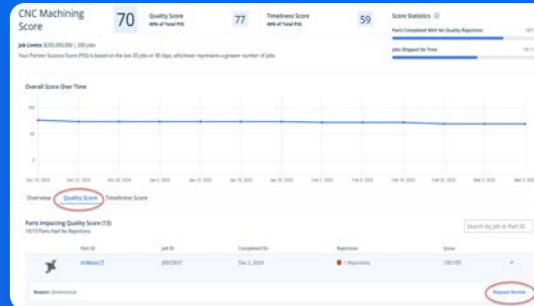


Or...

Store Documents, Ship Parts



Review Partner Track Record (PSS)



- ✓ **AI-driven matchmaking** of projects and available partners based on scope - *actual costs train our AI pricing*
- ✓ **Partner Success Score** drives opportunity limits
- ✓ **Milestone tracking**, shipping, and payments
- ✓ **Digital thread** of parts, including WIP status visibility, auditable and retrievable reports, and timestamped tracking and monitoring

Xometry At-a-Glance

- ✓ **We are a working commercial model, founded in 2013:**
 - AI-Driven, 2-Sided, Distributed Manufacturing Marketplace
 - **74K+** Active Buyers (Q2 '25)
 - **4K+** Active Suppliers (Q4 '24)
 - **\$604M** Revenue (Last 12 Months)
- ✓ **Already embedded in major supply chains:**
 - OEMs, defense contractors, MRO, drones, NPI, federal agencies, privatized aerospace, NASA, etc.
 - Military research and national labs: ARL, NRL, etc.
 - ISO 9001, AS9100D, ISO 13485, IATF 16949
 - ITAR Registered, JCP, eJCP, CMMC Level 2 Certified

