



# Applications of AI in Industry

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# *US custom manufacturing has massive inefficiencies and is out of balance*

## **Demand**

(More companies making more)

**More** SKUs

**Smaller** batches

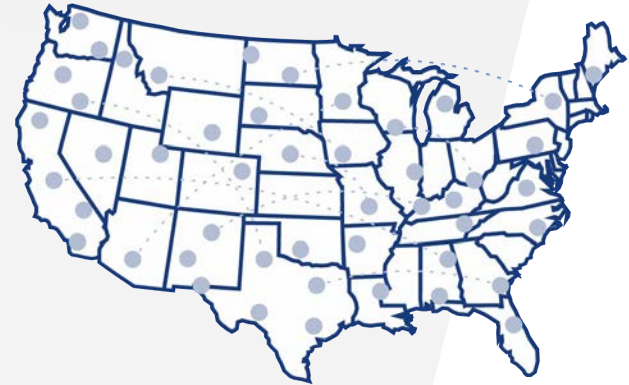
**More** R&D

**Shorter** time to market

**Opaque** Pricing

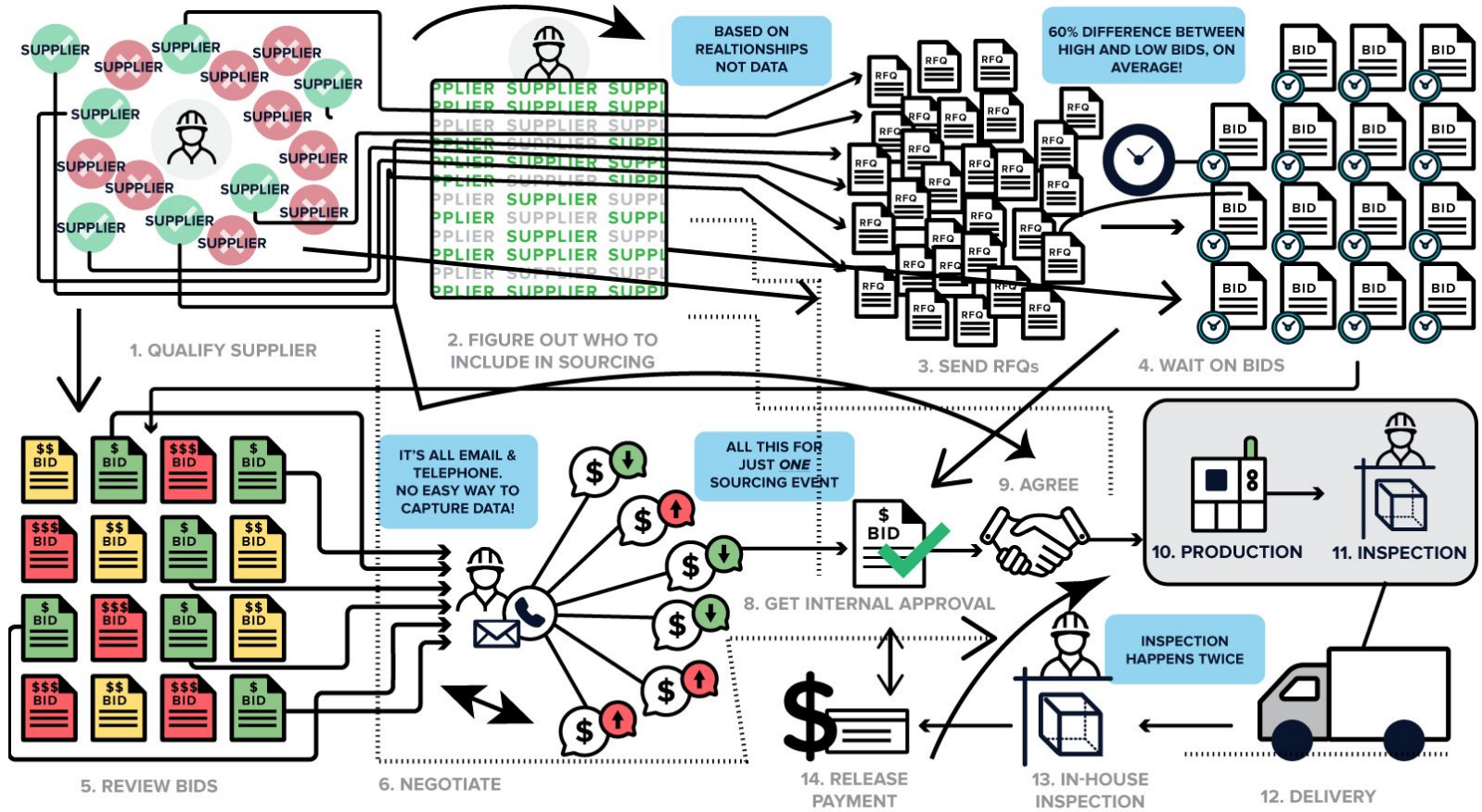
## **Supply**

(Machines needing more work)

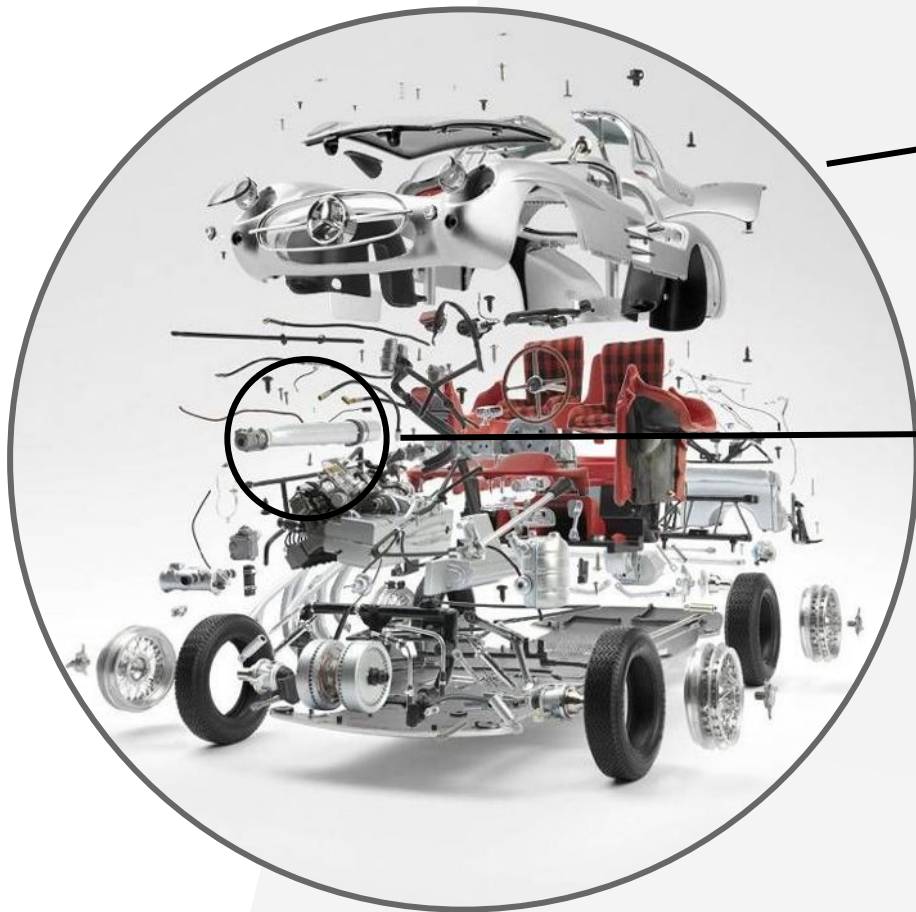


**30,000** custom manufacturers  
geographically isolated

# Buying custom-made parts is chaotic



*Luckily it's one of the largest opportunities out there*



**Billions and billions**

**\$70B+**

- \* Think of all the things made and sold on the web
- \* Add planes, cars, and hip replacements
- \* Now think about owning all the upstream data around those things

# Largest On Demand Manufacturing Platform

Buyers



Suppliers



Optimal pricing and solution



One-click ordering



Reliable delivery



Low-cost distribution



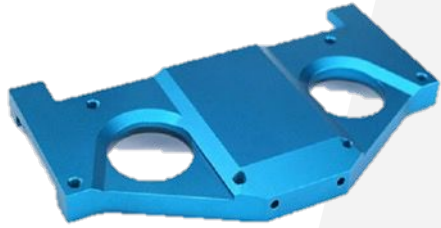
Improved profitability



Better cash flow

## Powered by artificial intelligence...

We are harnessing the data in every transaction to convert days of emails, phone calls, and negotiations into an e-commerce shopping experience



### Job & Partner Matching Model

- *Optimal solutions for buyers*
- *Best jobs for suppliers*



### Pricing, Cost & Lead Time Model

- *Trained on 657 features*
- *Data from over 2 million produced parts*



### Marketing Efficiency Model

- *LTV predictions*
- *Relevant upsells/cross-sells*

# From months to seconds

## Purchasers

The screenshot shows a quote page for a purchaser. At the top, there are navigation links: Get a Quote, Name, FAQ, Contact, Earn Credits, and Logout. Below this, there are three pricing options: Expedite (April 22 Delivery, \$3,964.00), Standard (April 26 Delivery, \$3,049.00), and Economy (May 3 Delivery, \$2,400.00). A 'Continue to checkout' button is visible. The main content area shows three parts uploaded:

- Part 1: Flange 998-0**
  - Dimensions: 171.4 x 171.4 x 25.4 mm | 6.8 x 6.8 x 1.0 in
  - Process: CNC
  - Material: Aluminum 6061-T6
  - Finish: Standard
  - Tolerance: +/- .005"/(+/- .127mm)
  - Surface Roughness: Standard
  - Inspection: Standard Inspection
  - Options: Expedite (\$2,164.60), Standard (\$1,649.00), Economy (\$1,000.00)
- Part 2: Spacer 259039**
  - Dimensions: 150.0 x 100.0 x 10.0 mm | 5.9 x 3.9 x 0.4 in
  - Process: DFM
  - Material: ABS
  - Color: Black
  - Infill: UltraLight
  - Finish: Standard
  - Options: Expedite (\$600.00), Standard (\$200.00), Economy (\$200.00)
- Part 3: Block 1188584**
  - Dimensions: 150.0 x 100.0 x 10.0 mm | 5.9 x 3.9 x 0.4 in
  - Process: DMLS
  - Material: Stainless 17-4
  - Finish: Standard
  - Options: Expedite (\$1,200.00), Standard (\$1,200.00), Economy (\$1,200.00)

Customers upload and receive a quote in virtually every manufacturing process in seconds.

## Partners

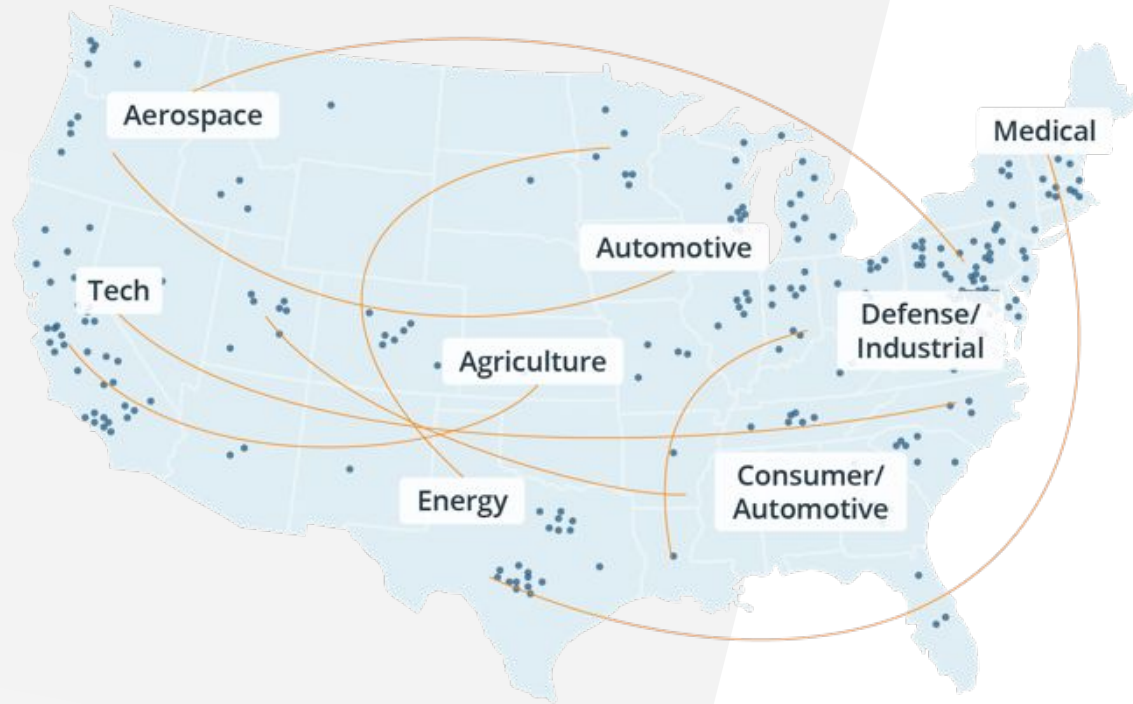
The screenshot shows a 'Job Board' interface for a partner. It features a 'Recently Rejected' section with two job offers:

- Job 1: J00108FF**
  - Price: \$416.44 + \$45.12 bonus
  - Ship by: September 9, 2019
  - Match: 95% match
  - Technology: CNC Quick Turn Lathe
  - Materials (2): Aluminum 6061-T6, Stainless Steel
  - Finish: Black hardcoat anodize
  - Requirements (2): Certificate of Conformance, Standard Inspection
  - Job size: 4 total units
  - Offer expires in 8h 50m 37s
- Job 2: J00108FF**
  - Price: \$462.56
  - Ship by: September 9, 2019
  - Match: 95% match
  - Technology: CNC Quick Turn Lathe
  - Materials (2): Aluminum 6061-T6, Stainless Steel
  - Finish: Black hardcoat anodize
  - Requirements (2): Certificate of Conformance, Standard Inspection
  - Job size: 4 total units
  - Offer expires in 8h 50m 37s

Partners can choose ideal jobs for their shop

# Benefits of Leveraging Xometry's Manufacturing Network

- 3,000+ Manufacturing Partners across the U.S.
- Expanded capacity means shorter lead times
- Dynamic network ensures low prices
- Multi-sourcing managed to ensure quality and mitigate single source supplier risk
- Opportunity to create private networks to meet specific needs





# A Manufacturing Leader Across Industries

The largest brands trust Xometry for their custom parts

**74%**

of Fortune 100 Companies\*

**38%**

of Fortune 500 Companies\*

\$118MM raised from investors including



Xometry's customers include engineers in each major manufacturing industry

11 of 13 Fortune 500  
Aerospace & Defense Companies



9 of Top 10 Fortune 500 Technology  
Companies



6 of Top 10 Fortune 500 Automotive  
Companies



5 out of 7 Fortune 500 Medical Device  
Companies



\*When financial & insurance institutions in the Fortune 100/500 are excluded