

24th Annual Needham Growth Conference January 10, 2022

Disclaimer



Forward-Looking Statements

Certain statements made in this document are "forward looking statements" within the meaning of the "safe harbor" provisions of the United States Private Securities Litigation Reform Act of 1995. Words such as "estimates," "projects," "expects," "anticipates," "forecasts," "plans," "intends," "believes," "seeks," "may," "will," "would," "should," "future," "propose," "target," "goal," "objective," "outlook" and variations of these words or similar expressions (or the negative versions of such words or expressions) are intended to identify forward-looking statements. These forward-looking statements are not guarantees of future performance, conditions or results, and involve a number of known and unknown risks, uncertainties, assumptions and other important factors, many of which are outside the control of Fathom Digital Manufacturing Corporation ("Fathom"), that could cause actual results or outcomes to differ materially from those discussed in the forward-looking statements. Important factors, among others, that may affect actual results or outcomes include: the inability to recognize the anticipated benefits of our business combination with Altimar Acquisition Corp. II ("Altimar"); changes in general economic conditions, including as a result of the COVID-19 pandemic; the outcome of litigation related to or arising out of the business combination, or any adverse developments therein or delays or costs resulting therefrom; the ability to meet the New York Stock Exchange's listing standards following the consummation of the business combination; costs related to the business combination and additional factors discussed in Altimar's final prospectus/proxy statement filed with the Securities and Exchange Commission (the "SEC") on December 3, 2021 (the "Proxy Statement/Prospectus") and the documents of Altimar and Fathom filed, or to be filed, with the SEC. If any of the risks described above materialize or our assumptions prove incorrect, actual results could differ materially from the results implied by our forward-looking statements. There may be additional risks that neither Altimar nor Fathom presently know or that Altimar and Fathom currently believe are immaterial that could also cause actual results to differ from those contained in the forward-looking statements. In addition, forwardlooking statements reflect Altimar's and Fathom's expectations, plans or forecasts of future events and views as of the date of this press release. Although Altimar and Fathom may elect to update these forward-looking statements at some point in the future, Altimar and Fathom specifically disclaim any obligation to do so. These forward-looking statements should not be relied upon as representing Altimar's and Fathom's assessments as of any date subsequent to the date of this press release. Accordingly, undue reliance should not be placed upon the forward-looking statements.

Fathom is at the Center the Industry 4.0 Digital Manufacturing Revolution



"As manufacturing processes become more software based, a large portion of the production will be completed on an on-demand or hosted basis. Software will allow for multi-tenant models, which in turn will **lower costs, increase speed and provide a more consistent, higher quality product.**"

FATHOM.

DIGITAL MANUFACTURING. REIMAGINED:

- ✓ Leading on-demand digital manufacturing company in a \$25bn+ market
- ✓ Deep technical expertise to deliver best-in-class service and unlock the full potential of Industry 4.0 for enterprise customers
- ✓ **Expansive software suite** complements growth prospects
- ✓ Attractive financial profile and cash generation
- ✓ Proven and profitable track record with a highly experienced leadership team



Fathom is uniquely positioned to serve the manufacturing needs of the largest and most innovative companies in the world



Industry 4.0 is Disrupting Traditional New Product Development Cycles and Creating Challenges for Corporates



Industry 4.0

Digitization of product development

Reshoring of manufacturing

Mass customization

Dynamic, real-time data driven consumer preferences

Higher value add, at lower cost with shorter lead times

ESG focus



Challenges \$600bn \$445bn Continuously rising R&D spend¹ in 2021 in 2010 % of revenue from new products New products 31% 40% contribute more to in 2010 in 2017 total revenue² U.S. utility patents secured Accelerating pace 355k 220k of new product in 2019 in 2010 launches³

The next industrial revolution is accelerating the pace of manufacturing innovation



FATHOM.

Fathom Proprietary
and Confidential

Fathom Focuses on Rapid Prototyping and Low-Mid Volume Production, the highest value stages of the manufacturing as a service value chain

Manufacturing as a Service Value Chain

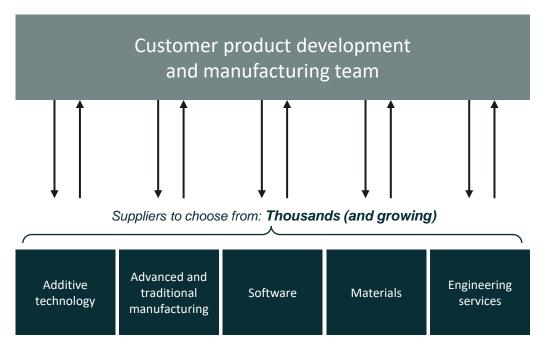




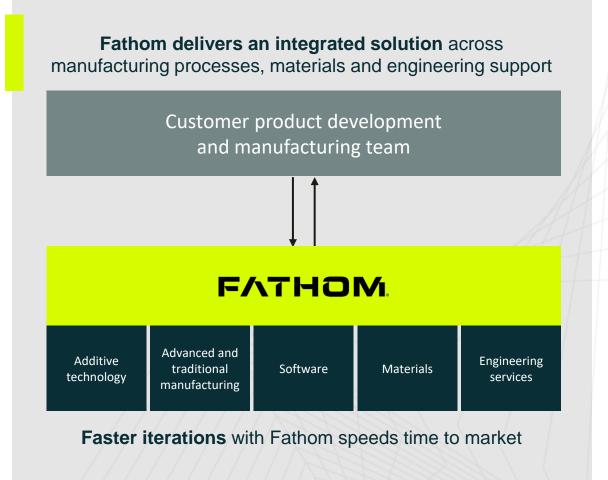
Fathom's Solution



Product development and manufacturing is **siloed**, **complex and inefficient**



Multiple iterations across multiple fragmented verticals slows time to market



Leading on-demand digital manufacturing platform for corporate customers



Corporates are forced to choose between either investing in increasingly costly in-house capabilities or outsourced options lacking either the required scale, quality assurance, or transparency that the corporate market demands

In-House

In-house prototyping and lowto-mid volume production has significant drawbacks

- Repeated upfront investment in rapidly changing technologies
- X Lack of centralized knowledge base across organization
- (x) Lack of skilled labor
- (X) Pressure to reduce costs

Outsourced Options

- Regional Bureaus
- Legacy Digital Manufacturers
- Digital Brokers

Fathom is uniquely positioned as the only "one-stop-shop" platform built to serve the manufacturing needs of corporate customers

	FATHOM.	Regional Bureaus	Digital Brokers	Legacy Digital Manufacturers
On-demand Manufacturing	\checkmark	\checkmark	(\mathbf{x})	✓
Additive 2.0 and Emerging Technologies	\checkmark	\mathbf{x}	\checkmark	√
Extensive in-house production	\checkmark	\checkmark	(x)	✓
On-demand Digital Platform and Brokerage	\checkmark	\mathbf{x}	\checkmark	✓
Enterprise Focus	\checkmark	\mathbf{x}	(x)	\bigcirc
High-value Customized Parts	\checkmark	\mathbf{x}	(\mathbf{x})	\bigcirc
Comprehensive Range of Services	\checkmark	\mathbf{x}	(\mathbf{x})	\bigcirc
High-touch Supply Chain Partner	\checkmark	X	X	X

Why Fathom Wins

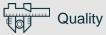


Corporate Customers want an integrated **solution** that delivers



Comprehensive Manufacturing Capabilities







Engineering



Customer Service









Fathom Delivers **Unique Proprietary** Solutions that enable:



Accelerated Time to Market

Technology agnostic outcome-based approach

FATHOM. DIGITAL MANUFACTURING. REIMAGINED.

25+ Industry leading manufacturing processes

Pioneer in the on-demand manufacturing space with 3 decades of experience

One of the first adopters of plastic and metal additive manufacturing

Proprietary software solution to enable the digitalization of manufacturing



Supported by Fathom's Proprietary Manufacturing Enablement Software Solution





Resulting in:



Entrenched Long-Term **Partnerships**



Fathom Combines Manufacturing & Technical Services to Allow Our Customers to Iterate Faster...

Breadth of on-demand manufacturing capabilities

Additive Manufacturing

- Parts in as soon as 1-3 days
- 90 large-platform additive manufacturing machines



- PolyJet Technology
- FDM Technology
- SLS Technology
- MJF Technology
- SLA Technology
- DMLS Technology

CNC Machining

- Parts in as soon as 5 days
- Tolerance accuracy range of +/-0.001" to 0.005"



- 3 and 5 axis milling and turning
- Many material and texturing options
- High-quality surface finishing

Injection Molding

 30-second quotes through automated portal



- Production tools in as soon as 3 weeks
- Prototype tools in as soon as 10 days and 10k parts in 14 days
- Low-to-high volume molding needs

Precision Sheet Metal Fabrication

Parts in as soon as 5 days



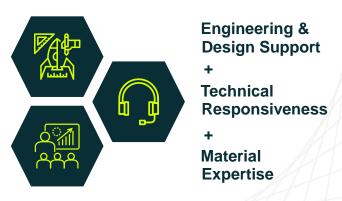
- Laser and waterjet cutting
- Sheet metal stamping, bending and forming
- Finishing, welding, sanding, powder coating and screen printing

Ancillary Technologies

 Comprehensive support to tie other capabilities together



- Urethane casting
- Model assembly and finishing
- Engineering and design support
- Quality inspection



Allows Customers to Iterate Faster and More Often





...Accelerating Manufacturing for many of the Most Innovative Companies in the World...













Customer

Project

Technologies Used

Global A&D Equipment Company

Full size mockups of aircraft interior assemblies

- ✓ Additive Manufacturing
- ✓ CNC Machining
- ✓ Ancillary Technologies

Vehicle Manufacturer

High-complexity, quick-turn automotive bridge to production

- √ Additive Manufacturing
- √ Precision Sheet Metal
- ✓ Design & Engineering
- ✓ Ancillary Technologies

Global Electric Global Power Vehicle Generation

Functional generator prototype for testing

Company

- √ Additive Manufacturing
- √ Precision Sheet Metal
- ing ✓ CNC Machining
- es Ancillary Technologies

Global Medical

Device Company

Bridge to production for medical incubator

- √ Additive Manufacturing
- √ Injection Molding
- ✓ CNC Machining
- ✓ Design & Engineering
- ✓ Ancillary Technologies

Global A&D

Equipment Company

High-complexity missile mockup

- √ Additive Manufacturing
- ✓ CNC Machining
- √ Design & Engineering
- √ Ancillary Technologies

...and many
more customers
with complex
manufacturing
needs...





...with a Proven Ability to Deliver Fast Turnaround Times for Projects Involving Multiple Complex Manufacturing Processes

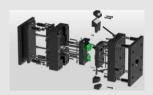


A Fortune 10 technology company came to Fathom with a complex project that spanned the technologies and processes of rapid production...and needed it done fast.



Fathom delivered.

20,000 Parts // Within 27 Days



15,000 55+ Tools to Injection Mold 15,000 Parts First Article in 2 weeks



3,000 3,000+ 3D Printed Parts



2,000
2,000+ Metal
Fabricated Parts

HybridizedServices Used



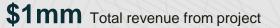




- ✓ DFM Analysis + CAD Mods
- CNC Machining. Laser Cutting
- ✓ Stamping. Die Cutting. Post-Opp Drilling
- √ 24-hour Turnaround Urethane Casting



- ✓ Model Finishing. Insert Assembly
- √ Advanced Project Management











Fathom is at the Forefront of Manufacturing Supply Chain Transformation



Widespread disruptions are driving companies to rethink their supply chain strategy

94% of Fortune 1000 companies are seeing supply chain disruptions from COVID-191

65% of North American manufacturing companies are looking at reshoring production²

Case studies: Solving critical customer supply chain issues drives long term growth for Fathom

Leading Recreational Vehicle Manufacturer³

Problem: Potential line down due to international supplier part delay

Expected delay: Months

Fathom's Solution:

 Redesigned part production from aluminum casting to CNC machining to deliver 2,000 parts in 3.5 weeks

The Result

- Enabled customer to produce and ship \$20mm of orders on time in Q2, helping the customer achieve a second quarter sales record
- Led to follow-on project enabling customer to ship \$9mm of orders

Leading Heavy Equipment Manufacturer³

Problem: Potential line down due to supplier part delay

Expected delay: 5 days / 3 shift per day downtime

Fathom's Solution:

 Transitioned part production from injection molding to additive and delivered 500 parts in 10 hours, and 500 parts per day for 5 days

The Result

- Enabled customer to produce and ship \$3mm of orders on time
- Successful execution expected to accelerate growth with customer

Entrenched Partner to the World's Leading Companies



Proven Track Record

with blue-chip customers across diverse end markets

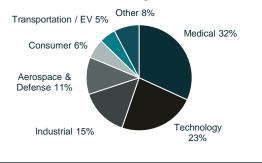
~3k

Total customers in the last Overall customer twelve months1 retention1

<6%

Revenue contribution from any single customer1

2020 Revenue by End-market



Aerospace & Defense 7 of the top 10²

Aerospace companies in the Fortune 500, representing a combined

~\$285bn

in 2020 revenue

Industrial

8 of the top 10°

Industrial companies in the Fortune 500, representing a combined

~\$233bn

in 2020 revenue

Transportation / EV

4 of the top 10³

Automotive companies in the Fortune 500, representing a combined

~\$316bn

in 2020 revenue

Consumer

4 of the top 10⁴

Consumer companies in the Fortune 500, representing a combined

~\$115bn

in 2020 revenue

Medical

8 of the top 10°

Medical companies in the Fortune 500, representing a combined

~\$105bn

in 2020 revenue

Technology

7 of the top 10^7

Technology companies in the Fortune 500, representing a combined

~\$932bn

in 2020 revenue

REPRESENTATIVE CUSTOMERS8

























Source: Fathom management, company filings.

Fathom Proprietary and Confidential

Delivering Next-Gen. Additive Capabilities



First of its Kind Commercialization Partnership with Evolve for Additive at Scale

- Evolve Additive Solutions, Inc. ("EAS") designs, develops and produces additive manufacturing production equipment and solutions, including its patented STEP (selective thermoplastic electrophotographic process) technology relating to the commercial grade production of plastic parts
- On September 8, 2021, EAS announced \$30mm in growth equity funding from 3D Ventures & affiliates, bringing EAS' total fundraising to \$55mm since 2018
- Fathom expects to be the only provider at scale of this transformative additive technology in North America
- Enables scalable additive production of plastic parts with injection molding quality in days vs. months
- Advances our Environmental, Health, and Safety initiatives and expected to reduce Fathom's carbon footprint

ADDITIVE SOLUTIONS

SVP PLATFORM

UNLOCK THE
POSSIBILITIES

Evolve's AM production machines are already

Evolve's AM production machines are already recognized in the industry for their ability to drive a high-volume end-to-end AM production process

LEADN MODE

Introduction of High-Throughput EOS M300 Printer

- Fathom expects the EOS 300M to be able to deliver up to 5X productivity improvements over current single laser metal additive
- Machine is designed and developed to handle serial production of metal additive parts
- Further expands Fathom's leading additive capabilities, reinforcing our position as the manufacturing partner of choice for corporate customers



Fathom's Unified Suite of Software...



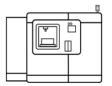
Easy-to-use automated quoting, ordering, engineering and project management platform



Built on Responsiveness, Speed, Agility and Expertise



Manufactured to Customer Specs

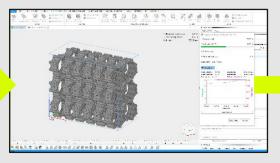


Comprehensive Access to Equipment and Experience

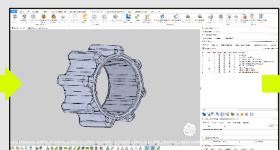




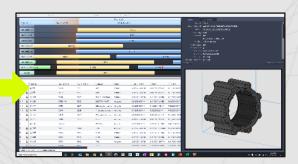
Quoting



Project Management



Design for Manufacturability



Production

"Submitted quote and had a question about material. I received a direct email explaining all the details within 15 minutes. That was very cool, sometimes I have to wait for days before receiving answers from other places."

- Leading Technology Company

"Fathom provides unique industry access to a broad set of manufacturing capabilities."

- Global Car Manufacturer

"Really quick, buttons make sense and it's straight forward. Hard to mess up an order."

- Autonomous Aircraft Delivery Company

... is Continuously Being Developed to Stay One Step Ahead of Evolving Industry 4.0 Trends



Core Elements of Fathom's Existing Software Platform

Automation Cyber System Security Integration Multi-Site Machine Learning / **Smart Factory** Artificial Intelligence Deployment **Proprietary Software Suite** Scalable Customer Digitization & Acquisition & Automation of **Engagement Software Customer Workflows External Strategic** Supply Chain Portal

Future Extensions of Software Platform



IoT enabled managed services suite

Further digitization of existing managed services offering



Al materials and process detection

Enhanced turnaround time and product efficiency



Integration with customer PLM, MES and ERP systems

Enhances customer experience and increased outsource revenue



Virtual digital warehousing

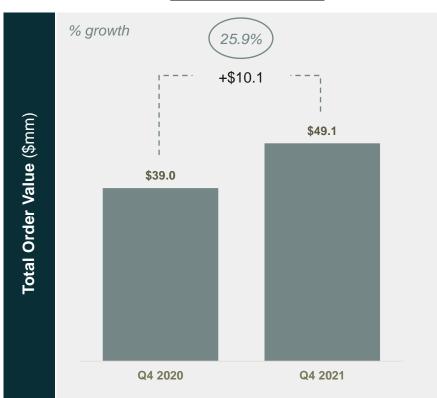
Customer inventory reduction via on demand spare parts

Record Order Growth in Q4 2021

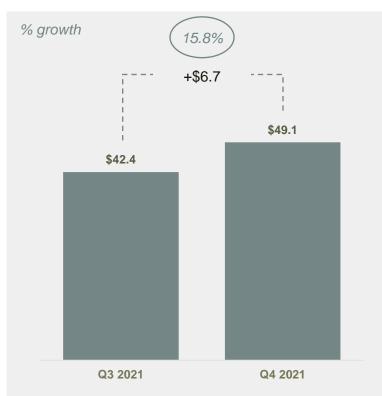


Accelerating customer engagement expands backlog of new business

Q4 2020 vs. Q4 2021



Q3 2021 vs. Q4 2021



Demand for Fathom's comprehensive quick-turn manufacturing services remained robust in Q4, increasing the company's momentum to start 2022

Scalable Platform with Proven Profitability



Full Year 2021 Proforma Forecast¹

Low End **High End** (\$ in thousands) \$161,500 **Proforma Revenue** \$162,500

- Projected 2021 revenue growth of over 8% at the midpoint driven by an increase in the volume of customers served
 - Q4 2021 proforma revenue growth of ~17% at the midpoint compared to proforma Q4 2020
- Reported revenue for full year 2021 is expected to increase ~147% at the midpoint compared to 2020

Significant growth opportunities across robust portfolio of diverse technology offerings

- Strong growth trajectory driven by shift to Industry 4.0 and digital new product development
- Organic growth also driven by land and expand strategy with existing customers
- Tailwinds from rising additive adoption and continued shift to outsourcing
- Attractive margin profile and cash flow generation
- Capital expenditures expected to total ~6% of annual revenue
- Clear runway for growth in fast-growing, on-demand digital manufacturing market

Fathom YTD 2021 Reported Results



(\$ in thousands)

Revenue

Cost of revenue¹

Gross profit

Gross margin %

Selling, general, and administrative (SG&A)

Depreciation and amortization

Total operating expenses

Operating Income

Operating Income margin %

Other expenses

Income before taxes

Provision for income taxes

Net Income (loss)

Reported Nine Months Ended		
9/30/2021	9/30/2020	
\$107,887	\$42,249	
\$61,749	\$22,637	
\$46,138	\$19,612	
42.8%	46.4%	
\$29,470	\$13,484	
\$9,327	\$2,797	
\$38,797	\$16,281	
\$7,341	\$3,331	
6.8%	7.9%	
\$14,592	\$4,436	
(\$7,251)	(\$1,105)	
\$807	-	
(\$8,058)	(\$1,105)	

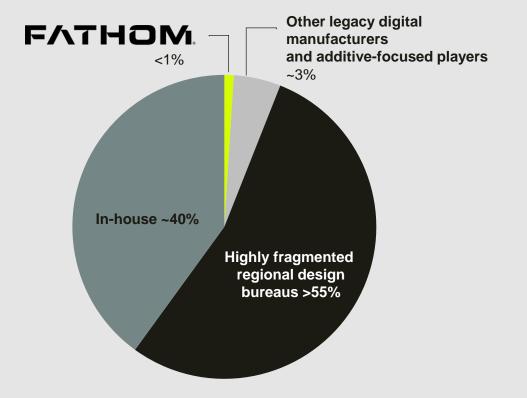
¹ Cost of revenue includes a reclassification of certain depreciation and labor expenses totaling \$3.1 million for the nine months ended September 30, 2021, and \$0.1 million for the nine months ended September 30, 2020. Prior to Fathom's ownership of the applicable acquired companies, these expenses, which represented 2.9% and 0.3% of reported revenue for the nine months ended September 30, 2021, and September 30, 2020, respectively, were recorded under SG&A. This accounting reclassification had no impact on operating income or net income (loss).



Massive Opportunity in a Large TAM



\$25bn low-to-mid volume manufacturing market¹



- ~60% of the market is currently outsourced vs. inhouse
- Outsourced provider landscape is highly fragmented; Fathom's scale is extremely difficult to replicate
- Industry 4.0 disruption is driving corporates to seek one-stop-shop outsourced solutions
- Fathom is best positioned to capitalize on shifting industry trends



Source: Market study by leading industry consultant.

Note: Pie chart is not to scale.

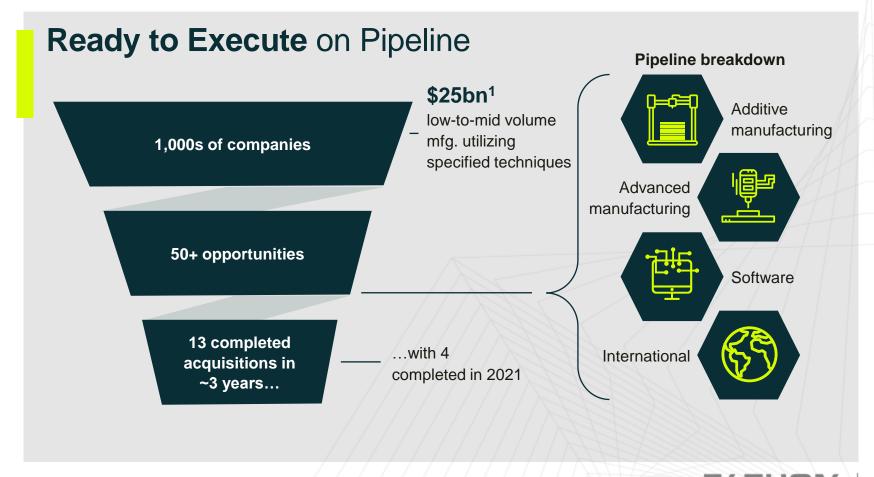
¹ Fathom core addressable market, utilizing CNC machining, injection molding, sheet metals and additive manufacturing technologies.

Acquisitive Growth Platform with Compelling Pipeline



Fathom's **M&A Advantage**

- 1. Flexible digital architecture to rapidly integrate
- 2. Established scale to up-tier acquired relationships
- 3. Synergies from centralizing production
- First mover advantage in highly-fragmented market
- 5. Target-rich environment



Highly Experienced Leadership Team & Board of Directors



Leadership Team



Ryan Martin Chief Executive Officer & Board Member



Mark Frost Chief Financial Officer



Rich Stump Co-Founder & Chief Commercial Officer















Board of Directors



Bob Nardelli Former Chairman & CEO. **Chrysler Corporation** and The Home Depot





Maria Green

Board Director, Littelfuse //

Board Director, Tennant

// Former SVP and GC,

Ingersoll Rand and ITW







David Fisher Chariman & CEO, Enova // Board Director, Just Eat Takeaway.com // Board Director, Friss // Former CEO, optionsXpress









Pete Leemputte Board Director, MasterCraft // Board Director, Beazer Homes // Former CFO of Green Mountain Keurig, Mead Johnson, Brunswick





BEAZER BRUNSWICK

CORE Industrial Partners



experience

TJ Chuna (Chairman), Senior Partner. CORE Industrial Partners // Board Director, Littlefuse // Board Director, Mastercraft // Board Director, Airgain

Additional Leadership Team

has deep manufacturing expertise with

nearly 200 years of combined





MasterCraft Littelfuse Airgain) **BRUNSWICK**



Adam Dewitt CEO and former President & CFO. Grubhub // CFO. optionsXpress // Board Director, Ritchie Bros







Dr. Caralynn **Nowinski Collens** CEO. Dimension Inx // Former Chairman, MxD









John May

Managing Partner.





Former CEO, Incodema Group // Former CEO, Cincinnati. Inc.









Key Investment Highlights



1	Fathom is transforming new product development and manufacturing for corporates
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- Leading platform capable of accelerating new product development to keep pace with Industry 4.0 disruption
- Advanced software, deep technical expertise and broadest suite of 25+ quick-turn manufacturing processes
- Unique "one-stop-shop" solution enables faster iterations, shortening development cycles from months to days
- Massive opportunity in a large TAM
- Uniquely positioned as the only "end-to-end" solution for corporates in highly fragmented \$25bn¹ TAM
- Substantial scale that is difficult to replicate; nearly 450k sq. ft. of manufacturing capacity over 12 facilities, nationwide
- Tailwinds from accelerating additive manufacturing adoption and continued shift to outsourcing
- Entrenched partner to the world's largest companies
- Proven track record with ~3k total blue-chip corporate customers
- Over 35 years of industry expertise, coupled with singular focus on quality, service and execution, enables 91% customer retention²
- Long-term relationships with key strategic accounts and proven ability to up-tier newly acquired customers

Scalable platform with proven profitability

- Compelling growth trajectory over both the near term and long term
- Robust, proven profitability highlighted by attractive margin profile
- Large opportunity ahead, with current market penetration of <1%
- Acquisitive growth platform with compelling pipeline
- Clear upside from differentiated M&A capabilities in a target-rich environment; 13 acquisitions since 2019
- Proven ability to rapidly integrate and compound growth of acquired businesses
- Ready to execute on pipeline, with line of sight into 50+ opportunities
- Highly experienced leadership team and Board of Directors
- Leadership team with public market experience and track record of scaling high-growth companies
- Deep additive and advanced manufacturing pedigree with nearly 200 years of combined experience
- Board of Directors with a track record of advising and leading innovation for some of the world's leading manufacturers

Source: Management projections, market study outlook by leading industry consultant.

¹ Fathom core addressable market, comprised of low-to-mid volume manufacturing utilizing CNC machining, injection molding, sheet metals and additive manufacturing technologies; 2 FY2019-FY2020 sales data (excludes 2021 add-ons).



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