Bloom

THE INTELLIGENT SUPPLY CHAIN SERVICE MARKETPLACE RESHAPING HOW HARDWARE IS BUILT, DELIVERED, AND SERVICED.

- I want to store crates of electric motorcycles coming from Canada
- I need to assemble a batch of drones within the USA
- Find a contract manufacturer for industrial robotics
- I need help moving my EV chargers from New York to Detroit
- I want to find a local manufacturer of our fleet of delivery robots
- I need to finish designing and producing a battery pack
- Find CM partners for our smart home devices
- I want to move my production of e-bikes from China to Detroit
- I need to find a warehouse partner for my scooters coming from the UK
- I want to find an option to deliver my electric snowmobiles without crates
- I need a shipping partner for my electric vans
- Find a frame manufacturer for my solar trailers
- Help me find better motor options for my drones
- I need to scale up production on my EV Chargers

April 2026

/run matchmaking

Bloom

Hardware supply chains are breaking under modern demands because the old infrastructure can't keep up

Shorter hardware cycles, rising complexity, global fragility, on-shoring tailwinds are exposing a system that was never built for speed, visibility, or scale of modern hardware.

Hardware Companies

- Brittle supply chain
- Complex assembly
- Operational bloat
- Complex, manual workflows

Supply Chain & Operations Partners

- High acquisition costs
- High risk to expand into new categories
- Slow to innovate
- Non-competitive global cost structure

The Current Infrastructure

- High Friction Discovery
- Poor Matches
- Companies repeating the same mistakes
- No standardization
- Expensive in-house

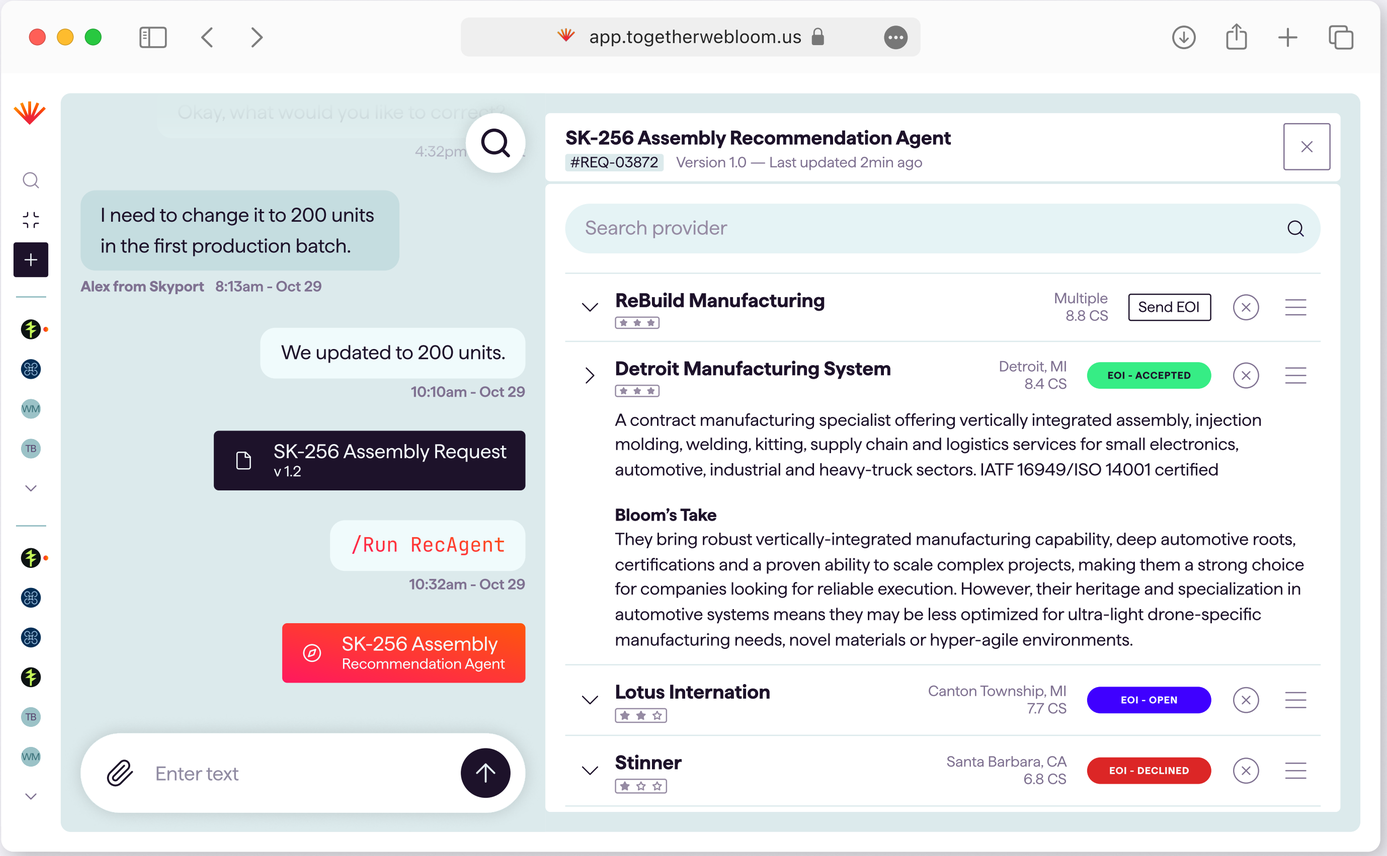
The era of manual, fragmented supply chains is over. Today's companies need intelligent infrastructure.

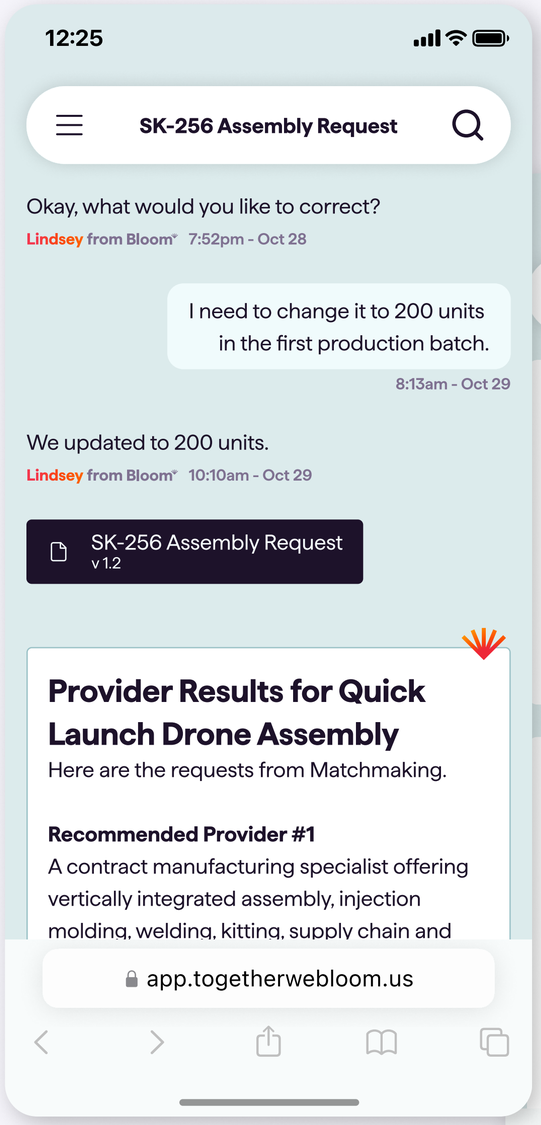
A modern intelligent network and platform built for speed, resilience, and scale of today's hardware.

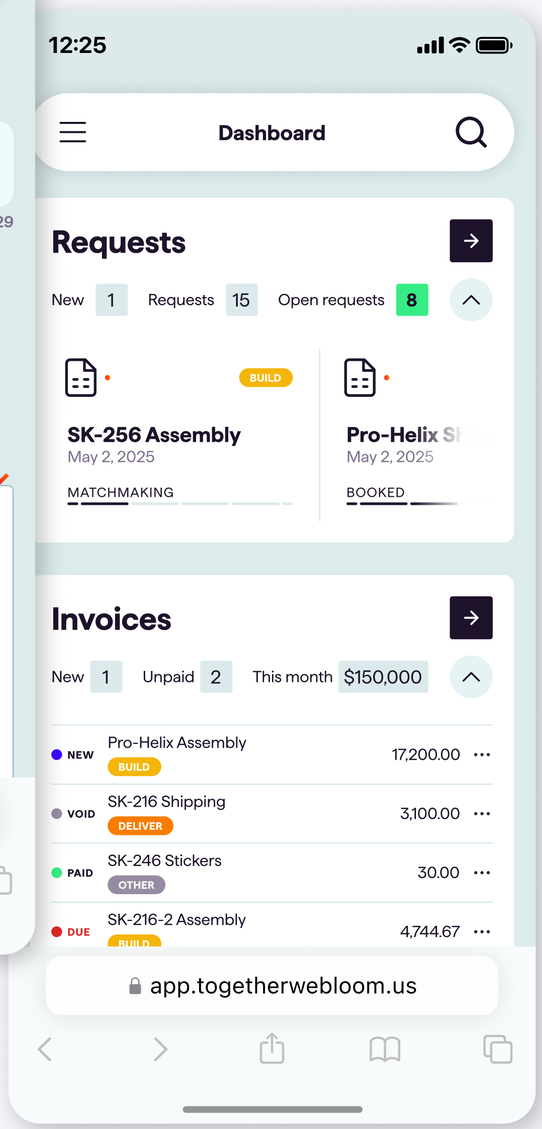
Platform	+	Network
AI-powered requests that reduces ops		Faster, more transparent discovery
Continuously improving provider intelligence		Aggregated volume
Real-time intelligent matchmaking		Resilience through verified diversity
Standardized bidding/booking/billing		Efficiencies through competition

The Bloom Platform

Bloom is the AI-native infrastructure for hardware supply chains, turning messy requests into structured workflows, qualifying providers, and delivering intelligent matchmaking and booking.







AI-native infrastructure purpose-built for hardware supply chains

Bloom

Unified Data Intelligence

Unified data layer that structures brands, products, services, providers, quotes, and execution outcomes into actionable intelligence powering automation and agents

Qualification Engine (Trust)

Continuous learning system that powers qualification and matching based on current and historical performance data consisting of capabilities, capacity, reliability, past projects, and outcomes

Matchmaking Engine

Outcome-aware system that converts conversational intent into structured requirements and matches based on capability fit and execution confidence learned from outcomes

Autonomous Workflows

Policy-driven, data-activated workflows that autonomously plan, book, transact, and execute processes while keeping humans in control

AGENTIC SYSTEM

Brand Agent

Understands product intent from conversation, supports selecting the right providers, and manages updates across matchmaking, booking, and execution.

Provider Agent

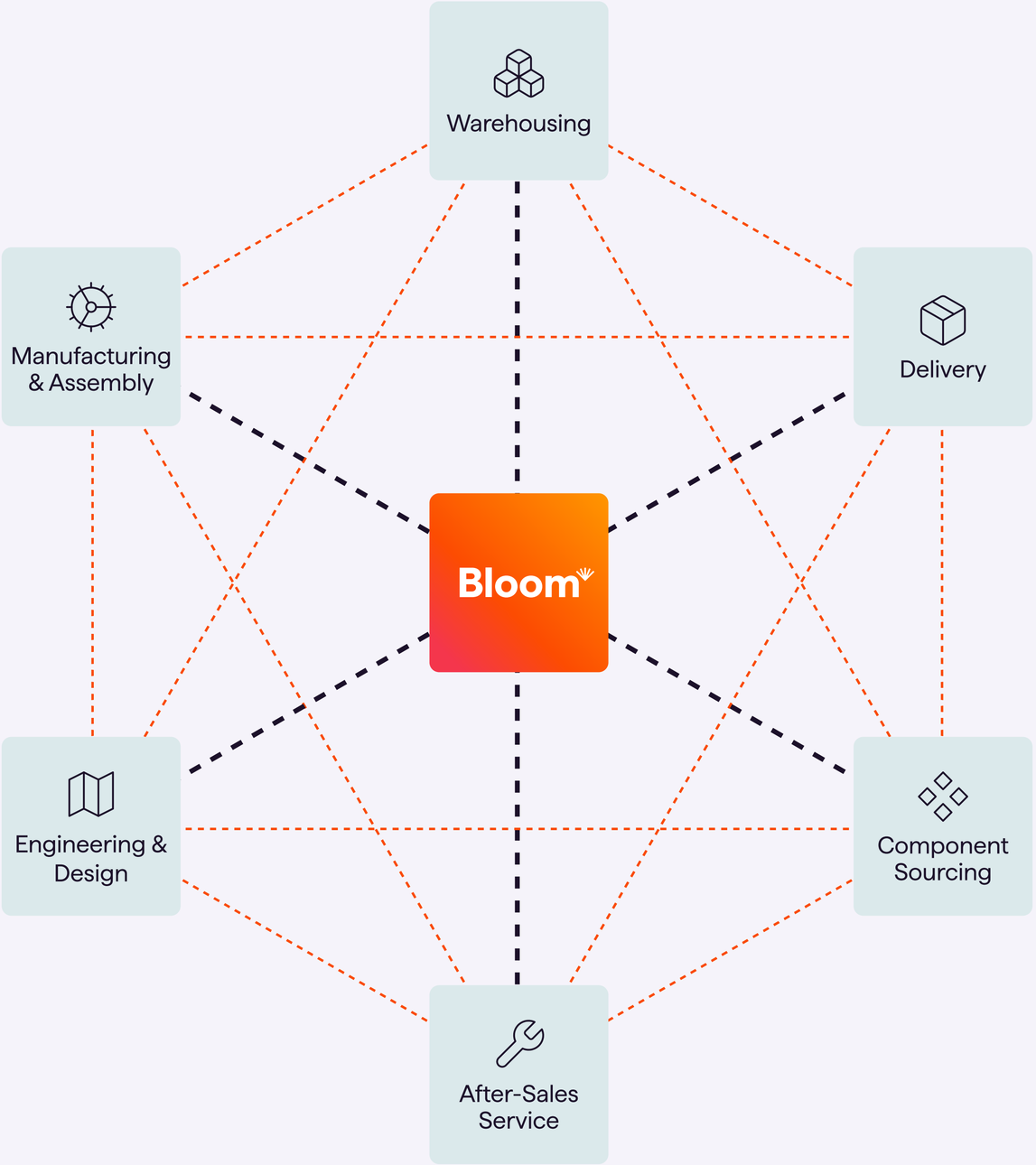
Guides Providers through onboarding, qualification process along with assisting with RFQ response and managing the projects on the platform.

Ops Agent

Acts as co-pilot for Ops that tracks activity, guides in matchmaking decisions, helps craft customer responses, and summarizes project health with next-best actions

The Bloom Network

Bloom intelligently matches hardware brands with vetted supply chain and operations partners. Brands gain greater efficiency, resilience, and cost savings. Providers benefit through higher volume, smoother processes, and access to new markets with lower risk.



The Supply Side

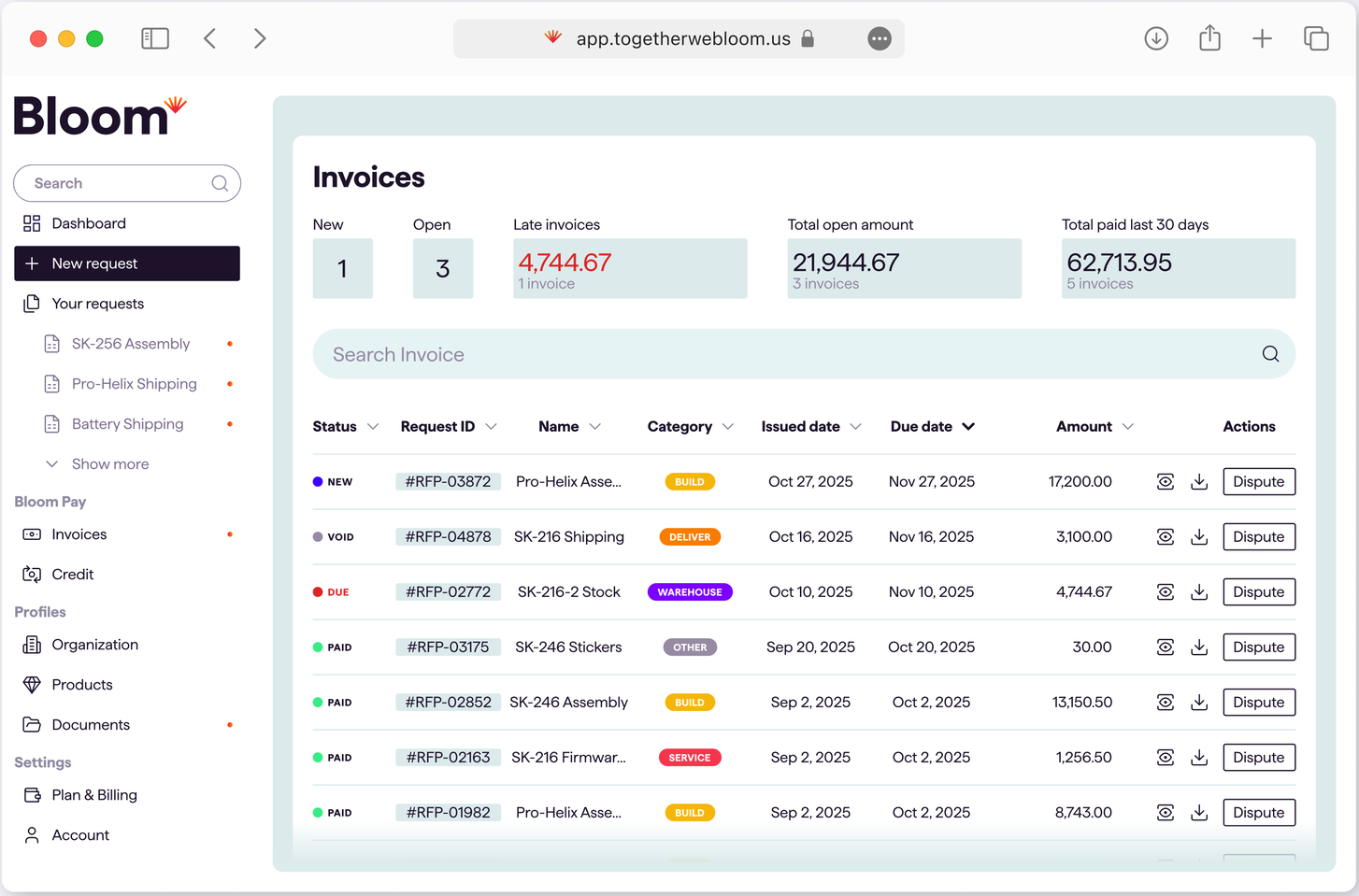
Bloom has qualified over 5,000 providers and works with some of the largest and most capable providers across North America and Europe. We are building the most structured dataset of hardware providers in these regions.

	Number of providers	Evidence of past projects	Capability decks & certifications	Scraped publicly available data
LEVEL 3 ★★★	80+	✓	✓	✓
LEVEL 2 ★★☆	400+	✗	✓	✓
LEVEL 1 ★☆☆	5,000+	✗	✗	✓

Bloom PAY

Hardware supply chains stall without efficient ways to pay providers. Bloom uses platform data to connect hardware companies with financial partners, enabling supply chain financing without balance sheet risk. This unlocks volume, creates stickiness and strengthens provider economics.

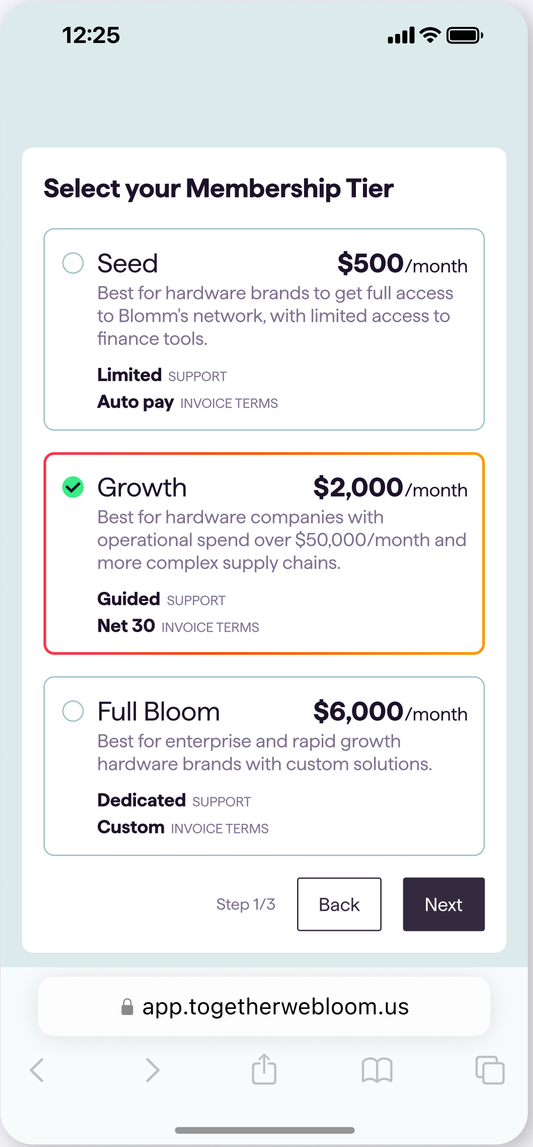
PRODUCT	PARTNER	RELEASE
Consolidated Invoicing	stripe | Connect	Spring 2025
Invoice Factoring	oatfi	Fall 2025
Working Capital	pipe	Spring 2026
Inventory Financing	TANGIBLE	Summer 2026
AR / PO Financing	[IN DISCUSSION]	-
Bloom SCORE	Bloom	-

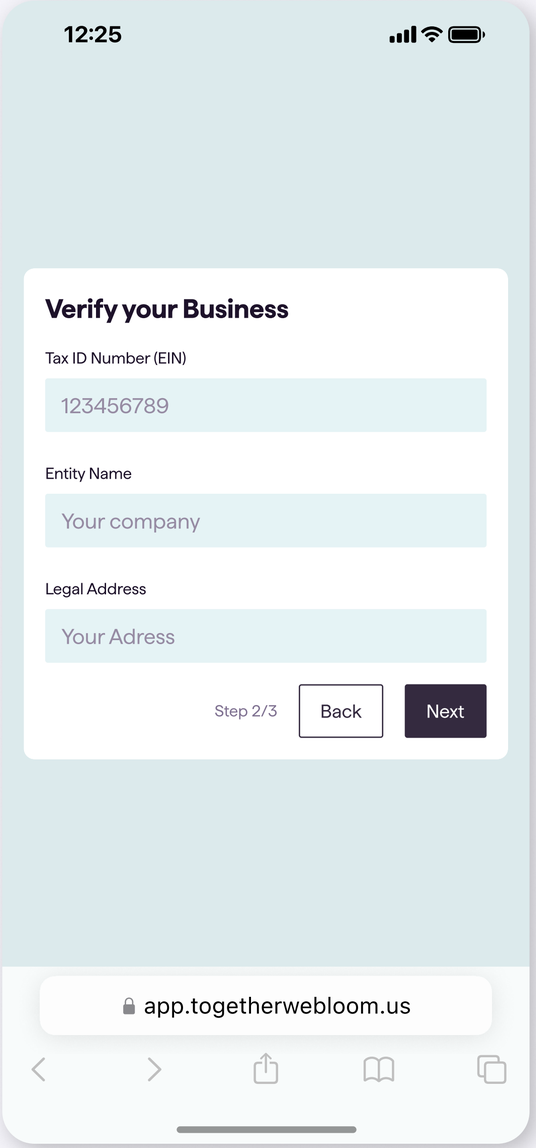


Monetization

Hardware companies subscribe to access the Platform capabilities and Bloom earns a take on the booked services.

		TAKE RATE
BUILD	Manufacturing & Assembly	4-10%
DELIVER	Warehousing & Shipping	7-12%
SERVICE	Customer support & After Sales [2]	10%
Bloom PAY [3]		13-20%





1. *Bloom membership is paid by hardware companies on a 12-month agreement.*
2. *Currently, Bloom does not capture a service charge for managing the network. The longer-term vision is to transition towards a larger capture of the service market as we see the maintenance of vehicles and products continue to grow.*
3. *Bloom's take rate reflects only our share of financing charges; partners providing underwriting and balance-sheet risk retain the remainder.*

The Demand Side

Some of the fastest-growing hardware companies are leveraging Bloom. The value is simple: utilize the Bloom Platform to better manage your supply chain instead of adding operations headcount.

MEMBERS (HARDWARE BRANDS)

100+ Active

200+ Total

FINANCIAL TIMES

"...[Bloom] matchmakes companies with manufacturers, distributors and suppliers all based in the US, its all about hardware, from e-bikes to drones, robots to telescopes..."

TOYOTA

"Bloom helped us move like a nimble startup. They introduced the right partners and helped us avoid months of figuring out crucial pieces of the supply chain for a new vehicle."

— Brad Baskin, Senior Engineer, TMNA (Toyota North America)

TC

Transportation

Bloom is reinventing how e-bikes are made in the US

Blooming Industries

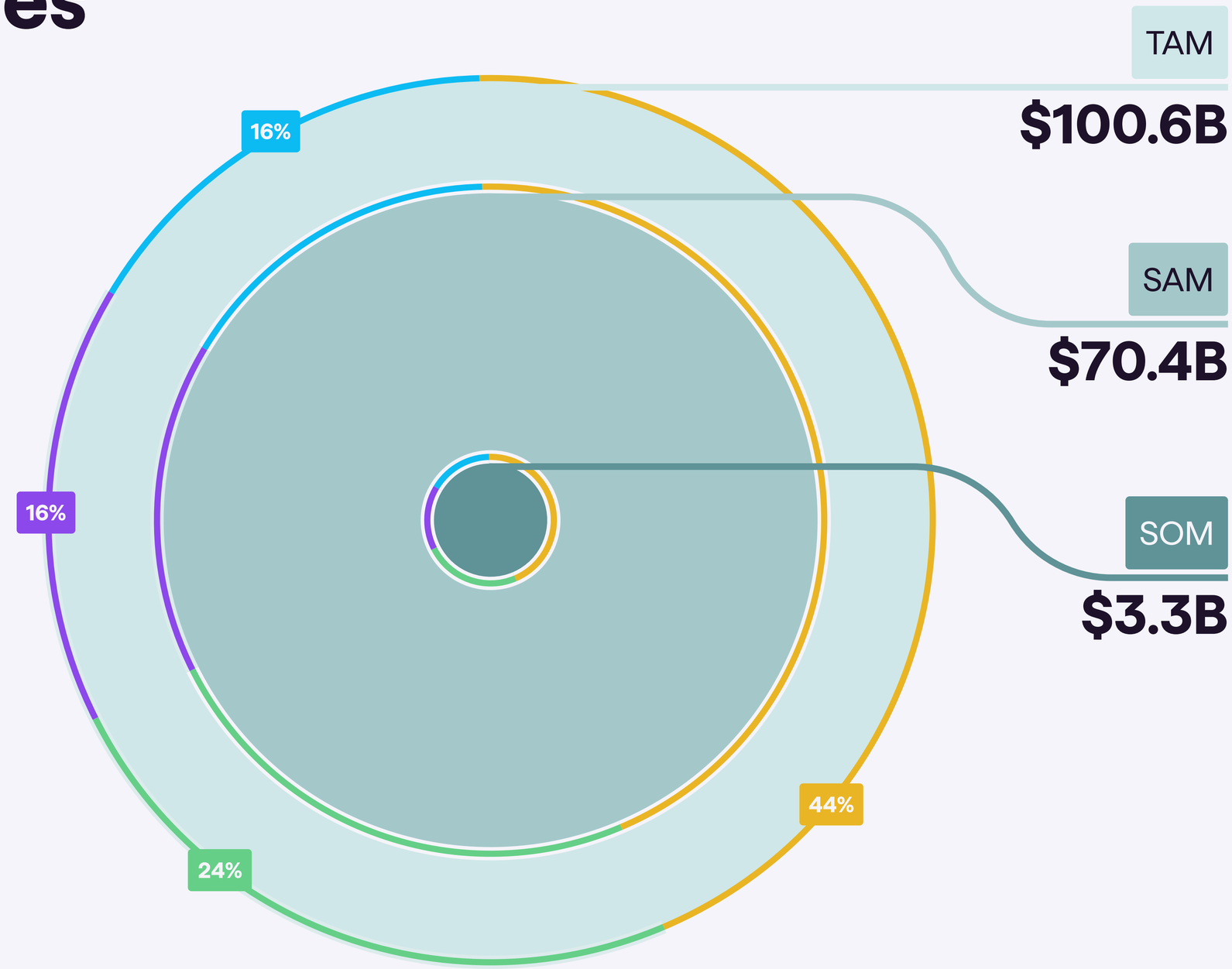
Bloom has targeted mobility, drones, robotics, and clean tech, categories with accelerating production cycles and rising demand.
Our serviceable market is anchored in the operational workflows already transitioning onto Bloom's platform.

$20B 15% CAGR
MOBILITY

$6.5B 17% CAGR
DRONES

$5B 30% CAGR
CLEAN TECH

$10B 8% CAGR
ROBOTICS



1. McKinsey & Co; March 2024. Spotlight on Mobility Trends.
2. KBV Research; April 2024. North America Mobile Robotics Market Size, Share & Trends Analysis Report By Component (Hardware, Software, and Support & Service), By Product, By Application By Country and Growth Forecast, 2024 - 2031
3. Fortune Business Insights; July 2024. Unmanned Aerial Vehicle (UAV) Market Size 2023-2030

Financials

	2025 (Actuals)	**Yr 1** 2026	**Yr 2** 2027	**Yr 3** 2028	**Yr 4** 2029	**Yr 5** 2030	**Yr 6** 2031	**Yr 7** 2032
Starting Members	103	103	200	400	800	1,590	2,476	3,093
Gross New Members	-	107	220	440	854	1,013	815	1,019
Churned Members	-	5	10	20	32	64	99	124
Ending Members (Avg)	**103**	**200**	**400**	**800**	**1,590**	**2,476**	**3,093**	**3,865**
Build	$ 973,970	$ 6,263,336	$ 30,213,376	$ 108,230,774	$ 251,916,698	$ 365,357,525	$ 536,879,004	$ 784,771,103
Deliver	$ 494,809	$ 3,758,002	$ 18,128,026	$ 64,938,465	$ 151,150,019	$ 219,214,515	$ 322,127,402	$ 470,862,662
Service	$0	$ 137,311	$ 1,428,868	$ 8,097,883	$ 19,707,575	$ 29,025,150	$ 42,602,956	$ 60,435,862
Finance	$0	$ 1,653,521	$ 12,568,764	$ 60,609,234	$ 166,265,021	$ 280,594,579	$ 474,601,039	$ 751,371,245
Gross Market Volume (GMV) *GMV Growth*	**$ 1,468,779**	**$ 11,812,169** **704%**	**$ 62,339,034** **428%**	**$ 241,876,356** **288%**	**$ 589,039,313** **144%**	**$ 894,191,769** **52%**	**$ 1,376,210,402** **54%**	**$ 2,067,440,871** **50%**
Membership Revenue	$ 766,500	$ 2,430,000	$ 4,860,000	$ 9,720,000	$ 18,720,000	$ 29,832,000	$ 37,146,000	$ 46,314,000
Total Transaction Revenue	$ 94,147	$ 990,812	$ 4,975,544	$ 18,800,127	$ 44,609,041	$ 61,675,995	$ 92,443,847	$ 137,297,091
CAC / Discount	($ 317,533)	($ 260,457)	($ 501,348)	($ 555,460)	($ 697,190)	($ 946,658)	($ 1,268,336)	($ 1,674,805)
Gross Revenue	**$ 543,114**	**$ 3,160,356**	**$ 9,334,196**	**$ 27,964,667**	**$ 62,631,851**	**$ 90,561,337**	**$ 128,321,511**	**$ 181,936,286**
Payment Processing	$ 2,731	$ 28,734	$ 144,291	$ 526,404	$ 1,204,444	$ 1,603,576	$ 2,311,096	$ 3,432,427
Support Labor (ops allocated to tx)	$ 14,122	$ 148,622	$ 597,065	$ 1,880,013	$ 3,568,723	$ 3,700,560	$ 4,622,192	$ 5,491,884
AI / Infrastructure Costs	$ 1,883	$ 19,816	$ 149,266	$ 752,005	$ 2,230,452	$ 3,083,800	$ 5,546,631	$ 8,237,825
Total COGS	**$ 18,736**	**$ 197,172**	**$ 890,622**	**$ 3,158,421**	**$ 7,003,619**	**$ 8,387,935**	**$ 12,479,919**	**$ 17,162,136**
Staffing & Benefits	$ 1,380,148	$ 2,496,650	$ 4,764,638	$ 6,789,195	$ 8,965,806	$ 12,892,875	$ 16,728,861	$ 20,954,405
Insurance	$ 5,747	$ 71,750	$ 111,143	$ 146,412	$ 183,599	$ 249,665	$ 314,603	$ 385,814
Marketing	$ 15,000	$ 120,000	$ 480,000	$ 864,000	$ 1,555,200	$ 2,799,360	$ 5,038,848	$ 9,069,926
Professional Services/Consultants	$ 60,370	$ 225,000	$ 337,500	$ 506,250	$ 759,375	$ 1,139,063	$ 1,708,594	$ 2,562,891
Rent/Newlab	$ 78,637	$ 20,000	$ 35,000	$ 61,250	$ 107,188	$ 187,578	$ 328,262	$ 574,458
T&E	$ 102,492	$ 112,625	$ 194,464	$ 282,506	$ 392,056	$ 572,925	$ 794,160	$ 1,087,947
Total Opex	**$ 1,642,394**	**$ 3,046,025**	**$ 5,922,744**	**$ 8,649,613**	**$ 11,963,223**	**$ 17,841,465**	**$ 24,913,327**	**$ 34,635,441**
EBITDA	**($1,117,916)**	**($82,841)**	**$ 2,520,830**	**$ 16,156,633**	**$ 43,665,009**	**$ 64,331,937**	**$ 90,928,264**	**$ 130,138,709**

The Future of Supply Chains

	THE OLD WAY	Bloom
Providers	Do You know a Guy? Trade show guessing	Structured comparison, verified capabilities, faster matching
Capacity	Invisible, reactive, inconsistent	Verified capacity across a vetted network
Billing	Fragmented invoicing across dozens of vendors	Integrated, unified, consolidated billing with dispute resolution
Quotes	Slow, inconsistent, often ignored	Fast, structured, data-driven quoting with clear SLAs
Unit economics	Higher due to supplier fragmentation and low volume leverage	Lower, driven by aggregated network volume and optionality
Operation Expenses	Fixed, heavy overhead to manage suppliers	Lean teams + variable, transparent cost structure
Lead Times	Long global lead times with zero visibility	Localized options for shorter, reliable assembly & manufacturing
Communications	Email chaos. No ownership. No traceability	Centralized, smart workflow with shared context
Scalability	Ops bottlenecks compound with growth	Asset-light, platform-leveraged scaling across providers
Supply Chain Resilience	Fragile global exposure, single points of failure	Anti-fragile, diversified domestic/nearshore network
Learning Curve	By making your own mistakes	Smarter with every booking through network learning

Bloom Leadership

A leadership team uniquely deep in hardware, AI, marketplaces, and supply chain execution.

Justin Kosmides

CEO, Co-founder

10+ yrs in investment banking followed by 4+ yrs scaling a global ebike brand that successfully moved their production onshore

Vela · BARCLAYS

Chris Nolte

President/CMO, Co-founder

12+ yrs in the e-bike industry, including running one of the largest retailers and service operations. Iraq war vet with 5 yrs in Army logistics

Propel · U.S. ARMY

Markus Vitulli

COO, Founding Member

13+ yrs scaling marketplaces, over a decade at Airbnb in the senior leadership in growth and operations.

airbnb · Swimply

Hitesh Chudasama

CTO, Founding Member

20+ yrs leading engineering, data, and AI teams across high-growth startups and Fortune 500s—including platform and product leadership at eBay and Upwork

upwork · ebay

Mike Albelson

Director of Partner Network

20+ yrs in automotive strategy, supply chains & EV, including 5+ yrs leading U.S. operations/ manufacturing at Arrival Electric Vehicles

ARRIVAL · gm

Kevin Klein

Business Development, Founding Member

18+ yrs in global D2C, B2D, and B2B sales of technical products and consumer goods across the cleantech & consumer electronics

cake · GOALZERO

Bloom Advisory Board

Diego Rodriguez

Supporting Marketplace

Former IDEO Partner; Board of Directors at TrueCar

d. HASSO PLATTNER Institute of Design at Stanford · TrueCar

Patrick Mondi

Supporting Legal

Former Global Head of Supply Chain & Logistics at Lime

Lime · thoro.ai

Diana Pincus

Supporting Build Vertical

Seasoned manufacturing exec (COO at Sphero, ex-MakerBot)

sphero · MakerBot

Anthony Moschella

Supporting Build Vertical

Head of Hardware at Fauna Robotics; former VP Hardware at MakerBot

PELOTON · fauna robotics

Greg Morello

Supporting Deliver Vertical

Former Executive at Whiplash, a 3PL logistics provider

Ryder · whiplash

Bloom

The intelligent supply chain marketplace reshaping how hardware is built, delivered, and serviced.

CONTACT

Justin Kosmides
justin@togetherwebloom.us

DISCLAIMER

These materials and any presentation or spreadsheet of which they form a part are being provided by Bloom (the "Company") on a confidential basis and are intended solely for the information of the person(s) to whom they have been transmitted for discussion purposes only. The information in these materials is proprietary information of the Company and may not be disclosed, reproduced or otherwise disseminated to third parties in whole or in part without the Company's prior written consent. By accepting delivery of these materials and receiving any other oral or written information provided by the Company or its representatives, the recipient agrees to keep confidential the contents of these materials and such other information and not to disclose the same to any third party or otherwise use the same for any purpose other than evaluating an investment in the Company.

These materials and the presentations or spreadsheet of which they are a part, and the summaries contained herein, do not purport to be complete and no obligation to update or otherwise revise such information is being assumed. Nothing shall be relied upon as a promise or representation as to the future performance of the Company. The information contained herein is not intended to provide, and should not be relied upon for, accounting, legal or tax advice or investment recommendations. Prospective investors should also seek advice from their own independent tax, accounting, financial, investment and legal advisors to properly assess the merits and risks associated with an investment in the Company in light of their own financial condition and other circumstances.

These materials are not an offer to sell securities and are not soliciting an offer to buy securities in any jurisdiction where the offer or sale is not permitted. These materials are not advice, a recommendation or an offer to enter into any transaction with the Company or any of its affiliates. There is no guarantee that any of the goals, targets or objectives described in these materials will be achieved.

Some statements and information in these materials represent the Company's expectations and involve certain risks and uncertainties. These forward-looking statements may include figurative projections or be identified by the use of words such as "may," "will," "expect," "intend," "anticipate," "estimate," "believe," "plan," "project" or other similar language. The Company has based these forward-looking statements on its current expectations and projections about future events.

The Company believes that the expectations and assumptions that have been made with respect to these forward-looking statements are reasonable. However, such expectations and assumptions may prove to be incorrect. A number of factors could lead to results that may differ from those expressed or implied by the forward-looking statements. Given this level of uncertainty, prospective investors should not place undue reliance on any forward-looking statements.