

# Bloom<sup>®</sup>

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<sup>®</sup>

# 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.



# The Bloom<sup>™</sup> 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.

The screenshot shows the Bloom web application interface. On the left is a chat window with a message from Alex from Skyport: "I need to change it to 200 units in the first production batch." A response from Lindsey from Bloom\* says: "We updated to 200 units." Below the chat is a button for "SK-256 Assembly Request v1.2" and a "/Run RecAgent" button. On the right is the "SK-256 Assembly Recommendation Agent" interface, which includes a search bar for providers and a list of recommendations:

- ReBuild Manufacturing** (Multiple, 8.8 CS): Send EOI
- Detroit Manufacturing System** (Detroit, MI, 8.4 CS): EOI - ACCEPTED
- Lotus Internation** (Canton Township, MI, 7.7 CS): EOI - OPEN
- Stinner** (Santa Barbara, CA, 6.8 CS): EOI - DECLINED

Each recommendation includes a "Bloom's Take" section. For Detroit Manufacturing System, it states: "A contract manufacturing specialist offering vertically integrated assembly, injection molding, welding, kitting, supply chain and logistics services for small electronics, automotive, industrial and heavy-truck sectors. IATF 16949/ISO 14001 certified. Bloom's Take: They bring robust vertically-integrated manufacturing capability, deep automotive roots, certifications and a proven ability to scale complex projects, making them a strong choice for companies looking for reliable execution. However, their heritage and specialization in automotive systems means they may be less optimized for ultra-light drone-specific manufacturing needs, novel materials or hyper-agile environments."

This screenshot shows a mobile chat interface for "SK-256 Assembly Request". The chat history includes a message from Lindsey from Bloom\* at 7:52pm on Oct 28: "Okay, what would you like to correct?" and a response at 8:13am on Oct 29: "I need to change it to 200 units in the first production batch." A subsequent message at 10:10am on Oct 29 says: "We updated to 200 units." Below the chat is a button for "SK-256 Assembly Request v1.2" and a "Provider Results for Quick Launch Drone Assembly" section. The provider results section includes a "Recommended Provider #1" description: "A contract manufacturing specialist offering vertically integrated assembly, injection molding, welding, kitting, supply chain and..."

This screenshot shows the Bloom mobile dashboard. The top section is the "Requests" overview, showing 1 New, 15 Requests, and 8 Open requests. Below this are two cards for "SK-256 Assembly" (May 2, 2025) with a "BUILD" button and "MATCHMAKING" status, and "Pro-Helix S" (May 2, 2025) with a "BOOKED" status. The bottom section is the "Invoices" overview, showing 1 New, 2 Unpaid, and a total of \$150,000 for this month. Below this is a table of invoices:

Status	Item	Amount
NEW	Pro-Helix Assembly	17,200.00
VOID	SK-216 Shipping	3,100.00
PAID	SK-246 Stickers	30.00
DUE	SK-216-2 Assembly	4,744.67

# AI-native infrastructure purpose-built for hardware supply chains

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

**Unified Data Intelligence**

**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

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

**Matchmaking Engine**

**Autonomous Workflows**

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



**Bloom**

**AGENTIC SYSTEM**

## **Brand Agent**

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

## **Provider Agent**

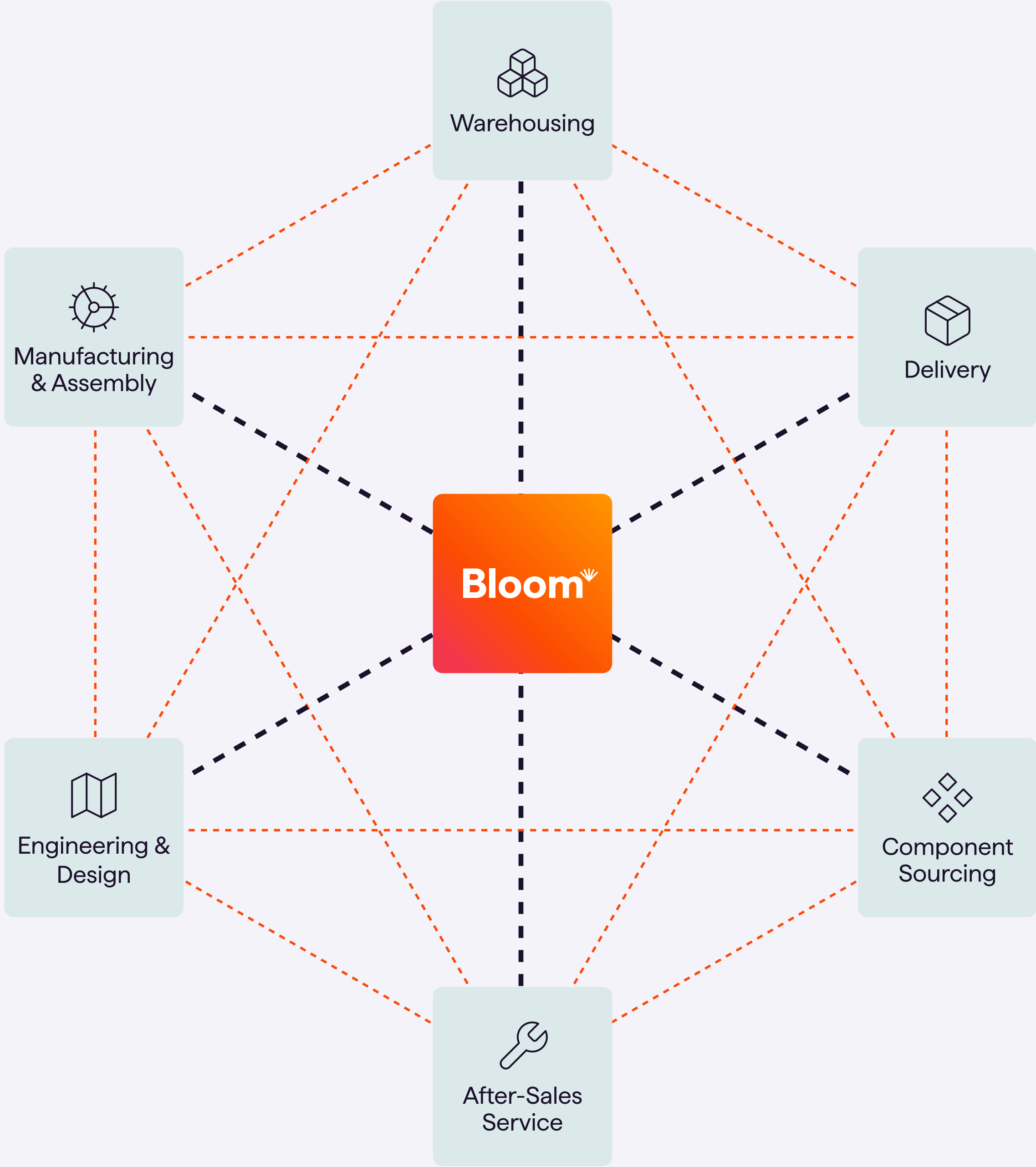
Guides Providers through onboarding, qualification process along with assisting with RFQ response and managing the projects on the platform.

## **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<sup>🌸</sup> 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.

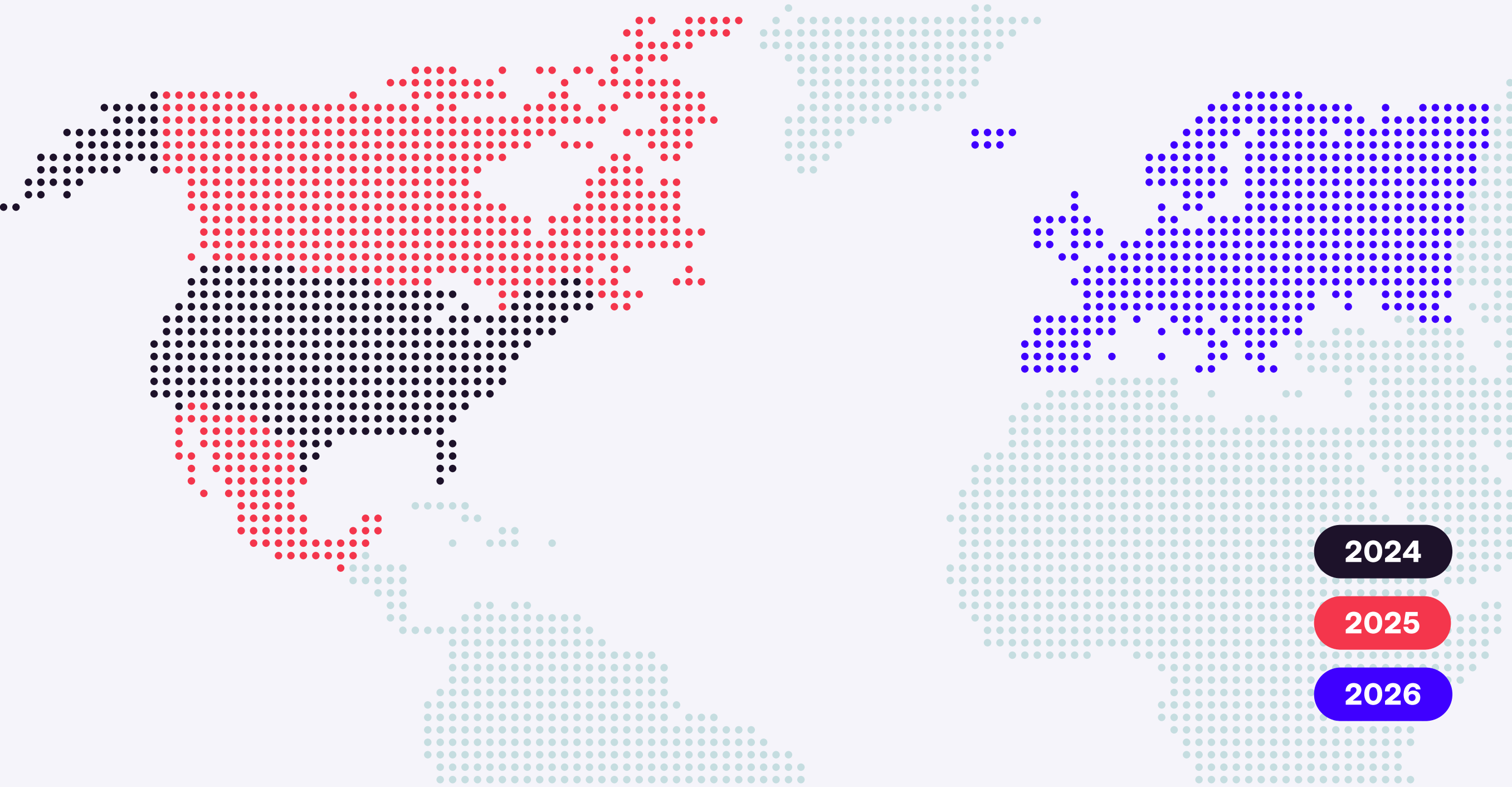


# The Supply Side

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
<b>LEVEL 3</b> ★ ★ ★	80+	✓	✓	✓
<b>LEVEL 2</b> ★ ★ ☆	400+	✗	✓	✓
<b>LEVEL 1</b> ★ ☆ ☆	5,000+	✗	✗	✓

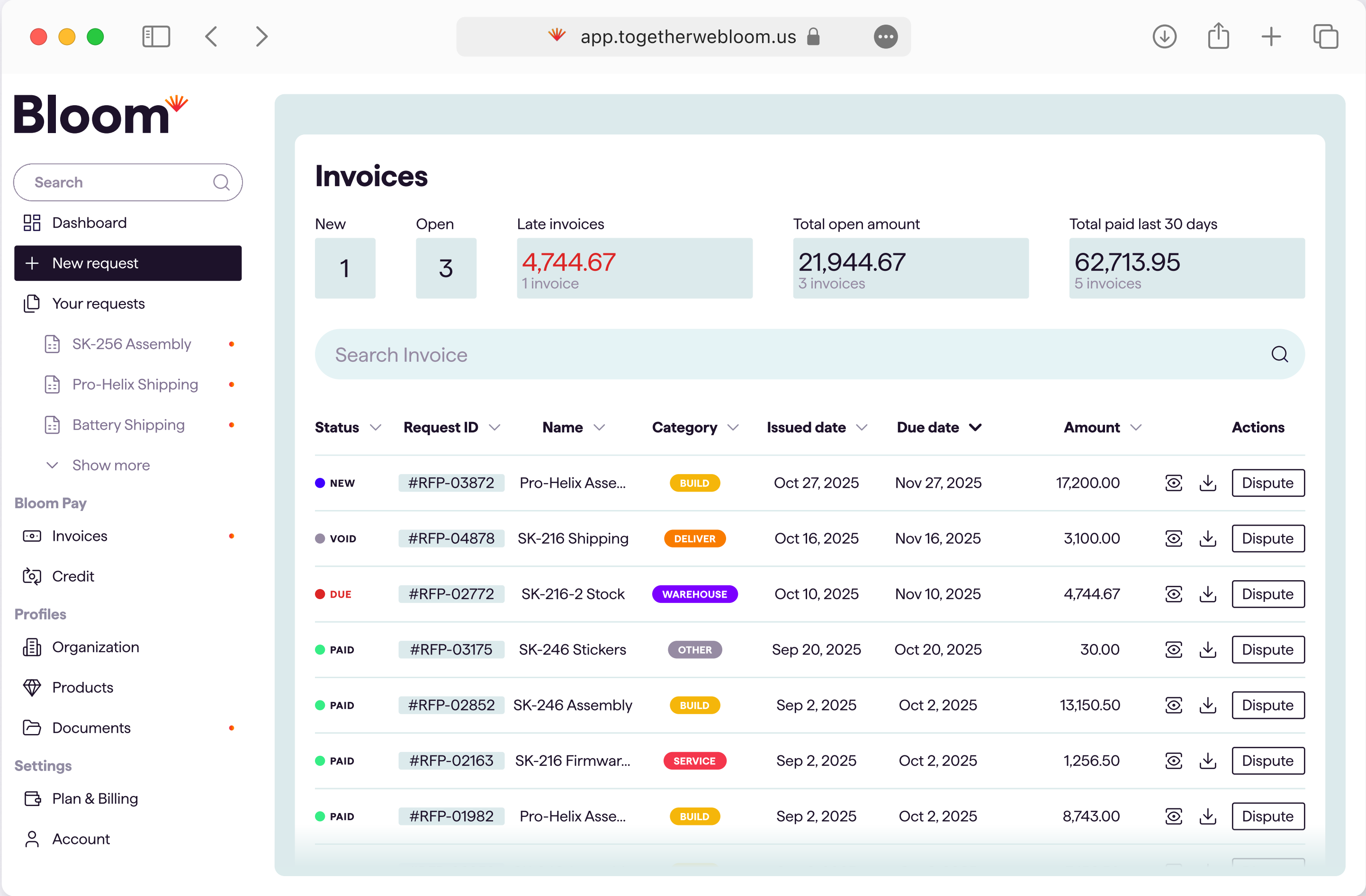


2024  
2025  
2026

# Bloom<sup>🌸</sup> 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	<b>stripe</b>    Connect	Spring 2025
Invoice Factoring	<b>oatfi</b>	Fall 2025
Working Capital	 <b>pipe</b>	Spring 2026
Inventory Financing	<b>TANGIBLE</b>	Summer 2026
AR / PO Financing	[ IN DISCUSSION ]	-
<b>Bloom<sup>🌸</sup> SCORE</b>	<b>Bloom<sup>🌸</sup></b>	-



The screenshot shows the Bloom Pay web application interface. The browser address bar displays 'app.togetherwebloom.us'. The main content area is titled 'Invoices' and features a summary dashboard with the following data:

- New: 1
- Open: 3
- Late invoices: 4,744.67 (1 invoice)
- Total open amount: 21,944.67 (3 invoices)
- Total paid last 30 days: 62,713.95 (5 invoices)

Below the summary is a search bar labeled 'Search Invoice'. The main table lists individual invoices with the following columns: Status, Request ID, Name, Category, Issued date, Due date, Amount, and Actions. The table contains 8 rows of invoice data.

Status	Request ID	Name	Category	Issued date	Due date	Amount	Actions
NEW	#RFP-03872	Pro-Helix Asse...	BUILD	Oct 27, 2025	Nov 27, 2025	17,200.00	📄 ⬇️ Dispute
VOID	#RFP-04878	SK-216 Shipping	DELIVER	Oct 16, 2025	Nov 16, 2025	3,100.00	📄 ⬇️ Dispute
DUE	#RFP-02772	SK-216-2 Stock	WAREHOUSE	Oct 10, 2025	Nov 10, 2025	4,744.67	📄 ⬇️ Dispute
PAID	#RFP-03175	SK-246 Stickers	OTHER	Sep 20, 2025	Oct 20, 2025	30.00	📄 ⬇️ Dispute
PAID	#RFP-02852	SK-246 Assembly	BUILD	Sep 2, 2025	Oct 2, 2025	13,150.50	📄 ⬇️ Dispute
PAID	#RFP-02163	SK-216 Firmwar...	SERVICE	Sep 2, 2025	Oct 2, 2025	1,256.50	📄 ⬇️ Dispute
PAID	#RFP-01982	Pro-Helix Asse...	BUILD	Sep 2, 2025	Oct 2, 2025	8,743.00	📄 ⬇️ Dispute

The left sidebar contains navigation options: Search, Dashboard, New request, Your requests (SK-256 Assembly, Pro-Helix Shipping, Battery Shipping), Bloom Pay (Invoices, Credit), Profiles (Organization, Products, Documents), and Settings (Plan & Billing, Account).

# Monetization

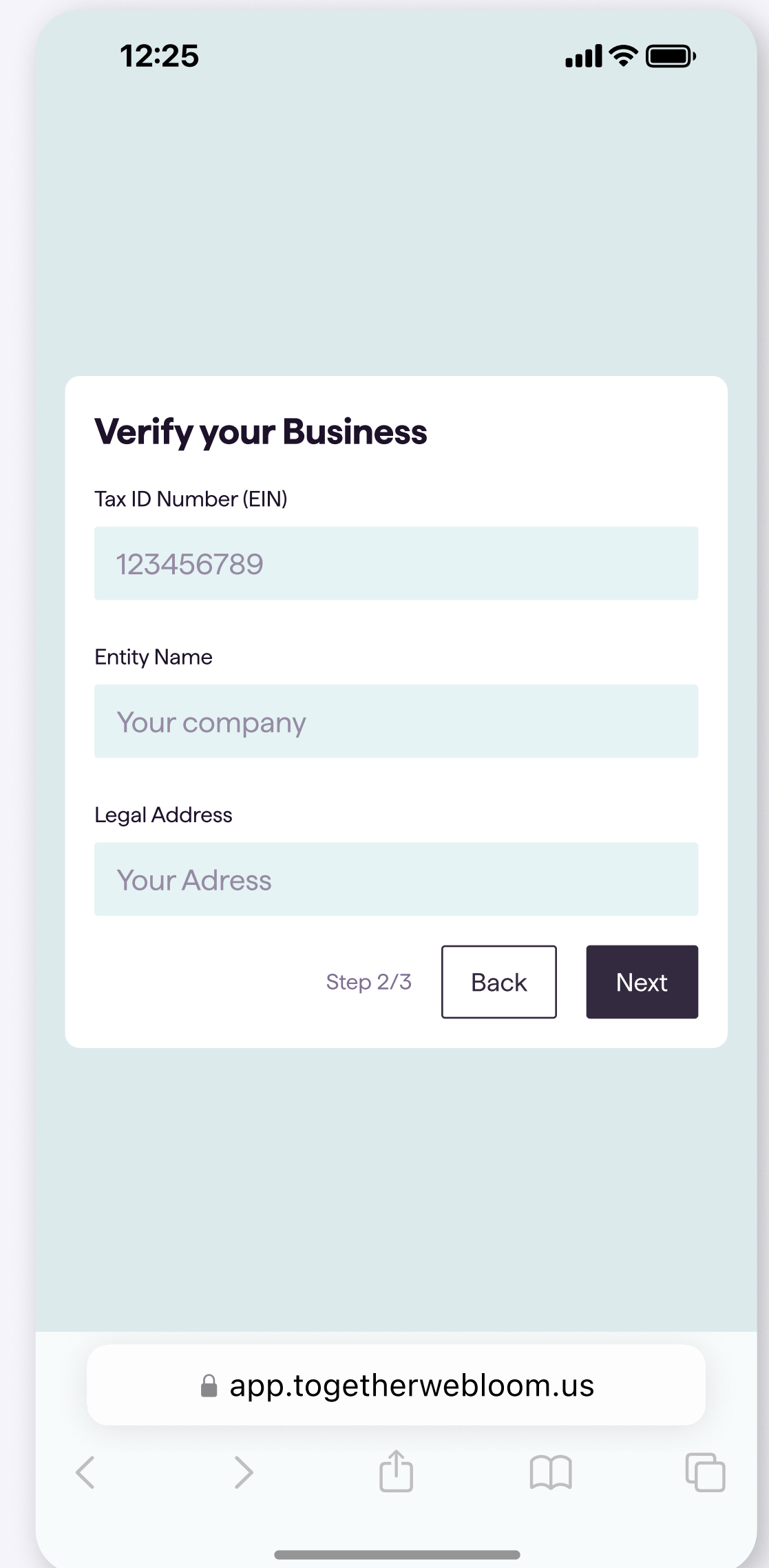
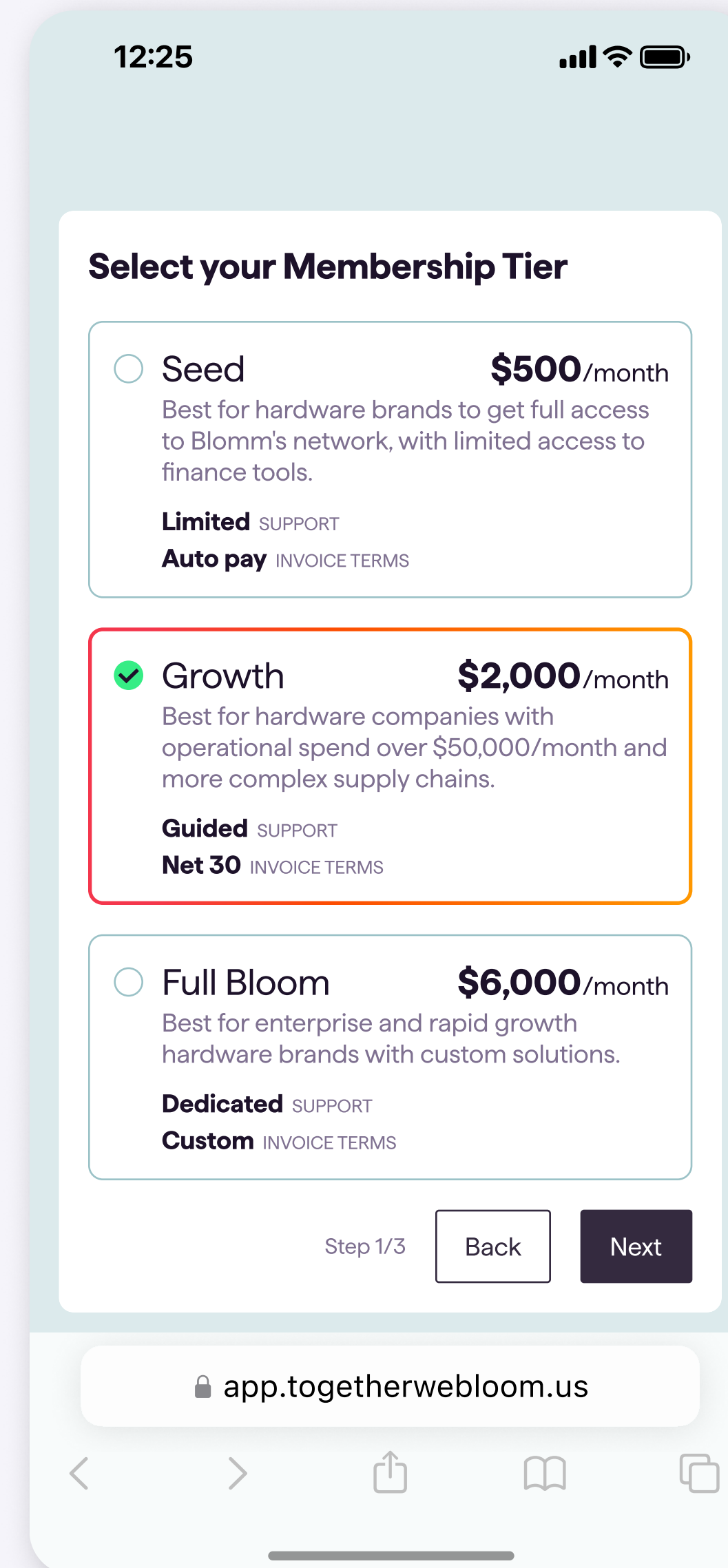
Hardware companies subscribe to access the Platform capabilities and Bloom earns a take on the booked services.

	TAKE RATE
<b>BUILD</b> Manufacturing & Assembly	<b>4-10%</b>
<b>DELIVER</b> Warehousing & Shipping	<b>7-12%</b>
<b>SERVICE</b> Customer support & After Sales <sup>2</sup>	<b>10%</b>
<b>Bloom<sup>3</sup> PAY</b>	<b>13-20%</b>

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...”



**TC**

Transportation

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



## 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)



# Financials

	2025 (Actuals)	Yr 1 2026	Yr 2 2027	Yr 3 2028	Yr 4 2029	Yr 5 2030	Yr 6 2031	Yr 7 2032
<b>Starting Members</b>	103	103	200	400	800	1,590	2,476	3,093
<b>Gross New Members</b>	-	107	220	440	854	1,013	815	1,019
<b>Churned Members</b>	-	5	10	20	32	64	99	124
<b>Ending Members (Avg)</b>	<b>103</b>	<b>200</b>	<b>400</b>	<b>800</b>	<b>1,590</b>	<b>2,476</b>	<b>3,093</b>	<b>3,865</b>
<b>Build</b>	\$ 973,970	\$ 6,263,336	\$ 30,213,376	\$ 108,230,774	\$ 251,916,698	\$ 365,357,525	\$ 536,879,004	\$ 784,771,103
<b>Deliver</b>	\$ 494,809	\$ 3,758,002	\$ 18,128,026	\$ 64,938,465	\$ 151,150,019	\$ 219,214,515	\$ 322,127,402	\$ 470,862,662
<b>Service</b>	\$0	\$ 137,311	\$ 1,428,868	\$ 8,097,883	\$ 19,707,575	\$ 29,025,150	\$ 42,602,956	\$ 60,435,862
<b>Finance</b>	\$0	\$ 1,653,521	\$ 12,568,764	\$ 60,609,234	\$ 166,265,021	\$ 280,594,579	\$ 474,601,039	\$ 751,371,245
<b>Gross Market Volume (GMV)</b>	<b>\$ 1,468,779</b>	<b>\$ 11,812,169</b>	<b>\$ 62,339,034</b>	<b>\$ 241,876,356</b>	<b>\$ 589,039,313</b>	<b>\$ 894,191,769</b>	<b>\$ 1,376,210,402</b>	<b>\$ 2,067,440,871</b>
<i>GMV Growth</i>		<b>704%</b>	<b>428%</b>	<b>288%</b>	<b>144%</b>	<b>52%</b>	<b>54%</b>	<b>50%</b>
<b>Membership Revenue</b>	\$ 766,500	\$ 2,430,000	\$ 4,860,000	\$ 9,720,000	\$ 18,720,000	\$ 29,832,000	\$ 37,146,000	\$ 46,314,000
<b>Total Transaction Revenue</b>	\$ 94,147	\$ 990,812	\$ 4,975,544	\$ 18,800,127	\$ 44,609,041	\$ 61,675,995	\$ 92,443,847	\$ 137,297,091
<b>CAC / Discount</b>	(\$ 317,533)	(\$ 260,457)	(\$ 501,348)	(\$ 495,460)	(\$ 525,602)	(\$ 518,350)	(\$ 478,859)	(\$ 434,886)
<b>Gross Revenue</b>	<b>\$ 543,114</b>	<b>\$ 3,160,356</b>	<b>\$ 9,334,196</b>	<b>\$ 28,024,667</b>	<b>\$ 62,803,439</b>	<b>\$ 90,989,645</b>	<b>\$ 129,110,988</b>	<b>\$ 183,176,205</b>
<b>Payment Processing</b>	\$ 2,731	\$ 28,734	\$ 144,291	\$ 526,404	\$ 1,204,444	\$ 1,603,576	\$ 2,311,096	\$ 3,432,427
<b>Support Labor (ops allocated to tx)</b>	\$ 14,122	\$ 148,622	\$ 597,065	\$ 1,880,013	\$ 3,568,723	\$ 3,700,560	\$ 4,622,192	\$ 5,491,884
<b>AI / Infrastructure Costs</b>	\$ 1,883	\$ 19,816	\$ 149,266	\$ 752,005	\$ 2,230,452	\$ 3,083,800	\$ 5,546,631	\$ 8,237,825
<b>Total COGS</b>	<b>\$ 18,736</b>	<b>\$ 197,172</b>	<b>\$ 890,622</b>	<b>\$ 3,158,421</b>	<b>\$ 7,003,619</b>	<b>\$ 8,387,935</b>	<b>\$ 12,479,919</b>	<b>\$ 17,162,136</b>
<b>Staffing &amp; Benefits</b>	\$ 1,380,148	\$ 2,496,650	\$ 4,764,638	\$ 6,789,195	\$ 8,766,115	\$ 10,247,933	\$ 10,745,014	\$ 11,170,367
<b>Insurance</b>	\$ 5,747	\$ 71,750	\$ 111,143	\$ 146,412	\$ 180,474	\$ 206,879	\$ 217,223	\$ 226,342
<b>Marketing</b>	\$ 15,000	\$ 120,000	\$ 480,000	\$ 624,000	\$ 811,200	\$ 1,054,560	\$ 1,370,928	\$ 1,782,206
<b>Professional Services/Consultants</b>	\$ 60,370	\$ 225,000	\$ 292,500	\$ 380,250	\$ 494,325	\$ 642,623	\$ 835,409	\$ 1,086,032
<b>Rent/Newlab</b>	\$ 78,637	\$ 20,000	\$ 30,000	\$ 45,000	\$ 67,500	\$ 101,250	\$ 151,875	\$ 227,813
<b>T&amp;E</b>	\$ 102,492	\$ 112,625	\$ 184,464	\$ 254,506	\$ 328,467	\$ 398,426	\$ 454,049	\$ 520,549
<b>Total Opex</b>	<b>\$ 1,642,394</b>	<b>\$ 3,046,025</b>	<b>\$ 5,862,744</b>	<b>\$ 8,239,363</b>	<b>\$ 10,648,082</b>	<b>\$ 12,651,671</b>	<b>\$ 13,774,498</b>	<b>\$ 15,013,310</b>
<b>EBITDA</b>	<b>(\$1,117,916)</b>	<b>(\$82,841)</b>	<b>\$ 2,580,830</b>	<b>\$ 16,626,883</b>	<b>\$ 45,151,738</b>	<b>\$ 69,950,039</b>	<b>\$ 102,856,570</b>	<b>\$ 151,000,759</b>

# Blooming Industries

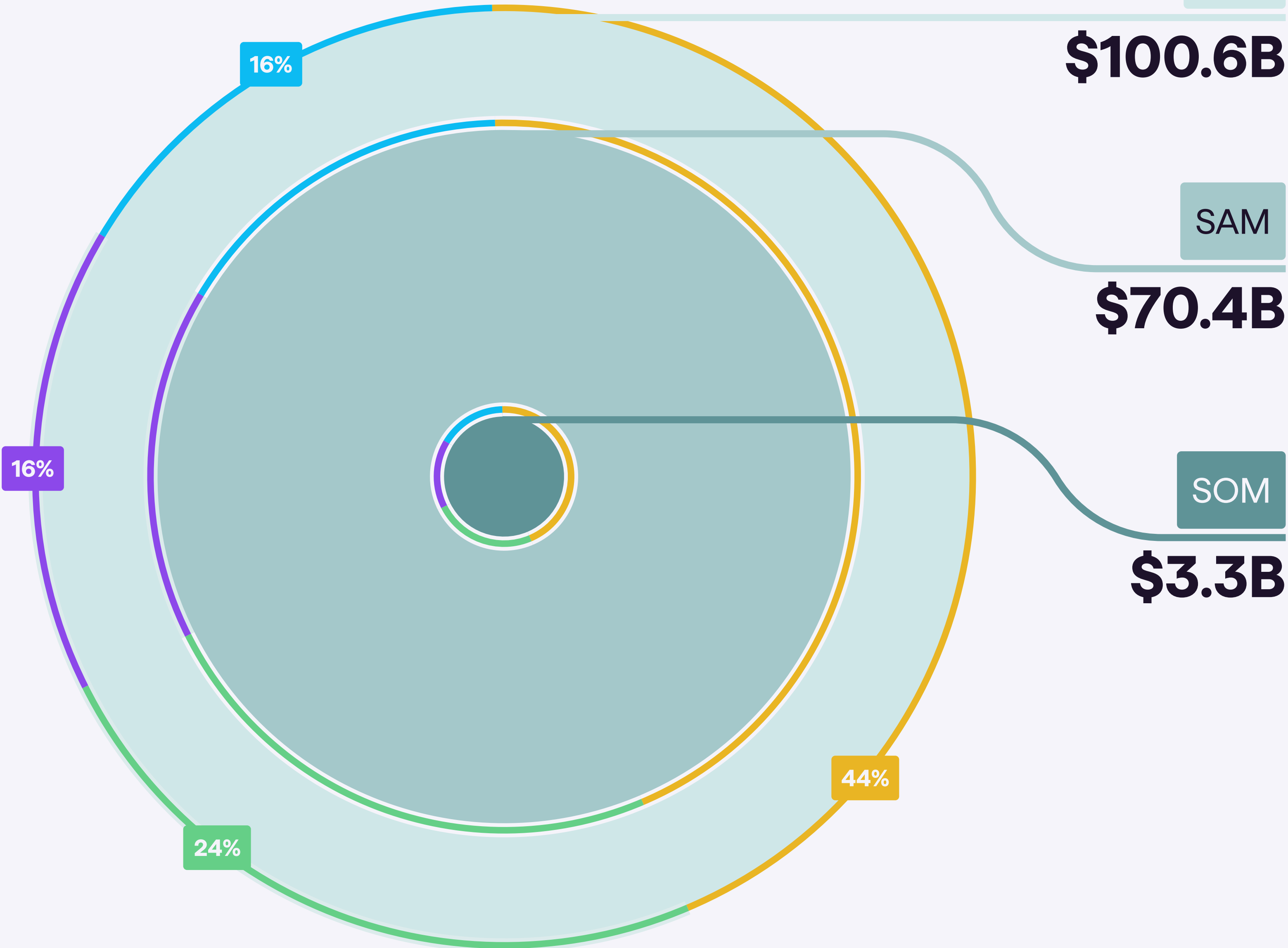
Bloom has targeted mobility, drones, robotics, and clean tech, categories with accelerating production cycles and rising demand. Our serviceable market is anchored in the operational workflows already transitioning onto Bloom's platform.

**\$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*

# The Future of Supply Chains

THE OLD WAY



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

# Bloom<sup>🌸</sup> Leadership

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



**Justin Kosmides**

CEO, Co-founder

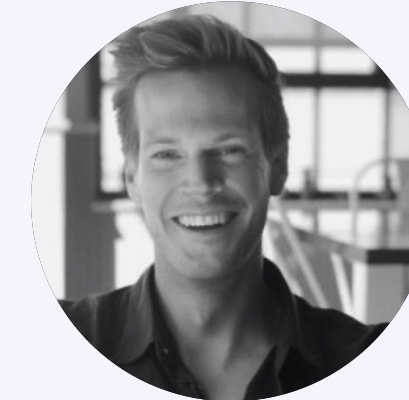
10+ yrs in investment banking followed by  
4+ yrs scaling a global ebike brand that  
successfully moved their production onshore



**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



**Markus Vitulli**

COO, Founding Member

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



**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



**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



**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



# Bloom<sup>👑</sup> Advisory Board



**Diego Rodriguez**

Supporting Marketplace

Former IDEO Partner; Board of Directors at TrueCar



**Patrick Mond**

Supporting Legal

Former Global Head of Supply Chain & Logistics at Lime



**Diana Pincus**

Supporting Build Vertical

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



**Anthony Moschella**

Supporting Build Vertical

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



**Greg Morello**

Supporting Deliver Vertical

Former Executive at Whiplash, a 3PL logistics provider



# Bloom<sup>🌸</sup>

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

CONTACT

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