



 *Made on Main*
Rediscover Made in America

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Industry & problem

The situation

\$2.1T

TAM

3.3%

5 year CAGR

**American
Manufacturing**

250k

Manufacturers

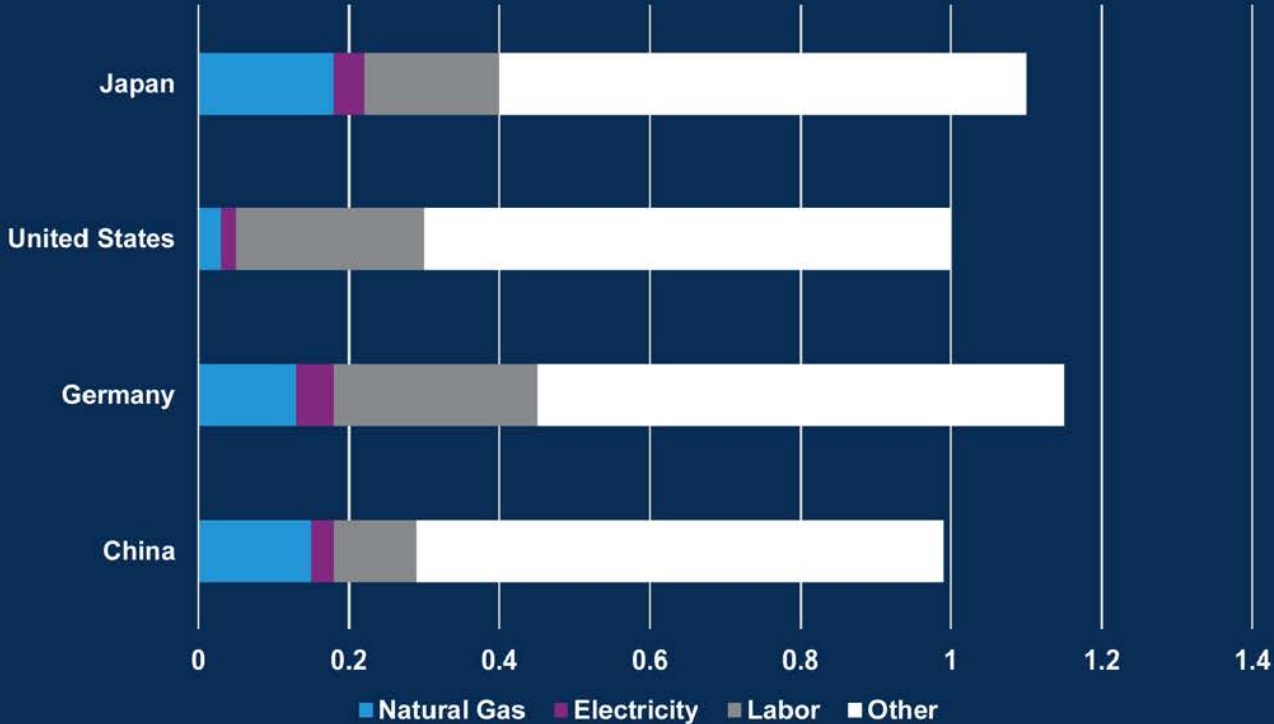
12M

US workers

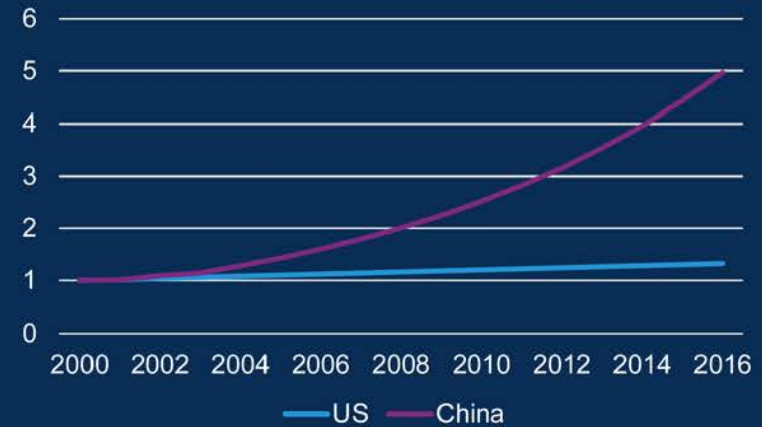
China and the US are at MFG cost parity

Trends in manufacturing - rising wages in China

Direct Manufacturing costs in the US are at parity with those in China



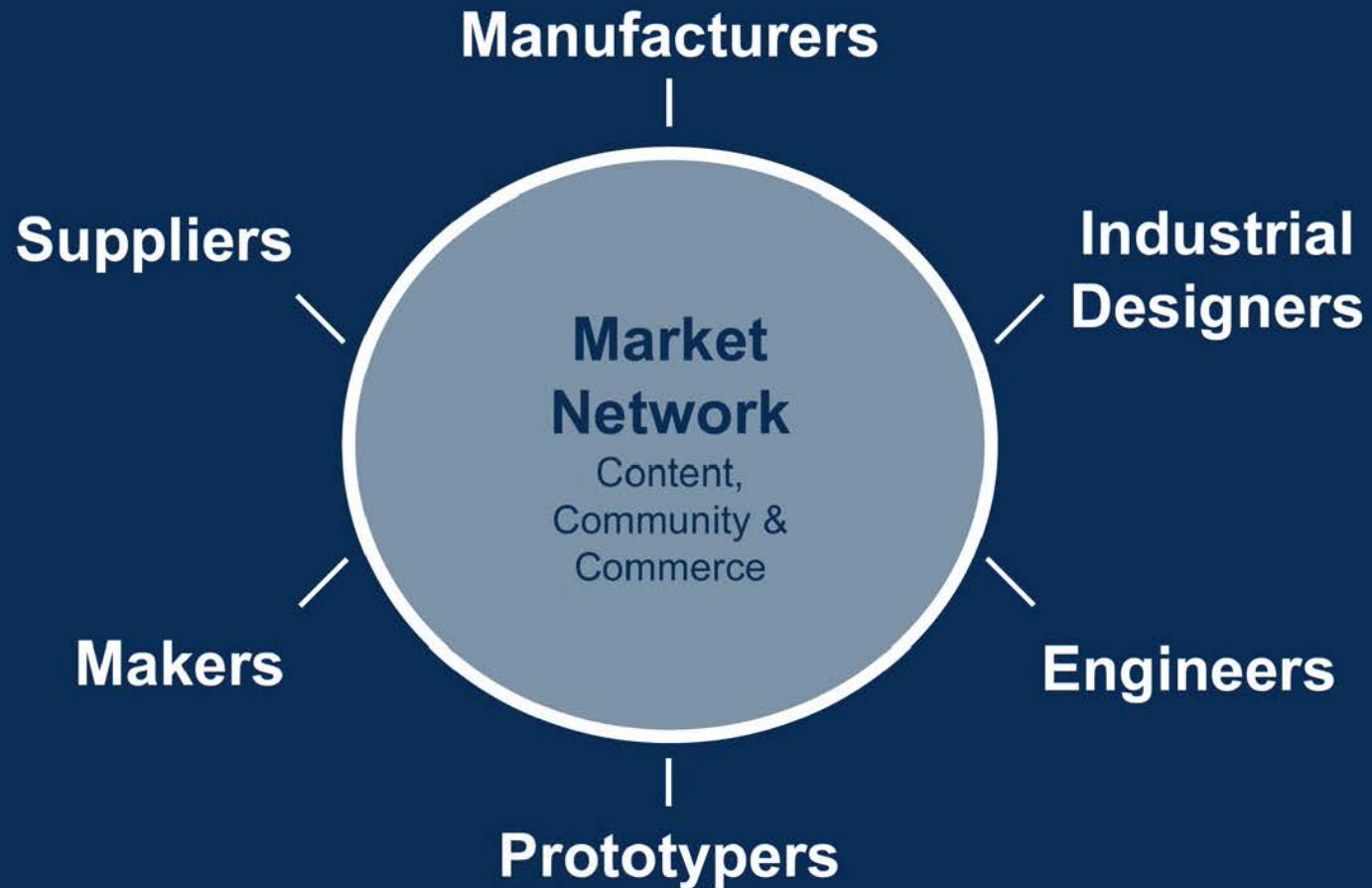
China vs. the US Growth in MFG wages



Source: Boston Consulting Group

Market Network

The solution



Market Networks

Trending



houzz

Industry: Home design



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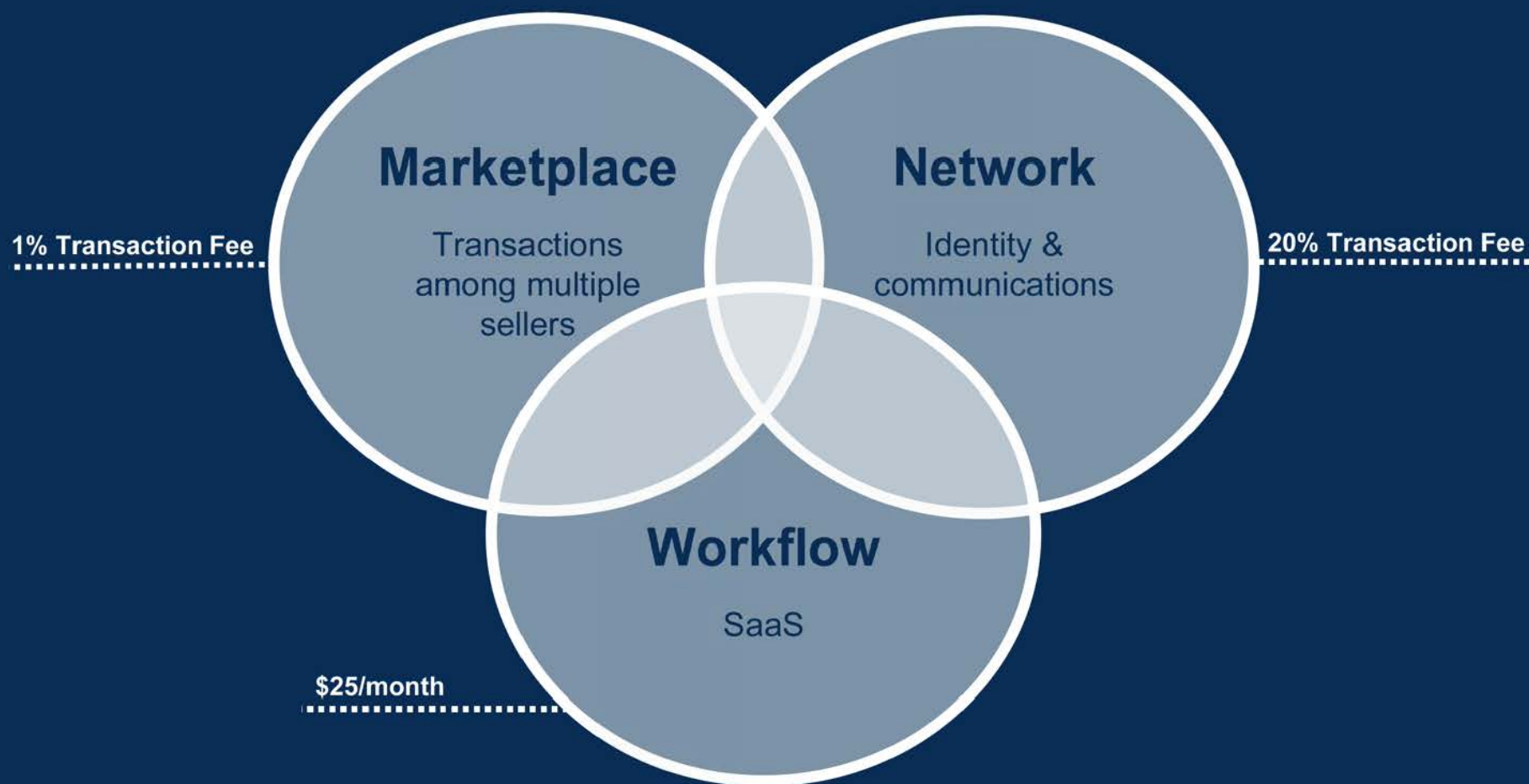
Industry: Manufacturing & maker movement

HoneyBook

Industry: Events & creative

A modern market network

The model



Strong interest from MFRs, buyers & partners

Traction – achieved in less than 4 months

2,000+

Connections to
Manufacturers

>\$1.5M

RFQs
in process



Made on Main has a signed agreement with GSVlabs, and RFPs with BriteLab and PristineSun.

Rapidly acquire market share

GTM strategy

**Rapid User
Acquisition**

**Network
Effects**

**Focus on
Profitability**

Low barriers to access

Monetization strategy

1%

Transaction
Fee

20% Shared
Transaction
Fee

Premium
SaaS Workflow
Tools

Founding team



Philip Vidal

CEO

Supply Chain &
Business Development

ESU (BA & BS)
MSU (MBA)



Jason Schmidt

Product & Finance

Corporate Finance &
Investor Relations

UC Davis (BA)
Cornell (MBA)



Justin Armstrong

Engineering

Full-stack engineering &
Rapid development

Tulane (BSE)



Ronald Tribble

Sales

Sales &
Sales Operations

Univ. of Houston (BS)

Mentors

Harry Moser

CEO of The Reshoring Initiative
Over 50 years of experience in manufacturing

Xander Schultz

CEO of Nemean Ventures, Zoe Bands
Serial entrepreneur with several successful exits

Troy Helming

CEO and Founder of Pristine Sun
Experienced entrepreneur with 3 successful exits

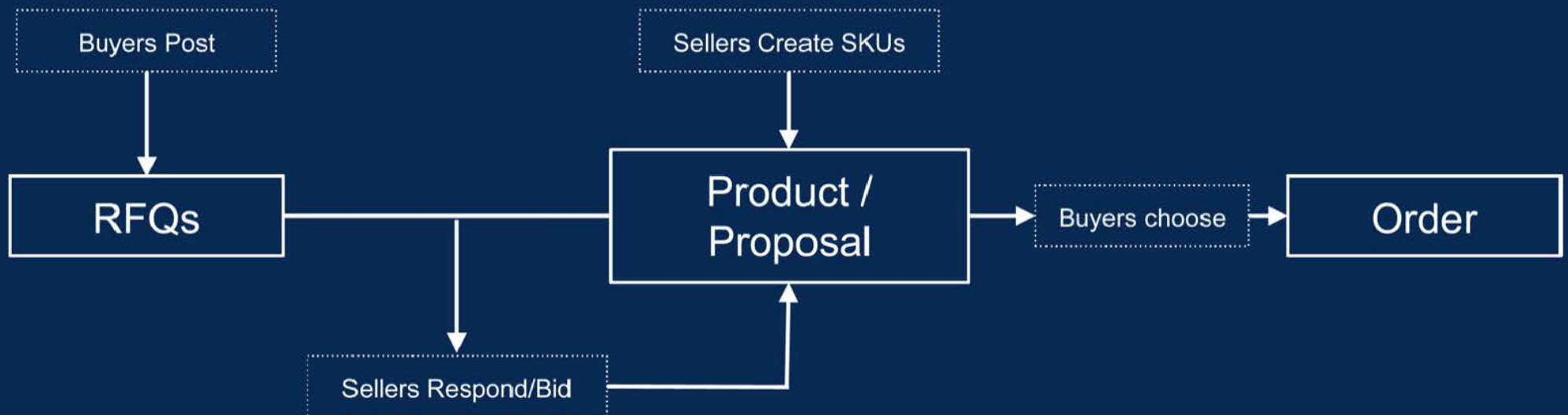
Use of proceeds

Funding



The platform

Reducing the time to connect



Best in class

Competitive landscape

Capability	Made on Main	Alibaba	Makers Row	Kinnek	ThomasNet	Etsy
Focus on America	■		■		■	
Open	■	■			■	
RFPs & custom orders	■	■	■	■		■
Item listings	■	■		■		■
Unlimited industry focus	■	■			■	
Large scale manufacturers	■	■	■		■	
Trust (BBB rating)	TBD	D-	N/A	A+	A+	A+
















Initial outreach and marketing efforts

Industry focus

Industry	2015 output	2010-2015 CAGR
Apparel	\$40B	16%
Electronics	\$123B	3%

Four distinct patterns of economic change

BCG Analysis

	Comments	Country				
Under pressure	Traditionally low-cost countries whose deteriorating competitiveness is driven by a wide range of factors	Brazil 	China 	Czech Rep. 	Poland 	Russia 
Losing Ground	Traditionally high-cost countries whose competitiveness continues to deteriorate because of weak productivity gains and higher energy costs	Australia 	Belgium 	France 	Italy 	Germany 
Holding steady	Countries roughly maintaining their relative competitiveness versus global leaders	Japan 	Indonesia 	Netherlands 	UK 	India 
Rising global stars	Improved competitiveness compared with the others due to moderate wage growth, sustained productivity gains, stable exchange rates and energy cost advantages	Mexico 	United States 			

Source: Boston Consulting Group

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