



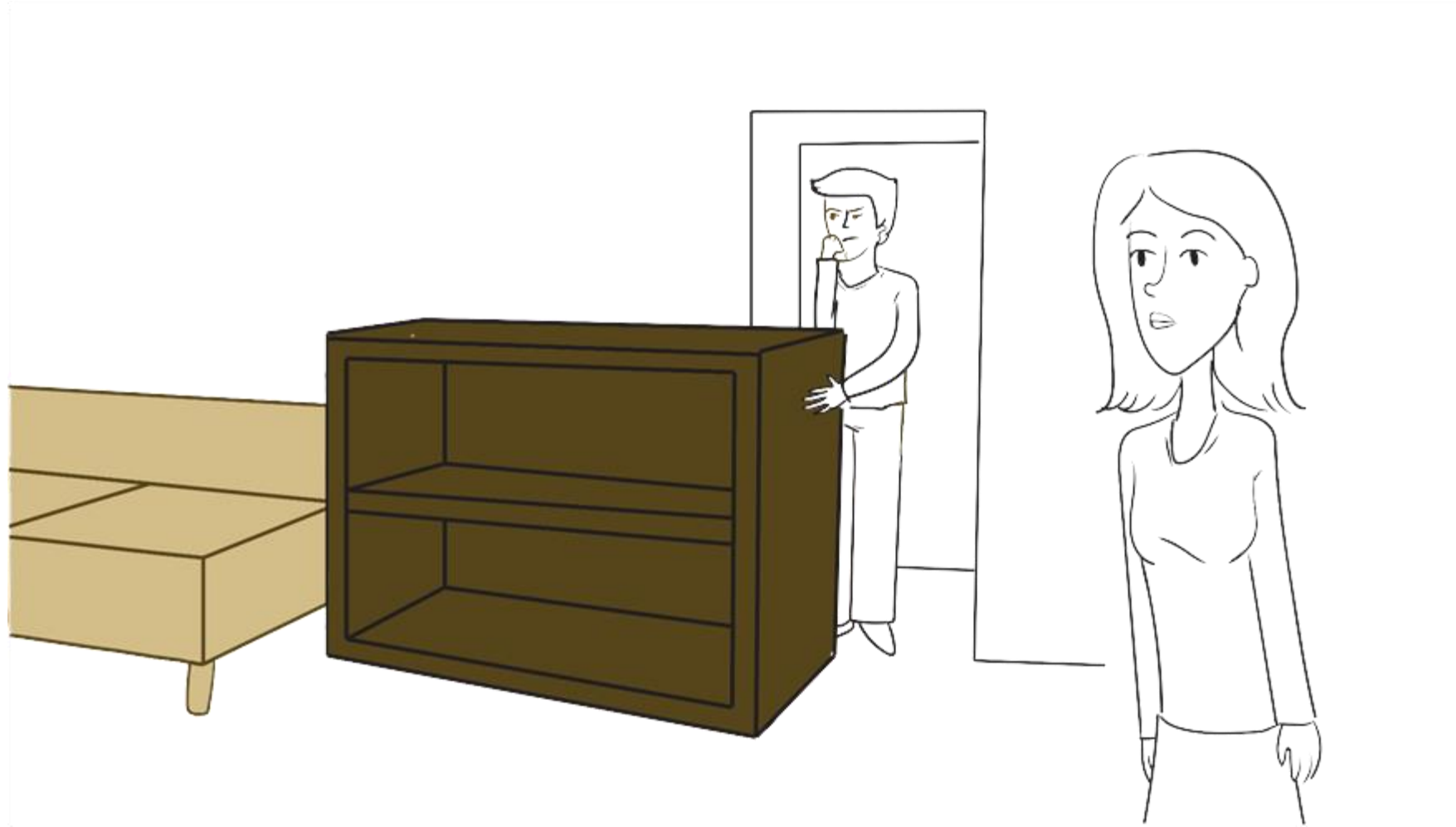
# **Baru Reinvented Manufacturing**

**Tino Go (216) 905-3858 [tino@hellobaru.com](mailto:tino@hellobaru.com)**



© Baru Inc

**56%**  
**of Shoppers**  
**Frustrated**



# Uber for Custom Manufacturing

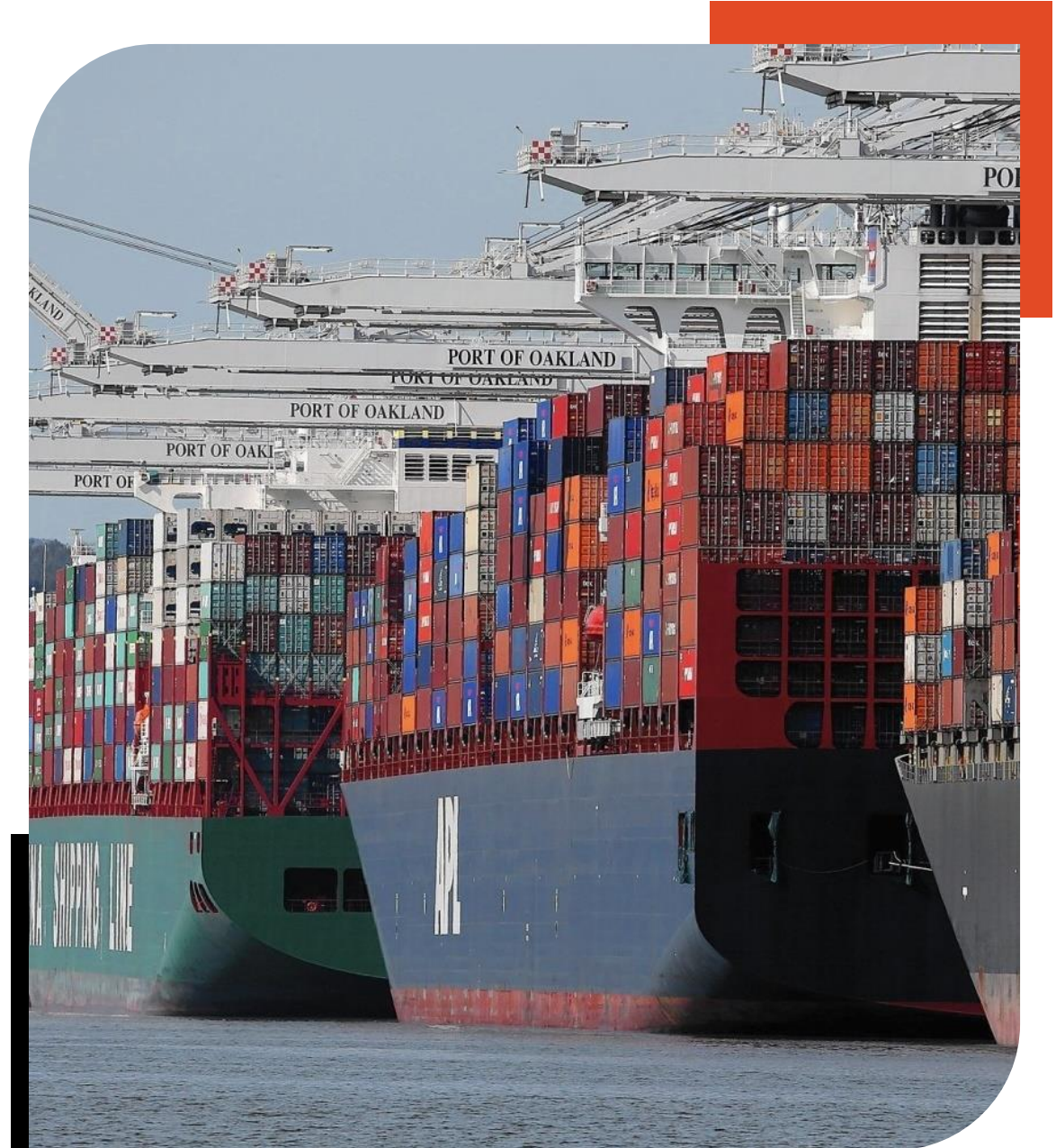
- **Using Idle CNC Robotics**
- **Re-shore Production**
- **Capital-Efficient**



# Industry Problem

**\$35 Billion Sales**

**\$15 Billion Wasted for  
Shipping & Handling**





# Industry Problem

**Global Warming**

**CO<sup>2</sup> Emissions of  
2 Million Cars**



# Industry Problem

**6 Million Displaced  
Workers**

**Baru Creates Jobs**





**Baru Solution**  
**\$15 Billion**  
**of Idle**  
**Production**  
**Capacity**

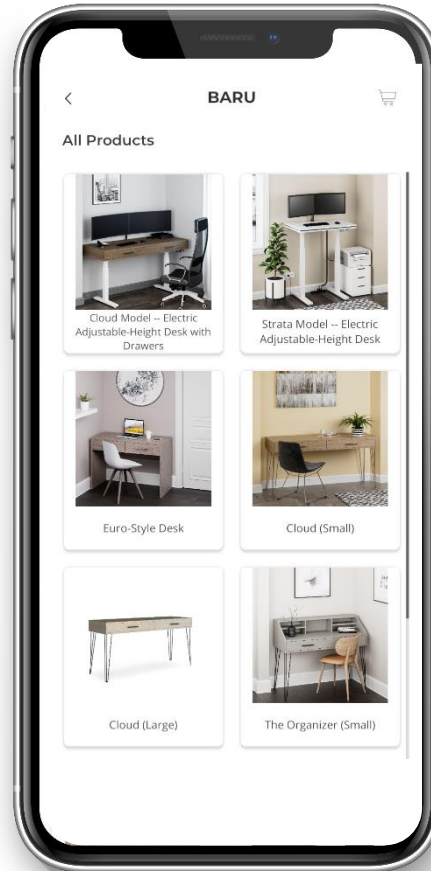


# Baru Invented C2M™ Technology

Customize Products in  
Augmented Reality

Patent No. 11,257,297

## 01 Pick Product



## 02 Customize



## 03 Buy



See video demo: <https://youtu.be/tlazNv8JfUM>



# Baru Artificial Intelligence Customer-to-Manufacturer™

**1 AI Matches  
Buyer &  
Product**



**2 Baru  
C2M**

Patent No.  
11,257,297

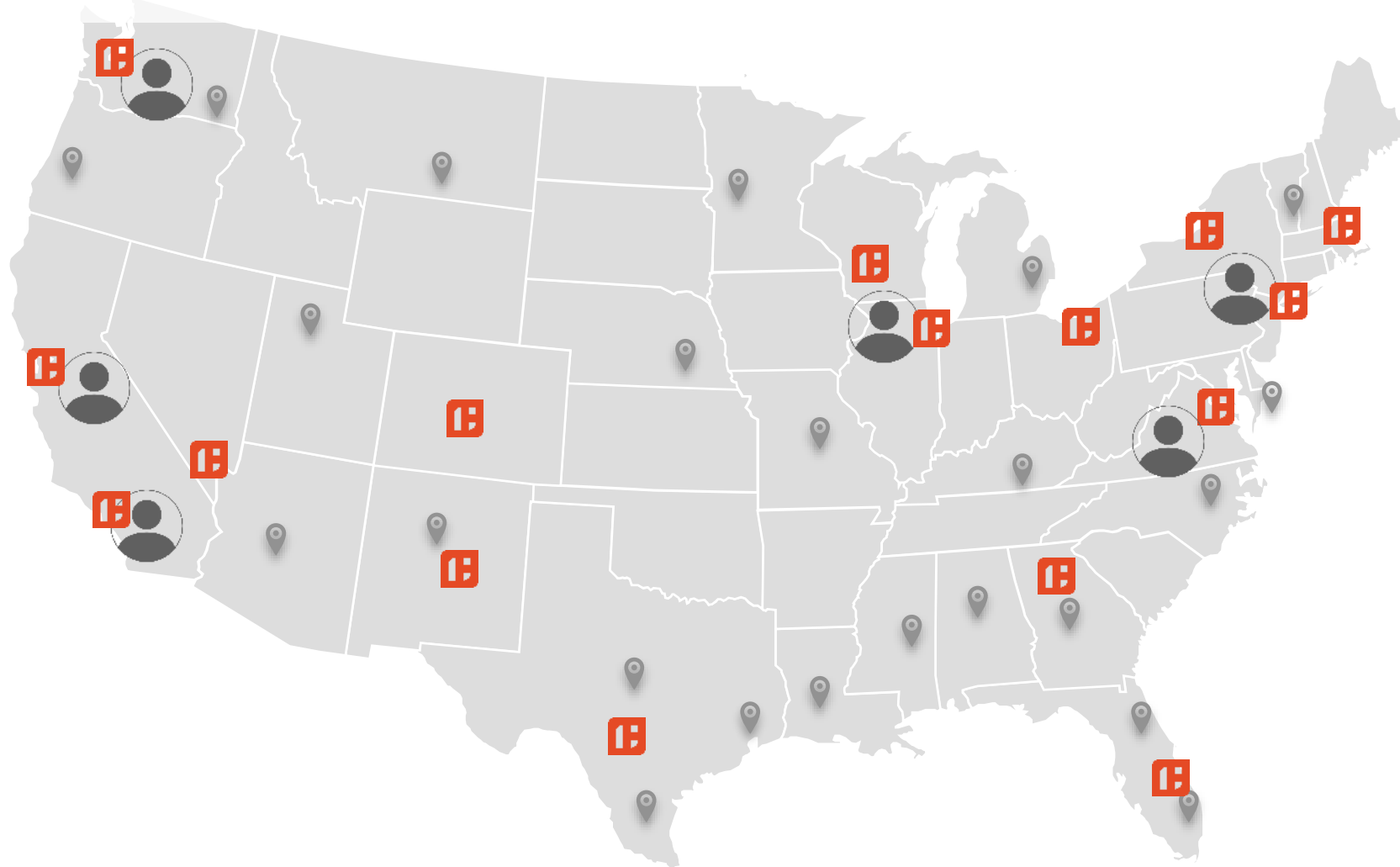


**3 AI Allocates  
Production**



**Use Idle  
Capacity**

# 225 Million within 50 Miles



# 18 months to 2 Weeks

## 50% Less Cost



Design and buy the perfect size

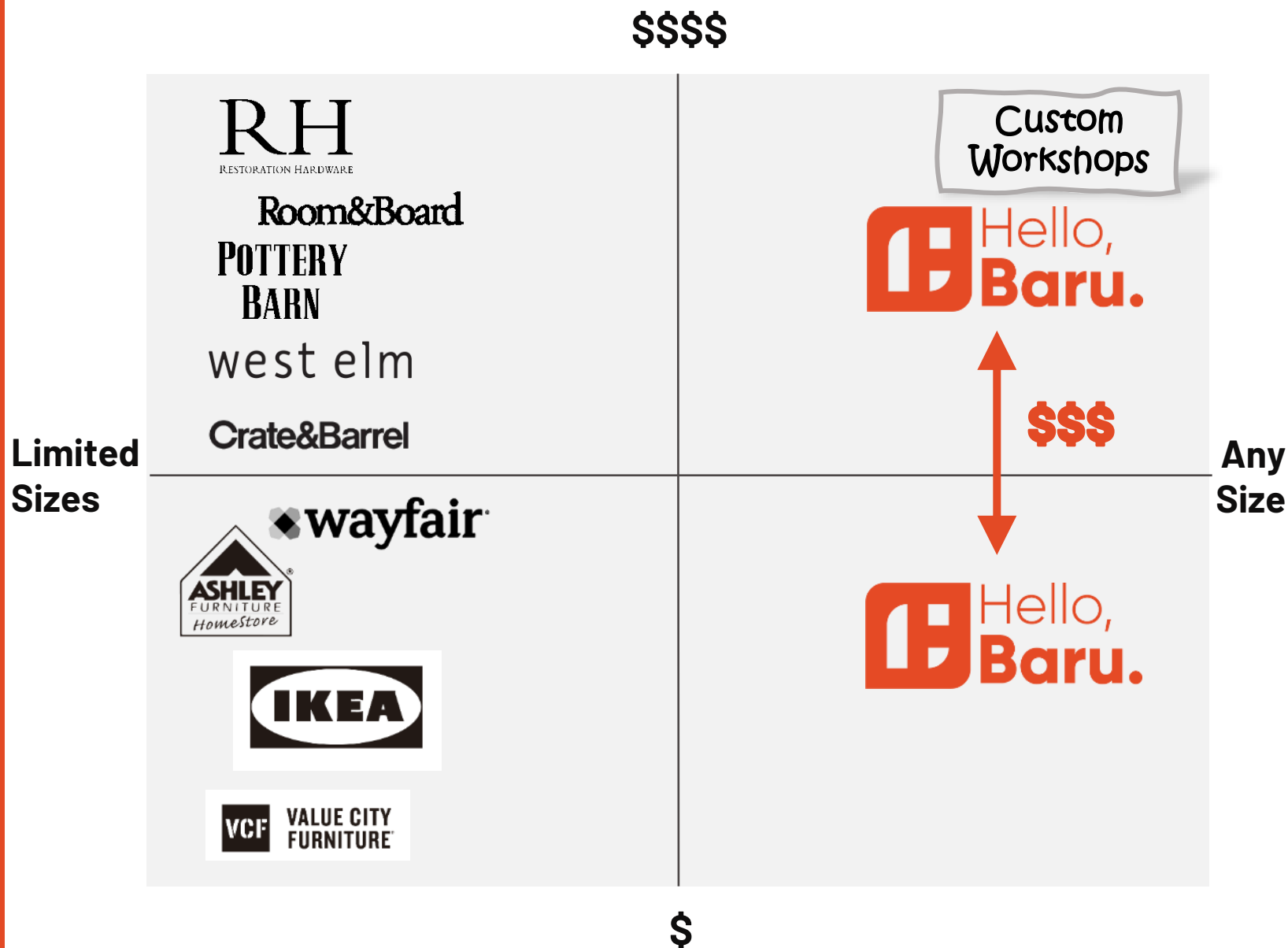
# Baru Expands Total Market

**\$35 Billion TAM**

**\$5 Billion Increase**

**\$1 Billion SOM**

**Custom-Quality Furniture  
& Cabinets at Mainstream  
Prices**





SHOPPERS WHO WANT BETTER

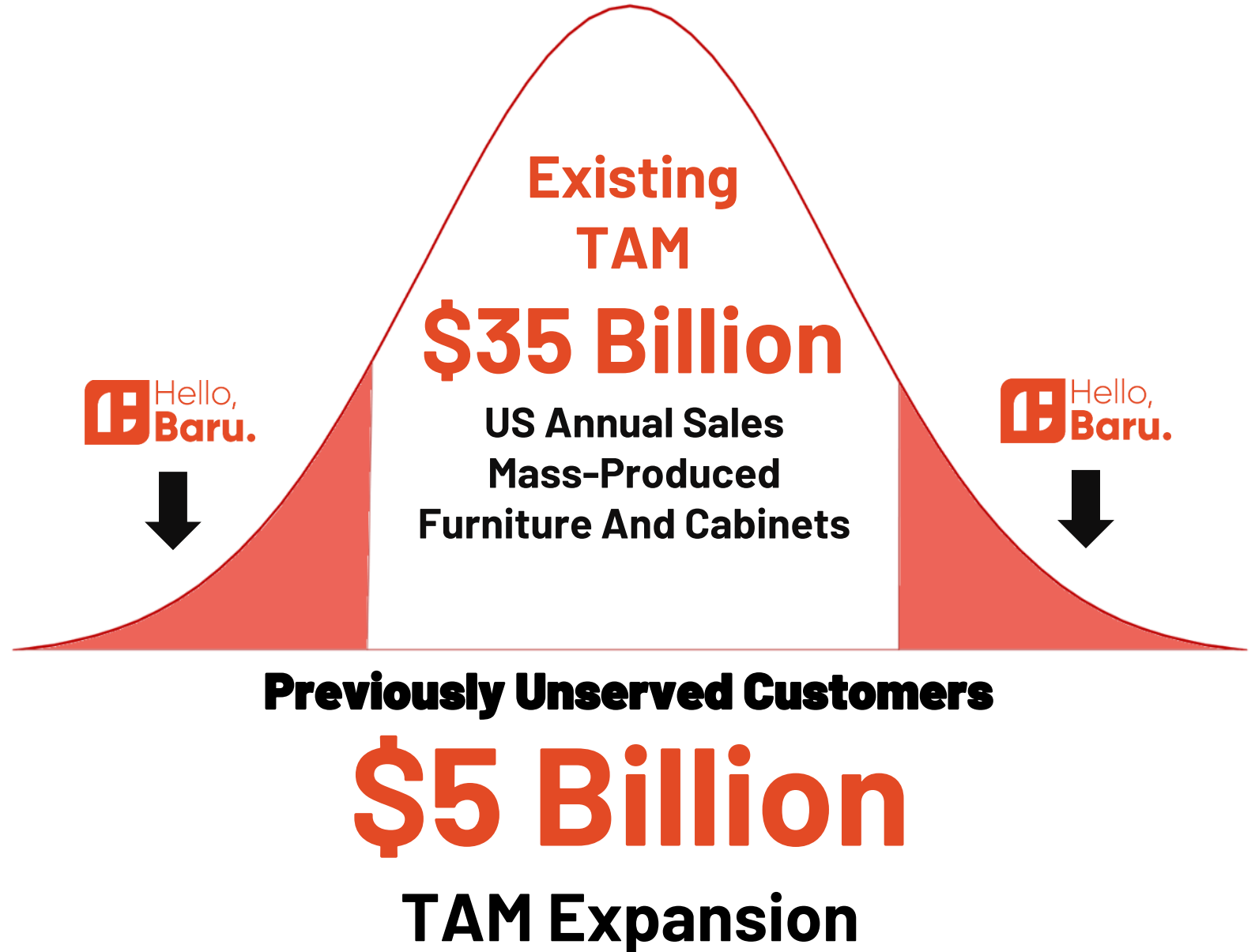
## Baru Customer Groups

Millennials are of

**37%**

households

Convenient  
Customized  
Online and fast



# Pilot Complete – Scaling Sales



**Pilot \$75k Sales**

**\$140k YTD Sales**

**\$1.4 Million Sales**



**Manufactured Locally  
In 29 Cities**



# NorCal & SoCal Rehabbers & Independent Designers

- **NO Shortages**
- **Superior Materials**
- **Fast Delivery**

## Custom Kitchen Cabinets 60% Lower Price



See product video: [https://youtu.be/GZgo0UF68\\_I](https://youtu.be/GZgo0UF68_I)

# \$948 MILLION



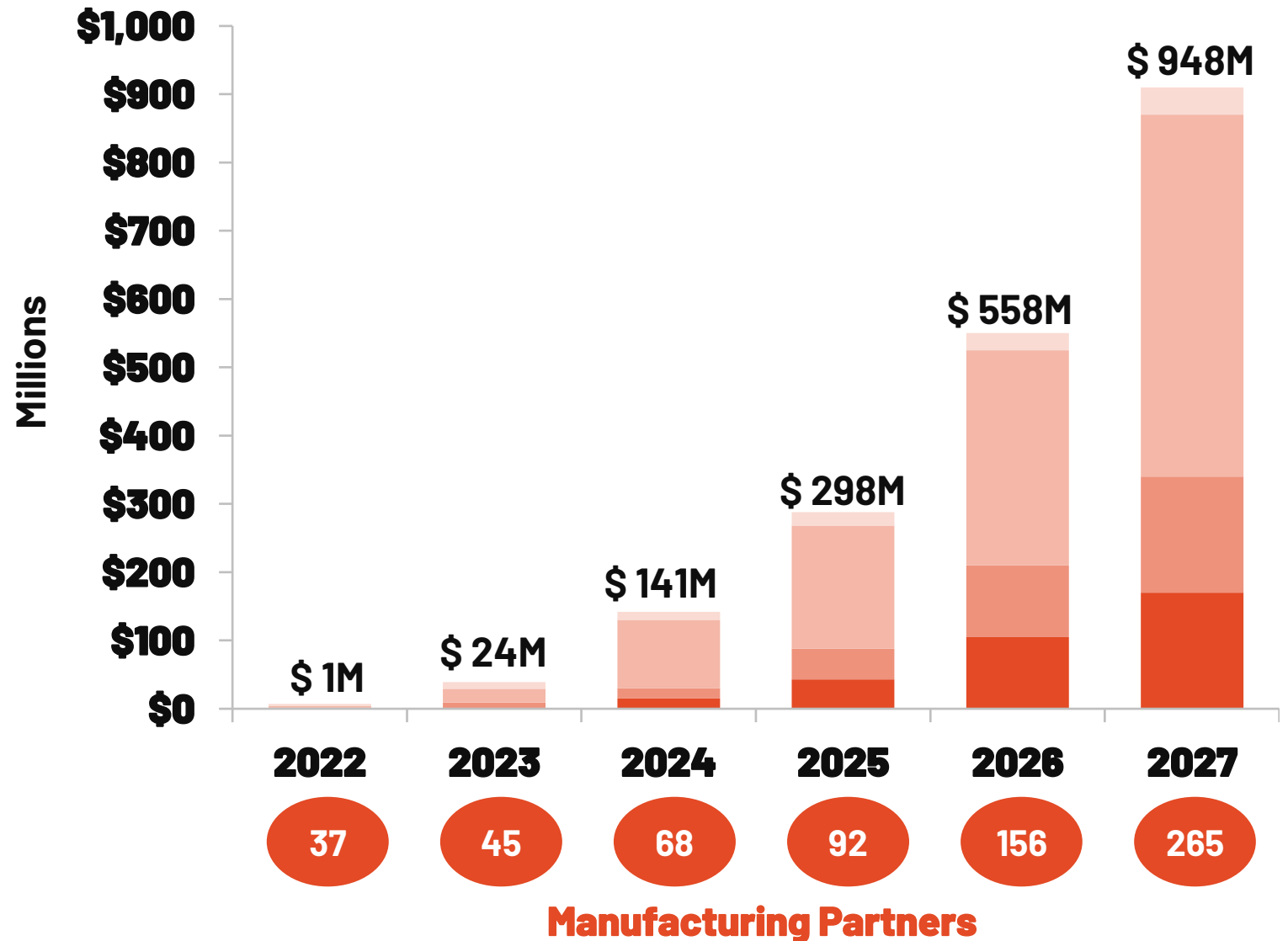
**ZERO** Manufacturing  
Investment or Inventory



**60** Metro Areas



**225M** Population





# Baru @ Scale

**Cut Waste 50%  
\$500 Million**



**5,000 Jobs &  
\$290 Million**



**Eco-Positive  
Eliminate CO<sup>2</sup>**



# United Nations Sustainable Development Goals



**8) Reshoring production**



**9) Manufacturing innovation**



**10) High-wage, low-skill jobs**



**11) Zero obsolete inventory**



**12) Durable-quality goods**



**13) Carbon-negative operations**

# Executive Team



**Tino Go**  
**CEO & Founder**

- **Serial Entrepreneur**
- **CFO (\$12M to \$1.2B)**
- **Patent Inventor**



**Heidi Grosowsky**  
**Operations**

- **Prod. Development**
- **Global Supply Chains**
- **Consumer Goods**



**Leland Thomasset**  
**Engineering**

- **31-yr Entrepreneur**
- **Automation Expert**
- **CMA President**



**Konstantin T.**  
**Technology**

- **UI/UX Designer**
- **Full-stack Engineer**
- **Serial Founder**

# Baru Invested Capital

## Angel Investments\*



**\$352k**

## Founder Investments



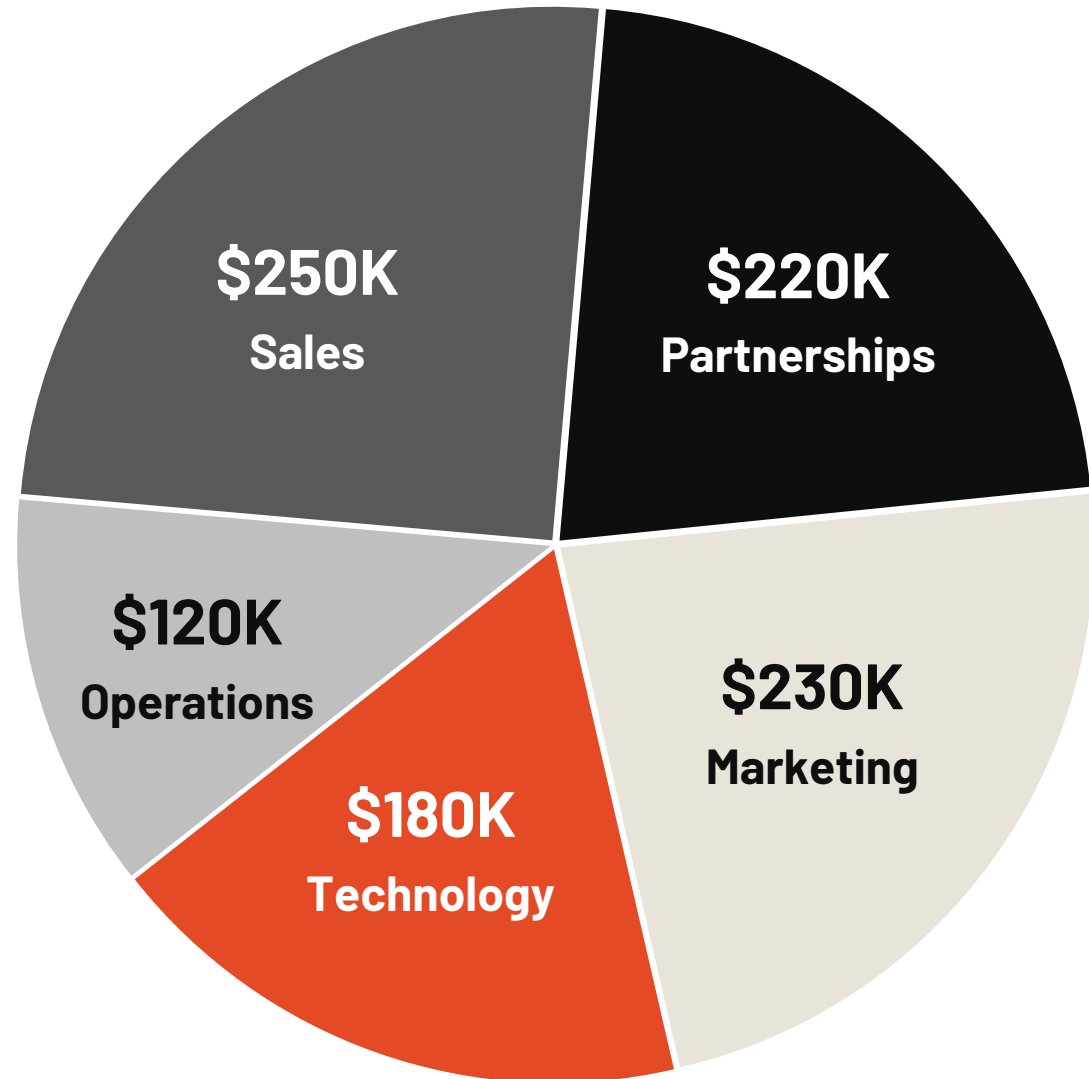
**\$203k**

**\* Former CEO, Silicon Valley Bank**



**\$1 Million  
Seed Round  
70% for  
Revenue  
Growth**

## **Use of Funds**



# Financial Plan

	2022	2023	2024	2025
<b>Revenues</b>	\$ 1,400,000	\$ 25,475,000	\$ 140,890,000	<b>\$ 298,425,000</b>
<b>Gross Margin</b>	\$ 350,000	\$ 7,255,000	\$ 43,660,000	<b>\$ 122,755,000</b>
<b>Gross Margin %</b>	25%	28%	31%	<b>41%</b>
<b>EBITDA</b>	\$ (635,000)	\$ 995,000	\$ 23,595,000	<b>\$ 78,900,000</b>





Hello,  
**Baru.**

# Virtual and Optimized Manufacturing

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