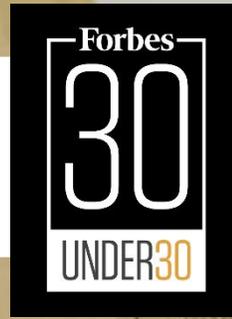


BRÜMATE
THE DEHYDRATION COMPANY

Forbes 30 under 30 Retail & E-Commerce



Dylan Jacob

24 years old

Founder / CEO of BrüMate

Firm believer that warm alcohol is the worst

I grew up in a middle-class family. I was raised to be humble and appreciative of what I had, and work for the things I wanted that weren't necessities. Growing up in that environment taught me the value of a dollar and that I had to be crafty and hard-working to achieve the things I wanted in life.



DYLAN JACOB,
Entrepreneur and Founder of
BrüMate



FIRST VENTURE

GV SUPPLY CO - a wholesale parts distribution company for electronic devices.

I started GV Supply Co. my Sophomore year of High-School. I started out doing repairs freshman year, but repair shops started popping up around town and taking away my business.

Senior year, I was accepted into Purdue's engineering program where I went on to run the company out of my college apartment. I was overwhelmed trying to balance school and running GV in my free time and ultimately decided to take a semester off to focus on my company.

By January 2014, we were serving over 60 repair shops around the nation and generating over \$250,000 in revenue.

I sold the company in May 2014 to one of our larger, corporate clients.

SECOND VENTURE

HOUSE FLIPPING AND VICCI DESIGN - My venture into rehabbing my first house and starting my second company in the process

After the sale of my business, I wasn't sure what my next move was. I was a big fan of HGTV and had always wanted to flip / remodel a house. I thought it would be a fun project to work on while I figured things out, so I did it. Long story short, that went from a fun 3 month project to a **year-long nightmare**.

During my remodel, I started my second company, Vicci Design, a high-end glass tile company after I noticed there were hardly any options available for glass tile. I took my first trip to China, visited manufacturers, and had already secured deals with WayFair and Overstock by the time our first shipment arrived. Vicci Design is still running strong and was sold in July of 2017.



HOW I GOT STARTED WITH BrüMate

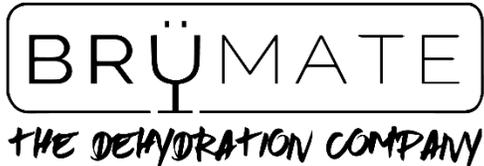
The idea for BrüMate came from a recurring trend that I noticed everywhere I went once I turned 21 - warm alcohol and wasted drinks.

I used my background in sourcing, e-commerce, and product development / design and hit the ground running.

Product Testing / MVP:

I had 500 copies of a prototype created, which sold well, giving me the green light to invest in our first molds and ultimately have our first product line created.

After spending months creating and testing different products, I launched our website, began running ads to gather emails for our launch, and did **\$250,000** in sales from November 23rd-December 17th 2016. **I knew I was onto something.**



WHAT IS BrüMate?



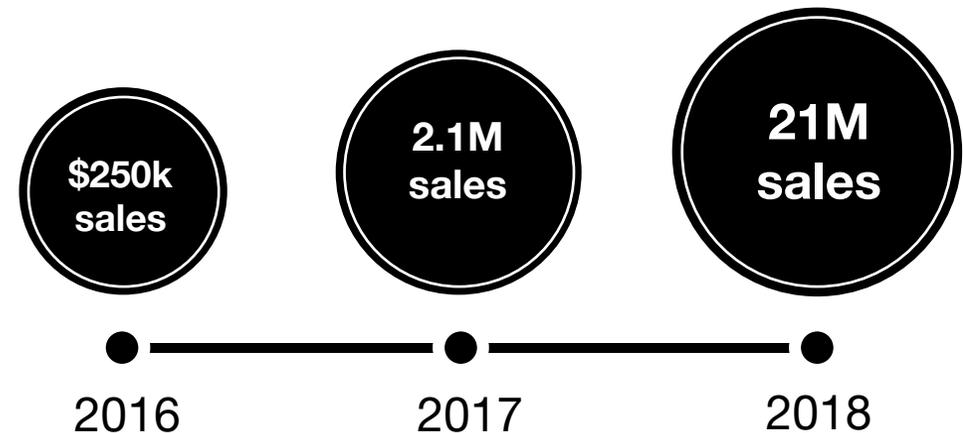
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BrüMate TODAY



BrüMate, is on track to be one of the top 15 fastest growing companies in the US in 2020 according to the Inc. 5000 team with a projected 16,000% growth over a 3 year period.

We have a TON of new products in the works and are opening an Australian distribution center in late May.



BrüMate

**200%
Growth
YTD**

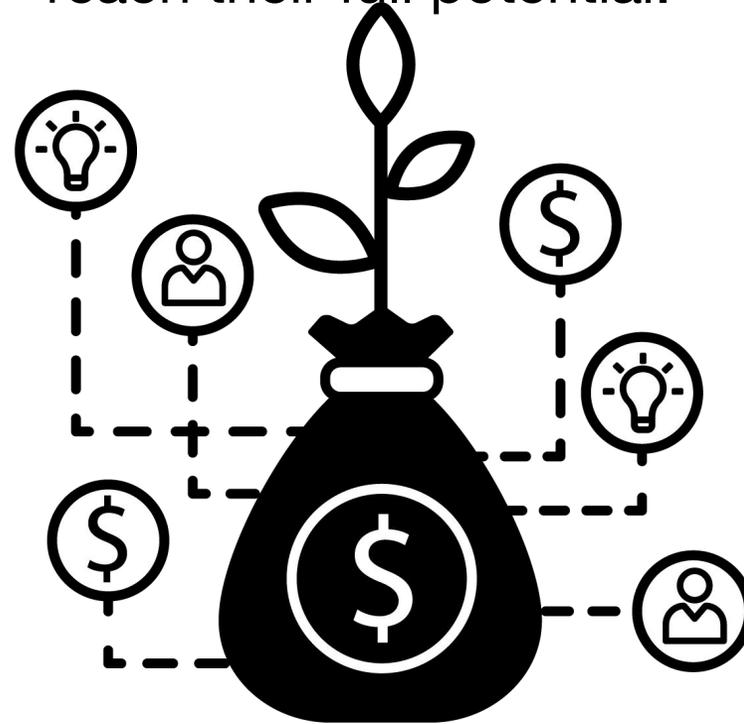
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Compared to
January-April 2018

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FUTURE PLANS

I want to continue to innovate and grow BrüMate and eventually start accelerator program to help other innovative consumer brands and entrepreneurs reach their full potential.



THANK YOU!