



Empower the world to build



Jenny He

FOUNDER & CEO, PhD



Odysseas Tsatalos

FOUNDER & CTO, PhD

 **ergeon**TM

 **erg**

 **eon**

A unit of work + A billion years

We have been obsessed with transforming work on a global scale our entire lives



Jenny He

FOUNDER & CEO, PhD

McKinsey&Company

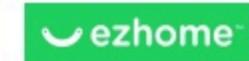


Odysseas Tsatalos

FOUNDER & CTO, PhD

sage Intacct

Upwork



Upwork transformed how **office workers** work with a global workforce
Now we are onto a 10x market: transform how **deskless workers** work with a global workforce

Reached \$xxM annualized run rate revenue and with xx% organic revenue

\$xxM

2021 Revenue

xx

CAGR YoY

\$xx+

Profit on first purchase
net of CAC

xx%

Market share in fence
across 16 MSAs

xx%

Organic
revenue

\$xxM

Total capital
spend

Our Approach: Own End To End To Maximize Value



CONSUMER



Tech enables every step

- ✓ Remote design and measurement
- ✓ Transparent pricing
- ✓ 3D visualization
- ✓ Responsive e2e communications
- ✓ Efficient supply chain management
- ✓ Quality assurance



CONTRACTOR



MATERIALS

Our flywheel is working

#1 on all main review sites in all markets



Very happy consumers



Viral organic growth in each neighborhood



20% below retail rates even on lumber



Major supply chain advantages to deliver more value to consumers and contractors



Zero contractor churn with 10x growth potential



Contractors make more money



More contractors and more growth per contractor



The residential construction market is greatly underserved, driven by fragmentation and severe shortage of skilled labor

\$1.5T

US Construction

\$700B

Residential Construction

(Inc. Home Improvement)

700K+

Firms

1M+

Labor
Shortage

1M+

Small
businesses

68%

Time spent on
admin work

Both PhDs in CS, we broke down units of work and automated with technology, to make it scalable for the first time

Zipcode-level data and verticalized tech stack enables consolidation



Modularized and automated workflows maximizes scalability



Data engine consolidates and automates highly local intel including regulations, permits, pricing, spec, materials availability etc

Automated workflows are supported by a 24/7 global workforce

We became the #1 CA outdoor home construction company in 2.5 years

Ergeon is already 2x of the scale of the largest local competitor;
catching up with Home Depot in 2 years

Home Depot's
market cap is
\$300B+,
larger than Airbnb,
Uber and Doordash
combined

Strong localized brand bringing xx% organic revenue

Recommended Public Ratings, #

Marketing CAC, \$/project

We are #1 outdoor construction in Northern CA with 10-15% market share

Make \$xx on first purchase net of CAC

Current unit economics, \$/project

Increase profit to \$xx+ per project

Future Project Unit Economics, \$

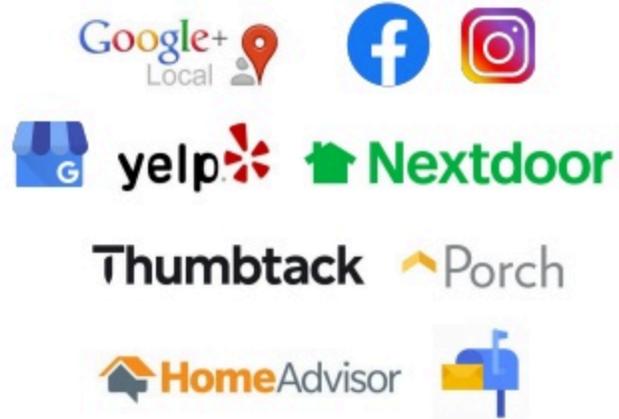
Materials, financing / insurance etc. are recurring revenue with \$0 CAC

\$xxM annualized run rate with xx yoy growth

Revenue, \$M

Annualized Runrate Quarterly Revenue, \$M

Launch anywhere remotely



National leadgen channels



Remote team with local intel



50 mile radius of delivery



Fly-in launch & field manager

We are on track to become the largest national outdoor home construction company in 2 years

\$xxM

Run rate bookings by
Q22024

xx+

CAGR
2022-2024

xx%

US households

xx%+

Market share in CA
fence

\$xx+

Profit on first purchase
net of CAC

\$xxM

Investment to
reach profitability