

UNICORN HUNTING IN THE WILD

Michael Weisman

MY 411

2001: Co-Founded Campus Labs in Buffalo, NY

2015: Moved to San Diego

2018: Joined TCA

2021: Lead MealLogix DD



BUFFALO TECH SCENE ~10 YEARS AGO



JORDAN LEVY



RON SCHREIBER



Z80 LABS

Dan Magnuszewski

University at Buffalo graduate

Software Engineer at Synacor (formerly chek.com)

Managing Director at Z80 Labs 2012 – 2014

Founded ACV Auctions in 2014



PITCH & DUE DILIGENCE

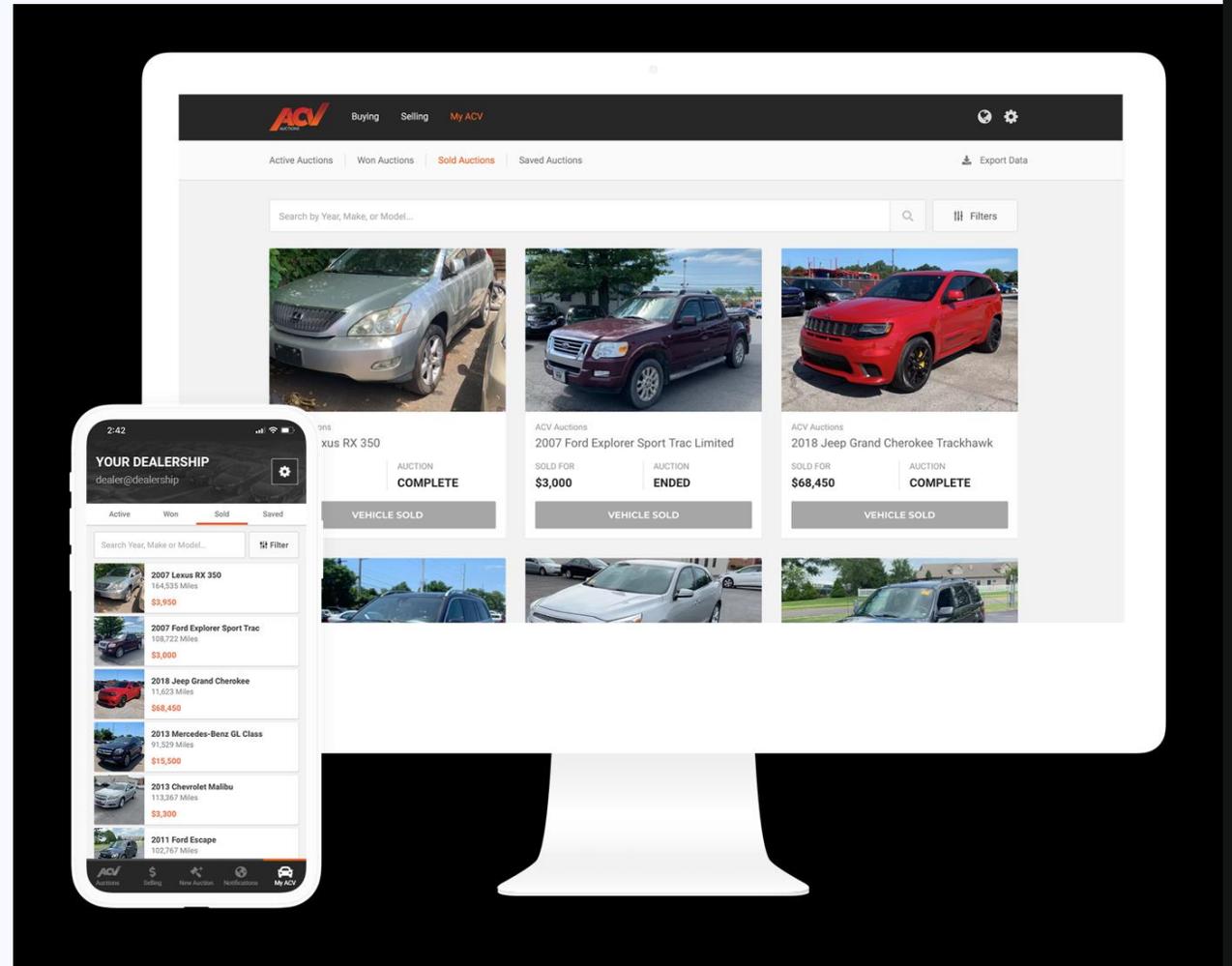
The logo for ACV, featuring the letters 'A', 'C', and 'V' in a bold, black, sans-serif font. The 'A' and 'V' are slanted to the right, while the 'C' is upright. The letters are set against a white background.

\$100 Billion Industry



Ripe for Disruption

THE WEB & MOBILE TREATMENT



IF NOT US THEN WHO?



\$5 MILLION BUSINESS COMPETITION

WWW.43NORTH.ORG

43NORTH

2015 \$1M GRAND PRIZE WINNER





George Chamoun, CEO

LIVE

EVENTS

A video call interface showing two participants. The participant on the left is a man in a dark suit and white shirt, with a blue background featuring the NBC logo. The participant on the right is George Chamoun, wearing a light blue button-down shirt, with a bookshelf in the background.

CNBC
EVOLVE

REVVING UP THE AUTO INDUSTRY

FUNDING ROUNDS



\$1.6 M
2015

\$5M
2016
Tribeca Venture
Partners

\$15 M
2017
Bessemer
Venture Partners

\$31 M
2018
Armory Square
Ventures,
Bessemer
Venture Partners,
SoftBank Capital,
Tribeca Venture
Partners

\$93M
2018
Bain Capital
Ventures, Bessemer
Venture Partners

\$205M
2019
Durable Capital
Partners,
Fidelity Capital
Partners, Wellington
Management



IPO on March 24, 2021

Share Price: \$25

Offer Amount: \$413,750,000

Company Financials

Revenue: \$208,357,000

Net Income: \$41,021,000

Total Assets: \$404,550,000

Total Liabilities: \$177,910,000



Questions?