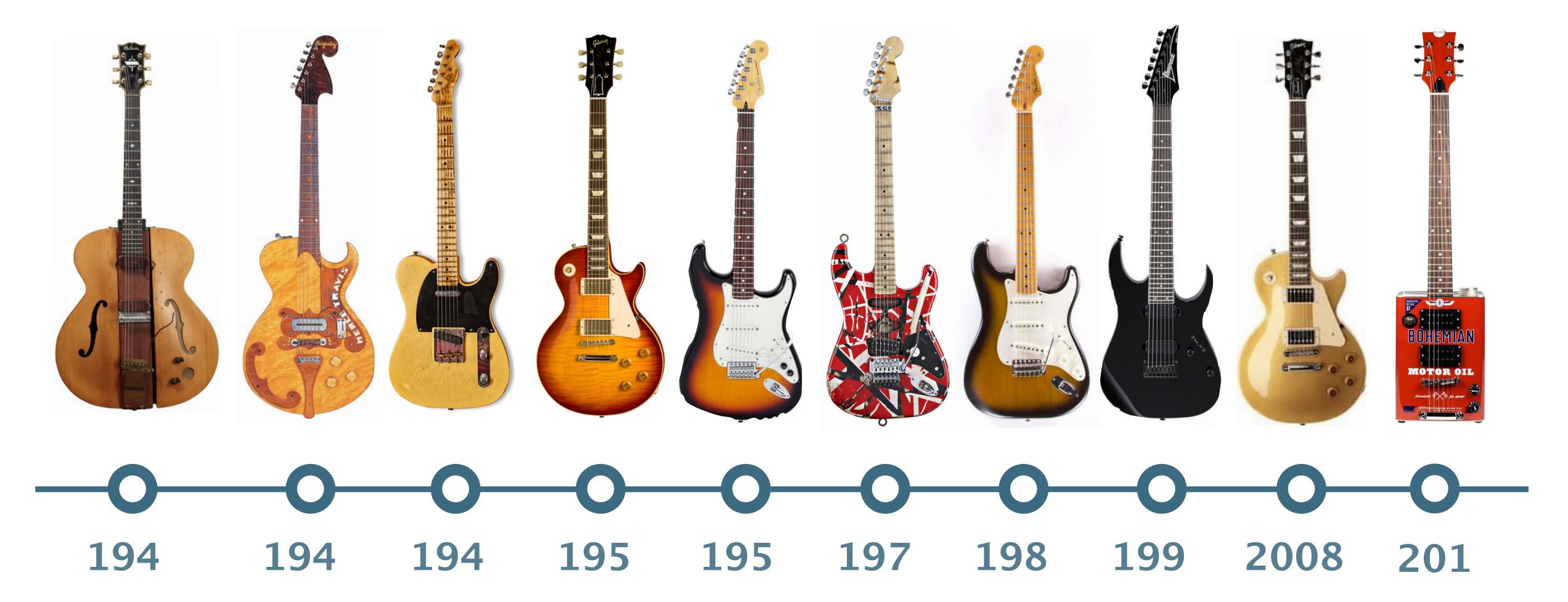




### WHERE WE HAVE BEEN

History Of The Electric Guitar





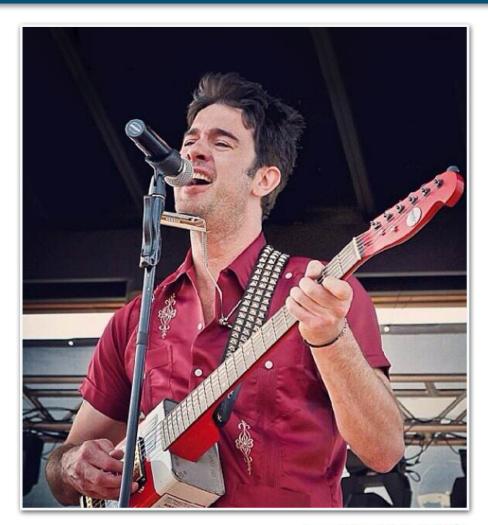
















LED-ZEPPELIN



# URBAN OUTFITTERS



#### TOTAL ADDRESSABLE MARKET





"Man, I promised my wife I wouldn't bring home another guitar

## BUILD-A-BOHO

BOHEM AN

GUITARS

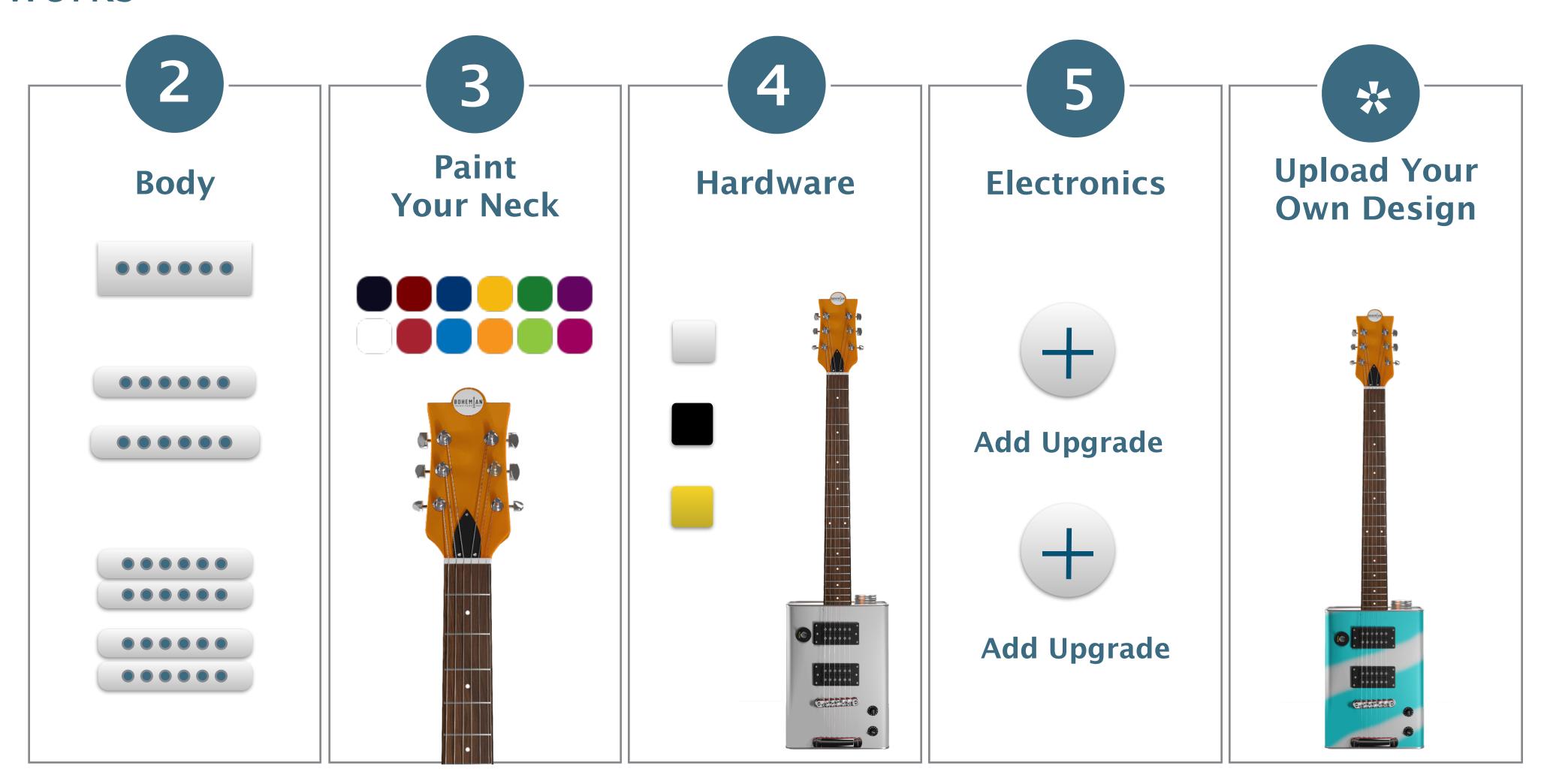
Customization



## BUILD-A-BOHO

How it works





COST PER ACQUISITION

Our guitars sell themselves \$45 spend

> For every \$45 in ad spend we make \$185 in profit



