(Last)

C/O MAINSAIL MANAGEMENT COMPANY, LLC

500 WEST 5TH STREET, SUITE 1100

FORM 4

## **UNITED STATES SECURITIES AND EXCHANGE COMMISSION**

Check this box if no longer subject to Section 16. Form 4 or Form 5 obligations may continue. See Instruction 1(b).

## STATEMENT OF CHANGES IN BENEFICIAL OWNERSHIP

OMB APPROVAL OMB Number: 3235-0287 Estimated average burden hours per response: 0.5

Filed pursuant to Section 16(a) of the Securities Exchange Act of 1934

						or Sec	tion 3	80(h) of th	he Ínv	estment/	Company	Act o	of 1940								
	d Address of	Reporting Person*									g Symbol <u>c.</u> [ BRL	т]			Relationship Check all appli Direct	icable)	rting Pe	, ,	lssu % Ov		
(Last) (First) (Middle) C/O MAINSAIL MANAGEMENT COMPANY, L.)			*	1	3. Date of Earliest Transaction (Month/Day/Year) 12/27/2023									Officer (give title Other (specify below)							
C/O MAINSAIL MANAGEMENT COMP 500 WEST 5TH STREET, SUITE 1100			PANY, LL	C 4	4. If Amendment, Date of Original Filed (Month/Day/Year)									Individual or Joint/Group Filing (Check Applicable Line)     Form filed by One Reporting Person							
(Street)	Т	X	7870	)1	_    -  F	Rule	10b	5-1(c	 :) Tr	ransa	ction Ir	ndic	ation		X Form	filed by	More tha	an One R	eport	ing Person	
(City) (State) (Zip)					—   · 	<b>∵</b> Che	e 10b5-1(c) Transaction Indication  Check this box to indicate that a transaction was made pursuant to a contract, instruction or written plan that is intendent affirmative defense conditions of Rule 10b5-1(c). See Instruction 10.									ded to	satisfy				
		1	able	I - Non-D	erivat	ive S	ecui	rities A	Acqu	uired, [	Dispose	d of	f, or Be	neficial	ly Owned						
1. Title of S	. Title of Security (Instr. 3)		2. Transaction Date (Month/Day/Year)		2A. Deemed Execution Date, if any (Month/Day/Year)		ate, 3.	3. Transaction Code (Instr. 8)		4. Securities Acquir Disposed Of (D) (In		uired (A) or		5. Amount of Securities Beneficially Owned Following		6. Ownership Form: Direct (D) or Indirect (I) (Instr. 4)		7. Nature of Indirect Beneficial Ownership			
								C	ode	V A	Amount		A) or D) Price		Reported Transaction (Instr. 3 and				(Instr. 4)		
Class B C	Common Sto	ock		12/27/2	023			C	(1)(2)		24,221(1)		D	(1)	31,918,1	l 84 <sup>(3)</sup>		I	See foot	notes(3)(4)	
Class A C	Common St	ock		12/27/2	023				C <sup>(1)</sup>		24,221(1)		A	(1)	24,22	21		I	See foot	note <sup>(4)</sup>	
Class A C	Common St	ock		12/27/2	023				S <sup>(4)</sup>		24,221(1)		D \$3	.5004 <sup>(5)</sup>	0			I	See foot	note <sup>(4)</sup>	
Class B Common Stock				12/28/2023				C	(2)(6)		9,191(6)		D	(6)	31,908,993 <sup>(7)</sup>		I		See footnotes <sup>(4)(7)</sup>		
Class A Common Stock 12/28/2023				023				C <sup>(6)</sup>		9,191(6)		A	(6)	9,191				See foot	note <sup>(4)</sup>		
Class A C	Common St	ock		12/28/2	023				S <sup>(4)</sup>		9,191(6)		D \$3	5.5211(8)	0			I	See foot	note <sup>(4)</sup>	
Class B C	Common Sto	ock		12/29/2	023			C	(2)(9)		8,222(9)		D	(9)	31,900,7	71(10)		I	See foot	notes <sup>(4)(10)</sup>	
Class A Common Stock			12/29/2023					C <sup>(9)</sup>		8,222(9)		A	(9) 8,2		22		I See foot		note <sup>(4)</sup>		
Class A Common Stock			12/29/2023				:	S <sup>(4)</sup>		8,222(9)		D \$3	.4618(11)	0				See foot	note <sup>(4)</sup>		
			Tab	ole II - Dei (e.g							sposed s, conve				Owned						
1. Title of Derivative Security (Instr. 3)	2. Conversion or Exercise Price of Derivative Security	3. Transaction Date (Month/Day/Year)	Execu	eemed ition Date, h/Day/Year)	4. Transa Code (I 8)		Deri Seci Acq or D	umber of vative urities uired (A) isposed 0) (Instr. 3 d 5)	(M	Date Exe xpiration donth/Day			7. Title an of Securit Underlyin Derivative (Instr. 3 a	ies g Security	8. Price of Derivative Security (Instr. 5)	9. Numl derivati Securiti Benefic Owned Followi Reporte Transac	ive ies ially ng ed	10. Owners Form: Direct (I or Indire (I) (Instr.	nip () (ct	Beneficial Ownership t (Instr. 4)	
					Code	v	(A)	(D)		ate xercisabl	Expirati e Date		Title	Amount or Number of Shares		(Instr. 4	)				
LLC Units	(2)	12/27/2023			C <sup>(1)(2)</sup>			24,221 <sup>(1</sup>	1)	(2)	(2)		Class A Common Stock	24,221	(2)	31,918	,184 <sup>(3)</sup>	I		See footnotes <sup>(3)(4)</sup>	
LLC Units	(2)	12/28/2023			C <sup>(2)(6)</sup>			9,191 <sup>(6</sup>	0)	(2)	(2)		Class A Common Stock	9,191	(2)	31,908	,993 <sup>(7)</sup>	I		See footnotes <sup>(4)(7)</sup>	
LLC Units	(2)	12/29/2023			C <sup>(2)(9)</sup>			8,222 <sup>(9</sup>	)	(2)	(2)		Class A Common Stock	8,222	(2)	31,900,	771 <sup>(10)</sup>	I		See footnotes <sup>(4)(10</sup>	
	d Address of	Reporting Person*																			
(Last)		(First)		(Middle)																	

AUSTIN	TX	78701							
(City)	(State)	(Zip)							
	ress of Reporting Perso	n*							
	(First) IL MANAGEMEN' H STREET, SUITE								
(Street) AUSTIN	TX	78701							
(City)	(State)	(Zip)							
	ress of Reporting Perso o-Investors III, L								
(Last) (First) (Middle) C/O MAINSAIL MANAGEMENT COMPANY, LLC 500 WEST 5TH STREET, SUITE 1100									
(Street) AUSTIN	TX	78701							
(City)	(State)	(Zip)							
	ress of Reporting Perso	n <sup>*</sup> ROGRAM, LLC							
(Last) (First) (Middle) C/O MAINSAIL MANAGEMENT COMPANY, LLC 500 WEST 5TH STREET, SUITE 1100									
(Street) AUSTIN	TX	78701							
(City)	(State)	(Zip)							
	ress of Reporting Perso	n* NT COMPANY, LLC							
(Last) (First) (Middle) C/O MAINSAIL MANAGEMENT COMPANY, LLC 500 WEST 5TH STREET, SUITE 1100									
(Street) AUSTIN	TX	78701							
(City)	(State)	(Zip)							

## Explanation of Responses:

- 1. Represents common units of Brilliant Earth, LLC (the "LLC Units") and shares of Class B common stock exchanged for shares of Class A common stock including (i) 23,651 LLC Units and shares of Class B common stock exchanged by Mainsail Partners III, L.P. ("MP III"), (ii) 47 LLC Units and shares of Class B common stock exchanged by Mainsail Incentive Program, LLC ("MIP"), and (iii) 523 LLC Units and shares of Class B common stock exchanged by Mainsail Co-Investors III, L.P. ("MCOI").
- 2. LLC Units (together with one share of Class B common stock for every LLC Unit) are exchangeable for one share of the Issuer's Class A common stock. The reported LLC Units, which were acquired by the reporting persons prior to the Issuer's initial public offering, do not expire.
- 3. Consists of (i) 31,167,169 shares of Class B common stock (and associated LLC Units) held by MP III, (ii) 61,959 shares of Class B common stock (and associated LLC Units) held by MIP, and (iii) 689,056 shares of Class B common stock (and associated LLC Units) held by MCOI.
- 4. Mainsail GP III, LLC ("GP III") is the general partner of MP III. MCOI is a co-investment vehicle that invests alongside MP III. GP III is the general partner of MCOI. A three member investment committee of GP III acts by a majority vote, with Gavin Turner possessing a veto right, with respect to the voting and dispositive power of the securities held by MP III and MCOI. Mainsail Management Company, LLC ("MMC") is the managing member of MIP, and Gavin Turner is the sole Manager of MMC. Mr. Turner has separately reported the transactions and reported securities reflected in this statement. The reporting persons disclaim beneficial ownership of the reported securities except to the extent of their respective pecuniary interests therein.
- 5. This sale of shares of Class A common stock was executed pursuant to a Rule 10b5-1 plan that was entered into by the reporting persons during an open trading window. This transaction was executed in multiple trades at prices ranging from \$3.43 to \$3.60, inclusive. The reported price reflects the weighted average sale price. The reporting persons hereby undertake to provide upon request to the United States Securities and Exchange Commission staff, the Issuer or a security holder of the Issuer full information regarding the number of shares and prices at which the transaction was affected.
- 6. Represents the LLC Units and shares of Class B common stock exchanged for shares of Class A common stock including (i) 8,975 LLC Units and shares of Class B common stock exchanged by MP III, (ii) 18 LLC Units and shares of Class B common stock exchanged by MCOI.
- Offices and states of Class B common stock exchanged by MIP, and (iii) 198 LLC Units and states of Class B common stock (and associated LLC Units) held by MIP, and (iii) 688,858 shares of Class B common stock (and associated LLC Units) held by MCOI.
- 8. This sale of shares of Class A common stock was executed pursuant to a Rule 10b5-1 plan that was entered into by the reporting persons during an open trading window. This transaction was executed in multiple trades at prices ranging from \$3.43 to \$3.62, inclusive. The reported price reflects the weighted average sale price. The reporting persons hereby undertake to provide upon request to the United States Securities and Exchange Commission staff, the Issuer or a security holder of the Issuer full information regarding the number of shares and prices at which the transaction was affected.
- 9. Represents the LLC Units and shares of Class B common stock exchanged for shares of Class A common stock including (i) 8,029 LLC Units and shares of Class B common stock exchanged by MP III, (ii) 16 LLC Units and shares of Class B common stock exchanged by MIP, and (iii) 177 LLC Units and shares of Class B common stock exchanged by MCOI.
- 10. Consists of (i) 31,150,165 shares of Class B common stock (and associated LLC Units) held by MP III, (ii) 61,925 shares of Class B common stock (and associated LLC Units) held by MIP, and (iii) 688,681 shares of Class B common stock (and associated LLC Units) held by MCOI.
- 11. This sale of shares of Class A common stock was executed pursuant to a Rule 10b5-1 plan that was entered into by the reporting persons during an open trading window. This transaction was executed in multiple trades at prices ranging from \$3.44 to \$3.50, inclusive. The reported price reflects the weighted average sale price. The reporting persons hereby undertake to provide upon request to the United States Securities and Exchange Commission staff, the Issuer or a security holder of the Issuer full information regarding the number of shares and prices at which the transaction was affected.

/s/ Gavin Turner, Mainsail
Partners III, L.P.

/s/ Gavin Turner, Mainsail CoInvestors III, L.P.
/s/ Gavin Turner, Mainsail
Incentive Program, LLC
/s/ Gavin Turner, Mainsail
Management Company, LLC
\*\* Signature of Reporting Person

12/29/2023

12/29/2023

12/29/2023

Date

Reminder: Report on a separate line for each class of securities beneficially owned directly or indirectly.

Note: File three copies of this Form, one of which must be manually signed. If space is insufficient, see Instruction 6 for procedure.

Persons who respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid OMB Number.

 $<sup>^{\</sup>star}$  If the form is filed by more than one reporting person, see Instruction 4 (b)(v).

<sup>\*\*</sup> Intentional misstatements or omissions of facts constitute Federal Criminal Violations See 18 U.S.C. 1001 and 15 U.S.C. 78ff(a).