

crunchbase



Private companies are a massive opportunity

Public company opportunity is shrinking:

- 46,583 public companies
- Half as many compared to 10 years ago in the US

Private company opportunity is growing:

- Millions of private companies
- Over 200k new companies each year in the US
- \$3T in funding and many times that in revenue
- 124M employees in the US

Millions of professionals desperately search for those opportunities

**Sales People
Business Development
Marketers
Entrepreneurs
Investors
Consultants
Job Seekers**

**Private company
opportunities**

Prospecting for those opportunities is slow and frustrating

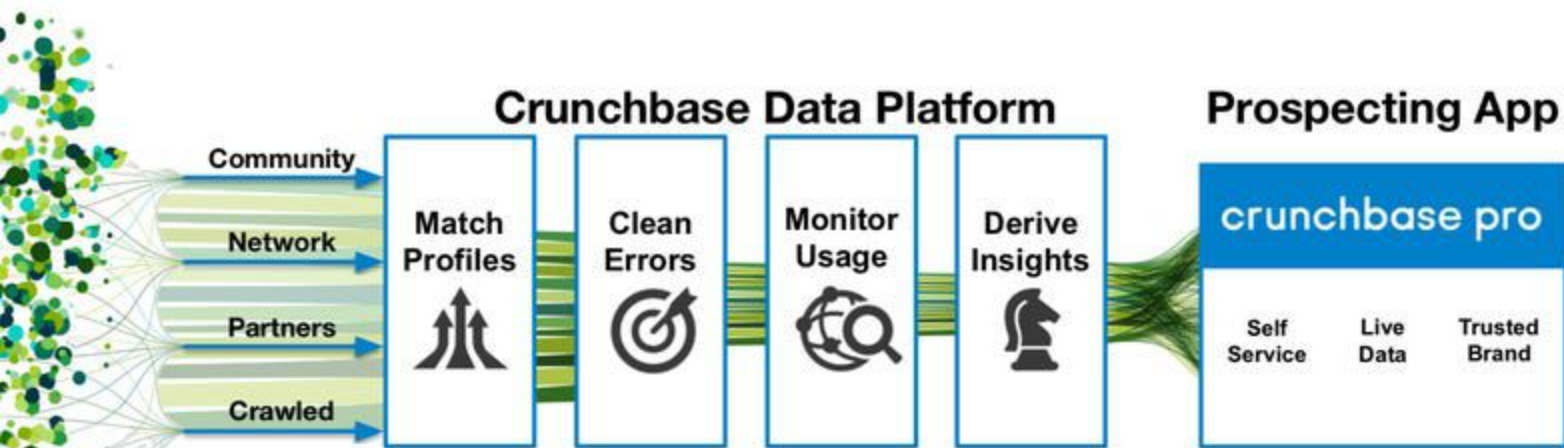
Private company data

- Opaque
- Unstructured
- Unreliable
- Quickly out of date
- Expensive
- Not a graph
- Not easily monitored

Existing solutions

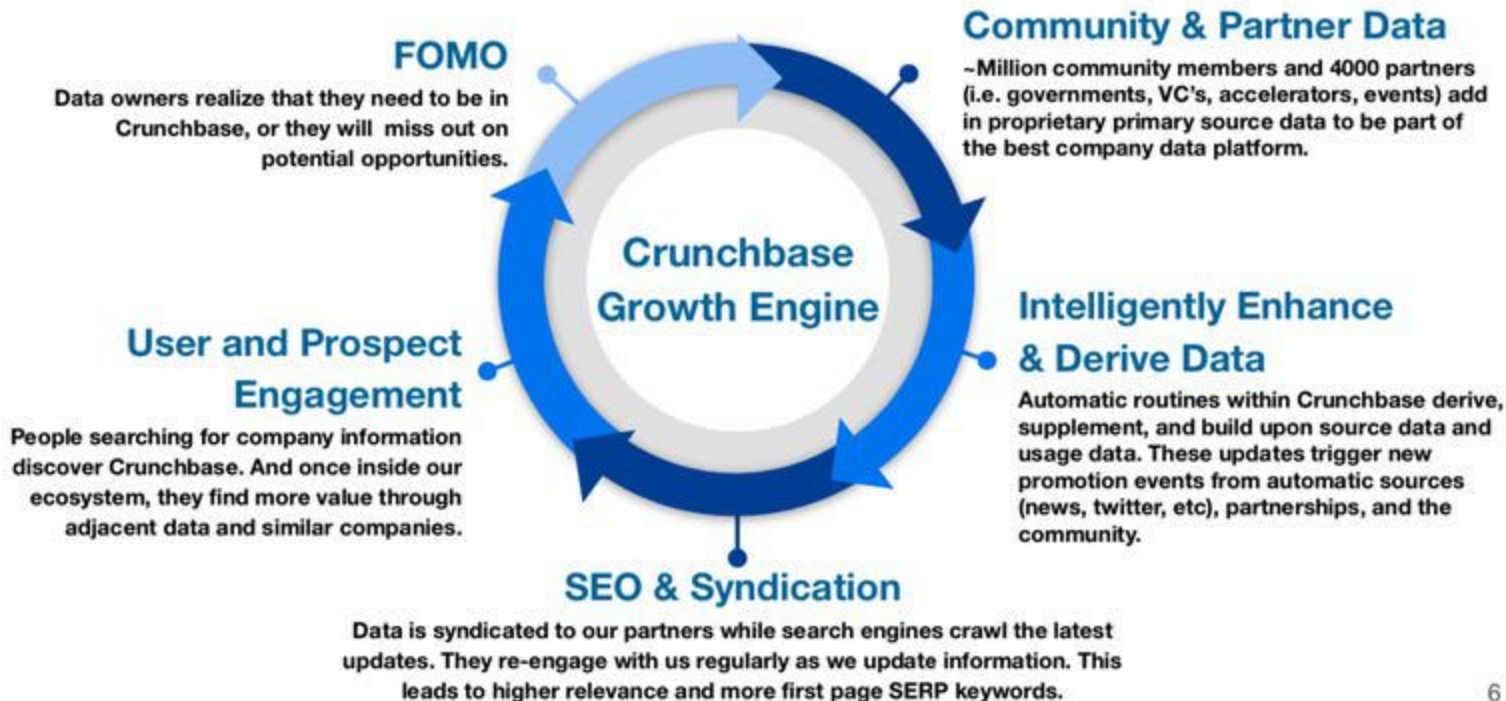
- Typically focus on productivity
- Track progress - not fill pipeline
- Built on top of empty databases
- Rely on you to provide the prospects
- Go stale after import of data
- Don't track buy signals
- Don't suggest new prospects

Crunchbase unlocks those opportunities by offering a world class prospecting tool on top of our proprietary data platform

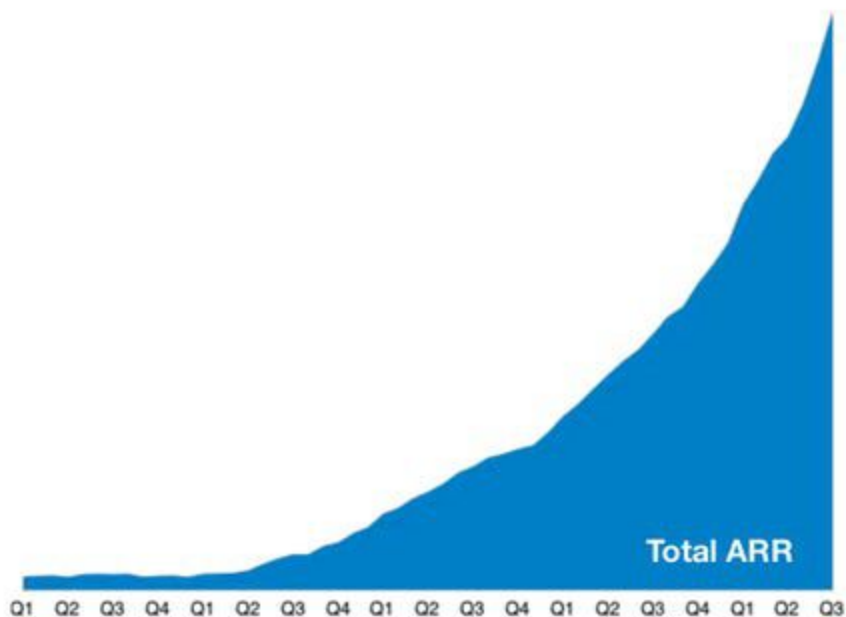


Our data is structured, intelligent, and dynamic.

Our unique dataset drives our growth flywheel



And it's paying off: we make money quickly and efficiently



Over xxk professionals pay us for prospecting tools

multi-join dynamic searches

customizable columns,
sorting and email alerts

statistics and
analysis

The screenshot displays the Crunchbase Pro interface. On the left is a navigation sidebar with categories like Companies, People, Investors, Funding Rounds, Acquisitions, Schools, Events, My Searches, My Lists, Featured, Contribute, and Data Export. The main content area is titled 'Companies' and includes a 'CLEAR FILTERS' button. A search filter panel is open, showing several criteria: 'Description' (contains 'health care'), 'Headquarters Location' (includes any of California, Europe, New York, Japan, Russia, Europe), 'Founded Date' (after '3 years ago'), 'Last Funding Rounds' (Funding Type includes any of Series A, Series B, Series C, Series A, D), and 'Money Raised' (greater than '\$ 2000000'). A green 'SEARCH' button is located below the filters. Below the search results, there are columns for 'Name', 'Category Group', and 'Headquarters Location'. One result is visible: 'Thrive Global' in the 'Health Care' category, located in 'New York, New York, United States, North America'. On the right side, there are two panels. The first is a 'Health Care companies founded in the last 3 years' panel with a 'Make URL shareable' option and a table for 'Choose email alert types and frequency'. The second is a 'Total Equity Funding Amount' panel showing a summary of funding statistics.

Type	Daily	Weekly
Alerts	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Acquisitions	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Funding Rounds	<input type="checkbox"/>	<input checked="" type="checkbox"/>
IP IPO	<input type="checkbox"/>	<input type="checkbox"/>
News	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Funds Raised	<input type="checkbox"/>	<input checked="" type="checkbox"/>

Total Equity Funding Amount
\$295,000,000
\$247,000,000
\$100,000,000
\$140 million total
Total: \$3,495,966,154
Min: \$2,129
Max: \$347,000,000
Average: \$7,945,378
Median: \$1,077,500

This is a proven model that works



Massive \$35B market in private company prospecting space



We know what we're doing and we are here for the same reason



Jager McConnell

CEO

Ran the sfa product line at **Salesforce**



Robert Conrad

Head of Engineering

Owned **Salesforce** Lightning core engineering teams



Nealesh Patel

Head of BD & Direct Sales

Former head of strategic partnerships at **Google**



Marcus Lo

Head of Finance

Former finance leader at **Indiegogo** and **Walmart.com**



Shanee Ben-Zur

Head of Marketing & Growth

Former head of corporate marketing at **Dropbox**



Arman Javaherian

Head of Product

Built crm platform for a \$900M ARR product line at **Zillow**



Victoria Bubien

Head of People

Built **Augmedix's** culture from ground up

investors

Mayfield

emergence
CAPITAL

Felicis Ventures

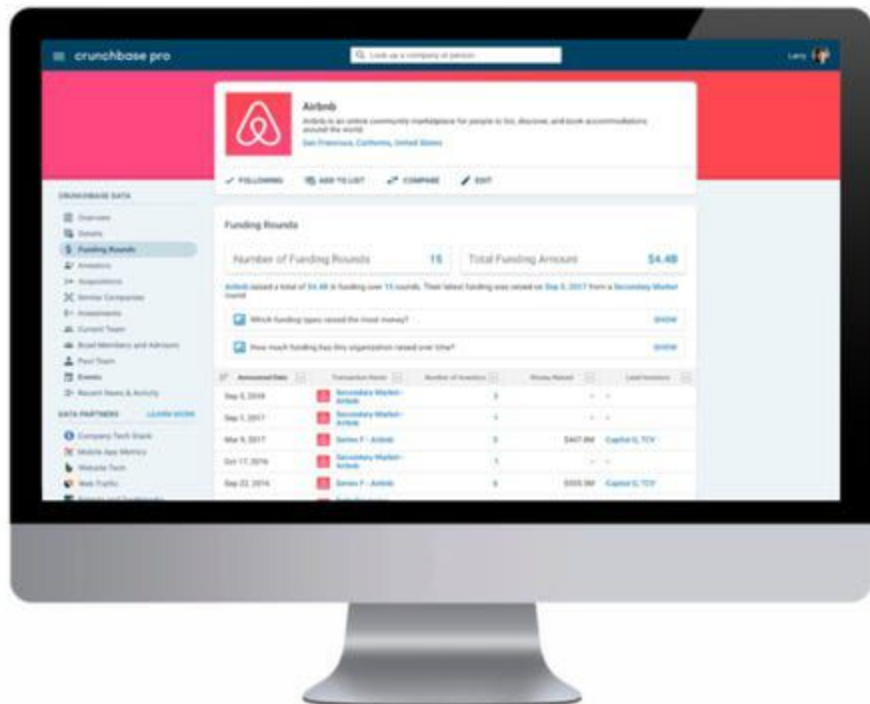


8VC

SVAngel

Verizon
Ventures

Crunchbase: the LinkedIn for Companies



crunchbase

