

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

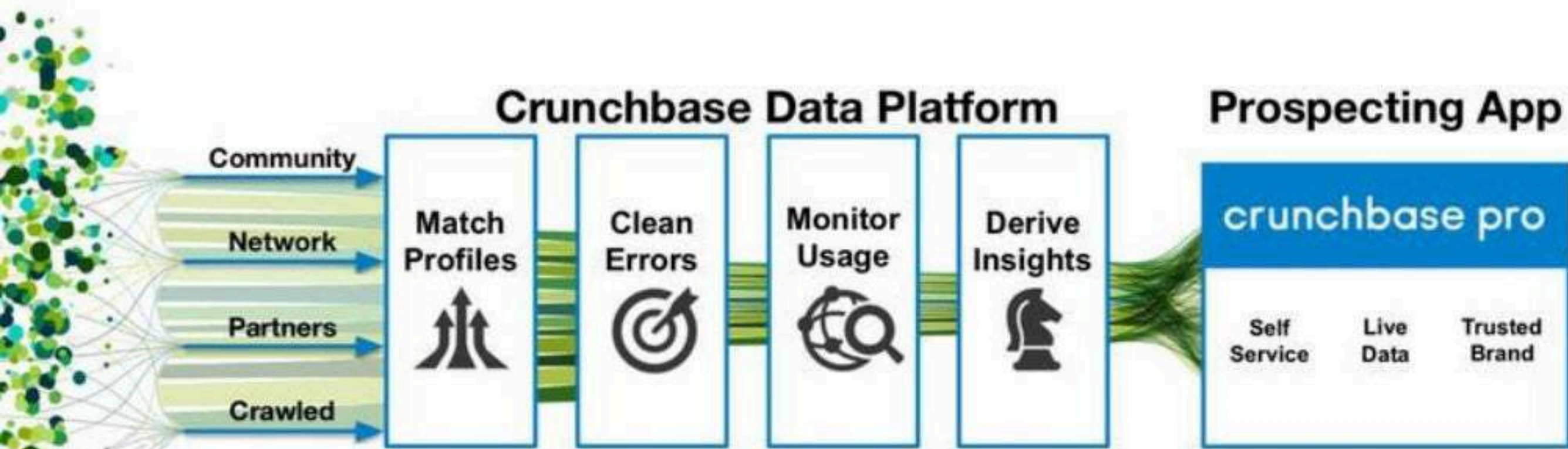
Private company data

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- Quickly out of date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

Existing solutions

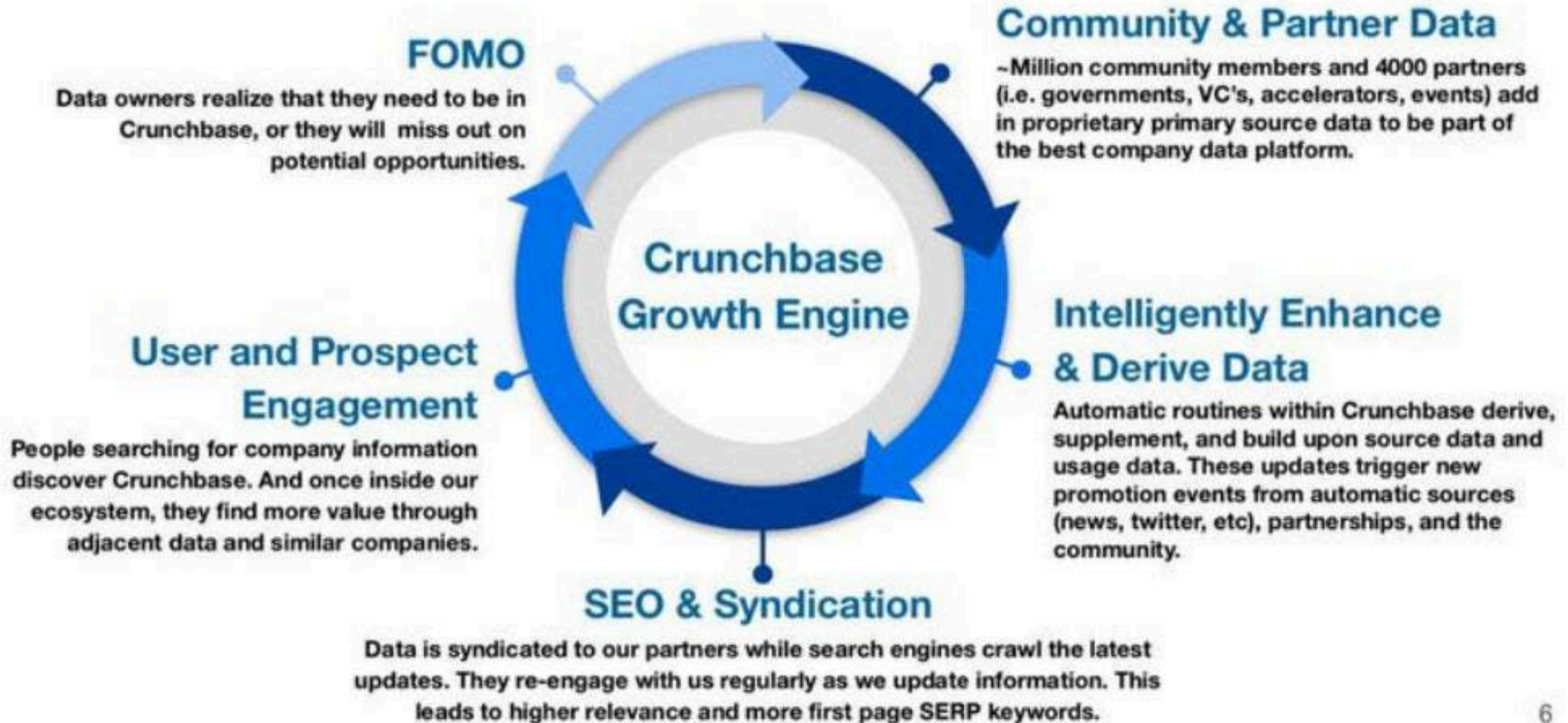
- Typically focus on productivity
- Track progress - not fill pipeline
- Built on top of empty databases
- Rely on you to provide the prospects
- Go stale after import of data
- Don't track buy signals
- Don't suggest new prospects

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

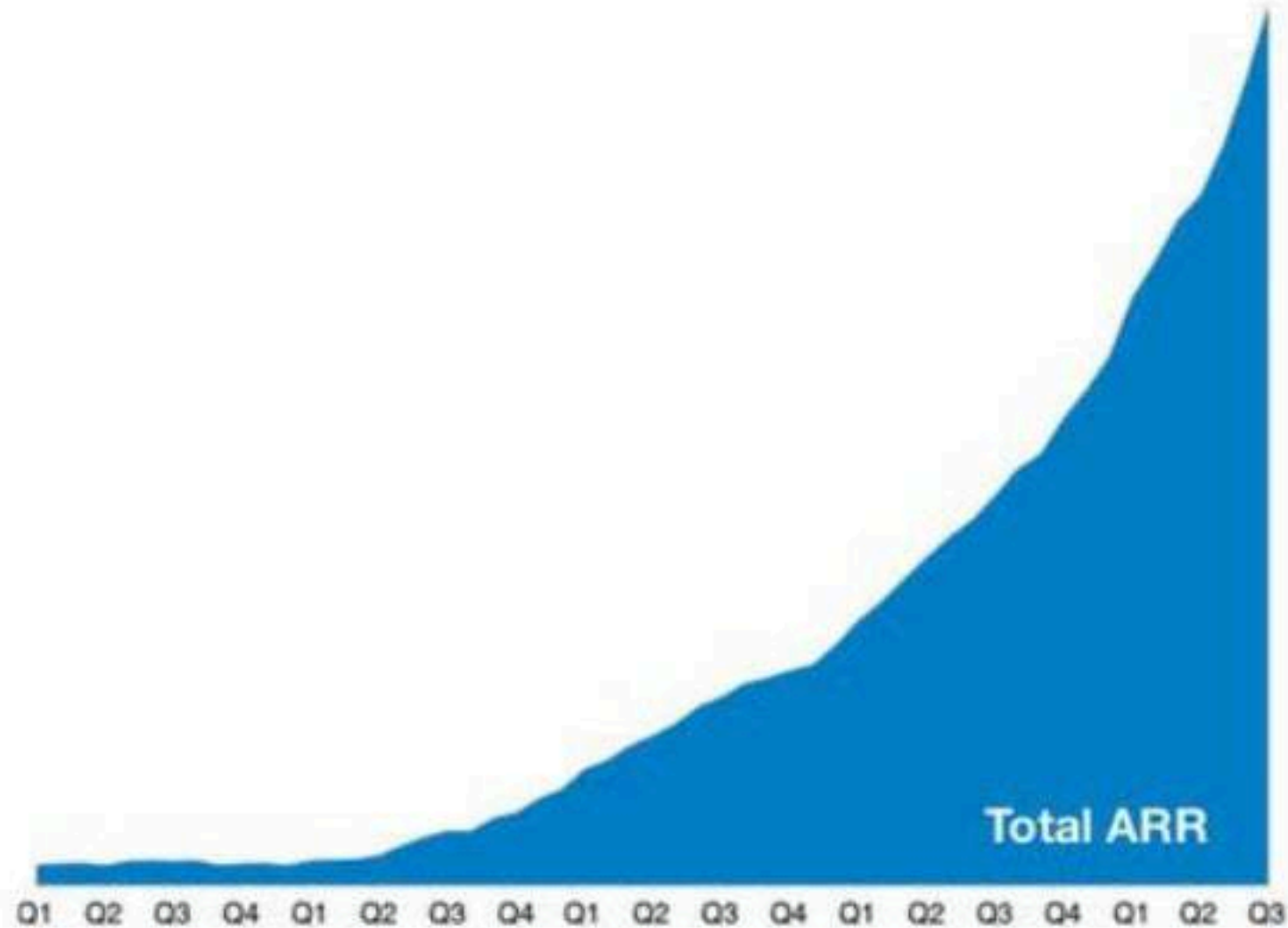


Our data is structured, intelligent, and dynamic.

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 web application interface. On the left is a sidebar with navigation links: 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. Below this, there are several filter categories: 'Description' (Health Care), 'Headquarters Location' (California, Europe, New York, Japan, Korea, Europe), 'Founded Date' (after 2 years ago), 'Last Funding Round' (Funding Type: Series A, Series B, Series C, Series A, etc.), and 'Money Raised' (greater than \$100,000). A green 'SEARCH' button is at the bottom of the filters. Below the search bar, it says '80 results in 0.120s'. At the bottom of the main area, there are columns for 'Name', 'Category Group', 'Headquarters Location', and 'Total Equity Funding Amount'. The first row shows 'Thrive Global' in the 'Health Care' category, located in 'New York, New York, United States, North America', with a 'Total Equity Funding Amount' of '\$1,977,500'. To the right of the main interface, there are two callout boxes. The first callout box, titled 'Health Care companies founded in the last 2 years', shows a table of email alert settings with columns for 'Type', 'Daily', and 'Weekly'. The second callout box, titled 'Total Equity Funding Amount', shows a summary of funding statistics: Total (\$3,495,966,154), Min (\$2,129), Max (\$347,000,000), Average (\$7,545,375), and Median (\$1,977,500).

crunchbase pro

Look up a specific company, person, investor, or event

Companies CLEAR FILTERS

Filters:

- Description: Health Care
- Headquarters Location: California, Europe, New York, Japan, Korea, Europe
- Founded Date: after 2 years ago
- Last Funding Round: Funding Type: Series A, Series B, Series C, Series A, etc.
- Money Raised: greater than \$100,000

SEARCH

80 results in 0.120s

Name	Category Group	Headquarters Location	Total Equity Funding Amount
Thrive Global	Health Care	New York, New York, United States, North America	\$1,977,500

Health Care companies founded in the last 2 years

Make this shareable

Choose email alert type and frequency

Type	Daily	Weekly
Additions	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Acquisitions	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Funding Rounds	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Jobs	<input type="checkbox"/>	<input type="checkbox"/>
News	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Public Report	<input type="checkbox"/>	<input checked="" type="checkbox"/>

Total Equity Funding Amount

Total	Min	Max	Average	Median
\$3,495,966,154	\$2,129	\$347,000,000	\$7,545,375	\$1,977,500

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

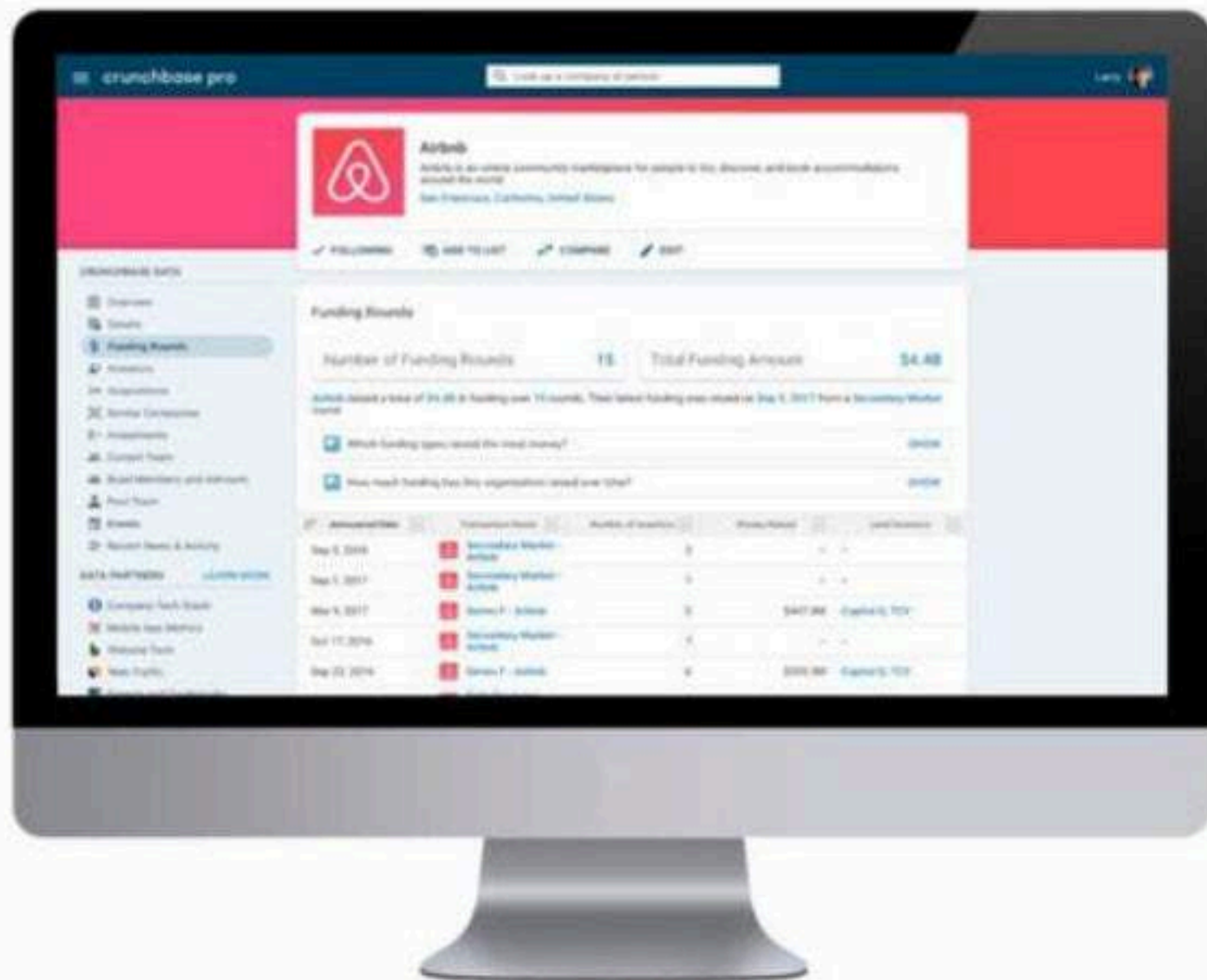
Head of People

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

investors



Crunchbase: the LinkedIn for Companies



crunchbase

