



# Apollo

Stage: Series D

Platform offering lead management suite with training analytics

76

Tracxn Score

## Business Description

Platform offering lead management suite with training analytics. Features a contact database with targeting filters. The contacts can be sorted based on priority using the in built lead scoring engine. Leads can be engaged through both emails and calls. The call dialler has a conversation intelligence feature and is provided with playbook call scripts. Also gives email templates personalized for each type of lead being engaged. Provides opportunity insights and best practice reports. Integrable to Gmail and major CRMs.

## Competition

Local Competitors	ZoomInfo (2000, Vancouver, \$32M, Public) Clearbit (2014, San Francisco, \$2M, Acquired)
Global Equivalents	DiscoverOrg (2007, Vancouver, Acquired) Cognism (2016, London, \$130M, Series C)

## Investors by Stage of Entry

Early Stage	Nexus Venture Partners, Y Combinator, NewView Capital, Social Capital, Tribe Capital
Late Stage	Bain Capital Ventures, Sequoia Capital, Nexus Venture Partners, NewView Capital, Tribe Capital

## Funding Details

Date	Amount	Round	New Investors
Aug 29, 2023	\$100M	Series D	Bain Capital Ventures
Aug 09, 2023	\$1.3M	Series C	-
Mar 04, 2022	\$110M	Series C	Sequoia Capital
Nov 01, 2021	\$32M	Series B	NewView Capital, Tribe Capital
Jun 26, 2018	\$7M	Series A	Nexus Venture Partners

## Key Information

Founded Year	2015
Total Funding	\$250M
Location	San Francisco
Editor's rating	5/5
Valuation	\$1.6B (as on Aug 29, 2023)
Employee Count	94 (as on Dec 31, 2022)

## Leadership Team

- Ray Li**  
Co-Founder  
Ex-Square, Los Angeles Times. Harvard University BA 2014
- Tim Zheng**  
Co-Founder & CEO  
Ex-Founder Braingenie. Massachusetts Institute of Technology BS 2011

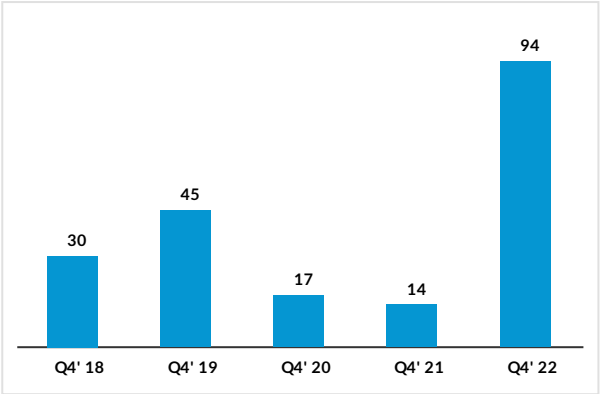
## Competitors by Company Stage

Seed Stage	93
Series A+	50
Series C+	4
Unicorns	2
Exits (Acq. & IPOS)	113
Unfunded	1,725
Deadpooled	675

## News

Jun 25, 2024	APOLLO and Rhapsody Property Management Services Partner t...
Jun 20, 2024	Landmark Study Investigates Offshore Green Hydrogen Production
May 28, 2024	APOLLO launches FinShore for buy-now-pay-later insurance serv...
May 22, 2024	NormanMax Launches Nat Cat Parametric Lloyd's Syndicate, Man...
May 14, 2024	Apollo Provides \$55M Refi on Pier 19 Residences and Marina in M...
Mar 21, 2024	Apollo launches Mubadala-backed private credit fund
Mar 21, 2024	CPI Negotiates €450 Million Capital Injection with Apollo
Mar 12, 2024	Apollo investment has become interested in the purchase of Para...
Mar 01, 2024	Apollo and Innovative Risk Labs new insurance product to de-risk...
Dec 29, 2023	The Government authorizes "without conditions" the Apollo OPA...
Dec 21, 2023	Apollo-backed Aspen Insurance files IPO
Dec 11, 2023	Apollo adds ELTIF to wealth offering following regulatory approval
Nov 28, 2023	Apollo to Launch Specialty Treaty Class of Business
Nov 08, 2023	Apollo.io Launches Apollo 3.0 GTM Solution
Oct 10, 2023	Apollo, JB Capital latest to enter race to buy Vodafone's Spanish b...
Sep 27, 2023	Apollo.io Appoints JD Sherman to Board of Directors
Sep 10, 2023	APOLLO Travel announces termination of acquisition of WM Mot...
Aug 30, 2023	Sales intelligence startup Apollo now worth \$1.6B after \$100M ro...
Aug 29, 2023	Apollo.io, a full-stack sales tech platform, bags \$100M at a \$1.6B v...
Aug 26, 2023	Meet Apollo, your new humanoid coworker

## Employee Count



## Investments

Jun 21, 2024	\$825K Seed	OGI Bio (2020, United Kingdo...
Apr 29, 2024	\$1B Conventi...	Tillman Infrastructure (2016, United States)
Dec 14, 2021	\$1.42B PE	FWD (2013, China, \$1.82B)