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This case is about Netscape Initial Public Offering (IPO) in 1995. Netscape had a successful starting in the market mainly because of their strategy of "Give away today and make money tomorrow", which let them capture 75% of the web browser market, making it the most popular browsing software.

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In 1995, Netscape, an early leader and innovator in the Internet and WWW software and web browser market, had been going through the initial public offering (IPO) process. Specifically, on August 8, 1995, Netscape's lead IPO underwriters recommended to the Netscape board to increase the initial offering price to \$28 per share from \$14 per share ...

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American University of Beirut Case Study Analysis Netscape's Initial Public Offering Prepared by: Assadi, Louay Koleilat, Jana Course #: MFIN 304 Instructor: Saffeidine, Assem PhD Due Date: October 10, 2013 Marc Andreessen and James Clark founded Netscape Communications Corporation in 1994.

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