

AIRBNB FINANCIALS AND KPIS

	2017	2016	2015	2014	2013	2012
Income Statement						
Revenues	\$2,570 MM	\$1,700 MM	\$900 MM	\$425 MM	\$245 MM	\$130 MM
EBITDA	\$450 MM ¹	\$100 MM	(\$150 MM)			
Net Income (Loss)						
EBITDA Margin (%)	17.5%	5.9%				
Net Income Margin (%)						

	2017	2016	2015	2014	2013	2012
Valuation Details						
Valuation	\$31,000 MM ²	\$30,000 MM	\$1,500 MM	\$10,780 MM	\$2,850 MM	
Employees	2017	2016	2015	2014	2013	2012
Total Employees	4,000	2,900	2,368	1,550	825	500

PrivCo

User Guide

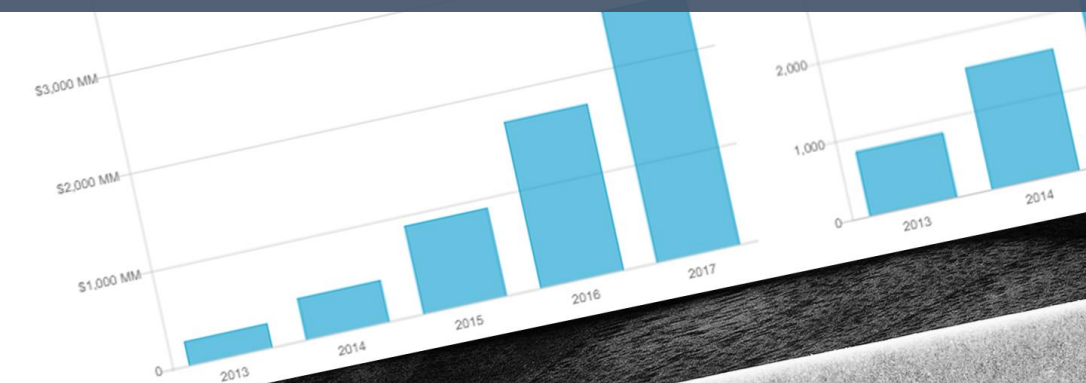


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Dashboard

The Dashboard is the post-login homepage. It showcases popular companies, and the most recent deals, fundings and IPO news.

You can navigate PrivCo using the left-hand navigation bar available on all pages of the platform. This navigation bar is collapsible by clicking on the three horizontal lines at the very top left of the page.

PrivCo

Name ▾

Enter private company or investor name

Q

Dashboard

Watchlist

Saved Searches

Knowledge Bank

Advanced Searches

Private Companies

Investors

Fundings

M&A Deals

PE Deals

PrivCo {API}

Unleash the full potential of PrivCo's unique data sets with API Access

Schedule a Call to Learn More

Popular Companies

<

>

meijer

KOHLER

Neiman Marcus

WARBY PARKER

wework

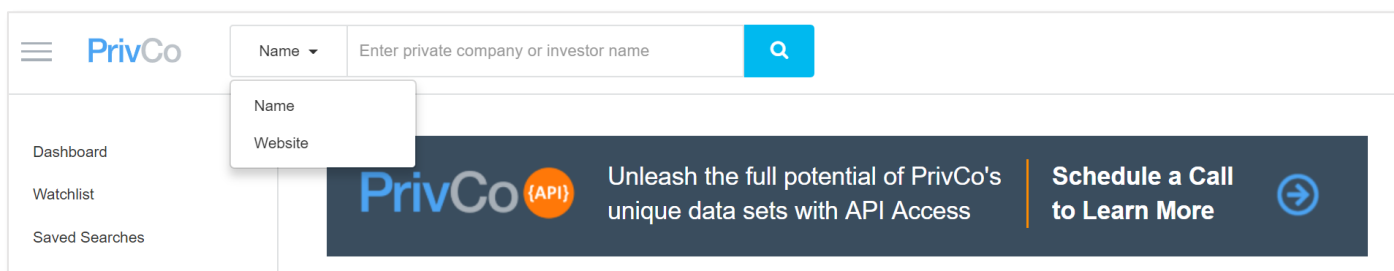
Featured M&A Deals

Target	Buyer	Industry	Deal Price	Revenue	EV / Revenue
Pluto.TV	Viacom, Inc.	Software & Internet Services	\$340 MM	\$25 MM	13.6x
TrendKite, Inc.	Cision Inc.	Software & Internet Services	\$225 MM	\$56 MM	4.0x
UQM Technologies Inc.	Danfoss Inc	Semiconductors & Semiconductor Equi...	\$100 MM	\$7.8 MM	12.9x
Quovo, Inc.	Plaid Technologies, Inc.	Software & Internet Services	\$200 MM	\$5 MM	40.0x

Profile Pages

Individual Company Profiles

Navigate to an individual company profile from the top of any page using the search bar. You can search by company name or company website URL.



PROFILES INCLUDE

Current and historical revenue and employee counts by year	Executive-level contacts
Financial data confidence indicator	Investors
Growth rates	Funding details
Valuations	Related companies
Other critical firmographics	Detailed M&A activity
Ownership structure	Corporate structure

Profile Pages

Company Overview Section




The top of the profile contains a snapshot of the company that includes a logo, a summary overview and a list of corresponding PICS and keywords.


Standard classification systems are limiting, so we created the PrivCo Industry Classification System (PICS) to more accurately reflect the modern business landscape and allow you to drill down and find the most suitable target companies and comparables possible.

Companies have only one industry, and keywords help further describe each company's activities. Depending on your combination of these, each term will either further refine or broaden your search.

For example, Airbnb is a software platform, so its industry is Software & Internet Services and its keywords—Hospitality, Consumer Services, Booking, Software and Marketplace—provide additional information about its business.

Airbnb, Inc. [☆ Add to Watchlist](#)



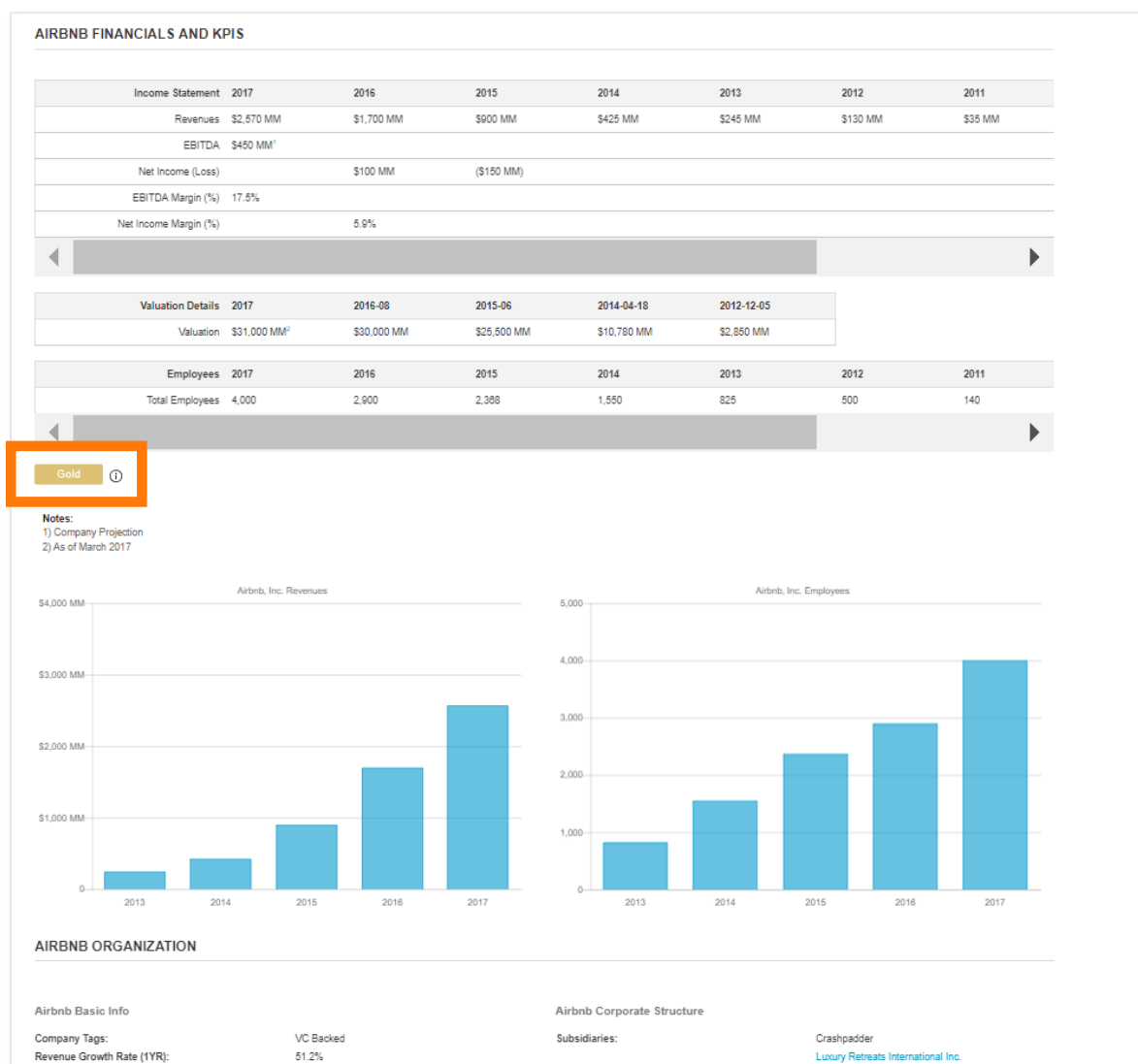
Airbnb, Inc. is a privately-held online marketplace allowing anyone from private residents to commercial properties to rent out their extra space. Listings include, but are not limited to: vacation rentals, private rooms, entire apartments, and bed and breakfasts. The closely-held Internet start-up, in addition to extensive media coverage, has raised significant interest from venture capital investors. Airbnb's headquarters are located in San Francisco, California. The company was founded in 2007 by Brian Chesky, Joe Gebbia, and Nathan Blecharczyk.

Tags: VC Backed
PICS: Software & Internet Services
Keywords: Booking, Consumer Services, Hospitality [+4 more](#)

Profile Pages

Financials & KPIs Section

In this section you will find current and historical annual revenues, employee counts, additional KPIs as available, growth rates and our proprietary financial tier confidence indicators.



Below each profile's revenue and employee count history is a Diamond, Gold, Silver or Bronze rating, indicating the authority of our sources. Financial Tier rating definitions can be found on the next page.

Profile Pages

Financials & KPIs Section

PrivCo is the only private company platform that provides transparency into the authority of our sources with our financial data confidence indicators, called “Financial Tiers.”

Financial Tier Definitions:

Financial Tiers Definition				
	Bronze	Silver	Gold	Diamond
Model Validated	✓	✓	✓	✓
Extracted		✓	✓	✓
Multiple Sources			✓	✓
Authoritative				✓
Close				

- **Diamond profiles** contain the most authoritative information. The financials are up-to-date and come from regulatory filings or multiple other trusted sources.
- **Gold profiles** don't contain enough authoritative data to be considered Diamond, but include revenue and employee data points from multiple reliable sources such as business journals, industry sources and news articles.
- **Silver profiles** contain at least one data point from a reliable source, and the rest have been inferred and modeled to fill in gaps. These profiles are directionally accurate as to the value and trend, but won't have the same degree of accuracy as Gold or Diamond.
- **Bronze profile** financial details have been validated through our various internal models. We do not have direct revenue or employee figure data points, but we have at least one indirect data point (e.g., location or 401(k) participant numbers) that we can extend and build around to give our clients a picture of the company's size.

Profile Pages

Firmographics Section

This section provides basic details including the location of corporate headquarters, growth rates and corporate structure.

AIRBNB ORGANIZATION

Airbnb Basic Info

Company Tags:	VC Backed
Revenue Growth Rate (1YR):	51.2%
Revenue Growth Rate (3YR CAGR):	82.2%
Employee Growth Rate (1YR):	37.9%
Employee Growth Rate (3YR CAGR):	37.2%
Year Founded:	2008
City:	San Francisco
State/Province:	California
Postal Code:	94103, See more private companies near Airbnb, Inc.
Country:	United States
Phone:	415-615-2490
Website:	www.airbnb.com
Social Media:	  

Airbnb Corporate Structure

Subsidiaries:	Crashpadder Luxury Retreats International Inc. NabeWise Media, Inc. View All >
Former Name:	Airbed & Breakfast, Inc.
Founder(s):	Brian Chesky Joe Gebbia Nathan Blecharczyk

Profile Pages

Industry Classification (PICS) Section

This section lists a company's industry and keywords. Each industry or keyword is a link to a list of all companies that share that term.

AIRBNB INDUSTRY CLASSIFICATION

Airbnb PrivCo Industry PICS:

[Software & Internet Services](#)

Airbnb Keywords:

[Booking](#), [Consumer Services](#), [Hospitality](#), [Marketplace](#), [Software](#), [Technology](#), [Travel](#)

The PrivCo Industry Classification System (PICS) is PrivCo's proprietary system for classifying privately-held companies. Built to reflect the modern business landscape more accurately than other systems, PICS enables powerful search and discovery features through a two-pronged classification approach: each company is assigned to one core industry, with additional keywords used to describe its activities in further detail. Under the hood, PrivCo uses Machine Learning and other automatic algorithms to analyze keyword and industry clusters to provide real-time QA and ensure the highest level of data integrity.

Profile Pages

Company Investors

This section provides a comprehensive list of associated investors, date of most recent investment, as well as links to each investor's individual profile.

Name	Date of Most Recent Investment
Technology Crossover Ventures	Mar. 2017
CapitalG	Mar. 2017
Andreessen Horowitz, LLC	Mar. 2017
Sequoia Capital	Mar. 2017
General Atlantic LLC	Dec. 2015
Hillhouse Capital Management, Ltd.	Dec. 2015
Tiger Global Management LLC	Dec. 2015
Baillie Gifford & Co Limited	Dec. 2015
China Broadband Capital	Dec. 2015
Fidelity Ventures	Dec. 2015
Show More	

Executive-Level Contacts (When Available)

This section includes management team members, job title and corresponding email addresses.

AIRBNB COMPANY CONTACTS		
Name	Title	Email
Brian Chesky	CEO & Co-Founder	brian.chesky@airbnb.com
Joe Gebbia	Co-Founder	joe.gebbia@airbnb.com
Nathan Blecharczyk	Co-Founder	nathan.blecharczyk@airbnb.com
Gregory McAdoo	Director	gregory.mcadoo@airbnb.com
Jeff Jordan	Director	jeff.jordan@airbnb.com

Profile Pages

Related Companies

Discover New Companies in Orbit Around Your Key Targets

Each company profile includes a Related Companies section. Use this tool to adjust the lens by which you view and identify cohorts of companies that share key characteristics with your target companies.

LYFT RELATED COMPANIES BETA

Smart Money Largest Funding Rounds Valuation Series/Stage Valuation/Revenue Multiple

<input type="checkbox"/>	Company	Website	Location	Shared Labels
<input type="checkbox"/>	Slack Technologies, Inc.	www.slack.com	San Francisco, CA	Largest Funding Rounds Valuation Se
<input type="checkbox"/>	Instacart	www.instacart.com	San Francisco, CA	Largest Funding Rounds Valuation Se
<input type="checkbox"/>	Snowflake Computing	www.snowflake.net	San Mateo, CA	Largest Funding Rounds Valuation Se
<input type="checkbox"/>	DoorDash, Inc.	www.doordash.com	Palo Alto, CA	Largest Funding Rounds Valuation Se
<input type="checkbox"/>	Epic Games, Inc.	www.epicgames.com	Cary, NC	Largest Funding Rounds Valuation To
<input type="checkbox"/>	INFOR, Inc.	www.infor.com	New York, NY	Largest Funding Rounds Total Equity Ra
<input type="checkbox"/>	Niantic, Inc.	www.nianticlabs.com	San Francisco, CA	Valuation Total Equity Raised Acquisi
<input type="checkbox"/>	Airbnb, Inc.	www.airbnb.com	San Francisco, CA	Valuation/Revenue Multiple Acquisitive
<input type="checkbox"/>	Stripe, Inc.	www.stripe.com	San Francisco, CA	Valuation Series/Stage Acquisitive V
<input type="checkbox"/>	Uber Technologies, Inc.	www.uber.com	San Francisco, CA	Largest Funding Rounds Total Equity Ra

How It Works

Lists default to the 10 companies that share the most common attributes with the chosen company.

Simply toggle select attributes on and off using the buttons at the top of the list to dynamically change which companies show up.

If a company looks interesting, add it to a Watchlist from this section. See page 32 for more on Watchlists.

Related Companies presents a dynamic list, allowing you to build multi-factor screens on the fly using a variety of attributes such as valuation, growth rates, ownership, funding attributes, acquisitiveness and stage of funding.

Profile Pages

Funding and Investment Sections

As applicable, company profiles contain funding and investment activity details as well as deal multiples.

The Funding Activity section includes overall details, specifics on each funding round (including valuation, when available), as well as links to each investor's profile.

AIRBNB FUNDING ACTIVITY

Total Funding Raised	Number of Funding Rounds	Latest Valuation
\$4,430.5 MM	11	\$31,000 MM
Funding Rounds		
Round F-2 Mar 2017		
Investor	Investor Type	
Technology Crossover Ventures	Venture Capital	
CapitalG	Venture Development Firm	
Andreessen Horowitz, LLC	Venture Capital	
Sequoia Capital	Venture Capital	
Valuation : \$31,000 MM	Round F-2 Total : \$447.8 MM	View Details
Round F-1 Sep 2016		
Investor	Investor Type	
CapitalG	Venture Development Firm	
Technology Crossover Ventures	Venture Capital	
Valuation : \$30,000 MM	Round F-1 Total ¹ : \$555.5 MM	View Details

To view further details on each round, click the View Details button at the bottom right of each round. See the VC Funding section on page 17 for information on these pages.

If applicable, the company's investment history is available with further investment details via the View Details button. See the VC Funding section on page 16 for information on these pages.

AIRBNB INVESTMENT HISTORY			
Date	Target	Target Industry	Total Amount
Jan 2017	Resy Networks, Inc.	Hospitality & Leisure Mobile Applications	\$13 MM
View Details			

Profile Pages

M&A Activity Section

If applicable, this section provides the company's M&A activity history, including dates, names of each target, deal type, price and transaction multiple (if available), as well as links to target profiles and deal details. See the Deals section on page 16 for information on the Deal pages.

AIRBNB M&A ACTIVITY

Date	Target	Acquirer	Deal Type	Price	Transaction Multiples	
Nov. 2017	AdBasis	Airbnb, Inc.	Acquisition	Unspecified		View Details
Nov. 2017	Accomable	Airbnb, Inc.	Acquisition	Unspecified		View Details
Jun. 2017	Trooly, Inc.	Airbnb, Inc.	Acquisition	Unspecified		View Details
May. 2017	Deco Software	Airbnb, Inc.	Acquisition	Unspecified		View Details
Feb. 2017	Luxury Retreats International Inc.	Airbnb, Inc.	Acquisition	\$300 MM	EV / R : 2.6x	View Details
Jan. 2017	Tilt	Airbnb, Inc.	Acquisition	\$12 MM	EV / R : 1.1x	View Details
Sep. 2016	Trip4real Experiences, SL ¹	Airbnb, Inc.	Acquisition	Unspecified		View Details

Profile Pages


Add a Company to Your Watchlist or Export Profile Data


Once you hone in on a target company, you can interact with the profile in a way that suits your next best step.


The Add to Watchlist option is available to the right of the company name at the top of each profile. Learn more about Watchlists on page 32.

The Export button allows you to export the profile to PDF, Excel or, if you have Salesforce integration set up, you can push key details to your Salesforce account. See page 37 for details on Salesforce integration.

Airbnb, Inc.







Airbnb, Inc. is a privately-held online marketplace allowing anyone from private residents to commercial properties to rent out their extra space. Listings include, but are not limited to: vacation rentals, private rooms, entire apartments, and bed and breakfasts. The closely-held Internet start-up, in addition to extensive media coverage, has raised significant interest from venture capital investors. Airbnb's headquarters are located in San Francisco, California. The company was founded in 2007 by Brian Chesky, Joe Gebbia, and Nathan Blecharczyk.

Tags: VC Backed
PICS: Software & Internet Services
Keywords: Booking, Consumer Services, Hospitality [+4 more](#)

Note: You may encounter profiles of public companies on PrivCo for a few reasons. First, we track the investment activity of public companies. We also have profiles of companies that were either formerly private and have since IPO'd or were acquired by a public company. You will come across these profiles on PrivCo because we maintain an archive of financial performance prior to exit, as well as details of any private market transactions on a forward-looking basis.

Investor Profiles

The Investor profiles include basic firm information such as location and investor type, investment preferences, company contacts and a historical record of private market transactions.

As with the company profiles, you can export this data to PDF or Excel or view the details of each event. Page 17 provides details on the VC Fundings profiles.

Y Combinator

[View activity](#)[Export](#)

Y COMBINATOR OVERVIEW

Basic Info
Investor Type: Business Incubator / SBDC
Parent:
Year Founded: 2005
City: Mountain View
State/Province: California
Postal Code: 94041
Country: United States
Website: www.ycombinator.com

Investment Preferences
Y Combinator Preferred Stage: Seed
Early Stage

Y COMBINATOR COMPANY CONTACTS

Name	Title	Email
Paul Graham	Partner	pg@yogbear.com

Y COMBINATOR DEAL AND INVESTMENT HISTORY

Date	Role	Company	Company Industry	Deal Type	Total Deal Amount	
Nov. 2018	Investor	Standard Cognition	Artificial Intelligence & Algorithmic Automation Software	Funding	\$40 MM	View Details
Nov. 2018	Investor	Meesho	App Marketplaces	Funding	\$50 MM	View Details
Nov. 2018	Investor	Reach Labs	Technology	Funding	\$8 MM	View Details

Investor Profiles

M&A Deal History

The Deal profiles include transaction details such as date, stake acquired, type, currency, amount, target company, acquirer, sellers, transaction multiples and any relevant notes.

You can export the data found here to PDF or Excel.

Blackberry Limited acquires a majority stake in Cylance, Inc.

Export ▼

Date	Stake Acquired	Deal Type
November 2018	majority stake	Acquisition

Target	Acquirer
Cylance, Inc. Irvine, California, United States Industry: Software & Internet Services	Blackberry Limited Waterloo, Ontario, Canada

Have the precise % stake acquired? Send us a tip, tips@privco.com

Deal Amount	
Deal Price	\$1.4 BN
Enterprise Value (EV)	\$1.4 BN

Financials for Target: Cylance, Inc.		Transaction Multiples		Transaction Multiples w/ Max. Contingency	
Total Assets	N/A	EV / A		EV / A	
Stockholder's Equity	N/A	EV / SE		EV / SE	
Revenues 2017	\$108.8 MM	EV / R	12.9x	EV / R	
Net Income (Loss)	N/A	EV / E		EV / E	
Cash Flow	N/A	EV / CF		EV / CF	
EBITDA	N/A	EV / EBITDA		EV / EBITDA	
Operating Income (Loss)	N/A	EV / OI		EV / OI	

Deal Notes
Enterprise Value assumes no cash on hand and no target debt assumed.

Investor Profiles

VC Fundings

The VC Funding profiles includes transaction details such as date, series, amount, investor details and any available valuation multiples.

Instacart Receives Equity Funding From Tiger Global Management LLC, Coatue Management, And Valiant Capital Partners

Date	Company	Series	Funding Amount
November 2018	Instacart	F-1	\$271 MM

Round Details	
Funding Amount	\$271 MM
Valuation	\$7.9 BN
Company Age At Funding	6 years

Investor	Investor Type	Investment	Stake Acquired
Tiger Global Management LLC	Private Equity		
Coatue Management	Hedge Fund		
Valiant Capital Partners	Venture Capital		

Financials for Instacart		Valuation Multiples	
Total Assets	N/A	V / A	
Stockholder's Equity	N/A	V / SE	
Revenues 2015	\$220 MM	V / R	35.8x
Net Income (Loss)	N/A	V / E	
Cash Flow	N/A	V / CF	
EBITDA	N/A	V / EBITDA	
Operating Income (Loss)	N/A	V / OI	

Advanced Searches

Pair our unique data sets and unrivaled data quality with our Advanced Search discovery tools to unearth new opportunities.

We offer five advanced search options, available on the left-hand navigation pane from any page:

- Private Companies
- Fundings
- PE Deals
- Investors
- M&A Deals

The screenshot displays the PrivCo web application interface. On the left, a navigation menu lists several options: Dashboard, Watchlist, Saved Searches, Knowledge Bank, **Advanced Searches** (highlighted with an orange box), Private Companies, Investors, Fundings, M&A Deals, and PE Deals. The main content area at the top includes a search bar with the placeholder text 'Enter private company or investor name' and a search icon. Below the search bar is a banner for 'PrivCo {API}' with the text 'Unleash the full potential of PrivCo's unique data sets with API Access' and a 'Schedule a Call to Learn More' button. The 'Popular Companies' section features logos for meijer, KOHLER, Neiman Marcus, WARBY PARKER, and wework. The 'Featured M&A Deals' section contains a table with the following data:

Target	Buyer	Industry	Deal Price	Revenue	EV / Revenue
Pluto.TV	Viacom, Inc.	Software & Internet Services	\$340 MM	\$25 MM	13.6x
TrendKite, Inc.	Cision Inc.	Software & Internet Services	\$225 MM	\$56 MM	4.0x
UQM Technologies Inc.	Danfoss Inc	Semiconductors & Semiconductor Equi...	\$100 MM	\$7.8 MM	12.9x
Quovo, Inc.	Plaid Technologies, Inc.	Software & Internet Services	\$200 MM	\$5 MM	40.0x

While all Advanced Searches allow you to filter by geography and industry, each has a unique set of screening criteria.

Advanced Searches

Private Companies

Quickly refine your search by revenues, employee counts, growth rates, ownership structure, location, industry, keywords and VC or M&A activity.

Private Company Advanced Search

Tip: Select multiple search options while holding the Control (Windows) or Command (Mac) key and clicking the desired selection.

[Reset](#) [Search](#)

Location Criteria

Location

Type in a city, state, region, or ZIP code in the United States

The search defaults to U.S. companies.

Industry Criteria

Industries / Keywords ⓘ

Type in an industry or a keyword

[Show all industries](#)

Industries Contains Any All Industries Selected

Keywords Contains Any All Keywords Selected

Revenue Criteria

Choose Annual Revenues

Between \$ MM and \$ MM

Choose Revenue Growth Rate

1YR Growth Rate from % to %

☐ Also Include Companies With Pre-Revenue or Unconfirmed Revenue

or choose range(s) from the list below

Any
< \$10 MM
\$10 MM - \$100 MM
\$100 MM - \$1 BN
> \$1 BN

Employees and Ownership Criteria

Choose Total Employees

Between and

Choose Employee Growth Rate

1YR Growth Rate from % to %

Any
0 - 100 Employees
100 - 1000 Employees
> 1000 Employees

Only Include Exclude

PE-backed Firms ☐ ☐

VC-backed Firms ☐ ☐

VC Funding Criteria

Choose Total Funding

Between \$ MM and \$ MM

Specialty Criteria

Company age between and years

PRO TIPS:

You can choose to **“Include Companies with pre-revenue or unconfirmed revenue”** by checking the box under the Choose Revenue Growth Rate section. If the funding round size is important to your search, leave this box unchecked.

You can also choose to **“only include”** or **“exclude”** companies with VC and/or PE funding under the Employees and Ownership Criteria section.

Advanced Searches

Private Companies

The Location field is a text box that allows you to select one or more cities, states, regions or countries.

Location

New York, USA x

San Francisco, CA x

South Atlantic, US x

11228 |

New York, NY	CITY
Brooklyn, NY	CITY
Hauppauge, NY	CITY
Long Island City, NY	CITY
Conshohocken, PA	CITY

PRO TIP:

You can find cities by entering in zip codes and you can find states by entering the two-letter postal abbreviation.

This search uses both industries and keywords, allowing you to change the lens by which you are viewing a collection of companies.

Industry Criteria

Keywords / Industries

Type in a keyword or industry

Show all industries

Industries

Contains Any

All Industries Selected

Keywords

Contains Any ▼

All Keywords Selected

Note: This functionality is only available for Private Company Advanced Searches.

Advanced Searches

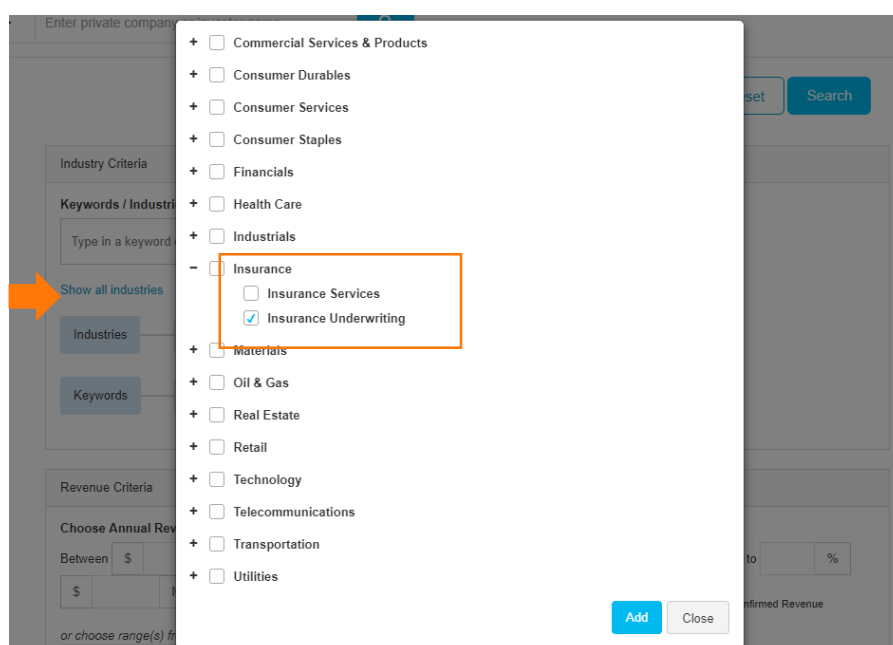
Private Companies

Note that when entering a term in the search box, it will provide you with options and will indicate whether each option is an industry or keyword.

Keywords / Industries

apparel	
Apparel	KEYWORD
Apparel Retail	INDUSTRY
Apparel, Footwear & Accessories	INDUSTRY

To view a list of all industries, click the “Show all industries” link below the text box. The industries are categorized by sector. Click on the + next to the sector to view the underlying industries. Check the boxes next to the industries you’d like to include in the search or check the box next to the sector to include all industries listed underneath. Note that you cannot search by the sector name itself, just by the industries underneath.



Advanced Searches

Private Companies

Depending on your search combination of industries and keywords, each term will either further refine or broaden your search.

For example, Airbnb is a software platform, so its industry is Software & Internet Services and its keywords—Hospitality, Consumer Services, Booking, Software and Marketplace—provide additional information about its business.

How to Search by Industry, Keyword or Both

When creating a new search, consider this example using the Apparel space:

Searching by the industry Apparel Retail limits the search to companies that have "Apparel Retail" as their industry.

Searching instead by the keyword Apparel expands this universe, providing results across multiple industries. Using a more specific keyword such as Footwear will narrow your search.

Searching for companies that have both the keywords Apparel and Manufacturing refines the search in a different way.

Other Tips and Tricks

When searching by multiple keywords, you'll want to choose between Contains All and Contains Any. Because a company can only have one industry, including multiple industries uses a Contains Any logic.

Keywords / Industries

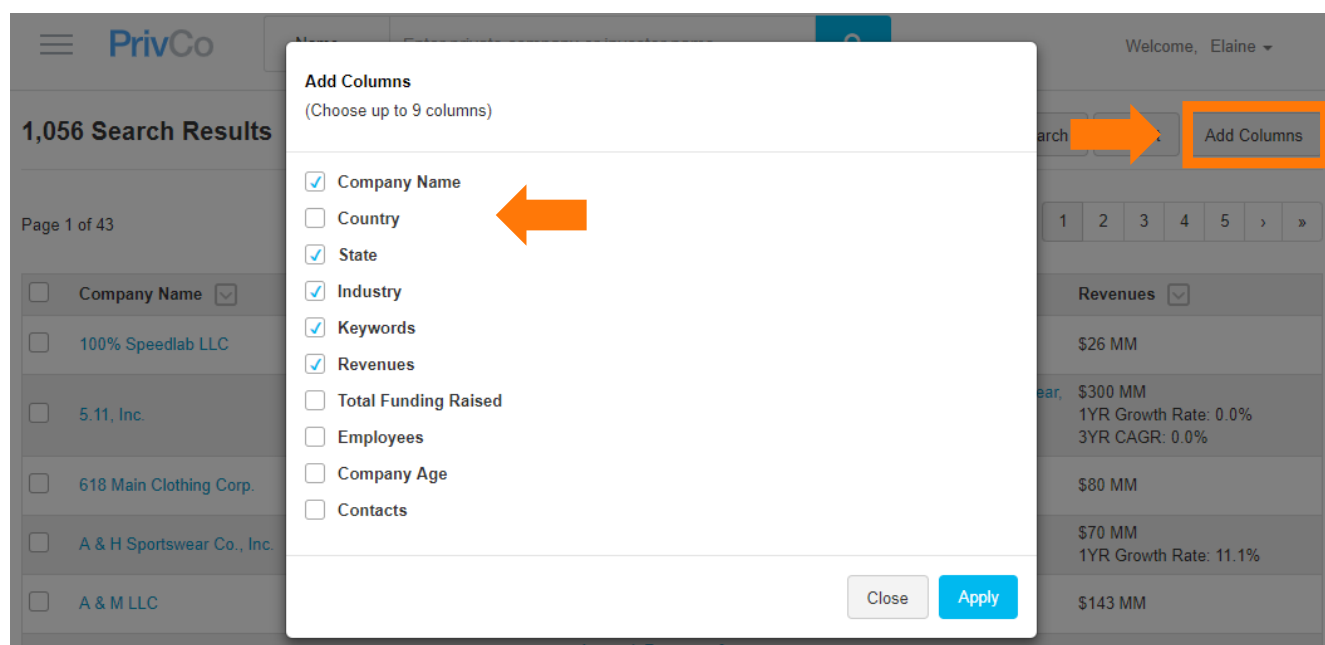
Show all industries

Industries	<div>Contains Any Contains All</div>	All Industries Selected
Keywords	<div>Contains Any ▲</div>	Apparel x Manufacturing x

Advanced Searches

Customize Private Company Search Results Columns

To view the criteria most relevant to your search, adjust the columns included on your search results using the Add Columns button at the top right of the page.



Note: This functionality is only available for Private Company Advanced Searches.

Advanced Searches

Refine Your Private Company Search in Two Ways:

Option 1: The Revise Search button will take you back to the Advanced Search functionality, allowing you to adjust your search criteria. *This functionality is available for all Advanced Searches.*

Option 2: Refine your results directly on the search results using the dropdown arrows next to the columns. All columns are editable here with the exception of Company, Company Age and Industry.

Sort your results using a specific column by clicking the dropdown arrow next to each column header (with the exception of the Industry column).

This functionality is only available for the Private Company Advanced Search.

The screenshot displays the PrivCo search results page. At the top, there's a search bar with the text "Enter private company or investor name" and a search icon. Below the search bar, it shows "1,056 Search Results" and buttons for "Revise Search", "Show Search Criteria", "Save Search", "Export", and "Add Columns". The main table lists search results with columns: Company Name, State, Industry, Keywords, and Revenues. The "Revenues" column has a dropdown arrow next to it, which is highlighted with an orange box. A dropdown menu is open, showing options to "Sort Smallest to Largest" and "Sort Largest to Smallest". Below these options is a range slider and input fields for "Corresponding Revenue Range" with values "0.4 MM" and "4,900 MM". The table lists two companies: "100% Speedlab LLC" and "5.11, Inc.", both from California, in the "Apparel, Footwear & Accessories" industry. The "Revenues" column shows "\$13 MM" for the second company.

Company Name	State	Industry	Keywords	Revenues
100% Speedlab LLC	California	Apparel, Footwear & Accessories	Apparel, Manufact	
5.11, Inc.	California	Apparel, Footwear & Accessories	Accessories, Appa Footwear, Manufac Outdoor view more	\$13 MM

Note: The search results pages defaults to hide the left-hand navigation. To expand and view the navigation pane, click on the three horizontal lines at the very top left of the page.

Advanced Searches

Investors

Private Market Investor Advanced Search

Tip: Select multiple search options while holding the Control (Windows) or Command (Mac) key and clicking the desired selection.

ResetSearch

Location

Choose Region/Location

Worldwide
United States
Alabama
Alaska
Arizona
Arkansas
California

Or enter a location (US):
City or Postal Code Within 25 miles

Investor Criteria

Choose Investor Types

Any
Angel Investor Group
Angel / Individual
Government
Business Incubator / SBDC
Private Equity
Venture Capital

Choose Preferred Stages

Any
Seed
Early Stage
Mid Stage / Expansion
Late Stage / Mezzanine
Buyouts / Acquisitions
Restructures / Special Situations

Choose Investment Activity

Custom Date Range From To

Industry Preferences

Choose Investor Industry Preferences:

Optional: Includes only investors making one or more past investments in your selected industries

Choose Industries

☐ Advertising & Marketing
☐ Aerospace & Defense
☐ Agricultural Products
☐ Apparel Retail
☐ Apparel, Footwear & Accessories
☐ Auto Parts
☐ Automotive & Consumer Vehicle Retail
☐ Banks
☐ Biotechnology

Clear

Investor search criteria options include:

- Investor type
- Preferred stages
- Investment activity dates
- Industry preferences

Advanced Searches

Fundings

The Fundings search is essentially two searches in one: You can either search by Funding Round Size **or** Total Funding Raised.

This search defaults to Funding Round Size and can be changed to Total Funding Raised using the check boxes at the top of the search criteria. You cannot search both options at the same time.

Funding Search

Tip: Select multiple search options while holding the Control (Windows) or Command (Mac) key and clicking the desired selection.

Reset Search

Search Type

☒ Search by Funding Round Size: ☐ Search by Total Funding Raised:

\$ Min MM \$ Max MM

or choose a size/range from the list below:

Any
< \$1 MM
\$1 MM - \$10 MM
\$10 MM - \$25 MM
> \$25 MM

and/or Round/Transaction Date From To

Custom Date Range: [calendar icon] [calendar icon]

☐ Include Rounds of Unspecified Size

Location and Industry Criteria

Choose Region/Location

Worldwide
United States
Alabama
Alaska
Arizona
Arkansas

Choose Industries

☐ Advertising & Marketing
☐ Aerospace & Defense
☐ Agricultural Products
☐ Apparel Retail
☐ Apparel, Footwear & Accessories
☐ Auto Parts
☐ Automotive & Consumer Vehicle Retail
☐ Banks
☐ Biotechnology

Investor Criteria

Choose Investor Type(s)

All Investor Types
Angel / Individual
Angel Investor Group
Business Incubator / SBDC
Business Plan Competition
Cooperative

Funding Type(s)

All Funding Types
Debt funding / financing
Grant or non-equity funding
Equity funding (any)
Equity funding - seed/angel
Equity funding - incubator/university/program

Search criteria options include:

- Funding round size **or** Total funding raised
- Date range
- Investor type
- Funding type

Note the option to “Include Rounds of Unspecified Size” at the bottom of the Search Type section. If the funding round size is important to your search, leave this box unchecked.

Advanced Searches

M&A Deals

M&A Deals is a broad search and will include PE deals.

Private Company M&A Deal Search

Tip: Select multiple search options while holding the Control (Windows) or Command (Mac) key and clicking the desired selection.

[Reset](#) [Search](#)

Location and Industry Criteria

Choose Region/Location

Worldwide

United States

Alabama

Alaska

Arizona

Arkansas

Choose Target Industry

☐ Advertising & Marketing

☐ Aerospace & Defense

☐ Agricultural Products

☐ Apparel Retail

☐ Apparel, Footwear & Accessories

☐ Auto Parts

☐ Automotive & Consumer Vehicles

☐ Banks

☐ Biotechnology

Additional Deal Criteria

Choose Deal Size

Between \$ MM and \$ MM

Any

< \$25 MM

\$25 MM - \$100 MM

\$100 MM - \$500 MM

> \$500 MM

☒ Include Deals of Unspecified Size

Choose Date

Custom Date Range:

From To

Choose Ownership Criteria

☐ Include Deals With VC-Backed Target

☐ Include Deals With PE-Backed Target

☐ Any Buyer Type

M&A Deals search criteria options include:

- Deal size
- Date range
- Ownership

Note the option to “Include Deals of Unspecified Size” at the bottom. If the deal size is important to your search, leave this box unchecked.

Advanced Searches

PE Deals

Private Equity Deal Search

Search for M&A transactions where Buyer/Seller is a Private Equity firm or Target is a Private Equity backed company.

Tip: Select multiple search options while holding the Control (Windows) or Command (Mac) key and clicking the desired selection.

Location and Industry Criteria

Choose Region/Location

Worldwide
United States
Alabama
Alaska
Arizona
Arkansas

Choose Target Industry

☐ Advertising & Marketing
☐ Aerospace & Defense
☐ Agricultural Products
☐ Apparel Retail
☐ Apparel, Footwear & Accessories
☐ Auto Parts
☐ Automotive & Consumer Vehicles
☐ Banks
☐ Biotechnology

PE Deals search criteria options include:

- Deal size
- Date range
- Additional target funding

Additional Deal Criteria

Choose Deal Size

Between \$ MM and

\$ MM

Any
< \$25 MM
\$25 MM - \$100 MM
\$100 MM - \$500 MM
> \$500 MM

Choose Date

Custom Date Range

From to


☒ Include Deals of Unspecified Size

Note the option to “Include Deals of Unspecified Size” at the bottom. If the deal size is important to your search, leave this box unchecked.

Advanced Searches


Save Your Search

The Save Search button allows you to save your entire search. You'll be prompted to create a name for your search.



Name ▾

Enter private company or investor name



Welcome, Elaine ▾

6,143 Search Results

[Revise Search](#)

[Show Search Criteria](#)

Save Search

Export

Add Columns

Page 1 of 246

12345>»

<input type="checkbox"/>	Company Name ▾	State ▾	Industry ▾	Keywords	Revenues ▾
<input type="checkbox"/>	.decimal, Inc.	Florida	Health Care Equipment	Health Care Equipment, Health Care Technology, Health Care view more	\$6 MM
<input type="checkbox"/>	101 Mobility LLC	North Carolina	Health Care Services	Franchisor, Health Care Services, Health Care	\$4.1 MM 1YR Growth Rate: 7.0% 3YR CAGR: 24.0%
<input type="checkbox"/>	12 Oaks Management Services, Inc.	Texas	Health Care Services	Health Care Services, Health Care	\$55 MM
<input type="checkbox"/>	1960 Family Practice, PA	Texas	Health Care Services	Health Care Services, Health Care	\$62 MM

Advanced Searches

Saved Searches

Once saved, you can find these at any time on the Saved Searches page. To navigate to this page use the three horizontal lines at the very top left of any page and click on Saved Searches.

These lists are dynamic, which means that when you access the search from this page, your results will reflect the most current universe that meets its criteria. To view the Search Criteria, click the + next to View Details.

PrivCo

Name ▾ Enter private company or investor name 🔍

Dashboard

Watchlist

Saved Searches

Knowledge Bank

Advanced Searches

Private Companies

Investors

Fundings

M&A Deals

PE Deals

Account > Saved Search

Saved Searches

You have 2 saved searches.

Bulk Actions ▾

Name	Type	Search Criteria	Added	Actions
NY-Based Healthcare Tech Companies	Company Search	⊞ View Details	09/14/2018 11:26AM	🟢 🗑️
CA-Based Tech Companies	Company Search	⊞ View Details	09/14/2018 11:24AM	🟢 🗑️

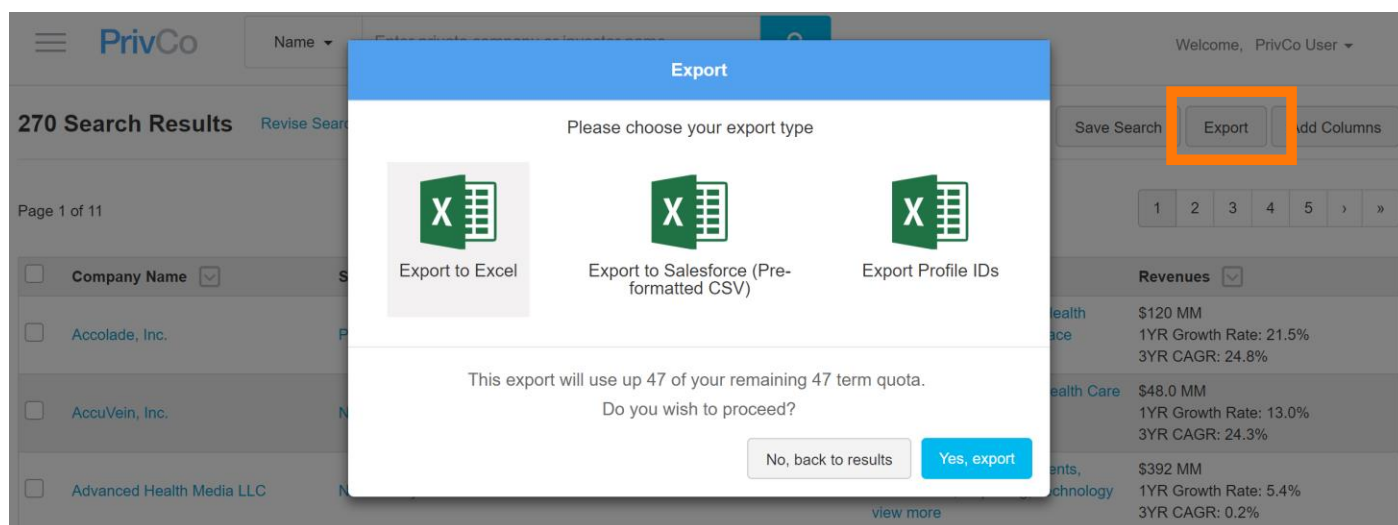
Not receiving notifications? Add no-reply@privco.com and support@privco.com to your safe senders list.

Advanced Searches

Export Your Search

You can export your results for further analysis.

Export options include Excel, Salesforce or, for those with API access, you can export the Company Profile IDs in order to call down the corresponding data sets in PrivCo's API. To learn more about API integration, contact your Account Manager or email us at sales@privco.com.



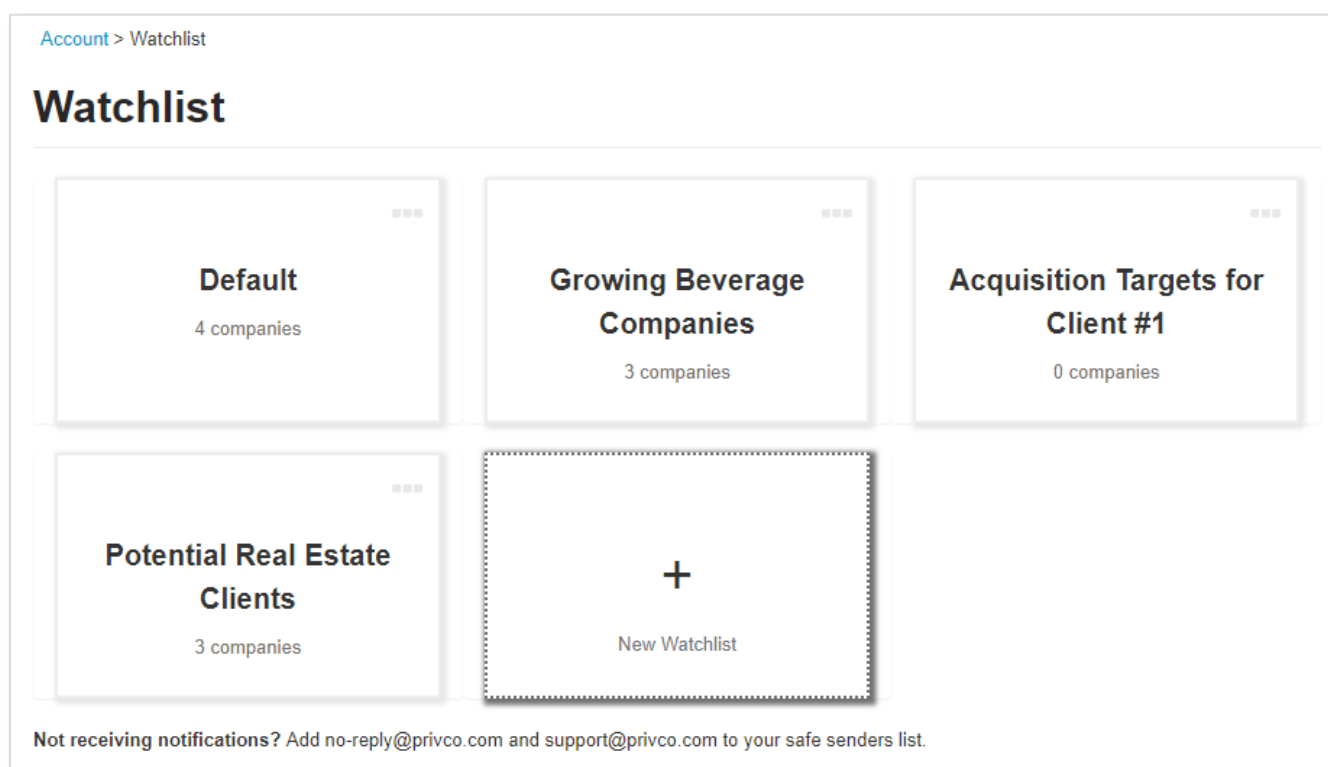
You can export the entirety of your results (within the data export limits) or you can select multiple companies across search results pages to include in an export.

Before you export, you will be shown the number of rows you are downloading versus your remaining quota, providing visibility into what you've used thus far and allowing for seamless management of your data extraction limits.

Watchlists

The Watchlists allow you to organize and stay on top of the companies you find interesting. Create multiple Watchlists and organize them into collections that fit into your workflow.

When a relevant update has been made to one of the companies on your Watchlist, you will receive an email alert.



Watchlists

The Watchlists show each company's financial details, including current revenue and employee numbers, growth rates and any relevant funding details.

You can export the data included on the full company profile directly from the Watchlist.

Account > Watchlist > Detail

Potential Real Estate Clients													Export	Edit
<input type="checkbox"/>	Company Name	Revenues			Employees			Funding						
		Current	1 Year	3 Year	Current	1 Year	3 Year	Valuation	Raised	VC	PE			
<input type="checkbox"/>	Andrew Arroyo Real Estate, Inc.	\$4M	27.8%	36.4%	48	20%	33.9%							
<input type="checkbox"/>	Consumer Real Estate Finance Co.	\$6M	13.2%	31.7%	66	37.5%	24.7%							
<input type="checkbox"/>	8Z Real Estate	\$25M	26.5%	17.4%	184	10.2%								

Watchlists

You can add companies to your Watchlists from each company's profile page or Related Companies section. You can also create a new watchlist during this process.

The screenshot shows a company profile for 'Combined Properties, Inc.' with a 'Save to Watchlist' modal open. The modal lists several watchlist categories, and a text input field for a new title is highlighted with an orange box. An orange arrow points to the 'Add to Watchlist' link.

Combined Properties, Inc. ☆ [Add to Watchlist](#)

Profile ID: 28996 - [Edit](#)

Excel PDF salesforce

Combined Properties, Inc. is a privately-held residential and commercial real estate company. Combined Properties, Inc. was founded in 1984. Combined Properties, Inc. headquarters are located in Columbia, South Carolina.

COMBINED PROPERTIES FINANCIALS AND KPIS

Income Statement	[Edit]	2017	2016
Revenues	[Edit]	\$106 MM	\$104 MM

Employees	[Edit]	2017	2016	2015	2014
Total Employees	[Edit]	70	73	80	80

Gold ⓘ

Save to Watchlist

- Default
- Growing Beverage Companies
- Acquisition Targets for Client #1
- Potential Real Estate Clients

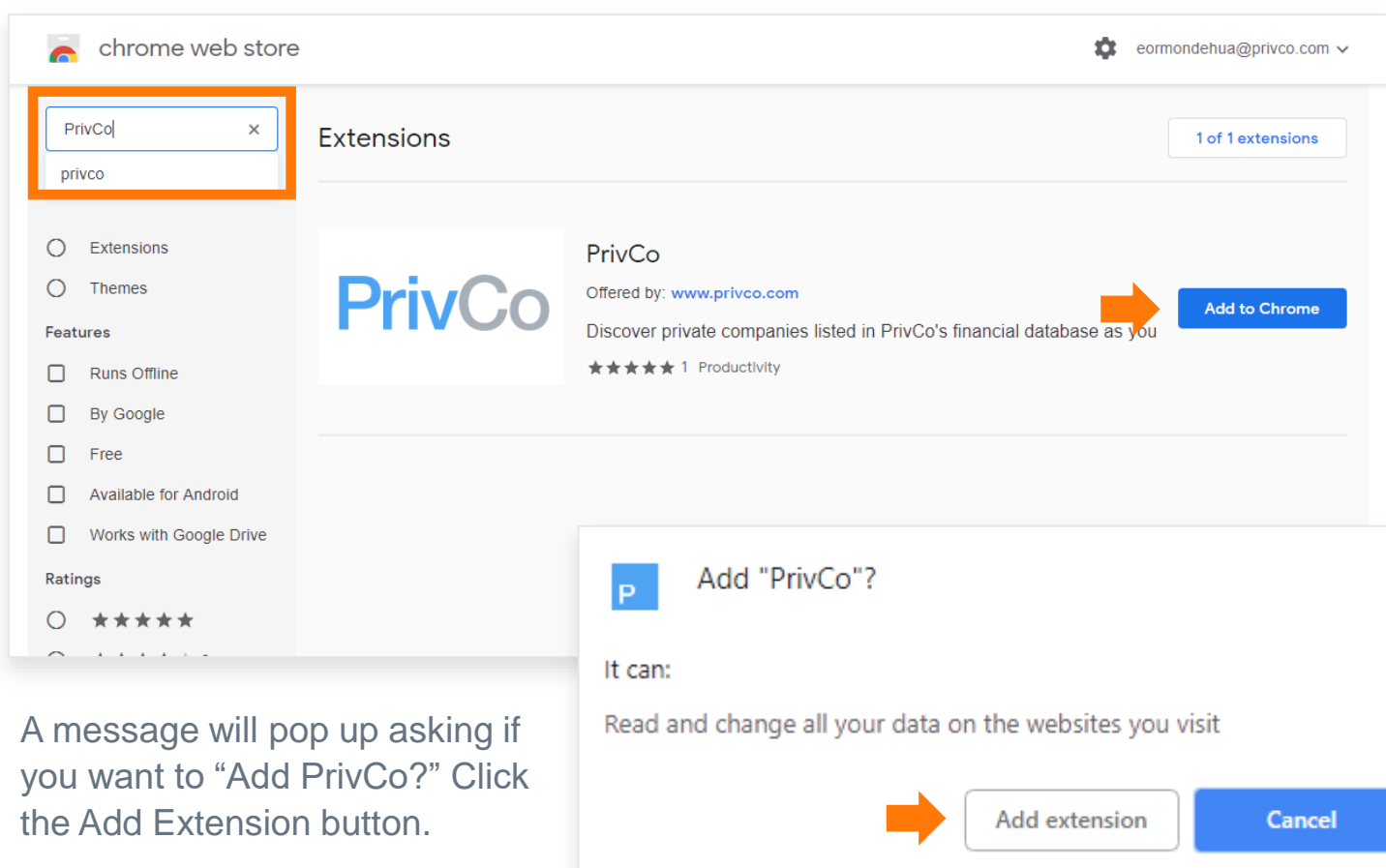
[Save](#) [Cancel](#)

PrivCo Chrome Extension

All clients have access to the PrivCo Chrome Extension. Add the extension to your Chrome browser and when you navigate to a company website for which we have a profile, the extension will turn blue and provide quick access to the company's data.

To download the PrivCo extension, you must use Chrome as your web browser.
[Navigate to the Chrome Store.](#)

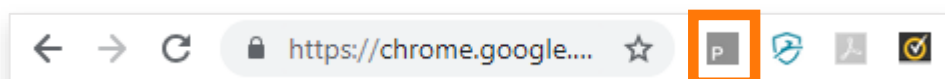
Using the search box, find the PrivCo app and click Add to Chrome.



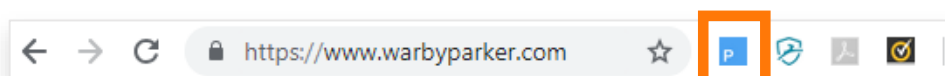
A message will pop up asking if you want to "Add PrivCo?" Click the Add Extension button.

PrivCo Chrome Extension

Once you've added the extension, a grey box with a "P" will appear to right of your browser bar.



The next time you navigate to a company website for which PrivCo has a company profile, the PrivCo extension will turn blue.



Click on the blue extension box and a window will pop up. The first time you navigate to this window, you will need to log in.

Once logged in, clicking on the blue chrome extension will provide you with high-level firmographic details, as well as a link to the full PrivCo profile.

A screenshot of the PrivCo extension popup window for Warby Parker. The window is titled "Warby Parker" and contains a profile picture of a man with glasses. The text describes Warby Parker as a privately-held, sponsor-backed company that designs, manufactures and sells eyewear exclusively online. It mentions that Warby Parker's eyewear is designed to be trendy and well-made as well as cheap, competing with much more expensive fashion eyewear as well as functional eyewear. There is a "Read More" link. Below this, there is a table of firmographic details.

TYPE	CLASSIFICATION
Company	Private
LOCATION	FOUNDED
New York, NY	2010
INDUSTRY	
Consumer Products, Internet, Retail	
REVENUES (2017)	EMPLOYEES (2018)
330,000,000 (USD)	1400
Revenue Growth Rate (1YR):	43.5 %
Revenue Growth Rate (3YR CAGR):	67 %
Employee Growth Rate (1YR):	40 %
Employee Growth Rate (3YR CAGR):	40.9 %
TOTAL FUNDING	
290,502,500 (USD)	

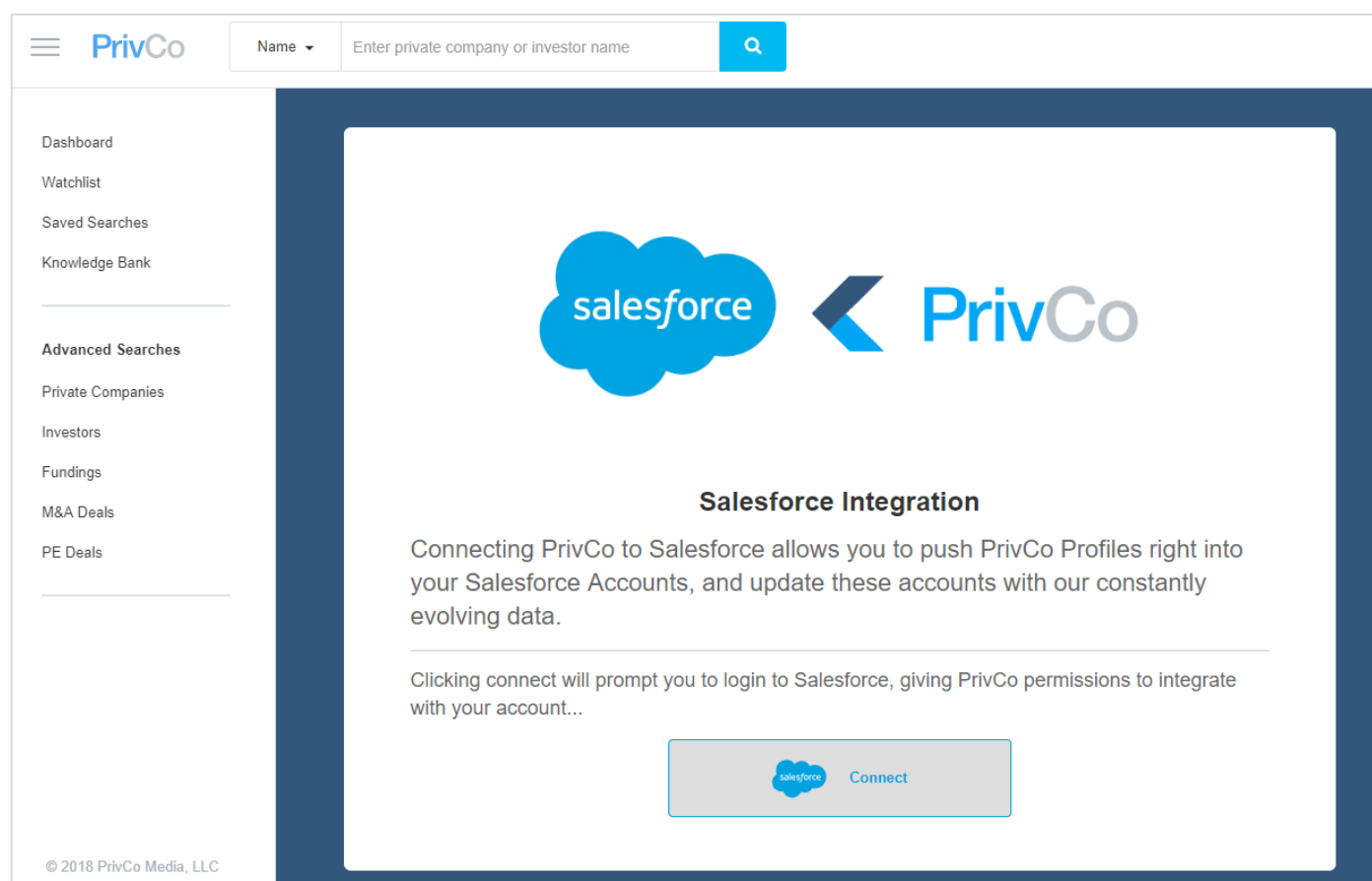
Click Here For Full PrivCo Profile

Salesforce Integration

Salesforce integration is available to subscribers with a PrivCo Professional license.

To set up Salesforce integration you will need help from your Salesforce administrator (this will be someone in your organization). To request API set-up instructions, give us a call at (212) 645-1686, email your account manager or email us at sales@privco.com.

Once your administrator has set this up, each user can first navigate to their dashboard and then copy this URL <https://www.privco.com/salesforce/connect> and paste it into your browser, then click the “Connect” button and log into Salesforce via PrivCo.




Salesforce Integration

Once you have logged into Salesforce via PrivCo, you can now push the following data to Salesforce by clicking on the Salesforce button on the company profile:

- Company name
- Description
- Most recent revenue number
- Most recent employee count
- Corporate headquarter address
- Website
- Phone number
- Fax

Important note: Each piece of data will only show up for you in Salesforce if you have a corresponding Salesforce field. Please speak to your Salesforce administrator about this.




WeWork Companies, Inc. [☆ Add to Watchlist](#)




WeWork is a privately-held real estate and office share company. They provide shared office spaces to startups, small businesses, freelancers, and traveling professionals through a membership subscription system. WeWork was co-founded by Adam Neumann, Jesse Middleton, and Miguel McKelvey in 2010. WeWork headquarters are located in New York, NY.

Tags: VC Backed
PICS: Commercial Real Estate, Digital Accommodation Marketplace

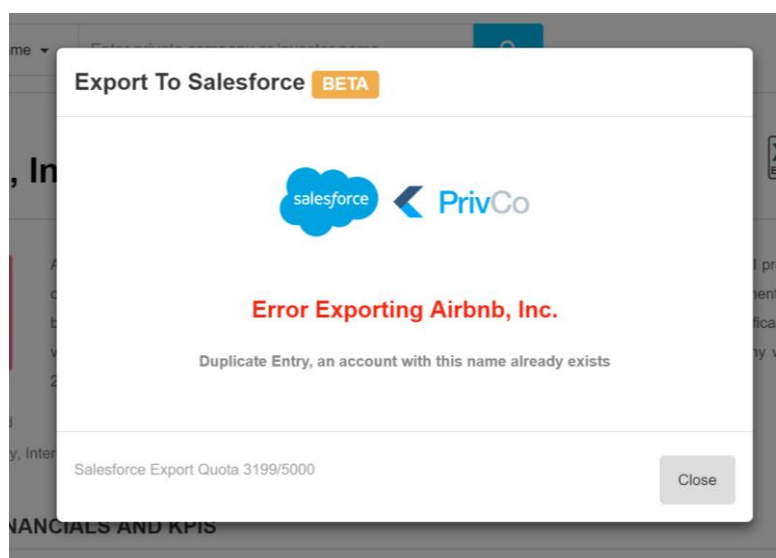
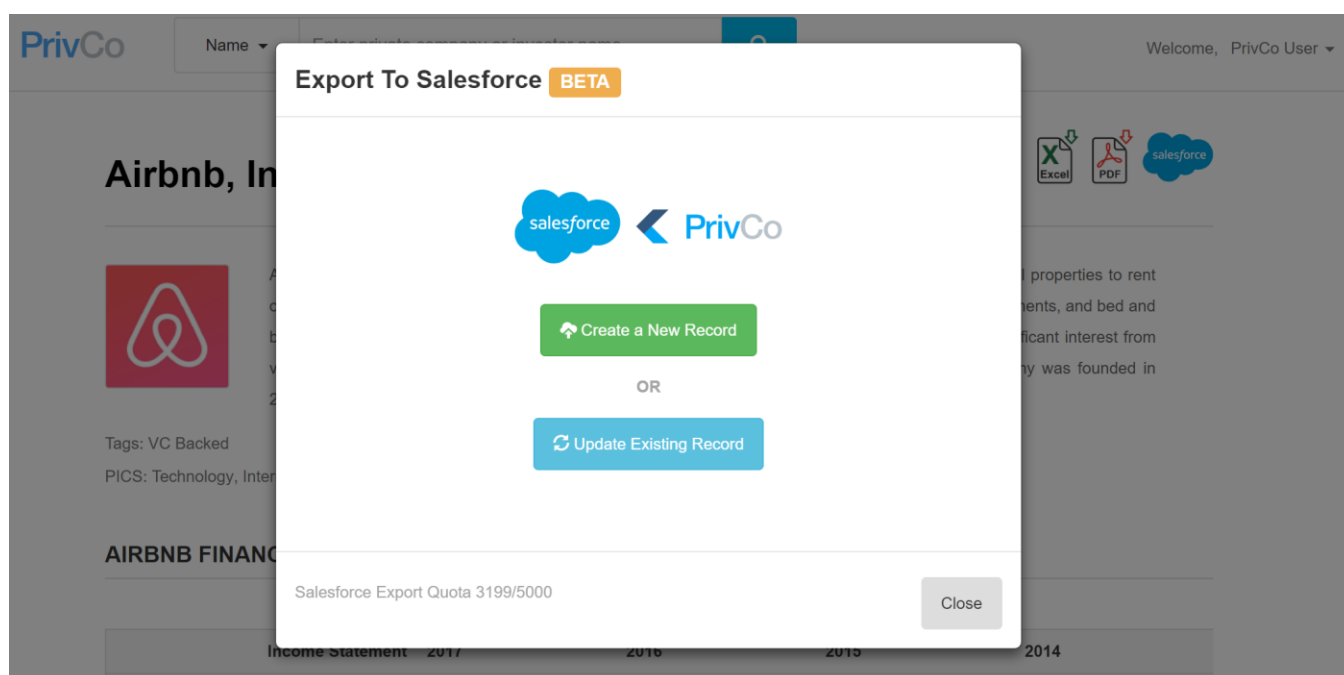
Profile ID: 266442 - Edit





Salesforce Integration

You will be asked to either create a new record or update an existing one. If our system detects a duplicate within Salesforce, you will be alerted and a new record will not be created. You'll need to go back and choose "Update Existing Record."



Further Assistance

Questions or Suggestions?

We welcome your questions and input. You can reach us weekdays from 10:00 a.m. to 6:00 p.m. Eastern at support@privco.com or (212) 645-1686.

Invite Your Colleagues to PrivCo

PrivCo is a critical resource for many different teams across various organization types. We invite your colleagues to see firsthand how PrivCo can accelerate their research and discovery efforts.

PrivCo use cases include:

- Business development
- Competitive intelligence
- Corporate research departments
- Sourcing targets
- Deal comps
- Transaction/valuation multiples
- Deal sourcing and origination
- Valuation comps
- Sales acceleration
- Risk and compliance
- Corporate/strategic development
- Prospect and lead/coverage segmentation
- Pitch book development
- M&A list generation
- Market intelligence
- Due diligence

Contact your Account Manager or email us at sales@privco.com to explore subscription access for your colleagues.