ngrok

I wake up in the morning excited to build magical developer experiences

ngrok

Why you should be excited

5.4

million accounts

4,000

daily sign-ups

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Why you should be excited

30,000
paid customers

$
million ARR

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Why you should be excited

$0
raised
fully customer-funded

$0
CAC
no marketing

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World-class team

Alan Shreve, Founder & CEO

Early Engineer and 1st developer of the SMS product at Twilio. Developer Product, Developer Marketing & Distributed Systems

Ben Sabrin, CRO

Serial leader of high growth dev-led platforms JBoss ($0-$60m in 4y) and MongoDB ($0-$40m in 2y). Leader of Privileged Access at Okta (largest single contract)

Peter Shafton, CTO

VP of Architecture and Interim CTO at Twilio. Over 30 years of experience as a Technology Leader at Twilio, SGI, Yahoo, and Cisco.

Twilio, Okta, InfluxData, Instabase, Google, AWS, Digital Ocean, Netscape...

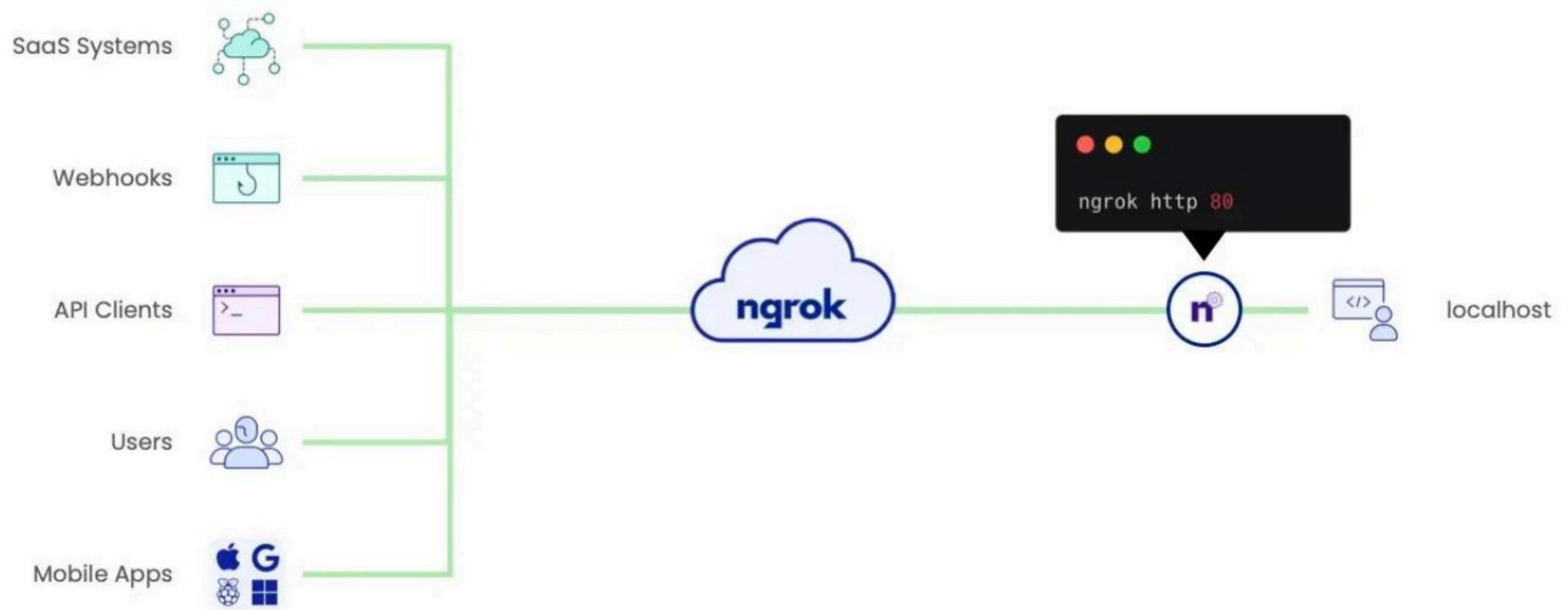**ngrok**

We're raising

$50m
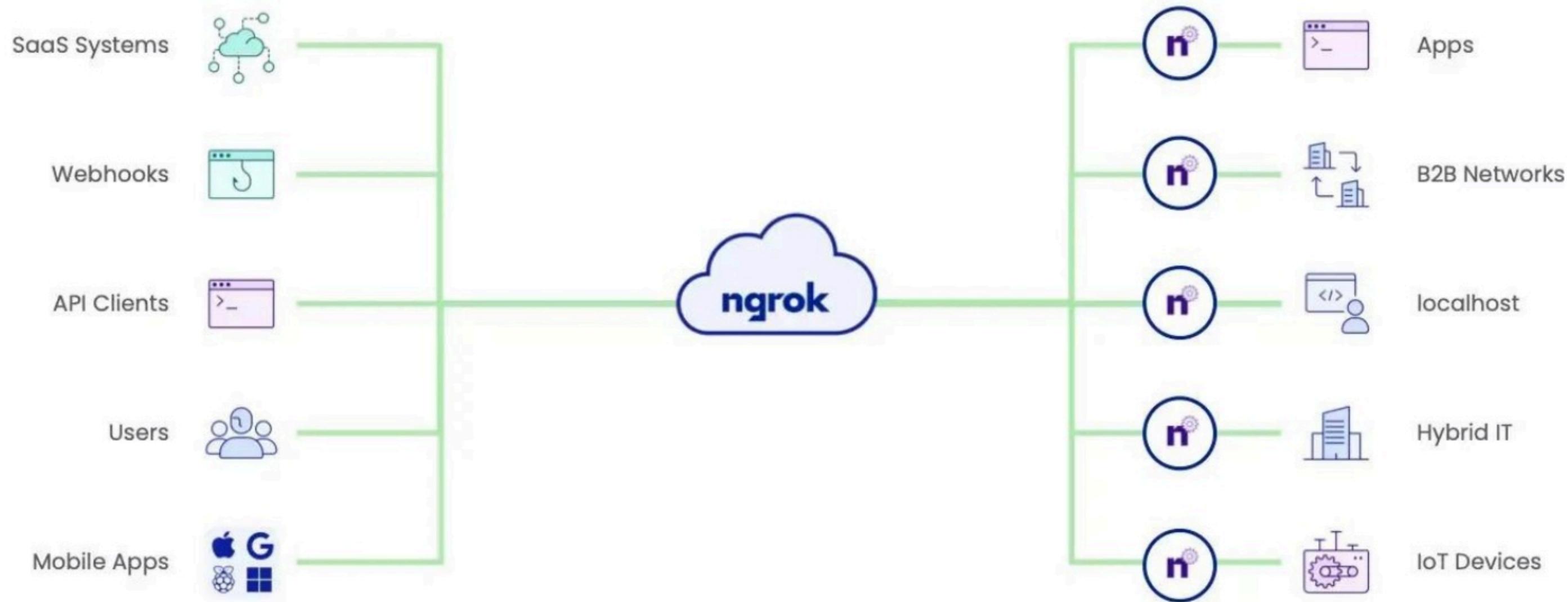
to chase a $73b TAM

Let's dig in

↓

The Product

ngrok

Web Services are not useful without access

SaaS Systems

Webhooks

API Clients

Users

Mobile Apps

Firewalls
NAT
Unreliable Networks

localhost

ngrok

We get systems online in one line

SaaS Systems

Webhooks

API Clients

Users

Mobile Apps

```
ngrok http 80
```

ngrok

localhost

ngrok

any system online in one line

SaaS Systems

Webhooks

API Clients

Users

Mobile Apps

ngrok

Apps

B2B Networks

localhost

Hybrid IT

IoT Devices

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Getting to **prod** is a lot more work

SaaS Systems

Webhooks

API Clients

Users

Mobile Apps

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Apps

- Acceleration
- Load Balancing
- Authentication
- Authorization
- Encryption
- Observability
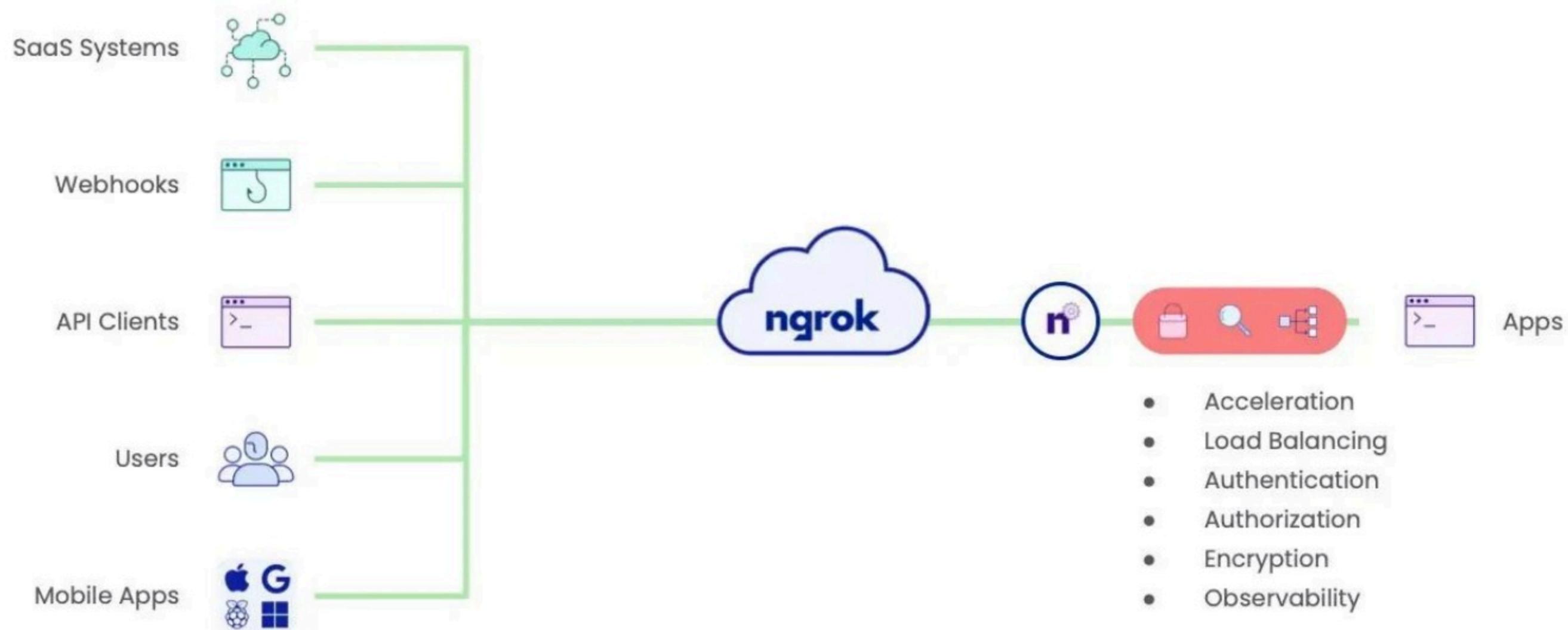
Production readiness in one line

SaaS Systems

Webhooks

API Clients

Users

Mobile Apps

ngrok edge

- Global Scale
- Acceleration
- Load Balancing
- Authentication
- Authorization
- Encryption
- Observability

Apps

B2B Networks

localhost

Hybrid IT

IoT Devices

The de-facto standard
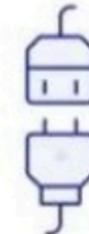# 100s of organic recommendations

The Moat

Time To Value

In April 2022, 18,032 accounts started a tunnel within 60 seconds of account creation
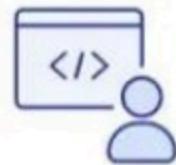
Developers

Over 5 million developers
4 thousand daily sign ups

ISVs

Over 100 recommendations in leading ISV docs (including Google, Microsoft, Github, and Amazon). Over 600k independent references.

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