

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

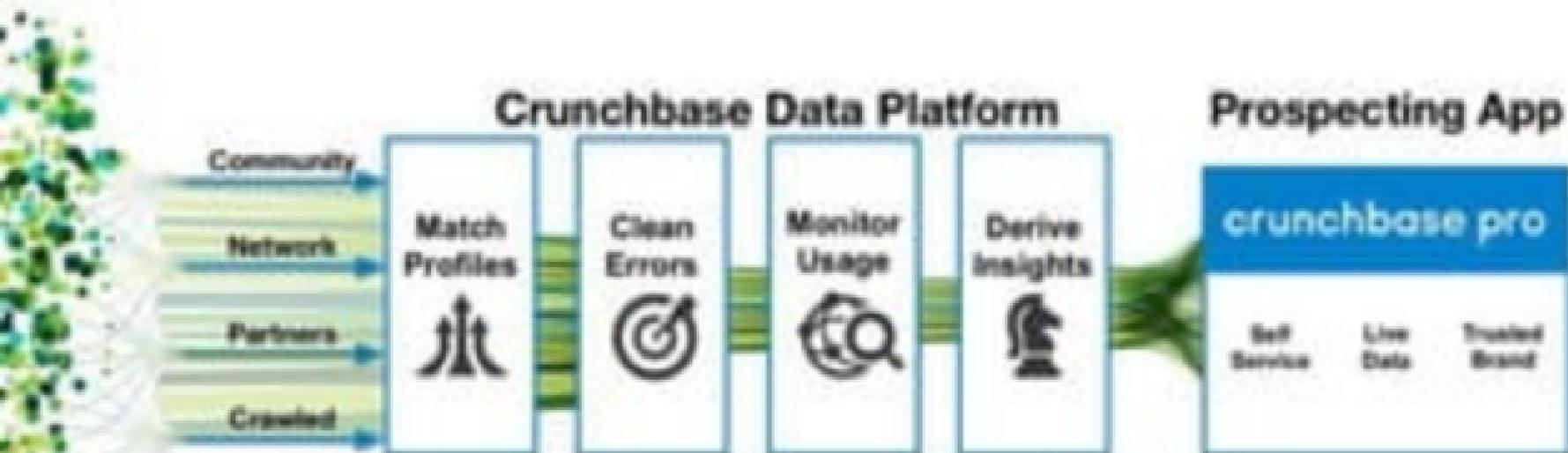
Millions of professionals desperately search for those opportunities

An iceberg floating in a blue ocean. The tip of the iceberg, which is above the water line, is labeled 'Private company opportunities'. The much larger part of the iceberg, which is submerged below the water line, is labeled with a list of professions: 'Sales People', 'Business Development', 'Marketers', 'Entrepreneurs', 'Investors', 'Consultants', and 'Job Seekers'. This visual metaphor suggests that the visible opportunities are only a small fraction of the total available.

**Sales People
Business Development
Marketers
Entrepreneurs
Investors
Consultants
Job Seekers**

**Private company
opportunities**

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



Over xxk professionals pay us for prospecting tools

multi-join dynamic searches

customizable columns,
sorting and email alerts

statistics and
analysis

The image shows a screenshot of a web-based prospecting tool interface. The interface is divided into several sections:

- Search Section:** A central area with a table of search results. The table has columns for name, email, phone, and other details. A callout box labeled "multi-join dynamic searches" points to the search criteria area.
- Customization Section:** A panel on the right side of the search results, labeled "customizable columns, sorting and email alerts". It contains a list of columns with checkboxes and a sorting dropdown menu.
- Analytics Section:** A panel on the far right, labeled "statistics and analysis". It displays various charts and graphs, including a bar chart and a line graph, representing search performance and data trends.

This is a proven model that works



We know what we're doing and we are here for the same reason



Jager McConnell

CEO

Ran the sfg product line at Salesforce



Robert Conrad

Head of Engineering

Owned Salesforce Lightning core engineering teams



Neesh Patel

Head of BD & Direct Sales

Former head of strategic partnerships at Google



Marcus Lo

Head of Finance

Former finance leader at Intellipage and Walmart.com



Shanee Ben-Zur

Head of Marketing & Growth

Former head of corporate marketing at Dropbox



Arman Javaherian

Head of Product

Built core platform for a \$200M API product line at Zillax



Victoria Bubien

Head of People

Built Augmedix's culture from ground up

investors



Emergence



Felicia Ventures



Cowboy

BVC



Verizon
Ventures

crunchbase

The image features the word "crunchbase" in a white, lowercase, sans-serif font, centered in the upper half of the frame. The background is a solid blue color. In the lower half, there is a faint, semi-circular graphic of a network or globe, composed of numerous small blue dots connected by thin white lines, suggesting a global network or data structure.

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Prospecting for those opportunities is slow and frustrating

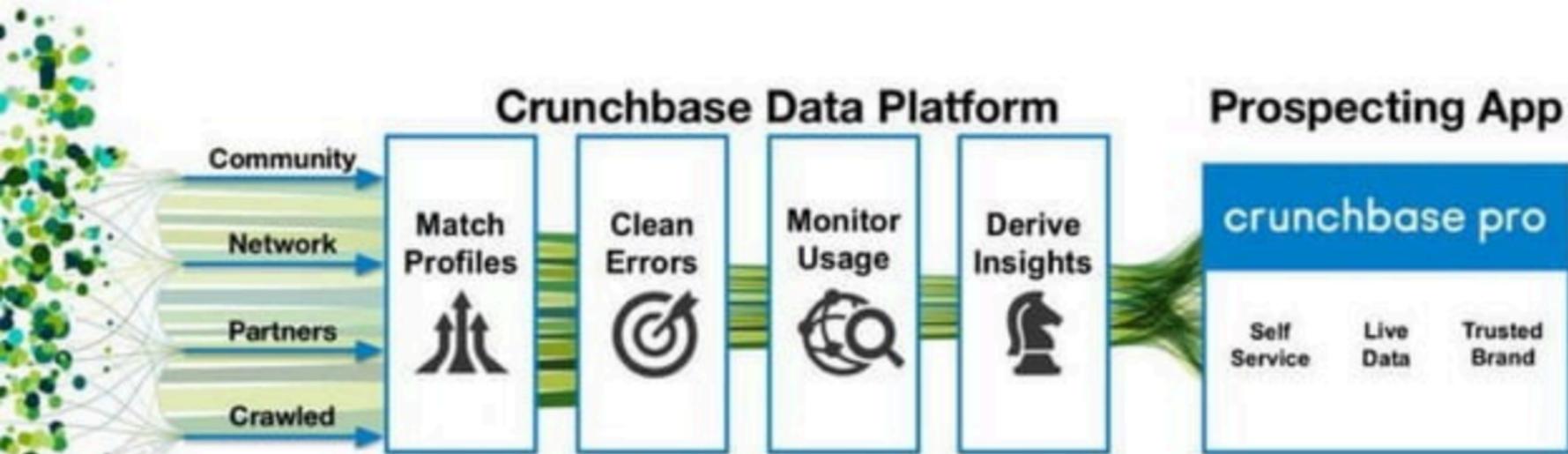
Private company data

- 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

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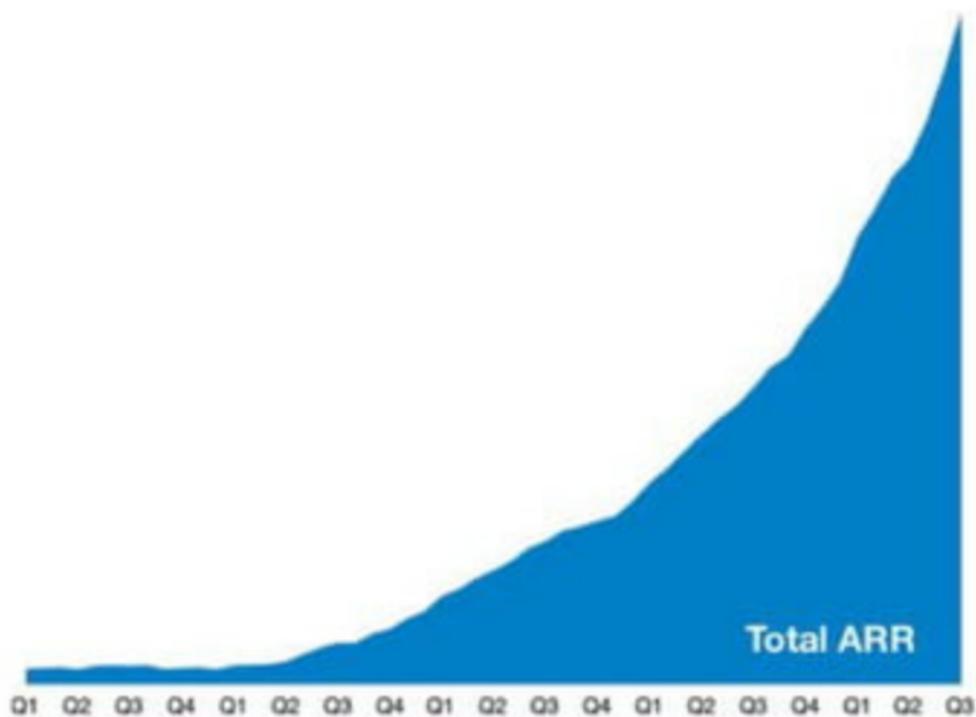


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And it's paying off: we make money quickly and efficiently



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The screenshot displays the Crunchbase Pro interface. On the left is a navigation sidebar with categories like Companies, People, Investors, Funding Rounds, Acquisitions, Schools, Events, My Searches, My Lists, Featured, Database, and Data Export. The main content area is titled 'Companies' and shows a search filter panel with various criteria such as 'Industry', 'Headquarters Location', 'Founded Date', 'Last Funding Round', 'Website', 'Website URL', 'Years Ago', 'Funding Type', and 'Money Raised'. Below the filters is a 'Results' button and a table of results. The table has columns for Name, Company Stage, Headquarters Location, and a 'More Info' link. The first row shows 'Thrive Global' in the 'Health Care' industry, located in 'New York, New York, United States, Health Sciences'.

Below the table, there are three summary statistics:

- Total Funding Amount: \$199,500,000
- Total Funding Amount: \$147,500,000
- Total Funding Amount: \$100,000,000

Below these are summary statistics:

- Total: \$3,495,968,154
- Size: \$2,129
- Min: \$347,000,000
- Average: \$1,845,376
- Median: \$1,277,500

At the bottom right, there is a note: 'More filters & a lot more data and prospecting'.

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Massive \$35B market in private company prospecting space



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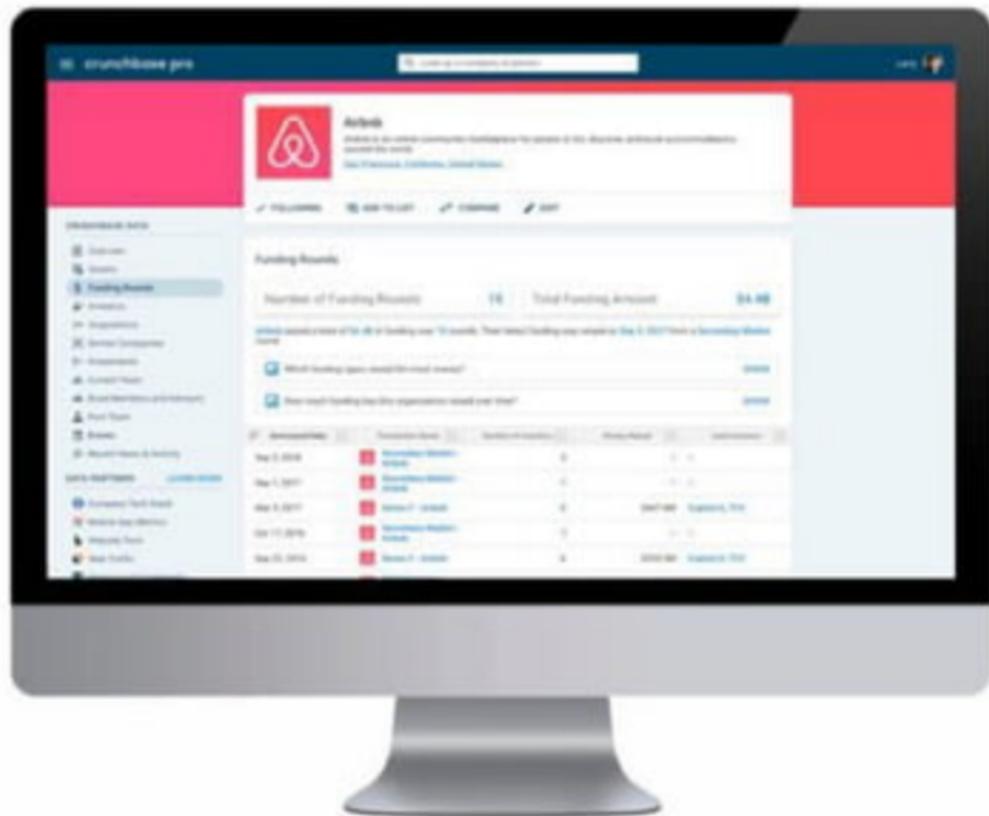


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Crunchbase: the LinkedIn for Companies



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