

# I got 99 unicorns...

A complete list of startups valued over \$1 billion





### About KPMG

KPMG's Global Network for Innovative Startups has extensive knowledge and experience working with the startup ecosystem. We understand the complex and fast paced challenges startups face and can help you navigate every stage of your journey. From seed to speed, our global network is comprised of advisors who can help you through each stage of your business lifecycle, from establishing your operations and raising capital, to international expansion, and complying with regulatory requirements – your success is our legacy.

### About CB Insights

CB Insights is a National Science Foundation-backed company that uses data to provide VCs, corporate strategy, M&A teams and business development professionals with intelligence on emerging companies and disruptive technology trends.

To see how our data can make you smarter and your life easier, visit: <http://www.cbinsights.com>



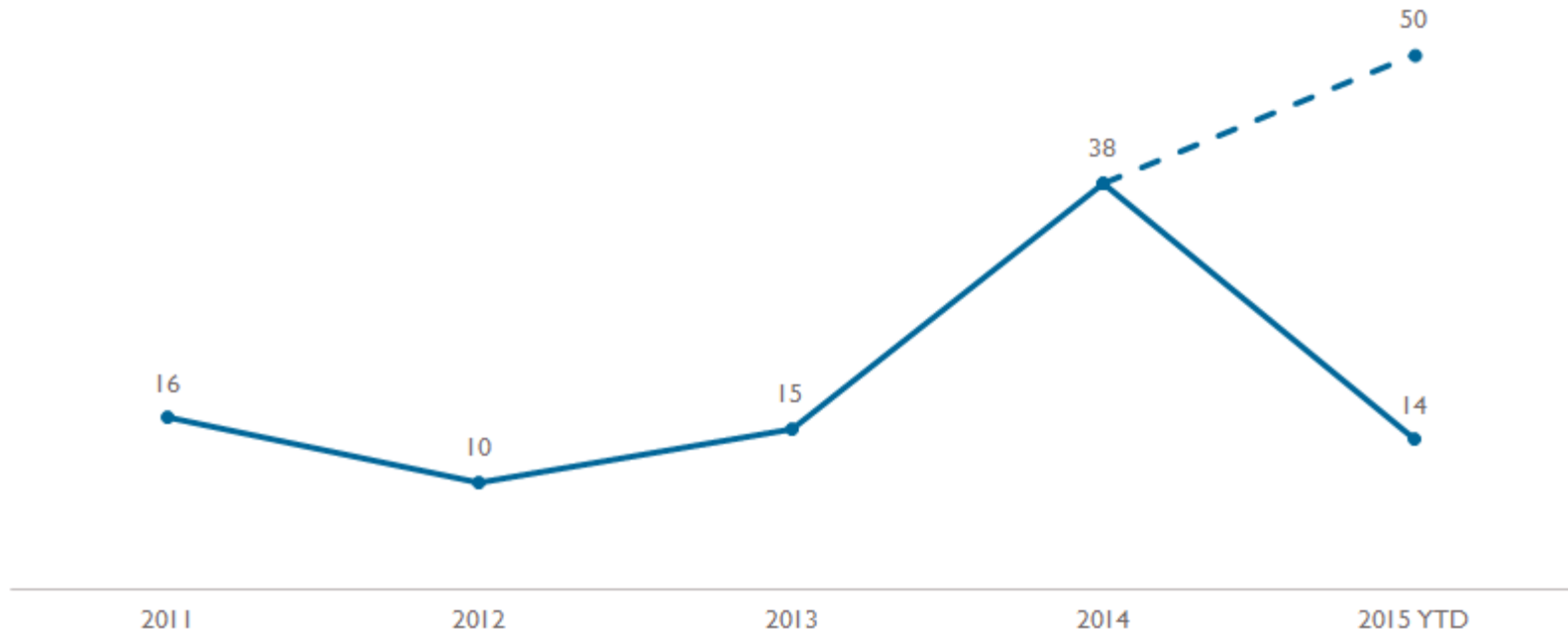
# BEFORE THE LIST, SOME DATA



# MORE STARTUPS ARE JOINING THE UNICORN CLUB

Between 2013 and 2014, the number of companies reaching billion dollar valuations more than doubled, with nearly 40 companies joining the unicorn club. Through mid April, there were 14 new unicorns, putting 2015 on track to surpass 2014.

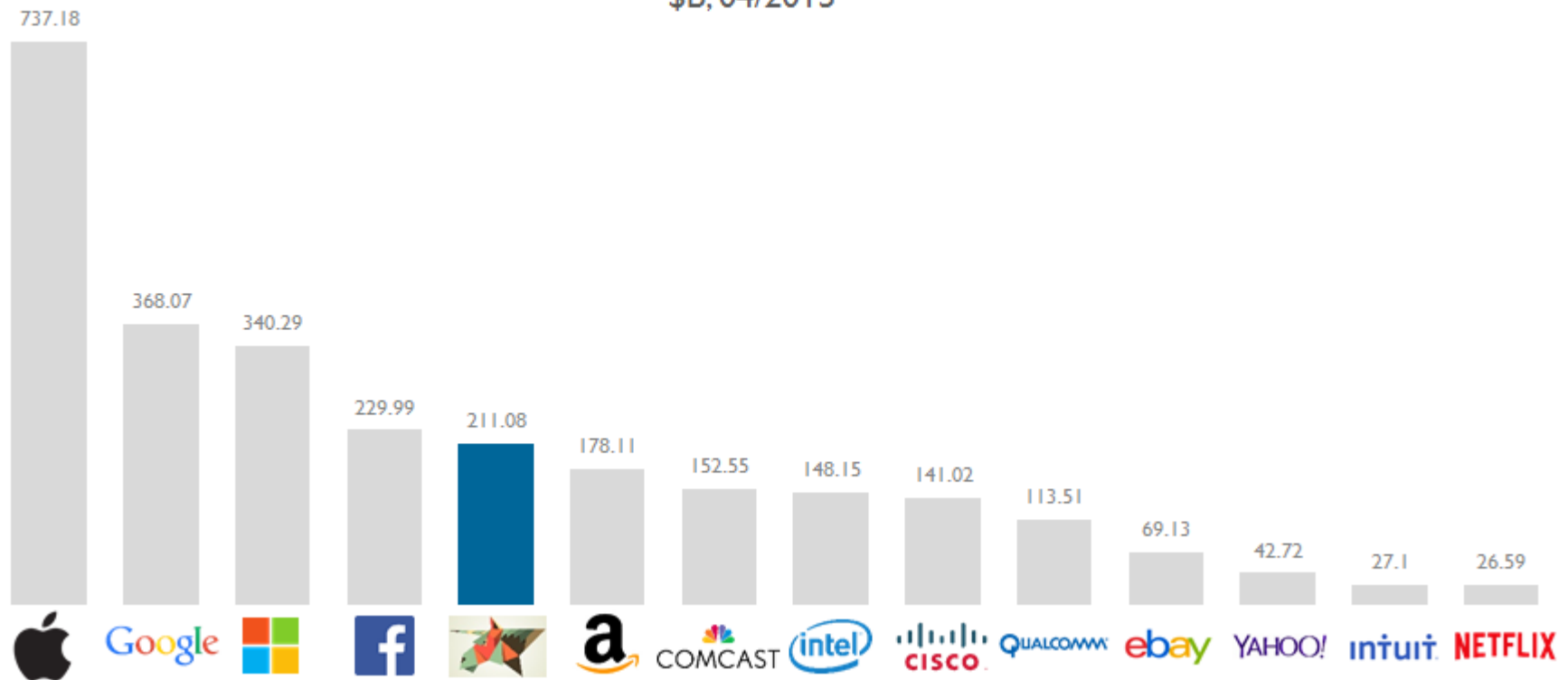
Number of Companies Becoming Unicorns  
2011-2015 YTD (4/13/2015)



# YET ALL COMBINED, THEY'RE WORTH LESS THAN FACEBOOK

Though unicorns are appearing more often, combined they are still worth less than the total market cap of Facebook (as of April, 2015)

## How Much Are US Unicorns Worth? \$B, 04/2015

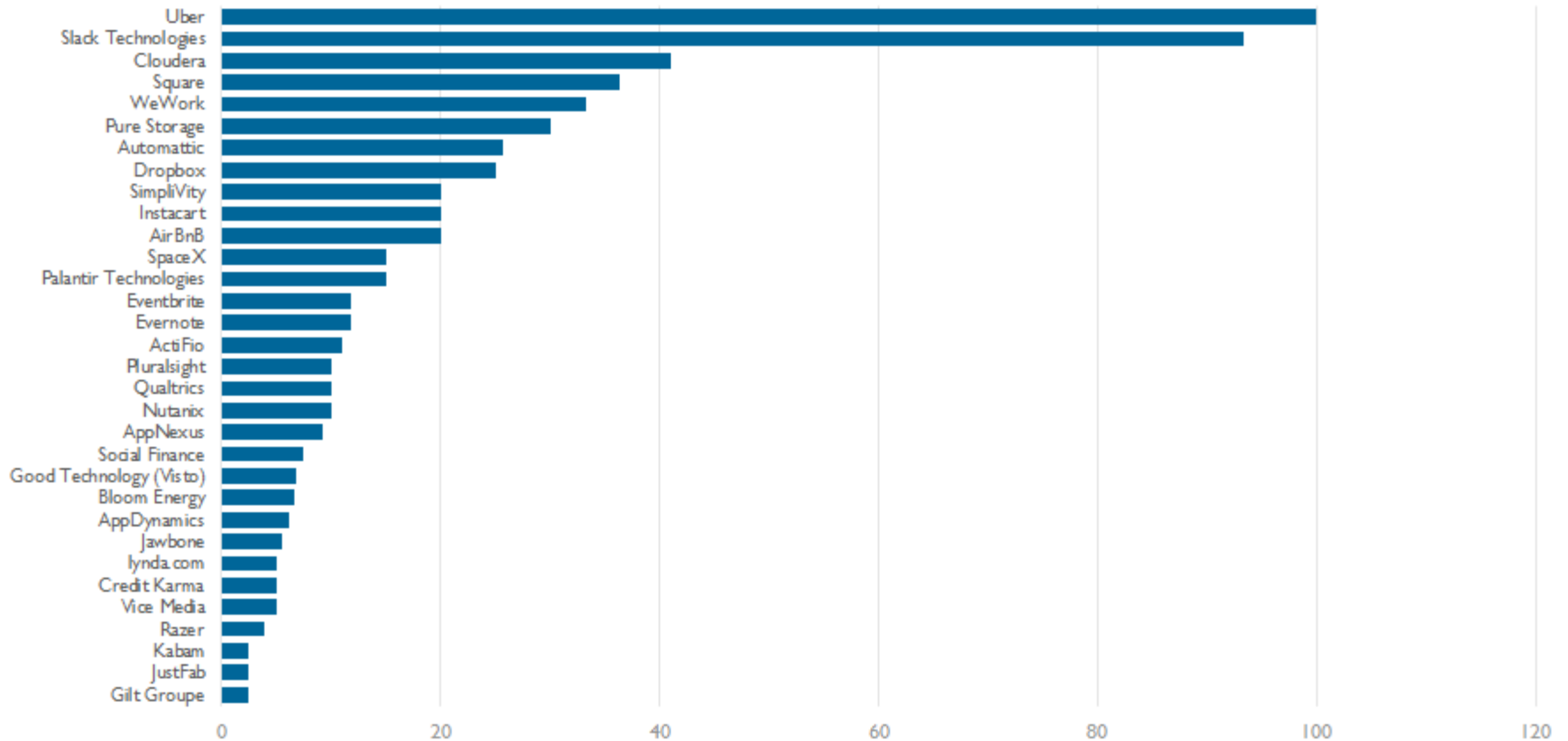


# VALUATION MULTIPLES ARE ALL OVER THE MAP

As of 4/7/2015, Slack Technologies and Uber have the highest valuation to estimated sales multiple ratio. Since then, Slack has raised at a higher valuation, as well as grown in sales numbers.

## Sales Multiples for US Unicorns

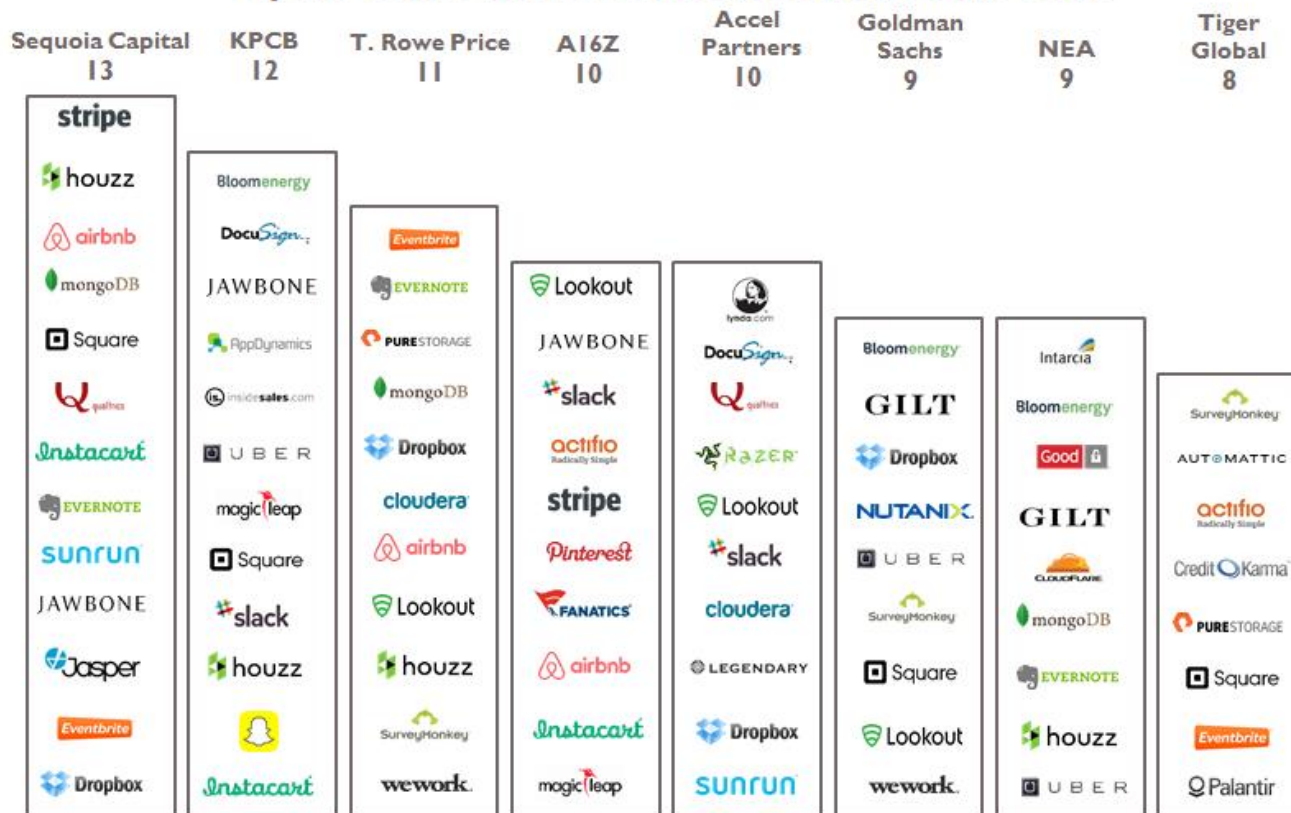
Valuation / Latest Estimated Sales



# SEQUOIA AND KPCB HAVE THE MOST UNICORNS IN THEIR PORTFOLIO

As of March 2<sup>nd</sup>, 2015 Sequoia Capital had 13 unicorns in their portfolio, the most of any VC firm. The list includes not just VCs but Goldman Sachs and T. Rowe Price and hybrid hedge fund/venture capital firm Tiger Global

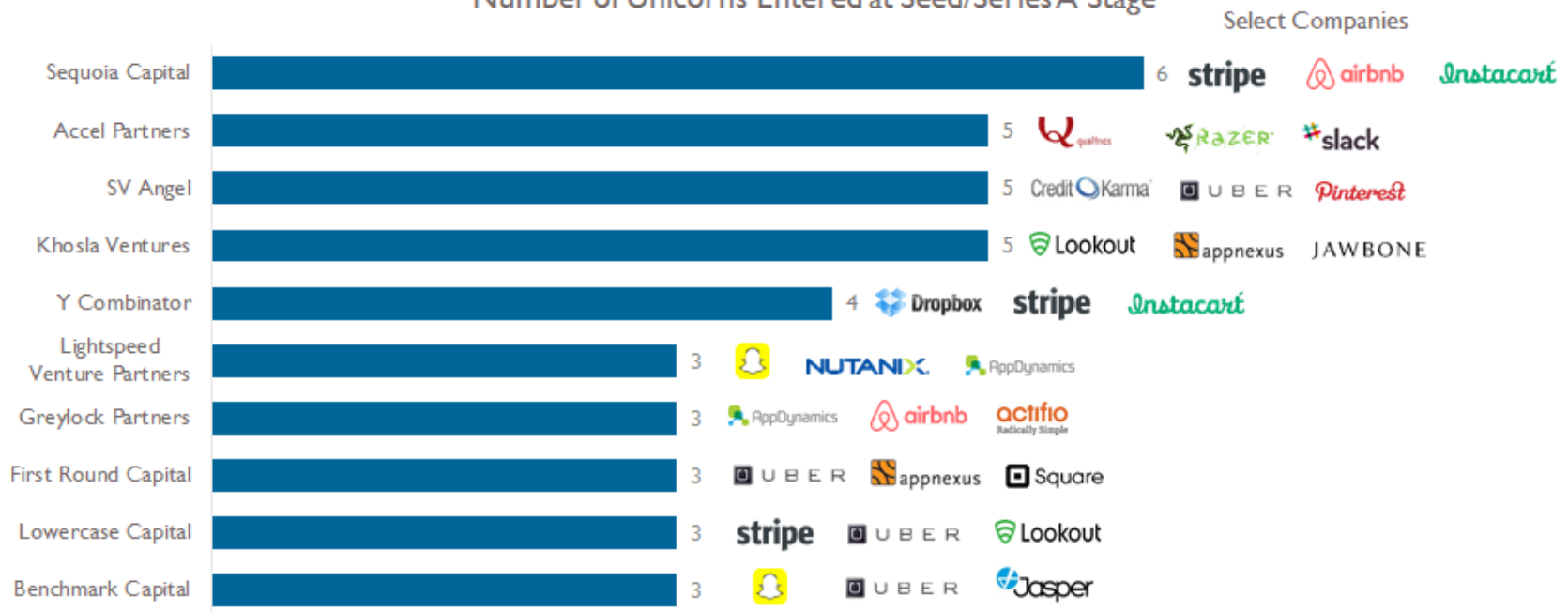
## Top Investors In The Current Billion Dollar Club



# SEQUOIA INVESTS EARLIEST IN UNICORNS

Sequoia not only has the most unicorns in their portfolio, but has also invested in the most unicorns at the early stages. Accel Partners also invested in half of its unicorns early as well. Khosla Ventures made 5 of 7 of its unicorn bets at the early stage.











**Early Stage Investors in Unicorns**  
Number of Unicorns Entered at Seed/Series A Stage













# LIST OF UNICORNS











Current Private Companies Valued At \$1B And Above

Company	Valuation (M)	Select Investors
 小米 xiaomi.com	\$46,000	Digital Sky Technologies, QiMing Venture Partners, Qualcomm Ventures
 U B E R	\$41,000	Lowercase Capital, Benchmark Capital, Google Ventures
 Palantir	\$15,000	RRE Ventures, Founders Fund, In-Q-Tel
	\$15,000	Benchmark Capital, General Catalyst Partners, Lightspeed Venture Partners
 SPACE X	\$12,000	Founders Fund, Draper Fisher Jurvetson, Rothenberg Ventures
 flipkart.com	\$11,000	Accel Partners, Digital Sky Technologies, Iconiq Capital
 Pinterest	\$11,000	Andreessen Horowitz, Bessemer Venture Partners, Firstmark Capital
 Dropbox	\$10,000	Accel Partners, Greylock Partners, Index Ventures
 airbnb	\$10,000	General Catalyst Partners, Andreessen Horowitz, ENIAC Ventures
 theranos	\$9,000	Draper Fisher Jurvetson, Tako Ventures









Current Private Companies Valued At \$1B And Above

Company	Valuation (M)	Select Investors
 Kuaidi Dache	\$8,750	Matrix Partners, Tiger Global Management, Softbank Corp.,
 Spotify®	\$8,400	Horizons Ventures, Norwest Venture Partners, Technology Crossover Ventures
 美团 meituan.com	\$7,000	Sequoia Capital, General Atlantic, Alibaba Group
 Square	\$6,000	First Round Capital, Citi Ventures, GGV Capital
 wework	\$5,000	T. Rowe Price, Benchmark Capital, Wellington Management
 cloudera®	\$4,100	Greylock Partners, Ignition Partners, Google Ventures
 大众点评 dianping.com	\$4,050	QiMing Venture Partners, Lightspeed China Partners, Sequoia Capital
 stripe	\$3,500	Khosla Ventures, Lowercase Capital, Redpoint Ventures
 Atlassian	\$3,300	Accel Partners, T. Rowe Price
 JAWBONE®	\$3,300	Mayfield Fund, Khosla Ventures, T-Venture











Current Private Companies Valued At \$1B And Above

Company	Valuation (M)	Select Investors
	\$3,100	Insight Venture Partners, Andreessen Horowitz, Temasek Holdings
	\$3,000	IDG Capital Partners, Breyer Capital, Columbia Capital
<b>VANCL 凡客诚品</b>	\$3,000	Ceyuan Ventures, QiMing Venture Partners, Temasek Holdings
	\$3,000	Greylock Partners, Index Ventures, In-Q-Tel
	\$3,000	Flagship Ventures, Invus Group, Wellington Management
	\$2,800	Google Ventures, Institutional Venture Partners, Index Ventures
<b>Bloomenergy</b>	\$2,700	Kleiner Perkins Caufield & Byers, ATEL Ventures, DAG Ventures
	\$2,700	Bright Station Ventures, Wellington Management
	\$2,500	Intel Capital, Kalaari Capital, Nexus Venture Partners
	\$2,500	Founders Fund, Mayfield Fund, Floodgate

Current Private Companies Valued At \$1B And Above

Company	Valuation (M)	Select Investors
	\$2,500	Technology Crossover Ventures, A&E Television Networks
	\$2,400	Accel Partners, Matrix Partners, Sequoia Capital
	\$2,300	New Enterprise Associates, Sequoia Capital, Comcast Ventures
	\$2,000	The Social+Capital Partnership, TPG Capital, Google Capital
	\$2,000	Salesforce Ventures, Morgenthaler Ventures, New Enterprise Associates
	\$2,000	Intel Capital, Sapphire Ventures, Alibaba Group
	\$2,000	Sequoia Capital, Founder Collective, Wellington Management
	\$2,000	Battery Ventures, Leslie Ventures, Lightspeed Venture Partners
	\$2,000	Institutional Venture Partners, Benchmark Capital, Founders Fund
	\$2,000	L Capital Partners

Current Private Companies Valued At \$1B And Above

Company	Valuation (M)	Select Investors
	\$2,000	Khosla Ventures, Kleiner Perkins Caufield & Byers, Collaborative Fund
	\$2,000	Obvious Ventures, Qualcomm Ventures, Andreessen Horowitz
	\$1,900	Accel Partners, DAG Ventures, Draper Fisher Jurvetson
	\$1,876	Rocket Internet, Phenomen Ventures, Insight Venture Partners
	\$1,800	Accel Partners, Northzone Ventures, Naspers
	\$1,750	New Enterprise Associates, New Leaf Venture Partners, Charter Venture Capital
	\$1,750	Andreessen Horowitz, Nor-Cal Invest
	\$1,600	Accel Partners, Bessemer Venture Partners, Ignition Partners
	\$1,600	Intel Capital, Salesforce Ventures, Union Square Ventures
	\$1,500	Microsoft Ventures, US Venture Partners, Kleiner Perkins Caufield & Byers











Current Private Companies Valued At \$1B And Above

Company	Valuation (M)	Select Investors
	\$1,500	Felicis Ventures, Index Ventures, Temasek Holdings
	\$1,500	BoxGroup, Formation8, Khosla Ventures
	\$1,500	Access Industries, Clal Industries and Investments
	\$1,400	New Enterprise Associates, Tiger Global management, Tencent
	\$1,400	DAG Ventures, Sequoia Capital, Benchmark Capital
	\$1,350	Empire Ventures, Foundational Capital, Oak Investment Partners
	\$1,300	Baseline Ventures, Doll Capital Management, Institutional Venture Partners
	\$1,300	Accel Partners, Foundational Capital, Sequoia Capital
	\$1,250	Tengelmann Ventures, Rocket Internet, Summit Partners
	\$1,200	Khosla Ventures, Technology Crossover Ventures, Tribeca Venture Partners











Current Private Companies Valued At \$1B And Above

Company	Valuation (M)	Select Investors
 WARBY PARKER eyewear	\$1,200	BoxGroup, Felicis Ventures, First Round Capital
 INFINIDAT	\$1,200	TPG Growth
 sprinklr turn it on.	\$1,170	Azure Capital Partners, Battery Ventures, Intel Capital
 AUTOMATTIC	\$1,160	Insight Venture Partners, Lowercase Capital, Polaris Partners
 twilio	\$1,100	Bessemer Venture Partners, Draper Fisher Jurvetson, Redpoint Ventures
 Good	\$1,100	Blueprint Ventures, Bessemer Venture Partners, Draper Fisher Jurvetson
 proteus <sup>®</sup> DIGITAL HEALTH	\$1,100	Novartis Venture Funds, Adams Street Partners, Fletcher Spaght Ventures
 actifio Radically Simple	\$1,100	Greylock Partners, North Bridge Venture Partners, Technology Crossover Ventures
 Tango	\$1,100	Draper Fisher Jurtsen, Qualcomm Ventures, Alibaba Group
 Nextdoor	\$1,100	Benchmark Capital, DAG Ventures, Insight Venture Partners

Current Private Companies Valued At \$1B And Above

Company	Valuation (M)	Select Investors
 <b>docker</b>	\$1,070	Greylock Partners, Lightspeed Venture Partners, Lowercase Capital
 <b>GILT</b> G R O U P E	\$1,050	GSV Capital, Norwest Venture Partners, Pinnacle Ventures
 <b>TransferWise</b>	\$1,000	IA Ventures, Index Ventures, SV Angel
 <b>SHAZAM</b> <sup>®</sup>	\$1,000	IDG Ventures, Kleiner Perkins Caufield & Byers, Buran Venture Capital
 <b>shopify</b>	\$1,000	FirstMark Capital, Felicis Ventures, Insight Venture Partners
 <b>CLOUDFLARE</b>	\$1,000	New Enterprise Associates, Pelion Venture Partners, Union Square Ventures
 <b>Eventbrite</b> <sup>®</sup>	\$1,000	Sequoia Capital, SoftTech VC, Tiger Global Management
 <b>Credit Karma</b> <sup>™</sup>	\$1,000	Felicis Ventures, SV Angel, Founders Fund
 <b>Lookout</b>	\$1,000	Accel Partners, Greylock Partners, Lowercase Capital
 <b>AppDynamics</b>	\$1,000	Battery Ventures, Kleiner Perkins Caufield & Byers, Institutional Venture Partners

Current Private Companies Valued At \$1B And Above

Company	Valuation (M)	Select Investors
 hootsuite™	\$1,000	Accel Partners, OMERS Ventures, Insight Venture Partners
 KABAM	\$1,000	Intel Capital, Redpoint Ventures, Pinnacle Ventures
 klarna	\$1,000	Institutional Venture Partners, Sequoia Capital, General Atlantic
 FARFETCH	\$1,000	Advent Venture Partners, Index Ventures, e.ventures
 Funding Circle	\$1,000	Accel Partners, Index Ventures, Ribbit Capital
 RAZER™	\$1,000	Accel Partners, Intel Capital
 返利 用返利 购聪明 Fanli.com	\$1,000	QiMing Venture Partners, Steam boat Ventures
 zomato	\$1,000	Sequoia Capital, VY Capital
 JUSTFAB™	\$1,000	Matrix Partners, Passport Capital, Rho Ventures
 simplivity™	\$1,000	Accel Partners, Swisscom Ventures, Meritech Capital Partners

Current Private Companies Valued At \$1B And Above

Company	Valuation (M)	Select Investors
	\$1,000	Accel Partners, Insight Venture Partners, Sequoia Capital
	\$1,000	IDG Capital Partners, QiMing Venture Partners, Banyan Capital
	\$1,000	Data Collective, Formation 8, Federal Catalyst Partners
	\$1,000	GGV Capital, Vertex Venture Holdings, Softbank Corp.
	\$1,000	Banyan Capital, New Horizon Capital, IDG Capital Partners
	\$1,000	Formation 8
	\$1,000	Felicis Ventures, Iconiq Capital, Insight Venture Partners
	\$1,000	Tiger Global Management, Norwest Venture Partners
	\$1,000	Kleiner Perkins Caufield & Byers, Softbank Corp., Sherpalo Ventures