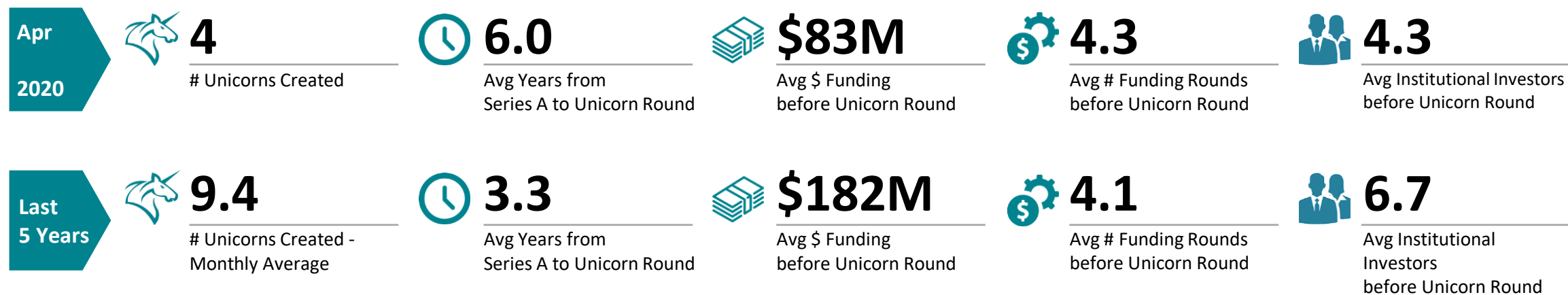




MONTHLY UNICORN REPORT

Apr 2020

New Unicorns - Quick Snapshot for Apr 2020



Seed Stage Investors

First Round Capital
 Blackbird Ventures
 CSC Upshot Ventures
 Hone Capital
 TiE Oregon*
 Draft Ventures*

Early Stage Investors

Index Ventures
 RRE Ventures
 Sherpalo Ventures
 Vostok New Ventures
 TransLink Capital
 Kingsway Capital

Late Stage Investors

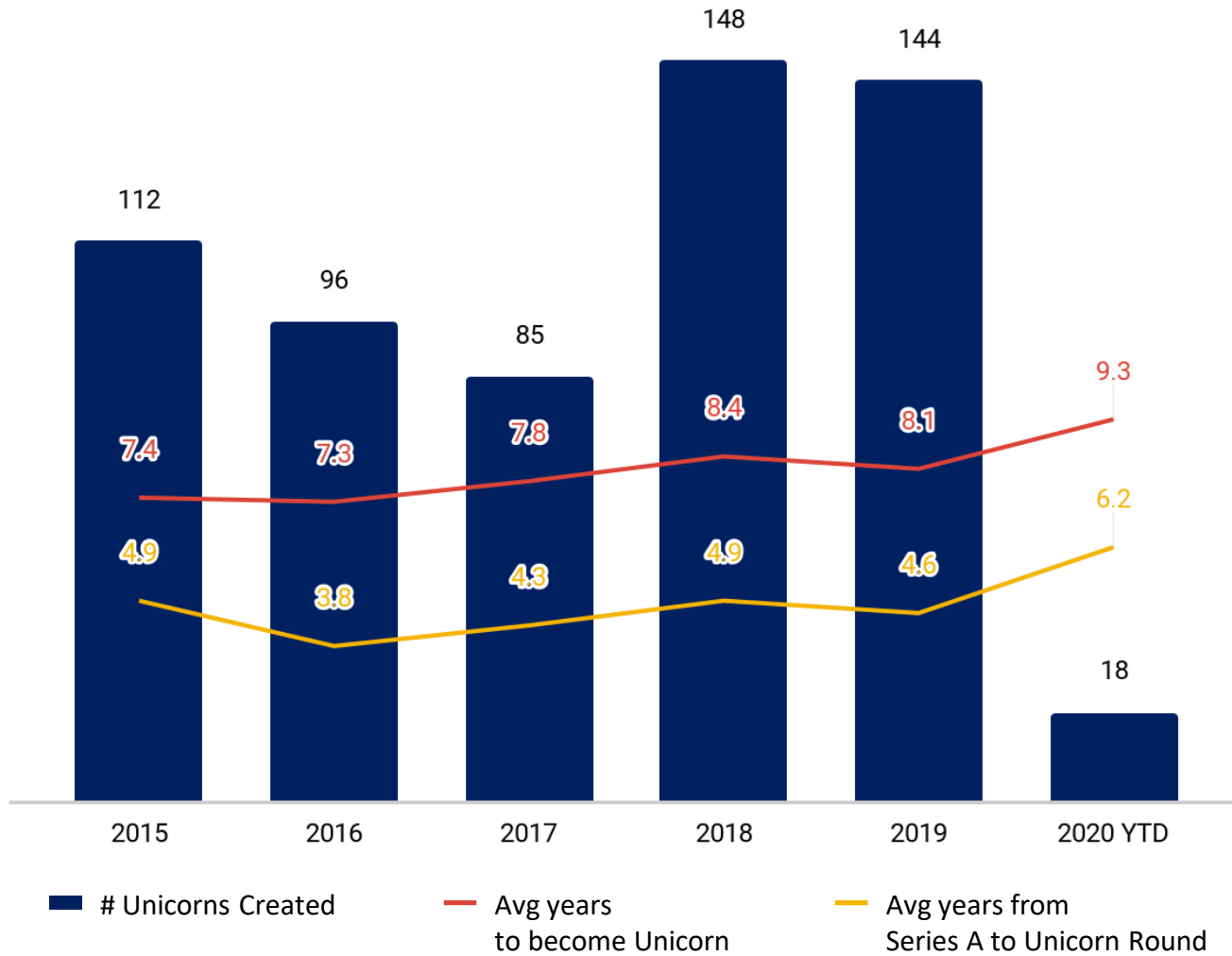
Tiger Global Management
 EXOR
 KCK Group*
 Morpheus Ventures*





Top Countries

United States (2)
 Australia (1)
 United Arab Emirates (1)

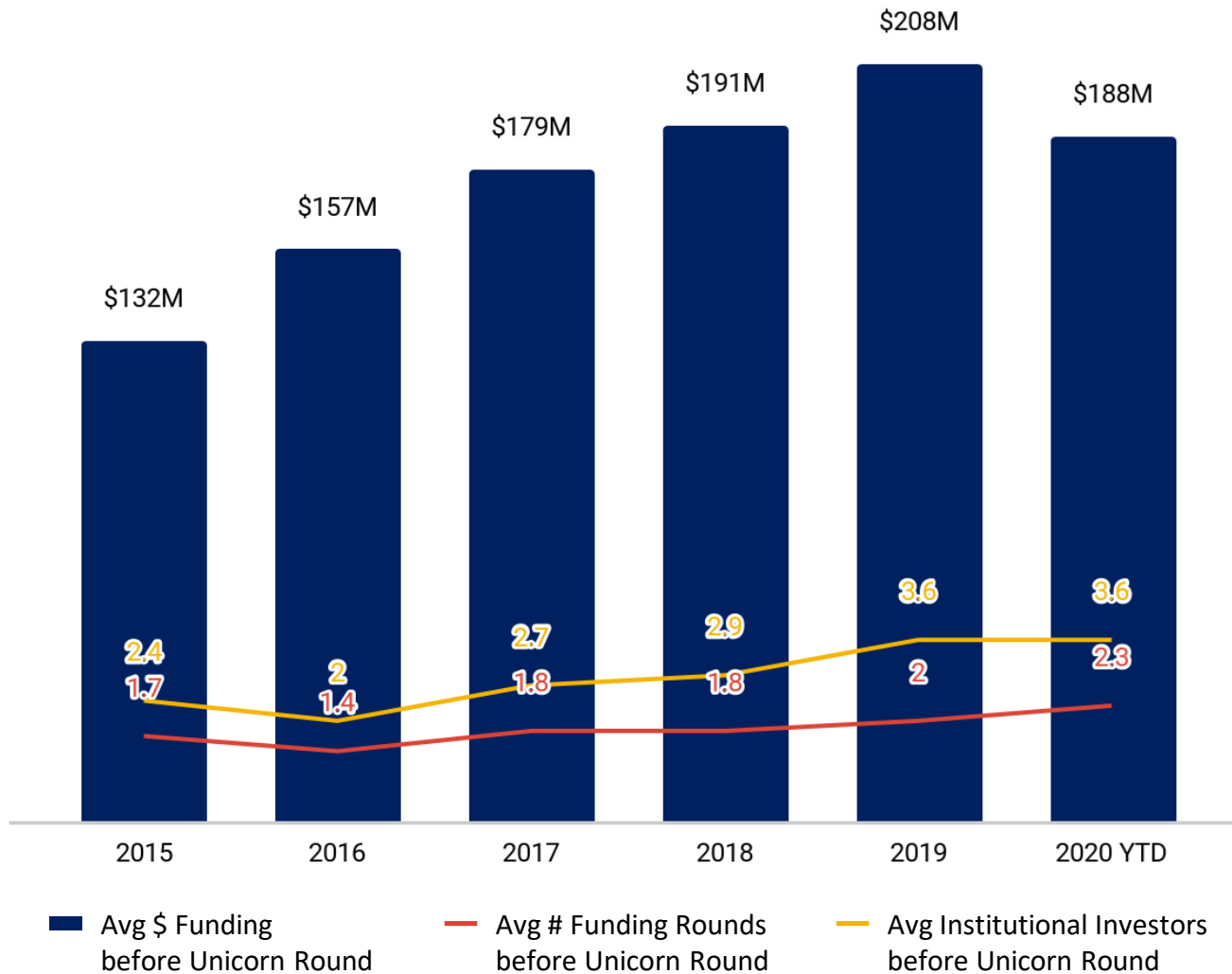
Note: *First time investor in a Unicorn. **Unicorn was created for the first time in this country.





Average Time to become Unicorn



Unicorns created in Apr 2020	Years to become Unicorn	Years from Series A to Unicorn
 Notion	5	-
 SafetyCulture	16	4.6
 O9 Solutions	11	7.4
 EMPG	8	-

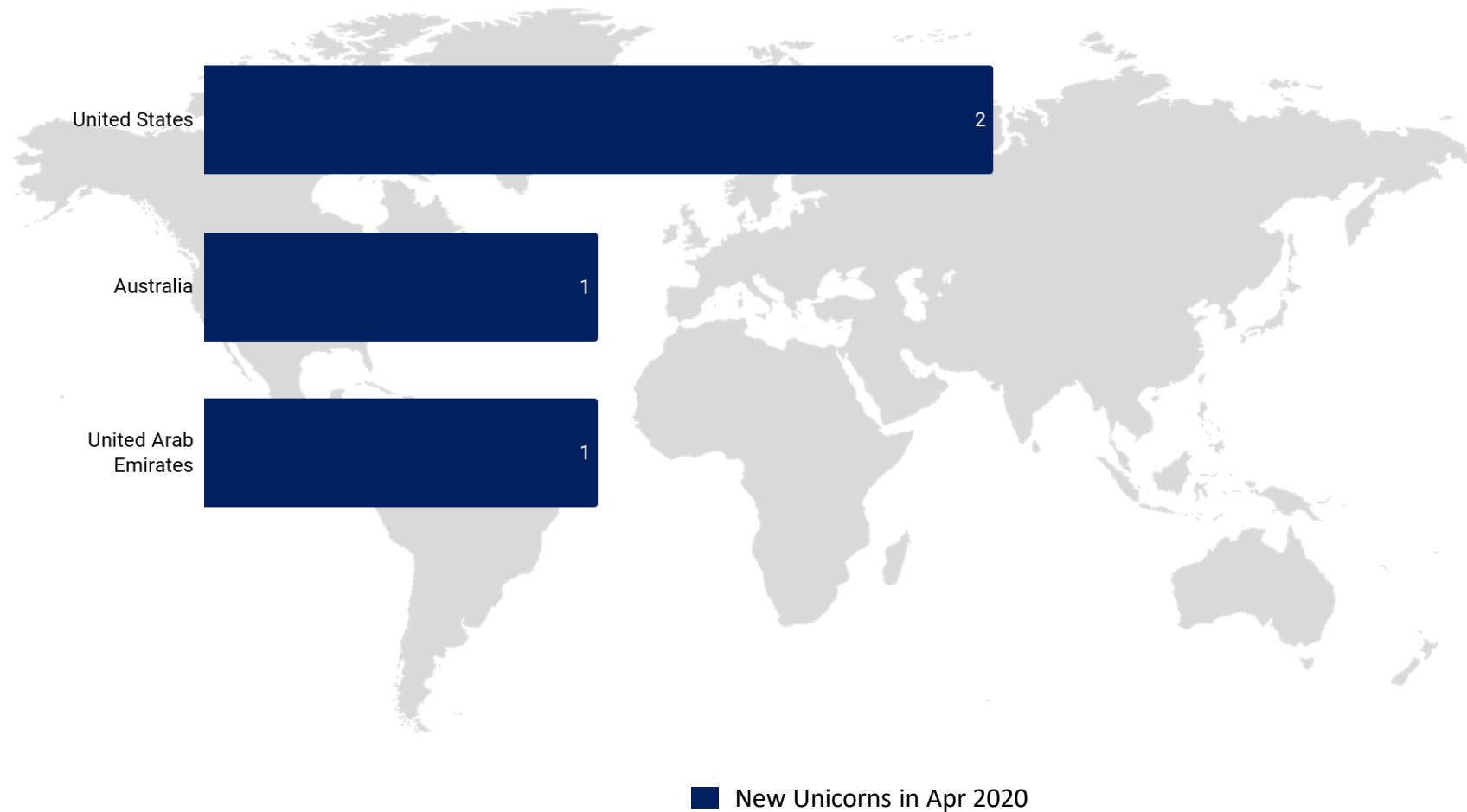
Average Funding before becoming Unicorn



Unicorns created in Apr 2020	\$ Funding*	# Funding Rounds*	# Institutional Investors*
 Notion	\$18M	1	8
 SafetyCulture	\$77M	5	4
 O9 Solutions	\$25M	7	-
 EMPG	\$210M	4	4

Note: * The data does not include the funding received in the Unicorn Round.





New Unicorns - Distribution by Geography



Country	All Time Unicorns
United States	482
China	167
United Kingdom	42
India	29
Germany	18
Israel	15
South Korea	12
Japan	10
Singapore	9
Brazil	8

Note: If a company has more than one locations, then it is counted in both countries. *Unicorn was created for the first time in this country.





New Unicorns - Investors by Stage of Entry

Company	# Investors	Seed & Early Stage	Late Stage
 Notion (2015, San Francisco, \$68.2M)	8	First Round Capital, RRE Ventures, Sherpalo Ventures, TransLink Capital, CSC Upshot Ventures, Hone Capital and 2 more	-
 SafetyCulture (2004, Sydney, \$115M)	4	Index Ventures, Blackbird Ventures	Tiger Global Management, Morpheus Ventures*
 O9 Solutions (2009, Dallas, \$125M)	-	-	-
 EMPG (2012, Dubai, \$360M)	4	Vostok New Ventures, Kingsway Capital*	EXOR, KCK Group*

Note: Unicorn Round investors are not included. * First time Investors in Unicorns.

New Unicorns created in Apr 2020

List of New Unicorns created in Apr 2020

Company	Description	Founded	Location	Funding	Unicorn Round Details	Profile
 Notion	Unified workspace for team	2015	San Francisco	68.2M	01 Apr 2020 - Series C - \$50.0M Investors - Index Ventures, Sequoia Capital, A Capital Venture	Link
 SafetyCulture	Mobile audit solution for workplace safety management	2004	Sydney	115M	08 Apr 2020 - Series C - \$37.3M Investors - TDM Growth Partners, Blackbird Ventures, Skip Capital and 1 more	Link
 O9 Solutions	Digital management platform for enterprise	2009	Dallas	125M	28 Apr 2020 - Series C - \$100M Investors - KKR	Link
 EMPG	Operators of online property portals	2012	Dubai	360M	28 Apr 2020 - Series E - \$150M Investors - Olx Group	Link



Notion

Unified workspace for team



2015
Founded

San Francisco
Location

\$68.2M
Funding

-
Annual Revenue

-
Employee Count

-
Twitter Followers

607.5K
Mobile Downloads

-
App Rating

14
News Mentions

Founding Team

Simon Last
Co-Founder
University of Maryland College Park BS 2003



Ivan Zhao
Founder
ex-Inkling. University of British Columbia



Funding Rounds

Apr 2020	\$50.0M	Series C	Index Ventures +2 more
Jul 2019	\$18.2M	Angel	-
-	Undis..	Seed	CSC Upshot Ventures
-	Undis..	Seed	Draft Ventures

Top Competitors



Asana
(2009, San Francisco, \$214M)



Smartsheet
(2005, Bellevue, \$120M)



monday.com
(2012, Tel Aviv, \$234M)

[View all 1186 Competitors](#)

Coverage Areas

Remote Work Tools

Enterprise
Collaboration

Key News

- Apr-2020 - Notion hits \$2 billion valuation in new raise [TechCrunch](#)
- Nov-2019 - Pakistan's Airlift to raise \$12m from Fatima Gobi Ventures, Indus Valley Capital, others [Deal Street Asia](#)



SafetyCulture

Mobile audit solution for workplace safety management



2004
Founded

Sydney
Location

\$115M
Funding

-
Annual Revenue

-
Employee Count

4.1K
Twitter Followers

330.0K
Mobile Downloads

-
App Rating

22
News Mentions

Founding Team

Luke Anear
Founder & CEO
Ex - Insight Creative, Lee Kelly & Associates executive



Top Competitors



Deputy
(1992, Atlanta, \$106M)



Quinyx
(2005, Stockholm, \$53.3M)



Rhumbix
(2014, San Francisco, \$42.0M)

[View all 1486 Competitors](#)

Coverage Areas

GRC Software

Field Force
Automation

Construction Tech

[View all coverage areas](#)

Funding Rounds

Apr 2020	\$37.3M	Series C	TDM Growth Partners +3 more
May 2018	\$45.1M	Series C	Tiger Global Management +3 more
Oct 2016	\$23.0M	Series B	Index Ventures +1 more
Sep 2015	\$6.1M	Series A	Blackbird Ventures
Nov 2014	\$2.1M	Seed	Blackbird Ventures
Nov 2013	\$1.8M	Grant ..	-

[View all 7 Funding Rounds](#)

Key News

- Apr-2020 - SafetyCulture Raises US\$35.5M in Series C-1 Funding [FinSMEs](#)
- Apr-2020 - Australian startup SafetyCulture nabs \$800M valuation on \$35.5M round [TechCrunch](#)



O9 Solutions

Digital management platform for enterprise



2009
Founded

Dallas
Location

\$125M
Funding

-
Annual Revenue

60
Employee Count

405
Twitter Followers

-
Mobile Downloads

-
App Rating

28
News Mentions

Founding Team

Sanjiv Sidhu
Co-founder & Chairman
Ex- I2 Technologies, Texas Instruments
Artificial Intelligence Researc..

Chakri Gottemukkala
Co-Founder & CEO
Ex- Founder PiMetrics, I2 technologies.
University of California, Los ..

Funding Rounds

Apr 2020	\$100M	Series C	KKR
Mar 2017	\$3.0M	Series A	-
May 2016	\$5.0M	Series A	-
Nov 2015	\$5.0M	Series A	-
Jun 2015	\$3.0M	Series A	-
Nov 2014	\$3.0M	Series A	-

[View all 8 Funding Rounds](#)

Top Competitors

SAP Ariba
(1996, Palo Alto)

Suplari
(2016, Seattle, \$13.4M)

RELEX
(2005, Helsinki, \$222M)

[View all 100 Competitors](#)

Coverage Areas

SCM Software

Key News

- Jun-2019 - Asian Paints Expands Deployment of o9's Artificial Intelligence to Procurement [Business Wire India](#)



EMPG

Operators of online property portals



2012
Founded

Dubai
Location

\$360M
Funding

-
Annual Revenue

-
Employee Count

-
Twitter Followers

-
Mobile Downloads

-
App Rating

33
News Mentions

Founding Team

Imran Ali Khan
Co-Founder & CEO
Co-founder Zameen.com & Bayut.com,
ex-National Foods, Deloitte. Univer..



Zeeshan Ali Khan
Co-Founder
Co-founder Zameen.com & Bayut.com,
CEO Imzee Consulting FZC. Imperial ..



Funding Rounds

Apr 2020	\$150M	Series E	Olx Group
Feb 2019	\$50.0M	Series D	KCK Group +1 more
Aug 2018	\$50.0M	Series D	-
Jan 2016	\$20.0M	Series C	-
Sep 2015	\$9.0M	Series B	Vostok New Ventures

Key News

- Apr-2020 - Property portal Bayut's parent company secures \$150m investment [The National](#)

Appendix

All-time Leading Investors in Unicorns (1/7)

Based on investments before the Unicorn Round*

Investor	# Portfolio	Investor	# Portfolio	Investor	# Portfolio	Investor	# Portfolio
Sequoia Capital	64	Greenspring Associates	22	FJ Labs	18	Shunwei Capital	16
Accel	32	Index Ventures	21	IVP	17	All Access Venture Partners	16
G Squared	31	General Catalyst Partners	21	Tech Nation	17	Plug and Play Tech Center	15
Tiger Global Management	27	AME Cloud Ventures	21	Y Combinator	17	TPG	15
Andreessen Horowitz	26	Insight Venture Partners	20	Hercules Capital	17	2020 Ventures	15
Harmony Venture Partners	26	Khosla Ventures	20	Kaplan Group Investments	17	Qiming Venture Partners	15
Kleiner Perkins	24	Founders Circle Capital	20	Global Founders Capital	17	Felicis Ventures	14
New Enterprise Associates	24	IDG	20	Access Technology Ventures	17	Industry Ventures	14
GV	24	Temasek	19	All Blue Capital	17	Herald Investment Management	14
GGV Capital	24	SV Angel	19	Redpoint Ventures	16	Western Technology Investment	14
Tencent	24	Founders Fund	19	Plus Capital	16	HarbourVest Partners	14
TrueBridge	24	General Atlantic	19	DST Global	16	Goldman Sachs	13
TriplePoint Capital	24	Data Collective	19	Section Partners	16	Greylock Partners	13
Bessemer Venture Partners	23	Glynn Capital	19	TriplePoint Venture Growth	16	Matrix Partners	13

Note:* The portfolio count refers to the Unicorn portfolio where the investor had invested before the Unicorn Round

All-time Leading Investors in Unicorns (2/7)

Based on investments before the Unicorn Round*

Investor	# Portfolio	Investor	# Portfolio	Investor	# Portfolio	Investor	# Portfolio
Lightspeed Venture Partners	13	K2 Global	12	TeleSoft Partners	11	Millennium Technology Value Partners	10
Meritech Capital Partners	13	Thrive Capital	12	Valor Equity Partners	11	QueensBridge Venture Partners	10
ZhenFund	13	University Growth Fund	12	Founders Guild	11	Bling Capital	10
ACE and Company	13	Evolution VC Partners	12	Reform Ventures	11	CBC Capital	10
Warburg Pincus	13	Ribbit Capital	12	Alpha Square Group	11	Lakestar	10
True Wind Capital	13	Aeon	12	Schindler AM Ventures	11	Tao Capital Partners	10
Matrix Partners China	13	ADIT Ventures	12	Battery Ventures	10	USM	10
Hone Capital	13	KKR	11	Intel	10	Ventura Capital	10
Vulcan Capital	12	T. Rowe Price	11	500 Startups	10	StraightPath Venture Partners	10
Spark Capital	12	Sapphire Ventures	11	TCV	10	Bracket Capital	10
Morningside venture Capital	12	Qualcomm Ventures	11	Horizons Ventures	10	Reshape	10
QED Investors	12	Comcast Ventures	11	Saints Capital	10	Norwest Venture Partners	9
Cross Creek	12	BoxGroup	11	Alumni Ventures Group	10	IFC	9
Iconiq Capital	12	Entree Capital	11	Hillhouse Capital Group	10	Charles River Ventures	9

Note:* The portfolio count refers to the Unicorn portfolio where the investor had invested before the Unicorn Round

All-time Leading Investors in Unicorns (3/7)

Based on investments before the Unicorn Round*

Investor	# Portfolio	Investor	# Portfolio	Investor	# Portfolio	Investor	# Portfolio
Alibaba Group	9	Brookside Equity Partners	9	Silicon Valley Bank	8	Sprout Capital Partners	8
DCM Ventures	9	SAW Capital Partners	9	DFJ	8	True Global Ventures 4 Plus	8
E.ventures	9	Yunfeng Capital	9	Idinvest Partners	8	Legend Capital	8
Canvas Ventures	9	American Express Ventures	9	Trinity Ventures	8	Oakhouse Partners	8
Collaborative Fund	9	IT Ventures	9	Mosaic Ventures	8	SIG China	8
Designer Fund	9	Breyer Capital	9	CapitalG	8	SoftBank Vision Fund	8
Lead Edge Capital	9	Omega Venture Partners	9	Sinovation Ventures	8	Aglae Ventures	8
CPP Investment Board	9	Ben Jen Holdings	9	83North	8	Akkadian Ventures	8
Cota Capital	9	Puhua Capital	9	Tenaya Capital	8	Sozo Ventures	8
SoftBank Group	9	adm ventures	9	In-Q-Tel	8	Brainchild	8
AlpInvest Partners	9	Troy Capital Partners	9	Harmony Partners	8	NKM Capital	8
Signatures Capital	9	CSC Upshot Ventures	9	Legend Star	8	Green Bay Ventures	8
DG Incubation	9	7 Global Capital	9	Archer Venture Capital	8	Botticello	8
CrunchFund	9	The Carlyle Group	8	Lerer Hippeau Ventures	8	Market Central Private Assets	8

Note:* The portfolio count refers to the Unicorn portfolio where the investor had invested before the Unicorn Round

All-time Leading Investors in Unicorns (4/7)

Based on investments before the Unicorn Round*

Investor	# Portfolio	Investor	# Portfolio	Investor	# Portfolio	Investor	# Portfolio
Nima Capital	8	Wellington Management	7	Cherry Tree	7	Baillie Gifford	6
Benchmark	7	GIC	7	Regah Ventures	7	Greycroft Partners	6
Menlo Ventures	7	HighGear Ventures	7	New View Capital	7	Kortschak Investments	6
Foundation Capital	7	Sherpalo Ventures	7	Glade Brook Capital	7	Accomplice	6
Summit Partners	7	Atomico	7	MSA	7	Allen & Company	6
Salesforce Ventures	7	Tengelmann Ventures	7	Otter Rock Capital	7	BMW i Ventures	6
Lowercase Capital	7	Prosus	7	ACME	7	Cross Culture Ventures	6
Xiaomi	7	Bezos Expeditions	7	King River	7	UCLA Ventures	6
Wing Venture Capital	7	Coatue	7	Hemisphere	7	Toba Capital	6
Draper Associates	7	Recruit Strategic Partners	7	Decacorn Capital	7	Future Ventures	6
Daimler	7	Acequia Capital	7	First Round Capital	6	DAG Ventures	6
LocalGlobe	7	Hard Yaka	7	RRE Ventures	6	SevenVentures	6
DFJ Growth	7	Sky9 Capital	7	August Capital	6	Pegasus Tech Ventures	6
Goodwater Capital	7	Y Ventures	7	Social Capital	6	Stockwell Capital	6

Note:* The portfolio count refers to the Unicorn portfolio where the investor had invested before the Unicorn Round

All-time Leading Investors in Unicorns (5/7)

Based on investments before the Unicorn Round*

Investor	# Portfolio	Investor	# Portfolio	Investor	# Portfolio	Investor	# Portfolio
EDBI	6	Third Point Ventures	6	Nexus Venture Partners	6	Invertidos	6
Northgate Capital	6	FEPFund	6	Pritzker Group	6	Venrock	5
Morningside Ventures	6	Geodesic Capital	6	Initialized Capital	6	Highland Capital Partners	5
Gobi Partners	6	ATM Capital	6	Red Swan Ventures	6	Fidelity Investments	5
Dcode	6	Prometheus Capital	6	Team In Residence	6	Bain Capital Ventures	5
Techstars	6	Oceanic Partners	6	SoftBank Corp	6	SAIF Partners	5
Sofina	6	China Growth Capital	6	Innovation Department	6	Google	5
Juvo Capital	6	NextEquity	6	KBW Ventures	6	Stanford University	5
FS Investors	6	Vaidya Capital Partners	6	Vast Ventures	6	Mayfield	5
Daniel Gutenberg	6	Studio VC	6	Scheuermann Investment	6	InterWest Partners	5
Bertelsmann Asia Investment Fund	6	Gaorong Capital	6	113 Ventures	6	Sutter Hill Ventures	5
Lancapital	6	Hammerstone Capital	6	Alrai Capital	6	Naspers	5
The Hina Group	6	Tusk Ventures	6	BAce	6	Floodgate Fund	5
Agile Angel	6	Next Play Capital	6	CreditEase	6	Founder Collective	5

Note:* The portfolio count refers to the Unicorn portfolio where the investor had invested before the Unicorn Round

All-time Leading Investors in Unicorns (6/7)

Based on investments before the Unicorn Round*

Investor	# Portfolio	Investor	# Portfolio	Investor	# Portfolio	Investor	# Portfolio
Foresite Capital	5	Maverick Ventures	5	Sands Capital Ventures	5	Swordfish Investments	5
Oxeon Partners	5	Ares Capital Corporation	5	Foxconn Electronics	5	HOF Capital	5
Aster Capital	5	Amino Capital	5	SoftBank Group Corp	5	Scale Up Venture Capital	5
GP Bullhound	5	Silver Lake	5	Hinge Capital	5	Partner Ventures	5
Altos Ventures Capital	5	JMI Management	5	Open X Innovations	5	Coastal Grove Partners	5
Pear Ventures	5	Edventure Holdings	5	Times Internet	5	Vertex Ventures	5
Revolution	5	Target Global	5	Fabrice Grinda	5	Monkfish Equity	5
Pinnacle Ventures	5	8VC	5	VTF Capital	5	GeniLink Capital	5
Scott Belsky	5	Raptor Group	5	Dot Edu Ventures	5	Zeno Ventures	5
Expansion Venture Capital	5	Beenos	5	Dragoneer Investment Group	5	Qiyuan Wealth	5
Innovation Endeavors	5	Amidzad Partners	5	Stelac	5	Ledger Capital	5
XG Ventures	5	GSV Capital	5	Lauder Partners	5	A-Grade Investments	5
Square Peg Capital	5	CDH Investments	5	Shin Ryoku	5	Linear Venture	5
Oak Investment Partners	5	Bonfire Ventures	5	Lightspeed China Partners	5	Cathay Innovation	5

Note:* The portfolio count refers to the Unicorn portfolio where the investor had invested before the Unicorn Round

All-time Leading Investors in Unicorns (7/7)

Based on investments before the Unicorn Round*

Investor	# Portfolio	Investor	# Portfolio
VinaCapital	5	GE32 Capital	5
Fisher Lynch Capital	5	Samsung Catalyst	5
Forerunner Ventures	5	Meituan	5
Digital Horizon	5	Lenovo Venture Capital	5
Sherpa Capital	5	Magic Stone Alternative	5
10x Group	5	Lingfeng Capital	5
A Capital Venture	5	Greenoaks	5
Fresher Ventures	5	Peregrine Ventures	5
GSV Financial Group	5	China Internet Investment Fund	5
Sutter Rock	5	Big Loud Capital	5
K2VC	5		
Sound Ventures	5		
Cherubic Ventures	5		
VALOR CAPITAL GROUP	5		

Note:* The portfolio count refers to the Unicorn portfolio where the investor had invested before the Unicorn Round



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