

LEVEL UP.

PITCHBOOK FOR STARTUPS

**No one offers more insight on the
venture capital landscape.**

- » Identify & connect with the best investors for your company
- » Access unbeatable valuation data to compare your business
- » Discover potential business development and partnership opportunities

WHY PITCHBOOK?

We offer the deepest, most thorough data on every aspect of the private equity and venture capital industries. With a user-friendly interface designed specifically for industry professionals, the PitchBook Platform makes accessing private market intelligence easier, faster and more efficient. We know that you demand access to data, capital and decision makers who can help you grow.

1 INCOMPARABLE DATA

Our mission is to provide greater depth and breadth than any other provider of PE and VC data. Follow the complete lifecycle of private investments, including LPs, GPs, funds, fund performance, deals, company valuations and exits—as well as the service providers, executives and lead partners behind the deals.

2 CUTTING EDGE TECHNOLOGY

Premium data is one thing; razor-sharp technology is another. PitchBook brings you intuitive, efficient, fully customizable research tools—all presented in a sleek web-based platform. Navigate your way to critical information faster and easier than ever before

3 UNPARALLELED SERVICE

As a PitchBook client, you will have direct access to a professional team of 100+ research analysts and devoted client service managers. Their sole focus is to help provide the information you need—[when you need it](#). Our clients often treat us as an extension of their own team. We like that.

DATA IN ACTION

Companies		Deals		Investors		Analytics		Charts	
11,049 Deals									
<input type="checkbox"/> Deselect All <input type="checkbox"/> Select Top 25 <input type="checkbox"/> Invert Selected <input type="checkbox"/> Select Page <input type="checkbox"/> Show Selected Only <input type="checkbox"/> Select All <input type="checkbox"/> Remove Selected									
<input type="checkbox"/> Download <input type="checkbox"/> Analytics <input type="checkbox"/> Charts <input type="checkbox"/> Financials <input type="checkbox"/> Add Column									
#	Company Name (11,049)	Deal Type	Pre-money Valuation	Deal Size	Post Valuation	% Acquired	Raised to Date		
1	<input type="checkbox"/> Loxo Oncology	Series A	29.70	33.00	62.70	55.84%	33.00		
2	<input type="checkbox"/> HireVue	Series D	100.16	25.00	125.16	19.97%	53.49		
3	<input type="checkbox"/> Relmada Therapeutics	Series A	8.80	8.00	16.80	47.62%	8.00		
4	<input type="checkbox"/> Justin.tv	Series C	97.42	20.00	117.42	15.85%	42.47		
5	<input type="checkbox"/> QStream	Series A	6.56	2.85	9.41	27.37%	4.39		
6	<input type="checkbox"/> Singulex (B91LWT7)	Series G	133.40	15.00	148.40	10.11%	82.59		
7	<input type="checkbox"/> BioDigital	Series A	11.77	4.00	15.77	25.37%	4.61		
8	<input type="checkbox"/> Moxtra	Series A2	30.80	10.00	40.80	24.96%	10.00		
9	<input type="checkbox"/> Zoom Video Communications	Series B	42.03	6.54	48.57	13.46%	15.54		
10	<input type="checkbox"/> C9	Series C	28.20	12.00	40.20	29.85%	40.76		
11	<input type="checkbox"/> Flipboard	Series C	816.11	50.00	866.11	2.32%	110.49		

ACCESS UNPARALLELED VALUATION DATA

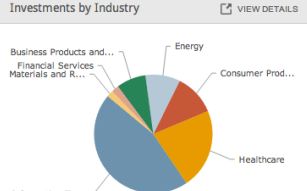
Uncover more than 30,000 pre- and post-money valuations for privately-backed companies.

Kleiner Perkins Caufield & Byers Venture Capital

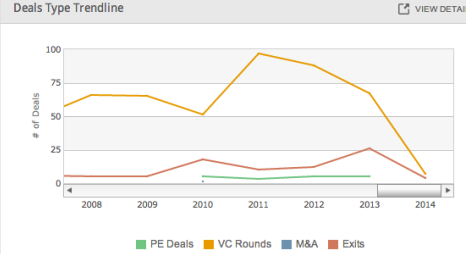
Profile | Investments | Exits | Analytics Last Updated: 28-Jan-2014

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Investments by Industry VIEW DETAILS



Deals Type Trendline VIEW DETAILS



General Information pblID: 11228-50

Kleiner Perkins Caufield & Byers is a venture capital firm based in Menlo Park, California. The firm [Website: www.kpcb.com](http://www.kpcb.com)

CONNECT WITH THE RIGHT INVESTORS

Identify the venture firms that best fit your company by filtering through over 7,500 investor profiles, including investment history and contact information.

General Information pblID: 11228-50

Kleiner Perkins Caufield & Byers is a venture capital firm based in Menlo Park, California. The firm seeks to invest in the greentech, information technology, pandemic and bio-defense, retail, media, life sciences and healthcare sectors.

Primary Contact: Christina Lee	Primary Office: 2750 Sand Hill Road Menlo Park, CA 94025 United States	Alternate Office(s): 470 Bryant Street San Francisco, CA 94107 United States	Website: www.kpcb.com
Partner, Marketing and Communications			Also Known As: KPCB
			Investor Type: Venture Capital (Primary Type) Growth/Expansion
			Investor Status: Actively Seeking New Investments
			Year Founded: 1972
			AUM: \$5,951.3M
			Dry Powder: \$1,438.16M
			Total Investments: 498 f
			Active Investments: 275
			Investments (LTM): 72 f
			# of Professionals: 62

† Includes add-ons
All investments are equity/add-on investments only

Team (99)

Name	Title	Deals	Funds	Boards	Office	Contact Info	vCard
William Hearst III	Partner	11	5	5	Menlo Park, CA	williamh@kpcb.com (650) 233-2750	
Susan Biglieri	Chief Financial Officer	1	1		Menlo Park, CA	sueb@kpcb.com (650) 233-2750	
Eric Keller	Chief Operating Officer			1	Menlo Park, CA	erick@kpcb.com (650) 233-2750	
Wei Zhou	Managing Partner & Board Member	4	1	3	Beijing, China	weiz@kpcb.com +86 10 8517 1799	
James Huang	Managing Partner	2	2	1	Shanghai, China	jamesh@kpcb.com +86 21 3383 0688	

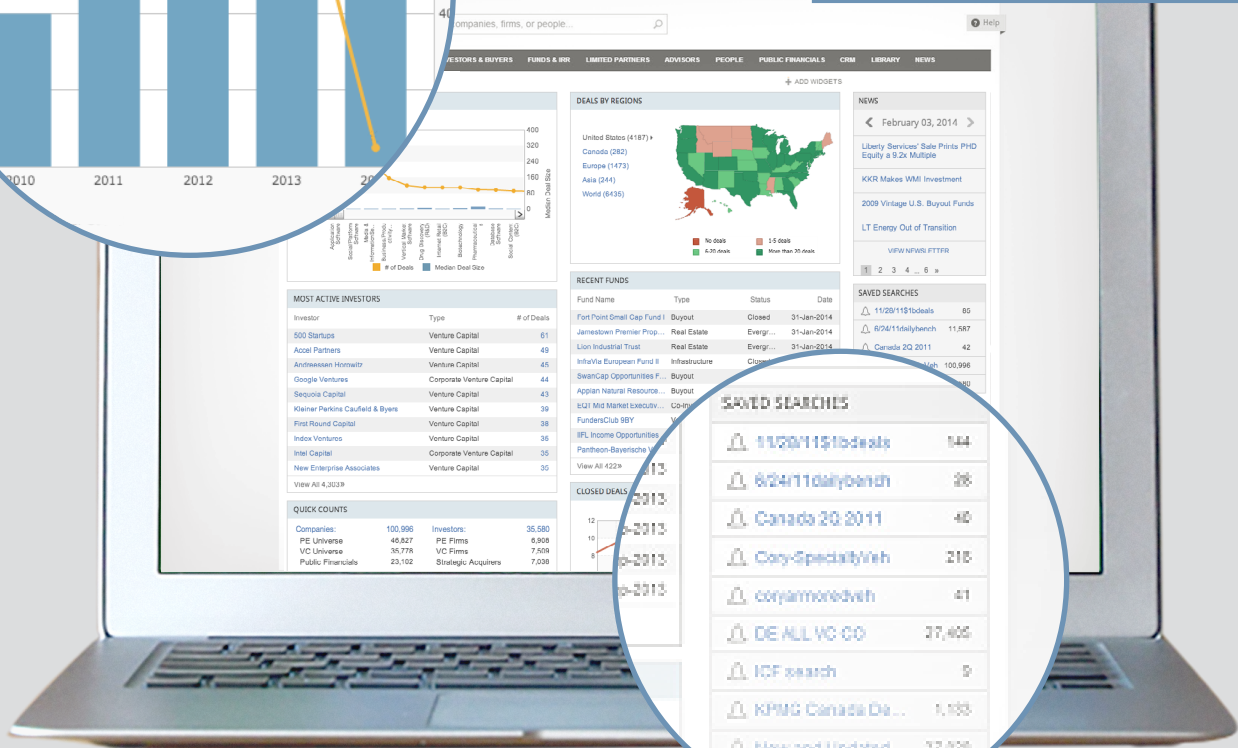
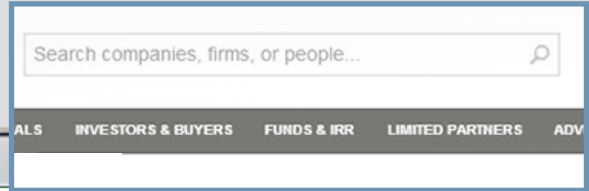
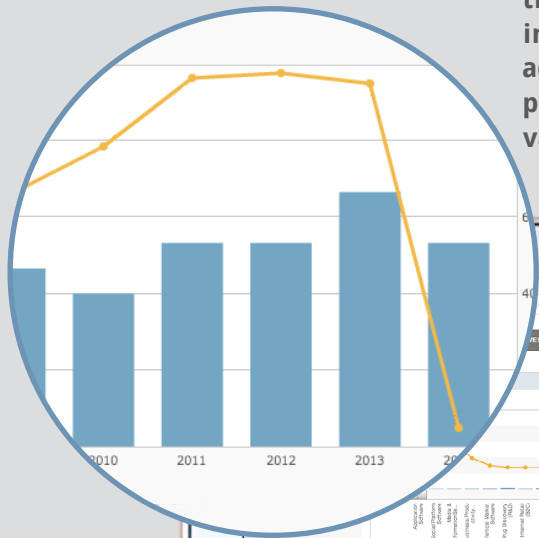
REVIEW COMPETITOR PROFILES

Examine thorough information on more than 86,000 companies—including complete financing histories, executive teams, boards and professional contact information.

SEE FOR YOURSELF

Visualize important new details and trends, including international activity and median pre- and post-money valuations.

Review robust profiles for investors, funds, companies and other advisors—quickly and easily.



Share searches and profiles with co-workers, or export to Excel, Word or PowerPoint.