CBINSIGHTS

State of Insurtech

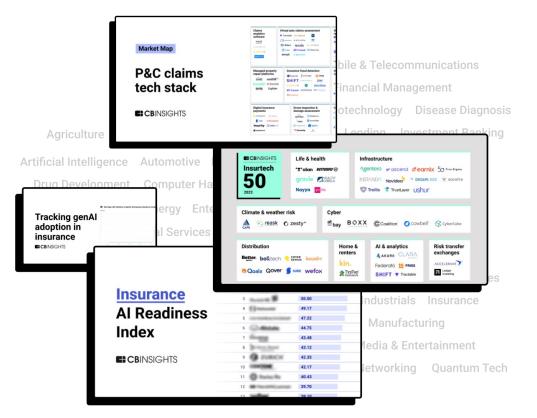
Global | Q2 2024

Global data and analysis on dealmaking, funding, and exits by private market insurtech companies

Make <u>smarter</u> tech decisions.

Our platform will help you discover, understand, and manage your response to emerging tech. Make confident tech decisions that drive growth, improve operations, and beat the competition with CB Insights.

Try our platform – free!



State of Insurtech

"Steal" our data.

Download the underlying data in this report. If you create any analysis or visualizations with this data, send it our way and you could be featured in the CBI newsletter. @ us on social – <u>LinkedIn X (Twitter) Instagram</u>

Download the raw data

State of Insurtech

Contents

Global Trends	6
Investment Trends	7
Unicorns	30
Exit Trends	35
Investors	40
Collection Spotlights Life & Health Insurance	44 45
P&C Insurance	54
Geographic Trends US Europe	63 64 70

CBINSIGHTS

5

State of Insurtech

TLDR Your rundown on insurtech in Q2'24

\$1.3B

Quarterly insurtech funding. Highest level since Q1'23.

Insurtech funding increased 44% quarterover-quarter (QoQ) to hit \$1.3B in Q2'24.

Most of the increase was attributable to P&C insurtech, which saw funding grow 50% QoQ to \$0.9B. Funding to life & health (L&H) insurtechs also increased, from \$0.3B in Q1'24 to \$0.4B in Q2'24.

See the data \rightarrow

Insurtech deals. Fewest in a quarter since 2016.

82

Quarterly insurtech deal count fell 27% QoQ, from 113 in Q1'24 to 82 in Q2'24.

The drop was nearly proportional across insurance segments, with P&C deals down 28% QoQ to 54, and L&H deals down 26% QoQ to 28.

See the data \rightarrow

25%

Increase in median insurtech deal size vs. 2023.

Median insurtech deal size has grown from \$4M in 2023 to \$5M in 2024 yearto-date (YTD). Only 2021 has seen a higher median deal size over the past 10 years.

Sidecar Health, a health insurer, raised the quarter's only \$100M+ insurtech mega-round (a \$165M Series D).

See the data \rightarrow

2

Insurtech IPOs in Q2'24 — the first ones since Q3'22.

2 insurtechs IPO'd: <u>Digit</u> <u>Insurance</u>, an India-based insurance provider, and Saudi Arabia-based <u>Rasan</u>, which primarily focuses on auto insurance sales and vehicle services.

Insurtech M&A exits also rebounded, surging 150% QoQ — from 6 in Q1'24 to 15 in Q2'24.

See the data \rightarrow

35%

Europe's quarterly deal share. A record high.

Deal activity to Europebased insurtechs ran counter to the broader landscape, ticking up QoQ from 28 deals in Q1'24 to 29 in Q2'24.

Funding to Europe-based insurtechs reached a 7quarter high, increasing from \$0.3B to \$0.5B.

See the data \rightarrow

Global | Q2 2024 Global Trends

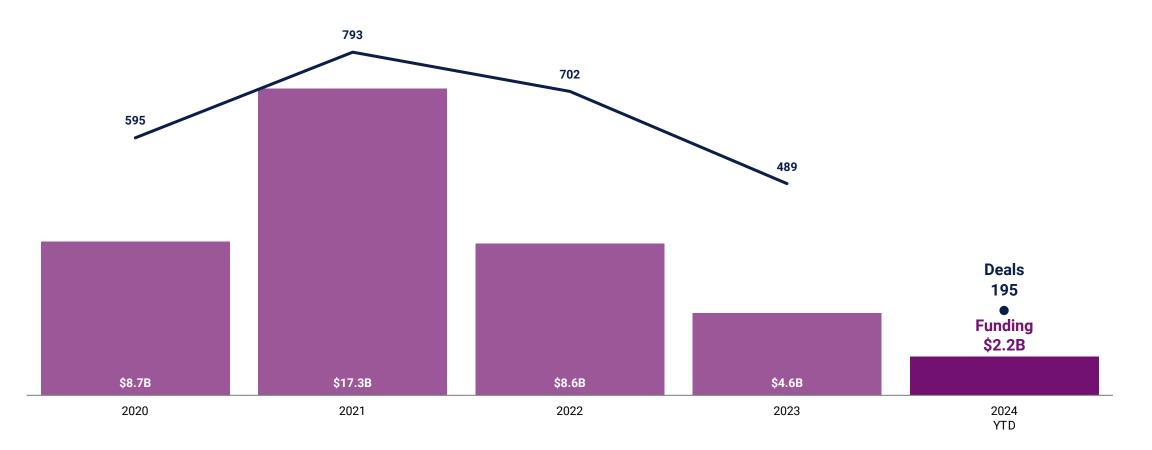




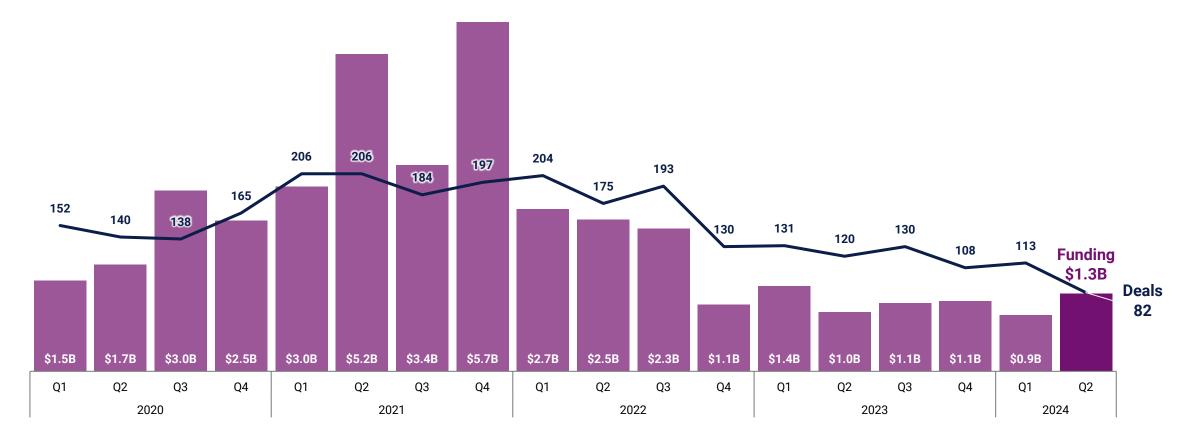
Global Trends | Q2 2024

Investment Trends

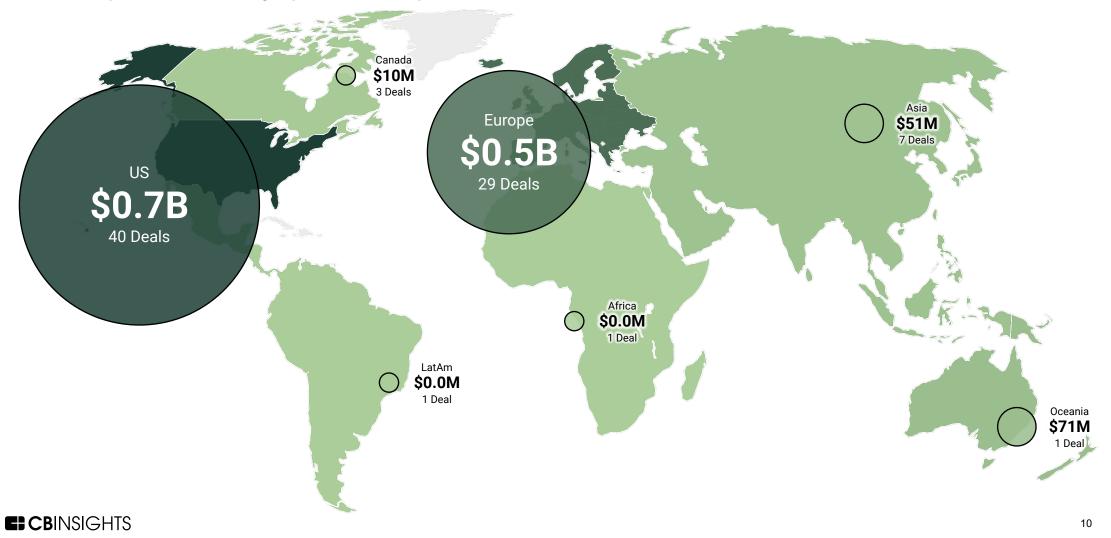
Annual equity funding & deals



Quarterly equity funding & deals



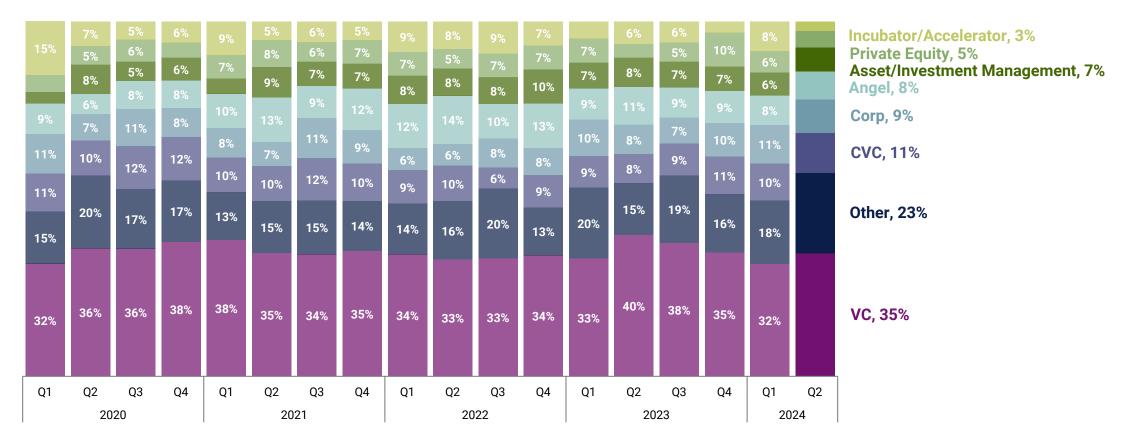
Funding & deals by global region in Q2'24



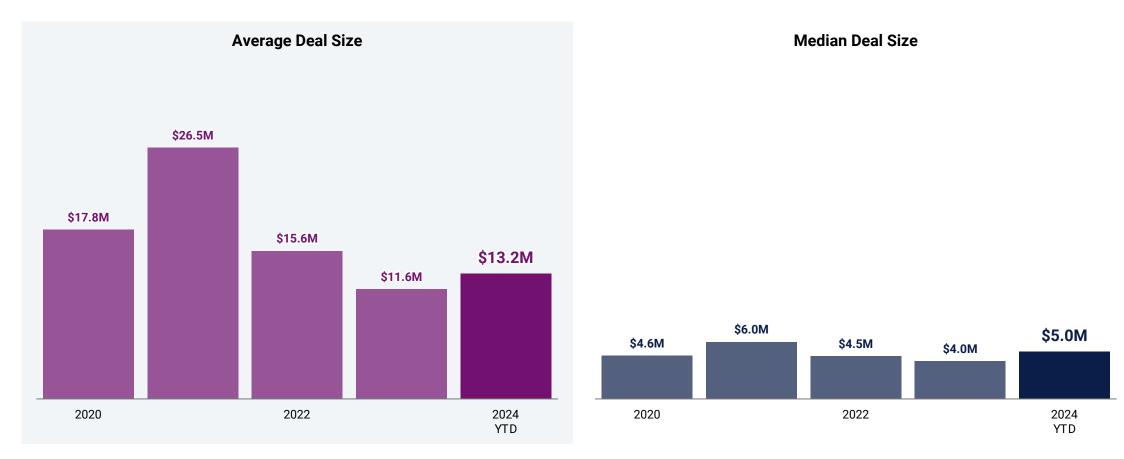
Percent of quarterly deals by global region

22%	32%	22%	32%	24%	32%	30%	32%	30%	23%	32%	21%	25%	23%	22%	25%	21%		All Other Regions, 16%				
18%											28%			21%		25%		Europe, 35%				
	19%	29%	18%	24%	25%	20%	25%	25%	25%	25%	25%	25%	29%	21%	20%	25%	23%		24%			
61%	49%	48%	48%	52%	43%	50%	42%	45%	47%	46%	52%	50%	50%	57%	51%	54%		US, 49%				
Q1	Q2	Q3	Q4	Q1	Q2																	
	20	20			20	21			20	22			20	23		20	24					

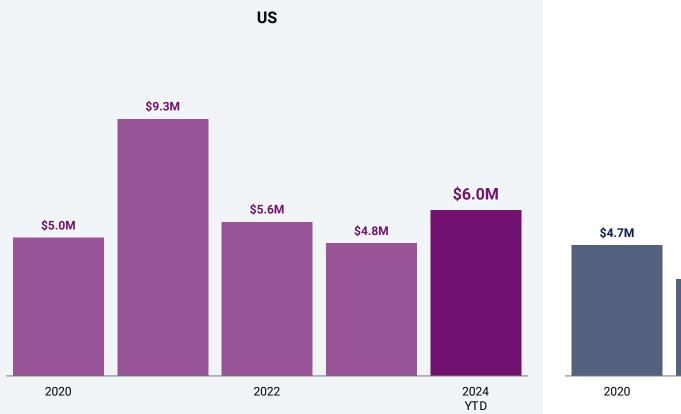
Percent of quarterly deals by investor group



Annual average & median deal size



Annual median deal size by global region



Europe

 \$4.7M
 \$4.3M

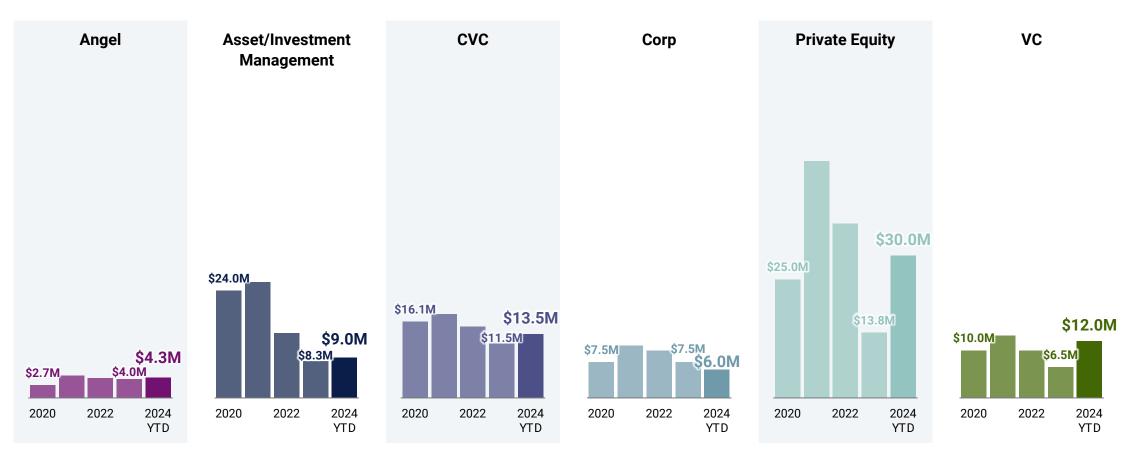
 \$3.5M
 \$3.8M

 \$3.5M
 \$3.8M

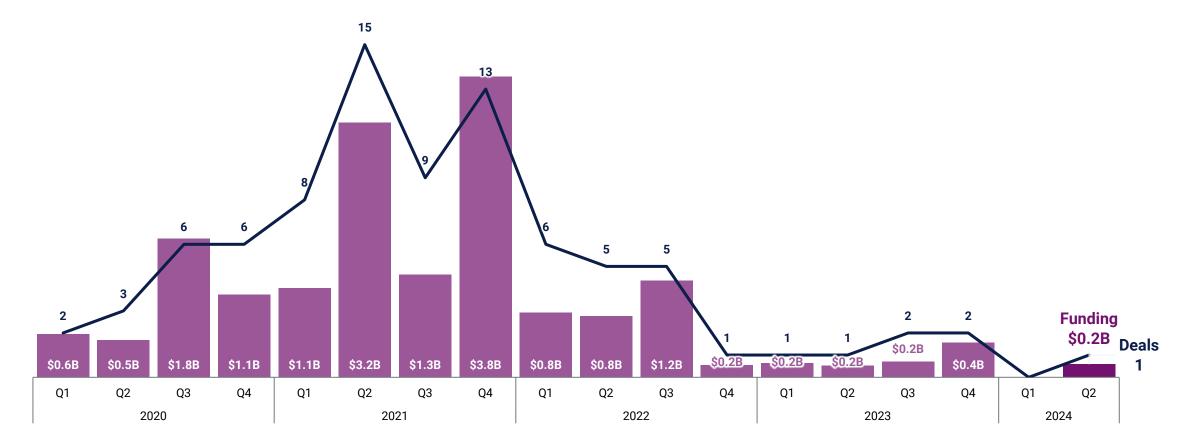
 \$2020
 2022

 2020
 2022

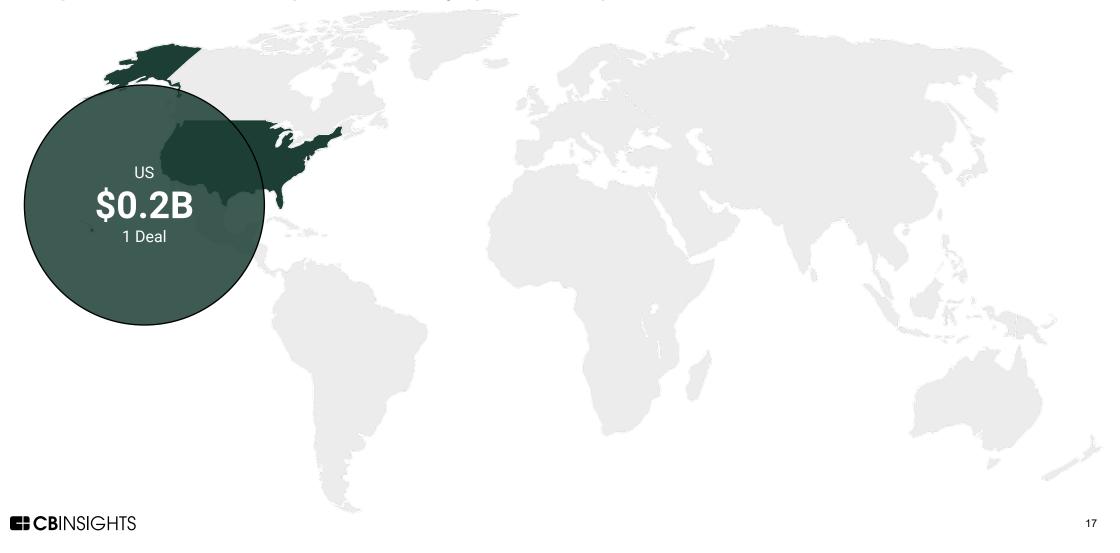
Annual median deal size by investor group



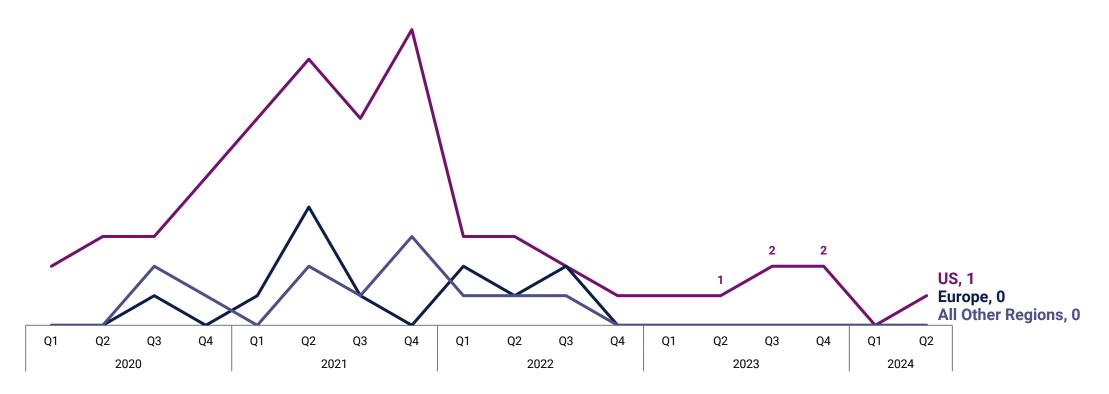
Quarterly funding & deals from mega-rounds (deals worth \$100m+)



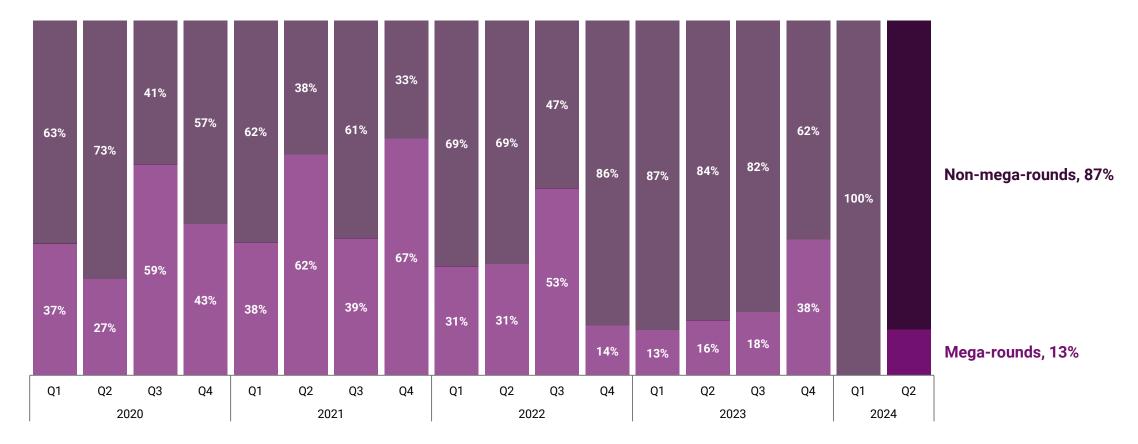
Mega-round funding & deals by global region in Q2'24



Quarterly mega-round deals by global region



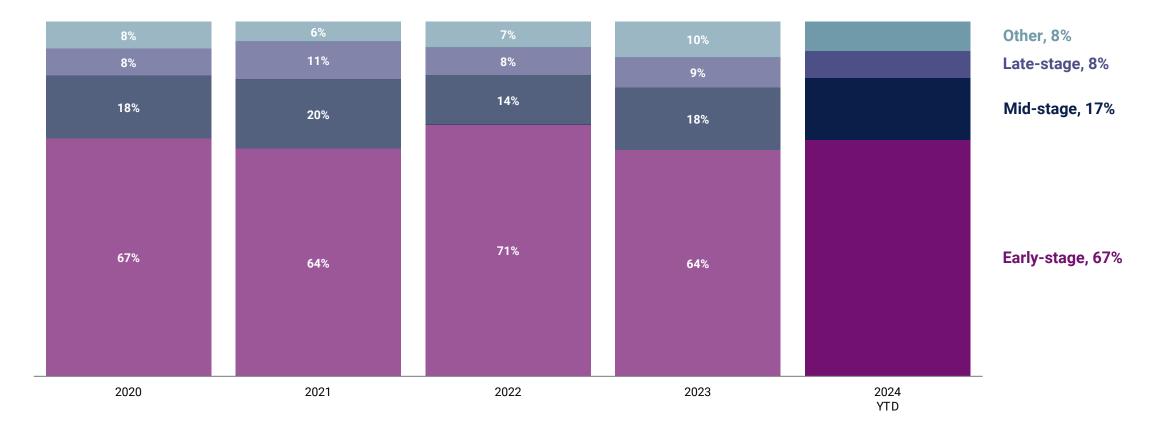
Quarterly mega-rounds as percent of funding



Global: Top equity deals in Q2'24

	Company	Round Amount	Round Date	Round Valuation	Select Investors	Country	% of Total Funding
1	Sidecar Health	\$165M	Series D 2024-06-26	N/A	Koch Disruptive Technologies, Cathay Innovation, Drive Capital, GreatPoint Ventures, Menlo Ventures	United States	13.0%
2	ICEYE	\$93M	Series D 2024-04-17	N/A	Solidium, Blackwells Capital, Move Capital, Christo Georgiev	Finland	7.3%
2	Vitesse	\$93M	Series C 2024-05-21	N/A	KKR, Hannover Digital Investments	United Kingdom	7.3%
4	Cover Genius	\$80M	Series E 2024-05-15	N/A	Spark Capital, Dawn Capital, G Squared, King River Capital	United States	6.3%
5	Honey Insurance	\$71M	Series A 2024-04-08	N/A	Gallatin Point Capital	Australia	5.6%
6	Arbol	\$60M	Series B 2024-04-30	\$279M	Giant Ventures, Opera Tech Ventures, Mubadala Capital, Space Capital, Ascend	United States	4.7%
6	FintechOS	\$60M	Series B 2024-05-30	N/A	BlackRock, Cipio Partners, Molten Ventures, Earlybird Venture Capital, Gap Minder	United Kingdom	4.7%
8	Clearcover	\$55M	Series E 2024-04-11	N/A	OMERS Ventures	United States	4.3%
9	Chapter	\$50M	Series C 2024-05-14		XYZ Ventures, Addition, Maverick Ventures, Narya Capital, Susa Ventures	United States	3.9%
10	Honeycomb	\$36M	Series B 2024-05-07	\$130M	Zeev Ventures, IT-Farm, Ibex Investors, Phoenix Insurance, Launchbay Capital	United States	2.8%

Annual percent of deals by deal stage



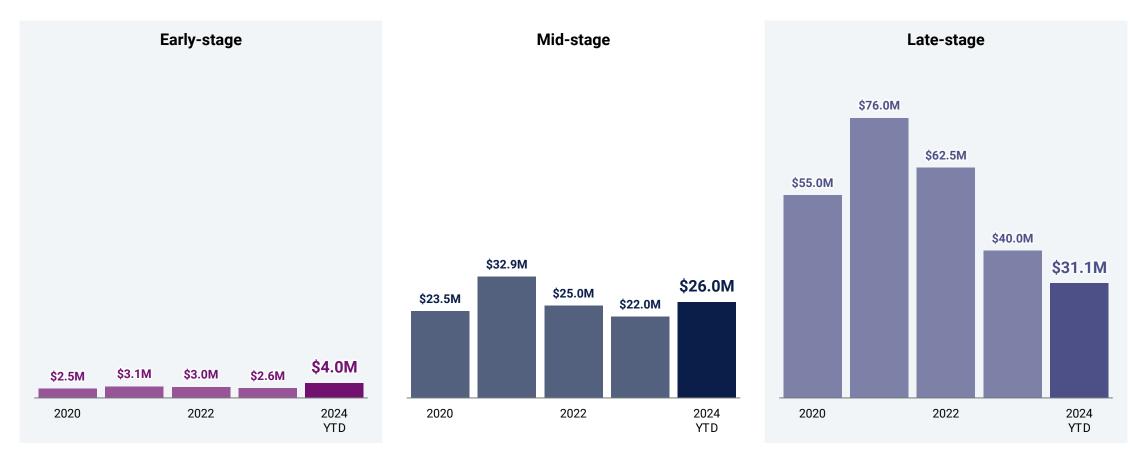
Regional deal share by deal stage in Q2'24

Early-stage 36% 21% 43% Mid-stage 43% 50% 7% 75% 25% Late-stage Other 100%

■US ■Europe ■All Other Regions



Annual median funding by deal stage



Global: Top seed/angel deals in Q2'24

	Company	Round Amount	Round Date	Select Investors	Country
1	Aligned Marketplace	\$8M	Seed VC 2024-04-03	A* Capital, Maverick Ventures, Liquid 2 Ventures, BoxGroup, Epic Ventures	United States
2	Re	\$7M	Seed VC 2024-05-14	Electric Capital	United States
3	ClaimBuddy	\$5M	Seed VC 2024-04-12	Bharat Fund, Chiratae Ventures, Rebright Partners, CAC CAPITAL	India
3	DAFFODIL	\$5M	Seed VC 2024-05-16	Maverick Ventures, Epic Ventures	India
3	Danti	\$5M	Seed VC 2024-05-02	Shield Capital, Radius Capital, Space.VC, Tech Square Ventures, Humba Ventures	United States
3	Plover Parametrics	\$5M	Seed 2024-04-30	Undisclosed Investors	United States
3	Sapien	\$5M	Seed VC 2024-04-10	Animoca Ventures, Primitive Ventures, Ravikant Capital, Yield Guild Games Ventures	United States
8	7Analytics	\$4M	Seed VC 2024-05-15	Scale Capital	Norway
8	Coversure	\$4M	Seed 2024-05-27	Enam Holdings	India
8	Eleos	\$4M	Seed VC 2024-05-06	Fuel Ventures, Indico Capital Partners	United Kingdom
8	Estaly	\$4M	Seed VC 2024-04-23	CDG Invest Growth, OneRagtime	France
8	Finovox	\$4M	Seed VC 2024-06-03	Inter Mutuelles Assistance, VAeX Capital Partners, Blast.club	France
8	Rainwalk	\$4M	Seed VC 2024-04-23	ManchesterStory Group, Bridge Capital, InsurTech Gateway, Seaplane Ventures	United States

Global: Top Series A deals in Q2'24

	Company	Round Amount	Round Date	Select Investors	Country
1	Honey Insurance	\$71M	Series A 2024-04-08	Gallatin Point Capital	Australia
2	Peak3	\$35M	Series A 2024-06-19	EQT, Alpha JWC Ventures	Singapore
3	Ledgebrook	\$24M	Series A 2024-04-16	American Family Ventures, Brand Foundry Ventures, Floating Point	United States
4	Fay	\$20M	Series A 2024-05-15	Forerunner Ventures, General Catalyst, 1984 Ventures	United States
5	Verituity	\$19M	Series A 2024-06-21	ForgePoint Capital, Sandbox Industries, Ardent Venture Partners, MTech Capital	United States
6	Functional Finance	\$17M	Series A 2024-05-30	Walkabout Ventures	United States
7	Sixfold	\$15M	Series A 2024-06-05	Salesforce Ventures, Bessemer Venture Partners, Crystal Ventures Fund, Scale Venture Partners	United States
7	Supercede	\$15M	Series A 2024-06-27	Alven Capital, AFG Partners, MMC Ventures, Mundi Ventures, Outward VC	United Kingdom
9	Urban Jungle	\$14M	Series A 2024-04-29	Eka Ventures, INGKA Investments, Intact Ventures, Mundi Ventures, Sony Innovation Fund	United Kingdom
10	CoverTree	\$13M	Series A 2024-05-09	Portage, AV8 Ventures, Annox Capital, Detroit Venture Partners, Distributed Ventures	United States

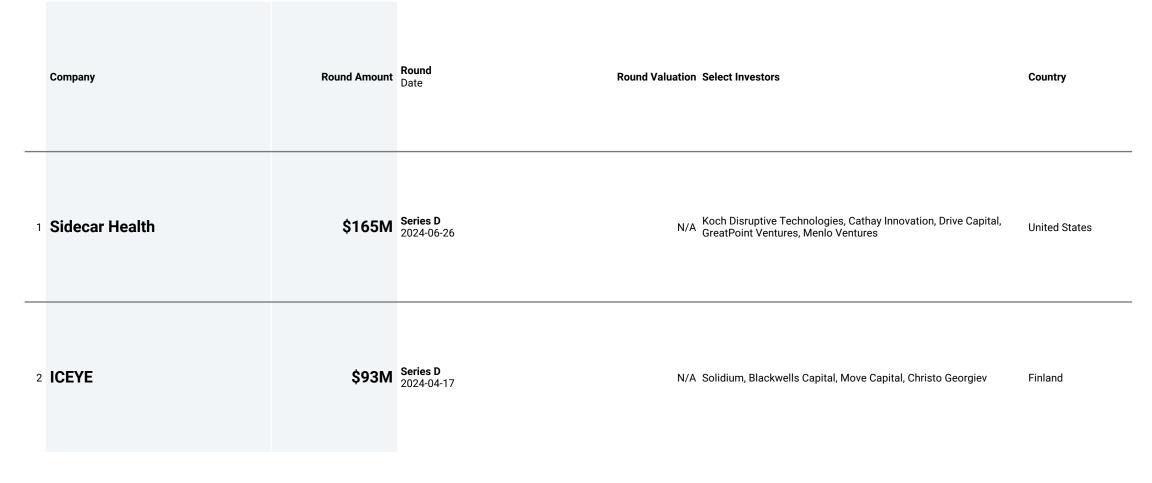
Global: Top Series B deals in Q2'24

	Company	Round Amount	Round Date	Select Investors	Country
1	Arbol	\$60M	Series B 2024-04-30	Giant Ventures, Opera Tech Ventures, Mubadala Capital, Space Capital, Ascend	United States
1	FintechOS	\$60M	\$60M Series B BlackRock, Cipio Partners, Molten Ventures, Earlybird Venture Capital, Gap Minder		United Kingdom
3	Honeycomb	\$36M	Series B 2024-05-07	Zeev Ventures, IT-Farm, Ibex Investors, Phoenix Insurance, Launchbay Capital	United States
4	Pula	\$20M	Series B 2024-04-13	BlueOrchard, Hesabu Capital, IFC InfraVentures, Bill & Melinda Gates Foundation	Switzerland
4	Sift Healthcare	\$20M	Series B 2024-05-09	B Capital, Allos Ventures, First Trust Capital Partners, Rock River Capital	United States
6	Bondaval	\$19M	Series B 2024-05-30	Dawn Capital, Quantexa, Tink	United Kingdom
7	Spectrum.Life	\$18M	Series B 2024-05-27	ACT Venture Capital	Ireland

Global: Top Series C deals in Q2'24

	Company	Round Amount	Round Date	Select Investors	Country
1	Vitesse	\$93M	Series C 2024-05-21	KKR, Hannover Digital Investments	United Kingdom
2	Chapter	\$50M	Series C 2024-05-14	XYZ Ventures, Addition, Maverick Ventures, Narya Capital, Susa Ventures	s United States
3	Novidea	\$30M	Series C 2024-04-09	HarbourVest Partners	Israel
4	Indico Data	\$19M	Series C 2024-06-06	.406 Ventures, Jump Capital, Osage Venture Partners, Guidewire Software, Sandbox Industries	United States

Global: Top Series D deals in Q2'24



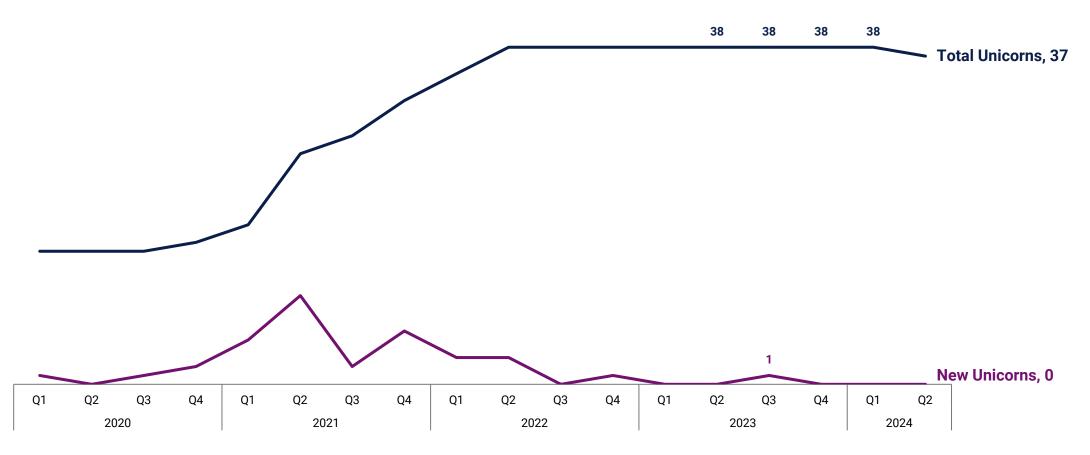
Global: Top Series E+ deals in Q2'24

	Company	Round Amount	Round Date	Round Valuation Select Investors	Country
1	Cover Genius	\$80M	Series E 2024-05-15	N/A Spark Capital, Dawn Capital, G Squared, King River Capital	United States
2	Clearcover	\$55M	Series E 2024-04-11	N/A OMERS Ventures	United States
3	Beam Benefits	\$30M	Series F 2024-05-15	N/A Drive Capital, Georgian	United States

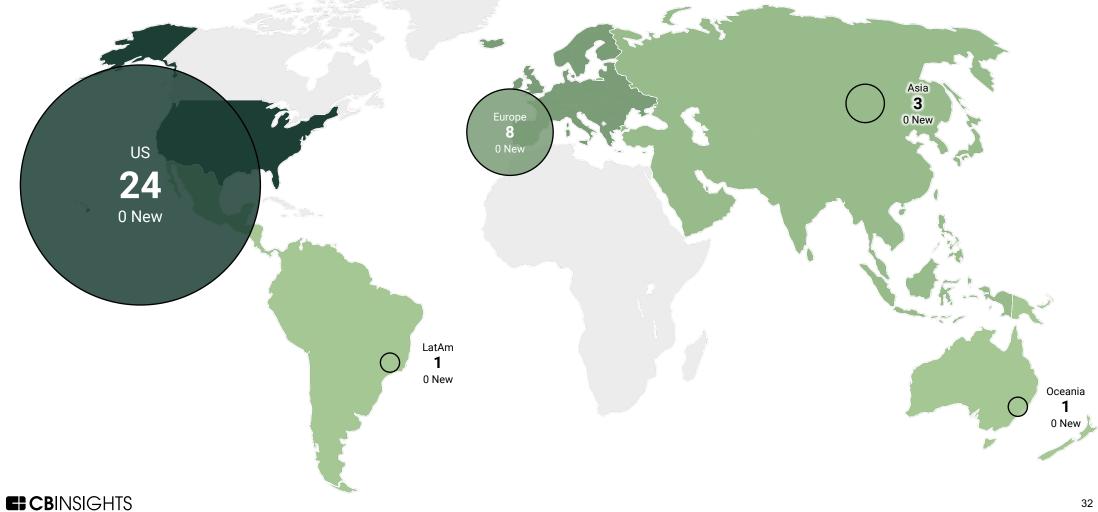
Global Trends | Q2 2024
 Unicorns



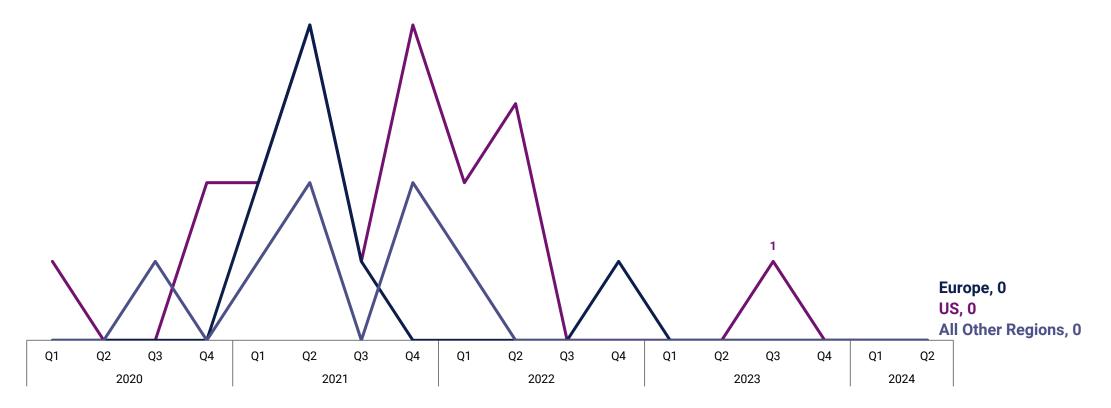
Quarterly new & total unicorns (private companies valued at \$1b+)



New & total unicorns by global region in Q2'24



Quarterly new unicorns by global region



Global: Top unicorns by valuation in Q2'24

	Company	Latest Valuation	Country
1	Devoted Health	\$12.9B	United States
2	Gusto	\$10.0B	United States
3	Coalition	\$5.0B	United States
4	Wefox	\$4.5B	Germany
5	Next Insurance	\$4.0B	United States
6	Alan	\$2.8B	France
7	Ethos	\$2.7B	United States
8	Accelerant	\$2.4B	United States
8	ManyPets	\$2.4B	United Kingdom
10	Newfront	\$2.2B	United States
10	Qualia	\$2.2B	United States

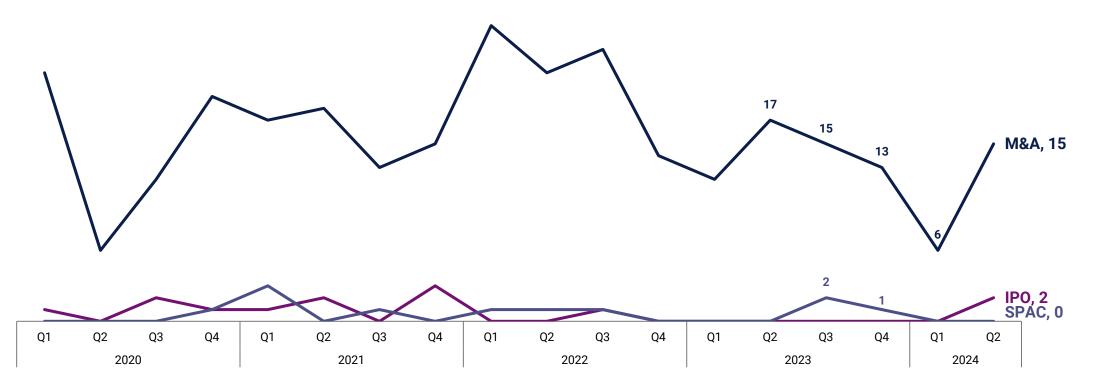
Global Trends | Q2 2024 Exit Trends





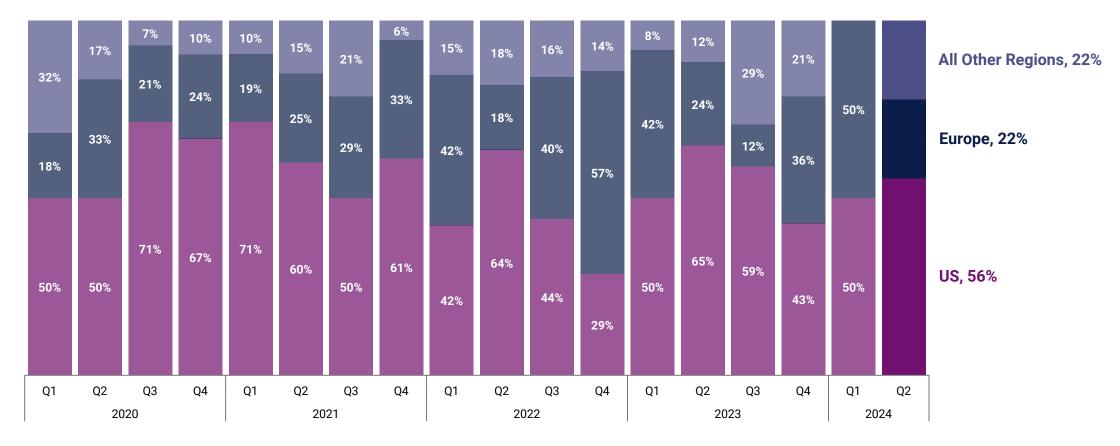
State of Insurtech | Global Trends | Exit Trends

Quarterly exits



State of Insurtech | Global Trends | Exit Trends

Percent of quarterly exits by global region



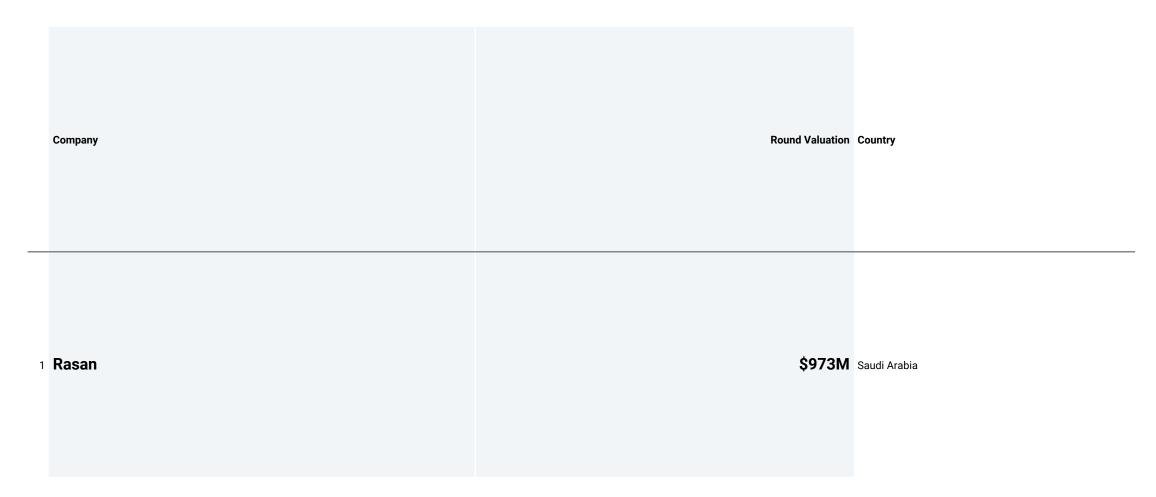
State of Insurtech | Global Trends | Exit Trends

Global: Top M&A exits in Q2'24

	Company	Round Valuation	Acquirer	Country
1	Arya	\$25M	Aurionpro Solutions	India

State of Insurtech | Global Trends | Exit Trends

Global: Top IPOs in Q2'24



Global Trends | Q2 2024

Investors





Global: Top investors by company count in Q2'24

	Investor	Company Count	Investor Group	Country
1	Markd	3	VC	United States
1	Maverick Ventures	3	CVC	United States
3	B Capital	2	VC	United States
3	Bpifrance	2	Asset/investment management	France
3	Dawn Capital	2	VC	United Kingdom
3	Drive Capital	2	VC	United States
3	Elaia Partners	2	VC	France
3	Epic Ventures	2	VC	United States
3	MMC Ventures	2	VC	United Kingdom
3	Mundi Ventures	2	VC	Spain
3	Sandbox Industries	2	VC	United States

State of Insurtech | Global Trends | Investors

Global: Top VCs by company count in Q2'24

	Investor	Company Count	Country
1	Markd	3	United States
2	B Capital	2	United States
2	Dawn Capital	2	United Kingdom
2	Drive Capital	2	United States
2	Elaia Partners	2	France
2	Epic Ventures	2	United States
2	MMC Ventures	2	United Kingdom
2	Mundi Ventures	2	Spain
2	Sandbox Industries	2	United States

State of Insurtech | Global Trends | Investors

Global: Top corporate VCs (CVCs) by company count in Q2'24





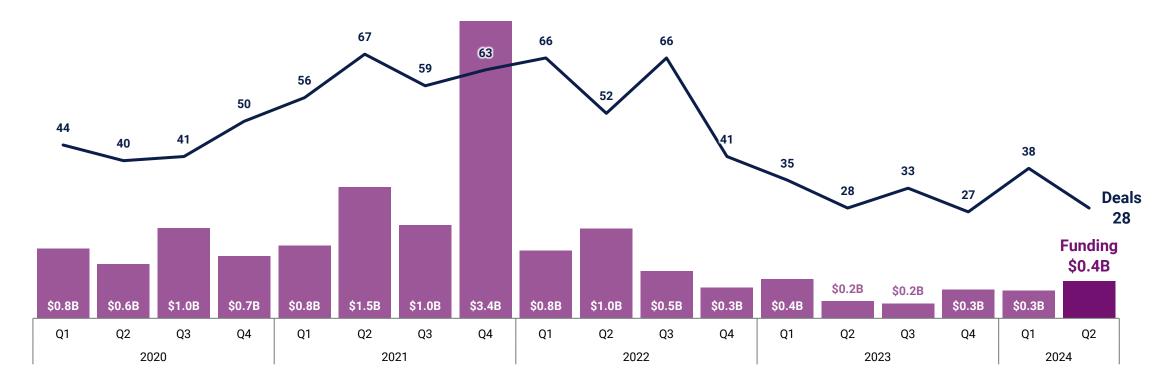
Collection Spotlights



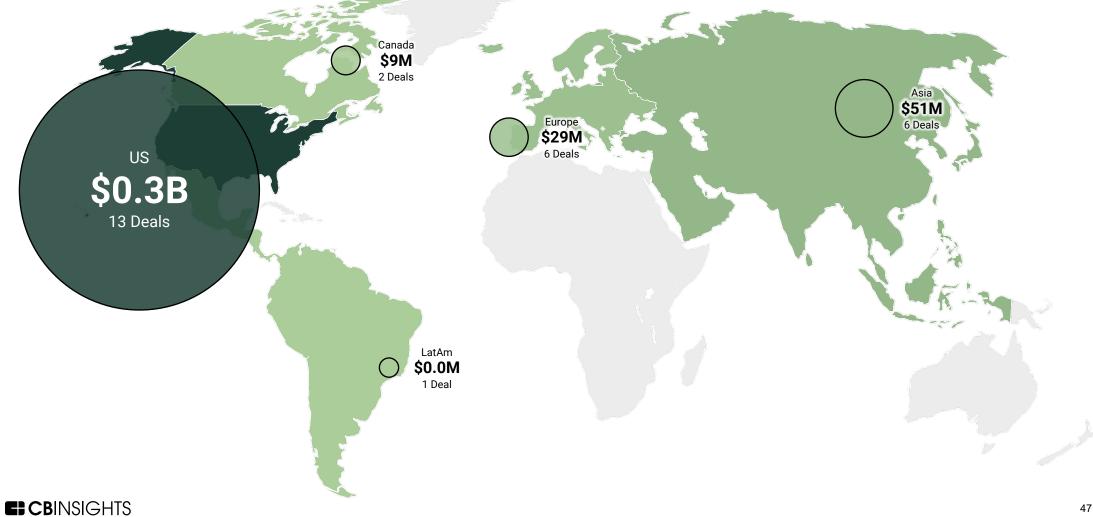
 Collection Spotlights | Q2 2024
 Life & Health Insurance



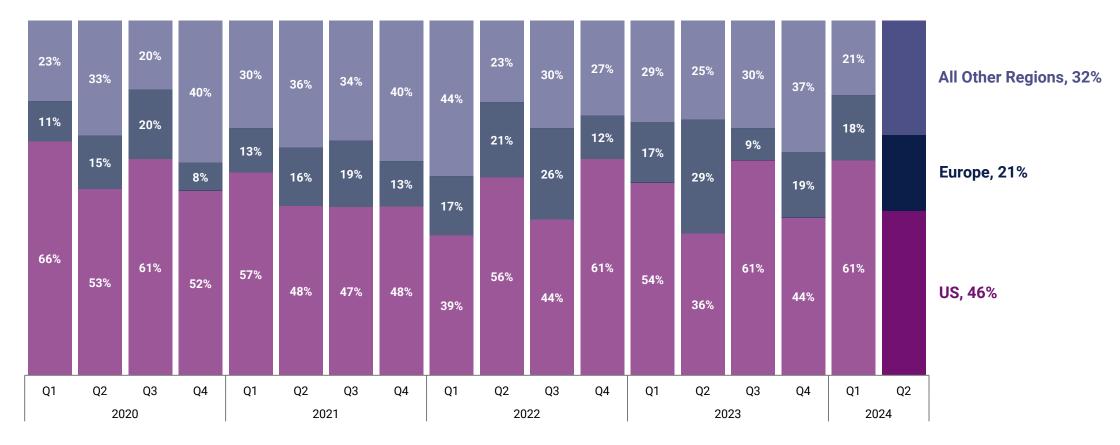
Quarterly equity funding & deals



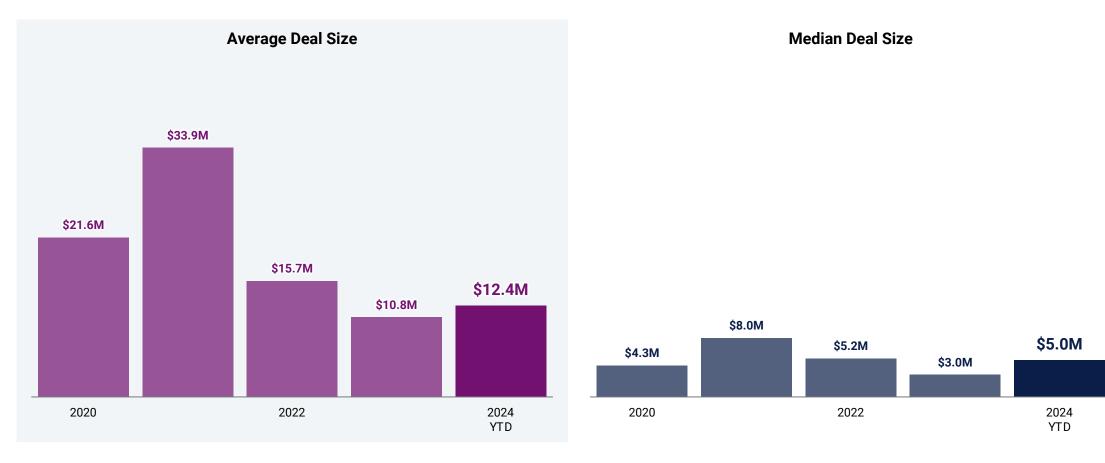
Funding & deals by global region in Q2'24



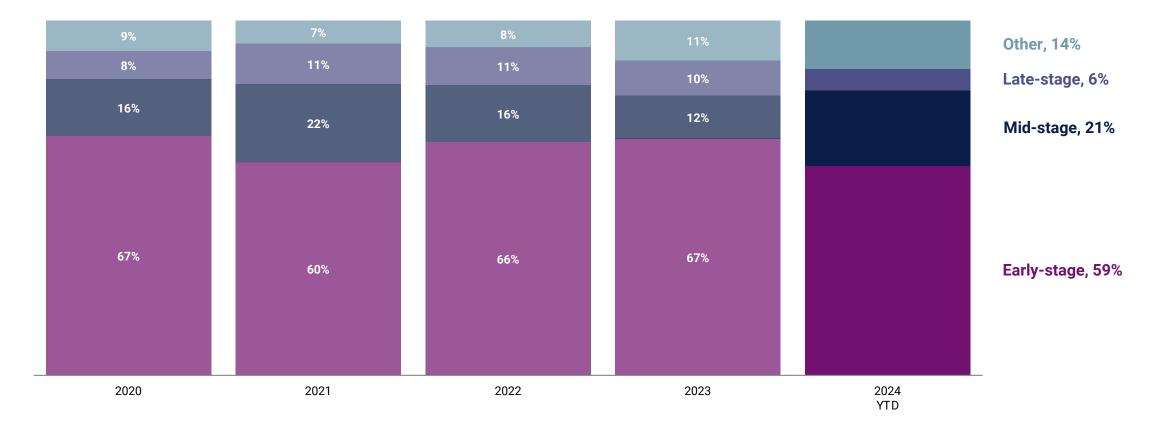
Quarterly funding by global region



Annual average & median deal size



Annual percent of deals by deal stage



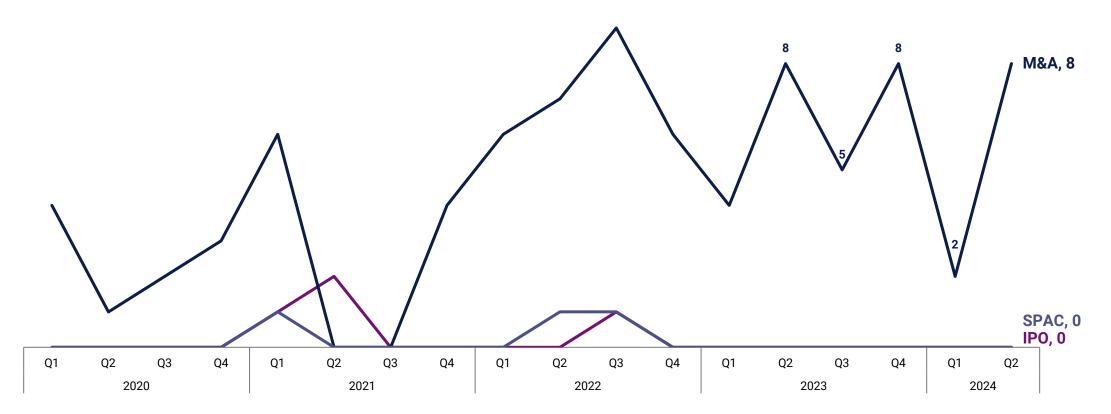
Life & Health Insurance: Top equity deals in Q2'24

	Company	Round Amount	Round Date	Round Valuation	Country	% of Total Funding
1	Sidecar Health	\$165M	Series D 2024-06-26	N/A Koch Disruptive Technologies, Cathay Innovation, Drive Capital, GreatPoint Ventures, Menlo Ventures	United States	39.3%
2	Chapter	\$50M	Series C 2024-05-14	\$451M XYZ Ventures, Addition, Maverick Ventures, Narya Capital, Susa Ventures	United States	11.9%
3	Peak3	\$35M	Series A 2024-06-19	N/A EQT, Alpha JWC Ventures	Singapore	8.3%
4	Beam Benefits	\$30M	Series F 2024-05-15	N/A Drive Capital, Georgian	United States	7.1%
5	Fay	\$20M	Series A 2024-05-15	N/A Forerunner Ventures, General Catalyst, 1984 Ventures	United States	4.8%
5	Sift Healthcare	\$20M	Series B 2024-05-09	N/A B Capital, Allos Ventures, First Trust Capital Partners, Rock River Capital	United States	4.8%
7	Verituity	\$19M	Series A 2024-06-21	N/A ForgePoint Capital, Sandbox Industries, Ardent Venture Partners, MTech Capital	United States	4.5%
8	Spectrum.Life	\$18M	Series B 2024-05-27	N/A ACT Venture Capital	Ireland	4.4%
9	Aligned Marketplace	\$8M	Seed VC 2024-04-03	\$23M A* Capital, Maverick Ventures, Liquid 2 Ventures, BoxGroup, Epic Ventures	United States	1.9%
9	PorchSoftware	\$8M	Undisclosed 2024-06-05	N/A Undisclosed Investors	United States	1.9%

Quarterly new & total unicorns



Quarterly exits

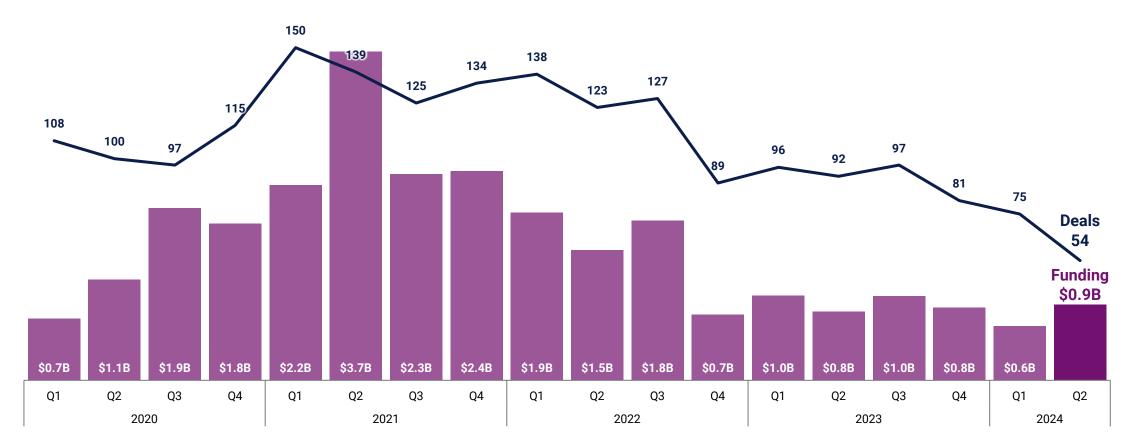


Collection Spotlights | Q2 2024
 P&C Insurance





Quarterly equity funding & deals



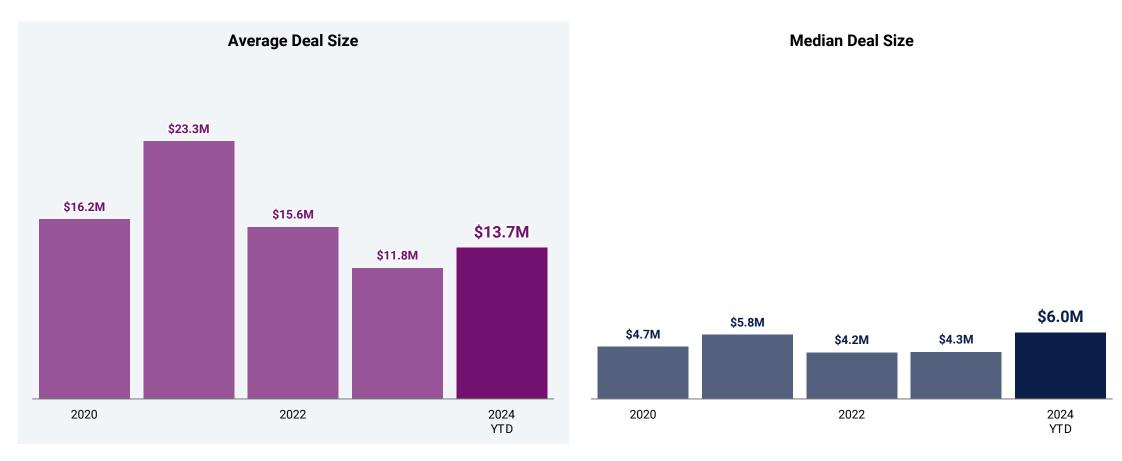
Funding & deals by global region in Q2'24



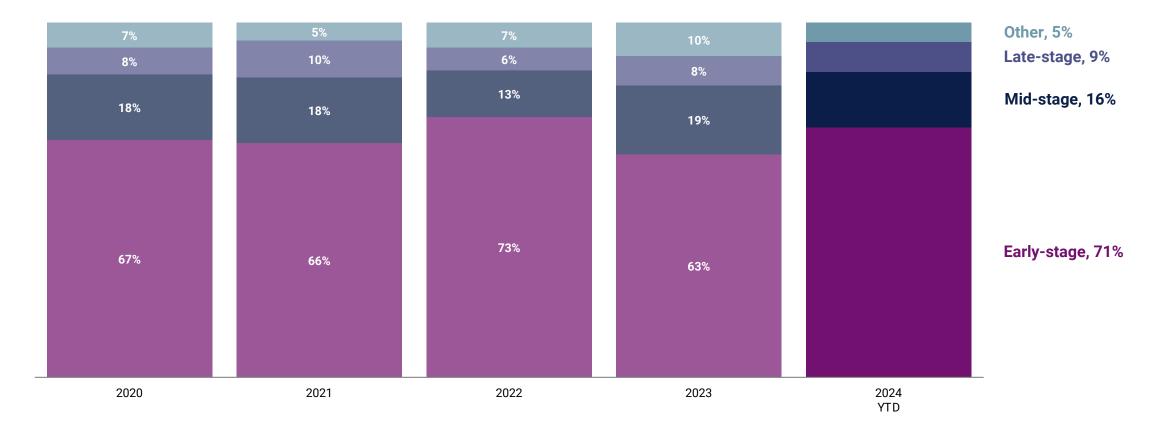
Quarterly funding by global region



Annual average & median deal size



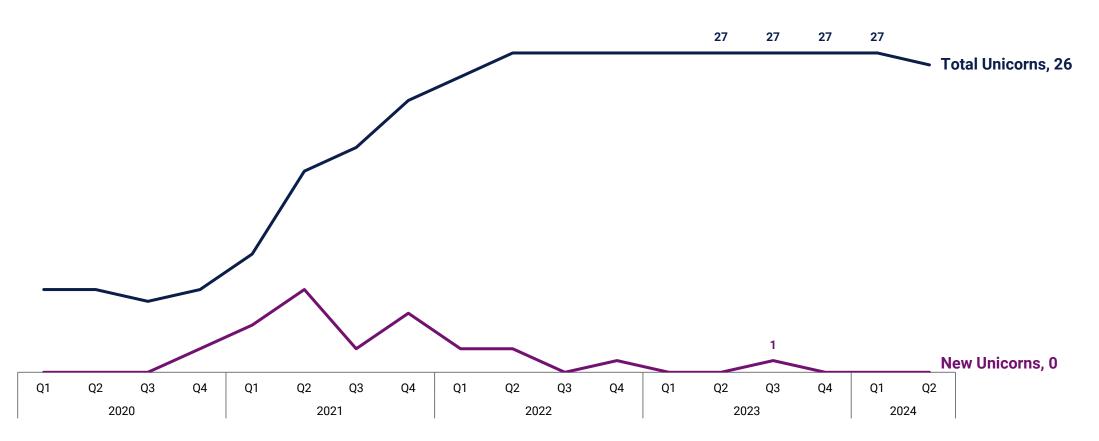
Annual percent of deals by deal stage



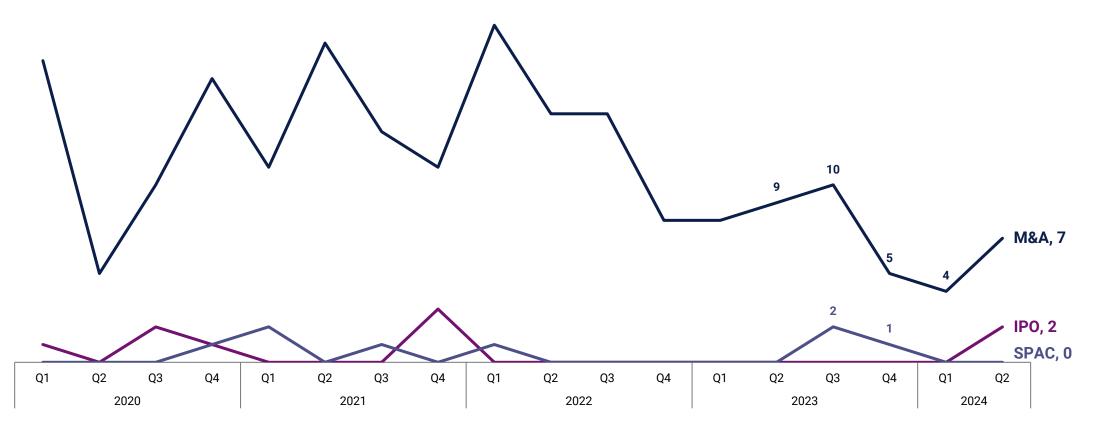
P&C Insurance: Top equity deals in Q2'24

	Company	Round Amount	Round Date	Round Valuation Select Investors	Country	% of Total Funding
1	ICEYE	\$93M	Series D 2024-04-17	N/A Solidium, Blackwells Capital, Move Capital, Christo Georgiev	Finland	10.9%
1	Vitesse	\$93M	Series C 2024-05-21	N/A KKR, Hannover Digital Investments	United Kingdom	10.9%
3	Cover Genius	\$80M	Series E 2024-05-15	N/A Spark Capital, Dawn Capital, G Squared, King River Capital	United States	9.4%
4	Honey Insurance	\$71M	Series A 2024-04-08	N/A Gallatin Point Capital	Australia	8.3%
5	Arbol	\$60M	Series B 2024-04-30	\$279M Giant Ventures, Opera Tech Ventures, Mubadala Capital, Space Capital, Ascend	United States	7.0%
5	FintechOS	\$60M	Series B 2024-05-30	N/A BlackRock, Cipio Partners, Molten Ventures, Earlybird Venture Capital, Gap Minder	United Kingdom	7.0%
7	Clearcover	\$55M	Series E 2024-04-11	N/A OMERS Ventures	United States	6.4%
8	Honeycomb	\$36M	Series B 2024-05-07	\$130M Zeev Ventures, IT-Farm, Ibex Investors, Phoenix Insurance, Launchbay Capital	United States	4.2%
9	Novidea		Series C 2024-04-09	N/A HarbourVest Partners	Israel	3.5%
10	Wefox	\$27M	Convertible Note 2024-06-27	N/A Chrysalis Investments, Target Global	Germany	3.2%

Quarterly new & total unicorns



Quarterly exits





Geographic Trends





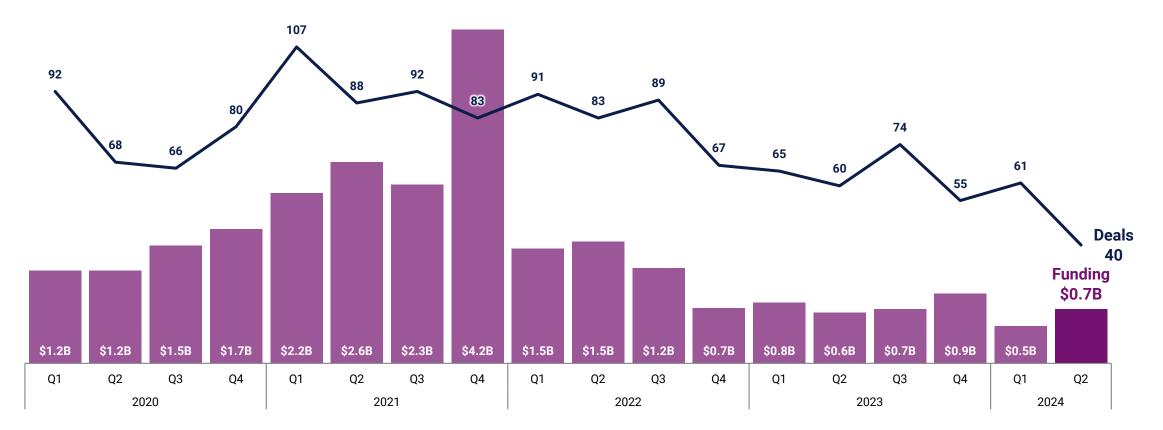
Geographic Trends | Q2 2024 US Trends





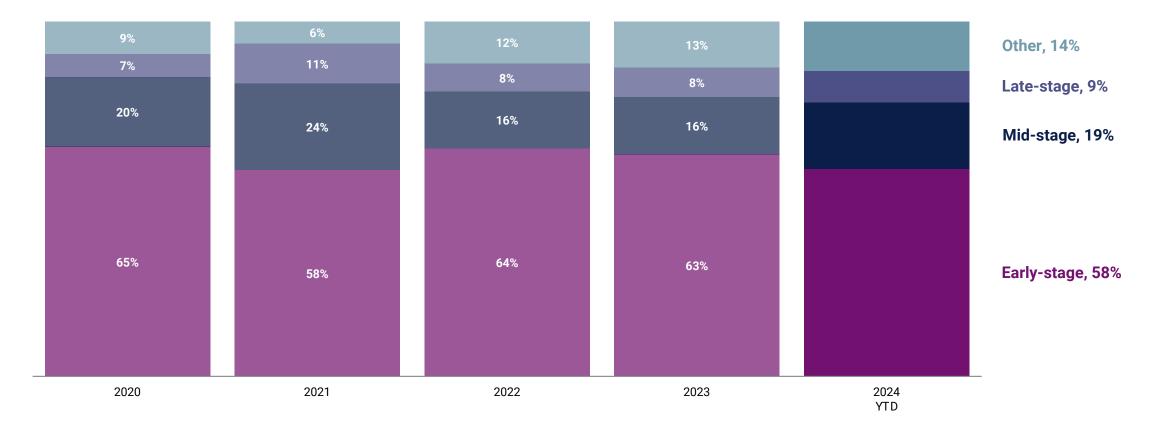
State of Insurtech | Geographic Trends | US Trends

Quarterly funding & deals



State of Insurtech | Geographic Trends | US Trends

Annual percent of deals by deal stage

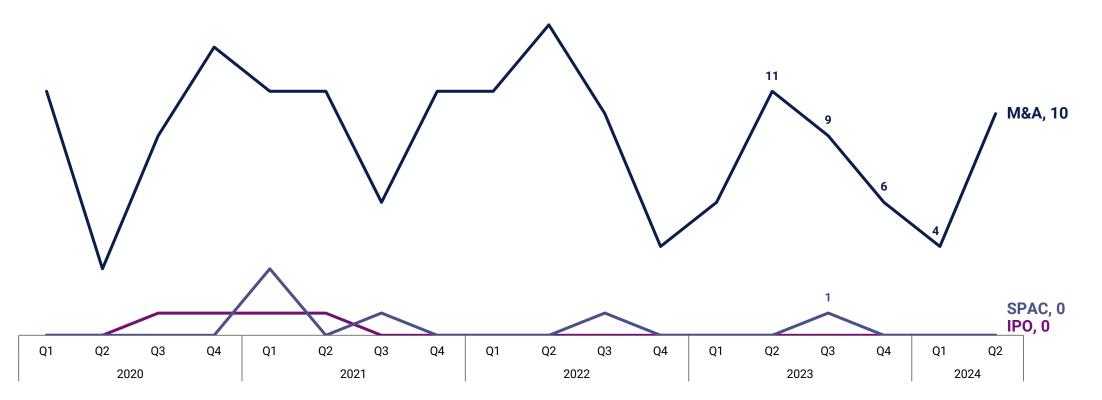


US: Top equity deals in Q2'24

	Company	Round Amount	Round Date	Round Valuation Select Investors	Country	% of Total Funding
1	Sidecar Health	\$165M	Series D 2024-06-26	N/A Koch Disruptive Technologies, Cathay Innovation, Drive Capital, GreatPoint Ventures, Menlo Ventures	United States	24.1%
2	Cover Genius	\$80M	Series E 2024-05-15	N/A Spark Capital, Dawn Capital, G Squared, King River Capital	United States	11.7%
3	Arbol	\$60M	Series B 2024-04-30	\$279M Giant Ventures, Opera Tech Ventures, Mubadala Capital, Space Capital, Ascend	United States	8.8%
4	Clearcover	\$55M	Series E 2024-04-11	N/A OMERS Ventures	United States	8.0%
5	Chapter	\$50M	Series C 2024-05-14	\$451M XYZ Ventures, Addition, Maverick Ventures, Narya Capital, Susa Ventures	United States	7.3%
6	Honeycomb	\$36M	Series B 2024-05-07	\$130M Zeev Ventures, IT-Farm, Ibex Investors, Phoenix Insurance, Launchbay Capital	United States	5.3%
7	Beam Benefits	\$30M	Series F 2024-05-15	N/A Drive Capital, Georgian	United States	4.3%
8	Ledgebrook	\$24M	Series A 2024-04-16	N/A American Family Ventures, Brand Foundry Ventures, Floating Point	United States	3.5%
9	Fay	\$20M	Series A 2024-05-15	N/A Forerunner Ventures, General Catalyst, 1984 Ventures	United States	2.9%
9	Sift Healthcare	\$20M	Series B 2024-05-09	N/A B Capital, Allos Ventures, First Trust Capital Partners, Rock River Capital	United States	2.9%

State of Insurtech | Geographic Trends | US Trends

Quarterly exits



State of Insurtech | Geographic Trends | US Trends

US: Top investors by company count in Q2'24

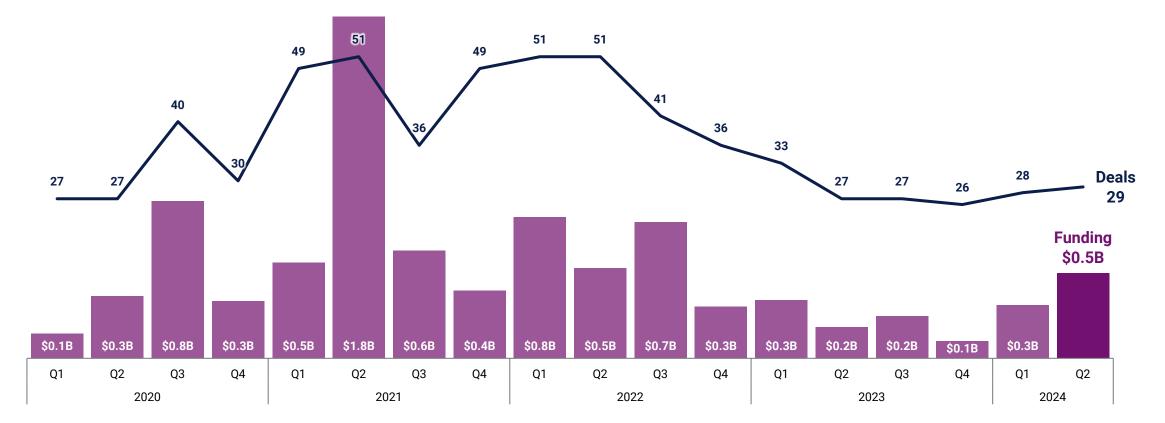
	Investor	Company Count	Investor Group	Country
1	Markd	3	vc	United States
1	Maverick Ventures	3	сvс	United States
3	B Capital	2	vc	United States
3	Drive Capital	2	VC	United States
3	Epic Ventures	2	VC	United States
3	Sandbox Industries	2	vc	United States

Geographic Trends | Q2 2024 Europe Trends



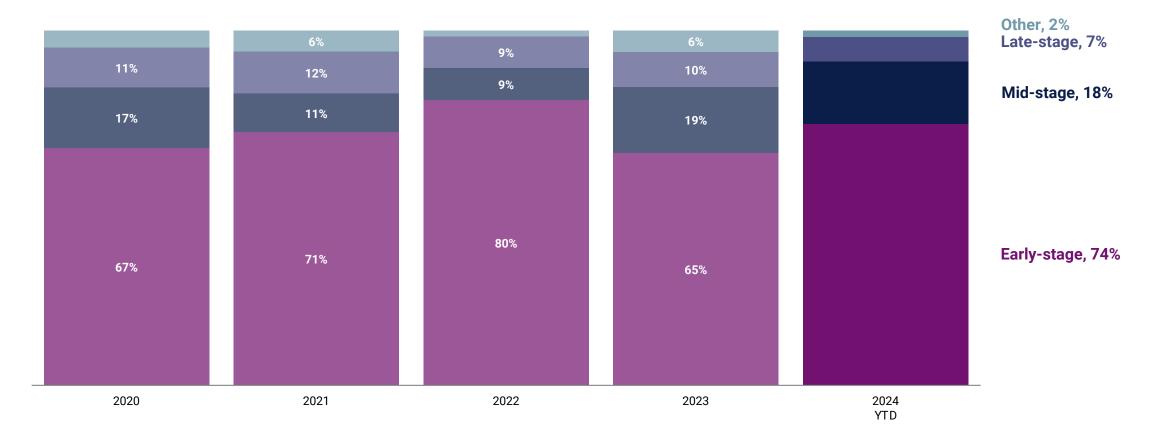
State of Insurtech | Geographic Trends | Europe Trends

Quarterly funding & deals



State of Insurtech | Geographic Trends | Europe Trends

Annual percent of deals by deal stage

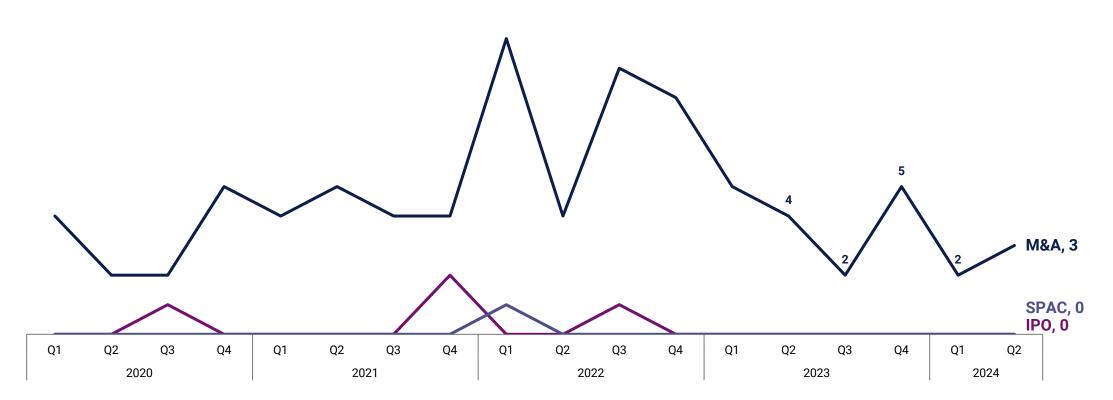


Europe: Top equity deals in Q2'24

	Company	Round Amount	Round Date	Round Valuation Select Investors	Country	% of Total Funding
1	ICEYE	\$93M	Series D 2024-04-17	N/A Solidium, Blackwells Capital, Move Capital, Christo Georgiev	Finland	20.3%
1	Vitesse	\$93M	Series C 2024-05-21	N/A KKR, Hannover Digital Investments	United Kingdom	20.3%
3	FintechOS	\$60M	Series B 2024-05-30	N/A BlackRock, Cipio Partners, Molten Ventures, Earlybird Venture Capital, Gap Minder	United Kingdom	13.1%
4	Novidea	\$30M	Series C 2024-04-09	N/A HarbourVest Partners	Israel	6.6%
5	Wefox	\$27M	Convertible Note 2024-06-27	N/A Chrysalis Investments, Target Global	Germany	5.9%
6	Pula	\$20M	Series B 2024-04-13	N/A BlueOrchard, Hesabu Capital, IFC InfraVentures, Bill & Melinda Gates Foundation	Switzerland	4.4%
7	Bondaval	\$19M	Series B 2024-05-30	N/A Dawn Capital, Quantexa, Tink	United Kingdom	4.2%
8	Spectrum.Life	\$18M	Series B 2024-05-27	N/A ACT Venture Capital	Ireland	4.0%
9	Supercede	\$15M	Series A 2024-06-27	Alven Capital, AFG Partners, MMC Ventures, Mundi Ventures, Outward VC	United Kingdom	3.3%
10	Urban Jungle	\$14M	Series A 2024-04-29	Ka Ventures, INGKA Investments, Intact Ventures, Mundi Ventures, Sony Innovation Fund	United Kingdom	3.2%

State of Insurtech | Geographic Trends | Europe Trends

Quarterly exits



State of Insurtech | Geographic Trends | Europe Trends

Europe: Top investors by company count in Q2'24

	Investor	Company Count	Investor Group	Country
1	Bpifrance	2	Asset/investment management	France
1	Dawn Capital	2	VC	United Kingdom
1	Elaia Partners	2	VC	France
1	MMC Ventures	2	VC	United Kingdom
1	Mundi Ventures	2	VC	Spain

State of Insurtech

Report Methodology

You can download the underlying data found in this report here: <u>https://www.cbinsights.com/reports/CB-Insights_Insurtech-Report-Q2-2024.xlsx</u>.

If you have questions about the definitions or methodological principles used, or if you feel that your firm has been underrepresented, please reach out to <u>info@cbinsights.com</u>.

What is included:

Equity financings into private companies only. Funding rounds raised by public companies of any kind on any exchange (including Pink Sheets) are excluded from our numbers, even if they received investment from a venture firm.

Only includes the investment made in the quarter for tranched investments. If a company does a second closing of its Series B round for \$5M and previously had closed \$2M in a prior quarter, only the \$5M is reflected.

Round numbers reflect what has closed, not what is intended. If a company indicates the closing of \$5M out of a desired raise of \$15M, our numbers reflect only the amount which has closed.

Only verifiable fundings are included. Fundings are verified via (1) various federal and state regulatory filings; (2) direct confirmation with firm or investor; (3) press release; or (4) credible media sources.

Equity fundings to joint ventures and spinoffs/spinouts are included.

Unicorn data includes private companies valued at \$1B or more in the private markets globally, per the same 4 sources listed above and relied on for funding events, which include valuations disclosed in credible media sources. The list is maintained publicly and updated in real time at

https://www.cbinsights.com/research-unicorn-companies.

Geography notes: Israel funding figures are classified in Europe; funding to Asia, LatAm, Oceania, and Africa is included in global figures but not spotlighted in this report.

Rounds to private companies that may be majority- or minorityowned subsidiaries of other private companies.

Valuation data includes estimates to calibrate median and average valuations based on current and previous quarter disclosed valuations gathered from the aforementioned four sources. The estimating method will control for the oversampling of large rounds that are reported quickly versus a comparative lag in valuations obtained from other sources. Valuation data reflects post-money valuations.

Exits include IPOs, SPACs, publicly announced M&A deals, and other liquidity events; only first exits are counted.

Headquarters are determined by publicly available sources including company-owned websites and profiles, legal filings, and press releases.

All figures in the report are in USD.

US financing trends follow the combined statistical area (CSA) methodology. Silicon Valley refers to the San Jose-San Francisco-Oakland CSA.

What is excluded:

No contingent funding. If a company receives a commitment for \$20M subject to hitting certain milestones but first gets \$8M, only the \$8M is included in our data.

No business development/R&D arrangements, whether transferable into equity now, later, or never. If a company signs a \$300M R&D partnership with a larger corporation, this is not equity financing nor is it from venture capital firms. As a result, it is not included.

No buyouts, consolidations, or recapitalizations. All three of these transaction types are commonly employed by private

equity firms and are tracked by CB Insights. However, they are excluded for the purposes of this report.

No private placements. These investments, also known as PIPEs (Private Investment in Public Equities), are not included even if made by a venture capital firm.

No debt/loans of any kind (except convertible notes). Venture debt or any kind of debt/loan issued to emerging, startup companies, even if included as an additional part of an equity financing, is not included. If a company receives \$3M with \$2M from venture investors and \$1M in debt, only the \$2M is included in these statistics.

No non-equity government funding. Grants or loans by the federal government, state agencies, or public-private partnerships to emerging, startup companies are not included.

No fundings to subsidiaries of a larger parent corporation unless that subsidiary is a private entity and meets other criteria for inclusion.

Accelerators, incubators, business-plan competitions, economicdevelopment entities are excluded from rankings of most active investors, even if making equity financings.

Rankings for top investors are calculated according to "company count," or the number of unique companies an investor funds in a quarter, and so excludes follow-on deals.

