

DocuSign IPO

Data sourced from the PitchBook Platform

**NASDAQ:
DOCU**

\$29
price per share

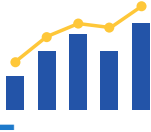
21.7M
shares for sale

\$629.3M
to be raised from IPO

Revenue:
\$518.5M
FY 2018
⬆ 36% YoY


Revenue from
subscriptions:
\$484.6M
FY 2018
⬆ 39% YoY

Net loss:
\$52.3M
FY 2018
⬆ 55% YoY



**15 years
to IPO**

\$554 million
total VC funding to date


Paying users:
370,000


2,255
employees
(as of January 18, 2018)


DocuSign’s Board of Directors




Keith Krach
Chairman of the board
Former CEO, DocuSign




Daniel Springer
CEO,
DocuSign




Scott Darling
President, Dell
Technologies Capital
Representative of Frazier
Technology Ventures




Tom Gonser
Founder,
DocuSign




John Hinshaw
Former executive VP,
Hewlett Packard




Louis Lavigne
Managing director,
Spring Development




Mary Meeker
Partner, Kleiner Perkins
Caufield & Byers




Rory O'Driscoll
Managing partner,
Scale Venture Partners




Jonathan Roberts
Managing partner,
Ignition Partners



Enrique Salem
Managing director,
Bain Capital Ventures



Peter Solvik
Managing director,
Jackson Square Ventures



Maggie Wilderotter
CEO,
Grand Reserve Inn

Shareholders + percent of ownership

Sigma Partners:
12.7%

Ignition Partners:
11.5%

Frazier Technology Ventures:
7.1%*

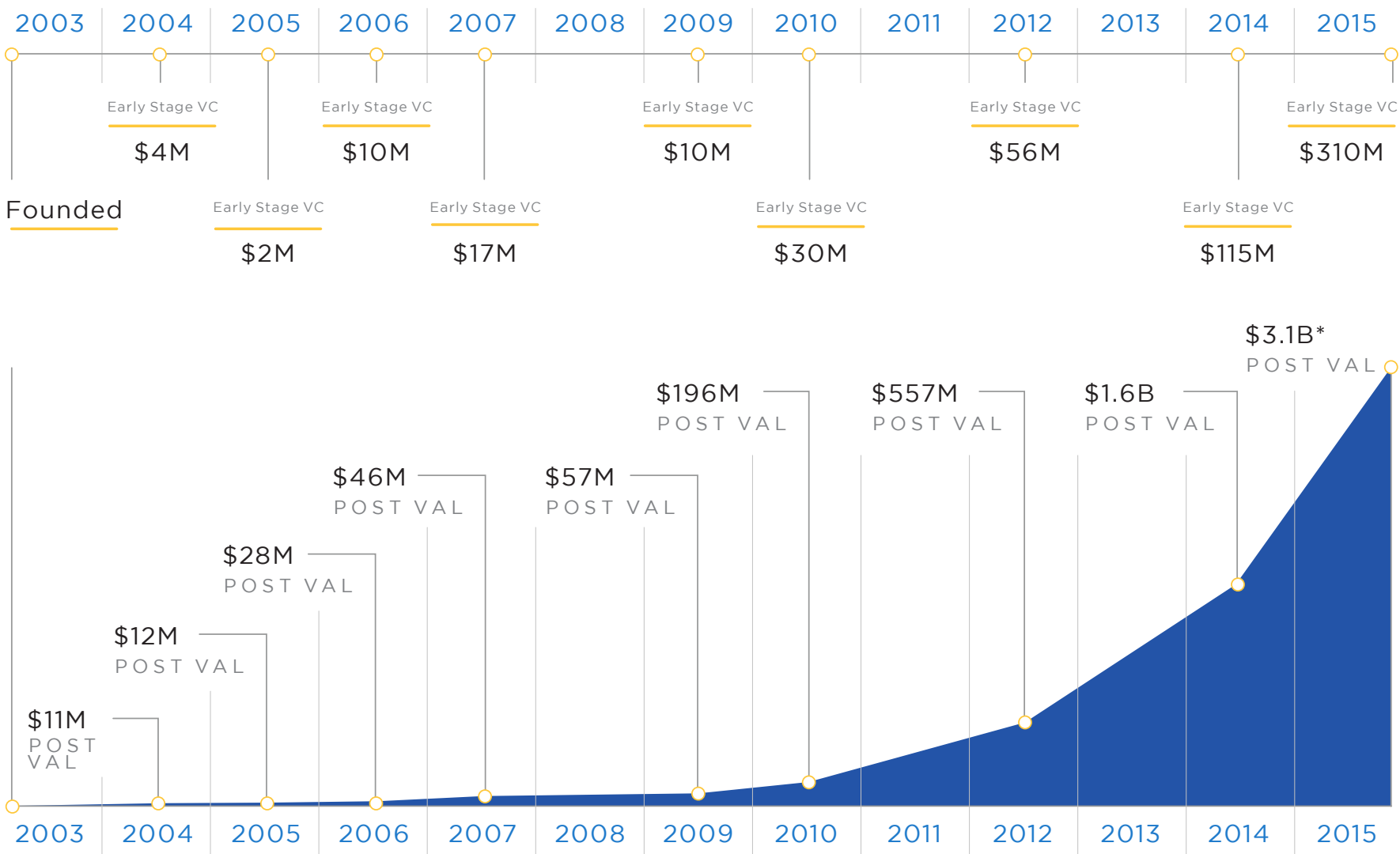
Keith Krach (chairman and former CEO):
6.3%

Tom Gonser (founder and board member):
1.5%

Refers to shares beneficially owned before the offering

**Frazier is now defunct. Scott Darling, who was a partner in the fund, is named in the SEC filing as the holder of most of its shares.*

Funding & valuation timeline



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