



# zoom

## The road to IPO

Data sourced from the PitchBook Platform

Founded 2011 | San Jose

**NASDAQ: ZM**

**\$36**

price per share

**20.9M**

shares for sale

**\$356.8M**

to be raised from IPO

**\$9.2B**  
Initial Market Cap

Revenue: **\$330.5M**  
year ended 1/31/2019

Revenue YoY%: **118.1%**

Net Income: **\$7.6M**  
up from \$3.8M net loss in 2018

**\$160.5 million**  
total VC funding to date



**344\***

number of customers who contributed more than \$100,000 of revenue



customers: **50,000+\***



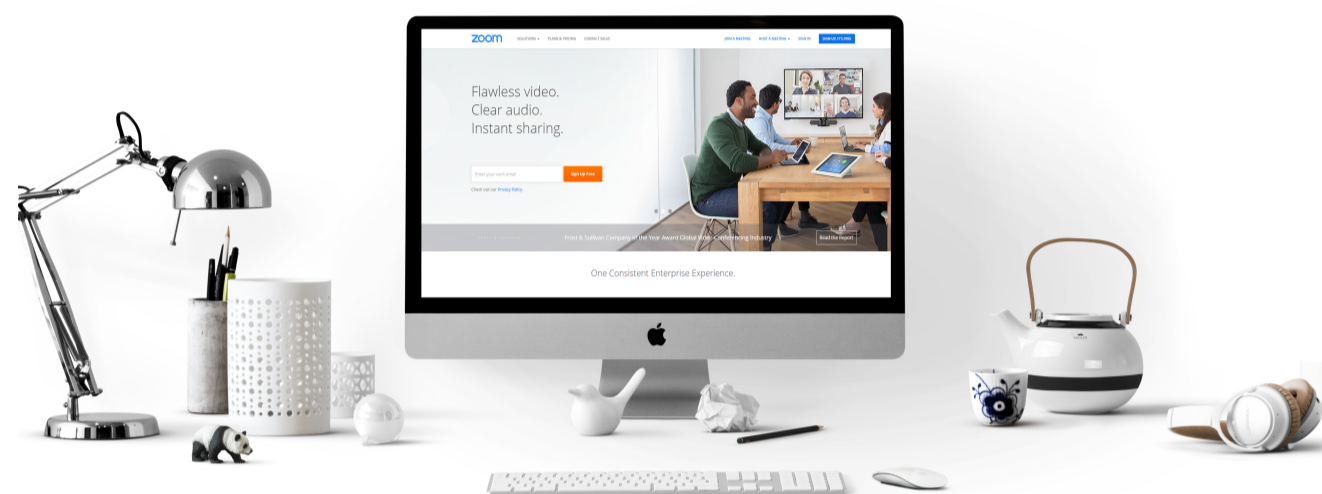
**1,702\***

employees  
59.5% United States | 40.5% International locations

\*for year ended 1/31/2019

### Notable landmarks:

- 2014** Introduced Zoom Chat, Zoom Video Webinar and Zoom Rooms
- 2016** Reached 6 billion annual meeting minutes
- 2018** Announced Zoom Phone, Zoom App Marketplace and partnerships with Atlassian and Dropbox
- 2019** Exceeded 5 billion monthly meeting minutes



### Zoom's Board of Directors



**Eric Yuan**  
Founder

**Jonathan Chadwick**  
Independent director

**Carl Eschenbach**  
Sequoia | Independent director

**Peter Gassner**  
Independent director

**Kimberly Hammonds**  
Independent director

**Dan Scheinman**  
Independent director

**Santiago Subotovsky**  
Emergence Capital | Independent director

**Bart Swanson**  
Horizons Ventures | Independent director

### Shareholders + percent of ownership

Emergence Capital:



Sequoia:



Digital Mobile:



Bucantini Enterprises:



### Zoom's Lead Underwriters

**J.P.Morgan**

**CREDIT SUISSE**

**Morgan Stanley**

**Goldman Sachs**

### Notable clients

Nasdaq

Dropbox

GoDaddy

pandora®

WESTERN UNION

### Funding & valuation timeline

