

UiPath (NYS: **PATH**) | Private Company Profile

## Highlights



## PitchBook Analyst Coverage

Artificial Intelligence and Machine Learning &gt; Horizontal Platforms

Last Updated Q1 2021

Cloudtech: DevOps &gt; Development and Testing

Last Updated Q1 2021

## First Acquisition in New Vertical

CloudTech &amp; DevOps



23-Mar-2021

## Last Deal Details

\$1.00B <sup>E</sup>

IPO 17-Dec-2020

## New Vertical Entered by Investors

Robotics and Drones

As of 01-Feb-2021

## Total Raised to Date

\$1.95B

As of 17-Dec-2020

## Employees

2951

As of 01-Feb-2021



## First Acquisition in New Vertical

SaaS



23-Mar-2021

## New Vertical Entered by Investor

CloudTech &amp; DevOps

As of 01-Feb-2021

## Post Valuation

\$35.00B

As of 01-Feb-2021

## Valuation Step-up

3.36x

Series E - Series F



## General Information

## Description

UiPath is a developer of robotic process automation software and technology built to accelerate human achievement and business performance. The company's RPA platform allows enterprise customers and government agencies to rapidly deploy software robots that efficiently emulate and execute repetitive processes, enabling clients to boost business productivity, ensure compliance and enhance the customer experience across back-office and front-office operations.

**Most Recent Financing Status** (as of 30-Mar-2021)

The company filed to go public on the New York Stock Exchange under the ticker symbol of PATH on December 17, 2020. The expected offering amount is \$1 billion. Previously, the company raised \$750 million of Series F venture funding in a deal led by Coatue Management and Alkeon Capital Management on February 1, 2021, putting the company's pre-money valuation at \$34.25 billion. Rhea Fund, Dragoneer Investment Group, Tiger Global Management, Late Stage Management, Silver Lake Management, Altimeter Capital Management, Sequoia Capital, IVP and other undisclosed investors also participated in the round. The company is being actively tracked by PitchBook.

<b>Entity Types</b>	Private Company Acquirer	<b>Year Founded</b>	2005
<b>Website</b>	<a href="http://www.uipath.com">www.uipath.com</a>	<b>Universes</b>	Debt Financed, Venture Capital
<b>Formerly Known As</b>	DeskOver	<b>SIC Code</b>	(7372) Services-prepackaged software
<b>Legal Name</b>	UiPath Inc.	<b>Employees</b>	2,951
<b>Business Status</b>	Generating Revenue/Not Profitable		
<b>Ownership Status</b>	In IPO Registration		
<b>Financing Status</b>	Venture Capital-Backed		

## Industries, Verticals & Keywords

### Primary Industry

Business/Productivity Software

### Other Industries

IT Consulting and Outsourcing

Automation/Workflow Software

### Verticals

Artificial Intelligence & Machine Learning

CloudTech & DevOps

Robotics and Drones

### Keywords

robotics process automation

process automation

intelligent solutions

robotics process

advances automation systems

software robots orchestration

robotics automation software

## Emerging Spaces

Robotic Process Automation

174 Companies

## Appears in PitchBook Analyst Market Map

Q4 2020 CloudTech and DevOps Market

Map

375 Companies | Paul Condra

Q3 2020 CloudTech and DevOps Market

Map

368 Companies | Paul Condra

Q4 2020 - AI & ML

4,664 Companies | Brendan Burke

## What PitchBook Analysts Say

*"We believe technological innovation in AI & ML over the past decade is starting to produce customer outcomes that can build large companies. Datadog, CrowdStrike's and Bill.com's 2019 IPOs demonstrate the appeal of AI & ML technologies across use cases to public markets. Each of the companies has built a business on AI & ML across IT operations, information security and payments."*

Q1 2020 Emerging Tech Research: Artificial Intelligence & Machine Learning | 29-Jun-2020 | Brendan Burke | Artificial Intelligence & Machine Learning

## Contact Information

### Primary Contact

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## Top 5 Similar Companies

#	Name	Competitor	Financing Status	HQ Location	Primary Industry	Year Founded	Last Financing Date/Type	Last Financing Amount
1	<a href="#">Bizagi</a>	✓	Private Equity-Backed	Chalfont Saint Peter, United Kingdom	Business/Productivity Software	1989	2017/PE Growth	\$48.00M
2	<a href="#">HelpSystems</a>	✓	Private Equity-Backed	Eden Prairie, MN	Business/Productivity Software	1982	2020/Debt	\$45.00M
3	<a href="#">gen-E Technologies</a>	✓	Private Equity-Backed	Denver, CO	Business/Productivity Software	1999	Debt	
4	<a href="#">ZOOM International</a>	✓	Corporation	Prague, Czech Republic	Business/Productivity Software	1999		
5	<a href="#">Redwood Software</a>	✓	Angel-Backed	Houten, Netherlands	Business/Productivity Software	1993	Angel	

## Comparisons

	 <b>UiPath</b>	 <b>Bizagi</b>	 <b>HelpSystems</b>	 <b>gen-E Technologies</b>
<b>Description</b>	Developer of robotic process automation software and technology built to accelerate human achievement and business performance.	Developer of business process management software designed to help organizations to transform into digital businesses.	Developer of IT management software, designed to automate business and IT processes.	Developer of a service assurance software intended for the telecom industry.

<b>Primary Industry</b>	Business/Productivity Software	Business/Productivity Software	Business/Productivity Software	Business/Productivity Software
<b>HQ Location</b>	New York, NY	Chalfont Saint Peter, United Kingdom	Eden Prairie, MN	Denver, CO
<b>Employees</b>	2951   2021	460   2021	900   2020	-
<b>Total Raised</b>	\$1.95B	\$48.00M	\$1.47B	
<b>Post Valuation</b>	\$35.00B <sup>E</sup>   31-Jan-2021	-	\$1.20B <sup>E</sup>   28-Mar-2018	-
<b>Last Financing Details</b>	\$1.00B   2020/IPO	\$48.00M   2017/PE Growth/Expansion	\$45.00M   2020/Debt - General	Undisclosed amount   Debt - General
<b>Market Cap</b>	-	-	-	-
<b>Stock Price</b>	-	-	-	-

*E Estimated*

## Current Team (30)

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## Deal History (12)

#	Deal Type	Date	Amount	Raised to Date	Pre-Val	Post-Val	Status	Stage
12.	IPO	17-Dec-2020	\$1.00B <sup>E</sup>	\$1.95B			Announced	Generating Revenue/Not Profitable
11.	Later Stage VC (Series F)	01-Feb-2021	\$750.00M	\$1.95B	\$34.25B	\$35.00B	Completed	Generating Revenue/Not Profitable
10.	Secondary Transaction - Private	08-Dec-2020		\$1.20B			Completed	Generating Revenue/Not Profitable

9.	Debt - General	30-Oct-2020		\$1.20B			Completed	Generating Revenue/Not Profitable
8.	Later Stage VC (Series E)	13-Jul-2020	\$225.00M	\$1.20B	\$9.97B	\$10.20B	Completed	Generating Revenue/Not Profitable
7.	Debt Repayment	01-Jul-2020	\$100.00M	\$977.23M			Completed	Generating Revenue/Not Profitable
6.	Debt - General	01-Jan-2020		\$977.23M			Completed	Generating Revenue/Not Profitable
5.	Later Stage VC (Series D)	30-Apr-2019	\$568.00M	\$977.23M	\$6.45B	\$7.02B	Completed	Generating Revenue
4.	Later Stage VC (Series C)	05-Nov-2018	\$225.00M	\$409.23M	\$2.77B	\$3.00B	Completed	Generating Revenue
3.	Later Stage VC (Series B1)	02-Mar-2018	\$153.00M	\$184.23M	\$950.00M	\$1.10B	Completed	Generating Revenue
2.	Later Stage VC (Series A1)	27-Apr-2017	\$29.63M	\$31.23M	\$80.00M	\$109.63M	Completed	Generating Revenue
1.	Later Stage VC	01-Jul-2015	\$1.60M	\$1.60M	\$7.00M	\$8.60M	Completed	Generating Revenue

† Indicates an Add-On  
E Estimated

#### CAP TABLE HISTORY (as of 01-Feb-2021)

Stock	# Of Shares Authorized	Par Value	Dividend Rate \$	Original Issue Price	Liquidation	Liquidation Pref. Multiple	Conversion Price	% Owned
Series F	12,043,202	\$0.000010	\$4.98	\$62.28	\$62.28	1x	\$62.28	2.13%
Series E	15,865,794	\$0.000010	\$1.49	\$18.59	\$18.59	1x	\$18.59	2.81%
Series D-2	9,986,862	\$0.000010	\$1.05	\$13.12	\$13.12	1x	\$13.12	1.77%
Series D-1	34,504,224	\$0.000010	\$1.05	\$13.12	\$13.12	1x	\$13.12	6.11%
Series C2	16,459,311	\$0.000010	\$0.51	\$6.38	\$6.38	1x	\$6.38	2.92%
Series C1	19,625,772	\$0.000010	\$0.51	\$6.38	\$6.38	1x	\$6.38	3.48%
Series B-2	12,972,030	\$0.000010	\$0.22	\$2.70	\$2.70	1x	\$2.70	2.30%
Series B-1	43,734,270	\$0.000010	\$0.22	\$2.70	\$2.70	1x	\$2.70	7.75%
Series A-2	48,000,000	\$0.000010	\$0.01	\$0.03	\$0.03	1x	\$0.03	8.50%
Series A-1	96,825,090	\$0.000010	\$0.02	\$0.31	\$0.31	1x	\$0.31	17.15%

Series Terms for: A-1, A-2, B-1, B-2, C1, C2, D-1, D-2, E, F (as of 01-Feb-2021)

**Liquidation Preferences**  
**Participating vs. Non-participating**  
**Dividend Rights**

Senior  
 Non-participating  
 Yes

**Cumulative/Non-cumulative**  
**Anti-dilution Provisions**

**Redemption Rights**  
**Board Voting Rights**  
**General Voting Rights**

Non-Cumulative  
 Weighted  
 Average  
 No  
 Yes  
 Yes

## Deal #12: IPO, \$1B, Announced/In Progress; 17-Dec-2020

<b>Deal Types</b>	IPO	<b>Financing Status</b>	Venture Capital-Backed	<b>CEO/Lead Mgt</b>	Daniel Dines
<b>Deal Amount</b>	\$1.00B <sup>E</sup>	<b>Financing Source</b>	Public Investment	<b>Site</b>	New York, NY
<b>Deal Status</b>	Announced/In Progress	<b>Raised to Date</b>	\$1.95B **	<b>Business Status</b>	Generating Revenue/Not Profitable
<b>Deal Date</b>	17-Dec-2020				
<b>Announced Date</b>	17-Dec-2020				

### Deal Synopsis

The company filed to go public on the New York Stock Exchange under the ticker symbol of PATH on December 17, 2020. The expected offering amount is \$1 billion.

‡ Not necessarily a summation of individual debt figures

\*\* Does not include grant funding

<sup>E</sup> Estimated

### Sellers/Exiters (38)

#	Seller/Exiters Name	Partial/Full	Comments
1.	186 Ventures		
2.	2B Global Capital		
3.	Accel		
4.	Alkeon Capital Management		
5.	Altimeter Capital Management		
6.	Base Partners		
7.	CapitalG		
8.	Coatue Management		
9.	Credo Ventures		
10.	Dragoneer Investment Group		
11.	Draper Esprit		
12.	Earlybird Venture Capital		
13.	Finsight Ventures		
14.	Founders Circle Capital		

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15. Geodesic Capital

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16. Greenspring Associates

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17. G Squared

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18. GVentures

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19. Harmony Partners

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20. HOF Capital

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21. IVP

---

22. Kleiner Perkins

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23. Late Stage Management

---

24. Madrona Venture Group

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25. Meritech Capital Partners

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26. Next Play Capital % Company Still  
Held: 0.00%

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27. Plug and Play Tech Center

---

28. PolyTech Ventures

---

29. Reshape (Investor)

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30. Roland Manger

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31. Sands Capital Ventures

---

32. Seedcamp

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33. Sequoia Capital

---

34. Silver Lake Management

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35. Tiger Global Management

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36. T. Rowe Price

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37. Troy Capital Partners

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38. Wellington Management

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*E Estimated*

Advisors (24)

#	Advisor Name	Service Type	Hired By	Comments
1.	<a href="#">Grant Thornton</a>	Auditor	UiPath	
2.	<a href="#">Davis Polk</a>	Legal Advisor	Service Provider	Lead Partner: <a href="#">Alan Denenberg</a>
3.	<a href="#">Cooley</a>	Legal Advisor	UiPath	Lead Partner: <a href="#">Nicole Brookshire</a>
4.	<a href="#">Bank of America Merrill Lynch</a>	Underwriter	UiPath	
5.	<a href="#">Barclays Investment Bank</a>	Underwriter	UiPath	
6.	<a href="#">BMO Capital Markets</a>	Underwriter	UiPath	
7.	<a href="#">Canaccord Genuity</a>	Underwriter	UiPath	
8.	<a href="#">Cowen and Company</a>	Underwriter	UiPath	
9.	<a href="#">Credit Suisse Securities (USA)</a>	Underwriter	UiPath	
10.	<a href="#">D.A. Davidson Companies</a>	Underwriter	UiPath	
11.	<a href="#">Evercore Group</a>	Underwriter	UiPath	
12.	<a href="#">J.P. Morgan Securities</a>	Underwriter	UiPath	Lead Provider
13.	<a href="#">KeyBanc Capital Markets</a>	Underwriter	UiPath	
14.	<a href="#">Macquarie Capital Partners</a>	Underwriter	UiPath	
15.	<a href="#">Mizuho Securities</a>	Underwriter	UiPath	
16.	<a href="#">Morgan Stanley</a>	Underwriter	UiPath	Lead Provider
17.	<a href="#">Needham &amp; Company</a>	Underwriter	UiPath	
18.	<a href="#">Nomura Securities</a>	Underwriter	UiPath	
19.	<a href="#">Oppenheimer &amp; Company</a>	Underwriter	UiPath	
20.	<a href="#">RBC Capital Markets</a>	Underwriter	UiPath	
21.	<a href="#">SMBC Nikko Securities America</a>	Underwriter	UiPath	
22.	<a href="#">TD Securities</a>	Underwriter	UiPath	
23.	<a href="#">Truist Securities</a>	Underwriter	UiPath	

## IPO Information

<b>Original Registration Date</b>	17-Dec-2020	<b>CEO Age</b>	49
<b>Current Registration Status</b>	In Registration		
<b>Current Registration Status Date</b>	26-Mar-2020		
<b>Ticker Symbol</b>	PATH		
<b>Exchange</b>	New York Stock Exchange		

## Financials

## Financials - TTM Jan 2021

All Financials in Thousands, USD

Deal Multiples		Income Statement		Ratios	
<b>Deal Size / Revenue</b>	1.65	<b>Total Revenue</b>	607,600	<b>Revenue % Growth</b>	0.00%
		<b>Net Income Available to Common Stockholders</b>	(92,400)		
<b>Data Origination</b>					
<b>Original</b>	Yes				
<b>Calculated</b>	Yes				

## Deal #11: Later Stage VC (Series F), \$750M, Completed; 01-Feb-2021

<b>VC Round</b>	7 Round	<b>Financing Status</b>	Venture Capital-Backed	<b>Total Invested Capital</b>	\$750.00M
<b>Deal Types</b>	Later Stage VC, Series F	<b>Financing Source</b>	Venture Capital	<b>Pre-money Valuation</b>	\$34.25B
<b>Deal Amount</b>	\$750.00M	<b>Raised to Date</b>	\$1.95B **	<b>Post Valuation</b>	\$35.00B
<b>Deal Status</b>	Completed	<b>Total Invested Equity</b>	\$750.00M	<b>CEO/Lead Mgt</b>	Daniel Dines
<b>Deal Date</b>	01-Feb-2021	<b>Investor Ownership</b>	54.93%	<b>Site</b>	New York, NY
		<b>Stock Split</b>	1 : 1	<b>Business Status</b>	Generating Revenue/Not Profitable

## Deal Synopsis

The company raised \$750 million of Series F venture funding in a deal led by Coatue Management and Alkeon Capital Management on February 1, 2021, putting the company's pre-money valuation at \$34.25 billion. Dragoneer Investment Group, Rhea Fund, Silver Lake Management, Tiger Global Management, Late Stage Management, Altimeter Capital Management, Sequoia Capital, IVP and other undisclosed investors also participated in the round.

‡ Not necessarily a summation of individual debt figures

\*\* Does not include grant funding

E Estimated



## Cap Table History

### SERIES F TERMS

Participating vs. Non-participating  
Dividend Rights

Non-participating  
Yes

Cumulative/Non-cumulative

Non-Cumulative

### CAP TABLE HISTORY

Stock	# Of Shares Authorized	Par Value	Dividend Rate \$	Original Issue Price	Liquidation	Liquidation Pref. Multiple	Conversion Price	% Owned
Series F	12,043,202	\$0.000010	\$4.98	\$62.28	\$62.28	1x	\$62.28	2.13%
Series E	15,865,794	\$0.000010	\$1.49	\$18.59	\$18.59	1x	\$18.59	2.81%
Series D-2	9,986,862	\$0.000010	\$1.05	\$13.12	\$13.12	1x	\$13.12	1.77%
Series D-1	34,504,224	\$0.000010	\$1.05	\$13.12	\$13.12	1x	\$13.12	6.11%
Series C2	16,459,311	\$0.000010	\$0.51	\$6.38	\$6.38	1x	\$6.38	2.92%
Series C1	19,625,772	\$0.000010	\$0.51	\$6.38	\$6.38	1x	\$6.38	3.48%
Series B-2	12,972,030	\$0.000010	\$0.22	\$2.70	\$2.70	1x	\$2.70	2.30%
Series B-1	43,734,270	\$0.000010	\$0.22	\$2.70	\$2.70	1x	\$2.70	7.75%
Series A-2	48,000,000	\$0.000010	\$0.01	\$0.03	\$0.03	1x	\$0.03	8.50%
Series A-1	96,825,090	\$0.000010	\$0.02	\$0.31	\$0.31	1x	\$0.31	17.15%

### PitchBook View

As UiPath preps for a direct listing, this pre-IPO round values it at \$35 billion, a significant step up from the \$10 billion valuation last reported in July 2020. We believe the RPA space is benefitting from strong demand tailwinds, but we've also seen more providers enter the space over the last year, increasing the competitive landscape.

**Paul Condra**  
Lead Analyst, Emerging Technology

## Investors (11)

Investor Name	Status	Lead/Sole	Comments
1. <a href="#">Alkeon Capital Management</a>	Follow-On Investor	Yes	Lead Partner: Form of Payment: Fund 1: <a href="#">Abhi Arun</a> Cash <a href="#">Alkeon Innovation Opportunity Fund</a>

2. <a href="#">Altimeter Capital Management</a>	New Investor	No	Form of Payment: Fund 1:	Cash <a href="#">Altimeter Growth Partners Fund IV</a>
3. <a href="#">Coatue Management</a>	Follow-On Investor	Yes	Lead Partner: Form of Payment: Fund 1:	<a href="#">Philippe Laffont</a> Cash <a href="#">Coatue Early Stage Fund</a>
4. <a href="#">Dragoneer Investment Group</a>	Follow-On Investor	No	Form of Payment: Fund 1:	Cash <a href="#">Dragoneer Opportunities Fund IV</a>
5. <a href="#">IVP</a>	Follow-On Investor	No	Form of Payment: Fund 1:	Cash <a href="#">Institutional Venture Partners XVI</a>
6. <a href="#">Late Stage Management</a>	New Investor	No	Form of Payment: Fund 1:	Cash <a href="#">Late Stage Investment Fund III</a>
7. <a href="#">Rhea Fund</a>	New Investor	No	Form of Payment:	Cash
8. <a href="#">Sequoia Capital</a>	Follow-On Investor	No	Lead Partner: Form of Payment: Fund 1:	<a href="#">Carl Eschenbach</a> Cash <a href="#">Sequoia Capital U.S. Growth Fund VIII</a>
9. <a href="#">Silver Lake Management</a>	New Investor	No	Form of Payment:	Cash
10. <a href="#">Tiger Global Management</a>	Follow-On Investor	No	Form of Payment: Fund 1:	Cash <a href="#">Tiger Global Private Investment Partners XII</a>
11. <a href="#">T. Rowe Price</a>	Follow-On Investor	No	Form of Payment:	Cash

*E Estimated*

Advisors (2)

#	Advisor Name	Service Type	Hired By	Comments
1.	<a href="#">Orrick</a>	Legal Advisor	<a href="#">Altimeter Capital Management</a>	

## Financials

## Financials - TTM Jan 2021

All Financials in Thousands, USD

Deal Multiples		Income Statement		Ratios	
Valuation / Revenue	57.60	Total Revenue	607,600	Revenue % Growth	0.00%
Deal Size / Revenue	1.23	Net Income Available to Common Stockholders	(92,400)		
<b>Data Origination</b>					
Original	Yes				
Calculated	Yes				

## Deal #10: Secondary Transaction - Private, Completed; 08-Dec-2020

<b>Deal Types</b>	Secondary Transaction - Private	<b>Financing Status</b>	Venture Capital-Backed	<b>CEO/Lead Mgt</b>	Daniel Dines
<b>Deal Status</b>	Completed	<b>Financing Source</b>	Venture Capital	<b>Site</b>	New York, NY
<b>Deal Date</b>	08-Dec-2020	<b>Raised to Date</b>	\$1.20B **	<b>Business Status</b>	Generating Revenue/Not Profitable

## Deal Synopsis

An undisclosed investor sold a stake in the company to Finsight Ventures and G Squared for an undisclosed amount on December 8, 2020.

‡ Not necessarily a summation of individual debt figures

\*\* Does not include grant funding

E Estimated

## Investors (2)

Investor Name	Status	Lead/Sole	Comments
1. Finsight Ventures	New Investor	No	Form of Payment: Cash
2. G Squared	New Investor	No	Form of Payment: Cash

E Estimated

## Tranches (1)

Tranche Date	Amount	Financing Type	Comments
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1. 08-Dec-2020

Bridge

Tranche Size  
Status: ActualConversion  
Status: No

## Financials

## Financials - TTM Jan 2021

All Financials in Thousands, USD

Income Statement		Ratios		Data Origination	
Total Revenue	607,600	Revenue % Growth	0.00%	Original	Yes
Net Income Available to Common Stockholders	(92,400)			Calculated	Yes

## Deal #9: Debt - General, Completed; 30-Oct-2020

Deal Types	Debt - General	Financing Status	Venture Capital-Backed	CEO/Lead Mgt	Daniel Dines
Deal Status	Completed	Financing Source	Debt	Site	New York, NY
Deal Date	30-Oct-2020	Raised to Date	\$1.20B **	Business Status	Generating Revenue/Not Profitable

## Deal Synopsis

The company received \$200 million of debt financing in the form of senior secured revolving credit facility from HSBC Venture Capital Coverage, Silicon Valley Bank, Sumitomo Mitsui Banking and Mizuho Bank on October 30, 2020.

‡ Not necessarily a summation of individual debt figures

\*\* Does not include grant funding

E Estimated

## Lenders &amp; Debt Financings (4)

## Debt Summary

Revolving Credit Line - Secured Senior \$200.00M

## Revolving Credit Line - Secured Senior: \$200.00M

Debt Instrument	Lender Name
Debt Amount: \$200.00M	1. <a href="#">HSBC Venture Capital Coverage</a>
Maturity Date: 30-Oct-2023	2. <a href="#">Mizuho Bank</a>
	3. <a href="#">Silicon Valley Bank</a>
	4. <a href="#">Sumitomo Mitsui Banking</a>

E Estimated

## Financials

## Financials - TTM Jan 2021

All Financials in Thousands, USD

Income Statement		Ratios		Data Origination	
<b>Total Revenue</b>	607,600	<b>Revenue % Growth</b>	0.00%	<b>Original</b>	Yes
<b>Net Income Available to Common Stockholders</b>	(92,400)			<b>Calculated</b>	Yes

### Deal #8: Later Stage VC (Series E), \$225M, Completed; 13-Jul-2020

<b>VC Round</b>	6 Round	<b>Financing Status</b>	Venture Capital-Backed	<b>Total Invested Capital</b>	\$225.00M
<b>Deal Types</b>	Later Stage VC, Series E	<b>Financing Source</b>	Venture Capital	<b>Pre-money Valuation</b>	\$9.97B
<b>Deal Amount</b>	\$225.00M	<b>Raised to Date</b>	\$1.20B **	<b>Post Valuation</b>	\$10.20B
<b>Deal Status</b>	Completed	<b>Total Invested Equity</b>	\$225.00M	<b>CEO/Lead Mgt</b>	Daniel Dines
<b>Deal Date</b>	13-Jul-2020	<b>Investor Ownership</b>	53.63%	<b>Site</b>	New York, NY
<b>% Acquired</b>	2.21%	<b>Stock Split</b>	3 : 1	<b>Business Status</b>	Generating Revenue/Not Profitable

#### Deal Synopsis

The company raised \$225 million of Series E venture funding in a deal led by Alkeon Capital Management on July 13, 2020, putting the company's pre-money valuation at \$9.97 billion. Dragoneer Investment Group, Accel, Sequoia Capital, IVP, Madrona Venture Group, Troy Capital Partners, Next Play Capital, Coatue Management, Wellington Management, Tencent, Tiger Global Management, Founders Circle Capital, 2B Global Capital and T. Rowe Price also participated in the round. The funds will be used to accelerate the company's platform ambitions to meet mounting customer demands and scale the tremendous opportunity to bring automation to every developer.

‡ Not necessarily a summation of individual debt figures

\*\* Does not include grant funding

E Estimated

#### Cap Table History

#### SERIES E TERMS

<b>Liquidation Preferences</b>	Senior	<b>Cumulative/Non-cumulative</b>	Non-Cumulative
<b>Participating vs. Non-participating</b>	Non-participating	<b>Anti-dilution Provisions</b>	Weighted
<b>Dividend Rights</b>	Yes	<b>Redemption Rights</b>	Average
		<b>Board Voting Rights</b>	No
		<b>General Voting Rights</b>	Yes
			Yes

#### CAP TABLE HISTORY

Stock	# Of Shares Authorized	Par Value	Dividend Rate \$	Original Issue Price	Liquidation	Liquidation Pref. Multiple	Conversion Price	% Owned
Series E	15,865,794	\$0.000010	\$1.49	\$18.59	\$18.59	1x	\$18.59	2.21%
Series D-2	9,986,862	\$0.000010	\$1.05	\$13.12	\$13.12	1x	\$13.12	1.82%
Series D-1	34,504,224	\$0.000010	\$1.05	\$13.12	\$13.12	1x	\$13.12	6.29%
Series C2	16,459,311	\$0.000010	\$0.51	\$6.38	\$6.38	1x	\$6.38	3.00%
Series C1	19,625,772	\$0.000010	\$0.51	\$6.38	\$6.38	1x	\$6.38	3.58%
Series B-2	12,972,030	\$0.000010	\$0.22	\$2.70	\$2.70	1x	\$2.70	2.36%
Series B-1	43,734,270	\$0.000010	\$0.22	\$2.70	\$2.70	1x	\$2.70	7.97%
Series A-2	48,000,000	\$0.000010	\$0.01	\$0.03	\$0.03	1x	\$0.03	8.75%
Series A-1	96,825,090	\$0.000010	\$0.02	\$0.31	\$0.31	1x	\$0.31	17.65%

#### Investors (14)

Investor Name	Status	Lead/Sole	Comments
1. <a href="#">2B Global Capital</a>	New Investor	No	Form of Payment: Cash
2. <a href="#">Accel</a>	Follow-On Investor	No	Lead Partner: <a href="#">Richard Wong</a> Form of Payment: Cash Fund 1: <a href="#">Accel India V</a>
3. <a href="#">Alkeon Capital Management</a>	New Investor	Yes	Lead Partner: <a href="#">Abhi Arun</a> Form of Payment: Cash
4. <a href="#">Coatue Management</a>	Follow-On Investor	No	Lead Partner: <a href="#">Philippe Laffont</a> Form of Payment: Cash Fund 1: <a href="#">Coatue Private Fund II</a>
5. <a href="#">Dragoneer Investment Group</a>	Follow-On Investor	No	Form of Payment: Cash Fund 1: <a href="#">Dragoneer Opportunities Fund III</a>
6. <a href="#">IVP</a>	Follow-On Investor	No	Form of Payment: Cash Fund 1: <a href="#">Institutional Venture Partners XVI</a>

7. <a href="#">Madrona Venture Group</a>	Follow-On Investor	No	Amount: Lead Partner: Form of Payment: Fund 1:	\$1.00M <a href="#">Sivaramakichenane Somasegar</a> Cash <a href="#">Madrona Venture Fund VII</a>
8. <a href="#">Next Play Capital</a>	New Investor	No	Form of Payment: Fund 1:	Cash <a href="#">Next Play Capital II</a>
9. <a href="#">Sequoia Capital</a>	Follow-On Investor	No	Lead Partner: Form of Payment: Fund 1:	<a href="#">Carl Eschenbach</a> Cash <a href="#">Sequoia Capital U.S. Scout Seed Partners Fund III</a>
10. <a href="#">Tencent Holdings</a>	New Investor	No	Form of Payment:	Cash
11. <a href="#">Tiger Global Management</a>	New Investor	No	Form of Payment: Fund 1:	Cash <a href="#">Tiger Global Private Investment Partners XII</a>
12. <a href="#">T. Rowe Price</a>	New Investor	No	Form of Payment:	Cash
13. <a href="#">Troy Capital Partners</a>	New Investor	No	Form of Payment: Fund 1:	Cash <a href="#">Troy Capital Partners Fund</a>
14. <a href="#">Wellington Management</a>	Follow-On Investor	No	Form of Payment:	Cash

*E Estimated*

Advisors (6)

#	Advisor Name	Service Type	Hired By	Comments
1.	<a href="#">Goodwin</a>	Legal Advisor	<a href="#">Alkeon Capital Management</a>	Lead Partner: <a href="#">John Casnocha</a>
2.	<a href="#">Orrick</a>	Legal Advisor	<a href="#">Coatue Management</a>	
3.	<a href="#">Cooley</a>	Legal Advisor	<a href="#">IVP</a>	
4.	<a href="#">Fenwick &amp; West</a>	Legal Advisor	<a href="#">Sequoia Capital</a>	
5.	<a href="#">Gunderson Dettmer</a>	Legal Advisor	<a href="#">UiPath</a>	Lead Partner: <a href="#">Richard Hesp JD</a>

## Investors (40)

## Active Investors (39)

Name	Investor Type	Holding	Investor Since	Board	Related Deals
Altimeter Capital Management	Venture Capital	Minority	Feb 2021		#11. Later Stage VC (Series F): New Investor, Feb 2021, \$750.00M #12. IPO: Seller, Dec 2020, \$1.00B
Late Stage Management	PE/Buyout	Minority	Feb 2021		#11. Later Stage VC (Series F): New Investor, Feb 2021, \$750.00M #12. IPO: Seller, Dec 2020, \$1.00B
Rhea Fund	Family Office	Minority	Feb 2021		#11. Later Stage VC (Series F): New Investor, Feb 2021, \$750.00M
Silver Lake Management	PE/Buyout	Minority	Feb 2021		#11. Later Stage VC (Series F): New Investor, Feb 2021, \$750.00M #12. IPO: Seller, Dec 2020, \$1.00B
Finsight Ventures	Venture Capital	Minority	Dec 2020		#10. Secondary Transaction - Private: New Investor, Dec 2020 #12. IPO: Seller, Dec 2020, \$1.00B
2B Global Capital	Growth/Expansion	Majority	Jul 2020		#8. Later Stage VC (Series E): New Investor, Jul 2020, \$225.00M #12. IPO: Seller, Dec 2020, \$1.00B
Alkeon Capital Management	Hedge Fund	Minority	Jul 2020		#8. Later Stage VC (Series E): New Investor, Jul 2020, Abhi Arun, \$225.00M #11. Later Stage VC (Series F): Follow-on, Feb 2021, Abhi Arun, \$750.00M #12. IPO: Seller, Dec 2020, \$1.00B
Next Play Capital	Venture Capital	Minority	Jul 2020		#8. Later Stage VC (Series E): New Investor, Jul 2020, \$225.00M #12. IPO: Seller, Dec 2020, \$1.00B
Tencent Holdings	Corporation	Minority	Jul 2020		#8. Later Stage VC (Series E): New Investor, Jul 2020, \$225.00M
Tiger Global Management	Venture Capital	Minority	Jul 2020		#8. Later Stage VC (Series E): New Investor, Jul 2020, \$225.00M #11. Later Stage VC (Series F): Follow-on, Feb 2021, \$750.00M #12. IPO: Seller, Dec 2020, \$1.00B



T. Rowe Price	Asset Manager	Minority	Jul 2020	<a href="#">#8. Later Stage VC (Series E)</a> : New Investor, Jul 2020, \$225.00M <a href="#">#11. Later Stage VC (Series F)</a> : Follow-on, Feb 2021, \$750.00M <a href="#">#12. IPO</a> : Seller, Dec 2020, \$1.00B
Troy Capital Partners	Venture Capital	Minority	Jul 2020	<a href="#">#8. Later Stage VC (Series E)</a> : New Investor, Jul 2020, \$225.00M <a href="#">#12. IPO</a> : Seller, Dec 2020, \$1.00B
186 Ventures	Venture Capital	Minority	Apr 2019	<a href="#">#5. Later Stage VC (Series D)</a> : New Investor, Apr 2019, \$568.00M <a href="#">#12. IPO</a> : Seller, Dec 2020, \$1.00B
Base Partners	Venture Capital	Minority	Apr 2019	<a href="#">#5. Later Stage VC (Series D)</a> : New Investor, Apr 2019, \$568.00M <a href="#">#12. IPO</a> : Seller, Dec 2020, \$1.00B
Coatue Management	Hedge Fund	Minority	Apr 2019	<a href="#">#5. Later Stage VC (Series D)</a> : New Investor, Apr 2019, Philippe Laffont, \$568.00M <a href="#">#8. Later Stage VC (Series E)</a> : Follow-on, Jul 2020, Philippe Laffont, \$225.00M <a href="#">#11. Later Stage VC (Series F)</a> : Follow-on, Feb 2021, Philippe Laffont, \$750.00M <a href="#">#12. IPO</a> : Seller, Dec 2020, \$1.00B
Dragoneer Investment Group	Growth/Expansion	Minority	Apr 2019	<a href="#">#5. Later Stage VC (Series D)</a> : New Investor, Apr 2019, \$568.00M <a href="#">#8. Later Stage VC (Series E)</a> : Follow-on, Jul 2020, \$225.00M <a href="#">#11. Later Stage VC (Series F)</a> : Follow-on, Feb 2021, \$750.00M <a href="#">#12. IPO</a> : Seller, Dec 2020, \$1.00B
Founders Circle Capital	Venture Capital	Minority	Apr 2019	<a href="#">#5. Later Stage VC (Series D)</a> : New Investor, Apr 2019, Sangeen Zeb, \$568.00M <a href="#">#12. IPO</a> : Seller, Dec 2020, \$1.00B
Geodesic Capital	Venture Capital	Minority	Apr 2019	<a href="#">#5. Later Stage VC (Series D)</a> : New Investor, Apr 2019, Ashvin Bachireddy, \$568.00M <a href="#">#12. IPO</a> : Seller, Dec 2020, \$1.00B
Greenspring Associates	Venture Capital	Minority	Apr 2019	<a href="#">#5. Later Stage VC (Series D)</a> : New Investor, Apr 2019, \$568.00M <a href="#">#12. IPO</a> : Seller, Dec 2020, \$1.00B
Harmony Partners	Venture Capital	Minority	Apr 2019	<a href="#">#5. Later Stage VC (Series D)</a> : New Investor, Apr 2019, \$568.00M <a href="#">#12. IPO</a> : Seller, Dec 2020, \$1.00B

HOF Capital	Venture Capital	Minority	Apr 2019		#5. Later Stage VC (Series D): New Investor, Apr 2019, \$568.00M #12. IPO: Seller, Dec 2020, \$1.00B
PolyTech Ventures	Venture Capital	Minority	Apr 2019		#5. Later Stage VC (Series D): New Investor, Apr 2019, \$568.00M #12. IPO: Seller, Dec 2020, \$1.00B
Reshape (Investor)	Venture Capital	Minority	Apr 2019		#5. Later Stage VC (Series D): New Investor, Apr 2019, \$568.00M #12. IPO: Seller, Dec 2020, \$1.00B
Sands Capital Ventures	Venture Capital	Minority	Apr 2019		#5. Later Stage VC (Series D): New Investor, Apr 2019, \$568.00M #12. IPO: Seller, Dec 2020, \$1.00B
Wellington Management	Asset Manager	Minority	Apr 2019		#5. Later Stage VC (Series D): New Investor, Apr 2019, \$568.00M #8. Later Stage VC (Series E): Follow-on, Jul 2020, \$225.00M #12. IPO: Seller, Dec 2020, \$1.00B
Draper Esprit	Venture Capital	Minority	Nov 2018		#4. Later Stage VC (Series C): New Investor, Nov 2018, \$225.00M #12. IPO: Seller, Dec 2020, \$1.00B
IVP	Venture Capital	Minority	Nov 2018		#4. Later Stage VC (Series C): New Investor, Nov 2018, Eric Liaw, \$225.00M #5. Later Stage VC (Series D): Follow-on, Apr 2019, \$568.00M #8. Later Stage VC (Series E): Follow-on, Jul 2020, \$225.00M #11. Later Stage VC (Series F): Follow-on, Feb 2021, \$750.00M #12. IPO: Seller, Dec 2020, \$1.00B
Madrona Venture Group	Venture Capital	Minority	Nov 2018	✓	#4. Later Stage VC (Series C): New Investor, Nov 2018, Sivaramakichenane Somasegar, \$225.00M #5. Later Stage VC (Series D): Follow-on, Apr 2019, Sivaramakichenane Somasegar, \$568.00M #8. Later Stage VC (Series E): Follow-on, Jul 2020, Sivaramakichenane Somasegar, \$225.00M #12. IPO: Seller, Dec 2020, \$1.00B
Meritech Capital Partners	Venture Capital	Minority	Nov 2018		#4. Later Stage VC (Series C): New Investor, Nov 2018, Alex Kurland, \$225.00M #12. IPO: Seller, Dec 2020, \$1.00B

Sequoia Capital	Venture Capital	Minority	Nov 2018	✓	<p><a href="#">#4. Later Stage VC (Series C)</a>: New Investor, Nov 2018, Carl Eschenbach, \$225.00M</p> <p><a href="#">#5. Later Stage VC (Series D)</a>: Follow-on, Apr 2019, Carl Eschenbach, \$568.00M</p> <p><a href="#">#8. Later Stage VC (Series E)</a>: Follow-on, Jul 2020, Carl Eschenbach, \$225.00M</p> <p><a href="#">#11. Later Stage VC (Series F)</a>: Follow-on, Feb 2021, Carl Eschenbach, \$750.00M</p> <p><a href="#">#12. IPO</a>: Seller, Dec 2020, \$1.00B</p>
CapitalG	Growth/Expansion	Minority	Mar 2018	✓	<p><a href="#">#3. Later Stage VC (Series B1)</a>: New Investor, Mar 2018, Laela Sturdy, \$153.00M</p> <p><a href="#">#4. Later Stage VC (Series C)</a>: Follow-on, Nov 2018, Laela Sturdy, \$225.00M</p> <p><a href="#">#5. Later Stage VC (Series D)</a>: Follow-on, Apr 2019, Laela Sturdy, \$568.00M</p> <p><a href="#">#12. IPO</a>: Seller, Dec 2020, \$1.00B</p>
GVentures	Accelerator/Incubator	Minority	Mar 2018		<p><a href="#">#3. Later Stage VC (Series B1)</a>: New Investor, Mar 2018, \$153.00M</p> <p><a href="#">#12. IPO</a>: Seller, Dec 2020, \$1.00B</p>
Kleiner Perkins	Venture Capital	Minority	Mar 2018		<p><a href="#">#3. Later Stage VC (Series B1)</a>: New Investor, Mar 2018, Alex Kurland, \$153.00M</p> <p><a href="#">#12. IPO</a>: Seller, Dec 2020, \$1.00B</p>
Accel	Venture Capital	Minority	Apr 2017	✓	<p><a href="#">#2. Later Stage VC (Series A1)</a>: New Investor, Apr 2017, Luciana Lixandru, \$29.63M</p> <p><a href="#">#3. Later Stage VC (Series B1)</a>: Follow-on, Mar 2018, Luciana Lixandru, \$153.00M</p> <p><a href="#">#4. Later Stage VC (Series C)</a>: Follow-on, Nov 2018, Richard Wong, \$225.00M</p> <p><a href="#">#5. Later Stage VC (Series D)</a>: Follow-on, Apr 2019, Richard Wong, \$568.00M</p> <p><a href="#">#8. Later Stage VC (Series E)</a>: Follow-on, Jul 2020, Richard Wong, \$225.00M</p> <p><a href="#">#12. IPO</a>: Seller, Dec 2020, \$1.00B</p>
Credo Ventures	Venture Capital	Minority	Jul 2015	✓	<p><a href="#">#1. Later Stage VC</a>: New Investor, Jul 2015, Ondrej Bartos, \$1.60M</p> <p><a href="#">#2. Later Stage VC (Series A1)</a>: Follow-on, Apr 2017, Ondrej Bartos, \$29.63M</p> <p><a href="#">#3. Later Stage VC (Series B1)</a>: Follow-on, Mar 2018, Ondrej Bartos, \$153.00M</p> <p><a href="#">#12. IPO</a>: Seller, Dec 2020, \$1.00B</p>

Earlybird Venture Capital	Venture Capital	Minority	Jul 2015	✓	<p>#1. Later Stage VC: New Investor, Jul 2015, Dan Lupu, \$1.60M</p> <p>#2. Later Stage VC (Series A1): Follow-on, Apr 2017, Dan Lupu, \$29.63M</p> <p>#3. Later Stage VC (Series B1): Follow-on, Mar 2018, Dan Lupu, \$153.00M</p> <p>#12. IPO: Seller, Dec 2020, \$1.00B</p>
Roland Manger	Angel (individual)	Minority	Jul 2015		<p>#1. Later Stage VC: New Investor, Jul 2015, Roland Manger, \$1.60M</p> <p>#12. IPO: Seller, Dec 2020, \$1.00B</p>
Seedcamp	Venture Capital	Minority	Jul 2015		<p>#1. Later Stage VC: New Investor, Jul 2015, \$1.60M</p> <p>#2. Later Stage VC (Series A1): Follow-on, Apr 2017, \$29.63M</p> <p>#3. Later Stage VC (Series B1): Follow-on, Mar 2018, \$153.00M</p> <p>#12. IPO: Seller, Dec 2020, \$1.00B</p>
Plug and Play Tech Center	Accelerator/Incubator	Minority			#12. IPO: Seller, Dec 2020, \$1.00B
<b>Pending (Sell Side) (1)</b>					
Name	Investor Type	Holding	Investor Since	Board	Related Deals
G Squared	Venture Capital	Minority	Dec 2020		<p>#10. Secondary Transaction - Private: New Investor, Dec 2020</p> <p>#12. IPO: Seller, Dec 2020, \$1.00B</p>

## Lenders on Deals (5)

Name	Lender Type	Debt Provided	Related Deal(s)
HSBC USA	Commercial Bank	(\$100.00M)	#6. Debt - General: Jan 2020, Completed
HSBC Venture Capital Coverage	Financing Advisory	(\$100.00M) (\$200.00M)	#6. Debt - General: Jan 2020, Completed #9. Debt - General: Oct 2020, Completed
Mizuho Bank	Commercial Bank	(\$200.00M)	#9. Debt - General: Oct 2020, Completed
Silicon Valley Bank	Commercial Bank	(\$100.00M) (\$200.00M)	#6. Debt - General: Jan 2020, Completed #9. Debt - General: Oct 2020, Completed
Sumitomo Mitsui Banking	Lender	(\$200.00M)	#9. Debt - General: Oct 2020, Completed

## Service Providers

### General Service (3)

Service Provider Name	Service Provided	Comments
DLA Piper	Legal Advisor	
Erevena	Consulting	
Gunderson Dettmer	Legal Advisor	

#### Service on a Deal (46)

Service Provider Name	Service Provided	Service To	Deal Date	Deal #	Comments
Orrick	Legal Advisor	Coatue Management	01-Feb-2021	11	
Orrick	Legal Advisor	Altimeter Capital Management	01-Feb-2021	11	
Bank of America Merrill Lynch	Underwriter	UiPath	17-Dec-2020	12	
Barclays Investment Bank	Underwriter	UiPath	17-Dec-2020	12	
BMO Capital Markets	Underwriter	UiPath	17-Dec-2020	12	
Canaccord Genuity	Underwriter	UiPath	17-Dec-2020	12	
Cooley	Legal Advisor	UiPath	17-Dec-2020	12	
Cowen and Company	Underwriter	UiPath	17-Dec-2020	12	
Credit Suisse Securities (USA)	Underwriter	UiPath	17-Dec-2020	12	
D.A. Davidson Companies	Underwriter	UiPath	17-Dec-2020	12	
Davis Polk	Legal Advisor		17-Dec-2020	12	
Evercore Group	Underwriter	UiPath	17-Dec-2020	12	
Grant Thornton	Auditor	UiPath	17-Dec-2020	12	
J.P. Morgan Securities	Underwriter	UiPath	17-Dec-2020	12	Lead Provider
KeyBanc Capital Markets	Underwriter	UiPath	17-Dec-2020	12	
Macquarie Capital Partners	Underwriter	UiPath	17-Dec-2020	12	
Mizuho Securities	Underwriter	UiPath	17-Dec-2020	12	
Morgan Stanley	Underwriter	UiPath	17-Dec-2020	12	Lead Provider

Needham & Company	Underwriter	UiPath	17-Dec-2020	12
Nomura Securities	Underwriter	UiPath	17-Dec-2020	12
Oppenheimer & Company	Underwriter	UiPath	17-Dec-2020	12
RBC Capital Markets	Underwriter	UiPath	17-Dec-2020	12
SMBC Nikko Securities America	Underwriter	UiPath	17-Dec-2020	12
TD Securities	Underwriter	UiPath	17-Dec-2020	12
Truist Securities	Underwriter	UiPath	17-Dec-2020	12
Wells Fargo Securities	Underwriter	UiPath	17-Dec-2020	12
Cooley	Legal Advisor	Wellington Management	13-Jul-2020	8
Cooley	Legal Advisor	IVP	13-Jul-2020	8
Fenwick & West	Legal Advisor	Sequoia Capital	13-Jul-2020	8
Goodwin	Legal Advisor	Alkeon Capital Management	13-Jul-2020	8
Gunderson Dettmer	Legal Advisor	UiPath	13-Jul-2020	8
Orrick	Legal Advisor	Coatue Management	13-Jul-2020	8
HSBC USA	Debt Financing	UiPath	01-Jul-2020	7
HSBC Venture Capital Coverage	Debt Financing	UiPath	01-Jul-2020	7
Silicon Valley Bank	Debt Financing	UiPath	01-Jul-2020	7
Cooley	Legal Advisor	IVP	30-Apr-2019	5
Latham & Watkins	Legal Advisor	Dragoneer Investment Group	30-Apr-2019	5
Orrick	Legal Advisor	Coatue Management	30-Apr-2019	5
T. Rowe Price	Advisor: General	UiPath	30-Apr-2019	5
Cytowski & Partners	Legal Advisor	Credo Ventures	02-Mar-2018	3
Cytowski & Partners	Legal Advisor		02-Mar-2018	3
Fenwick & West	Legal Advisor	CapitalG	02-Mar-2018	3

Fenwick & West	Legal Advisor	Accel	02-Mar-2018	3
Gunderson Dettmer	Legal Advisor	UiPath	02-Mar-2018	3
DLA Piper	Legal Advisor	UiPath	27-Apr-2017	2
Gunderson Dettmer	Legal Advisor	Accel	27-Apr-2017	2

## Lead Partners on Deals (38)

### Investors (32)

Name	All Deals	Title	Representing	Deals	Phone	Email
Abhi Arun	6	Managing Partner	Alkeon Capital Management	#11. Later Stage VC (Series F): Feb 2021, \$750.00M, Completed	+1 (212) 716-6840	aarun@alkeoncapital.com
Carl Eschenbach	15	Partner & Board Member	Sequoia Capital	#11. Later Stage VC (Series F): Feb 2021, \$750.00M, Completed	+1 (650) 854-3927	eschenbach@sequoiacap.com
Philippe Laffont	7	Founder & Portfolio Manager	Coatue Management	#11. Later Stage VC (Series F): Feb 2021, \$750.00M, Completed	+1 (212) 715-5100	plaffont@coatue.com
Abhi Arun	6	Managing Partner	Alkeon Capital Management	#8. Later Stage VC (Series E): Jul 2020, \$225.00M, Completed	+1 (212) 716-6840	aarun@alkeoncapital.com
Carl Eschenbach	15	Partner & Board Member	Sequoia Capital	#8. Later Stage VC (Series E): Jul 2020, \$225.00M, Completed	+1 (650) 854-3927	eschenbach@sequoiacap.com
Philippe Laffont	7	Founder & Portfolio Manager	Coatue Management	#8. Later Stage VC (Series E): Jul 2020, \$225.00M, Completed	+1 (212) 715-5100	plaffont@coatue.com
Richard Wong	45	Partner & Investor	Accel	#8. Later Stage VC (Series E): Jul 2020, \$225.00M, Completed	+1 (650) 614-4800	rwong@accel.com
Sivaramakichenane Somasegar	50	Managing Director	Madrona Venture Group	#8. Later Stage VC (Series E): Jul 2020, \$225.00M, Completed	+1 (802) 455-8262	soma@madrona.com
Ashvin Bachireddy	25	Co-Founder & Partner	Geodesic Capital	#5. Later Stage VC (Series D): Apr 2019, \$568.00M, Completed	+1 (650) 781-0400	ashvin@geodesiccap.com
Carl Eschenbach	15	Partner & Board Member	Sequoia Capital	#5. Later Stage VC (Series D): Apr 2019, \$568.00M, Completed	+1 (650) 854-3927	eschenbach@sequoiacap.com

Laela Sturdy	15	General Partner	CapitalG	#5. Later Stage VC (Series D): Apr 2019, \$568.00M, Completed		lsturdy@capitalg.com
Philippe Laffont	7	Founder & Portfolio Manager	Coatue Management	#5. Later Stage VC (Series D): Apr 2019, \$568.00M, Completed	+1 (212) 715-5100	plaffont@coatue.com
Richard Wong	45	Partner & Investor	Accel	#5. Later Stage VC (Series D): Apr 2019, \$568.00M, Completed	+1 (650) 614-4800	rwong@accel.com
Sangeen Zeb	7	Partner	Founders Circle Capital	#5. Later Stage VC (Series D): Apr 2019, \$568.00M, Completed	+1 (650) 752-1413	sangeen.zeb@founderscirclecapital.com
Sivaramakichenane Somasegar	50	Managing Director	Madrona Venture Group	#5. Later Stage VC (Series D): Apr 2019, \$568.00M, Completed	+1 (802) 455-8262	soma@madrona.com
Alex Kurland	9	General Partner	Meritech Capital Partners	#4. Later Stage VC (Series C): Nov 2018, \$225.00M, Completed	+1 (650) 475-2200	alex@meritechcapital.com
Carl Eschenbach	15	Partner & Board Member	Sequoia Capital	#4. Later Stage VC (Series C): Nov 2018, \$225.00M, Completed	+1 (650) 854-3927	eschenbach@sequoiacap.com
Eric Liaw	30	General Partner	IVP	#4. Later Stage VC (Series C): Nov 2018, \$225.00M, Completed		eliaw@ivp.com
Laela Sturdy	15	General Partner	CapitalG	#4. Later Stage VC (Series C): Nov 2018, \$225.00M, Completed		lsturdy@capitalg.com
Richard Wong	45	Partner & Investor	Accel	#4. Later Stage VC (Series C): Nov 2018, \$225.00M, Completed	+1 (650) 614-4800	rwong@accel.com
Sivaramakichenane Somasegar	50	Managing Director	Madrona Venture Group	#4. Later Stage VC (Series C): Nov 2018, \$225.00M, Completed	+1 (802) 455-8262	soma@madrona.com
Alex Kurland	9	Partner & Principal	Kleiner Perkins	#3. Later Stage VC (Series B1): Mar 2018, \$153.00M, Completed	+1 (650) 475-2200	alex@meritechcapital.com
Dan Lupu	14	Partner	Earlybird Venture Capital	#3. Later Stage VC (Series B1): Mar 2018, \$153.00M, Completed	+90 (0)212 257 2414	lupu@earlybird.com
Laela Sturdy	15	General Partner	CapitalG	#3. Later Stage VC (Series B1): Mar 2018, \$153.00M, Completed		lsturdy@capitalg.com
Luciana Lixandru	10	Partner	Accel	#3. Later Stage VC (Series B1): Mar 2018, \$153.00M, Completed		llixandru@sequoiacap.com



Ondrej Bartos	24	Co-Founder, Partner & Chairman	Credo Ventures	#3. Later Stage VC (Series B1): Mar 2018, \$153.00M, Completed	+420 211 153 211	bartos@credoventures.com
Dan Lupu	14	Partner	Earlybird Venture Capital	#2. Later Stage VC (Series A1): Apr 2017, \$29.63M, Completed	+90 (0)212 257 2414	lupu@earlybird.com
Luciana Lixandru	10	Partner	Accel	#2. Later Stage VC (Series A1): Apr 2017, \$29.63M, Completed		llixandru@sequoiacap.com
Ondrej Bartos	24	Co-Founder, Partner & Chairman	Credo Ventures	#2. Later Stage VC (Series A1): Apr 2017, \$29.63M, Completed	+420 211 153 211	bartos@credoventures.com
Dan Lupu	14	Partner	Earlybird Venture Capital	#1. Later Stage VC: Jul 2015, \$1.60M, Completed	+90 (0)212 257 2414	lupu@earlybird.com
Ondrej Bartos	24	Co-Founder, Partner & Chairman	Credo Ventures	#1. Later Stage VC: Jul 2015, \$1.60M, Completed	+420 211 153 211	bartos@credoventures.com
Roland Manger	12	Angel Investor	Roland Manger	#1. Later Stage VC: Jul 2015, \$1.60M, Completed	+359 (0)2 491 7152	roland@earlybird.com

### Service Providers - Sell Side (3)

Name	All Deals	Title	Representing	Deals	Phone	Email
Nicole Brookshire	14	Partner	Cooley	#12. IPO: Dec 2020, \$1.00B, Announced/In Progress	+1 (617) 937-2300	nbrookshire@cooley.com
Richard Hesp JD	5	Partner	Gunderson Dettmer	#8. Later Stage VC (Series E): Jul 2020, \$225.00M, Completed	+1 (617) 648-9230	rhesp@gunder.com
Bradley Gersich JD	136	Partner	DLA Piper	#2. Later Stage VC (Series A1): Apr 2017, \$29.63M, Completed	+1 (650) 833-2074	bradley.gersich@dlapiper.com

### Service Providers - Buy Side (2)

Name	All Deals	Title	Representing	Deals	Phone	Email
John Casnocha	46	Associate	Goodwin	#8. Later Stage VC (Series E): Jul 2020, \$225.00M, Completed	+1 (415) 733-6033	jasnocha@goodwinlaw.com
Todd Carpenter JD	9	Partner	Latham & Watkins	#5. Later Stage VC (Series D): Apr 2019, \$568.00M, Completed	+61 (0)4 0135 5781	todd@canva.com

### Service Providers (1)

Name	All Deals	Title	Representing	Deals	Phone	Email
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## Investments | Buy Side (5)

Company Name	Deal Date	Deal Type	Deal Size	Co-Investors	Company Stage	Industry	Lead Partner
<a href="#">Cloud Elements</a>	23-Mar-2021	Merger/Acquisition			Profitable	Business/Productivity Software	<a href="#">Daniel Dines</a>
<a href="#">2040</a>	03-Apr-2020	Grant	\$0.06M		Generating Revenue	Business/Productivity Software	
<a href="#">ProcessGold</a>	15-Oct-2019	Merger/Acquisition			Generating Revenue	Business/Productivity Software	<a href="#">Daniel Dines</a>
<a href="#">StepShot</a>	07-Aug-2019	Merger/Acquisition			Generating Revenue	Business/Productivity Software	<a href="#">Daniel Dines</a>
<a href="#">Recognos</a>	14-May-2018	Merger/Acquisition			Generating Revenue	IT Consulting and Outsourcing	<a href="#">Daniel Dines</a>

† Indicates an Add-On  
E Estimated  
x Investor Exited Deal

## Affiliates

## Subsidiaries (4)

Name	Industry	Location	Year Founded
<a href="#">StepShot</a>	Business/Productivity Software	Tallinn, Estonia	2009
<a href="#">ProcessGold</a>	Business/Productivity Software	Eindhoven, Netherlands	2016
<a href="#">Cloud Elements</a>	Business/Productivity Software	Denver, CO	2012
<a href="#">Recognos</a>	IT Consulting and Outsourcing	Cluj-Napoca, Romania	2000

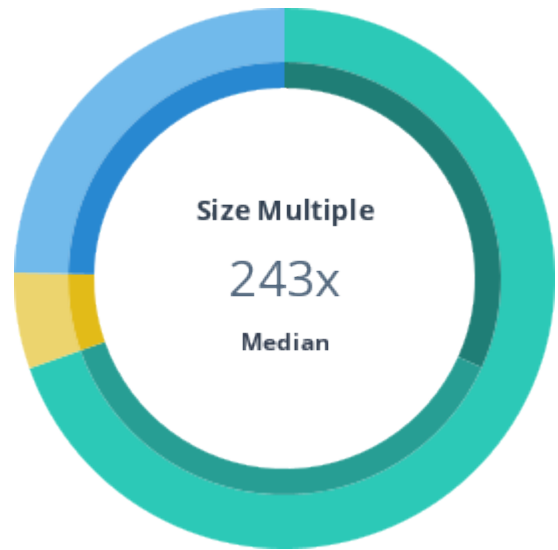
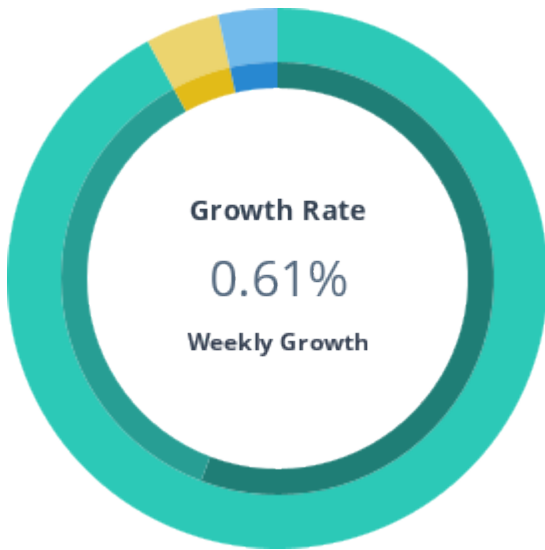
## Financials

Key Metrics (TTM)	12 Months Ending Jan 2021 Start: 31-Jan-2020 End: 31-Jan-2021	12 Months Ending Dec 2021 Start: 31-Dec-2020 End: 31-Dec-2021	12 Months Ending Dec 2019 Start: 31-Dec-2018 End: 31-Dec-2019	12 Months Ending Dec 2018 Start: 31-Dec-2017 End: 31-Dec-2018
Amounts in thousands, USD (except Ratios, Multiples & per share items)				
<b>Income Statement</b>				
Total Revenue	607,600	607,600	360,000	300,000
Net Income Available to Common Stockholders	(92,400)			
<b>Ratios</b>				

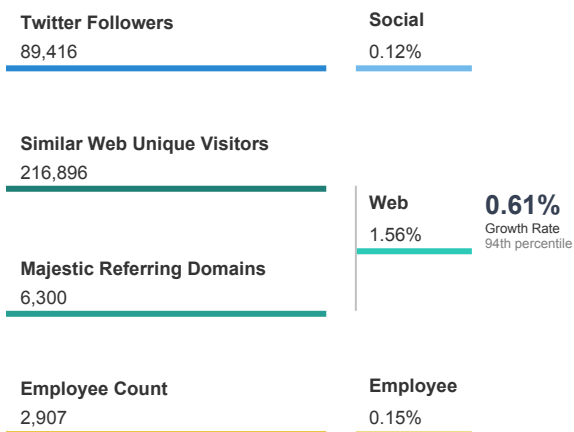
Revenue % Growth	0.00%	68.78%	20.00%	200.00%
<b>Data Origination</b>				
Preliminary	No	No	No	No
Original	Yes	Yes	Yes	Yes
Restated	No	No	No	No
Calculated	Yes	Yes	Yes	Yes

## Signals Summary

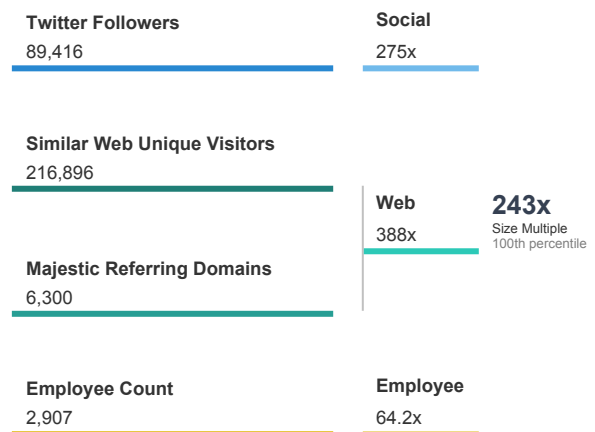
This company has a weekly growth rate of 0.61%, placing it in the 94th percentile of all growth rates tracked within PitchBook. Its underlying data points generate a size multiple that is 243x times larger than the median of all size multiples tracked within PitchBook, placing it in the 100th percentile of all size multiples tracked within PitchBook.



### Growth Rate Summary (Weekly)



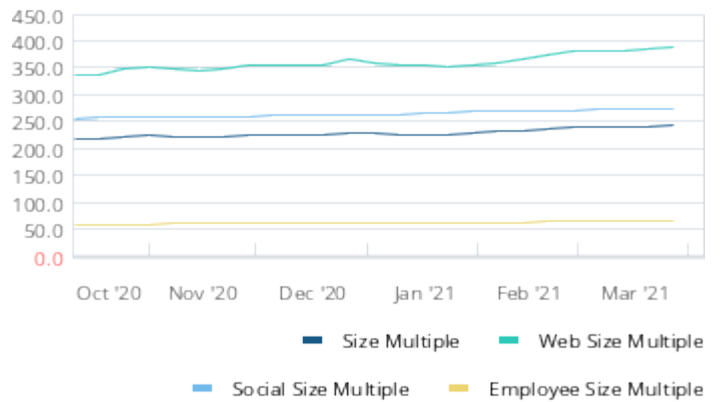
### Size Multiple Summary (x Median)



## Signals History

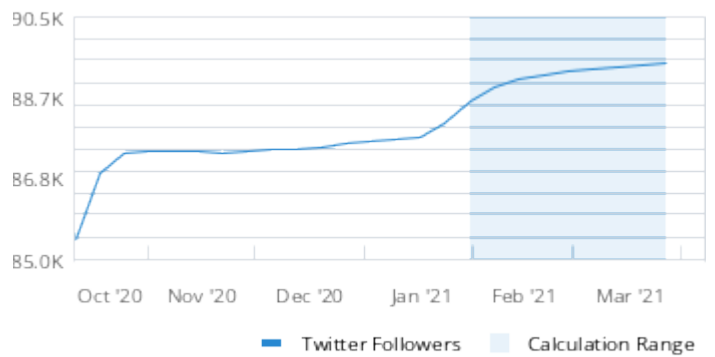
Growth Rate History

Size Multiple History



## Social Media Signals

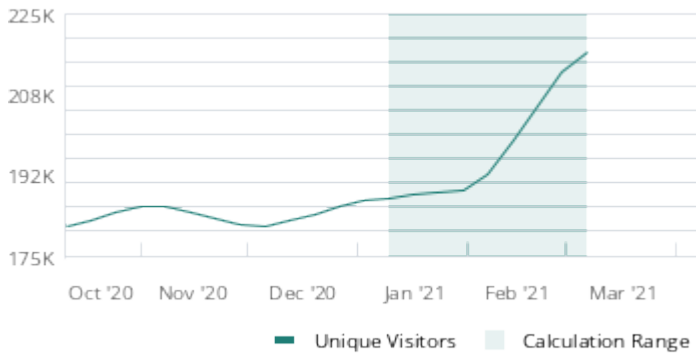
Twitter Followers 89,416



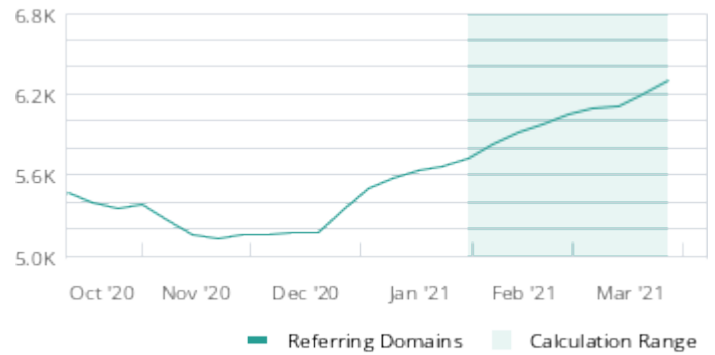
Metric	UiPath	All Companies Average
Twitter Followers	89,416	12,697
Growth Rate	0.12%	0.12%
Growth Rate Percentile	81st	43rd
Size Multiple	275x	38.9x
Size Multiple Percentile	99th	50th

## Web Signals

### SimilarWeb Unique Visitors 216,896



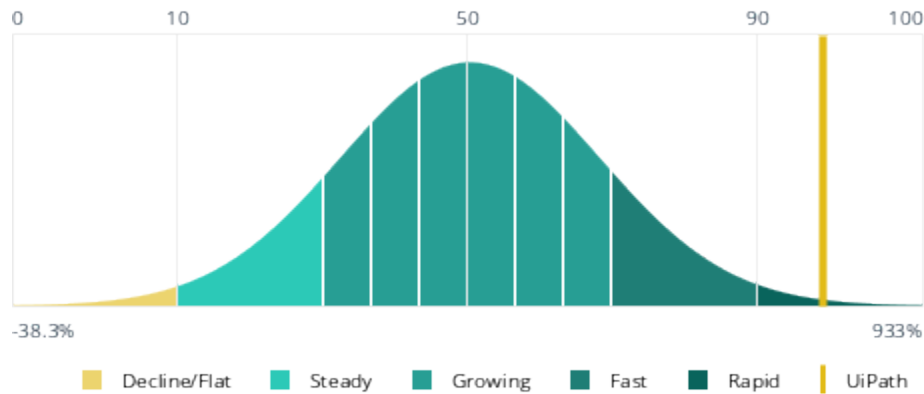
### Majestic Referring Domains 6,300



Metric	UiPath	All Companies Average	Metric	UiPath	All Companies Average
SimilarWeb Unique Visitors	216,896	20,955	Majestic Referring Domains	6,300	171
Growth Rate	1.89%	0.45%	Growth Rate	1.23%	0.02%
Growth Rate Percentile	83rd	36th	Growth Rate Percentile	99th	15th
Size Multiple	354x	44.0x	Size Multiple	422x	11.4x
Size Multiple Percentile	99th	50th	Size Multiple Percentile	100th	49th

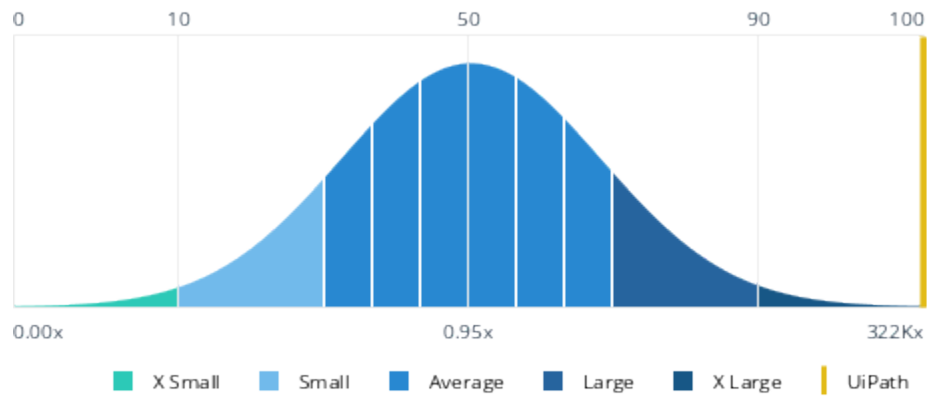
## Ranking And Distribution

**Weekly Growth** 0.61%, 94th %ile



Percentile	Min Rate	Max Rate	Avg. Rate
0-10	-38.3%	0.00%	-0.11%
10-20	-	-	-
20-30	-	-	-
30-40	-	-	-
40-50	-	-	-
50-60	-	-	-
60-70	-	-	-
70-80	-	-	-
80-90	0.01%	0.17%	0.08%
90-100	0.18%	933%	1.57%

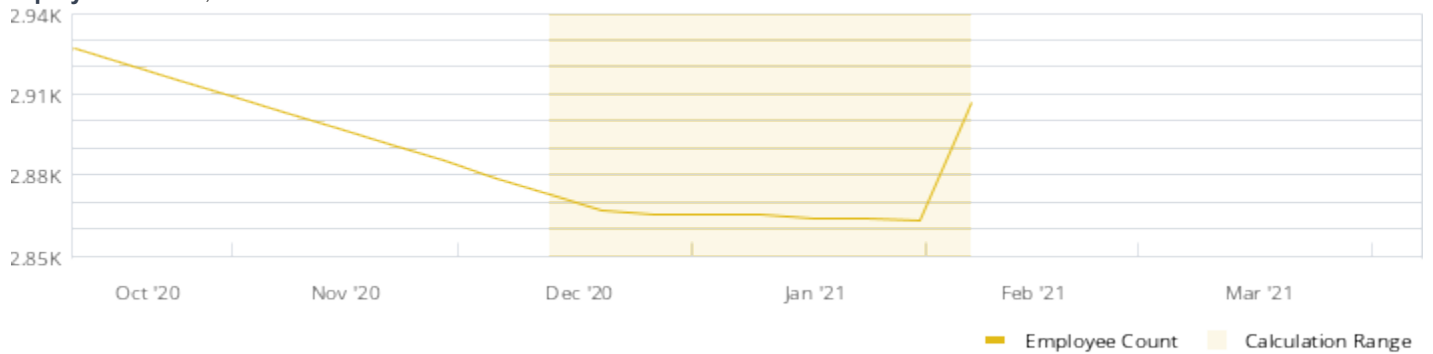
**Size Multiple** 243x, 100th %ile



Percentile	Min Size	Max Size	Avg. Size
0-10	0.00x	0.13x	0.09x
10-20	0.14x	0.27x	0.23x
20-30	0.28x	0.40x	0.36x
30-40	0.41x	0.67x	0.55x
40-50	0.68x	0.94x	0.82x
50-60	0.95x	1.46x	1.18x
60-70	1.47x	2.27x	1.82x
70-80	2.28x	3.92x	2.99x
80-90	3.93x	8.90x	5.81x
90-100	8.91x	322Kx	114x

## Employee Signals

### Employee Count 2,907



Company	Employee Count	Growth Rate	Growth Percentile	Size Multiple	Size Percentile
UiPath	2,907	0.15%	59th	64.2x	91st
All Companies Average	2,342	0.34%	46th	63.3x	50th

Company signals data was calculated against 1845068 companies within all companies.

Company Signals Population: Company Signals data is tracked for active companies (i.e. have not gone out of business) that haven't been exited from VC, PE, or Incubator/Accelerator. Social media presence is tracked only for companies that have a Twitter account; web presence is tracked only for companies whose websites are tracked by SimilarWeb and Majestic.

## [UiPath Starts Path To \\$1 Billion IPO](#)

UiPath has filed to raise \$1 billion in an IPO. The firm provides software robots to automate processes within the enterprise.

Seeking Alpha | 05-Apr-2021

Tagged entities: [UiPath](#)

## [UiPath Is on Its Way to Going Public Through an IPO](#)

Robotics automation company UiPath is set to go public, and it looks to be opting for an IPO instead of a direct listing.

Marketrealist | 05-Apr-2021

Tagged entities: [UiPath](#)

## [The pandemic-driven surge of the RPA market: Growth of UiPath](#)

Founded back in 2005, UiPath started gaining recognition with robotic process automation (RPA) around 2017 when the startup obtained Series A funding.

VCBay | 03-Apr-2021

Tagged entities: [UiPath](#)

## [RPA market surges as investors, vendors capitalize on pandemic-driven tech shift](#)

RPA market surges as investors, vendors capitalize on pandemic-driven tech shift

TechCrunch | 02-Apr-2021

Tagged entities: [UiPath](#)

## [UiPath Plans to Raise \\$1B in its Initial Public Offering](#)

IDC examines consumer markets by devices, applications, networks, and services to provide complete solutions for succeeding in these expanding markets.

IDC | 01-Apr-2021

Tagged entities: [UiPath](#)

## [These Are the Ten Major IPOs To Watch For in 2021](#)

We have used several parameters, such as current and potential valuation, to come up with our list of major IPOs to watch for in 2021.

ValueWalk | 01-Apr-2021

Tagged entities: [UiPath](#), [Ascensus](#), [ThoughtSpot](#)

## [Deloitte and UiPath Team on Intelligent Automation Solutions Built for the Oracle ERP Platform](#)

Deloitte today announced it is teaming with UiPath to develop intelligent automation solutions around the Oracle Cloud ERP platform to power digital transformation for the next generation workforce. The new solutions, built by Deloitte and certifi...

Le Lezard | 01-Apr-2021

Tagged entities: [UiPath](#), [Deloitte Consulting](#)

## [Robotic Process Automation \(RPA\) in Financial Services Market Poised for Breakout Growth | Kofax Inc, UiPath, Inc, Blue Prism, Pegasystems Inc](#)

Searching for Robotic Process Automation (RPA) in Financial Services Market Poised for Breakout Growth | Kofax Inc, UiPath, Inc, Blue Prism, Pegasystems Inc . We got you covered at iCrowdNewswire

iCrowdNewswire | 30-Mar-2021

Tagged entities: [UiPath](#), [Kofax](#), [Pegasystems](#)

## [RPA vendor UiPath files for IPO](#)

Robotic Process Automation (RPA) provider UiPath has filed for IPO. The company experienced strong growth during the corona pandemic and is expected to

Techzine.eu | 29-Mar-2021  
Tagged entities: [UiPath](#)

### [Founder Daniel Dines UiPath Stake Down to 5%](#)

Daniel Dines, the founder of UiPath, the most valuable tech(...). Founder Daniel Dines UiPath Stake Down to 5%. Romanian News by Romaniapress.com

Romania Press | 29-Mar-2021  
Tagged entities: [UiPath](#)

### [UIPath S-1 Analysis: How 7 Key Metrics Stack Up by @ttunguz](#)

UIPath, leaders in the Robotic Process Automation (RPA) category, filed their S-1 last week, revealing an impressive business. The UiPath suite includes the software to write, execute, monitor, and maintain these robots. Licenses revenue is 98% gros...

StartUp Around | 29-Mar-2021  
Tagged entities: [UiPath](#)

### [Robotic Process Automation Company UiPath Files To Go Public](#)

UIPath, a robotic process automation company that was founded in Romania, filed for an initial public offering showing revenue increased 81% year over year.

Forbes | 29-Mar-2021  
Tagged entities: [UiPath](#)

### [US-Romanian unicorn UiPath files for IPO on New York Stock Exchange](#)

US-Romanian unicorn UiPath files for IPO on New York Stock Exchange - Trending Topics: Innovation Stories From SEE

Trending Topics.EU | 28-Mar-2021  
Tagged entities: [UiPath](#), [New York Stock Exchange](#)

### [The Briefing: UiPath Files To Go Public, Robinhood Plans IPO Buying Feature, And More](#)

UiPath files to go public New York-based robotic automation processing company UiPath has filed its S-1 to go public. The company also realized revenue growth of 81 percent year to year, with revenue growing to \$607.6 million from \$336.2 million. The...

StartUp Around | 28-Mar-2021  
Tagged entities: [UiPath](#), [Robinhood](#)

### [A first look at UiPath's IPO filing – TechCrunch](#)

The company's S-1 filing comes after it raised billions of dollars while private, making it amongst the best-funded startups in history. UiPath's filing details a rapidly growing company. From its fiscal year ending January 31, 2020, to its fiscal y...

StartUp Around | 28-Mar-2021  
Tagged entities: [UiPath](#)

### [UiPath has applied for an initial public offering in the United States](#)

Romanian-based technology company UiPath, which has recently become one of the most expensive startups in the United States, has officially taken the first step towards entering the US stock market. The company, which was recently valued at \$ 35 b...

World Today News | 27-Mar-2021  
Tagged entities: [UiPath](#)

### [UiPath submitted the documentation for an IPO on the New York Stock Exchange](#)

UiPath, the first Romanian unicorn, submitted on Friday the documentation for an initial public offering (IPO) on the NYSE.



Money Buzz Europa | 27-Mar-2021

Tagged entities: [UiPath](#), [New York Stock Exchange](#)

## [How many employees does UiPath have, the most valuable company started in Romania, with a valuation of 35 billion dollars, and which will be listed in New York under the symbol PATH](#)

UiPath, the most valuable company started in Romania, with a valuation of 35 billion dollars, submitted on March 26, 2021 its documents for listing on the New York Stock Exchange under the symbol PATH. According to the data in the listing prospect...

World Today News | 26-Mar-2021

Tagged entities: [UiPath](#), [New York Stock Exchange](#)

## [EXCLUSIVE: Tiger Cub Archegos Liquidation Triggers Record Crash in Discovery, ViacomCBS – Sources](#)

Shares of ViacomCBS, Discovery fell as much as 35% Friday Goldman Sachs offered very large block shares of ViacomCBS Friday afternoon – Sources Multiple prime brokers sold shares aggressively Friday afternoon Archegos typically employs high levera...

Yahoo Finance | 26-Mar-2021

Tagged entities: [UiPath](#), [ViacomCBS](#)

## [UiPath IPO: What You Need To Know](#)

BERLIN, GERMANY - DECEMBER 12: Co-founder and CEO of UiPath Daniel Dines and TechCrunch Senior ... Writer Darrel Etherington speak on stage at TechCrunch

QNewsHub | 26-Mar-2021

Tagged entities: [UiPath](#)

## [AI Biz Plans \\$1B IPO Guided By Cooley, Davis Polk](#)

Fresh off a funding round last month that valued it at \$35 billion, robotic process automation and artificial intelligence company UiPath revealed plans Friday to raise up to \$1 billion in an initial public offering guided by Cooley and Davis Polk.

Law 360 | 26-Mar-2021

Tagged entities: [UiPath](#)

## [UiPath, the first Romanian unicorn, is listed on the New York Stock Exchange](#)

The software manufacturer UiPath, the first Romanian unicorn, submitted on Friday the necessary documentation for an initial public offering (IPO) on the New York Stock Exchange, under the symbol "PATH", in order to obtain one billion ...

World Today News | 26-Mar-2021

Tagged entities: [UiPath](#), [New York Stock Exchange](#)

## [Global big banks use robot process automation vendor UiPath](#)

Global big banks use robot process automation vendor UiPath

Bank Innovation | 26-Mar-2021

Tagged entities: [UiPath](#)

## [A look inside UiPath's IPO filing](#)

A look inside UiPath's IPO filing

Bank Innovation | 26-Mar-2021

Tagged entities: [UiPath](#), [New York Stock Exchange](#)

## [UiPath's meteoric rise from unknown startup to \\$35B RPA juggernaut – TechCrunch](#)

When TechCrunch covered UiPath's Series A in 2017, it was a small startup out of Romania working in a little known area of enterprise software called robotic process automation (RPA). To illustrate just how fast the company's rise has been, take a ...

StartUp Around | 26-Mar-2021

Tagged entities: [UiPath](#)

## SEC Filings (10)

Type	Date	Title	CIK
<a href="#">S-1</a>	26-Mar-2021	General form for registration of securities under the Securities Act of 1933	<a href="#">1734722</a>
<a href="#">DRS/A</a>	26-Feb-2021	Draft Registration Statement [Amend]	<a href="#">1734722</a>
<a href="#">D</a>	11-Feb-2021	Notice of Exempt Offering of Securities	<a href="#">1734722</a>
<a href="#">DRS/A</a>	28-Jan-2021	Draft Registration Statement [Amend]	<a href="#">1734722</a>
<a href="#">DRS</a>	17-Dec-2020	Draft Registration Statement	<a href="#">1734722</a>
<a href="#">D</a>	20-Jul-2020	Notice of Exempt Offering of Securities	<a href="#">1734722</a>
<a href="#">D</a>	13-May-2019	Notice of Exempt Offering of Securities	<a href="#">1734722</a>
<a href="#">D</a>	16-Nov-2018	Notice of Exempt Offering of Securities	<a href="#">1734722</a>
<a href="#">D</a>	16-Nov-2018	Notice of Exempt Offering of Securities	<a href="#">1734722</a>
<a href="#">D</a>	16-Mar-2018	Notice of Exempt Offering of Securities	<a href="#">1734722</a>

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