



MENLO
VENTURES

Menlo Ventures XV

Our **Promise** to Founders

At Menlo, when we invest, we're invested. Genuinely, actively invested. Invested in your success, but also your struggles. Your questions, your concerns, your highs, your lows. We don't just invest our dollars, we invest our dedication, our drive. Our tested advice and trusted support. That's because, when we find an idea we believe in, we're all engaged.

When we're in, we're all in.

Having support from every angle means you can take on any challenge. Go further, go bolder.

Not limiting yourself to what is, but courageously pursuing what could be—the game-changing ideas that reinvent life and work. Starting a business isn't easy. You can't do it alone.

And while anyone can back you, not everyone will have your back.

Menlo Ventures. All in.

Menlo by the Numbers

70+

public companies



GILD



FFIV



CAVM



PANW*



RDFN*



ROKU



DOCU*



UBER

44

years of consistent performance

\$280B+

value of Menlo portfolio companies[†]

\$8B+

distributed to LPs since 1977[‡]

150+

mergers & acquisitions



Hotmail

MSFT



IRONPORT

CSCO



SIRI

AAPL



3PAR

HPQ



YHOO



GOOG



UBER



AAPL*

We Go **ALL IN.**

All of us.

**When we're in,
we're all in.**

From our partners to our Fuel team, we give the companies we back our full attention.

All of you.

**We don't stop
at the top.**

Our partnership is deeper than board member to founder; we support the entire portfolio company.

All access.

**We make intros
that matter.**

From finding new hires to new customers, we put our network to work on behalf of our companies.

All along.

We're get-to-know-it-alls.

From inception to IPO, we dig deep and partner through thick and thin.

All about impact.

**We don't just raise
money, we raise
the bar.**

We hold companies to a higher standard, ourselves included.

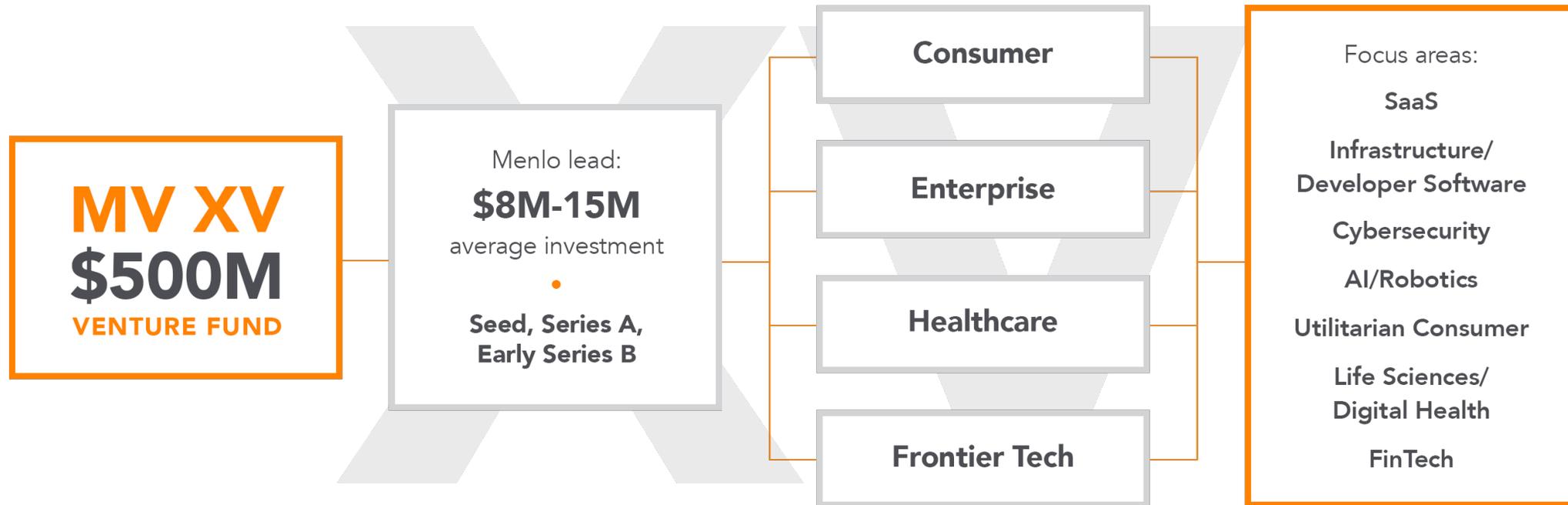
When we invest, we're invested.

Menlo XV

Venture Fund

MENLO
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Target Menlo XV Investment



Examples of Menlo's early-stage investments:



Incubated, 1987
NASDAQ: GILD



Series A, 2008
Acquired by Apple



Series B, 2008
NASDAQ: ROKU



Series B, 2011
NYSE: UBER



Series B, 2012



Series A, 2013



Series B, 2018
Acquired by Shopify

Early-Stage Investors

Focus Areas



Croom Beatty

- Fintech
- Healthcare IT (unbundling EHRs)
- DevOps



Shawn Carolan

- Utilitarian consumer (productivity, transportation, fintech)
- Menlo Labs



Sunil Chhaya

- AI-enhanced SaaS
- Cloud infrastructure
- Collaboration solutions



Venky Ganesan

- Cybersecurity
- Cloud infrastructure



Grace Ge

- Departmental SaaS
- Future of work
- Data tooling
- Sales and CS enablement



Naomi Ionita

- Departmental SaaS
- Workflow automation
- Data + developer tools
- Remote work and productivity tooling



Matt Murphy

- AI-enhanced SaaS
- Developer-led tools (DevOps) and infrastructure
- Robotics



Greg Yap

- Therapeutic platforms
- Digital health
- Transformative health technologies

Fuel Team: Supporting Our Companies



Jordan Ormont
Talent

Provide access to our network of top talent across consumer and enterprise companies

Assess organization, identify skillsets to develop and competencies to hire, provide recommendations on how to build for the future

Create opportunities for growth and development, connect high-quality CEO coaches and mentors to work with founders



Tiffany Spencer
Marketing

Give guidance and support through major milestones (fundraising, IPO, M&A, product launches, crises)

Design programs and initiatives to showcase our portfolio companies; leverage deep relationships with media and conference organizers to raise our founders' profiles

Introduce our network of top-tier PR and marketing contacts, with recommendations on how to structure engagements, what to pay, and how to measure success



Houman Haghghi
Business/Corporate Dev

Build relationships through executive briefings and intros to decision makers; design regular touchpoints to create partnerships; drive to aha moments and potential M&A

Drive sales growth through our network of resellers, cloud partners, and consultants; find distributor and co-sell opportunities

Target investors and introduce to top-tier growth, corporates, and strategic pools of capital



Kayla Hinderscheid
Community/Network Dev

Foster a community of leaders across the Menlo portfolio; tap their expertise and share best practices, both in person and online

Host topic-driven events that address common challenges startups face as they scale; plan curated events that showcase portfolio companies, drive customer engagement, and accelerate growth, with guests including customers, partners, investors, and key media

Investment Themes

Focusing on the future



The drive to
digital



The push for
automation



Healthcare
takes center stage

The Drive to Digital

Current portfolio:



- COVID has accelerated the shift to digital, making the future of work—particularly collaboration, communication, workflow automation, and productivity solutions—more relevant now than ever before.
- Sectors that relied on a hybrid of physical and digital locations to conduct business have had to prioritize digital. Examples include banking and commerce, and even healthcare. Importantly, as these businesses shift, many require specialized solutions for their tech stack (e.g., security, payments).
- This shift has increased the demand for better infrastructure, cloud technology, and security.
- The digital transformation will be driven by developers, and we're eager to invest in companies building better dev tools, open-source software, and APIs.

The Push for Automation

Current portfolio:

Λ i S E R Λ



- With fewer of the workforce returning to the workplace, there is more demand for automation and robotics. This has been particularly evident in the supply chain, which was already challenged by labor shortages. The pandemic has added stress to the supply chain as consumers have increased their grocery and food delivery, as well as e-commerce, but we are excited by the potential of robotics and automation to drive new efficiencies.
- Increasing efficiency requires smarter tools. That is why we are excited about the integration of artificial intelligence, particularly when dealing with large data sources, where smart AI can increase data observation and provide insights.

Healthcare Takes Center Stage

Current portfolio:



- The pandemic has reminded us all that without good health, we have nothing. We will further invest in therapeutics—particularly companies built around platform technologies and massive data sets that can produce multiple new treatments—and transformative health technologies, including applications of genomics and synthetic biology.
- Healthcare and technology continue to intersect as healthcare becomes increasingly digital. We are excited by the consumerization of healthcare and the shift from care organized around providers and hospitals to care influenced by consumers with access to data and AI-enhanced health technologies. And at the enterprise level, vertical SaaS applications are driving workflow efficiencies, reducing overall cost of care and improving patient outcomes.

Heidi Hoane

Jordan Kimball

Michelle

[Signature]

Doug Yap

Thank you.

Grace Ge

Tiffany

[Signature]

[Signature]

Kirkon & Helto

Glenn

[Signature]

Kayla Hinkel

Croon

[Signature]

Mark

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