

# Revolut | Private Company Profile

## Highlights



### PitchBook Analyst Coverage

Fintech > Consumer Finance

Last Updated Q2 2021



#### Fundraising

##### From Series E

0 Months Since Last Deal



#### Employees

2200

As of 05-Jul-2021

#### Post Valuation

\$33.00B 

As of 15-Jul-2021

#### Last Deal Details

\$800.00M

Later Stage VC (Series E) 15-Jul-2021

#### Valuation Step-up

6.21x

Later Stage VC (Series D) - Later Stage VC (Series E)



#### Total Raised to Date

\$1.82B

As of 15-Jul-2021

## General Information

### Description

Developer of a foreign exchange and money transferring application designed to promote financial cohesion across the communities in which they operate. The company's platform compares live exchange rates for multiple currencies, makes transfers directly to other bank accounts, tracks and optimizes monthly expenses and assists in buying and selling cryptocurrencies, thereby enabling customers to exchange money instantly across a secured environment.

### Most Recent Financing Status (as of 15-Jul-2021)

The company raised \$800 million of Series E venture funding in a deal led by Tiger Global Management and SoftBank Investment Advisers on July 15, 2021, putting the company's pre-money valuation at \$32.2 billion. Other Undisclosed investors also participated in the round. The funds will be used to bring on a wider range of services and promotions to grow customer base and build out its user bases in the U.S. and India.

#### Entity Types

Private Company  
Commercial Bank

#### Year Founded

2014

#### Website

[www.revolut.com](http://www.revolut.com)

#### Universes

Debt Financed, Venture Capital

#### Legal Name

Revolut Ltd

#### Employees

2,200

#### Business Status

Generating Revenue

#### Ownership Status

Privately Held (backing)

#### Financing Status

Venture Capital-Backed

## Industries, Verticals & Keywords

Primary Industry	Verticals	Keywords
Financial Software	Cryptocurrency/Blockchain	money exchange app
	FinTech	personal finance tracking
<b>Other Industries</b>		mobile money transfer
Other Financial Services		youth banking
Application Software		online financial exchange
		foreign exchange operations

## Emerging Spaces

Youth Banking  
41 Companies

## Appears in PitchBook Analyst Market Map

Q1 2021 - Fintech  
719 Companies | Robert Le

Q4 2020 Fintech  
601 Companies | Robert Le

Q2 2020 - Fintech  
507 Companies | Robert Le

## What PitchBook Analysts Say

*"Financial infrastructure and data aggregator fintech companies are becoming attractive M&A candidates as acquirers seek to own larger parts of the financial services value chain."*

Q2 2020 Emerging Tech Research: Fintech | 06-Aug-2020 | Robert Le | FinTech

## Contact Information

### Primary Contact

Nikolay Storonsky  
Co-Founder, Chief Executive Officer & Board Member  
[nikolay.storonsky@revolut.com](mailto:nikolay.storonsky@revolut.com)  
**Phone:** +44 (0)20 3322 8352

### Primary Office

7 Westferry Circus  
4th Floor  
London E14 4HD  
England, United Kingdom  
**Phone:** +44 (0)20 3322 8352

## Financials

Key Metrics	Fiscal Year <b>2019</b> Start: 31-Jan-2019 End: 31-Dec-2019	Fiscal Year <b>2020</b> Start: 31-Jan-2020 End: 31-Dec-2020	12 Months Ending <b>Dec 2020</b> Start: 31-Dec-2019 End: 31-Dec-2020
Amounts in thousands, USD (except Ratios, Multiples & per share items)			
Income Statement			
Total Revenue	211,825	284,757	284,757
Revenue % Growth	185.07%	33.80%	33.80%

### Balance Sheet

Total Assets	3,662,683	7,207,324	7,207,324
Total Debt	0	0	0
Total Liabilities	3,536,890	6,638,744	6,638,744
Total Equity	125,793	568,580	568,580

### Alternate Offices

#### Berlin

Berlin  
Germany

#### New York

99 Park Avenue  
New York, NY 10016  
United States

#### Singapore

Singapore

#### Vilnius

Konstitucijos Avenue 21B  
Vilnius, LT-08130  
Lithuania

### Top 5 Similar Companies

#	Name	Competitor	Financing Status	HQ Location	Primary Industry	Year Founded	Last Financing Date/Type	Last Financing Amount
1	WorldRemit	✓	Venture Capital-Backed	London, United Kingdom	Financial Software	2010	2021/Debt	\$278.23M
2	Centtrip	✓	Venture Capital-Backed	London, United Kingdom	Financial Software	2013	2019/Series A	\$6.72M
3	CurrencyFair	✓	Venture Capital-Backed	Dublin, Ireland	Financial Software	2009	2021/Later Stage VC	
4	Azimo	✓	Venture Capital-Backed	London, United Kingdom	Financial Software	2012	2020/Debt	\$22.18M
5	Varo	✓	Venture Capital-Backed	San Francisco, CA	Financial Software	2015	2021/Series D1	\$63.00M

### Comparisons

#### Revolut

#### WorldRemit

#### Centtrip

#### CurrencyFair

#### Description

Developer of a foreign exchange and money transferring application designed to promote financial cohesion across the communities in which they operate.

Developer of an online money transfer platform intended to help people to send money to friends and family living abroad.

Operator of a multi-currency account and mobile application intended to offer payments and banking services.

Developer of an online peer-to-peer currency exchange platform designed for secure international money transfers.

<b>Primary Industry</b>	Financial Software	Financial Software	Financial Software	Financial Software
<b>HQ Location</b>	London, United Kingdom	London, United Kingdom	London, United Kingdom	Dublin, Ireland
<b>Employees</b>	2200   2021	1200   2021	46   2021	90   2021
<b>Total Raised</b>	\$1.82B	\$942.52M	\$8.81M	\$36.06M
<b>Post Valuation</b>	\$33.00B <sup>E</sup>   14-Jul-2021	\$887.97M <sup>E</sup>   02-Jun-2019	\$37.14M <sup>E</sup>   25-Jun-2019	-
<b>Last Financing Details</b>	\$800.00M   2021/Later Stage VC (Series E)	\$278.23M   2021/Debt - General	\$6.72M   2019/Later Stage VC (Series A)	Undisclosed amount   2020/Later Stage VC

<sup>E</sup> Estimated

## Patents

**1** Total Patents  
 Families      **1** Total Documents  
 Applications and Grants      **0** Active      **0** Pending      **0** Expiring  
 In next 12 mo      **1** Inactive

### Recent Patent Activity

Publication ID	Patent Title	Activity	Activity Date	Family Id	Technology (CPC)	Citations	Independent Claims	First Filing Date
US-20160148192-A1	Method and system for multicurrency transactions	Abandoned	19-Apr-2017	56010619	G06Q20/351	4	2	21-Nov-2014

## Current Team (22)

Name	Title	Board Seats	Office	Phone	Email
Nikolay Storonsky	Co-Founder, Chief Executive Officer & Board Member	1	London, United Kingdom	+44 (0)20 3322 8352	<a href="mailto:nikolay.storonsky@revolut.com">nikolay.storonsky@revolut.com</a>
Matt Baxby	Chief Executive Officer, Australia and Interim Group CEO Banking		London, United Kingdom	+44 (0)20 3322 8352	<a href="mailto:matt.baxby@revolut.com">matt.baxby@revolut.com</a>
Paroma Chatterjee	Chief Executive Officer, India		London, United Kingdom	+44 (0)20 3322 8352	
James Shanahan	Chief Executive Officer, Singapore		London, United Kingdom	+44 (0)20 3322 8352	<a href="mailto:james.shanahan@revolut.com">james.shanahan@revolut.com</a>
Ronald Oliveira	Chief Executive Officer, USA		London, United Kingdom	+44 (0)20 3322 8352	<a href="mailto:ronald.oliveira@revolut.com">ronald.oliveira@revolut.com</a>
Mikko Salovaara	Chief Financial Officer		London, United Kingdom	+44 (0)20 3322 8352	

Steven Harman	Chief Operating Officer		London, United Kingdom	+44 (0)20 3322 8352	steven.harman@revolut.com
Vladyslav Yatsenko	Co-Founder, Chief Technology Officer & Board Member	1	London, United Kingdom	+44 (0)20 3322 8352	vlad.yatsenko@revolut.com
Pierre Decote	Chief Risk Officer		London, United Kingdom	+44 (0)20 3322 8352	pierre.decote@revolut.com
Jean-Baptiste Kalck	Director of Strategic Partnerships		London, United Kingdom	+44 (0)20 3322 8352	
Sid Jajodia	Chief Banking Officer	1	London, United Kingdom	+44 (0)20 3322 8352	sjajodia@revolut.com
Richard Martin	Vice President & Head of Core Payments		London, United Kingdom	+44 (0)20 3322 8352	richard.martin@revolut.com
Edward Cooper	Head of Crypto		London, United Kingdom	+44 (0)20 3322 8352	edward@revolut.com
Peter Collins	Head of Internal Audit		London, United Kingdom	+44 (0)20 3322 8352	peter.collins@revolut.com
Vaidas Adomauskas	Head Of Revolut Business		London, United Kingdom	+44 (0)20 3322 8352	
Alan Chang	Senior Vice President of Revenue		London, United Kingdom	+44 (0)20 3322 8352	alan@revolut.com
Jerome Fernandez	Vice President - Cards		London, United Kingdom	+44 (0)20 3322 8352	
Lesley Smith	Vice President Communications and Public Affairs		London, United Kingdom	+44 (0)20 3322 8352	lesley.smith@revolut.com
Don Hoang	Vice President, Global Business		London, United Kingdom	+44 (0)20 3322 8352	don.hoang@revolut.com
Bruce Wallace	Advisor		London, United Kingdom	+44 (0)20 3322 8352	bruce.wallace@revolut.com
William Rattray	Interim Chief Financial Officer	1	London, United Kingdom	+44 (0)11 7910 7910	
Michael Sherwood	Board Member & Chairman of the Remuneration Committee	2	London, United Kingdom	+44 (0)20 7099 4322	michael.sherwood@goldmansachs.com

## Current Board Members (8)

Name	Title	Representing	Role	Since	Phone	Email
Caroline Britton	Board Member & Chairperson of the Audit Committee	Self	Board Member & Chairperson of the Audit Committee		+44 (0)12 4466 5700	
Ian Wilson	Board Member	Self	Board Member		+44 (0)20 3322 8352	ian.wilson@revolut.com
Klaus Hommels Ph.D	Founder & Chairman	Lakestar	Board Member			
Martin Gilbert	Chairman	Self	Chairman	Jan 2020	+1 (800) 522-5465	
Michael Sherwood	Board Member & Chairman of the Remuneration Committee		Board Member & Chairman of the Remuneration Committee	Jan 2019	+44 (0)20 7099 4322	michael.sherwood@goldmansachs.com
Nikolay Storonsky	Co-Founder, Chief Executive Officer & Board Member	Revolut	Co-Founder, Chief Executive Officer & Board Member	Jan 2014	+44 (0)20 3322 8352	nikolay.storonsky@revolut.com
Rebecca Kaufmann	Board Member	Self	Board Member	Dec 2020	+44 (0)20 3322 8352	rmk@revolut.com
Vladyslav Yatsenko	Co-Founder, Chief Technology Officer & Board Member	Revolut	Co-Founder, Chief Technology Officer & Board Member	Jan 2014	+44 (0)20 3322 8352	vlad.yatsenko@revolut.com

## Deal History (12)

#	Deal Type	Date	Amount	Raised to Date	Pre-Val	Post-Val	Status	Stage
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12.	Later Stage VC (Series E)	15-Jul-2021	\$800.00M	\$1.82B	\$32.20B	\$33.00B <sup>E</sup>	Completed	Generating Revenue
11.	Later Stage VC (Series D)	24-Jul-2020	\$580.00M	\$1.02B	\$4.60B	\$5.18B	Completed	Generating Revenue
10.	Later Stage VC	14-Nov-2018	\$1.50B <sup>E</sup>				Cancelled	Generating Revenue
9.	Later Stage VC (Series C)	25-Apr-2018	\$352.54M	\$442.66M	\$2.04B	\$2.40B	Completed	Generating Revenue
8.	Early Stage VC (Series B)	06-Oct-2017	\$68.47M	\$90.12M	\$265.21M	\$333.68M	Completed	Generating Revenue
7.	Equity Crowdfunding	30-Jul-2017	\$5.30M	\$21.65M			Completed	Generating Revenue
6.	Debt - General	01-Jun-2017	\$4.52M	\$21.65M			Completed	Generating Revenue
5.	Early Stage VC (Series A)	20-Jul-2016	\$12.21M	\$17.12M	\$37.43M	\$49.64M	Completed	Generating Revenue
4.	Seed Round	04-Feb-2016	\$4.91M	\$4.91M	\$8.32M	\$13.23M	Completed	Generating Revenue
3.	Accelerator/Incubator	28-Jun-2014					Completed	Startup
2.	Accelerator/Incubator	01-Jan-2014					Completed	Startup
1.	Accelerator/Incubator						Completed	Startup

<sup>†</sup> Indicates an Add-On

<sup>E</sup> Estimated

#### CAP TABLE HISTORY (as of 24-Jul-2020)

Stock	# Of Shares Authorized	Par Value	Original Issue Price	Liquidation	Liquidation Pref. Multiple	Conversion Price	% Owned
E Ordinary	4,777,536	\$0.000001	\$121.40	\$121.40	1x	\$121.40	11.19%
D Preferred	5,730,140	\$0.000001	\$43.63	\$43.63	1x	\$43.63	13.42%
Ordinary	6,013,829	\$0.000001	\$8.52	\$8.52	1x	\$8.52	14.08%
Preference C	444,341	\$0.000001	\$8.57	\$8.57	1x	\$8.57	1.04%
Preference C	5,432,491	\$0.000001	\$8.73	\$8.73	1x	\$8.73	12.72%
Preference C	579,299	\$0.000001	\$6.94	\$6.94	1x	\$6.94	1.36%
Preference B	4,396,997	\$0.000001	\$1.68	\$1.68	1x	\$1.68	10.30%
Preference B	698,868	\$0.000001	\$1.58	\$1.58	1x	\$1.58	1.64%
Preference A	1,189,150	\$0.000001	\$1.37	\$1.37	1x	\$1.37	2.78%
Preference A	1,107,680	\$0.000001	\$0.79	\$0.79	1x	\$0.79	2.59%
Preference A	4,070,700	\$0.000001	\$0.38	\$0.38	1x	\$0.38	9.53%

Series Terms for: D Preferred, E Ordinary, Ordinary, Preference A, Preference B, Preference C (as of 24-Jul-2020)

Participating vs. Non-participating Dividend Rights	Non-participating Yes	Anti-dilution Provisions	Weighted Average
		Redemption Rights	No
		Board Voting Rights	Yes
		General Voting Rights	Yes

## Deal #12: Later Stage VC (Series E), \$800M, Completed; 15-Jul-2021

VC Round	7 Round	Financing Status	Venture Capital-Backed	Total Invested Capital	\$800.00M
Deal Types	Later Stage VC, Series E	Financing Source	Venture Capital	Pre-money Valuation	\$32.20B
Deal Amount	\$800.00M	Raised to Date	\$1.82B **	Post Valuation	\$33.00B <sup>E</sup>
Deal Status	Completed	Total Invested Equity	\$800.00M	CEO/Lead Mgt	Nikolay Storonsky
Deal Date	15-Jul-2021			Site	London, United Kingdom
% Acquired	2.42%			Business Status	Generating Revenue

### Deal Synopsis

The company raised \$800 million of Series E venture funding in a deal led by Tiger Global Management and SoftBank Investment Advisers on July 15, 2021, putting the company's pre-money valuation at \$32.2 billion. Other Undisclosed investors also participated in the round. The funds will be used to bring on a wider range of services and promotions to grow customer base and build out its user bases in the U.S. and India.

*† Not necessarily a summation of individual debt figures*

*\*\* Includes \$4.52M of known debt; Does not include grant funding*

*E Estimated*

### Investors (2)

Investor Name	Status	Lead/Sole	Comments	
1. SoftBank Investment Advisers	New Investor	No	Lead Partner: Form of Payment: Fund 1:	Karol Niewiadomski Cash SoftBank Vision Fund II
2. Tiger Global Management	New Investor	No	Lead Partner: Form of Payment: Fund 1:	Scott Shleifer Cash Tiger Global Private Investment Partners XII

*E Estimated*

### Advisors (2)

#	Advisor Name	Service Type	Hired By	Comments
1.	Financial Technology Partners	Advisor: General	Revolut	
2.	Orrick	Legal Advisor	Revolut	Lead Partner: Christopher Grew

## Deal #11: Later Stage VC (Series D), \$580M, Completed; 24-Jul-2020

<b>VC Round</b>	6 Round	<b>Financing Status</b>	Venture Capital-Backed	<b>Total Invested Capital</b>	\$580.00M
<b>Deal Types</b>	Later Stage VC, Series D	<b>Financing Source</b>	Venture Capital	<b>Pre-money Valuation</b>	\$4.60B
<b>Deal Amount</b>	\$580.00M	<b>Raised to Date</b>	\$1.02B **	<b>Post Valuation</b>	\$5.18B
<b>Deal Status</b>	Completed	<b>Total Invested Equity</b>	\$580.00M	<b>CEO/Lead Mgt</b>	Nikolay Storonsky
<b>Deal Date</b>	24-Jul-2020	<b>Investor Ownership</b>	80.65%	<b>Site</b>	London, United Kingdom
<b>Announced Date</b>	17-Jan-2020	<b>Stock Split</b>	1 : 1	<b>Business Status</b>	Generating Revenue
<b>% Acquired</b>	11.19%				

### Deal Synopsis

The company raised \$580 million of Series D venture funding in a deal led by TCV on July 24, 2020, putting the company's pre-money valuation at \$4.60 billion. TSG Consumer, Crux Capital (Menlo Park), Nyca Partners, London Impact Ventures, The Factory (France), FG2 Capital, Star Tech NG, Sahra Growth Capital, 10X Group and ten other investors also participated in the round. The funds will be used to further enhance product development in regions where it already has operations, and to launch banking operations in Europe to increase customer engagement.

*# Not necessarily a summation of individual debt figures*

*\*\* Includes \$4.52M of known debt; Does not include grant funding*

*E Estimated*

### Cap Table History

## E ORDINARY TERMS

### CAP TABLE HISTORY

Stock	# Of Shares Authorized	Par Value	Original Issue Price	Liquidation	Liquidation Pref. Multiple	Conversion Price	% Owned
E Ordinary	4,777,536	\$0.000001	\$121.40	\$121.40	1x	\$121.40	11.19%
D Preferred	5,730,140	\$0.000001	\$43.63	\$43.63	1x	\$43.63	13.42%
Ordinary	6,013,829	\$0.000001	\$8.52	\$8.52	1x	\$8.52	14.08%
Preference C	444,341	\$0.000001	\$8.57	\$8.57	1x	\$8.57	1.04%
Preference C	5,432,491	\$0.000001	\$8.73	\$8.73	1x	\$8.73	12.72%
Preference C	579,299	\$0.000001	\$6.94	\$6.94	1x	\$6.94	1.36%
Preference B	4,396,997	\$0.000001	\$1.68	\$1.68	1x	\$1.68	10.30%
Preference B	698,868	\$0.000001	\$1.58	\$1.58	1x	\$1.58	1.64%
Preference A	1,189,150	\$0.000001	\$1.37	\$1.37	1x	\$1.37	2.78%
Preference A	1,107,680	\$0.000001	\$0.79	\$0.79	1x	\$0.79	2.59%
Preference A	4,070,700	\$0.000001	\$0.38	\$0.38	1x	\$0.38	9.53%

#### Investors (20)

Investor Name	Status	Lead/Sole	Comments
1. 10X Group	New Investor	No	Form of Payment: Cash
2. AdTay Ventures	New Investor	No	Form of Payment: Cash
3. Andrew Nutter	New Investor	No	Lead Partner: Andrew Nutter Form of Payment: Cash
4. Bond Capital (San Francisco)	New Investor	No	Amount: \$62.63M Form of Payment: Cash Fund 1: Bond Capital Fund
5. Connor Milner	New Investor	No	Lead Partner: Connor Milner Form of Payment: Cash
6. Crux Capital (Menlo Park)	New Investor	No	Form of Payment: Cash
7. FG2 Capital	New Investor	No	Form of Payment: Cash

8. GP Bullhound	New Investor	No	Lead Partner: Form of Payment: Fund 1:	Per Roman Cash GP Bullhound Fund V
9. G Squared	New Investor	No	Form of Payment: Fund 1:	Cash G Squared V
10. London Impact Ventures	New Investor	No	Form of Payment:	Cash
11. Mayel de Borniol	New Investor	No	Lead Partner: Form of Payment:	Mayel de Borniol Cash
12. Nyca Partners	New Investor	No	Form of Payment: Fund 1:	Cash NYCA Investment Fund
13. Ribbit Capital	Follow-On Investor	No	Amount: Form of Payment: Fund 1:	\$37.58M Cash RH Ribbit Opportunity II
14. Sahra Growth Capital	New Investor	No	Form of Payment:	Cash
15. Star Tech NG	New Investor	No	Form of Payment: Fund 1:	Cash MVP Star Tech NG Fund
16. TCV	New Investor	Yes	Amount: Form of Payment: Fund 1:	\$187.90M Cash TCV X
17. Teodoro D'Ambrosio	New Investor	No	Lead Partner: Form of Payment:	Teodoro D'Ambrosio Cash
18. The Factory (France)	New Investor	No	Form of Payment:	Cash
19. TSG Consumer	New Investor	No	Amount: Form of Payment: Fund 1:	\$100.21M Cash TSG Coinvest Midco
20. United First Partners	New Investor	No	Form of Payment:	Cash

*E* Estimated

### Advisors (3)

#	Advisor Name	Service Type	Hired By	Comments
1.	Goodwin	Legal Advisor	Investor	Lead Partner: James Hutchinson JD
2.	Orrick	Legal Advisor	Revolut	Lead Partner: Christopher Grew
3.	Weil, Gotshal & Manges	Legal Advisor	TCV	Lead Partner: Simon Lyell

### Tranches (3)

Tranche Date	Amount	Financing Type	Comments	
1. 05-Feb-2020	\$500.00M	Later Stage VC	Stock Type: Preferred Investors: TCV, Rabbit Capital, Bond Capital (San Francisco) Tranche Size Status: Actual Stock Series Type: D	
2. 10-Feb-2020		Bridge	Tranche Size Status: Actual Conversion Status: No	
3. 24-Jul-2020	\$80.00M	Later Stage VC	Stock Type: Preferred Investors: TSG Consumer Tranche Size Status: Actual Stock Series Type: D	

### Financials

#### Financials - TTM Dec 2020

All Financials in Thousands, USD

Deal Multiples		Income Statement		Balance Sheet	
Valuation / EBITDA	-34.33	Total Revenue	284,757	Total Current Assets	7,186,316
Valuation / EBIT	-20.36	Total Operating Profit/(Loss)	(257,206)	Net Property, Plant and Equipment	20,448
Valuation / Revenue	18.21	EBITDA	(151,017)	Total Non-Current Assets	21,008
Deal Size / EBITDA	-3.84	EBIT	(254,606)	Total Assets	7,207,324
Deal Size / EBIT	-2.28			Total Current Liabilities	6,633,873
Deal Size / Revenue	2.04			Total Non-Current Liabilities	4,871
				Total Liabilities	6,638,744
				Total Equity	568,580
				Total Debt	0
				Working Capital	552,443

Ratios		Data Origination	
EBITDA Margin	-53.03%	Original	Yes
Revenue % Growth	33.80%	Calculated	Yes
Current Ratio	1.08		
Quick Ratio	0.03		
Debt to Equity	0.00		
Total Debt to Equity	0.00		
Total Asset Turnover	0.04		

### Deal #10: Later Stage VC, \$1.5B, Failed/Cancelled; 14-Nov-2018

VC Round	5 Round	Financing Status	Pending Transaction (VC)	Total Invested Capital	\$1.50B
Deal Types	Later Stage VC	Financing Source	Venture Capital	CEO/Lead Mgt	Nikolay Storonsky
Deal Amount	\$1.50B <sup>E</sup>	Total New Debt	\$1.00B <sup>‡</sup>	Site	London, United Kingdom
Deal Status	Failed/Cancelled	Total Invested Equity	\$500.00M	Business Status	Generating Revenue
Deal Date	14-Nov-2018				

#### Deal Synopsis

The company is in talks to raise \$1500 million through a combination of debt and equity from Softbank and other undisclosed investors as of November 14, 2018.

<sup>‡</sup> Not necessarily a summation of individual debt figures

<sup>\*\*</sup> Does not include grant funding

<sup>E</sup> Estimated

#### Lenders & Debt Financings

## Debt Summary

<b>Total New Debt</b>	\$1.00B (Not necessarily a summation of individual debt figures)
<b>Loan</b>	\$1.00B

**Loan: \$1.00B**

## Debt Instrument

Debt Amount:	\$1.00B
Additional Debt Characteristics:	Convertible

*E* Estimated

## Advisors (2)

#	Advisor Name	Service Type	Hired By	Comments
1.	J.P. Morgan	Advisor: General	Revolut	
2.	Orrick	Legal Advisor	Revolut	Lead Partner: Christopher Grew

## Financials

### Financials - TTM Dec 2018

All Financials in Thousands, USD

Deal Multiples		Income Statement		Balance Sheet	
<b>Deal Size / EBITDA</b>	<b>-34.56</b>	<b>Total Revenue</b>	77,661	<b>Total Current Assets</b>	1,400,868
<b>Deal Size / EBIT</b>	<b>-34.14</b>	<b>Total Operating Profit/(Loss)</b>	(45,410)	<b>Net Property, Plant and Equipment</b>	4,893
<b>Deal Size / Revenue</b>	19.31	<b>EBITDA</b>	(43,405)	<b>Total Non-Current Assets</b>	51,858
<b>Debt Raised in Round / Equity</b>	2.00	<b>EBIT</b>	(43,933)	<b>Total Assets</b>	1,452,726
<b>Debt Raised in Round / EBITDA</b>	<b>-23.04</b>			<b>Total Current Liabilities</b>	1,204,979
				<b>Total Non-Current Liabilities</b>	1,488
				<b>Total Liabilities</b>	1,206,468
				<b>Total Equity</b>	246,258
				<b>Total Debt</b>	0
				<b>Working Capital</b>	195,889

Ratios		Data Origination	
EBITDA Margin	-55.89%	Original	Yes
Revenue % Growth	353.87%	Calculated	Yes
Current Ratio	1.16		
Quick Ratio	0.04		
Debt to Equity	0.00		
Total Debt to Equity	0.00		
Total Asset Turnover	0.05		

### Deal #9: Later Stage VC (Series C), \$352.54M, Completed; 25-Apr-2018

VC Round	4 Round	Financing Status	Venture Capital-Backed	Total Invested Capital	\$352.54M
Deal Types	Later Stage VC, Series C	Financing Source	Venture Capital	Pre-money Valuation	\$2.04B
Deal Amount	\$352.54M	Raised to Date	\$442.66M **	Post Valuation	\$2.40B
Deal Status	Completed	Total Invested Equity	\$352.54M	CEO/Lead Mgt	Nikolay Storonsky
Deal Date	25-Apr-2018	Investor Ownership	84.56%	Site	London, United Kingdom
				# of Employees	350
				Business Status	Generating Revenue

#### Deal Synopsis

The company raised GBP 250 million of Series C venture funding in a deal led by DST Global on April 25, 2018, putting the company's pre-money valuation at GBP 1.45 billion. Sprints Capital, Greyhound Capital, Loric Ventures, Socii Capital, Inbox Capital, Index Ventures, Ribbit Capital, Deeptech Ventures, Draper Esprit, and Lakestar also participated in the round. The company intends to use the capital to hire engineers and designers, to launch new features, scale the company in the United States, Canada, Singapore, Hong Kong, Australia, and New Zealand this year, with many more countries in the pipeline and increase the company's workforce from 350 to around 800 employees in 2018.

*# Not necessarily a summation of individual debt figures*

*\*\* Includes \$4.52M of known debt; Does not include grant funding*

*E Estimated*

#### Cap Table History

#### D PREFERRED TERMS

Participating vs. Non-participating Dividend Rights	Non-participating Yes	Anti-dilution Provisions	Weighted Average
		Redemption Rights	No
		Board Voting Rights	Yes
		General Voting Rights	Yes

#### CAP TABLE HISTORY

Stock	# Of Shares Authorized	Par Value	Original Issue Price	Liquidation	Liquidation Pref. Multiple	Conversion Price	% Owned
D Preferred	5,730,140	\$0.000001	\$61.52	\$61.52	1x	\$61.52	16.33%
Ordinary	6,013,829	\$0.000001	\$12.01	\$12.01	1x	\$12.01	17.14%
Preference C	444,341	\$0.000001	\$12.09	\$12.09	1x	\$12.09	1.27%
Preference C	5,432,491	\$0.000001	\$12.31	\$12.31	1x	\$12.31	15.49%
Preference C	579,299	\$0.000001	\$9.79	\$9.79	1x	\$9.79	1.65%
Preference B	4,396,997	\$0.000001	\$2.37	\$2.37	1x	\$2.37	12.53%
Preference B	698,868	\$0.000001	\$2.22	\$2.22	1x	\$2.22	1.99%
Preference A	1,189,150	\$0.000001	\$1.93	\$1.93	1x	\$1.93	3.39%
Preference A	1,107,680	\$0.000001	\$1.12	\$1.12	1x	\$1.12	3.16%
Preference A	4,070,700	\$0.000001	\$0.54	\$0.54	1x	\$0.54	11.60%

#### Investors (11)

Investor Name	Status	Lead/Sole	Comments	
1. Deeptech Ventures	New Investor	No	Form of Payment:	Cash
2. Draper Esprit	New Investor	No	Amount:	\$23.27M
			Lead Partner:	Simon Cook
			Form of Payment:	Cash
			Fund 1:	DFJ Esprit IV
3. DST Global	New Investor	Yes	Form of Payment:	Cash
			Fund 1:	DST Global V
4. Greyhound Capital	Follow-On Investor	No	Form of Payment:	Cash
5. Inbox Capital	New Investor	No	Form of Payment:	Cash
6. Index Ventures	Follow-On Investor	No	Lead Partner:	Martin Mignot
			Form of Payment:	Cash
			Fund 1:	Index Ventures VIII

7. Lakestar	New Investor	No	Amount: Lead Partner: Form of Payment: Fund 1:	\$70.51M Klaus Hommels Ph.D Cash Lakestar II
8. Loric Ventures	New Investor	No	Form of Payment:	Cash
9. Ribbit Capital	Follow-On Investor	No	Form of Payment: Fund 1:	Cash IG Ribbit Opportunity II
10. Socii Capital	New Investor	No	Form of Payment:	Cash
11. Sprints Capital	New Investor	No	Form of Payment: Fund 1:	Cash Sprints Capital International II

*E* Estimated

#### Advisors (2)

#	Advisor Name	Service Type	Hired By	Comments
1.	Goodwin	Legal Advisor	DST Global	Lead Partner: Cameron Contizano JD
2.	Orrick	Legal Advisor	Revolut	Lead Partner: Christopher Grew

#### Financials

##### Financials - TTM Dec 2017

All Financials in Thousands, USD

Deal Multiples		Income Statement		Balance Sheet	
Valuation / EBITDA	-124.11	Total Revenue	16,522	Total Current Assets	327,232
Valuation / EBIT	-123.36	Total Operating Profit/(Loss)	(19,509)	Net Property, Plant and Equipment	562
Valuation / Revenue	145.10	EBITDA	(19,316)	Total Non-Current Assets	19,958
Deal Size / EBITDA	-18.25	EBIT	(19,433)	Total Assets	347,190
Deal Size / EBIT	-18.14			Total Current Liabilities	287,821
Deal Size / Revenue	21.34			Total Non-Current Liabilities	0
				Total Liabilities	287,821
				Total Equity	59,369
				Total Debt	0
				Working Capital	39,411

Ratios		Data Origination	
EBITDA Margin	-116.91%	Original	Yes
Revenue % Growth	443.05%	Calculated	Yes
Current Ratio	1.14		
Quick Ratio	0.10		
Debt to Equity	0.00		
Total Debt to Equity	0.00		
Total Asset Turnover	0.05		

### Deal #8: Early Stage VC (Series B), \$68.47M, Completed; 06-Oct-2017

VC Round	3 Round	Financing Status	Venture Capital-Backed	Total Invested Capital	\$68.47M
Deal Types	Early Stage VC, Series B	Financing Source	Venture Capital	Pre-money Valuation	\$265.21M
Deal Amount	\$68.47M	Raised to Date	\$90.12M **	Post Valuation	\$333.68M
Deal Status	Completed	Total Invested Equity	\$68.47M	CEO/Lead Mgt	Nikolay Storonsky
Deal Date	06-Oct-2017	Investor Ownership	81.66%	Site	London, United Kingdom
Announced Date	12-Jul-2017	Stock Split	1 : 1	# of Employees	140
% Acquired	20.52%			Business Status	Generating Revenue

### Deal Synopsis

The company raised GBP 51.24 million of Series A and B venture funding in a deal led by Index Ventures (UK) on October 6, 2017, putting the company's pre-money valuation at GBP 198.46 million. TriplePoint Venture Growth, Balderton Capital, Greyhound Capital, Global Founders Capital ,#adm Ventures and Ribbit Capital also participated in this round. The company intends to use the funds to hire a number of country managers across Europe, expand into the United States, Asia, develop its business and launch new products and services.

*# Not necessarily a summation of individual debt figures*

*\*\* Includes \$4.52M of known debt; Does not include grant funding*

*E Estimated*

## Cap Table History

### ORDINARY TERMS

Participating vs. Non-participating Dividend Rights	Non-participating Yes	Anti-dilution Provisions Redemption Rights General Voting Rights	Weighted Average No Yes
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### CAP TABLE HISTORY

Stock	# Of Shares Authorized	Par Value	Original Issue Price	Liquidation	Liquidation Pref. Multiple	Conversion Price	% Owned
Ordinary	6,013,829	\$0.000001	\$11.39	\$11.39	1x	\$11.39	20.52%
Preference C	444,341	\$0.000001	\$11.45	\$11.45	1x	\$11.45	1.52%
Preference C	5,432,491	\$0.000001	\$11.67	\$11.67	1x	\$11.67	18.54%
Preference C	579,299	\$0.000001	\$9.28	\$9.28	1x	\$9.28	1.98%
Preference B	4,396,997	\$0.000001	\$2.25	\$2.25	1x	\$2.25	15.00%
Preference B	698,868	\$0.000001	\$2.11	\$2.11	1x	\$2.11	2.38%
Preference A	1,189,150	\$0.000001	\$1.83	\$1.83	1x	\$1.83	4.06%
Preference A	1,107,680	\$0.000001	\$1.06	\$1.06	1x	\$1.06	3.78%
Preference A	4,070,700	\$0.000001	\$0.51	\$0.51	1x	\$0.51	13.89%

## Investors (7)

Investor Name	Status	Lead/Sole	Comments
1. #adm Ventures	New Investor	No	Form of Payment: Cash
2. Balderton Capital	Follow-On Investor	No	Lead Partner: Daniel Waterhouse Ph.D Form of Payment: Cash Fund 1: Balderton Capital V
3. Global Founders Capital	New Investor	No	Form of Payment: Cash
4. Greyhound Capital	New Investor	No	Form of Payment: Cash

5. Index Ventures	Follow-On Investor	Yes	Lead Partner: Form of Payment: Fund 1:	Martin Mignot Cash Index Ventures VIII
6. Ribbit Capital	Follow-On Investor	No	Form of Payment: Fund 1:	Cash Ribbit Capital II
7. TriplePoint Venture Growth	New Investor	No	Form of Payment:	Cash

*E* Estimated

#### Advisors (1)

#	Advisor Name	Service Type	Hired By	Comments
1.	Orrick	Legal Advisor	Revolut	Lead Partner: Christopher Grew

#### Stock Price Data

**Deal Closed: 06-Oct-2017**

#### TriplePoint Venture Growth (TPVG)

VWAP 30 days prior:	\$13.22
Price 5 days prior:	\$13.40
Price 1 day prior:	\$13.54
<b>Price on Close Date:</b>	<b>\$13.45</b>
Price 1 day after:	\$13.45
Price 5 days after:	\$13.52
Price 30 days after:	\$13.72

#### Financials

##### Financials - TTM Dec 2017

All Financials in Thousands, USD

Deal Multiples		Income Statement		Balance Sheet	
Valuation / EBITDA	-17.27	Total Revenue	16,522	Total Current Assets	327,232
Valuation / EBIT	-17.17	Total Operating Profit/(Loss)	(19,509)	Net Property, Plant and Equipment	562
Valuation / Revenue	20.20	EBITDA	(19,316)	Total Non-Current Assets	19,958
Deal Size / EBITDA	-3.54	EBIT	(19,433)	Total Assets	347,190
Deal Size / EBIT	-3.52			Total Current Liabilities	287,821
Deal Size / Revenue	4.14			Total Non-Current Liabilities	0
				Total Liabilities	287,821
				Total Equity	59,369
				Total Debt	0
				Working Capital	39,411
Ratios		Data Origination			
EBITDA Margin	-116.91%	Original		Yes	
Revenue % Growth	443.05%	Calculated		Yes	
Current Ratio	1.14				
Quick Ratio	0.10				
Debt to Equity	0.00				
Total Debt to Equity	0.00				
Total Asset Turnover	0.05				

## Investors (45)

### Active Investors (45)

Name	Investor Type	Holding	Investor Since	Board	Related Deals
SoftBank Investment Advisers	Venture Capital	Minority	Jul 2021		#12. Later Stage VC (Series E): New Investor, Jul 2021, Karol Niewiadomski, \$800.00M
Tiger Global Management	Venture Capital	Minority	Jul 2021		#12. Later Stage VC (Series E): New Investor, Jul 2021, Scott Shleifer, \$800.00M
10X Group	Venture Capital	Minority	Jul 2020		#11. Later Stage VC (Series D): New Investor, Jul 2020, \$580.00M
AdTay Ventures	Venture Capital	Minority	Jul 2020		#11. Later Stage VC (Series D): New Investor, Jul 2020, \$580.00M

Andrew Nutter	Angel (individual)	Minority	Jul 2020	#11. Later Stage VC (Series D): New Investor, Jul 2020, Andrew Nutter, \$580.00M
Bond Capital (San Francisco)	Venture Capital	Minority	Jul 2020	#11. Later Stage VC (Series D): New Investor, Jul 2020, \$580.00M
Connor Milner	Angel (individual)	Minority	Jul 2020	#11. Later Stage VC (Series D): New Investor, Jul 2020, Connor Milner, \$580.00M
Crux Capital (Menlo Park)	Venture Capital	Minority	Jul 2020	#11. Later Stage VC (Series D): New Investor, Jul 2020, \$580.00M
FG2 Capital	Venture Capital	Minority	Jul 2020	#11. Later Stage VC (Series D): New Investor, Jul 2020, \$580.00M
GP Bullhound	Investment Bank	Minority	Jul 2020	#11. Later Stage VC (Series D): New Investor, Jul 2020, Per Roman, \$580.00M
G Squared	Venture Capital	Minority	Jul 2020	#11. Later Stage VC (Series D): New Investor, Jul 2020, \$580.00M
London Impact Ventures	Venture Capital	Minority	Jul 2020	#11. Later Stage VC (Series D): New Investor, Jul 2020, \$580.00M
Mayel de Borniol	Angel (individual)	Minority	Jul 2020	#11. Later Stage VC (Series D): New Investor, Jul 2020, Mayel de Borniol, \$580.00M
Nyca Partners	Venture Capital	Minority	Jul 2020	#11. Later Stage VC (Series D): New Investor, Jul 2020, \$580.00M
Sahra Growth Capital	Venture Capital	Minority	Jul 2020	#11. Later Stage VC (Series D): New Investor, Jul 2020, \$580.00M
Star Tech NG	Venture Capital	Minority	Jul 2020	#11. Later Stage VC (Series D): New Investor, Jul 2020, \$580.00M
TCV	Venture Capital	Minority	Jul 2020	#11. Later Stage VC (Series D): New Investor, Jul 2020, \$580.00M
Teodoro D'Ambrosio	Angel (individual)	Minority	Jul 2020	#11. Later Stage VC (Series D): New Investor, Jul 2020, Teodoro D'Ambrosio, \$580.00M
The Factory (France)	Venture Capital	Minority	Jul 2020	#11. Later Stage VC (Series D): New Investor, Jul 2020, \$580.00M
TSG Consumer	PE/Buyout	Minority	Jul 2020	#11. Later Stage VC (Series D): New Investor, Jul 2020, \$580.00M

United First Partners	Asset Manager	Minority	Jul 2020	#11. <a href="#">Later Stage VC (Series D)</a> : New Investor, Jul 2020, \$580.00M
Deeptech Ventures	Venture Capital	Minority	Apr 2018	#9. <a href="#">Later Stage VC (Series C)</a> : New Investor, Apr 2018, \$352.54M
Draper Esprit	Venture Capital	Minority	Apr 2018	#9. <a href="#">Later Stage VC (Series C)</a> : New Investor, Apr 2018, Simon Cook, \$352.54M
DST Global	Venture Capital	Minority	Apr 2018	#9. <a href="#">Later Stage VC (Series C)</a> : New Investor, Apr 2018, \$352.54M
Inbox Capital	Venture Capital	Minority	Apr 2018	#9. <a href="#">Later Stage VC (Series C)</a> : New Investor, Apr 2018, \$352.54M
Lakestar	Venture Capital	Minority	Apr 2018	#9. <a href="#">Later Stage VC (Series C)</a> : New Investor, Apr 2018, Klaus Hommels Ph.D, \$352.54M
Loric Ventures	Venture Capital	Minority	Apr 2018	#9. <a href="#">Later Stage VC (Series C)</a> : New Investor, Apr 2018, \$352.54M
Socii Capital	Venture Capital	Minority	Apr 2018	#9. <a href="#">Later Stage VC (Series C)</a> : New Investor, Apr 2018, \$352.54M
Sprints Capital	Growth/Expansion	Minority	Apr 2018	#9. <a href="#">Later Stage VC (Series C)</a> : New Investor, Apr 2018, \$352.54M
#adm Ventures	Venture Capital	Minority	Oct 2017	#8. <a href="#">Early Stage VC (Series B)</a> : New Investor, Oct 2017, \$68.47M
Global Founders Capital	Venture Capital	Minority	Oct 2017	#8. <a href="#">Early Stage VC (Series B)</a> : New Investor, Oct 2017, \$68.47M
Greyhound Capital	Growth/Expansion	Minority	Oct 2017	#8. <a href="#">Early Stage VC (Series B)</a> : New Investor, Oct 2017, \$68.47M #9. <a href="#">Later Stage VC (Series C)</a> : Follow-on, Apr 2018, \$352.54M
TriplePoint Venture Growth	Venture Capital	Minority	Oct 2017	#8. <a href="#">Early Stage VC (Series B)</a> : New Investor, Oct 2017, \$68.47M
NJF Capital	Corporate Venture Capital	Minority	Jul 2016	#5. <a href="#">Early Stage VC (Series A)</a> : New Investor, Jul 2016, \$12.21M
Ribbit Capital	Venture Capital	Minority	Jul 2016	#5. <a href="#">Early Stage VC (Series A)</a> : New Investor, Jul 2016, \$12.21M #8. <a href="#">Early Stage VC (Series B)</a> : Follow-on, Oct 2017, \$68.47M #9. <a href="#">Later Stage VC (Series C)</a> : Follow-on, Apr 2018, \$352.54M #11. <a href="#">Later Stage VC (Series D)</a> : Follow-on, Jul 2020, \$580.00M

Balderton Capital	Venture Capital	Minority	Feb 2016	✓	#4. Seed Round: New Investor, Feb 2016, Daniel Waterhouse Ph.D, \$4.91M #5. Early Stage VC (Series A): Follow-on, Jul 2016, Daniel Waterhouse Ph.D, \$12.21M #8. Early Stage VC (Series B): Follow-on, Oct 2017, Daniel Waterhouse Ph.D, \$68.47M
Digital Space Ventures	Venture Capital	Minority	Feb 2016		#4. Seed Round: New Investor, Feb 2016, \$4.91M
Ian Hannam	Angel (individual)	Minority	Feb 2016		#4. Seed Round: New Investor, Feb 2016, Ian Hannam, \$4.91M
Index Ventures	Venture Capital	Minority	Feb 2016		#4. Seed Round: New Investor, Feb 2016, Neil Rimer, \$4.91M #5. Early Stage VC (Series A): Follow-on, Jul 2016, Neil Rimer, \$12.21M #8. Early Stage VC (Series B): Follow-on, Oct 2017, Martin Mignot, \$68.47M #9. Later Stage VC (Series C): Follow-on, Apr 2018, Martin Mignot, \$352.54M
Matthew Greenburgh	Angel (individual)	Minority	Feb 2016		#4. Seed Round: New Investor, Feb 2016, Matthew Greenburgh, \$4.91M
Point Nine Capital	Venture Capital	Minority	Feb 2016		#4. Seed Round: New Investor, Feb 2016, \$4.91M #5. Early Stage VC (Series A): Follow-on, Jul 2016, \$12.21M
Venrex Investment Management	Venture Capital	Minority	Feb 2016		#4. Seed Round: New Investor, Feb 2016, \$4.91M #5. Early Stage VC (Series A): Follow-on, Jul 2016, \$12.21M
Seedcamp	Venture Capital	Minority	Jun 2014		#3. Accelerator/Incubator: New Investor, Jun 2014 #4. Seed Round: Follow-on, Feb 2016, \$4.91M #5. Early Stage VC (Series A): Follow-on, Jul 2016, \$12.21M
MasterCard Start Path Accelerator	Accelerator/Incubator	Minority	Jan 2014		#2. Accelerator/Incubator: New Investor, Jan 2014, Stephane Wyper
Level39	Accelerator/Incubator	Minority			#1. Accelerator/Incubator: New Investor

## Lenders on Deals (1)

Name	Lender Type	Debt Provided	Related Deal(s)
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TriplePoint Venture Growth	Business Development Company	Loan (\$4.52M)	#6. Debt - General: Jun 2017, Completed
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## Service Providers

### General Service (3)

Service Provider Name	Service Provided	Comments
Adler Shine	Auditor	
Faust Loveday Bell	Accounting	
Orrick	Legal Advisor	

### Service on a Deal (17)

Service Provider Name	Service Provided	Service To	Deal Date	Deal #	Comments
Financial Technology Partners	Advisor: General	Revolut	15-Jul-2021	12	
Orrick	Legal Advisor	Revolut	15-Jul-2021	12	
Goodwin	Legal Advisor		24-Jul-2020	11	
Orrick	Legal Advisor	Revolut	24-Jul-2020	11	
Weil, Gotshal & Manges	Legal Advisor	TCV	24-Jul-2020	11	
J.P. Morgan	Advisor: General	Revolut	14-Nov-2018	10	
Orrick	Legal Advisor	Revolut	14-Nov-2018	10	
Goodwin	Legal Advisor	DST Global	25-Apr-2018	9	
Orrick	Legal Advisor	Revolut	25-Apr-2018	9	
Orrick	Legal Advisor	Revolut	06-Oct-2017	8	
Orrick	Legal Advisor	Revolut	30-Jul-2017	7	
Seedrs	Lead Manager or Arranger	Revolut	30-Jul-2017	7	
Orrick	Legal Advisor	Revolut	01-Jun-2017	6	
Crowdcube	Lead Manager or Arranger	Revolut	20-Jul-2016	5	
Orrick	Legal Advisor	Revolut	20-Jul-2016	5	
JAG Shaw Baker	Legal Advisor	Revolut	04-Feb-2016	4	

## Lead Partners on Deals (30)

### Investors (19)

Name	All Deals	Title	Representing	Deals	Phone	Email
Karol Niewiadomski	2	Investment Director	SoftBank Investment Advisers	#12. Later Stage VC (Series E): Jul 2021, \$800.00M, Completed	+44 (0)20 7629 0431	
Scott Shleifer	45	Partner	Tiger Global Management	#12. Later Stage VC (Series E): Jul 2021, \$800.00M, Completed	+1 (212) 984-8800	scott.shleifer@tigerglobal.com
Andrew Nutter	5	Angel Investor	Andrew Nutter	#11. Later Stage VC (Series D): Jul 2020, \$580.00M, Completed	+44 (0)80 0078 7916	anutter@acorn-events.com
Connor Milner	3	Angel Investor	Connor Milner	#11. Later Stage VC (Series D): Jul 2020, \$580.00M, Completed		
Mayel de Borniol	1	Angel Investor	Mayel de Borniol	#11. Later Stage VC (Series D): Jul 2020, \$580.00M, Completed	+1 (415) 355-4207	
Per Roman	125	Co-Founder & Managing Partner	GP Bullhound	#11. Later Stage VC (Series D): Jul 2020, \$580.00M, Completed	+34 62 865 1007	per.roman@gpbullhound.com
Teodoro D'Ambrosio	5	Angel Investor	Teodoro D'Ambrosio	#11. Later Stage VC (Series D): Jul 2020, \$580.00M, Completed		
Klaus Hommels Ph.D	24	Founder & Chairman	Lakestar	#9. Later Stage VC (Series C): Apr 2018, \$352.54M, Completed		
Martin Mignot	22	Partner	Index Ventures	#9. Later Stage VC (Series C): Apr 2018, \$352.54M, Completed	+33 (0)9 75 18 37 17	m.mignot@indexventures.com
Simon Cook	27	Founder, Chief Executive Officer & Board Member	Draper Esprit	#9. Later Stage VC (Series C): Apr 2018, \$352.54M, Completed	+45 8987 1573	
Daniel Waterhouse Ph.D	54	Partner	Balderton Capital	#8. Early Stage VC (Series B): Oct 2017, \$68.47M, Completed	+44 (0)20 7016 6800	dwaterhouse@balderton.com
Martin Mignot	22	Partner	Index Ventures	#8. Early Stage VC (Series B): Oct 2017, \$68.47M, Completed	+33 (0)9 75 18 37 17	m.mignot@indexventures.com
Daniel Waterhouse Ph.D	54	Partner	Balderton Capital	#5. Early Stage VC (Series A): Jul 2016, \$12.21M, Completed	+44 (0)20 7016 6800	dwaterhouse@balderton.com
Neil Rimer	73	Co-Founder & General Partner	Index Ventures	#5. Early Stage VC (Series A): Jul 2016, \$12.21M, Completed	+41 (0)22 737 0000	n.rimer@indexventures.com
Daniel Waterhouse Ph.D	54	Partner	Balderton Capital	#4. Seed Round: Feb 2016, \$4.91M, Completed	+44 (0)20 7016 6800	dwaterhouse@balderton.com

Ian Hannam	2	Angel Investor	Ian Hannam	#4. Seed Round: Feb 2016, \$4.91M, Completed	+44 (0)20 7907 8500	ih@hannamandpartners.com
Matthew Greenburgh	1	Angel Investor	Matthew Greenburgh	#4. Seed Round: Feb 2016, \$4.91M, Completed		
Neil Rimer	73	Co-Founder & General Partner	Index Ventures	#4. Seed Round: Feb 2016, \$4.91M, Completed	+41 (0)22 737 0000	n.rimer@indexventures.com
Stephane Wyper	7	Founder & Global Lead	MasterCard Start Path Accelerator	#2. Accelerator/Incubator: Jan 2014, Completed		

### Service Providers - Sell Side (8)

Name	All Deals	Title	Representing	Deals	Phone	Email
Christopher Grew	282	Partner	Orrick	#12. Later Stage VC (Series E): Jul 2021, \$800.00M, Completed	+44 (0)20 7862 4600	cgrew@orrick.com
Christopher Grew	282	Partner	Orrick	#11. Later Stage VC (Series D): Jul 2020, \$580.00M, Completed	+44 (0)20 7862 4600	cgrew@orrick.com
Christopher Grew	282	Partner	Orrick	#10. Later Stage VC: Nov 2018, \$1.50B, Failed/Cancelled	+44 (0)20 7862 4600	cgrew@orrick.com
Christopher Grew	282	Partner	Orrick	#9. Later Stage VC (Series C): Apr 2018, \$352.54M, Completed	+44 (0)20 7862 4600	cgrew@orrick.com
Christopher Grew	282	Partner	Orrick	#8. Early Stage VC (Series B): Oct 2017, \$68.47M, Completed	+44 (0)20 7862 4600	cgrew@orrick.com
Joanna Oleniuk	8	Associate	Orrick	#7. Equity Crowdfunding: Jul 2017, \$5.30M, Completed		
Joanna Oleniuk	8	Associate	Orrick	#6. Debt - General: Jun 2017, \$4.52M, Completed		
Christopher Grew	282	Partner	Orrick	#5. Early Stage VC (Series A): Jul 2016, \$12.21M, Completed	+44 (0)20 7862 4600	cgrew@orrick.com

### Service Providers - Buy Side (2)

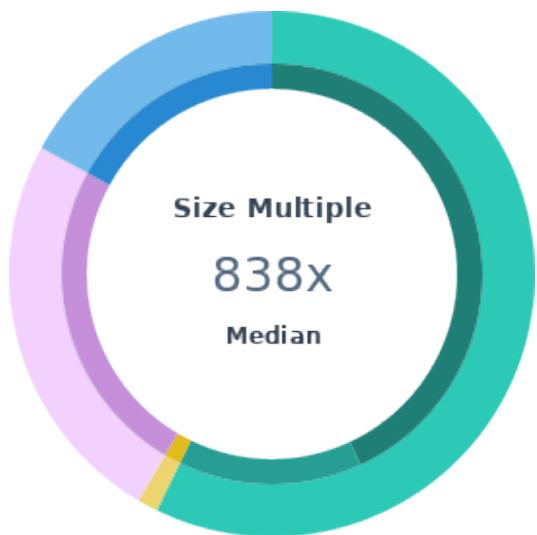
Name	All Deals	Title	Representing	Deals	Phone	Email
Simon Lyell	10	Partner	Weil, Gotshal & Manges	#11. Later Stage VC (Series D): Jul 2020, \$580.00M, Completed	+44 (0)20 7903 1388	simon.lyell@weil.com
Cameron Contizano JD	29	Partner, Business Law Department	Goodwin	#9. Later Stage VC (Series C): Apr 2018, \$352.54M, Completed	+1 (202) 346-4051	ccontizano@goodwinlaw.com

### Service Providers (1)

Name	All Deals	Title	Representing	Deals	Phone	Email
James Hutchinson JD	49	Partner	Goodwin	#11. Later Stage VC (Series D): Jul 2020, \$580.00M, Completed	+1 (202) 346-4293	jhutchinson@goodwinlaw.com

## Signals Summary

This company has a weekly growth rate of 0.10%, placing it in the 89th percentile of all growth rates tracked within PitchBook. Its underlying data points generate a size multiple that is 838x 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)

Twitter Followers	Social
250,945	0.37%
Similar Web Unique Visitors	Web
1,206,366	0.61%
Majestic Referring Domains	0.10%
10,603	Growth Rate 89th percentile
Employee Count	Employee
2,203	-0.98%
Mobile App Reviews	Mobile
22,966	0.40%

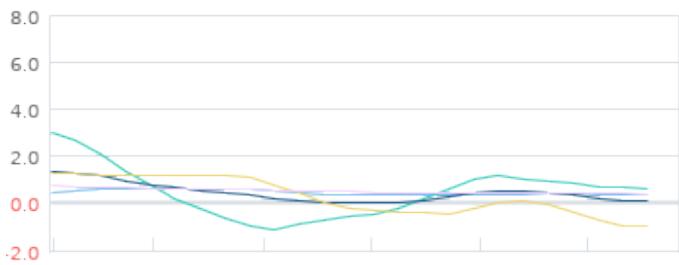
### Size Multiple Summary (x Median)

Twitter Followers	Social
250,945	799x
Similar Web Unique Visitors	Web
1,206,366	1.34Kx
Majestic Referring Domains	838X
10,603	Size Multiple 100th percentile
Employee Count	Employee
2,203	59.5x
Mobile App Reviews	Mobile
22,966	1.15Kx

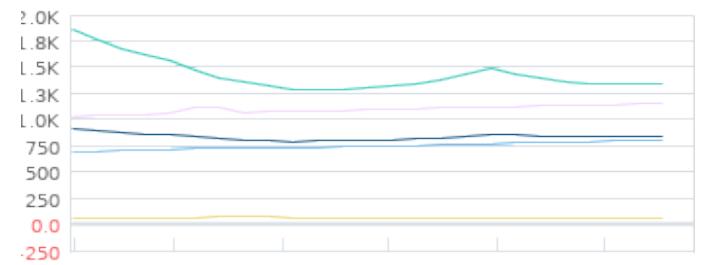
## Signals History

Growth Rate History

Size Multiple History



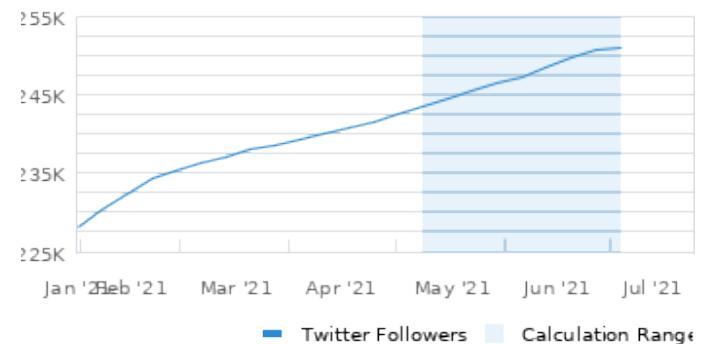
— Growth Rate    — Web Growth Rate  
— Social Growth Rate    — Employee Growth Rate  
— Mobile Growth Rate



— Size Multiple    — Web Size Multiple  
— Social Size Multiple    — Employee Size Multiple  
— Mobile Size Multiple

## Social Media Signals

### Twitter Followers 250,945



Metric	Revolut	All Companies Average
Twitter Followers	250,945	12,615
Growth Rate	0.37%	0.06%
Growth Rate Percentile	95th	44th
Size Multiple	799x	40.0x
Size Multiple Percentile	100th	50th

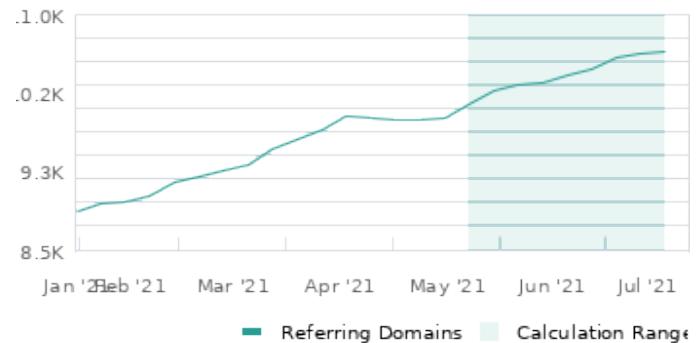
Metric	Revolut	All Companies Average
Twitter Followers	250,945	12,615
Growth Rate	0.37%	0.06%
Growth Rate Percentile	95th	44th
Size Multiple	799x	40.0x
Size Multiple Percentile	100th	50th

## Web Signals

**SimilarWeb Unique Visitors** 1,206,366



**Majestic Referring Domains** 10,603

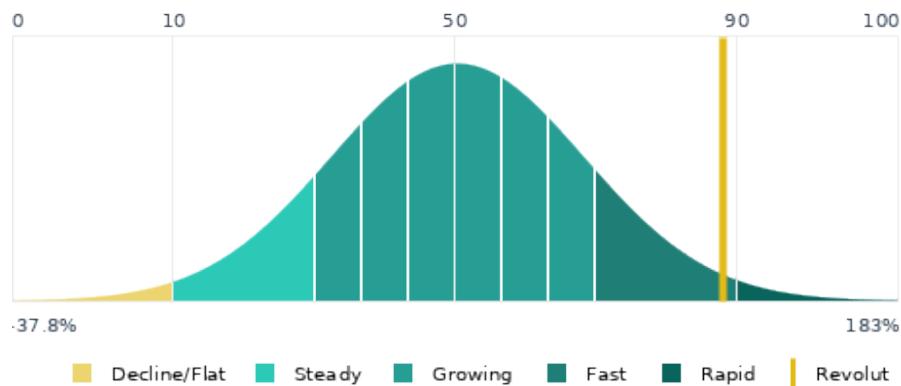


Metric	Revolut	All Companies Average
SimilarWeb Unique Visitors	1,206,366	23,083
Growth Rate	0.54%	0.24%
Growth Rate Percentile	79th	36th
Size Multiple	2.02Kx	43.3x
Size Multiple Percentile	100th	49th

Metric	Revolut	All Companies Average
Majestic Referring Domains	10,603	171
Growth Rate	0.68%	0.06%
Growth Rate Percentile	96th	15th
Size Multiple	663x	10.7x
Size Multiple Percentile	100th	49th

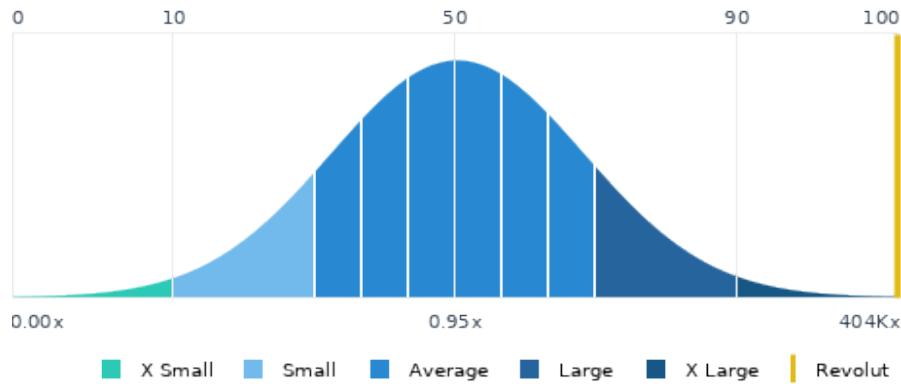
## Ranking And Distribution

**Weekly Growth** 0.10%, 89th %ile



Percentile	Min Rate	Max Rate	Avg. Rate
0-10	-37.8%	-0.02%	-0.89%
10-20	-0.01%	0.00%	0.00%
20-30	-	-	-
30-40	-	-	-
40-50	-	-	-
50-60	-	-	-
60-70	-	-	-
70-80	-	-	-
80-90	0.01%	0.22%	0.10%
90-100	0.23%	183%	1.57%

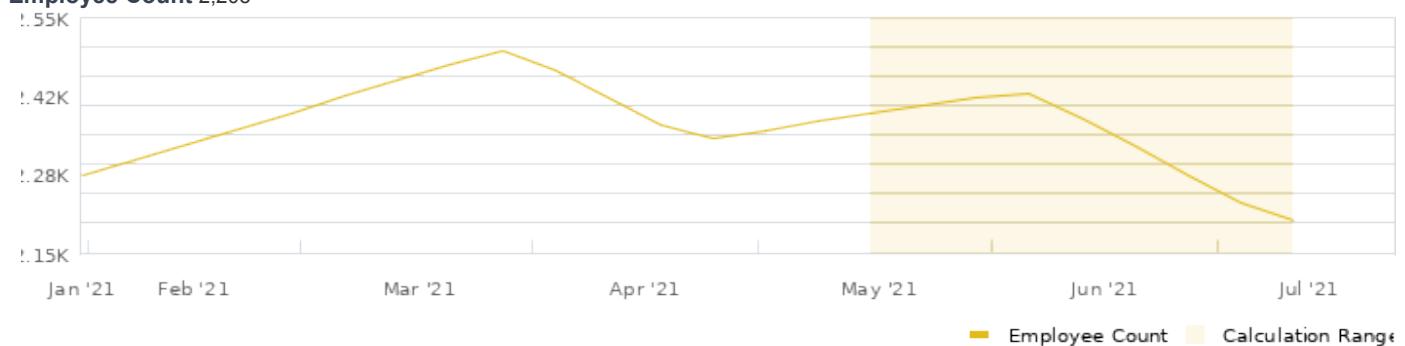
**Size Multiple** 838x, 100th %ile



Percentile	Min Size	Max Size	Avg. Size
0-10	0.00x	0.13x	0.08x
10-20	0.14x	0.25x	0.21x
20-30	0.26x	0.40x	0.34x
30-40	0.41x	0.63x	0.52x
40-50	0.64x	0.94x	0.80x
50-60	0.95x	1.38x	1.17x
60-70	1.39x	2.19x	1.77x
70-80	2.20x	3.78x	2.89x
80-90	3.79x	8.57x	5.62x
90-100	8.58x	404Kx	119x

## Employee Signals

### Employee Count 2,203



Company	Employee Count	Growth Rate	Growth Percentile	Size Multiple	Size Percentile
Revolut	2,203	-0.98%	10th	59.5x	93rd
All Companies Average	2,040	0.46%	47th	51.1x	50th

## Mobile Signals

### Primary Mobile App

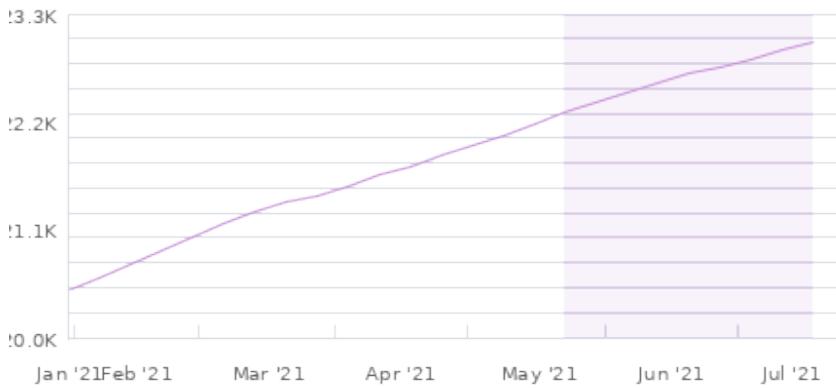


Revolut ★★★★★

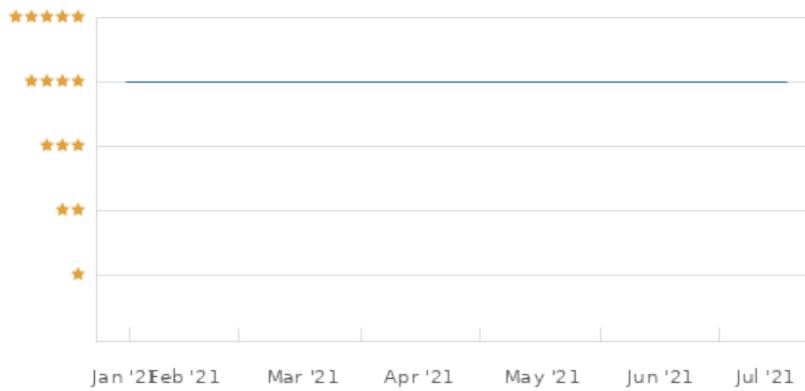
Category: Finance, Travel Price: Free

This is one app to manage all things money. Open an account in minutes to spend, budget, save, and invest, all in one secure place. Master managing your everyday spending- Spend securely with a card you control, where you can freeze and unfreeze with a tap. We'll give you a virtual card straight away, so that you can link to Google or Apple Pay and start spending immediately while you wait for your physical card to arrive.- Our award-winning security system is always keeping an eye on your card details - so shop online with peace of mind. Get an extra layer of protection when you pay online with virtual cards that self-destruct as soon as the purchase is complete.- Get full visibility and control over your spending when you connect your external bank accounts to Revolut.\* - Easily track and control your subscriptions, direct debits, and recurring payments in one place. - Master your money with smart analytics and budgeting tools to help you stay on track. - You'll unlock exclusive access to personalised discounts and cashback from brands you love so you can save more.- Also, get access to Revolut Junior to teach your kids money skills for life. Money borders are a thing of the past- Instant and free, the way it should be: transfer money to Revolut users in more than 30 countries around the world. - Get local bank details in-app to send and receive money to other bank accounts - locally and globally.- From restaurant tabs to rental cars, easily split and settle bills in-app. Keep track of who's paid and nudge those who haven't...Ahem..- Send payment links to friends who haven't upgraded their financial life to Revolut yet. When it comes to growing your money, look no further- Discover Vaults to help you reach your money goals faster - round up your spare change or set up a regular transfer for something special.- It's easier than ever to trade shares - start investing from just \$1, commission-free. Capital at risk.- Get in on action from just \$1 when you go from cash to crypto in seconds. -Go for gold and invest smarter in seconds with precious metals. Act like a local wherever you travel- Spend abroad and exchange at excellent rates with no hidden fees in more than 30 currencies..- Get cash from ATMs all over the world without hidden fees - limits vary according to your plan.- Upgrade to Premium or Metal to get exclusive access to overseas medical insurance and lots of other travel perks!\*Some of our products might not be available in your region yet, but we're constantly working to get the full Revolut experience out there. Stay tuned for updates!

Mobile Reviews 22,966



Mobile Rating



## ■ iOS Rating

Company	Mobile Reviews	Growth Rate	Growth Percentile	Size Multiple	Size Percentile
Revolut	22,966	0.40%	69th	1.15Kx	97th
All Companies Average	14,531	0.74%	38th	782x	50th

Company signals data was calculated against 1875872 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.

## News

### [Revolut unlocks interest for its standard users](#)

Revolut will now offer 0.15 per cent interest to its standard users in the UK.

AltFi | 23-Jul-2021

Tagged entities: [Revolut](#)

### [Revolut takes a junket into travel booking with a 10% cashback product](#)

Revolut anticipates that users will save an average of £69 (\$88.48) per year if they book through Stays, which offers 10% cashback.

Business Insider | 22-Jul-2021

Tagged entities: [Revolut](#)

### [Equifax and Revolut Announce Partnership To Help Revolut's Global Expansion](#)

UK #challengerbank, @RevolutApp selects @Equifax as its data and analytics partner in the UK to support its #expansion efforts in the home market with #cloud-based, #dataassets. The post Equifax and Revolut Announce Partnership To Help Revolut's G...

Teckexpert | 22-Jul-2021

Tagged entities: [Revolut](#), [Equifax](#)

### [Digital-led Consumer Banking Market 2021 | Size, Growth, Demand, Opportunities & Forecast Owing to COVID-19 Outbreak | N26, Revolut, Monzo, Babb, Ffrees, Starling Bank, Fidor Bank, Tandem, Zopa](#)

Global Digital-led Consumer Banking Market Growth (Status and Outlook) 2021-2027. The global Digital-led Consumer Banking market research estimates the drivers that have been boosting Industry status and raising up the market on a global level. It ...

Prsync | 22-Jul-2021

Tagged entities: [Revolut](#), [Babb](#), [Ffrees](#), [Fidor Bank](#), [Monzo](#), [N26](#), [Starling Bank](#), [Tandem Diabetes Care](#), [Zopa](#)

## **Booking.com Rival Alert: UK's Most Valuable FinTech Giant Revolut Enters Travel Industry with Stays**

British fintech giant Revolut is currently entering the travel industry with a new service that allows users to book travel accommodation and receive up to 10% cash back. It is also the launch of the company's first non-financial or insurance prod...

Eminetra | 22-Jul-2021

Tagged entities: [Revolut](#)

## **Booking.com rival alert: UK's most-valued fintech giant Revolut enters travel sector with Stays**

Booking.com rival alert: UK's most-valued fintech giant Revolut enters travel sector with Stays

UKTN | 22-Jul-2021

Tagged entities: [Revolut](#)

## **UK digital bank Starling cuts losses as revenue spikes 600%**

Sterling bank banking app for smartphones. Adrian Dennis | AFP via Getty Images London — UK digital bank Starling reported a seven-fold increase in earnings in the 16 months to March 2021 as lending surged and helped halve losses. Post-tax losses ...

Eminetra.com | 22-Jul-2021

Tagged entities: [Revolut](#), [Starling Bank](#)

## **Revolut makes foray into travel with Stays**

FinTech Revolut has launched a new travel feature called Stays. In ...

FinTech Alliance | 22-Jul-2021

Tagged entities: [Revolut](#)

## **Challenger bank Revolut bets on travel rebound**

While pandemic restrictions cloud the sector's outlook, the London-based payment and fintech company is making hotel booking and other services part of its financial super app strategy.

American Banker | 22-Jul-2021

Tagged entities: [Revolut](#)

## **FinTech: Eyeing A 'Global Super App,' Revolut Launches Travel Booking Feature**

Eyeing A 'Global Super App,' Revolut Launches Travel Booking Feature. They can reserve accommodation and earn cashback.

DailyAlts | 21-Jul-2021

Tagged entities: [Revolut](#)

## **Today In Payments: Revolut Moves Into Travel; Square Adds Small Business Banking**

In today's top news, Revolut rolled out a new booking tool and Square added banking services to its small business platform.

Pymnts | 21-Jul-2021

Tagged entities: [Revolut](#), [Fabric \(Business/Productivity Software\)](#)

## **Revolut Adds Travel Feature Offering 10% Cash-back to Banking Platform**

Click HERE to find out □ Revolut Adds Travel Feature Offering 10% Cash-back to Banking Platform. | Crowdfund Insider: Global Fintech News, including Crowdfunding, Blockchain and more.

Crowdfund\_Insider | 21-Jul-2021

Tagged entities: [Revolut](#)

## **Revolut expands market footprint with move into the travel sector**

Revolut expands market footprint with move into the travel sector

FinTech Global | 21-Jul-2021

Tagged entities: [Revolut](#)

## [\*\*Revolut Moves Into Travel With 10 Pct Cash Back Feature\*\*](#)

U.K. FinTech Revolut is moving into travel with a new booking tool that gives customers 10 percent instant cash back on reservations.

Pymnts | 21-Jul-2021

Tagged entities: [Revolut](#)

## [\*\*UK's most valuable fintech Revolut enters the travel booking sector, launches Stays: Know more here\*\*](#)

UK's most valuable fintech Revolut enters the travel booking sector, launches Stays: Know more here

Silicon Canals | 21-Jul-2021

Tagged entities: [Revolut](#)

## [\*\*Revolut pens partnership with Equifax\*\*](#)

Revolut has announced a partnership with data analytics company Equifax to improve its US offering. Equifax was chosen for the ability to provide cloud-native differentiated data assets and real-time predictive analytics for a faster, more informed...

Digital Bulletin | 21-Jul-2021

Tagged entities: [Revolut](#), [Equifax](#)

## [\*\*Revolut, Equifax partner for data and analytics in the UK\*\*](#)

Revolut, Equifax partner for data and analytics in the UK

The Paypers | 21-Jul-2021

Tagged entities: [Revolut](#), [Equifax](#)

## [\*\*Revolut selects Equifax as data and analytics partner in UK\*\*](#)

Equifax UK, the business and consumer insights expert and the UK's leading challenger bank, Revolut, have announced a new strategic partnership which provides differentiated data assets and real-time predictive analytics for a faster, more informed...

Business Money | 21-Jul-2021

Tagged entities: [Revolut](#), [Equifax](#)

## [\*\*Revolut launches Stays travel booking feature in UK\*\*](#)

With no booking fees and 10pc cashback, Revolut's Stays service is the first step in the company's planned one-stop shop for travel.

Silicon Republic | 21-Jul-2021

Tagged entities: [Revolut](#)

## [\*\*Revolut launches travel product allowing customers to book holidays\*\*](#)

UK challenger Revolut has launched a new travel product allowing customers to book holidays and get 10% instant cashback.

Retail International Banker | 21-Jul-2021

Tagged entities: [Revolut](#)

## [\*\*Revolut: required study for any student of disruption\*\*](#)

Revolut's go-to-market strategy is a masterful lesson in what the late Clayton Christensen called 'disruptive innovation'.

Sifted | 21-Jul-2021

Tagged entities: [Revolut](#)

## [\*\*Revolut enters travel booking sector with in-app service for UK holidaymakers\*\*](#)

The challenger bank is capitalising on post-lockdown savings and desire to travel with a new in-app product that allows users to book holiday accommodation in the same place that they manage their finances.

City A.M. | 21-Jul-2021

Tagged entities: [Revolut](#)

## [\*\*Revolut launches Stays, which lets users book hotels and other accommodations via its app, first in the UK followed by Europe and the US in the coming months \(Ryan Browne/CNBC\)\*\*](#)

Ryan Browne / CNBC: Revolut launches Stays, which lets users book hotels and other accommodations via its app, first in the UK followed by Europe and the US in the coming months

Techmeme | 21-Jul-2021

Tagged entities: [Revolut](#), [CNBC TV18](#)

## [\*\*Revolut's rating makes little sense when compared to Lloyds.Nils Prattley\*\*](#)

IRishi Sunak said he had run a Lala routine in the UK fintech sector and raised another \$ 800 million (£ 566m) to fund the expansion. And that's what more capital and bold investors need for the UK scene. Good luck if the new cash helps spread Rev...

Illinois News Today | 21-Jul-2021

Tagged entities: [Revolut](#), [Lloyds Banking Group](#)

## [\*\*Revolut launches travel booking feature Stays\*\*](#)

Stays, Revolut's new travel booking feature. Revolut London — European fintech giant Revolut is entering the travel industry. The London-based company released a new feature called Stays on Tuesday. This allows users to book hotels and other accom...

Eminetra.com | 21-Jul-2021

Tagged entities: [Revolut](#)

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