



\$8.4

Secondary Valuation (\$b)

\$0.77

Total Capital Raised (\$b)

Company Description

Glean specializing in enterprise-grade artificial intelligence and search solutions that empower companies' employees to find information, generate content, and automate workflows through AI agents, assistants, and search tools integrated with over 100 applications. The company develops an AI-powered work assistance platform that connects and understands enterprise data to enhance workplace efficiency.

Last round - Raise - Deal type - Date	\$150,000,000 Primary Jun 2025
Year founded	2019
# of employees	1,412
HQ country	United States
Industry	AI Applications (Enterprise)
Business status	Generating Revenue
Website	www.glean.com

Performance - Time Series, Trailing (annualized after 1 year)

3mo	6mo	YTD	1yr	3yr	5yr	10yr	Founded
-5.79%	3.47%	55.31%	39.15%	84.29%	149.95%	---	---

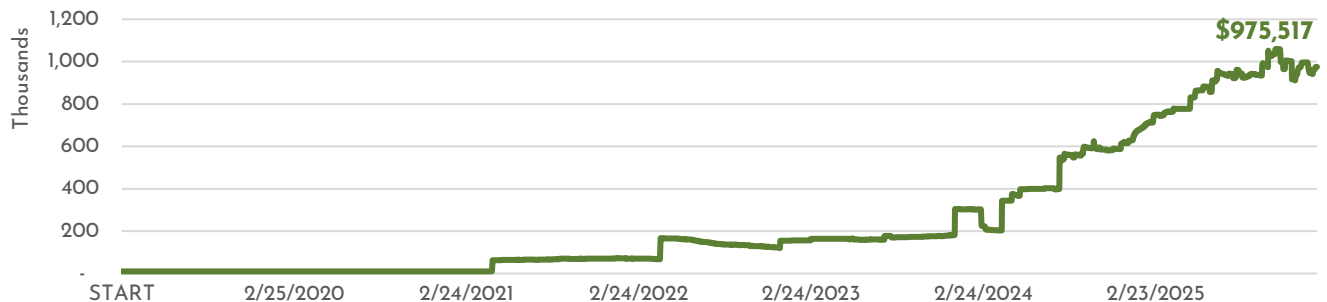
Performance - Time Series, Annual - Last 5 years

2021	2022	2023	2024	2025
603.45%	120.83%	95.78%	106.52%	58.50%

Performance (cumulative) - Financing Round w/ Date, Valuation

Series F	Series E	Series D	Series C	Series B	Series A
Jun '25	Sep '24	Dec '23	Apr '22	Apr '21	Feb '19
\$7.20b	\$4.60b	\$2.20b	\$1.00b	\$0.35b	\$0.05b
15.42%	70.32%	220.93%	485.11%	1450.14%	9655.17%

Performance - Growth of \$10,000





Who will own your company's AI layer? Glean's CEO explains | Equity Podcast

Feb 11, 2026 | 28:05 minutes

Click icon below or [here](#) to watch



Future of Enterprise AI & Work, Agents, Scaling to \$100M ARR \$7.2B | Arvind Jain Co-Founder Glean AI

Sep 13, 2025 | 54:02 minutes

Click icon below or [here](#) to watch

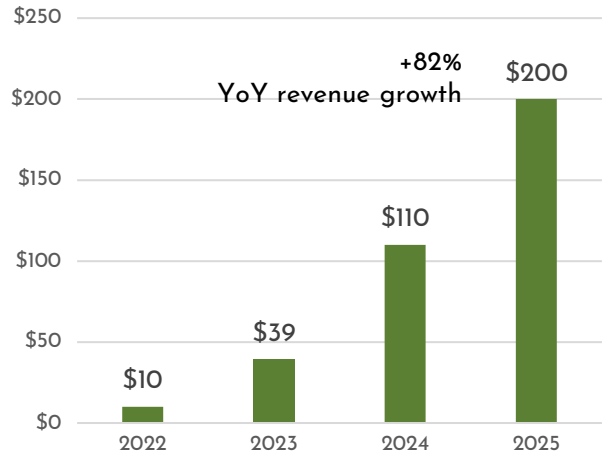


Key Products:

Glean's core offerings form a unified Work AI platform that connects enterprise data, generates trusted answers, and automates workflows, all grounded in company-specific context to enhance productivity across departments like engineering, sales, support, and legal. Here's a detailed breakdown:

- Glean Search: This is the foundational enterprise search tool that indexes and retrieves information from over 100 connected applications; Google Workspace, Microsoft 365, Slack, Jira, Confluence,

Revenue: 2022 to 2025 (\$m, Sacra)



Customers:

3x Glean business customer growth with a \$1M+ contract in last year

Notable customers...





"I'll give you our vision for the future of work ... that we believe is going to be coming soon. Every person who works is going to have this incredible personal companion. A companion that knows everything about you and your work life. It knows your role. It knows the company that you work at. It knows what are your annual objectives are, your goals for the next quarter. It knows what your career ambitions are, what you want to actually become. It also knows your weekly tasks, things that you need to actually complete. It knows your day, all the people you're going to be meeting today. It's actually walking with you wherever you're going. It is listening to every word that you say, that you speak. It is listening to every word that you hear. It's in the systems with you looking at messages that you're sending, documents that you're writing, questions that you're answering. And with all of that deep knowledge of you and your work life now, it's ready to actually help you. And help will come, you know, very much in a proactive manner."

Arvind Jain, Glean CEO - Sep 2025

Key Products (continued):

Zendesk, ServiceNow, and GitHub. It uses AI to provide personalized, context-aware results, understanding user permissions and company knowledge graphs to surface relevant documents, conversations, or data points instantly.

- **Glean Assistant:** An AI-powered chat interface that acts as a personal work companion, answering queries in natural language by drawing from the full enterprise knowledge base. It generates summaries, insights, and recommendations while citing sources for transparency and trust. Key features include multi-step prompting for complex tasks (eg. "Summarize this contract and highlight

risks") and integration into daily tools like Slack, Microsoft Teams, or Zoom for seamless access.

- **Glean Agents:** Autonomous AI agents designed for workflow automation, allowing users to build, customize, and deploy bots that perform repetitive tasks without coding. Agents can handle multi-step actions, such as escalating issues, generating knowledge articles, or integrating with third-party systems for end-to-end automation.
- **Glean Integrations and Extensions:** A suite of embeddable tools that bring Glean's AI directly into existing workflows, including browser extensions for web-based access, and native integrations with collaboration platforms (eg. Slack, Teams, Miro) and service desks (eg. ServiceNow, Zendesk, GitHub). These allow side-by-side chat/search in ticketing systems, automated summaries in meetings via Zoom, or code insights in engineering tools.

Glean Collections: A knowledge organization feature that curates and shares thematic data sets (regulatory policies or deal materials), enabling teams to collaborate on AI-grounded insights.

These products are built on a secure, governed AI foundation that prioritizes data privacy, with features like fine-grained permissions and no external model training on customer data, making them suitable for regulated industries.

Revenue Model:

As a private enterprise-focused SaaS company, Glean does not publicly disclose standardized pricing tiers, opting instead for custom enterprise agreements tailored to organizational size, usage, and specific needs. Pricing is typically structured on a per-user, per-month basis, with estimates from industry analyses suggesting starting rates around \$20-50 per user for basic access to Search and Assistant, scaling to \$100+ per user for advanced Agent deployments and custom integrations. Higher tiers include premium features like unlimited agents, advanced analytics, or dedicated support, with add-ons for large-scale data connectors or AI model customizations. Contracts often involve annual commitments with volume discounts for enterprises exceeding 1,000 users, and pilots or proofs-of-concept are common to demonstrate ROI before full



rollout. This opaque, consultative model aligns with Glean's high-touch sales approach, emphasizing value-based pricing tied to productivity gains (e.g., time savings translating to cost reductions). Unlike consumer AI tools, there are no free tiers, but demos and short-term trials are available to prospects.

Forward Deployed Engineers and Customer Implementation:

Glean employs a team of Forward Deployed Engineers (FDEs) - client-facing technical experts with 4+ years of experience in software engineering or solutions architecture - who play a pivotal role in customizing and deploying AI solutions. These FDEs operate at the intersection of engineering and customer success, partnering directly with clients post-sale to architect bespoke implementations, prototype agents, and optimize workflows. For instance, an FDE might collaborate with a customer's IT team to map data sources, fine-tune AI prompts for industry-specific needs, and integrate Glean into tools like ServiceNow or Zendesk, ensuring seamless adoption without requiring client-side coding. This hands-on approach establishes Glean's forward-deployed methodology, where FDEs influence product roadmaps based on real-world feedback, accelerating time-to-value from months to weeks.

Implementation follows a structured, low-friction process: Initial setup involves connecting apps via OAuth or APIs (no data migration needed), followed by an automated knowledge graph build that indexes content while respecting permissions. Out-of-the-box features like Search and Assistant are ready in days, with FDEs stepping in for complex customizations - such as building multi-step agents or embedding AI into workflows - to handle edge cases and ensure 99%+ accuracy. Post-deployment, Glean provides admin dashboards for monitoring usage and outcomes, with ongoing support to iterate based on metrics like resolution times or engagement. This model minimizes professional services fees, contrasting with legacy systems, and has enabled rapid scaling at customers like HubSpot, where bottom-up pilots evolved into enterprise-wide rollouts.

Target Addressable Market:

Glean operates in a massive and rapidly expanding

total addressable market (TAM), within the global enterprise search sector, driven by the need for AI-powered knowledge access across fragmented data sources. Glean's platform-agnostic Work AI solutions are versatile, applicable to virtually any knowledge-intensive organization, enabling it to target a diverse array of industries and sectors including technology, financial services, retail, manufacturing, healthcare, telecommunications, media, travel, higher education, government, semiconductors, electronics, and professional services. This broad applicability stems from universal enterprise challenges like data silos and inefficient workflows, allowing Glean to deliver ROI across functions such as engineering, sales, support, legal, and operations in both regulated and high-growth environments. Glean is already trusted by dozens of Fortune 500 companies. Customers span both US-based firms (eg. Morgan Stanley, Cisco, Comcast, eBay, Intuit, LinkedIn, Pinterest, Zillow, Northwell Health, REI, and T-Mobile) and international businesses (eg. Booking.com in the Netherlands and Samsung in South Korea), with deployments across over 27 countries in North America, Europe, and Asia-Pacific.

Investors:

General Catalyst, Kleiner Perkins, Lightspeed, Sequoia, Altimeter, Capital One Ventures, Citi Ventures, Coatue, Craft, DST Global, Iconiq, SoftBank, Khosla Ventures

Founder:



Arvin Jain
Glean, CEO

Arvind Jain is a rare, repeat company builder with deep roots in large-scale search. He was an early Google engineer, spending 11 years (2003-2014) and rising to Distinguished Engineer, where he helped build and lead core teams across Google Search infrastructure, YouTube, Maps, and MapMaker.

In 2014, Jain co-founded Rubrik and led R&D, helping scale the company from founding to a successful public listing on the NYSE (RBRK) in April 2024.

Jain has a B.Tech in computer science from IIT Delhi and a masters from University of Washington.



Summary of Fund Terms

Fund Name	AGDF30 LP - AG Dillon Glean Pre-IPO Stock Fund
Fund Description	The Fund may gain exposure to Glean stock by directly purchasing from the company, purchasing from existing shareholders, or investing into special purpose vehicle funds that solely own Glean stock.
SEC Exempt Reporting Advisor	AG Dillon Asset Management LP
General Partner	AG Dillon LLC
Investor Suitability	Qualified clients only (\$2.2m net worth excluding primary residence)
Minimum investment	\$2,500 Due to limited availability of allocations in the Fund, the General Partner reserves the right to accept or decline subscriptions for any reason, in its own discretion, including on the basis of commitment size.
Closings	Initial closing of the Fund will occur on such date as the General Partner determines.
Term	Ten-year term, subject to two 1-year extensions at the General Partner's discretion. The term can be further extended to permit the orderly liquidation, sale, exchange, or other disposition of the Fund's remaining investments.
Liquidity	The earliest of the following; <ul style="list-style-type: none"> • IPO • Acquisition for cash and/or acquirer's stock • Liquidity option available on the Fund's 5th anniversary
Capital Contributions	100% called at closing.
Investment Period	12 months from closing, subject to one 1-year extension at the General Partner's discretion.
Fund Administration	NAV Consulting – www.navconsulting.net
Legal	Morgan, Lewis & Bockius LLP - www.morganlewis.com
Auditor	Berkower LLC - www.berkower.io
Institutional Traders	The Fund will access pre-IPO stocks through institutional traders. AG Dillon has 50 institutional trader relationships.
Expenses	The Fund will bear all expenses, including but not limited to: <ul style="list-style-type: none"> • Broker commissions • Fund creation and administration expenses • Legal expenses • Variable fees for wire and blue sky filing
Management Fee	0.30% management fee*. Management fee based on each investor's capital commitment to the Fund at closing date. (*charged up front for full 10 year term of the Fund)
Performance Based Compensation	10% carried interest

* NOTE: AG Dillon ("AGD") is not affiliated with Glean. Glean may require company approval for purchases (aka transfers). AGD has not been pre-approved by Glean to purchase their stock. AGD purchases pre-IPO stocks in the secondary market and may gain exposure by directly purchasing the stock (on the company's capitalization table) and/or through a third-party fund (aka special purpose vehicle, or SPV).



General Partner Bio



Aaron Dillon

AG Dillon & Co

Managing Director

1167 2nd Ave, Suite 2N
NYC 10065

e. aaron.dillon@agdillon.com

c. +1 347 642 2640

Dillon's pre-IPO stock experience

- General partner and investment advisor to 25 pre-IPO stock venture capital funds with \$221 million in assets under management
- Funds available for purchase at Schwab, Fidelity, CNB
- Pre-IPO stock trading stats/averages; 16 offers received per trade, 6.5% price premium vs last primary round, 4.5% price improvement vs median offer, 15.8% best vs worst offer spread
- 5,500%+ realized return on SoFi pre-IPO stock investment, 4,000%+ unrealized return on KraneShares ETFs pre-IPO stock investment

Dillon's fund management and passive investing experience

- Co-founded KraneShares ETFs and ran day-to-day operations for SEC 1940 Act funds. KraneShares has \$10 billion in assets under management.
- Head of wealth management division at FTSE Russell Indices and constructed indices for ETFs, direct indexing, and passive SMAs. FTSE Russell is the largest index company globally with \$16 trillion benchmarked.

Dillon's regulatory and RIA/IBD servicing experience

- Managed investment product platforms at Morgan Stanley Wealth Management and TD Ameritrade and ensured compliance with SEC and Finra regulation while understanding and meeting financial advisor needs. Morgan Stanley Wealth Mgmt is the largest wealth manager in the US with \$5 trillion in client assets. The TD Ameritrade mutual fund and ETF business manages \$160 billion of client assets.

Dillon's companies and roles – see [LinkedIn bio](#) for more:

- SoFi – Managing Director – Wealth Management, Galileo division
- London Stock Exchange / FTSE Russell Indexes – Managing Director, US Wealth Mgmt
- KraneShares ETFs – Co-founder, Managing Director
- TD Ameritrade – Director, Head of Mutual Fund & ETFs
- Morgan Stanley Wealth Management – VP, Investment Products & Managed Accounts



*** NOTE: AG Dillon ("AGD") is not affiliated with Glean. Glean may require company approval for purchases (aka transfers). AGD has not been pre-approved by Glean to purchase their stock. AGD purchases pre-IPO stocks in the secondary market and may gain exposure by directly purchasing the stock (on the company's capitalization table) and/or through a third-party fund (aka special purpose vehicle, or SPV).**

Disclosures

© 2026 AG Dillon LLC and its affiliates ("AG Dillon & Co"). All rights reserved.

All information is provided for information purposes only. All information and data contained in this publication is obtained by the AG Dillon & Co, from sources believed by it to be accurate and reliable. Because of the possibility of human and mechanical error as well as other factors, however, such information and data is provided "as is" without warranty of any kind. No member of the AG Dillon & Co nor their respective directors, officers, employees, partners or licensors make any claim, prediction, warranty or representation whatsoever, expressly or impliedly, either as to the accuracy, timeliness, completeness, merchantability of any information or of results to be obtained from the use of the AG Dillon & Co Products or the fitness or suitability of the AG Dillon & Co Products for any particular purpose to which they might be put. Any representation of historical data accessible through AG Dillon & Co Products is provided for information purposes only and is not a reliable indicator of future performance.

No responsibility or liability can be accepted by any member of the AG Dillon & Co nor their respective directors, officers, employees, partners or licensors for (a) any loss or damage in whole or in part caused by, resulting from, or relating to any error (negligent or otherwise) or other circumstance involved in procuring, collecting, compiling, interpreting, analyzing, editing, transcribing, transmitting, communicating or delivering any such information or data or from use of this document or links to this document or (b) any direct, indirect, special, consequential or incidental damages whatsoever, even if any member of the AG Dillon & Co is advised in advance of the possibility of such damages, resulting from the use of, or inability to use, such information.

No member of the AG Dillon & Co nor their respective directors, officers, employees, partners or licensors provide investment advice related to AG Dillon & Co Products and nothing contained in this document or accessible through AG Dillon & Co Products, including statistical data and industry reports, should be taken as constituting financial or investment advice or a financial promotion.

Past performance is no guarantee of future results. Charts and graphs are provided for illustrative purposes only. Valuation returns shown may not represent the results of the actual trading of investable assets. Certain returns shown may reflect back-tested performance. All performance should be considered back-tested performance. Back-tested performance is not actual performance, but is hypothetical. The back-test calculations are based on the same methodology that was in effect when the Product was officially launched. However, backtested data may reflect the application of the Product methodology with the benefit of hindsight, and the historic calculations of a Product may change from quarter to quarter based on revisions to the underlying economic data used in the calculation of the Product.

This publication may contain forward-looking assessments. These are based upon a number of assumptions concerning future conditions that ultimately may prove to be inaccurate. Such forward-looking assessments are subject to risks and uncertainties and may be affected by various factors that may cause actual results to differ materially. No member of the AG Dillon & Co nor their licensors assume any duty to and do not undertake to update forward-looking assessments.

No part of this information may be reproduced, stored in a retrieval system or transmitted in any form or by any means, electronic, mechanical, photocopying, recording or otherwise, without prior written permission of the applicable member of the AG Dillon & Co. Use and distribution of the AG Dillon & Co data requires a license from AG Dillon & Co.