



AG Dillon & Co

Discord | Pre-IPO Fact Sheet

Aaron Dillon, Managing Director
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Jun
2022



\$14.7

Current Valuation (\$b)

\$1,100

Total Capital Raised (\$m)

Company Discription

Developer of an instant messaging and digital distribution software designed to offer VoIP and texting services among friends or as part of gaming communities. The company's platform offers secure voice and text chat which works on both desktops and phones, helping to talk regularly with the people they care about, enabling gamers to chat while playing without affecting the gaming performance.

Most recent - Deal size	\$499,999,442
Most recent - Deal type	Later Stage VC
Most recent - Deal date	9/16/2021
Year founded	2012
# of employees	5,000
HQ country	United States
Industry	Social/Plat Software
Business status	Generating Revenue
Website	www.discord.com

Valuation Performance - Time Series, Trailing (annualized after 1yr, includes primary and secondary transactions)

3mo	6mo	YTD	1yr	3yr	5yr	10yr	Founded
0%	0%	0%	101%	90%	80%	n/a	111%

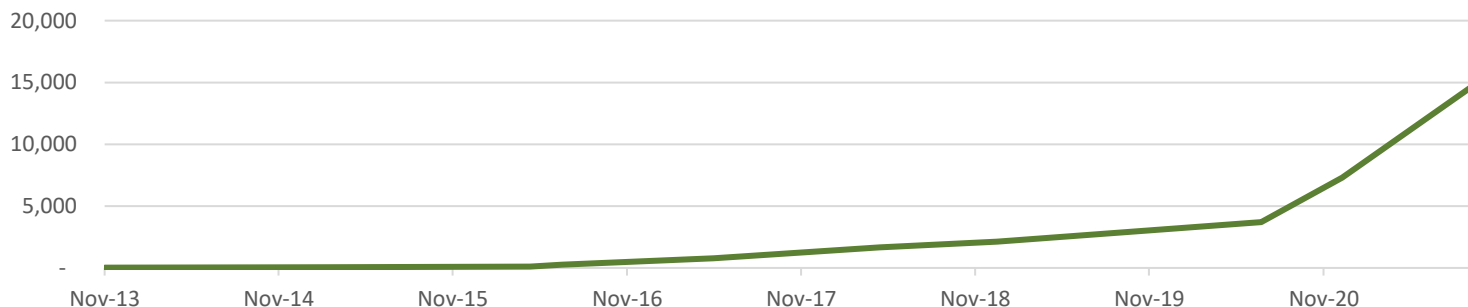
Valuation Performance - Time Series, Annual - Last 5 Years (includes primary and secondary transactions)

2017	2018	2019	2020	2021
186%	176%	0%	243%	101%

Valuation Performance - Financing Round with Date and Valuation (financing round to report date, includes primary and secondary transactions)

Round I	Round H	Round G	Round F	Round F	Round E	Round D	Round C	Round B	Round A
9/16/2021	12/17/2020	6/30/2020	12/24/2018	12/24/2018	5/8/2017	6/24/2016	4/18/2016	2/11/2015	11/8/2013
\$14,700	\$7,300	\$3,701	\$2,130	\$2,130	\$771	\$270	\$109	\$50	\$23
0%	101%	297%	590%	590%	1805%	5344%	13386%	29300%	63262%

Valuation Performance - Growth of \$10,000 (includes primary and secondary transactions)



Valuation performance is not investor performance. Dilution is not included in valuation performance. Past performance is no guarantee of future results. Returns shown may reflect hypothetical historical performance. Please see the final page for important legal disclosures.



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Revenue Multiple - 2021 (pre-IPO company includes primary and secondary transactions)

Name	Revenue Multiplier	Valuation or Mrkt Cap	Revenue
Discord	147.0	\$14,699,999,784	100,000,000

Top 5 Public Compables by Market Cap

Roblox	30.3	\$58,190,347,191	\$1,919,181,000
Kuaishou	2.9	\$36,335,162,608	\$12,556,993,702
Twitter	7.0	\$35,550,654,776	\$5,077,482,000
Pinterest	9.6	\$24,750,857,251	\$2,578,027,000
Weibo	4.6	\$10,462,104,058	\$2,257,083,000

Notables

Bambuser	20.1	\$372,101,878	\$18,490,753
FuboTV	4.0	\$2,582,619,004	\$638,350,000
THECOO	3.1	\$98,644,707	\$31,708,413

Investors - On Board and Notables

Investor	Date Invested	Board Seat	Investor Type	# of Exits	# of Active Invstmts	AUM (\$m)	Dry Powder (\$m)
Sony Interactive Ent	11/8/2013	Yes	Venture Capital	145	194	\$2,000	\$1,375
YouWeb Incubator	11/8/2013	Yes	Accelerator/Incubator	15	4	\$8	\$1
Baillie Gifford	2/11/2015	Yes	Venture Capital	312	81	\$1,635	\$412
Greylock Partners	6/24/2016	Yes	Venture Capital	528	168	---	\$1,316
Index Ventures	5/8/2017	No	Venture Capital	369	318	\$900	\$9,654
IVP	5/8/2017	Yes	Venture Capital	369	318	\$900	\$9,654
Tiger Global Managem	12/17/2020	No	Growth/Expansion	216	638	\$95,000	\$15,621
Accel	9/16/2021	No	Venture Capital	671	481	---	\$10,603
Bessemer Venture Par	9/16/2021	No	Venture Capital	607	303	\$19,000	\$4,055

Founder / CEO



Jason Citron

Co-Founder, Chief Executive Officer & Board Member

Bio

Mr. Jason Citron is a Co-Founder and serves as Chief Executive Officer & Board Member at Discord. He founded and served as Chief Executive Officer of Aurora Feint. He holds a BS (Bachelor of Science) in Games Development from Full Sail.



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