



AG Dillon & Co

Klarna | Pre-IPO Fact Sheet

Aaron Dillon, Managing Director
aaron.dillon@agdillon.com --- +1.347.642.2640

Jun
2022

Klarna.

\$45.6

Current Valuation (\$b)

\$3,934

Total Capital Raised (\$m)

Company Discription

Developer of an online payment platform designed to facilitate cashless payments through installments. The company's platform offers in-store, mobile, and online payments as well as deliveries and returns services and works on a buy now, pay later model, thereby enabling shoppers to finance their retail purchases and make paying simple, safe and smooth.

Most recent - Deal size	\$639,000,000
Most recent - Deal type	Later Stage VC
Most recent - Deal date	6/10/2021
Year founded	2005
# of employees	7,000
HQ country	Sweden
Industry	Financial Software
Business status	Generating Revenue
Website	www.klarna.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%	0%	136%	83%	90%	89%

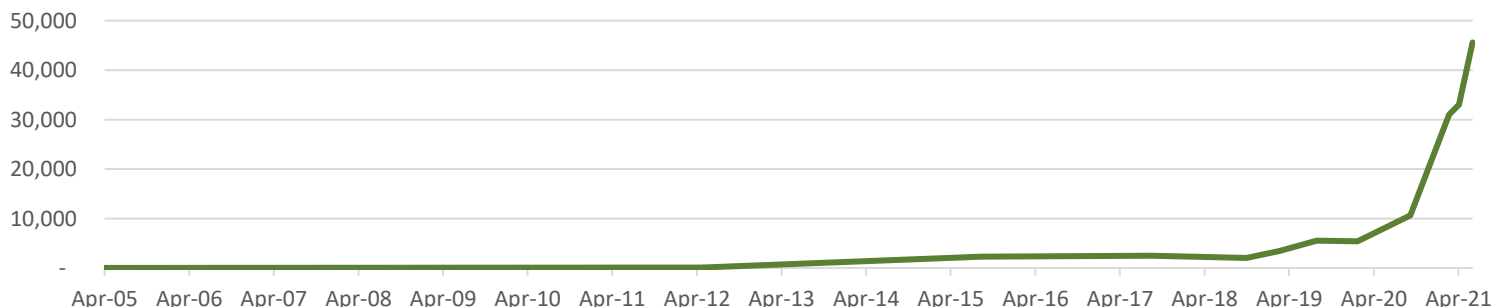
Valuation Performance - Time Series, Annual - Last 5 Years (includes primary and secondary transactions)

2017	2018	2019	2020	2021
11%	-20%	175%	94%	328%

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 E	Round D	Round C	Round B	Round A
6/10/2021	4/12/2021	3/1/2021	9/15/2020	1/30/2020	8/6/2019	3/1/2019	10/8/2018	8/18/2015
\$45,600	\$33,000	\$31,000	\$10,650	\$5,405	\$5,500	\$3,461	\$2,000	\$2,250
0%	38%	47%	328%	744%	729%	1218%	2180%	1927%

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
Klarna	29.7	\$45,600,000,000	1,535,002,962

Top 5 Public Compables by Market Cap

PayPal Holdings	8.9	\$225,445,601,403	\$25,371,000,000
Adyen	11.6	\$82,059,865,523	\$7,088,375,640
Block	4.3	\$76,267,313,822	\$17,661,203,000
Affirm	33.5	\$29,188,045,336	\$870,464,000
Paytm	30.6	\$11,542,659,709	\$376,667,109

Notables

DLocal	42.7	\$10,432,205,674	\$244,120,000
Splitit	8.3	\$86,872,617	\$10,445,000
Remitly	7.4	\$3,397,004,136	\$458,605,000

Investors - On Board and Notables

Investor	Date Invested	Board Seat	Investor Type	# of Exits	# of Active Invstmts	AUM (\$m)	Dry Powder (\$m)
STARTPLATZ	5/6/2010	Yes	Venture Capital	735	488	\$85,500	\$7,573
L Capital	3/14/2014	Yes	Venture Capital	35	71	\$1,053	\$717
Aliya Capital Partner	12/15/2015	No	Family Office	10	25	\$777	\$595
Permira	8/23/2017	Yes	PE/Buyout	239	73	\$65,000	\$10,931
Dragoneer Investment	8/6/2019	No	Growth/Expansion	41	97	\$24,939	\$5,833
Sequoia Capital	6/10/2021	No	Venture Capital	735	488	\$85,500	\$7,573

Founder / CEO



Sebastian Siemiatkowski

Co-Founder, Chief Executive Officer and Board Member

Bio

Mr. Sebastian Siemiatkowski is a Co-Founder of Klarna and serves as Chief Executive Officer and Board Member. He is also an Angel Investor. He holds a degree from the Stockholm School of Economics and has eight years' experience in sales, including being former Head of Sales at Djice Uppsala. However, the most noted of Sebastian's accomplishments is that he, along with our two other founders, revolutionized Swedish e commerce and created the success story we know today as Klarna. He served as Senior Advisor at eEquity.



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