SAPPHIRE VENTURES

2020 Year In Review

Building Companies of Consequence

48

INVESTMENTS[1]

$970M+

INVESTED & COMMITTED[2]

SAPPHIRE VENTURES

While Sapphire Ventures works with all startups, we primarily invest in Series B through IPO stage enterprise SaaS companies, globally.

2 IPOs[3]

JFrog

sumo logic

5 Acquisitions[3]

AllyO

Localytics

portworx

Segment

RSi

20 New Investments[4]

ActivTrak

adverity

attentive

avidxchange

braze

CAZOO

circleci

cypress.io

Current

gorgias

MEDABLE

Restream

Podium

STACKHAWK

ujet

Uptycs

verbit

3 Unannounced

20
Follow-On Investments[5]

SAPPHIRE SPORT

The pandemic and sheltering in place have accelerated underlying trends we were investing in with our early-stage sport, media and entertainment technology investment platform. Launched in January 2019, Sapphire Sport finished its first full year of investing with:

2 Acquisitions[3]

MY CUJOO

Acquired by Eleven Sports

Phoenix Labs

Acquired by Garena

3 New Investments[4]

AGLET

BUZZER

1 Unannounced

5 Follow-On Investments[5]

GREEN PARK

TONAL

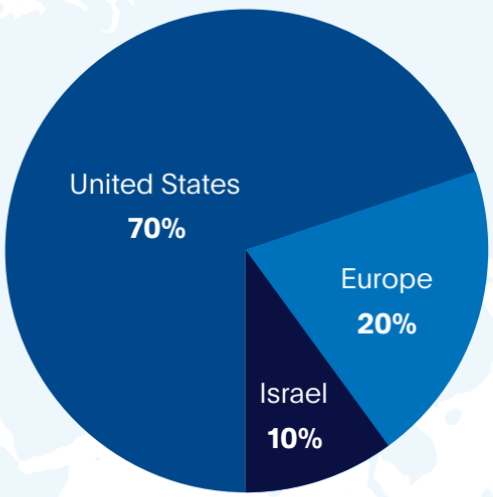
SAPPHIRE PARTNERS

Sapphire Partners invests in early-stage, technology-focused venture funds from an evergreen-like capital structure. In 2020, Sapphire Partners:

COMMITTED

~$120M

TARGET ALLOCATION OF CAPITAL TO FUND MANAGERS



Supporting Our Startups

& Expanding the Network

300+

CUSTOMER AND PARTNER INTRODUCTIONS

30+

INNOVATION DAYS WITH CXOS AND CIOS at Global 2000 Companies

360+ TALENT INTRODUCTIONS FOR OUR PORTFOLIO COMPANIES

800+ REGISTRANTS FOR SAPPHIRE'S CIO SUMMIT

WATCH THE SUMMIT ON-DEMAND

NUMEROUS VIRTUAL EVENTS CURATED FOR OUR PORTFOLIO COMPANIES

VIEW OUR VIRTUAL EVENTS

CIO INNOVATION INDEX REPORT SERIES

READ THE REPORTS

35+ PIECES OF CONTENT ON TOPICS IMPORTANT TO THE STARTUP AND VC ECOSYSTEM

Opening Three New Offices

Austin

London

San Francisco

Promotions & New Hires

10 Promotions

Cathy Gao
Promoted to Partner on the Sapphire Ventures team

Laura Thompson
Promoted to Partner on the Sapphire Partners team

Ashley Caldwell
Promoted to General Counsel

Annalise Dragic
Promoted to Principal on the

Sapphire Ventures team

Nate Leung
Promoted to Principal on the Sapphire Partners team

Thomas Moon
Promoted to Vice President on the Sapphire Partners team

Philipp Seifert
Promoted to Vice President on the Sapphire Ventures team

Casber Wang
Promoted to Vice President on the Sapphire Ventures team

Hillary Cook
Promoted to Senior Associate on the Sapphire Partners team

Jane Lee
Promoted Senior Associate on the Sapphire Ventures team

10 New Sapp-Hires

Sarah Coffman
Executive Assistant, Portfolio Growth

Annalise Dragic
Vice President, Sapphire Ventures

Aimee Hlousek
Executive Assistant

Roxy Hoffman
Manager, Talent Network, Portfolio Growth

Jason Morris
Director, Analytics and Investor Relations, Finance & Operations

Mike Notaro
Associate, Sapphire Partners

Sam Procter
Associate, Sapphire Ventures

Eileen Qian
Associate,

Jenny Smelyanets
Director of Marketing, Portfolio Growth

Annie Warner
Manager, Business Development —

MEET THE TEAM

[1] Includes all Sapphire Ventures and Sport investment platform activity from Jan. 1 - Dec. 31, 2020.
[2] Amount invested or committed across Sapphire Ventures, Sport and Partners investment platforms between Jan. 1 - Dec. 31, 2020.
[3] "IPO & M&A Exits" represents all Sapphire Ventures and Sport investments that have had an IPO or M&A exit during calendar year 2020;
"IPOs" represents all Sapphire Ventures and Sport investments that have had an IPO exit during calendar year 2020;
"Acquisitions" represents all Sapphire Ventures and Sport investments that have had an IPO exit during calendar year 2020
[4] "New Investments represent initial investments made by Sapphire Ventures and Sport platforms between Jan. 1 - Dec. 31, 2020.
[5] Follow-On Investments represent publicly announced primary follow-on investments made by Sapphire Ventures and Sport platforms between Jan. 1 - Dec. 31, 2020.

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Information provided herein reflects Sapphire Ventures views as of Dec. 31, 2020. Such views are subject to change without notice.

Due to various risks and uncertainties, actual events, results or the actual experience may differ materially from those reflected or contemplated statements above. The investments identified and discussed herein do not represent all of the investments made or recommended by Sapphire Ventures and may not be representative of any current or future investments. A complete alphabetical list of Sapphire's investments made by its direct growth investing funds is available here. The performance of these investments is not necessarily indicative of the performance of all investments made or recommended by Sapphire Ventures. It should not be assumed that any future investments will be profitable or will equal the performance of the companies identified herein. No guarantee of investment performance is being provided and no inference to the contrary should be made. Past performance is not indicative of future results.