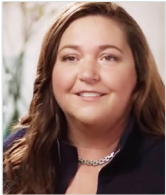


### Q3 2019 - Financing Environment Remains Robust

#### Key insights from Gradient Ventures' Anna Patterson

**On asking for help from your investor:** Repeat entrepreneurs ask for help more frequently. When you need help, ask for it. That's what we are here for.

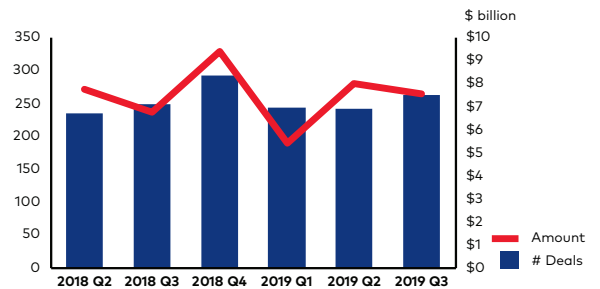


**On building and retaining fans of your business:** Having advocates in your customers, your employees and your board is paramount to your success. As you grow, keeping these people on board is even more important.

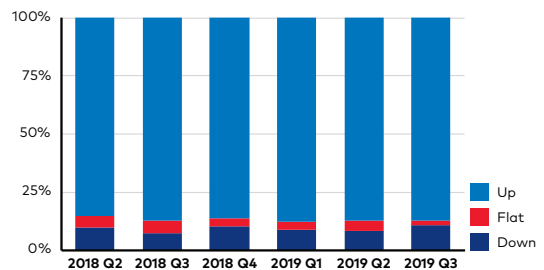
**On company growth potential:** I often ask entrepreneurs: "If your company had \$30 million in the bank, what would you be doing differently?" If their answer sounds like a solid and promising growth trajectory, then why aren't we pursuing that path?

Read Cooley's full interview on Cooley GO.  
[cooleygo.com](http://cooleygo.com)

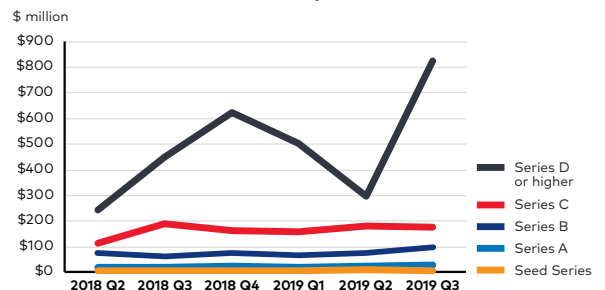
Total Deal Volume and Aggregate Dollars Raised



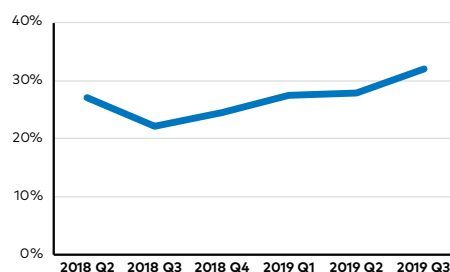
Up, Down and Flat Rounds



Median Pre-Money Valuation



Pre-Money Valuation Greater Than \$100M

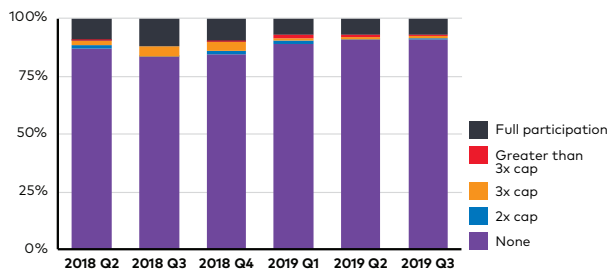


Despite current macroeconomic and political uncertainties, both deal volumes and aggregate dollars raised remained at historical highs in the third quarter of 2019. In Q3 2019, Cooley handled 264 disclosable deals, representing more than \$7.6 billion of invested capital. Up rounds represented 87% of transactions during the quarter. Our data points to a notable increase in median pre-money valuations in Series A, B and D+ rounds, while valuations in Series Seed and C deals decreased. We also witnessed a spike in the number and percentage of deals with a median pre-money valuation greater than \$100 million. Of particular note, five deals had valuations greater than \$3 billion.

Deal terms during the quarter remained favorable to the company. Consistent with recent quarters, we saw less than 7% of deals with full participating liquidation preferences.

For more venture financing trends, view our interactive data visualization on Cooley GO: [cooleygo.com/trends](http://cooleygo.com/trends)

Liquidation Preference: Participation Features



**About the Cooley Venture Financing Report**

This quarterly summary provides data reflecting Cooley’s experience in venture capital financing terms and trends. Information is taken from a subset of the transactions in which Cooley served as counsel to either the issuing company or investors. For more information regarding this report, please contact one of our Cooley lawyers.

**About Cooley**

Cooley’s lawyers solve legal issues for entrepreneurs, investors, financial institutions and established companies. Clients partner with Cooley on transformative deals, complex IP and regulatory matters, and bet-the-company litigation, often where innovation meets the law.

Cooley has 1,000+ lawyers across 15 offices in the United States, China and Europe.

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