

INVESTMENT REPORT

Blitzscaling Ventures Monthly Analysis of Top Firm Deals

Blitzscalable Companies Announcing Investment Rounds in January



TikTok for Gaming

Landing

Network of fully-finished urban apartment homes.

Multiverse

Connecting talent without college degrees to apprenticeship opportunities..

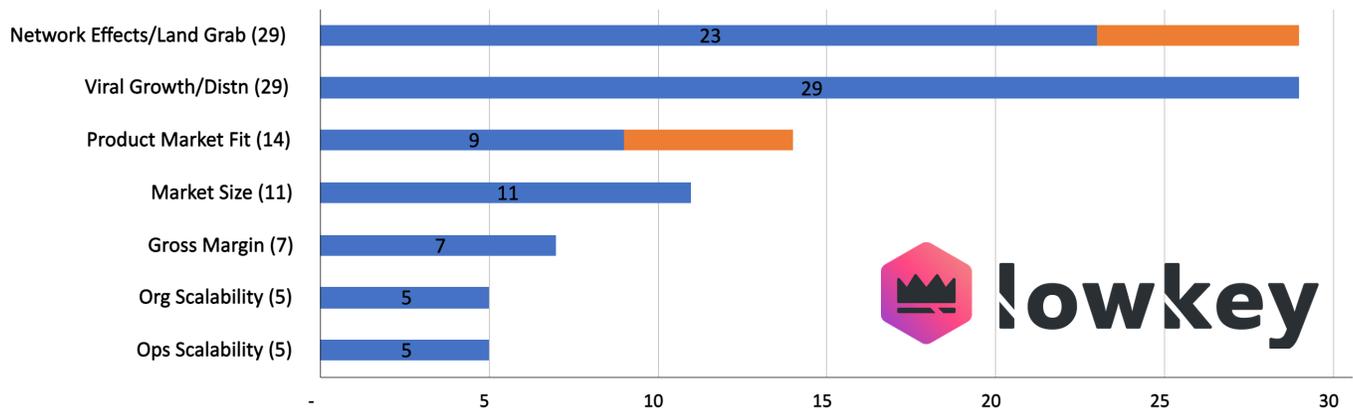
January Deal Statistics

Only 80 deals last month, which is well below the 2020 average of around 100. Also, only 24 initial investments to report by our top VCs and a whopping 24 rounds above \$100M. So this was a month tipped toward the late stage. But we found three that clear our bar out of 9 that we took a close look at so in that sense it was right on target.

Total Deals Announced	80
Follow-On Investments	56
Initial Investments	24
B2B	47
B2C	30
Possible Candidates	9
Added to our Watch list	3
Rounds over \$100M	23

Lowkey- 89/100

Lowkey creates software that enables gamers to capture, relive, and share their best gaming moments.



Round Size	\$7 Million
Investment Series	Series A
Noted Investors	Andreessen Horowitz
Location	San Francisco, California, United States
Total Raised	\$8.6 Million

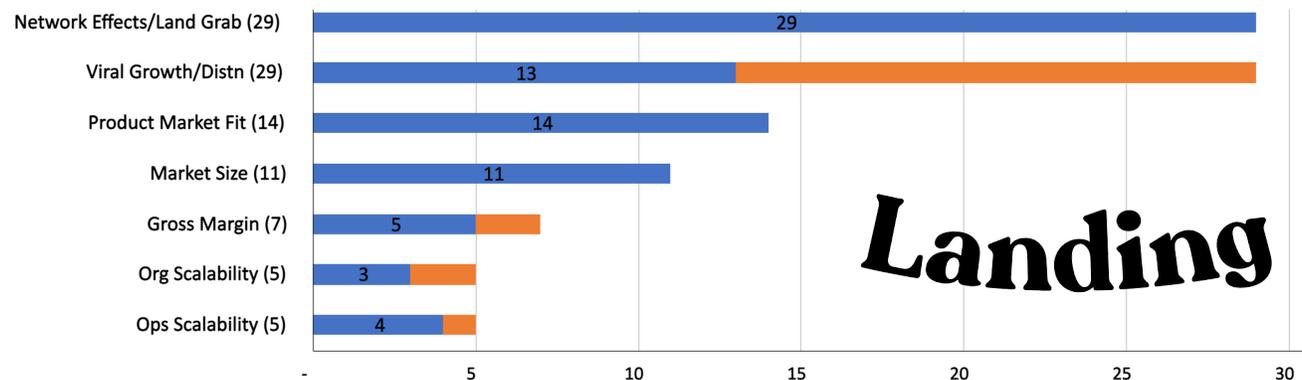
What is the most popular media format? Videos of others playing video games of course. Pioneered by twitch, this unlikely genre has swept the planet. Lowkey allows gameplay streamers to broadcast their highlights, making these snippets perfect for viral distribution. It is a video game focused social net - a Tik Tok for gamers.

Winner take most? There is no single winner in social networks; there are many winners in different niches. Snap won. Twitter won. FB won. Etc. Each has a unique place in their user's daily life. Can Lowkey define that niche and win it? We think so, but are not 100% sure. So - 9/10. Viral Growth, however, gets a perfect 10/10 as users invite their friends to the platform to view snippets of their awesomeness. Product market fit - we speculate there may be room for improvement here. But it's hard to know without seeing the metrics. They have a lot of traction so let's say 8/10.

The rest of the score is straight forward. This is a pure web service with no customer service requirement. So perfect 10s for the rest get us to a very high score of 89. We really like Lowkey.

Landing - 80/100

Landing offers furnished and unfurnished apartments with flexible leases through an end to end platform.



Round Size	\$45 Million
Investment Series	Series B
Noted Investors	Foundry Group
Location	San Fransisco, California, USA
Total Raised	\$145 million

Airbnb has awesome product market fit on both sides of its market place. Property owners earn 3x what they would if they rented long term. Think of hotel's vs apartments. The revenue intensity per square foot is very different.

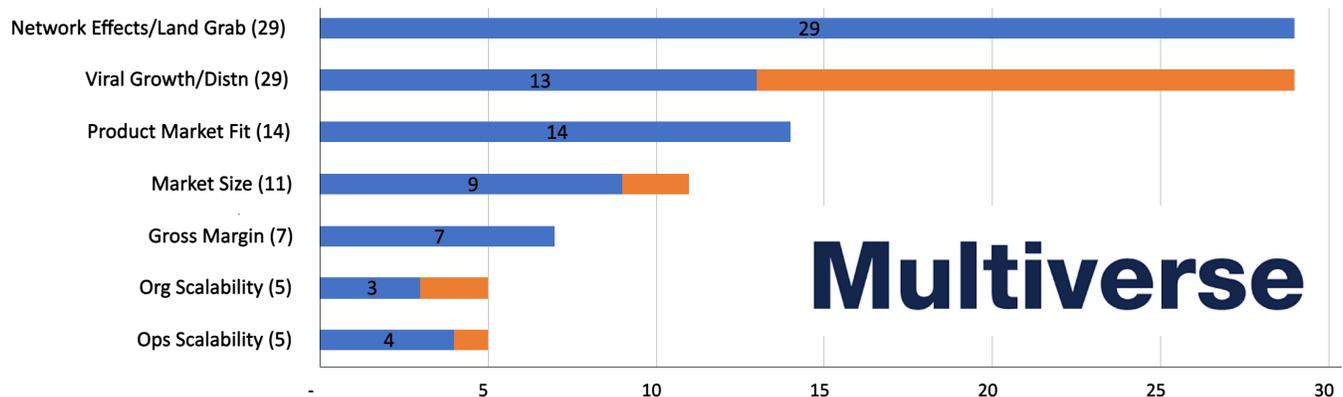
However, Airbnb's product market fit is pretty bad for long stays of a month or more. Prices are too high on the consumer side of the market. Enter [landing](#)! Landing gives its members access to a network of beautiful apartments across cities in the united states. There is a small up front membership fee, and then users can live month-to-month in nice apartments at reasonable prices. This is not an attack on the hotel market, it is a disruption of the apartment market, which we measure in the trillions

Thus far they are only in the US. That will have to change. Customers will want to spend a month in London or Paris, not just NY or SF. So they need world coverage before anyone else gets to scale.

Unfortunately, unlike Airbnb, it will be more expensive for Landings to acquire properties and customers than it was for Airbnb. So this one will consume a lot of capital. Further, at the current prices we suspect the take rate and gross margin in this market is challenged a bit. That said, we are in love with the product market fit, market size, and rumor has it they are growing like crazy. We are in touch with the company and learning more. Stay tuned on this one.

Multiverse- 80/100

Multiverse allows large companies to offer apprenticeships to a diverse workforce



Round Size	\$44 Million
Investment Series	Series B
Noted Investors	General Catalyst
Location	London, England, United Kingdom
Total Raised	\$64 Million

No, Multiverse is not a science fiction social network. It is a way for employers to identify top talent in non-traditional racial and gender categories. They present an alternative to boot camps and college degrees. A year of 1:1 mentoring and on-the-job training to develop skills, and then a full time job.

Is it winner-take-most? We say yes, as traditional market place dynamics are in place here, at least for the niche they serve - tech workers. This is a complex network of coaches, students, and companies that will be very difficult to recreate once at scale. So 10/10.

But distribution is a different story. You have to sell the companies on the notion. Then you need to recruit students - typically a CPA in the \$hundreds. So a 7/10 on that.

We granted full credit to product market fit. Employers are under pressure to diversify their workforce and this provides a low risk try-before-buy program. Students scared by the debt burden of four-year college will love the debt-free and shorter onramp to white collar careers that Multiverse offers.

For Market size, we are not sure. The education market is enormous of course, but this particular model caters to a niche need. So 9/10 there. We also deduct points for scalability as there is hand-holding to be done for coaches, students and companies. So Multiverswe just barely clears our bar at 80 points.

January Deals

As reported by Crunchbase for the VC firms we track

Organization Name	Organization Description	Funding Type	Money Raised Currency (in USD)	Lead Investors	Total Funding Amount Currency (in USD)
Lowkey	Capture, relive, and share your best gaming moments	Series A	\$7,000,000	Andreessen Horow	\$8,600,000
Landing	Landing develops a membership-based network of fully-finished urban apartment homes.	Series B	\$45,000,000	Foundry Group	\$145,000,000
Multiverse	Multiverse is a tech startup that matches talent who have not graduated from college with apprenticeship opportunities.	Series B	\$44,000,000	General Catalyst	\$64,000,000
Fashinza	Fashinza is a B2B manufacturing marketplace that solves apparel/fashion supply chain challenges.	Seed	\$2,600,000	Accel, SAIF Partne	\$2,625,000
Clubhouse	Clubhouse is an audio-based social app that allows users to spontaneously join group chats.	Series B	\$100,000,000	Andreessen Horow	\$110,000,000
Club Feast	Club Feast connects subscribers with their favorite local restaurants and saves them 50% on their pre-scheduled food delivery	Seed	\$3,500,000	General Catalyst	\$3,500,000
Bizongo	Bizongo is a business-to-business online marketplace for packaging products.	Series C	\$9,314,603	Accel,	\$79,314,603
Loanpal	Financing the clean energy future.	Private Equity	\$800,000,000	Brookfield Asset M	\$800,000,000
Zapier	Zapier allows its users to easily connect and automate the apps they use.	Secondary Market		Sequoia Capital	\$1,362,949
Bear Flag Robotics	Bear Flag Robotics is an ag-tech company developing autonomous technology for farm tractors to increase productivity and improve safety.	Seed	\$7,900,000	True Ventures	\$11,400,000
Gowalla	Gowalla is an augmented reality social game.	Seed	\$4,000,000	GV, Spark Capital	\$4,000,000
Backtracks	Backtracks helps podcasts, audio content creators, and brands know and grow their audiences.	Seed	\$1,600,000	Moonshots Capital	\$3,800,000
Reflect	Reflect is an automated web testing tool for developers to test their web app without writing a line of code.	Seed	\$1,700,000		\$1,850,000
Rewind	Get peace of mind with Rewind. Rewind protects businesses by backing up their SaaS data.	Series A	\$15,000,000	Inovia Capital	\$15,071,100
StackPulse	StackPulse helps SREs and developers make their software services more reliable through automation and orchestration.	Series A	\$20,000,000	GGV Capital	\$28,000,000
Darwin Homes	Darwin Homes is the property management platform that elevates the rental experience for property owners and residents.	Series A	\$15,000,000	Canvas Ventures	\$19,000,000
Xentral	Xentral develops ERP and CRM software solutions for enterprises.	Series A	\$20,000,000	Sequoia Capital	\$20,000,000
VComply	VComply is a governance, risk, and compliance management solution provider.	Series A	\$6,000,000	Accel, Counterpart	\$8,500,000
New Wave Foods	New Wave Foods is a provider of algae and plant-based food used to preserve and enrich seafood traditions.	Series A	\$18,000,000	New Enterprise As	\$20,342,809
Curtsy	Curtsy is an app that lets women buy and sell clothing, shoes, and accessories on their phone.	Series A	\$11,000,000	Index Ventures	\$12,570,000
Sounding Board	Sounding Board provides a data-driven virtual leadership development platform for corporate leaders.	Series A	\$13,100,000	Canaan Partners	\$14,975,000
Nayya	Nayya is an insurance benefits experience and management platform that addresses health plan challenges.	Series A	\$11,000,000	Felicit Ventures	\$13,700,000
Mosaic.tech	Mosaic.tech is a finance platform that provides predictive reporting capabilities to assist with financial strategy and planning.	Series A	\$18,500,000	General Catalyst	\$20,900,000
DecisionLink	DecisionLink is a provider of software-enabled customer value management at scale for the digital age.	Series A	\$18,500,000	Accel	\$23,000,000
Flockjay	Flockjay is an online academy that empowers job seekers with the tools and training they need to break into tech.	Series A	\$11,000,000	e.ventures	\$14,130,000
Vectorized	Vectorized is the Intelligent Data API company.	Series A	\$12,500,000	Lightspeed Venture	\$15,500,000
Brigit	A financial health app helping every American build a brighter financial future.	Series A	\$35,000,000	Lightspeed Venture	\$38,000,000
Nacelle	Nacelle turns slow eCommerce sites into lightning fast PWAs which convert 25%+ better	Series A	\$18,000,000	Inovia Capital	\$22,800,000
Sitka	Sitka is a customizable video software platform and virtual specialty provider network.	Series A	\$14,249,997	Venrock	\$22,414,996
	DriveNets is a networking company that provides				

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DriveNets	DriveNets is a networking company that provides software-based routing solutions.	Series B	\$208,000,000	D1 Capital Partner	\$325,000,000
Fast	Fast is the home of Fast Checkout, bringing one-click buying to the entire internet	Series B	\$102,000,000	Addition, Stripe	\$124,500,000
Lumiata	Lumiata driving predictability and precision at scale—empowering healthcare organizations to reduce risk and manage costs with AI.	Series B	\$14,000,000	Allegis NL Capital,	\$45,000,000
Descript	Descript is building a platform for creative tools, making audio and video creation as fast, accessible, and collaborative as Google Docs.	Series B	\$30,000,000	Spark Capital	\$50,000,000
Physna	Physna is a geometric deep-learning and 3D search company that searches, compares, and analyzes 3D models.	Series B	\$20,000,000	Sequoia Capital	\$29,000,000
Literati	Literati is a curated book subscription service that brings profound stories and impactful discussions monthly to every reader	Series B	\$40,000,000	Felicit Ventures	\$52,000,000
Ukko	Improving the lives of millions that suffer from food allergies and disorders	Series B	\$40,000,000	Leaps by Bayer	\$47,699,997
Webflow	Webflow is a visual web design platform, CMS, and hosting provider for building production websites and prototypes.	Series B	\$140,000,000	Accel, Silversmith	\$214,900,000
Gtmhub	Gtmhub helps companies align strategy and execution by providing the world's only OKRs management platform with 150+ data integrations.	Series B	\$30,000,000	Insight Partners	\$40,300,000
AMP Robotics	AMP Robotics creates AI-based robotic systems that sort recyclable material at a fraction of the cost of the current technology.	Series B	\$55,000,000	XN	\$74,465,813
airSlate	airSlate is the first holistic no-code business automation platform to combine no-code process automation, document generation & web forms	Series B	\$40,000,000	Morgan Stanley Ex	\$80,000,000
Modern Treasury	Modern Treasury offers a payment operations platform used to simplify and modernize business payments.	Series B	\$38,000,000	Altimeter Capital	\$48,000,000
Carbyne	Carbyne is a real-time emergency communication platform that provides public safety technology for emergency infrastructure.	Series B	\$25,000,000	Elsted Capital Part	\$52,400,000
Syndio Solutions	Syndio Solutions is an HR Analytics company that focuses on promoting fairness in the workplace.	Series B	\$17,100,000	Bessemer Venture	\$32,425,000
dYdX	dYdX is a leading decentralized exchange offering Perpetual, Margin, & Spot trading, as well as borrow / lend pools on Ethereum.	Series B	\$10,000,000	Defiance Capital, T	\$22,000,000
Wintermute Trading	Crypto market maker focused on high-frequency algorithmic trading and market making services.	Series B	\$20,000,000	Lightspeed Venture	\$23,800,000
Jellyfish	Jellyfish is a management platform that enables engineering leaders to align engineering work with strategic business objectives.	Series B	\$31,500,000	Insight Partners	\$43,500,000
Chronosphere	Chronosphere develops a scalable, reliable, and customizable monitoring solution built for cloud-native applications.	Series B	\$43,400,000	Greylock, Lee Fixe	\$54,400,000
Spyglass Ophthalmics	Spyglass Ophthalmics develops ophthalmic devices intended to improve vision and eye care of patients.	Series B	\$27,500,000	Vensana Capital	\$27,500,000
Sitetracker	Sitetracker is a SaaS platform for deploying, operating, and servicing critical infrastructure and technology.	Series C	\$42,000,000	Energize Ventures	\$87,000,000
KONUX	Konux is a software platform that uses smart sensors and machine learning to efficiently maintain railway switches.	Series C	\$78,980,207	Sanno Capital	\$130,614,116
Melio	Melio is a fintech company that gives small businesses a way to digitally manage their business-to-business payments and receivables.	Series C	\$110,000,000	Coatue	\$254,000,000
Usermind	Usermind's customer experience platform optimizes real-time customer interactions to improve business outcomes.	Series C	\$14,000,000	WestRiver Group	\$60,200,000
Starburst Data	Starburst Data is a data access and analytics company developing an SQL query engine.	Series C	\$100,000,000	Andreessen Horow	\$164,000,000
Pilot	Pilot offers the best bookkeeping, tax, and CFO services for growing businesses.	Series C	\$60,000,000	Sequoia Capital	\$118,300,000

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Shippeo	Shippeo is a supply chain visibility platform that provides shippers instant access to predictive information of all deliveries.	Series C	\$32,000,000	Battery Ventures, E	\$67,891,575
Hipcamp	Hipcamp unlocks access to private land for camping and outdoor recreation.	Series C	\$57,000,000	Bond, Index Ventu	\$97,500,000
Harness	Harness is a Continuous Delivery as-a-Service platform for engineering and DevOps teams to release applications into production.	Series C	\$85,000,000	Alkeon Capital	\$195,000,000
Mambu	Mambu is a software-as-a-service banking engine provider that powers lending and deposit services.	Series D	\$134,960,714	TCV	\$182,920,968
Rapyd	Rapyd is a payments platform that inserts fintech services into any app and simplifies the complex offering of local payment methods.	Series D	\$300,000,000	Coatue	\$470,000,000
Lacework	Lacework is a security platform for cloud generation that provides automated threat defense and intrusion detection for cloud workloads.	Series D	\$525,000,000	Altimeter Capital, S	\$599,000,000
Bloom & Wild	Bloom & Wild is an online flower delivery platform developing a modern approach for sending flowers to loved ones.	Series D	\$101,880,026	General Catalyst	\$130,009,419
Personio	Personio is developing an HR management and recruiting platform for SMEs and startups.	Series D	\$125,000,000	Index Ventures, M	\$254,332,944
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sennder	sennder is a digital freight-forwarding company that connects large commercial shippers with small freight carriers.	Series D	\$160,000,000		\$260,000,000
Udaan	Udaan is a B2B trade platform that brings manufacturers, traders, retailers, and wholesalers into a single platform.	Series D	\$280,000,000	Moonstone Capital	\$1,179,919,112
Dremio	Dremio is a data lake engine that offers tools to help streamline and curate data.	Series D	\$135,000,000	Sapphire Ventures	\$261,499,993
Workato	Workato is an enterprise automation platform that helps organizations work faster and smarter without compromising governance and security.	Series D	\$110,000,000	Altimeter Capital, I	\$215,000,000
Divvy	Divvy helps businesses manage payments and subscriptions, build strategic budgets, and eliminate expense reports.	Series D	\$165,000,000	PayPal Ventures	\$417,500,000
Splashtop	Splashtop is a provider of remote-desktop support software for business, MSPs, IT, helpdesks, and schools.	Series E	\$50,000,000	Sapphire Ventures	\$99,000,000
TripActions	TripActions provides a platform to help companies streamline elements of business travel like: payments, rentals, and bookings.	Series E	\$155,000,000	Addition, Andrees	\$1,261,500,000
Cockroach Labs	Cockroach Labs is a software company that develops a cloud-native SQL database for modern cloud applications.	Series E	\$160,000,000	Altimeter Capital	\$355,100,000
Sila Nanotechnologies	Sila Nanotechnologies is a provider and manufacturer of revolutionary car batteries.	Series F	\$590,000,000	Coatue	\$875,000,000

Nubank	Nubank is a digital bank that offers digital credit cards, transfers, and payments.	Series G	\$400,000,000	GIC, Invesco, W	\$1,507,602,392
Roblox	Roblox is an online gaming and entertainment platform offering a shared digital experience that brings people together through play.	Series H	\$520,000,000	Altimeter Capital, C	\$855,712,214
Robinhood	Robinhood is a stock brokerage that allows customers to buy and sell stocks, options, ETFs, and cryptocurrencies with zero commission.	Venture - Series	\$1,000,000,000		\$5,574,325,000
X1 Card	The smartest credit card ever made.	Venture - Series	\$12,000,000	Spark Capital	\$22,000,000
Altruist	Altruist is a fintech company that develops a commission-free digital investment platform.	Venture - Series	Unknown	Venrock	\$8,500,000
LUB Foods	LUB Foods is a company dedicated to creating and distributing products that taste great.	Venture - Series	\$25,000,000	Capagro	\$46,483,156
Sohan Lal Commodity	SLCM is a one stop comprehensive agri-logistics company, having its Corporate Office in Delhi	Venture - Series	\$4,856,991		\$42,123,491