

Nextdoor

A Leading Social Networking Service for Neighborhoods

Tiburon Written Research
June 26, 2020



TIBURON STRATEGIC ADVISORS

Industry Leading Think Tank, Advisor, and Investor in
Wealth & Investment Management (and Related WealthTech) Firms

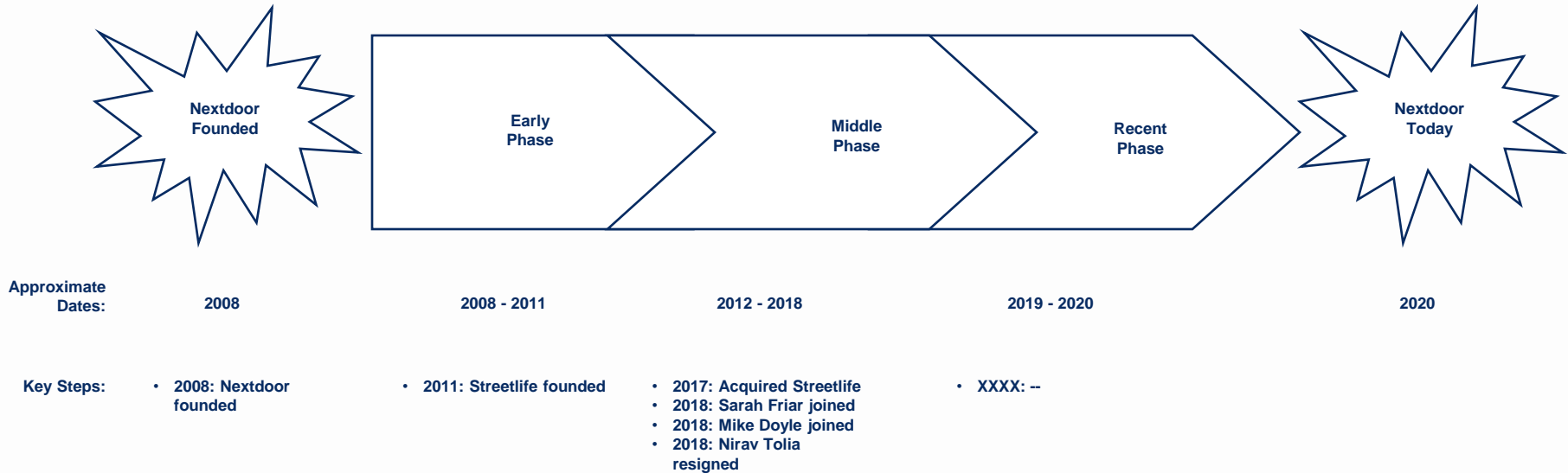


Comments

- **Founded in 2008**
 - **Founded by Prakash Janakiraman, Sarah Leary, Nirav Tolia, & David Wiesen**
- **Based in San Francisco, CA**
- **CEO: Sarah Friar**
- **Web Site: www.Nextdoor.Com**

Nextdoor was Founded in 2008 and Has Subsequently Evolved through its Early, Middle, & Recent Phases

Nextdoor History



Nextdoor was Founded by Prakash Janakiraman, Sarah Leary, Nirav Tolia, & David Wiesen in 2008



Comments

- **Founded in 2008**
 - **Founded by Prakash Janakiraman, Sarah Leary, Nirav Tolia, & David Wiesen**
- **Based in San Francisco, CA**

Nextdoor's Streetlife was Founded by Matthew Boyes in 2011



Comments

- **Founded in 2011**
 - **Founded by Matthew Boyes**
- **Based in London, England**

Nextdoor Acquired Streetlife in 2017



Comments

- **Founded in 2011**
 - **Founded by Matthew Boyes**
- **Based in London, England**
 - **Acquired in 2017**

Nextdoor is Not a Frequent Advertiser

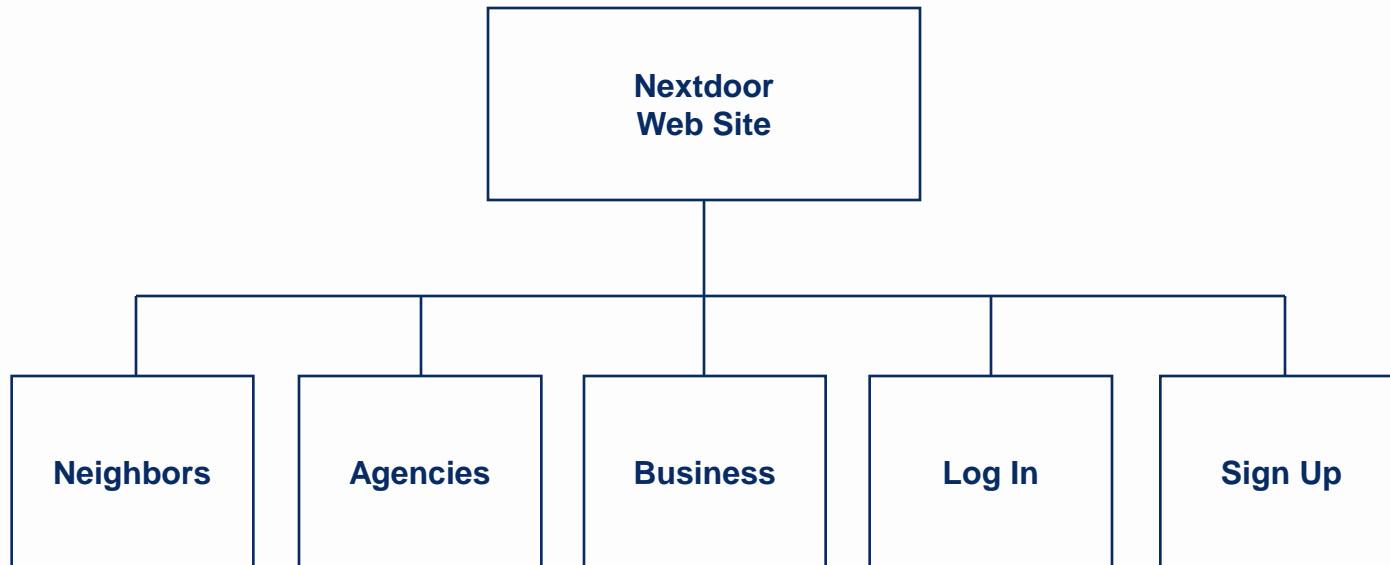


Comments
<ul style="list-style-type: none"><li data-bbox="664 391 741 411">• --

Source: Tiburon Research & Analysis

Nextdoor Has a Web Site with Five Core Sections, Including Neighbors, Agencies, Business, Log In, & Sign Up

Nextdoor Web Site



Nextdoor is Not a Frequent Acquirer



Comments
<ul style="list-style-type: none"><li data-bbox="664 391 741 411">• --

Source: Tiburon Research & Analysis

Nextdoor Has a Charitable Giving Program



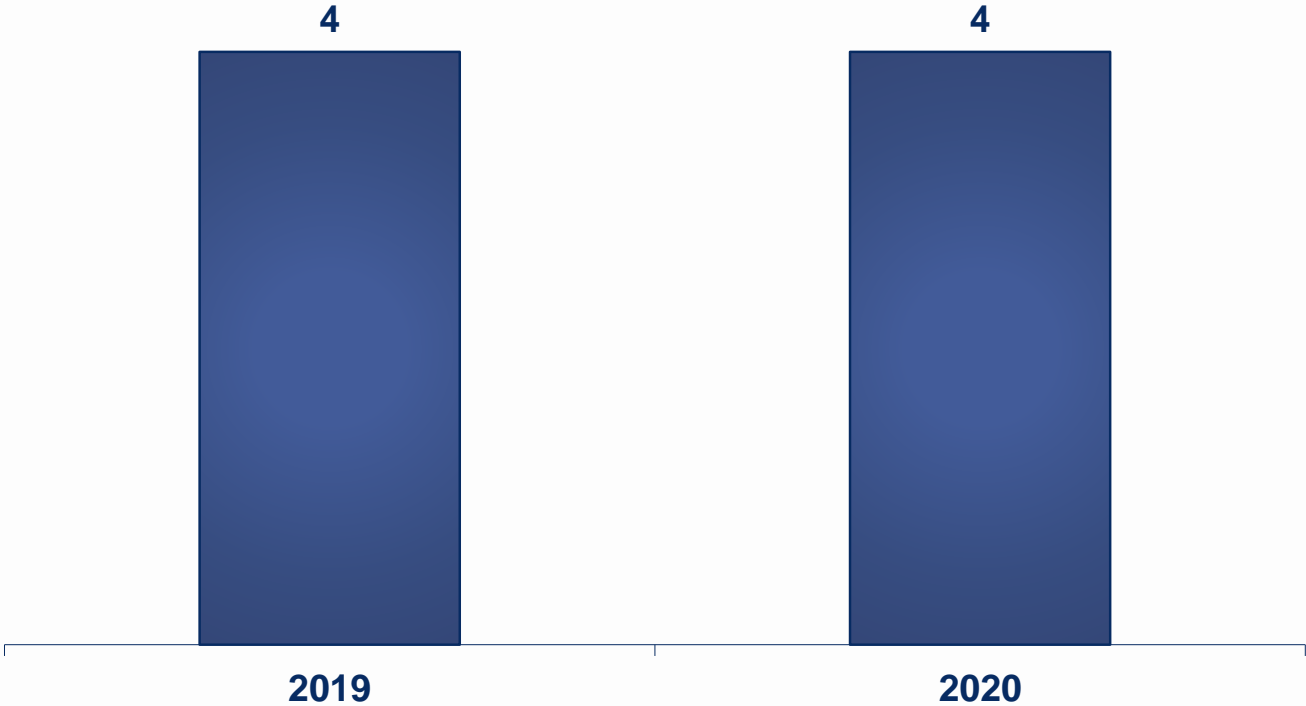
Comments
<ul style="list-style-type: none"><li data-bbox="664 391 741 411">• --

Source: Tiburon Research & Analysis

Nextdoor Has Four Offices, Consistent Since 2019



Nextdoor Offices



Source: 6/26/20 Craft Web Site; Tiburon Research & Analysis

Nextdoor Office Locations Include: Dublin, Ireland; San Francisco, CA; Sydney, Australia; & Toronto, Ontario, Canada

Nextdoor Offices

- **Dublin, Ireland**
- **San Francisco, CA**
- **Sydney, Australia**
- **Toronto, Ontario, Canada**



Nextdoor Has Employees

Nextdoor Employees



Source: Tiburon Research & Analysis

Nextdoor Serves Clients

**Nextdoor
Clients
(Millions)**



2019 **2020**

Source: Tiburon Research & Analysis

Nextdoor Generates Revenues

**Nextdoor
Revenues
(\$ Millions)**



2019 **2020**

Source: Tiburon Research & Analysis

Nextdoor Earns \$___ Million

**Nextdoor
Net Profits
(\$ Millions)**

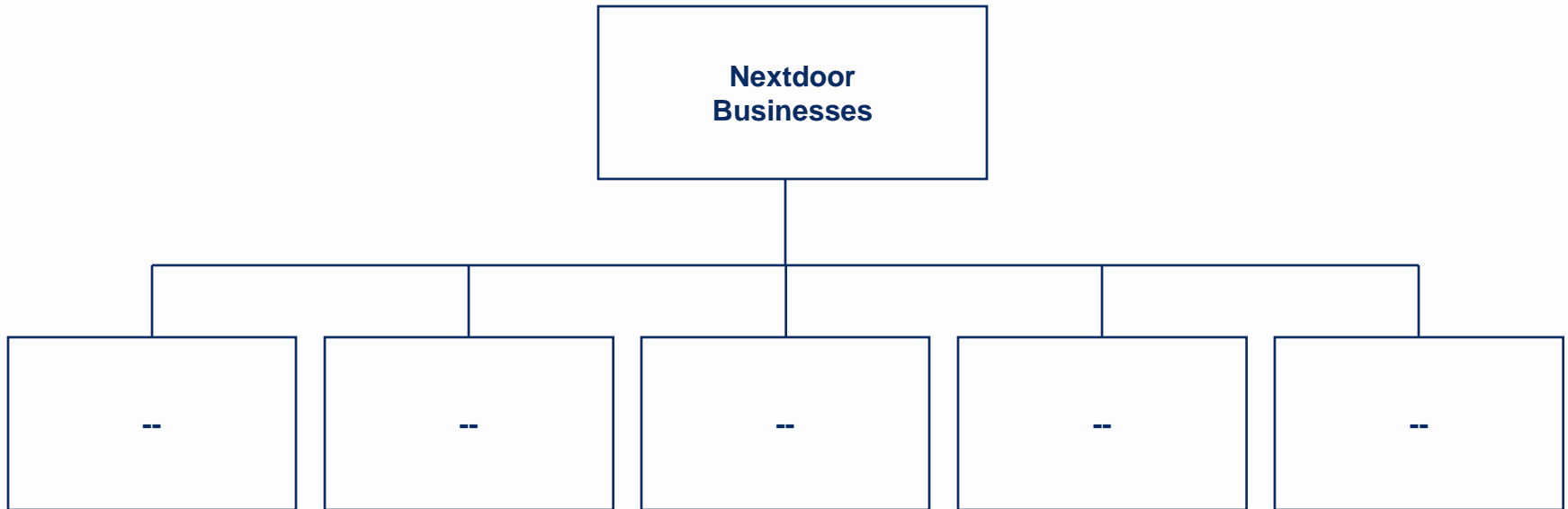


2019 **2020**

Source: Tiburon Research & Analysis

Nextdoor Has a Number of Businesses, Including...

Nextdoor Businesses



Nextdoor's First Business is ____



Comments
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Nextdoor's Second Business is ____

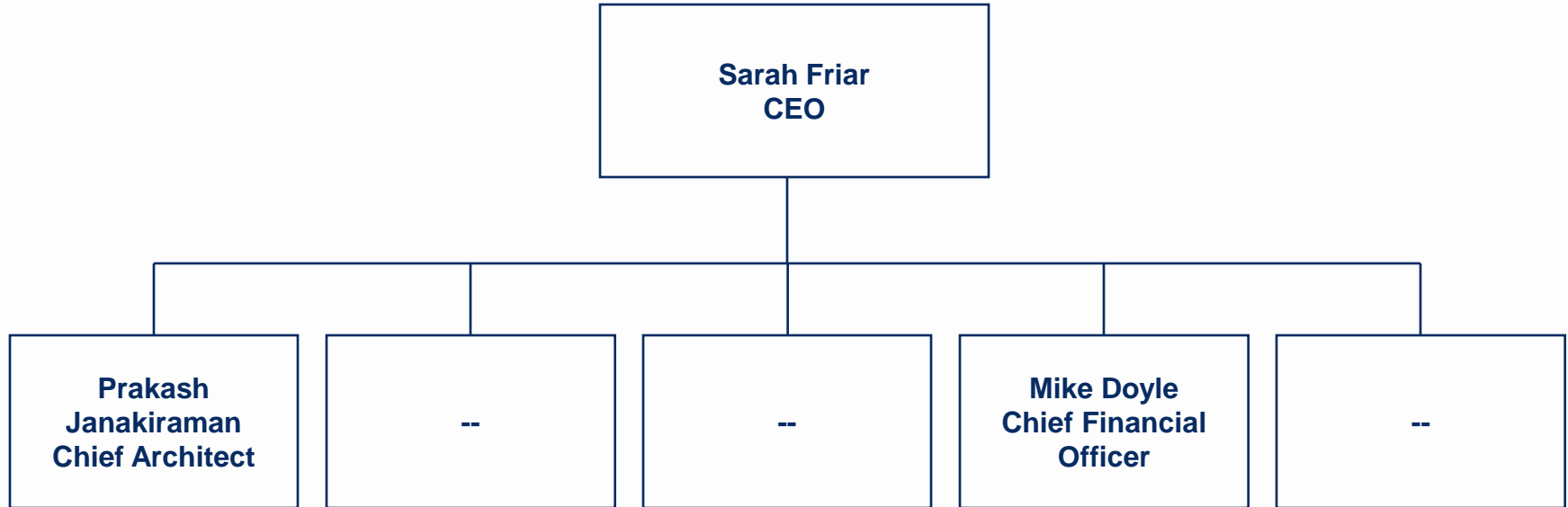


Comments
<ul style="list-style-type: none"><li data-bbox="666 406 743 428">• --

Source: Tiburon Research & Analysis

Nextdoor is Led by its CEO Sarah Friar

Nextdoor Organizational Chart



Note: Sarah Friar joined the firm in 2018; she was formerly at McKinsey & Company, Salesforce, Square, & The Goldman Sachs Group; Prakash Janakiraman co-founded the firm in 2008; he was formerly at Epinions, Excite@Home, Google, & Shopping.Com; Mike Doyle joined the firm in 2018


Source: 6/26/20 Nextdoor Web Site; 6/26/20 LinkedIn Web Site; Tiburon Research & Analysis

Nextdoor Has a Board of Directors Led by its Chairman Nirav Tolia

Nextdoor Board of Directors

Nirav Tolia Chairman	Sarah Friar	Bill Gurley	Leslie Kilgore	Mary Meeker
<ul style="list-style-type: none">• Former CEO, Nextdoor	<ul style="list-style-type: none">• CEO, Nextdoor	<ul style="list-style-type: none">• General Partner, Benchmark	<ul style="list-style-type: none">• Former Chief Marketing Officer, Netflix	<ul style="list-style-type: none">• General Partner, Bond 

Nextdoor Board of Directors

Jason Pressman	David Sze	Chris Varelas	--	--
<ul style="list-style-type: none">• Managing Director, Shasta Ventures	<ul style="list-style-type: none">• General Partner, Greylock Partners	<ul style="list-style-type: none">• Managing Partner, Riverwood Capital	<ul style="list-style-type: none">• --	<ul style="list-style-type: none">• -- 

Nextdoor is Privately Owned



Comments

- --

Nextdoor Has Assets

Nextdoor Assets (\$ Millions)



2019 2020

Source: Tiburon Research & Analysis

Nextdoor Has Liabilities

Nextdoor Liabilities (\$ Millions)



2019 2020

Source: Tiburon Research & Analysis

Nextdoor Has Shareholders Equity

Nextdoor Shareholders Equity (\$ Millions)



2019 2020

Source: Tiburon Research & Analysis

Nextdoor Earnings Per Share



2019 2020

Nextdoor Declares... Dividends Per Share

Nextdoor Dividends Per Share



Nextdoor Dividend Yield



2019

2020

Nextdoor's Stock Price is...

Nextdoor Stock Price



2019 2020

Nextdoor Has... Shares Outstanding

Nextdoor Shares Outstanding



Nextdoor's Market Capitalization is...

Nextdoor Market Capitalization (\$ Millions)

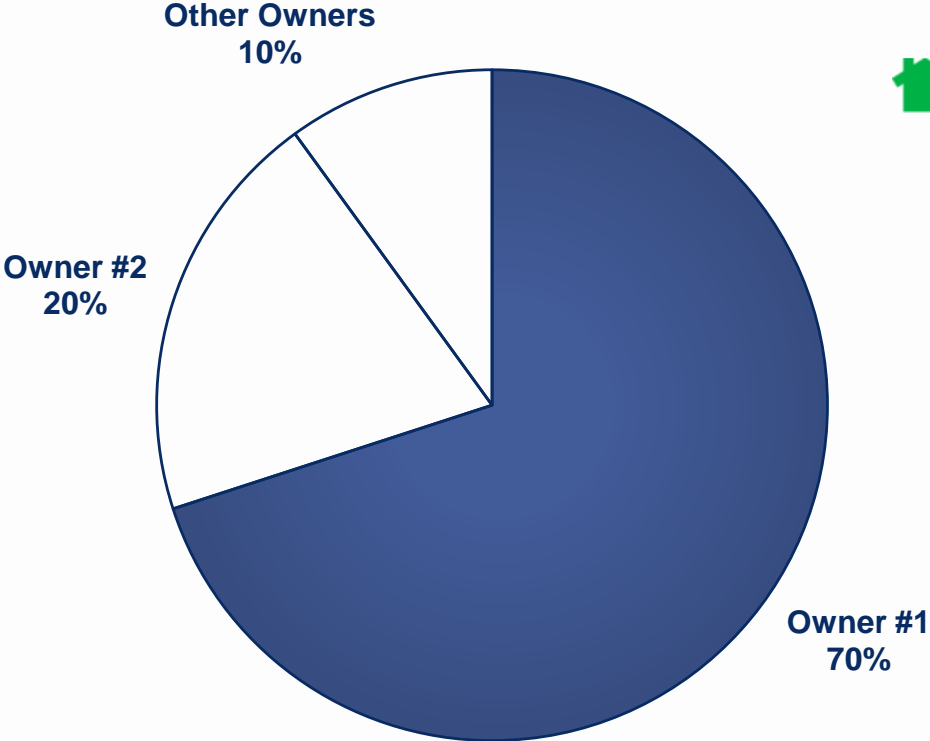


2019 2020

Source: Tiburon Research & Analysis

Nextdoor is Owned by...

Nextdoor Ownership By Owner



Source: Tiburon Research & Analysis

Nextdoor's Stock Volume is...

Nextdoor Stock Volume



2019

2020



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