

Angel investing for everyone

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Wefunder

Highlights

- 1 Doubled investment volume and revenue each year since 2018
- 2 \$10M in revenue booked in 2021
- 3 Launching in Europe in fall of 2022
- 4 Market leader. 40% market share in Regulation CF over 2022
- 5 Startups that raised recently \$5M+ on Wefunder: Mercury Bank, Replit, Levels, Synthesis, April

Our Team

**Nick Tommarello** Founder & CEO

Designer, engineer, MBA, holder of Series 65, alumni of Y Combinator and Techstars. Also enjoys climbing mountains. Twitter: @nickommarello

I started Wefunder because I wanted to invest in my friends - to help them dream bigger, be the best versions of themselves, and reach their ambition. Across America, so much raw talent is being wasted. The purpose of my life is to fix that, to help tens of thousands more founders "take their shot".

**Greg Belote** Founder & CTO

Master's from MIT. Alumni of Y Combinator and Techstars. Codes in VHDL with 8 windows open. Built embedded robot operating system as a hobby.

**Jonny Price** VP of Business Development

Former head of Kiva US and member of the community advisory council of the Federal Reserve. Master's from Cambridge.

**Adrian Parlow** General Counsel & VP of Corporate Development

J.D. from UPenn, former startups lawyer at Fenwick & West. Powder skier, slackliner, and international backpacker.

**Suzanna Rush** VP of Operations

Formerly led operations at Kiva U.S. Rock climber and political biography enthusiast.

**Katie Powers** Head of Wefunder EU

Studied in 3 countries & at the United Nations. Kiva alum. Started a plant-based meat company. Soccer player, hiker, and amateur chef.

**Gabriele Chiaranz** Head of Strategic Partnerships, EU**Miguel Afonso Barosa Gonçalves** Business Development Team, Wefunder EU

Founded an international nonprofit for young leaders across 15+ countries. Based in Lisbon, Portugal. Obsessed with planes, world expos and Beyoncé.

**Asbjørn Holmlund** Head of Fundraising, Wefunder EU

Former VC - making the rich richer got old. Now I'm helping head up the Wefunder EU expansion to see even more founders succeed, yay!

**Merc at Wefunder** Head of Investor Success

Head of Investor Success at Wefunder


**Sofia Zorich** Investor Success Team

Former VC - making the rich richer got old. Now I'm helping head up the Wefunder EU expansion to see even more founders succeed, yay!

**Dorianne Ma** Head of Closing Operations

Northwestern grad passionate about too many topics working to help others succeed in their passions. My bio always comes out boring because I'm a boring graduate who got into tech.

**Greg Kuntjoro** Closing Team

 UBC grad who has worked in 3 different countries. Canadian National Tennis Champion, leava cake eater, and future product designer :)

 **Sophie Wang** Head of Finance

 **Justin Renfro** Head of Growth & Partnerships
Launched the Kiva US program giving entrepreneurs their first injection of capital, started boat charter business, and ended up at Wefunder. I enjoy helping entrepreneurs. I also enjoy basketball, national parks, hot tubs, and dogs (and hot dogs).

 **Catherine Wright** Head of Business Operations

 **Mattia Astori** Business Development Team
Currently on a mission of allowing myself to invest in my favorite companies. Founder @ Idospay | Fundraising @ IDEA | PwC Alum | Retired tennis coach

 **Road Ezell** Business Development Team
Recovering consultant. Founded a non-profit to bring guaranteed basic income project to Nashville while in business school.

 **Noah Kravitz** Business Development Team

 **Ben Maltland-Lewis** Business Development Team, Founder In-Residence
Purpose-driven founder w/ 2x exits | YC Alum | Founder In Residence @ Wefunder

 **Adam Montgomery** Business Development Team
Based in San Diego, raised in Tennessee. Business dev professional with 10 years in the energy space. Former pro soccer player.

 **Maddie R** Business Development Team
Pol/Sci grad, avid hiker, climber, and traveller as well as ex-college cheerleader. Will pet and feed every animal I see.

 **Joshua Webster** Business Development Team
American born, Nepal raised, British-Canadian Educated. Moved every year for 10 years. More than slightly obsessed with chocolate milk, techonics, and geopolitics.

 **Jake Suggs** Head of Launch
Taught youths through TFA and filed more Form C's than all of our competitors. Former 3x bodyweight deadlift, current straggling rock climber. My dog is my son.

 **Dean Chou** Launch Team

 **Jared Newmark** Launch Team
Brown University graduate. Former partnerships and customer experience lead in upscale hospitality. Songwriter at BMI. Extremely tall, fast walking New Yorker.

 **Margaret Zheng** Head of Fundraising
Maggie is Head of Fundraising at Wefunder

 **Manuel Bleve** Fundraising Team

 **Geena Chen** Fundraising Team

 **Josh Connell** Fundraising Team

 **Justin Lai** Fundraising Team


 **Casey Leffers** Fundraising Team
San Francisco native fleeing the New England Winter. Lover of clean energy and cookies. Reg CF Swiss Army Knife.


 **Haley Rosenberg** Fundraising Team
professional storyteller by day (Wefunder), amateur storyteller by night (comedian)


 **Amalia Stern** Fundraising Team


 **Eric Lin** Community Team ...
Minerva Alumni, delivered Ramen, built bicycles, and likes to eat.


 **Christopher Vall** Deputy General Counsel


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Kai Anderson
Strategic Operations Lead and Legal Team
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Keena Bhandari
Legal Team
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Benjamin Nguyen
Head of Engineering
Medical school dropout turned self-taught programmer. Please don't make me edit on VSCode. [4vmmasterface](#)
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Maddy Adams
Software Engineer
Climber, backpacker, baked-good-enthusiast, Hainer, yes I love lobster
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Sam Cohen
Software Engineer
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Benjamin Garcia
Software Engineer
Cheese Champion 2022 & enjoy building novel things. Related, college dropout #4.
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Parker Hodge
Software Engineer
Built and sold a CRM. Ran a marathon under 3 hours... now can hardly run a mile.
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Thomas Hogan
Software Engineer
Building a matchmaking app for founders and investors [👉 Account Management @ Wefunder.](#)
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Cyril Karpenko
Software Engineer
MScS from UIUC. Enjoy building software products, especially in startup environments. I love functional programming and type-safe programming languages. Before moving to the US, I've been living long-term in 4 different countries.
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Makena Kongg
Software Engineer
An SF tech bro. Engineer, Painter, Potter, Single Mother of 1. can hold a really good OR a really bad conversation, slightly more doer than thinker.
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Atticus Liu
Software Engineer
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Emilio Mendoza
Software Engineer
Hacked my school's access control system to sell students better credential tags they could stick to their phones. My school wasn't too happy with this. Also, totally unrelated: college dropout #2.
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Arisa Shiraishi
Software Engineer
I love cooking and coding
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Nemanja Stojanovic
Software Engineer
Loves programming languages in theory, occasionally enjoys them in practice. Also loves kayaking, paragliding, and anything outdoors that involves moving faster than walking speed, as long as it's not running.
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Lana Toogood
Software Engineer
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Stefan Vukanic
Software Engineer
Studied telecommunications, loves electronics and mechanics, enjoys functional programming. Passionate about crafting software that helps others. Teaching associate at Petrica Science Center.
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Nicholas Wong
Software Engineer
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Windsor Parlow
Dog


We're building the Robinhood for pre-IPO startups.
Everyone should angel invest \$100.



Wefunder is the largest stock market for retail investors to invest in 'private' startups

Like Robinhood for pre-IPO startups, open to the general public





We created this industry in 2012



IN MARCH 2021, NEW REGULATIONS WENT LIVE

SPVs: One Entity on Cap Table Unlimited numbers of investors can invest in an SPV	No threat of being forced to go public All mutual investors in the SPV count as one investor for purposes of "buy"	Raise Up to \$10M rounds Companies can now accept up to \$10M from unaccredited investors and unlimited from accredited	Companies can start a campaign in < 15 minutes Now, founders can "hold the waters" and get commitments immediately
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Why We've Funded 1,695 Founders

Entrepreneurial & Modern Towards "If you have a strong customer following, the price is right. The only thing I did was to give customers a benefit, to give customers something that they can't find elsewhere. Most of our growth is word of mouth. We just that our users would spread the word."	Real Money & Modern Towards "The best thing about Wefunder was that we raised \$10M in less than a month. And the opportunity with the mentor David (he has been super helpful) for the creation of a firm with us and changed the future of our company forever."	Modern Money & Modern Towards "I needed a partnership with a strong and instead of taking the bad deal I ended up raising 3x more than that. I needed a strong partnership to cover our own terms for company. That Wefunder helped me find my partner from the customer's."
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We've recruited over a million new angel investors

 "Being a shareholder of Wefunder, I've changed my entire relationship with my future to Wefunder. Being Wefunder, I've been at the center of a very important market."	 "I'm doing this only because I wanted to do something even if it was only a tiny bit. I'll be happy to help develop a product to help people in the future."	 "I have known Wefunder for 15 years. She is one of the best, hardest working, and most passionate individuals I have ever met. She is not a company person. I have no doubt that any person she connects with will be highly successful."
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Over \$5 billion has been invested in startups after they were first funded on Wefunder

 Award-winning brewery with \$10M in revenues	 Artificial pancreas with \$10M in follow-on funding	 Interactive art installation with \$100M+ follow-on	 Movie studio with over 25,000 members on Wefunder
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EU Equity Crowdfunding Laws Go Live In 2022

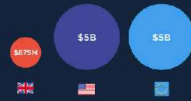
(Wefunder plans to
launch this summer)



U.S. and E.U. Market Size by 2025

In 2012, the UK rolled out the best equity crowdfunding laws.
In 2021, the US and EU introduced equivalent laws.

The U.K. equity crowdfunding market was \$475M.
The US and EU are about 7.5X bigger.



\$10 billion / yr

US + EU projected by 2025

X 40% Market Share

X 7.25% 1000-100

= \$290M+

ANNUAL REVENUE OPPORTUNITY

Our vision is to be the pre-NASDAQ stock market

- We want to make it normal for every high-growth startup to raise from their customers and fans in a "Community Round".
- Startups will be able to raise up to \$150M in a primary offering from the public... but legally, they remain private companies.
- Secondary trades happen once every 9-18 months in a "long term stock market" that lines up with traditional VC raises.
- Companies get the upside of fans investing and liquidity, but without public company restrictions or quarterly earnings pressure.

What is a pre-NASDAQ stock market?



THE WEFUNDER TEAM

Rick Teterawsky (CEO) and Gene Balata (CTO) are the founders. We've been at this since 2012.

Members of the team in Paris, France also before the COVID pandemic.

We've since hired a dozen new team members.

Our first credit was a \$1M loan to help the company together. There were a few others for a while to help about \$100K to \$1M.