

Forbes

<http://www.forbes.com/sites/jeanbaptiste/2016/10/07/technology-unicorns-big-push-towards-profitability/#5dcbc6153504>

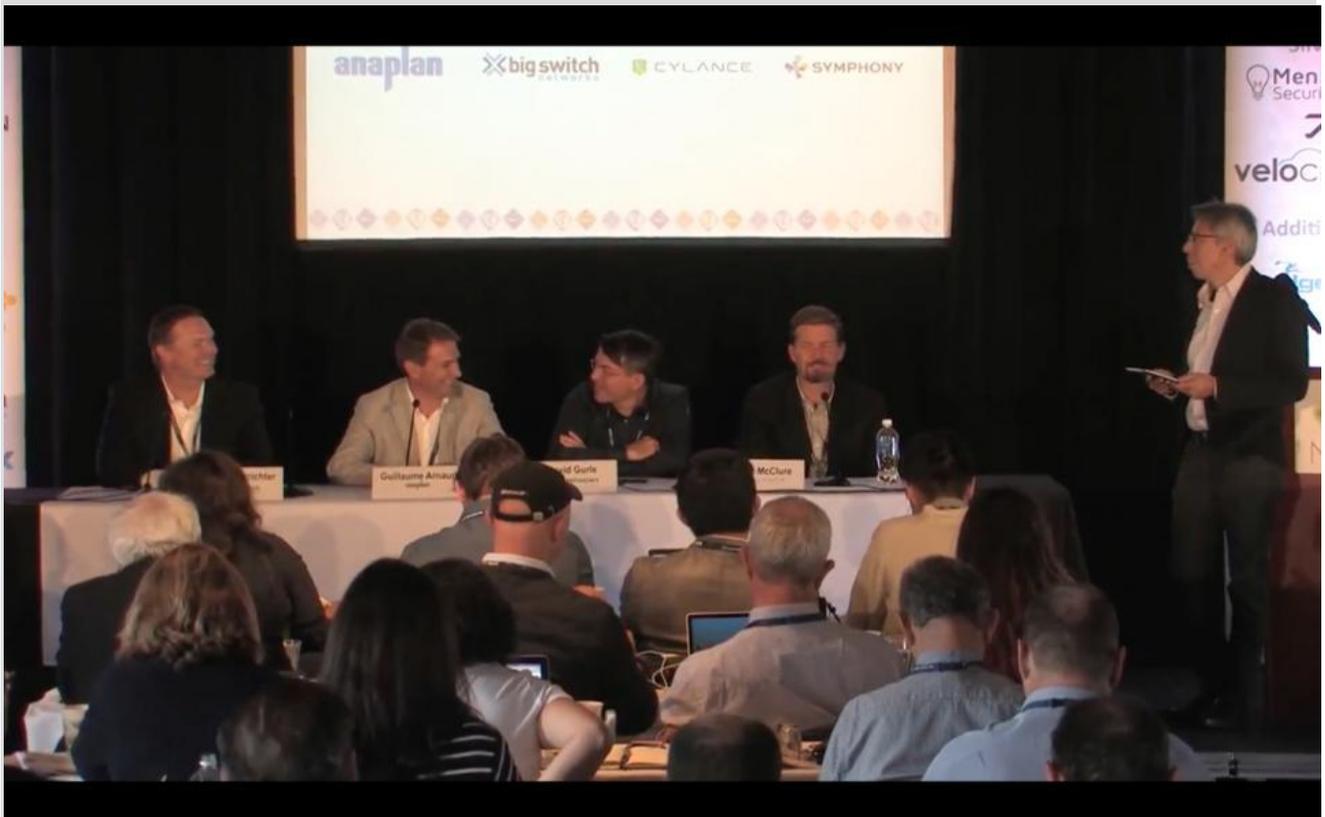
Technology Unicorns To Increase Focus On Profitability
07/10/16

Jean Baptiste Su,

Contributor

I write about the Business of Innovation from Silicon Valley

Opinions expressed by Forbes Contributors are their own.

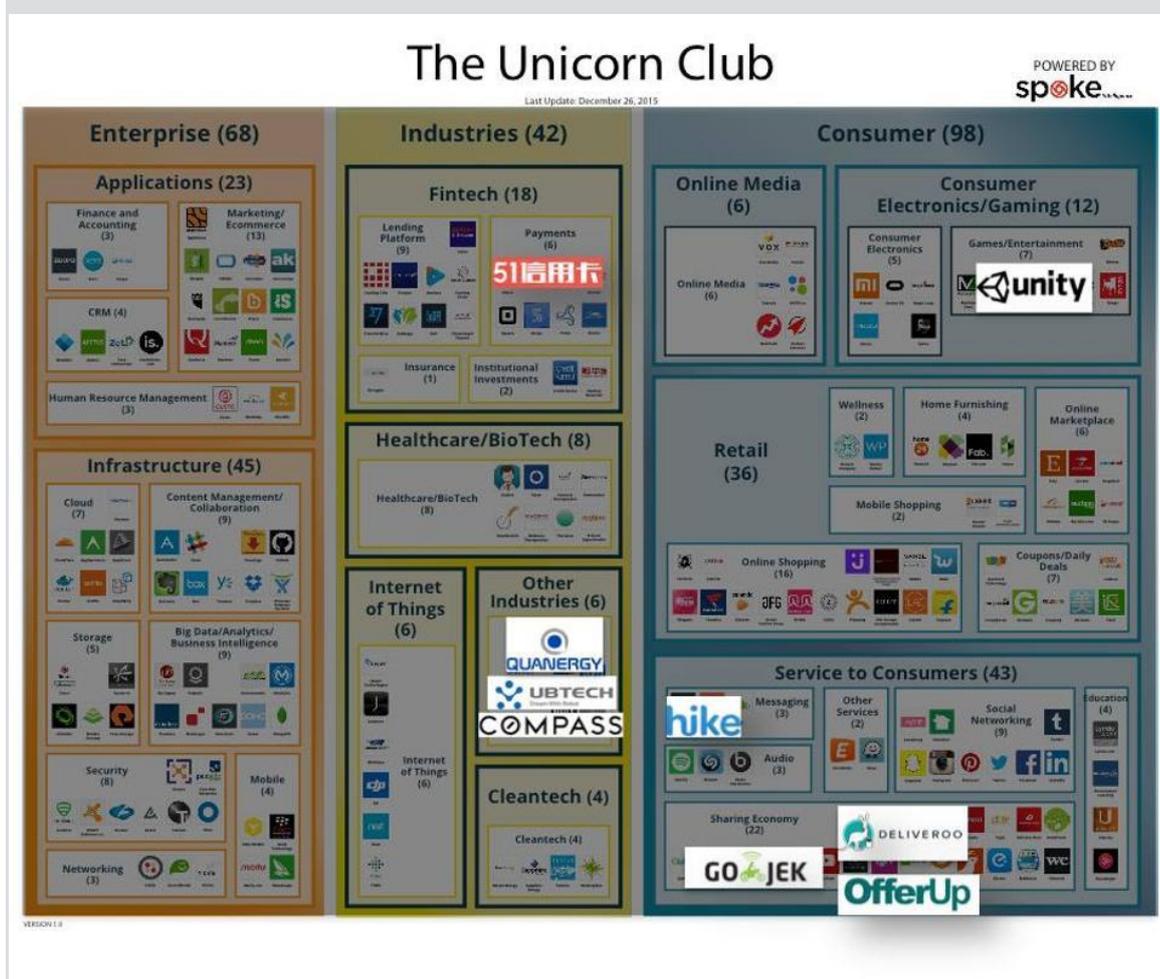


The Tech Unicorns panel discussion at Netevents, with Guillaume Arnaud, Anaplan's vice-president of special operations, Stuart McClure, the CEO of Cylance, Gregg Holzrichter, the CMO at Big Switch Networks and David Gurlé, the CEO at Symphony.

I recently moderated a panel discussion about technology unicorns – private companies valued at more than \$1 billion - at [Netevents](#), an annual meeting of technology and telecom executives, media and analysts exploring the latest trends in Cloud innovation, connected devices (IoT) and networking.

The discussion ranged from valuation reset, to hypergrowth and the road to profitability, with Guillaume Arnaud, [Anaplan](#)'s vice-president of special operations (\$1.1 billion valuation), Stuart McClure, the CEO of [Cylance](#) (\$1.1 billion) and two 'pre-unicorns', with Gregg Holzrichter, the CMO at [Big Switch Networks](#) and David Gurlé, the CEO at [Symphony](#) (\$750 million).

245 Tech Unicorns in Q3 2016 with 9 new entrants, \$1.81 trillion in total valuation



The 9 new tech unicorns in Q3 of this year: UBTECH Robotics, OfferUp, Deliveroo, U51.com, Compass, Unity, Quanergy, Hike and Go-Jek. A high-resolution of VBProfiles' Unicorn Club landscape is available at www.vbprofiles.com/l/theunicornebook.

To set the stage, we had an exclusive sneak peek at VBProfiles' upcoming [Unicorn Club landscape report](#) for this year's third quarter: There are now 245 technology unicorns, with 9 new entrants (UBTECH Robotics, OfferUp, Deliveroo, U51.com, Compass, Unity,

Quanergy, Hike and Go-Jek) and one startup dropping off the list, Chinese Android app store Wandoujia, that was acquired by Alibaba in July for \$200 million, 80% less than its previous \$1 billion valuation.

“The collective valuation for all the tech unicorns stands at \$1.81 trillion. The third quarter’s funding quarter-over-quarter was marked by both a very slow funding and a small number of deals,” said Baptiste Parravicini, the head of marketing at VBProfiles. “In Q3 2016, 35 unicorns raised a total of \$8.38 billion from 38 funding events. This represents a staggering decrease, both in terms of amount raised (\$17 billion in Q3 2015) and the number of deals (61 vs 38).”