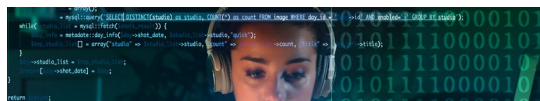


As we dive into the first quarter off 2024, let's rewind and review the most important trends and events of last year.

Q1 2023 | Work software



\$18.7B across 959 financings

Business/workflow software retreats from all-time highs, yet remains entrenched

After a banner two-year run with billions of dollars invested across thousands of financings, business/workflow software at the expansion stage saw a downturn in activity in 2023, much like most other segments. Dealmaking remained active, in line with previous years' tallies. As a result, the decline was more due to market forces than any weakening in adoption or implementation, as multiple sectors continued to invest in their core tech stacks to shore up margins and achieve greater efficiencies, especially against a tumultuous economic backdrop.

Q2 2023 | AI & ML



\$44.4B across 833 financings

AI & ML see near-record year, but what's next?

Especially thanks to megadeals done with major corporate players, artificial intelligence & machine learning (AI & ML) saw a surge in expansion-stage dealmaking value to its second-highest tally ever of \$44.4 billion in 2023. But with much discussion or actual institution of regulations for training models, accessibility, datasets, and more, plus concerns around market power concentration, improving technical fundamentals is likely a focus of all AI companies that raised hefty sums in 2023.

Q3 2023 | Exits



\$106.6B across 1,020 exits

Will a liquidity crunch persist in 2024?

2023 saw the lowest total of exit value for expansion-stage companies since 2010, although just over 1,000 exits were completed. While private market players enjoy prolonged timelines for investments, at the expansion stage, the duration to major liquidity eventually becomes more pressing. Consequently, the trend of exits for expansion-stage firms will remain a focal point for their backers and executives to watch this coming year.

Q4 2023 | E-commerce retail



\$292M across 35 financings

E-commerce and retail conclude much softer year as economic pressures persist

In an economic and market environment marked by high inflation and concerns around growth and how that may impact consumer spending, e-commerce players retrenched in retail after a bullish period of investment. Hence, 2023 deal values declined significantly, while deal counts remained at a steady trickle and investment firms and founders alike focused on robust supply chains, efficiencies in manufacturing, reshoring, and labor challenges.