

## Twitter Thread by Sneh Kagrana



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**The opportunity in US Equity Markets is huge and at the same time, it is getting easier for Indians to invest in the US markets.**

**Here is a summary of 10 companies I follow and what they do:**

1/ Roblox:

\$RBLX is a gaming platform where users can create games and monetize them by charging "Robux". Kind of Youtube for Games. Users also spend money buying tickets to events, gaming avatars, etc.

DAUs: 42M

Average Bookings per DAU: \$15.48

FCF (TTM): \$518M

MCap: \$50B

2/ CrowdStrike:

\$CRWD, currently valued at \$57B is a cybersecurity company. 'Falcon' is a cloud-native platform and uses AI to detect threats. Collects More Data - More Learning - Better Detection & Protection. It can protect your laptop as well as devices running on IoT

# CROWDSTRIKE AT A GLANCE

## First Cloud-Native SaaS Endpoint Security Platform

### Exceptional Financial Profile



**\$1.19 Billion**  
Annual Recurring Revenue



**74%**  
ARR YoY Growth



**93%**  
Subscription Revenue



**73%**  
Subscription Revenue YoY Growth



**11,420**  
Subscription Customers



**64%**  
Subscription Customers with 4+ Modules

Note: All financial figures as of Q1 FY22. Fiscal year ends January 31. See Appendix for definition of metrics.

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### 3/ Alibaba:

\$BABA is a group of Chinese E-Com marketplaces and businesses. Its 2 primary marketplaces - TMall [like Amazon (B2C)] & Taobao [like eBay (C2C)], have 800M+ annual active users. Apart from this, it also has a Cloud business.

Mobile MAUs: 925M

Ecosystem GMV: \$1.2T

### 4/ UiPath

\$PATH aims at automating the mundane tasks at the workplace and thereby save on time and productivity. Say you have an invoice in PDF format, UiPath will read it and capture the date, amount, category etc and enter the data in your database.

ARR - \$653M

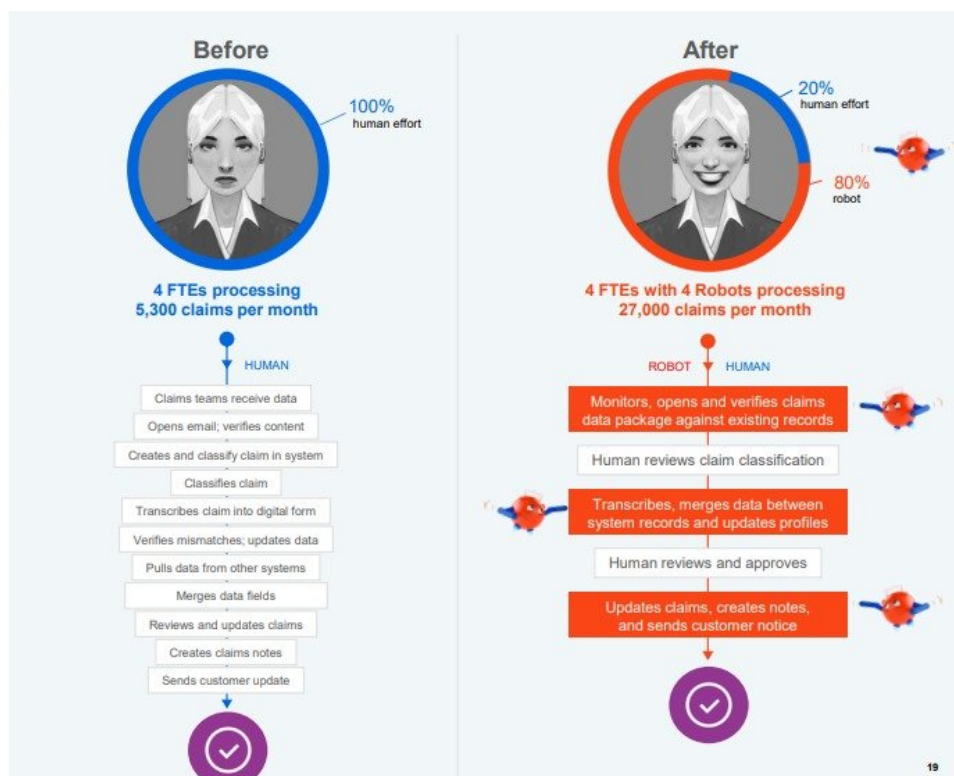
MCap - \$35B

## Streamlining Time-to-Payments with RPA + AI

Insurance Claims Processing Use Case

### Key Benefits

- 5x increase in monthly claims processed – from 5,300 to 27,000
- A 4-person team (w/ 4 robots) operating with the same productivity as a team of 20
- Maximizing and accelerating reimbursement payments



### 5/ Facebook

\$FB Across its 4 properties, it hosts 3.45 Billion Monthly users, nearly 50% of the human population. Huge data allows it to target ads better. Its marketplace, VR products + monetization of WhatsApp can aid further growth. Good growth + High Margin Business.

### 6/ Shopify

\$SHOP makes it easier for businesses to go online. Upload your product catalog, prices, etc, choose layout and theme & your online store is ready! It makes use of the business data to provide services like lending to merchants.

GMV: \$120B

Revenue: \$3B

Mcap: \$180B

### 7/ Tencent

\$TCHEY is a Chinese Tech Conglomerate. It owns WeChat, which has 1.2B users. With WeChat, you can talk to your friends, you can shop and pay as well. There are Mini Apps being hosted on WeChat. It also owns stakes in top tech companies: Tesla, Ola, Snapchat & 700 more!

### 8/ Fiverr

\$FVRR is a Freelance Service Marketplace. From Logo Design to Website Design you can hire freelance service providers or offer your service and monetize it on the marketplace, in return it gets to keep a cut.

Exp 2021 Revenue: \$300M

Gross Margins: ~80%

Mcaps: \$8.5B

9/ Wix(.)com

\$WIX is an Israeli company, which helps users create websites without code. Be it for your restaurant, online store, or your personal website, with drag & drop tools and plug-ins you can create a website without code.

ARR - \$966M

Gross Margins - ~70%

MCap - \$17B

10/ Coinbase

\$COIN is a crypto exchange. In Q1 itself it generated more revenue than it did in the whole of 2020. Closely linked to the crypto cycle, traded volume jumped 3.5x (QoQ) in Q1 in sync with the crypto bull run.

High Margin business, but do you believe in Crypto?