



Endeavor is committed to supporting founders across all stages of their entrepreneurial journey. As such, there are 3 ways to qualify to be an Endeavor Outlier, depending on stage. Our hope is that many Endeavor Entrepreneurs qualify across multiple stages over time!

Scaling up

EEs leading our fastest-growing companies

\$10M-50M **AND** **100%**
in net revenue (not GMV) 3yr. CAGR

FOR COMPANIES < 3YRS OLD:

\$10M+ **AND** **400%**
in net revenue 1yr. CAGR

Scaled-up and growing

EEs who have built large companies that are still growing quickly

\$50M-100M **AND** **70%**
in net revenue (not GMV) 3yr. CAGR

OR

\$100M+ **AND** **35%**
in net revenue 3yr. CAGR

OR

Companies valued at
\$1B+

Paying it forward

EEs who have exited their business and are now serving as role models to the next generation of entrepreneurs

Exit @ \$250M+ valuation within last three years (market cap at IPO / M&A valuation) and are now serving as Endeavor board members, mentors, ISP panelists, Endeavor Catalyst investors, etc.

We will review companies that are close to meeting this criteria, as well as newly selected Endeavor companies, and add new Outliers through April 2023. Every year, we'll go through an exercise of reviewing the criteria to uphold our commitment to keep the bar high and incorporate the feedback of our stakeholders as the program grows and evolves.

Other Considerations:

- CAGR is calculated over a period of 3 years (2019-2022)
- For EEs "on the cusp" of meeting the selection criteria, we will consider macro trends and market considerations (e.g., currency fluctuations, market dynamics)
- EEs who have exited their companies for \$250M+ will automatically be included in the Outliers program for 3 years, after which point we will reevaluate qualification based on company performance (e.g. for public companies) and/or the EE's commitment to paying it forward