



# SXSW

## SXSW PITCH REPORT

Data provided by



# SXSW



# PitchBook

PitchBook is a financial data and software company that provides data on the capital markets to help professionals discover and execute opportunities with confidence and efficiency.

We collect and analyze detailed data on the entire venture capital, private equity and M&A landscape—including public and private companies, investors, funds, investments, exits and people. Our data and analysis are available through our suite of products (the PitchBook Platform), industry news and in-depth reports.

Cover photo: Tico Mendoza

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**“SXSW was very special for Beagle. We made some fantastic new connections, had a great opportunity to refine our pitch and learned a great deal. As a company, we are stronger because of SXSW, and we are so grateful for the opportunity.”**

**Cian O’Sullivan**  
**Co-founder & CEO of Beagle**

beagle.ai





## Greetings from Austin

SXSW Pitch (formerly Accelerator) started in 2007 with a goal of matching ambitious early-stage companies with top investors. From our inaugural year of 23 startups to a total of 453 global participants through 2018, we are proud to be the catalyst of many dreams and successes. Some of our most well-known alums include Klout, Hipmunk, Wildfire, Siri, Foodspotting and Tango. Other standout graduates, like WeVideo and Trustev, may not be household names quite yet, but they've already garnered millions in funding and promise to step into the spotlight very soon.

This year, we've made some exciting changes: we've continued to expand our advisory board with a greater eye towards highlighting geographic, gender and racial inclusion; our industry categories now include emerging and fast-growing spaces like artificial intelligence and blockchain technology; and it's easier than ever for our participants to use the incredible resources, connections and recognition that SXSW offers to take their ambition further.

This report covers current trends in the seed and early venture capital space as well as the US venture ecosystem as a whole. It also showcases SXSW Pitch over time through the lens of our participants and offers an in-depth look at the ten industry verticals that comprise our 2019 categories. We hope it gives you a sense of how participation in our program can take companies to new heights.

We can't wait to see what our 2019 event has in store. See you March 9–10!

Best,



Chris Valentine  
SXSW Pitch Manager



# Overview: Venture capital investment reaches new heights as the industry navigates major shifts

VC has become a major catalyst for early-stage growth as it supplies startups with capital and mentorship to navigate the path toward scale. In the last decade, VC investment in startups has skyrocketed, especially as new technologies and modernizations have enabled quick and expansive paths for growth. The asset class is, however, moving through a transition wherein companies are raising more venture funding and delaying the traditional exit paths of strategic acquisitions or IPOs.

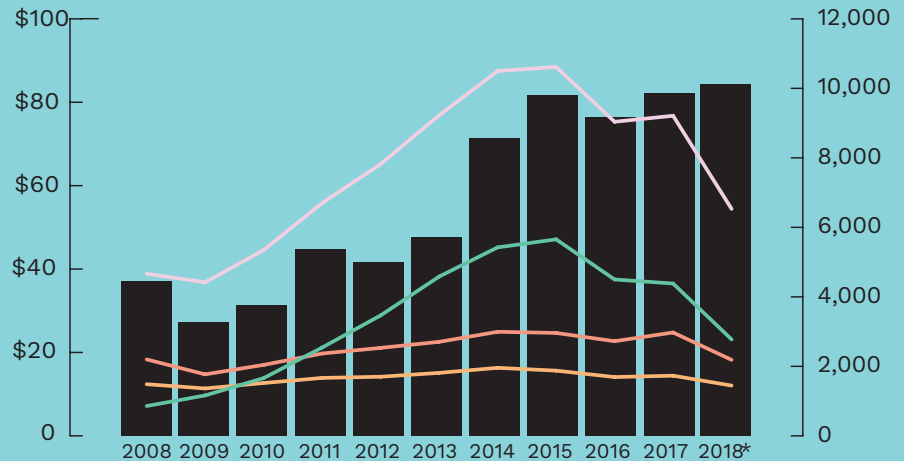
**Through three quarters, 2018 has already set a decade-high for VC investment and on pace to top \$100 billion, driven by plethora of outsized deals.**



Source: PitchBook

\*As of 9/30/2017

US VC deal activity



## VC OVERVIEW

**VC investors remain willing to deploy capital despite swelling deal sizes and valuations across the venture landscape. While this has manifested in lower deal counts, stabilization trends are forming.**

**\$7 million**

new early stage median deal size

The US VC asset class saw another quarter of strong activity as capital invested trended toward a new high. 3Q capital investment topped \$27.3 billion, pushing YTD 2018 deal value to \$83.3 billion.

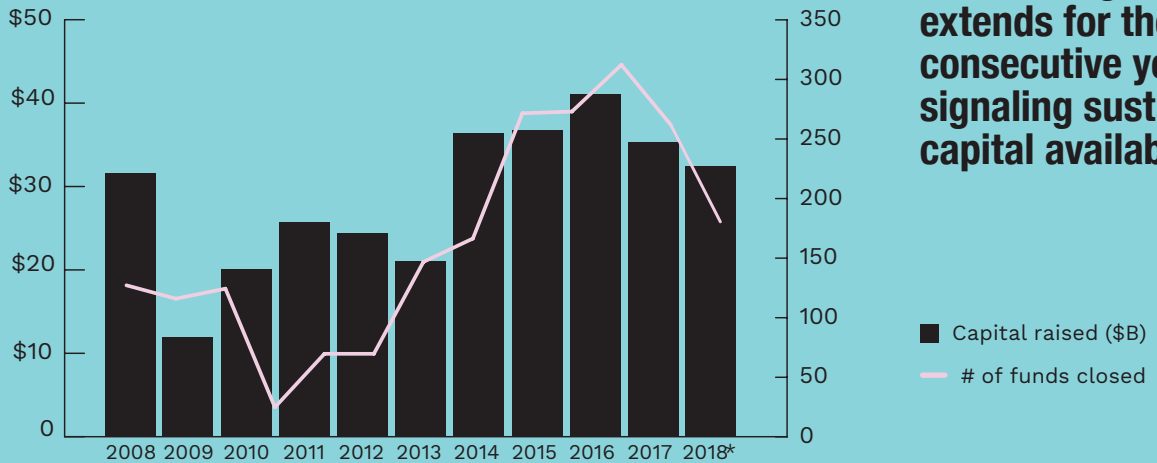
Regarding deal count, all stages saw double-digit percentage declines this quarter, although the slowdown was most pronounced for angel & seed deals, where activity fell 22.1% from 2Q. Annually, deal count currently stands 28.7% shy of the 2017 EOY total, putting 2018 on pace to be about equal with last year.

As of 3Q, median VC deal sizes have experienced double-digit percentage growth over 2017. Early-stage deals have seen the greatest increase, rising 25.0% to a median deal size of \$7 million. Median pre-money valuations are also climbing across stages. Series B deals saw the greatest YoY growth at 37.5%. The inflation of valuation figures can be attributed in part to the trend of increasing fund sizes, with investors now viewing large capital reserves as a competitive advantage. Seeking to compete with large VCs and nontraditional investors, smaller VCs may see capital efficiency put under pressure with more expensive investments and larger absolute returns necessary to satisfy LPs.

Average time to exit has climbed steadily over the past decade, settling at 6.4 years in 2018. This is due in part to the aforementioned rise in capital availability, especially at the late stage. Median company age also rose in 2018 for companies raising angel through series C rounds. Median



## US VC fundraising activity



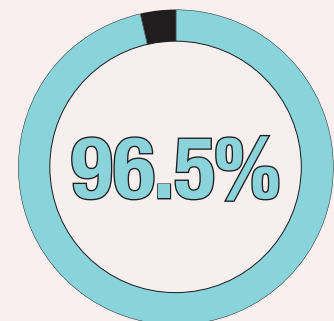
**Fundraising boom extends for the fifth consecutive year, signaling sustained capital availability.**

Source: PitchBook

age rose the most at the angel & seed stage (up 22.8% in 2018 versus last year) in part because investor composition is changing, and firms are investing in more mature companies with lower-risk profiles.

Despite a delay in time to exit, pace of exits is pacing to match 2017. Capital exited is 14.8% shy of 2017 full-year activity, with \$12.7 billion exited in 3Q. We expect capital exited to easily surpass 2017 by year end. This rise in capital exited is due, in part, to a greater percentage of companies being exited at larger sizes. Median exit size sits at \$100.0 million, and average exit has climbed to \$206.97 million, a 7.9% increase over 2017 entire year activity. Even though the number of exited companies is flat, capital is being returned to investors at compelling levels.

2014, has already exceeded \$30 billion in commitments for the fifth consecutive year. 15 funds have closed on at least \$500 million, five of which were over \$1 billion. These larger fundraises enable investors to commit to companies that may require more patient capital to achieve optimal financial outcomes. Investors are also increasingly raising larger funds to support portfolio companies through their entire VC journey. Overall fund count has looked to pick up, with a pace that could see fund counts top 300 for the first time since 2016. The trend playing out in fundraising mirrors the overall asset class: Larger sums being raised translating to elevated levels of capital available to startups.



96.5% of 2018 exit value was attributed to exits over \$100 million

Fundraising, which has been operating at elevated levels since

## Size and valuation of both angel & seed deals swell to new highs.

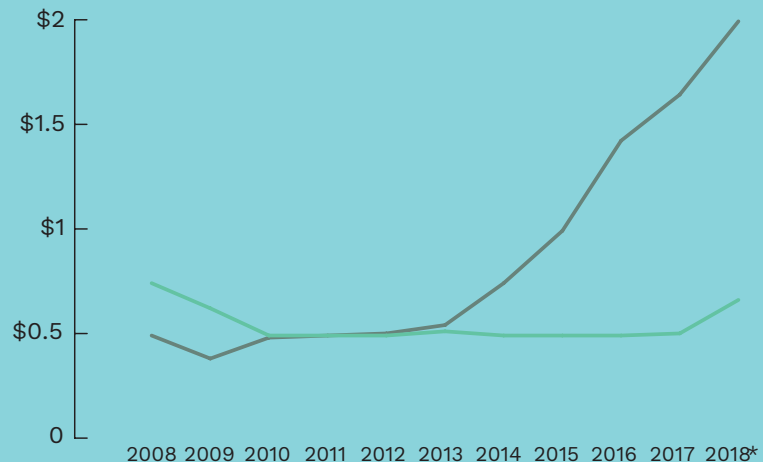
— angel — seed

# \$6M

median pre-money valuation has pushed over the \$6 million mark

Source: PitchBook

Median US angel & seed deal size (\$M)



Median company age is up 22.8% for companies at the angel/seed stage.

# 2.45 years

2017

# 3.01 years

2018

This upward trend is due (in part) to investor composition. In addition, firms are investing in more mature companies with lower-risk profiles.

## ANGEL/SEED STAGE

**Angel & seed total quarterly deal value has been remarkably stable over the past 16 quarters, with US capital investment hovering between \$1.5 billion and \$2.2 billion raised each quarter.**

Deal count has been slowly declining from a peak in 2015, tumbling from 1,491 to 783 deals closed. This abatement has been countered by a rise in median valuations and deal sizes. Despite the dip in deal count, on an annual basis, 2018 remains on pace to match or exceed activity in 2017. \$5.7 billion has been deployed over the first three quarters of 2018, just 21.3% shy of the \$7.2 billion allocated last year.

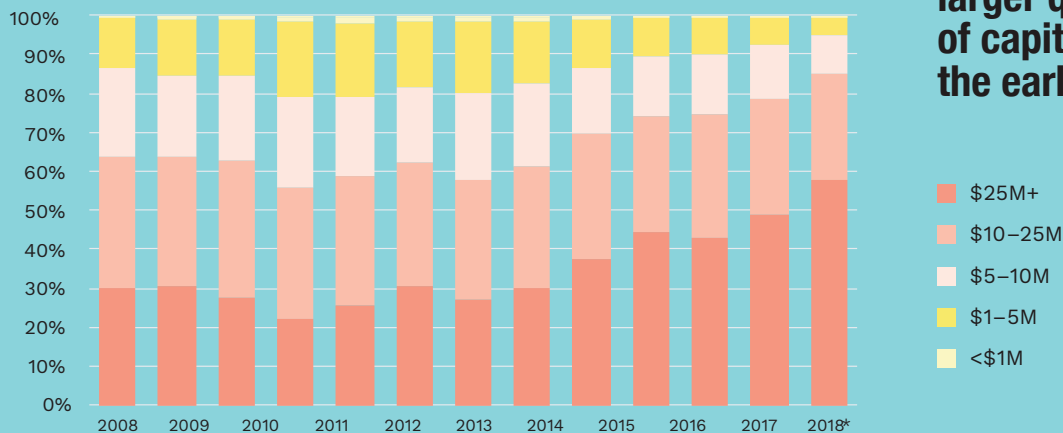
Correlated with the phenomenon of dropping deal counts and rising capital investment is the ascent of deal sizes. The proportion of \$1 million+ rounds has grown over the past six years and now makes up

56.1% of deals by count. Accordingly, median angel & seed deal size has increased 19.4% between 2017 and 2018. Valuations of angel & seed deals also enlarged 16.7% over 2017, although pre-money valuations are up significantly across all venture stages. Surprisingly, angel valuations have exceeded seed for the first time since 2010. This suggests that angel investors may be joining angel syndicates to increase investment size, therefore taking greater equity stakes.

The moderation of the angel & seed fund ecosystem is due primarily to two factors. First, angel & seed funds have institutionalized, attracting larger investors and investments. Second, many high-net-worth angels have formed venture funds to invest in later stage deals or have left angel & seed investing entirely. The competitiveness of the venture ecosystem has forced angels to either get serious or leave the scene. Falling deal counts notwithstanding, we expect capital invested to grow as median deal sizes continue to climb.



Early-stage capital invested by deal size (\$M)



Source: PitchBook

**Companies are raising larger quantities of capital at the early-stage.**

## EARLY STAGE

**The first three quarters of 2018 saw record-setting deal activity with \$27.3 billion invested in early-stage ventures.**

As of the third quarter 2018, median deal size has swelled 25.0% annually to a new record of \$7 million. In a nod to the prevalence of emerging tech in early-stage VC, two of the four largest deals of 3Q were in autonomous vehicle software firms. Zoox raised the most capital in a single early-stage round this quarter by closing on \$500 million, and Pony.ai raised a \$102 million round.

Massive deal sizes continue to become more prevalent across rounds. Median size of early-stage deals has increased 100.8% since 2014. That is in comparison to a 33.3% increase for late-stage deals. Unlike the VC industry as a whole, count of early-stage deals has kept pace with capital invested. 678 deals were

closed in 3Q, placing 2018 on pace to exceed 2017. We attribute this strong activity to an increase in non-traditional investors, such as tourist investors and angels. Additionally, the rise of mega-funds may be encouraging investors with smaller funds to move earlier in the cycle.

Taking a closer look at VC verticals, emerging technologies captured significant capital at the early stages. Artificial intelligence (AI) & machine learning companies attracted an impressive 89 early-stage rounds of capital in 3Q. In terms of capital raised, this vertical attracted \$1.65 billion, up 54.2% in one quarter alone. Life science firms drew fewer yet larger early-stage deals than the AI vertical, attracting 71 deals and \$1.9 billion in aggregate for the vertical. Mammoth Biosciences stood out for closing on three investment rounds in 2018 total, raising over \$30 million from investors, including Mayfield Fund, NFX and Tim Cook, in order to develop a disease detection platform that uses CRISPR technology.

**57.5% of early-stage capital was invested into deals over \$25 million**

# SXSW ACCELERATOR PITCH EVENT

## SXSW Pitch: Supporting new ideas and driving early-stage deals for over a decade

Over the past 11 years, SXSW Pitch has played a pivotal role in shaping the early-stage venture ecosystem, giving promising companies—from Siri to Klout—the resources they need to succeed when it matters most. Here, we're looking back on SXSW and the companies we've helped along the way. Take a look, and see who raised the most capital, who made it big, who won in their category last year and more.

Photo: Tico Mendoza



# SXSW PITCH BY THE NUMBERS

From raising capital to reaching high valuations to exiting big, success for fast-growing startups comes in many forms—and many stages. Here's a quick look at what success looks like for our graduates.

## 453

total participants

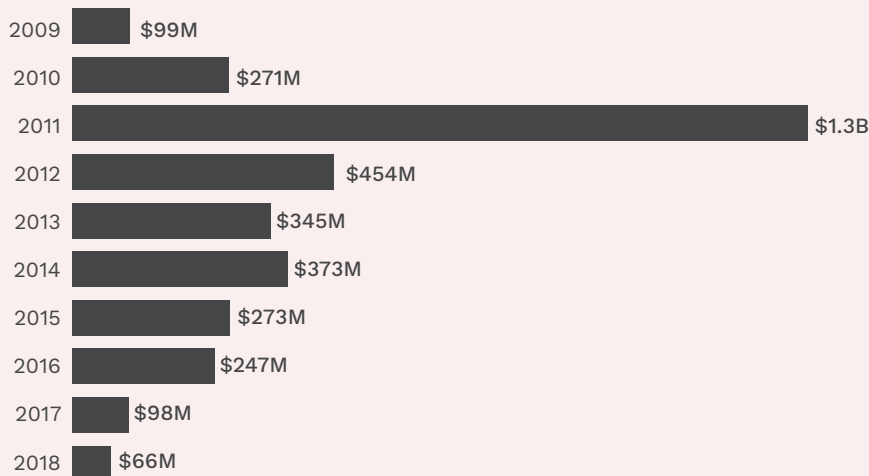
## \$5.4B

in funding and acquisitions

## 1,112

financing events

### Venture capital raised by cohort year



## \$2.3M

median capital raised  
by participant



2011 participant

**\$491M venture capital raised:**  
**Most capital raised since SXSW**  
**Pitch's inception**

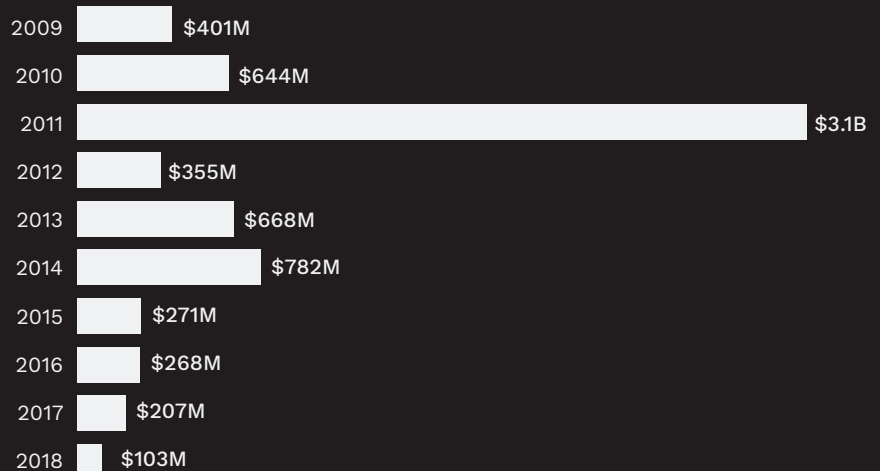
## \$6.5B

combined total of most  
recent valuations



**\$1.2B: Largest post-money valuation**

### Post-valuation total by year of participation



## 69

exits

## M E D I F Y

**8.9 months: Fastest time to exit**



**\$201M: Highest exit valuation**

(TubeMogul went public in 2014  
and later was acquired by Adobe  
for \$611M)

# SXSW PITCH BY THE NUMBERS

## Turning big ideas into big potential

Past participants of SXSW Pitch have gone on to do great things—and changed the way we live, work and play.



(Siri)

Developer of a web-based personal assistant. The company provides a voice-activated application that responds to commands to send messages, schedule meetings, place phone calls and more.

Notable investors: Apple      Valuation at exit: \$200M

Total raised: \$24M      Acquired by: Apple

ROLL

Provider of a modular music creation system designed to open up new possibilities for musical expression. The company's music creation system is a three-dimensional pressure-sensing keyboard with a rubber foam-style covering which responds to changes in pressure, enabling music-makers to be more expressive by manipulating sound.

Notable investors: Balderton Capital, BGF Ventures, FirstMark Capital, Founders Fund, Foundry Group, Frontier Venture Capital

Total raised: \$47M      Valuation: \$82M



Developer of a wearable biometric authentication technology designed to deliver convenient authentication anywhere. The company's Nymi Band is a multi-factor authenticator that can be used with any application, device or service. It allows users to take control of their identity through cardiac rhythm identification, which provides a secure authentication method.

Notable investors: Export Development Canada, GII Tech, Ignition Venture Partners, Relay Ventures

Total raised: \$30M

Jiff

Developer of cloud-based application platform to manage patients. The company offers a tool that enables doctors to engage and capture voice, teaching materials, gestures, patients' questions and replies.

Notable investors: GE Ventures, Venrock

Total raised: \$67M      Acquired by: Castlight Health



Provider of an online lending platform designed to offer automated funding to small businesses. The company's platform leverages data generated through business activities—such as accounting data, online sales, shipping and other sources—to understand performance and deliver flexible funding in real time, enabling businesses to access capital and cash advances.

Notable investors: SoftBank Group, SV Angel, TPG Capital

Total raised: \$1.3B\*      Valuation: \$1.2B

\*includes debt



Provider of a technology for e-commerce security and online fraud protection. The company uses multiple dynamic data sources to independently verify a user's identity on e-commerce sites, enabling online merchants to know they are dealing with actual customers.

Notable investors: Greycroft, Notion Capital, SVG Partners









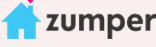

Total raised: \$3.8M      Acquired by: TransUnion

Valuation at exit: \$44M











# THE TOP OF THE CHARTS

These companies and investors are SXSW Pitch standouts











## Most VC capital raised

1	 Kabbage	\$491M
2	 Tango	\$371M
3	 Spredfast®	\$140M
4	 sphero	\$116M
5	 banjo	\$116M
6	 eko	\$112M
7	 omni-sci	\$92M
8	 project44	\$89M
9	 zumper	\$84M
10	 soylent	\$75M

## Highest pre-exit valuation






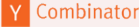




1	 Kabbage	\$1B
2	 Tango	\$751B
3	 soylent	\$381M
4	 GuideSpark	\$226M
5	 SMARTLING	\$225M
6	 omni-sci	\$200M
7	 zumper	\$180M
8	 sphero	\$90M
9	 UNIFY ID	\$70M
10	 Wevr	\$67M

## Highest post-exit valuation

1	 WILDFIRE by Google	\$350M
2	 TubeMogul	\$201M
3	 (Siri)	\$200M
4	 KLOUT	\$200M
5	 MindMeld	125M
6	 Ribbit	\$105M
7	 Qwiki	\$50M
8	 namo media	\$50M
9	 Trustev	\$44M
10	 bump	\$35M

## Most active investors in SXSW companies

(by number of deals)

1	 techstars	43
2	 500 startups	25
3	 PLUG AND PLAY	22
4	 NEA	17
5	 RSCM RIGHT SIDE CAPITAL MANAGEMENT, LLC	16
6	 Y Combinator	15
7	 innovation works	14
8	 ROCK HEAL+H	12
9	 SUSV	12
10	 RIDGE VENTURES	12



# 2018 SXSW PITCH PARTICIPANTS BY CATEGORY

Every year, SXSW Pitch participants compete to win the top prize in their industry vertical. See who took part last year.

## Augmented & Virtual Reality



Winner



## Enterprise & Smart Data



(Agrarian Labs, LLC)



Winner



## Entertainment & Content



(Vochlea Music)

Winner

## Health & Wearables



(Aetheris)

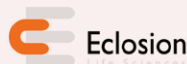


nanowear™

Winner



## Hyper-Connected Communities



Winner

## Payment & Fintech



Winner



# 2018 SXSW PITCH PARTICIPANTS BY CATEGORY (CONTINUED)

## Security & Privacy

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Winner

## Social & Culture

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Winner

## Sports & Performance Data

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Winner

## Transportation

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Winner

# “There is no better place to accelerate your business than the SXSW Pitch. The program put Season Share in front of the right people at the right time.”

**Jon Rappaport**  
Co-founder of Season Share  
[seasonshare.co](http://seasonshare.co)

**Past judges and emcees include:**



**Robert F. Smith**  
Vista Equity  
Partners



**Constantijn van  
Oranje**  
StartupDelta



**Cyan Bannister**  
Founders Fund



**Kay Koplovitz**  
Springboard  
Growth Capital/  
USA Network  
Co-Founder



**Naval Ravikant**  
AngelList



**Laurie Segall**  
CNN

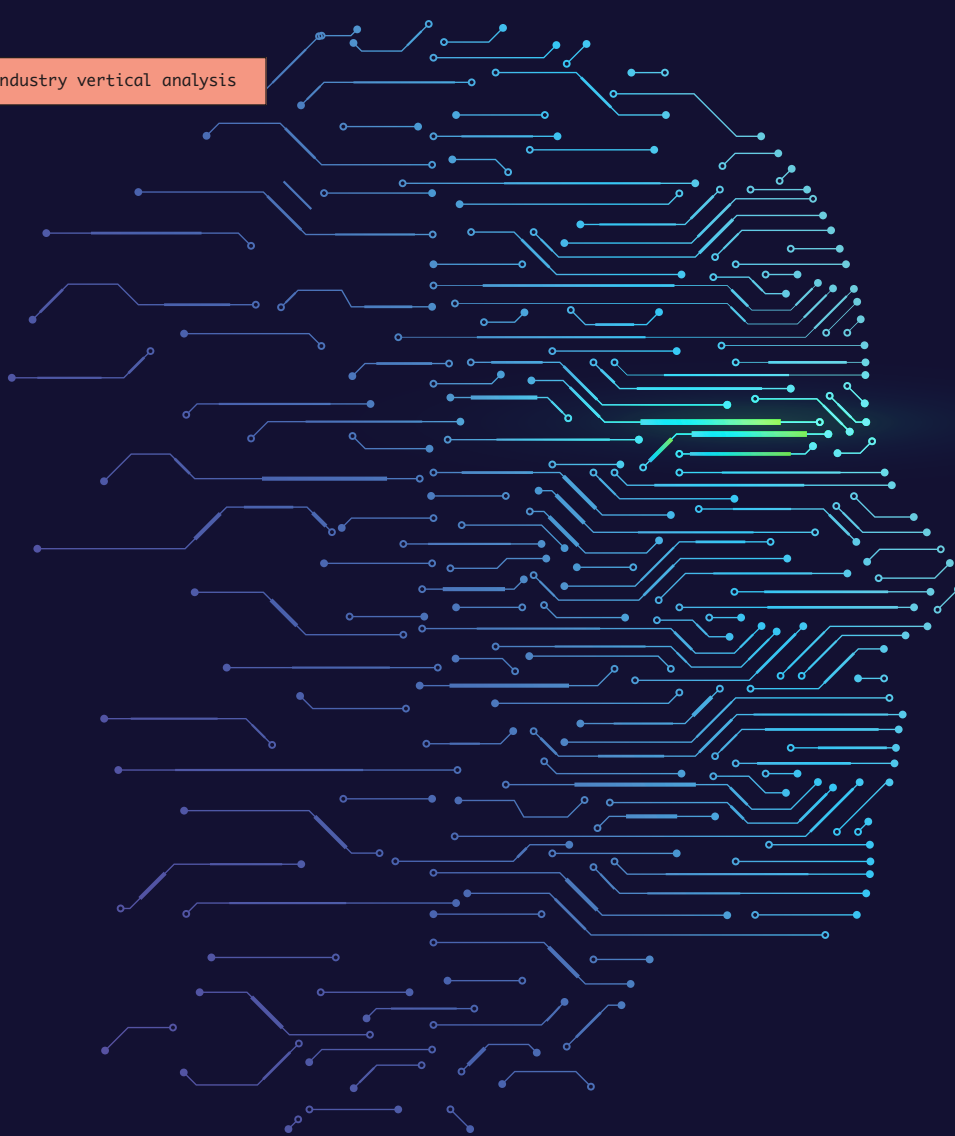


# What's shaping the VC ecosystem? A closer look at our 2019 industry categories

**SXSW ACC**  
**Hyper-Con**

From creating virtual universes to transforming how we get from point A to point B, SXSW Pitch participants reimagine the world, shaping both emerging and established industries. Here, we dive deeper into the fast-growing sectors that define our program, highlighting key trends, major players, financing activity and more. Read on for in-depth, industry-level analysis of our 2019 categories.

Photo: TicoMendoza



## ARTIFICIAL INTELLIGENCE

Artificial Intelligence (AI) has been referred to as the new electricity by AI pioneer Andrew Ng and compared in revolutionary potential to the advent of the internet. The technology is still in the implementation stage, but has attracted significant VC investment, with \$11 billion raised across 1,110 deals so far in 2018 – on pace to set a new annual high.

The technological building blocks of AI include natural language processing, computer vision and machine learning which form the basis for a plethora of exciting use cases. For example, computer vision is critical for the

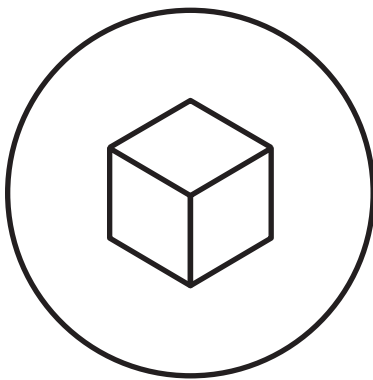
computer to observe the physical world and enable applications like facial recognition, robotic navigation, as well as autonomous vehicles.

A few early adopters have developed deep AI capabilities in-house, however, there is still a great deal of untapped potential for enterprise adoption, especially for companies outside of the technology industry. By utilizing internal company data with AI, businesses can automate and optimize processes within the sales, marketing, customer service, HR functions and beyond.





## BLOCKCHAIN



Whether a result of hype or opportunity, venture investment in the blockchain and crypto vertical has picked up significant traction in 2018. Capital raised by startups year-to-date has more than tripled from 2017's annual total, with \$1.6 billion invested across 212 deals in the US alone. Following the rush of interest in Bitcoin and other cryptocurrencies at the tail end of 2017, VCs have doubled down on crypto-trading and investment platforms. Leaders in the crypto-investment space have taken active acquisition strategies, buying up competitors to fortify their technical strength and market share.

Beyond crypto, however, applications of the technology have emerged that present cost-saving benefits for institutions in multiple markets. Many industries like healthcare, logistics and financial services still use decades-old IT infrastructure in their operations, making data heavy processes inefficient and costly. Incumbents are exploring the uses for blockchain's secure, distributed ledger technology to consolidate processes and potentially reduce operating costs. The technology is still largely in proof-of-concept phase, however, and adoption at the enterprise level could still be years out.



## AUGMENTED & VIRTUAL REALITY



Startups in the AR & VR category have raised over \$1.7 billion for the last three consecutive years, with approximately \$1.74 billion committed across 209 deals so far in 2018.

(It's worth noting that Magic Leap's \$793.5M Series C and \$963.0M Series D represent a bulk of capital raised in 2016 and 2018, respectively.) Both hardware and software components have seen considerable advances in the last few years, though users still note that clunky headsets still have a way to go before becoming "socially acceptable" and widely adopted by mainstream consumers. Still, startups developing optics & displays, haptics, and motion tracking software are on expected to make considerable traction in coming years.

With expanded capabilities of the technology, investors have seen new high-potential use-cases. While AR & VR technology can be leveraged to transform media and gaming, there are also viable use-cases for enhancing workplace collaboration and operations. Augmented reality headsets, for example, can be leveraged for enterprise applications ranging from training skilled workers in mechanical workflows, to medical imaging for difficult surgeries. Experts expect the space will see rapid development in the next decade, with fully immersive and "mixed reality" experiences becoming increasingly commonplace across industries.



## ENTERPRISE & SMART DATA

With widespread digitization across industries data is more available than ever to enterprises of all sizes. Collecting this data is a good start but many companies stop short of extracting real value. Companies providing solutions to these enterprises have an opportunity to disrupt major legacy software providers as well as innovate business processes.

## ENTERTAINMENT & CONTENT

A 2018 report suggests that the expected share of TV households without a traditional TV subscription in the US is 29.6%, up from 22.6% in 2016. This increase is partly due to VC-backed companies who have leveraged various technologies like cloud services to deliver content. These streaming services have provided users with mobile-friendly video viewing platforms as well as complementary hardware devices for television, eliminating the need for a cable television subscription service. This is evident in the increased migration of subscribers from cable

television to online, on-demand entertainment platforms, those whom are labeled “cord-cutters.”

Furthermore, steaming services have expanded beyond the traditional video and music, with many startups exploiting high user interests in e-gaming, in which audience view, interact and participate in gaming events.

After a record year of venture capital invested in entertainment and content in 2017, in which \$1.64 billion was invested across 216 deals, activity has cooled a bit through the first nine months of 2018. VC investment up to the beginning of the fourth quarter of 2018 has seen 145 deals with only \$885 million invested.

## HYPER-CONNECTED COMMUNITIES

Billions of people today live in communities that are increasingly connected. The advent of smartphones has accelerated these connections, and now, new technologies like 5G or relatively cheap internet-enabled devices like temperature sensors will drive further accelerated growth of hyper-connected communities. There were about 20.35 billion connected devices

in 2017 with an expected massive increase to 30.73 billion connected devices by 2020. All these devices, designed to automate every day processes of home life, are under the umbrella of devices known as IoT, devices with internet connectivity that can transmit data. Venture capital investments into this sector has remained steadily strong the past few years with \$5.14, \$5.08, and \$5.46 billion dollars invested in 2015, 2016, and 2017 respectively. In the first three quarters of 2018 so far, there have been \$3.04 billion of VC investments.

## HEALTH & WEARABLES

The fields of health and medicine have proven to be fertile grounds for technology and innovation. Health startups are focused on a diverse range of issues such as cancer-treatment, rare diseases, air pollution and hospital operations. Technological innovations have the capability of reducing costs, improving outcomes, and delivering attractive returns for investors. The market for these innovations continues to grow as the

population ages and as consumers become both increasingly health-conscious and comfortable with advanced technologies.

Health-focused wearable technologies, which originated as mechanical devices to track movement and exercise, have evolved to perform a wide variety of complex functions. Investment in health and wearables has climbed over the past decade to a high of \$1.7B in 2016. Investment in this space is pacing to reach a new high in 2018, with \$1.6B raised so far.

## SOCIAL & CULTURE

Technological innovation is changing how we interact with the world around us. Social media applications are the most obvious example of this, but there are many other use cases. Technology solutions are being used to help marginalized populations reengage with their communities as well as their careers. Other examples include new methods of communication and flexible homebuilding technologies. From an investor's perspective, these deals are highly risky, but many have the potential of achieving significant financial and social returns.

## SPORTS & PERFORMANCE DATA

The future of sports has become inextricably tied with technology, particularly data. Data has the potential to provide a competitive edge to athletes and coaches looking to improve their game. By leveraging insights generated by data analysis platforms, athletic performance can be quantified and evaluated, leading to improved results for athletes, managers, and coaches.

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## TRANSPORTATION & DELIVERY

Venture investing in the US transportation industry is on pace to reach new highs, with over \$37 billion invested in the space across over 190 deals so far in 2018. Attracted by the fast growth and disruptive nature of ridesharing, carsharing, and micro-mobility startups, investors have deployed more venture dollars to shared mobility than any other segment within transportation.

Technology is also having an impact on traditional industries like freight and delivery, as companies are using tech to improve fleet management, facilitate cargo-sharing and optimize routes to decrease carbon emissions and costs. Many of the most exciting technologies in the transportation space are still nascent and will continue to mature in the coming years. Corporations are racing to deliver the first mass-produced autonomous vehicle, finding new and innovative ways to reduce inefficiencies in the global supply chain, and aggressively scaling up fleets of shared bikes and scooters in a bid to redefine urban mobility.



# **We look forward to seeing you in Austin March 9-10, 2019**

**To learn more or apply,  
visit [sxsw.com/pitch](https://sxsw.com/pitch)**

**The application deadline for the 2019 SXSW  
Pitch event is November 15, 2018**



# Take your startup to the next level

From refining pitches to reaching top investors, SXSW Pitch participants receive the training, resources and professional connections they need to turn big ideas into even bigger success stories.



Photo: Tico Mendoza

## Explore funding options with investors

Thousands of investors from around the world flock to SXSW each year looking for the next big thing, and SXSW Pitch is a major part of the excitement. Showcasing your idea at SXSW Pitch attracts the attention of these investor attendees to your innovative product or service. Also, discover the latest funding strategies and trends adopted by other startups, accelerators and incubators, angel investors, venture capitalists and more. The company of investment experts in the industry will prove a valuable source of ideas to help with the funding of your startup.

## Take advantage of media exposure

SXSW attracts a lot of media attention and the SXSW Pitch event is of particular interest to press outlets looking to break the next exciting technology story. SXSW Pitch presenters can leverage that attention to place their startup in the spotlight with ample press opportunities.

## Learn from the industry's top innovators

One of the greatest values of SXSW is the amazing mix of industry leaders, technology innovators, big-name companies, fresh startups, high-profiled authors, cutting-edge developers and independent talent attracted to the event. The vast socializing opportunities at SXSW Pitch make it easy for participants to meet, greet and establish a network of professionals to work with on future projects.

## Polish your elevator pitch

Pitching is the single-most important skill you need to rise above the competition. That pitch should be rock solid. At SXSW Pitch, you will have the opportunity to pitch your company to scores of innovators, media experts and venture capitalists. Their feedback and expertise can help you sharpen that all-important pitch.

## Refine your product

No matter how strong your pitch, to attract investors you need a strong product. Presenting your idea to an experienced panel of industry experts and discussing your product with other entrepreneurs can help you to take it to the next level.

## Connect with other top startups

Each year, thousands of startups from around the globe converge at SXSW. You'll have the opportunity to network with like-minded startups who can help you with support and incredible new opportunities down the road in your journey as a company.

## Make career-enhancing connections

SXSW offers a wealth of exciting opportunities and events, including panel programming, parties and lounges, meetups, Interactive Innovation Awards, Trade Show and, of course, the inspirational experience that only SXSW can deliver.