



Purpose

EARLY GROWTH

We invest in fast-growing consumer and enterprise technology companies at initial scale, typically over \$1 million in revenue, and often increase our commitments, in both time and money, in order to nurture and develop businesses and companies that have the potential to operate at massive scale, around the world.

FOUNDER FOCUSED

We prefer founder-led companies that have been bootstrapped or grown with minimal outside capital. We prefer to invest in businesses that can grow efficiently without relying on excessive amounts of venture debt or equity financings so that founders and early shareholders can better control their own destinies.

RIGHT SIZED CAPITAL

Funding strategies should be dictated by the needs of companies, not that of Fund managers. We have no minimum investment or percentage ownership requirements. Some of our companies have grown to more than \$100 million in revenue with only a few million dollars in funding while others have raised a billion or more.

LONG TERM PARTNERSHIP

We are patient builders, not deal pickers. Since 1996, we have been partnering with entrepreneurs to help build businesses to billions of dollars in revenue. Great companies develop over multiple market cycles spanning decades. Over time, our approach builds on the accumulated experience of the entire Altos network.

Portfolio

ALL U.S. KOREA PAST

(<http://ateamventures.com/>)

(<https://www.audreyreefs.com.au/>)

(<https://bench.co/>)

(<http://www.bepro11.com/>)

(<http://en.bespinglobal.com/why-bespin-global/>)

(<https://getawair.com/index.html>)

(<http://www.bluehole.net/>)

(<http://www.bookjam.co.kr/>)

(<http://www.brightedge.com/>)

(<https://www.chairish.com/>)

(<http://korea.collabcreators.com/>)

(<http://www.collectiveretreats.com/>)

(<https://www.commontown.co/>)

(<http://www.coupang.com/>)

(<http://www.demandbase.com/>)

(<http://www.digitalpath.com/>)

(<https://academy.elice.io/%20>)

(<http://evrstudio.com/>)

(<http://cafe.funizen.com/>)

(<http://hiremojo.com/>)

(<http://www.hpcnt.com/>)

(<http://www.i-um.com/>)

(<http://www.idus.com/>)

(<http://jobplanet.co.kr/>)

(<http://www.getjoya.com/>)

(<http://kmong.com/>)

(<http://www.ksv.gg/english/home/>)

(<https://www.lendit.co.kr/>)

(<https://www.levelset.com/>)

(<http://www.linkshops.com/>)

(https://www.makestar.co/)

(https://www.meatbox.co.kr/)

(http://us.memebox.com/)

(https://www.morningrecoverydrink.com/?
gclid=Cj0KCQjwibDXBRCyARIsAFHp4fqXkj6vZhY3uuUDHDKrqP2tODpNf9tyUW636qSIT4Ts7KGj)

(https://www.myrealtrip.com/)

(http://natris.co.kr/)

(http://www.netbase.com/)

(http://www.oneup.com/)

(https://www.opensesame.com/)

(http://www.outboundengine.com/)

(https://www.outdoorsy.com/)

(https://www.pandadoc.com/)

(http://www.pandora.tv/)

(https://quizlet.com/)

(http://venticake.com/)

(http://www.roblox.com/)

(https://www.selfender.com/)

(http://www.spicus.com/)

(http://www.spooncast.net/)

(https://studypie.co/ko)

(http://www.sweetspot.co.kr/)

(http://www.syntekabio.com)

(<https://testlio.com/>)

(<http://www.trilibis.com/>)

(<http://www.huisseoul.com>)

(<https://www.turnkeyvr.com/>)

(<http://www.tvunetworks.com/>)

(<http://www.upsight.com/>)

(<http://www.trustvesta.com/>)

(<http://toss.im/>)

(<http://vonvon.me/>)

(<https://www.whatap.io/en/>)

(<http://www.whitehatsec.com/>)

(<https://www.wiselyshave.com/>)

(<http://www.woowahan.com/>)

(<http://www.xignite.com/>)

(<https://company.zigbang.com/>)

(<http://zigzag.kr/>)

(<http://www.zipdoc.co.kr>)

The portfolio companies included herein do not represent all of the portfolio companies purchased, sold or recommended for funds advised by Altos Ventures. The reader should not assume that an investment in the portfolio companies identified was or will be profitable.

Philosophy

CURRENT POSTS

Paradox of the Power Law in Venture Capital

The most experienced and successful venture capitalists grok the concept of the power law and how it describes the outcomes of startup investments. Simply put, 80% of the returns come from 20% of the deals. The 80-20 rule can be seen in both natural and man-made phenomena such as the size of earthquakes, the size of solar flares, the distribution of wealth and movie ticket sales. The power law is so common that Peter Thiel, the billionaire tech investor and entrepreneur, declared that "we don't live in a normal world, we live under a power law." According to Thiel, it's like the law of gravity—you can't escape it. Paradoxically, if this power law phenomenon is so simple and so common, why does Thiel declare that the "biggest secret in venture capital is that the best...

> [READ MORE \(HTTPS://ALTOS.VC/2016/01/PARADOX-OF-THE-POWER-LAW-IN-VENTURE-CAPITAL/\)](https://altos.vc/2016/01/paradox-of-the-power-law-in-venture-capital/)

FEATURED POSTS

Beyond Competitive Advantage (<https://altos.vc/2015/02/beyond-competitive-advantage/>)

Imagine two very different business worlds. One is a world in which market forces work their magic. If companies are profitable, new competitors enter and profits get worked down to nothing. If there is too much competition, companies exit (or go out of business) so that they neither lose nor make much profits. The other ...

> [READ MORE \(HTTPS://ALTOS.VC/2015/02/BEYOND-COMPETITIVE-ADVANTAGE/\)](https://altos.vc/2015/02/beyond-competitive-advantage/)

The Series B Trap – And How to Avoid It (<https://altos.vc/2014/01/the-series-b-trap-and-how-to-avoid-it/>)

The original version of this post was published in PandoDaily on January 20 2014 Over the last two years, much has been made of the “Series A Crunch”, a steep drop off in the number of seed-funded companies that are able to close an institutional Series A financing. For the companies that make it that far, ...

> [READ MORE \(HTTPS://ALTOS.VC/2014/01/THE-SERIES-B-TRAP-AND-HOW-TO-AVOID-IT/\)](https://altos.vc/2014/01/the-series-b-trap-and-how-to-avoid-it/)

Foxes and Hedgehogs (<https://altos.vc/2006/09/foxes-vs-hedgehogs/>)

“The fox knows many things; the hedgehog knows one big thing.” – Archilochus, 8th century BC For centuries, writers, poets and philosophers have pondered the dichotomy of the Fox and the Hedgehog. In a business context, we first read about these characters in the book “Good to Great.” According to its author, Jim Collins, “the ...

> [READ MORE \(HTTPS://ALTOS.VC/2006/09/FOXES-VS-HEDGEHOGS/\)](https://altos.vc/2006/09/foxes-vs-hedgehogs/)

[FULL ARCHIVE \(HTTPS://ALTOS.VC/BLOG\)](https://altos.vc/blog)

People





Moon-Suk Oh
PRINCIPAL



Jeff Truong
PRINCIPAL



Dillon Krasnigor
ANALYST



Tony Di Bona
CFO



Rick Arnold
GENERAL COUNSEL



Jiyun Cho
FINANCE



Kate Fry
FINANCE



Inkyoung Park
FINANCE



Faraneh
Kazerouni
FINANCE



Ashley
Pearson
OPERATIONS

Place

 (<https://www.facebook.com/altosventures>)  (<https://twitter.com/search?q=altosvc&src=typd>)

SILICON VALLEY

2882 Sand Hill Rd., Suite 100
Menlo Park, CA 94025

> OPEN MAP

([HTTPS://WWW.GOOGLE.COM/PLACES/2882+SAND+HILL+RD+%23100,+MENLO+PARK,+CA+94025/@37.4219046,-122.2143,17Z/DATA=!4M2!3M1!1S0X808FA](https://www.google.com/maps/place/2882+SAND+HILL+RD+%23100,+MENLO+PARK,+CA+94025/@37.4219046,-122.2143,17Z/data=!4M2!3M1!1S0X808FA))

