

# Lonerogan

Silicon Valley **150** Top public technology companies



## 2018

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| Rank | Company                    | IPO  | Business Description                   | 2017 Sales (M) | 4 Qtrs Ending | Growth | Profitability | Mkt Cap (M) | CEO as of 7/10/18                     | Headquarters  |
|------|----------------------------|------|--|----------------|---------------|--------|---------------|-------------|---------------------------------------|---------------|
| 1    | Apple                      | 1980 | Consumer electronics                   | \$ 239,176     | 12/30/17      | 10%    | 21%           | \$ 920,020  | Tim Cook                              | Cupertino     |
| 2    | Alphabet                   | 2004 | Web search, advertising                | \$ 110,855     | 12/31/17      | 23%    | 11%           | \$ 787,160  | Larry Page (founder)                  | Mountain View |
| 3    | Intel                      | 1971 | Semiconductors                         | \$ 62,761      | 12/31/17      | 6%     | 15%           | \$ 233,930  | Robert Swan (interim)                 | Santa Clara   |
| 4    | HP                         | 1957 | Imaging, printing, computing devices   | \$ 53,889      | 1/31/18       | 10%    | 7%            | \$ 36,820   | Dion Weisler                          | Palo Alto     |
| 5    | Cisco                      | 1990 | IT networking services                 | \$ 48,096      | 1/27/18       | -1%    | -3%           | \$ 201,330  | Chuck Robbins                         | San Jose      |
| 6    | Facebook                   | 2012 | Social networking website              | \$ 40,653      | 12/31/17      | 47%    | 39%           | \$ 571,280  | Mark Zuckerberg (founder)             | Menlo Park    |
| 7    | Oracle                     | 1986 | IT services, equipment                 | \$ 38,906      | 11/30/17      | 4%     | 25%           | \$ 178,950  | Mark Hurd/Safra Catz                  | Redwood City  |
| 8    | Hewlett Packard Enterprise | 2015 | IT services, equipment                 | \$ 28,352      | 1/31/18       | -6%    | 5%            | \$ 22,410   | Antonio Neri                          | Palo Alto     |
| 9    | Gilead Sciences            | 1992 | Therapeutic viral medicines            | \$ 26,107      | 12/31/17      | -14%   | 18%           | \$ 92,680   | John Milligan                         | San Mateo     |
| 10   | SYNNEX                     | 2003 | IT supply chain services               | \$ 17,046      | 11/30/17      | 21%    | 2%            | \$ 4,100    | Dennis Polk                           | Fremont       |
| 11   | Applied Materials          | 1972 | Chip-making equipment                  | \$ 15,373      | 1/28/18       | 30%    | 19%           | \$ 46,050   | Gary Dickerson                        | Santa Clara   |
| 12   | PayPal Holdings            | 2015 | Digital payment platform               | \$ 13,094      | 12/31/17      | 21%    | 14%           | \$ 99,610   | Daniel Schulman                       | San Jose      |
| 13   | Tesla Motors               | 2010 | Electric vehicles, battery powertrains | \$ 11,759      | 12/31/17      | 68%    | -17%          | \$ 56,890   | Elon Musk (founder)                   | Palo Alto     |
| 14   | Netflix                    | 2002 | Entertainment distributor              | \$ 11,693      | 12/31/17      | 32%    | 5%            | \$ 173,090  | Reed Hastings (founder)               | Los Gatos     |
| 15   | Salesforce.com             | 2004 | CRM software                           | \$ 10,480      | 1/31/18       | 25%    | 1%            | \$ 104,330  | Marc Benioff (founder)                | San Francisco |
| 16   | NVIDIA                     | 1999 | Graphics processors                    | \$ 9,714       | 1/28/18       | 41%    | 31%           | \$ 147,040  | Jensen Huang (founder)                | Santa Clara   |
| 17   | eBay                       | 1998 | Online marketplace                     | \$ 9,567       | 12/31/17      | 7%     | -11%          | \$ 36,450   | Devin Wenig                           | San Jose      |
| 18   | Lam Research               | 1984 | Chip-making equipment                  | \$ 9,558       | 12/24/17      | 50%    | 18%           | \$ 28,390   | Martin Anstice                        | Fremont       |
| 19   | VMware                     | 2007 | Virtualization software                | \$ 7,922       | 2/2/18        | 12%    | 7%            | \$ 65,920   | Pat Gelsinger                         | Palo Alto     |
| 20   | Adobe Systems              | 1986 | Publishing software                    | \$ 7,302       | 12/1/17       | 25%    | 23%           | \$ 119,800  | Shantanu Narayen                      | San Jose      |
| 21   | Sanmina-SCI                | 1993 | IT manufacturing services              | \$ 6,893       | 12/30/17      | 3%     | -1%           | \$ 2,030    | Robert Eulau                          | San Jose      |
| 22   | Intuit                     | 1993 | Financial software                     | \$ 5,818       | 1/31/18       | 20%    | 16%           | \$ 52,710   | Brad Smith                            | Mountain View |
| 23   | NetApp                     | 1995 | IT storage, management                 | \$ 5,751       | 1/26/18       | 6%     | 0%            | \$ 20,860   | George Kurian                         | Sunnyvale     |
| 24   | Advanced Micro Devices     | 1972 | Semiconductors                         | \$ 5,329       | 12/31/17      | 25%    | 1%            | \$ 14,700   | Lisa Su                               | Sunnyvale     |
| 25   | Electronic Arts            | 1989 | Entertainment software                 | \$ 5,095       | 12/31/17      | 10%    | 20%           | \$ 43,920   | Andrew Wilson                         | Redwood City  |
| 26   | Juniper Networks           | 1999 | Networking tools                       | \$ 5,027       | 12/31/17      | 1%     | 6%            | \$ 9,690    | Rami Rahim                            | Sunnyvale     |
| 27   | Symantec                   | 1989 | Computer security                      | \$ 4,739       | 12/29/17      | 25%    | 22%           | \$ 12,980   | Greg Clark                            | Mountain View |
| 28   | Agilent Technologies       | 1999 | Electronic measurement tools           | \$ 4,616       | 1/31/18       | 9%     | 4%            | \$ 19,670   | Mike McMullen                         | Santa Clara   |
| 29   | Equinix                    | 2000 | IT data centers                        | \$ 4,368       | 12/31/17      | 21%    | 5%            | \$ 34,020   | Peter Van Camp (interim)              | Redwood City  |
| 30   | KLA-Tencor                 | 1980 | Chip-making equipment                  | \$ 3,799       | 12/31/17      | 17%    | 17%           | \$ 16,150   | Rick Wallace                          | Milpitas      |
| 31   | Intuitive Surgical         | 2000 | Robotic surgical systems               | \$ 3,129       | 12/31/17      | 16%    | 21%           | \$ 55,300   | Gary Guthart                          | Sunnyvale     |
| 32   | Super Micro Computer       | 2007 | IT hardware                            | \$ 2,884       | 12/31/17      | 29%    | 3%            | \$ 1,200    | Charles Liang (founder)               | San Jose      |
| 33   | Synopsys                   | 1992 | Chip-design software                   | \$ 2,841       | 1/31/18       | 13%    | 2%            | \$ 12,870   | Aart de Geus (founder), Chi-Foon Chan | Mountain View |
| 34   | Varian Medical Systems     | 1999 | Cancer-fighting equipment              | \$ 2,706       | 12/29/17      | -16%   | 4%            | \$ 10,410   | Dow Wilson                            | Palo Alto     |
| 35   | Trimble                    | 1990 | Global-positioning tools               | \$ 2,654       | 12/29/17      | 12%    | 5%            | \$ 8,100    | Steven Berglund                       | Sunnyvale     |
| 36   | Xilinx                     | 1990 | Semiconductors                         | \$ 2,463       | 12/30/17      | 7%     | 20%           | \$ 16,530   | Victor Peng                           | San Jose      |
| 37   | Twitter                    | 2013 | Multimedia messaging                   | \$ 2,443       | 12/31/17      | -3%    | -4%           | \$ 33,730   | Jack Dorsey (founder)                 | San Francisco |
| 38   | Marvell Technology Group   | 2000 | Semiconductors                         | \$ 2,409       | 2/3/18        | 5%     | 22%           | \$ 10,760   | Matthew Murphy                        | Santa Clara   |
| 39   | Maxim Integrated           | 1988 | Semiconductors                         | \$ 2,382       | 12/30/17      | 7%     | 16%           | \$ 16,530   | Tunç Doluca                           | San Jose      |
| 40   | Cypress Semiconductor      | 1986 | Semiconductors                         | \$ 2,328       | 12/31/17      | 21%    | -3%           | \$ 5,620    | Hassane El-Khoury                     | San Jose      |
| 41   | Square                     | 2015 | Mobile payment solutions               | \$ 2,214       | 12/31/17      | 30%    | -3%           | \$ 25,030   | Jack Dorsey (founder)                 | San Francisco |
| 42   | Bio-Rad Laboratories       | 1980 | Life science research tools            | \$ 2,160       | 12/31/17      | 4%     | 6%            | \$ 8,610    | Norman Schwartz                       | Hercules      |
| 43   | Workday                    | 2012 | Enterprise software                    | \$ 2,143       | 1/31/18       | 36%    | -15%          | \$ 26,730   | Aneel Bhusri (founder)                | Pleasanton    |
| 44   | Autodesk                   | 1985 | Design software                        | \$ 2,057       | 1/31/18       | 1%     | -28%          | \$ 28,910   | Andrew Anagnost                       | San Rafael    |
| 45   | Palo Alto Networks         | 2012 | Network security                       | \$ 1,989       | 1/31/18       | 27%    | -10%          | \$ 19,450   | Nikesh Arora                          | Santa Clara   |

|     |                              |      |                                     |          |          |      |      |           |                             |                   |
|-----|------------------------------|------|-------------------------------------|----------|----------|------|------|-----------|-----------------------------|-------------------|
| 46  | Cadence Design Systems       | 1988 | Chip-design software                | \$ 1,943 | 12/30/17 | 7%   | 10%  | \$ 12,340 | Lip-Bu Tan                  | San Jose          |
| 47  | ServiceNow                   | 2012 | IT management software              | \$ 1,933 | 12/31/17 | 39%  | -8%  | \$ 31,380 | John Donahoe                | Santa Clara       |
| 48  | SunPower                     | 2005 | Solar energy products               | \$ 1,872 | 12/31/17 | -27% | -45% | \$ 1,130  | Tom Werner                  | San Jose          |
| 49  | Coherent                     | 1978 | Laser-based photonics               | \$ 1,855 | 12/30/17 | 83%  | 12%  | \$ 3,790  | John Ambroseo               | Santa Clara       |
| 50  | VeriFone Systems             | 2005 | Payment transaction technology      | \$ 1,854 | 1/31/18  | -4%  | -8%  | \$ 2,530  | Paul Galant                 | San Jose          |
| 51  | Synaptics                    | 2002 | Touch-based information tech.       | \$ 1,718 | 12/31/17 | 9%   | -5%  | \$ 1,730  | Rick Bergman                | San Jose          |
| 52  | Arista Networks              | 2014 | Cloud networking equipment          | \$ 1,646 | 12/31/17 | 46%  | 26%  | \$ 19,440 | Jayshree Ullal              | Santa Clara       |
| 53  | Fitbit                       | 2015 | Wearable wireless fitness devices   | \$ 1,616 | 12/31/17 | -26% | -17% | \$ 1,590  | James Park (founder)        | San Francisco     |
| 54  | Fortinet                     | 2009 | Network security devices, software  | \$ 1,495 | 12/31/17 | 17%  | 2%   | \$ 10,750 | Ken Xie (founder)           | Sunnyvale         |
| 55  | Align Technology             | 2001 | Orthodontic devices                 | \$ 1,473 | 12/31/17 | 36%  | 16%  | \$ 27,270 | Joseph Hogan                | San Jose          |
| 56  | Pandora Media                | 2011 | Personalized radio services         | \$ 1,467 | 12/31/17 | 6%   | -35% | \$ 2,130  | Roger Lynch                 | Oakland           |
| 57  | Netgear                      | 2003 | Home, small business networking     | \$ 1,407 | 12/31/17 | 6%   | 1%   | \$ 2,040  | Patrick Lo (founder)        | San Jose          |
| 58  | Finisar                      | 1999 | Fiber optic, network test systems   | \$ 1,364 | 1/28/18  | -3%  | 7%   | \$ 2,130  | Michael Hurlston            | Sunnyvale         |
| 59  | Splunk                       | 2012 | Web data analysis software          | \$ 1,271 | 1/31/18  | 34%  | -20% | \$ 14,600 | Douglas Merritt             | San Francisco     |
| 60  | Shutterstock                 | 2006 | Photo-based community               | \$ 1,190 | 12/31/17 | 5%   | 3%   | \$ 2,990  | Christopher North           | Redwood City      |
| 61  | GoPro                        | 2014 | Wearable, gear-mountable cameras    | \$ 1,180 | 12/31/17 | 0%   | -16% | \$ 889    | Nicholas Woodman (founder)  | San Mateo         |
| 62  | Lumentum                     | 2015 | Optical and photonic products       | \$ 1,127 | 12/31/17 | 13%  | 9%   | \$ 3,700  | Alan Lowe                   | Milpitas          |
| 63  | DropBox                      | 2018 | Web-based content sharing platform  | \$ 1,107 | 12/31/17 | 31%  | -10% | \$ 13,130 | Andrew Houston (founder)    | San Francisco     |
| 64  | Dolby Laboratories           | 2005 | Audio processing technology         | \$ 1,103 | 12/29/17 | 5%   | 6%   | \$ 6,410  | Kevin Yeaman                | San Francisco     |
| 65  | Stitch Fix                   | 2017 | Personalized online retail service  | \$ 1,095 | 1/27/18  | 34%  | 0%   | \$ 2,690  | Katrina Lake (founder)      | San Francisco     |
| 66  | Pure Storage                 | 2015 | Data storage solutions              | \$ 1,023 | 1/31/18  | 41%  | -17% | \$ 5,490  | Charles Giancarlo           | Mountain View     |
| 67  | Nutanix                      | 2016 | Cloud platform infrastructure       | \$ 995   | 1/31/18  | 55%  | -31% | \$ 8,930  | Dheeraj Pandey (founder)    | San Jose          |
| 68  | Electronics for Imaging      | 1992 | Networked computer printing         | \$ 993   | 12/31/17 | 0%   | -2%  | \$ 1,470  | Guy Gecht                   | Fremont           |
| 69  | Cavium                       | 2007 | Semiconductors                      | \$ 984   | 12/31/17 | 63%  | -7%  | \$ 6,060  | Syed Ali (founder)          | San Jose          |
| 70  | Fair Isaac                   | 1987 | Enterprise analytics software       | \$ 947   | 12/31/17 | 5%   | 12%  | \$ 5,800  | Will Lansing                | San Jose          |
| 71  | Ubiquiti Networks            | 2011 | Wireless networking products        | \$ 944   | 12/31/17 | 22%  | 16%  | \$ 6,690  | Robert Pera (founder)       | San Jose          |
| 72  | Ultra Clean Holdings         | 2004 | Chip-making equipment               | \$ 924   | 12/29/17 | 64%  | 8%   | \$ 633    | James Scholhamer            | Hayward           |
| 73  | Mellanox Technologies        | 2007 | Semiconductors                      | \$ 864   | 1/31/17  | 1%   | -2%  | \$ 4,580  | Eyal Waldman (founder)      | Sunnyvale         |
| 74  | Zynga                        | 2011 | Social gaming                       | \$ 861   | 12/31/17 | 16%  | 3%   | \$ 3,580  | Frank Gibeau                | San Francisco     |
| 75  | Plantronics                  | 1994 | Telecommunication and audio devices | \$ 850   | 12/31/17 | -4%  | 1%   | \$ 2,600  | Joe Burton                  | Santa Cruz        |
| 76  | Yelp                         | 2012 | User review network                 | \$ 847   | 12/31/17 | 19%  | 18%  | \$ 3,310  | Jeremy Stoppelman (founder) | San Francisco     |
| 77  | TiVo                         | 1997 | Entertainment delivery tools        | \$ 826   | 12/31/17 | 27%  | -5%  | \$ 1,700  | Raghavendra Rau (interim)   | San Jose          |
| 78  | Integrated Device Technology | 1984 | Semiconductors                      | \$ 794   | 12/30/17 | 7%   | 0%   | \$ 4,160  | Gregory Waters              | San Jose          |
| 79  | Viavi Solutions              | 1993 | Optical telecommunications          | \$ 791   | 12/30/17 | -8%  | 4%   | \$ 2,340  | Oleg Khaykin                | Milpitas          |
| 80  | Extreme Networks             | 1999 | LAN switching tools                 | \$ 771   | 12/31/17 | 44%  | -3%  | \$ 975    | Ed Meyercord                | San Jose          |
| 81  | FireEye                      | 2013 | Network security                    | \$ 751   | 12/31/17 | 5%   | -40% | \$ 2,970  | Kevin Mandia                | Milpitas          |
| 82  | Infinera                     | 2007 | Optical telecom equipment           | \$ 741   | 12/30/17 | -15% | -26% | \$ 1,500  | Thomas Fallon               | Sunnyvale         |
| 83  | Omniceil                     | 2001 | Workflow automation tools           | \$ 716   | 12/31/17 | 3%   | 3%   | \$ 2,050  | Randall Lipps (founder)     | Mountain View     |
| 84  | Veeva Systems                | 2013 | Cloud-based business software       | \$ 686   | 1/31/18  | 26%  | 21%  | \$ 11,140 | Peter Gassner (founder)     | Pleasanton        |
| 85  | Ichor Systems                | 2016 | Semiconductors                      | \$ 656   | 12/29/17 | 62%  | 9%   | \$ 547    | Thomas Rohrs                | Fremont           |
| 86  | Oclaro                       | 2009 | Optical networking components       | \$ 606   | 12/31/17 | 17%  | 23%  | \$ 1,530  | Greg Dougherty              | San Jose          |
| 87  | Guidewire Software           | 2012 | Insurance industry software         | \$ 576   | 1/31/18  | 28%  | -5%  | \$ 7,160  | Marcus Ryu (founder)        | San Mateo         |
| 88  | LendingClub                  | 2014 | Internet-based lending facilitation | \$ 575   | 12/31/17 | 15%  | -27% | \$ 1,570  | Scott Sanborn               | San Francisco     |
| 89  | FormFactor                   | 2003 | Chip-making equipment               | \$ 548   | 12/31/17 | 43%  | 7%   | \$ 997    | Mike Slessor                | Livermore         |
| 90  | Sunrun                       | 2015 | Solar energy products               | \$ 530   | 12/31/17 | 17%  | 24%  | \$ 1,530  | Lynn Jurich (founder)       | San Francisco     |
| 91  | DocuSign                     | 2018 | Electronic verification software    | \$ 519   | 1/31/18  | 36%  | -10% | \$ 8,200  | Dan Springer                | San Francisco     |
| 92  | Proofpoint                   | 2012 | Data protection software            | \$ 515   | 12/31/17 | 37%  | -16% | \$ 5,930  | Gary Steele (founder)       | Sunnyvale         |
| 93  | Roku                         | 2017 | Entertainment streaming             | \$ 513   | 12/31/17 | 29%  | -12% | \$ 4,330  | Anthony Wood (founder)      | Los Gatos         |
| 94  | Pivotal Software             | 2018 | High-performance computing software | \$ 509   | 2/28/18  | 22%  | -32% | \$ 6,350  | Rob Mee (founder)           | San Francisco     |
| 95  | Box                          | 2015 | Content-sharing platform            | \$ 506   | 1/31/18  | 27%  | -31% | \$ 3,590  | Aaron Levie (founder)       | Redwood City      |
| 96  | RingCentral                  | 2013 | IP-based telephony                  | \$ 502   | 12/31/17 | 32%  | -5%  | \$ 5,630  | Vlad Shmunis (founder)      | Belmont           |
| 97  | Natus Medical                | 2001 | Devices to treat newborn disorders  | \$ 501   | 12/31/17 | 31%  | -4%  | \$ 1,140  | James Hawkins               | Pleasanton        |
| 98  | Quantum                      | 1999 | Computer storage products           | \$ 478   | 9/30/17  | -4%  | -2%  | \$ 72     | Jamie Lerner                | San Jose          |
| 99  | Monolithic Power Systems     | 2004 | Semiconductors                      | \$ 471   | 12/31/17 | 21%  | 14%  | \$ 5,680  | Michael Hsing (founder)     | San Jose          |
| 100 | WageWorks                    | 2012 | Employee spending account mgmt      | \$ 462   | 9/30/17  | 33%  | 10%  | \$ 2,020  | Edgar Montes                | San Mateo         |
| 101 | Exelixis                     | 2000 | Small-molecule cancer treatments    | \$ 452   | 12/31/17 | 137% | 34%  | \$ 6,420  | Michael Morrissey           | So. San Francisco |
| 102 | Power Integrations           | 1997 | Power-conversion chips              | \$ 432   | 12/31/17 | 11%  | 6%   | \$ 2,190  | Balu Balakrishnan           | San Jose          |
| 103 | Zendesk                      | 2014 | Web-based help desk software        | \$ 430   | 12/31/17 | 38%  | -26% | \$ 5,870  | Mikkel Svane (founder)      | San Francisco     |
| 104 | Accuray                      | 2007 | Robotic radiosurgery systems        | \$ 400   | 12/21/17 | 7%   | -6%  | \$ 349    | Joshua Levine               | Sunnyvale         |

|               |                        |      |                                      |           |                |          |      |       |           |                  |                              |               |
|---------------|------------------------|------|--------------------------------------|-----------|----------------|----------|------|-------|-----------|------------------|------------------------------|---------------|
| 105           | Alpha & Omega          | 2010 | Semiconductors                       | \$        | 400            | 12/21/17 | 9%   | 5%    | \$        | 342              | Mike Chang (founder)         | Sunnyvale     |
| 106           | Twilio                 | 2016 | Internet infrastructure solutions    | \$        | 399            | 12/31/17 | 44%  | -16%  | \$        | 5,630            | Jeff Lawson (founder)        | San Francisco |
| 107           | Rambus                 | 1997 | Semiconductor technology             | \$        | 393            | 12/31/17 | 17%  | -6%   | \$        | 1,350            | Luc Seraphin (interim)       | Sunnyvale     |
| 108           | Depomed                | 1997 | Drug-delivery technology             | \$        | 381            | 12/31/17 | -17% | -27%  | \$        | 434              | Arthur Higgins               | Newark        |
| 109           | Xperi Technologies     | 2003 | Chip scale packaging                 | \$        | 374            | 12/31/17 | 44%  | -15%  | \$        | 826              | Jon Kirchner                 | San Jose      |
| 110           | Cloudera               | 2017 | AI-based analytics platform          | \$        | 367            | 1/31/18  | 41%  | -105% | \$        | 2,040            | Thomas Reilly                | Palo Alto     |
| 111           | Harmonic               | 1995 | Content delivery services            | \$        | 358            | 12/31/17 | -12% | -23%  | \$        | 379              | Patrick Harshman             | San Jose      |
| 112           | Inphi                  | 2010 | High-speed analog semiconductors     | \$        | 348            | 12/31/17 | 31%  | -22%  | \$        | 1,450            | Ford Tamer                   | Santa Clara   |
| 113           | Genomic Health         | 2005 | Cancer diagnostics                   | \$        | 341            | 12/31/17 | 4%   | -1%   | \$        | 1,790            | Kimberly Popovits            | Redwood City  |
| 114           | QuinStreet             | 2010 | Internet marketing tools             | \$        | 335            | 12/31/17 | 12%  | 1%    | \$        | 616              | Douglas Valenti (founder)    | San Mateo     |
| 115           | Penumbra               | 2015 | Medical devices for stroke patients  | \$        | 334            | 12/31/17 | 27%  | 1%    | \$        | 4,730            | Adam Elsesser (founder)      | Alameda       |
| 116           | New Relic              | 2014 | Cloud-based application management   | \$        | 330            | 12/31/17 | 36%  | -16%  | \$        | 5,740            | Lew Cirne (founder)          | San Francisco |
| 117           | Nevro                  | 2014 | Pain relief products                 | \$        | 327            | 12/31/17 | 43%  | -11%  | \$        | 2,200            | Rami Elghandour              | Redwood City  |
| 118           | Quotient Technology    | 2014 | Online promotion platform            | \$        | 322            | 12/31/17 | 17%  | -5%   | \$        | 1,260            | Mir Aamir                    | Mountain View |
| 119           | Imperva                | 2011 | Data protection software             | \$        | 322            | 12/31/17 | 22%  | 7%    | \$        | 1,710            | Christopher Hysten           | Redwood City  |
| 120           | Nektar Therapeutics    | 1994 | Biopharmaceuticals                   | \$        | 308            | 12/31/17 | 86%  | -32%  | \$        | 8,370            | Howard Robin                 | San Francisco |
| 121           | Ambarella              | 2012 | Semiconductors for imaging           | \$        | 295            | 1/31/18  | -5%  | 6%    | \$        | 1,270            | Fermi Wang (founder)         | Santa Clara   |
| 122           | NeoPhotonics           | 2011 | Planar light wave circuits           | \$        | 293            | 12/31/17 | -29% | -18%  | \$        | 284              | Timothy Jenks                | San Jose      |
| 123           | Glu Mobile             | 2007 | Mobile games                         | \$        | 287            | 12/31/17 | 43%  | -34%  | \$        | 908              | Nick Earl                    | San Francisco |
| 124           | 8X8                    | 1997 | VoIP platforms                       | \$        | 283            | 12/31/17 | 16%  | -34%  | \$        | 1,910            | Vik Verma                    | San Jose      |
| 125           | Hortonworks            | 2014 | Data management platform             | \$        | 262            | 12/31/17 | 42%  | -78%  | \$        | 1,470            | Rob Bearden (founder)        | Santa Clara   |
| 126           | Okta                   | 2017 | Identity management software         | \$        | 260            | 1/31/18  | 62%  | -44%  | \$        | 5,480            | Todd McKinnon (founder)      | San Francisco |
| 127           | Nanometrics            | 1984 | Chip-making equipment                | \$        | 259            | 12/31/17 | 17%  | 12%   | \$        | 889              | Pierre-Yves Lesaichere       | Milpitas      |
| 128           | Chegg                  | 2013 | Education software platform          | \$        | 255            | 12/31/17 | 0%   | -8%   | \$        | 3,190            | Dan Rosensweig               | Santa Clara   |
| 129           | ServiceSource          | 2011 | Cloud apps for service industries    | \$        | 239            | 12/31/17 | -5%  | -13%  | \$        | 360              | Christopher Carrington       | San Francisco |
| 130           | A10 Networks           | 2014 | Networking products                  | \$        | 239            | 9/30/17  | 7%   | -7%   | \$        | 456              | Lee Chen (founder)           | San Jose      |
| 131           | Abaxis                 | 1992 | Portable blood analysis tools        | \$        | 235            | 12/31/17 | 4%   | 11%   | \$        | 1,900            | Clinton Severson             | Union City    |
| 132           | Aviat Networks         | 2010 | Wireless backhaul systems            | \$        | 233            | 12/31/17 | -5%  | 1%    | \$        | 91               | Michael Pangia               | Milpitas      |
| 133           | Qualys                 | 2012 | IT security and compliance services  | \$        | 231            | 12/31/17 | 17%  | 17%   | \$        | 3,320            | Philippe Courtot             | Redwood City  |
| 134           | ForeScout Technologies | 2017 | Security software                    | \$        | 221            | 12/31/17 | 32%  | -41%  | \$        | 1,420            | Michael DeCesare             | San Jose      |
| 135           | Natera                 | 2015 | Genetic testing services             | \$        | 211            | 12/31/17 | -3%  | -64%  | \$        | 1,030            | Matthew Rabinowitz (founder) | San Carlos    |
| 136           | Five9                  | 2014 | Cloud contact center software        | \$        | 200            | 12/31/17 | 24%  | -4%   | \$        | 2,040            | Rowan Trollope               | San Ramon     |
| 137           | Coupa Software         | 2016 | Cloud procurement software           | \$        | 187            | 1/31/18  | 40%  | -24%  | \$        | 3,560            | Robert Bernshteyn            | San Mateo     |
| 138           | MobileIron             | 2014 | Software platform for mobile devices | \$        | 176            | 12/31/17 | 8%   | -32%  | \$        | 463              | Simon Biddiscombe            | Mountain View |
| 139           | Quantenna              | 2016 | Wi-Fi, semiconductor solutions       | \$        | 176            | 12/31/17 | 37%  | 19%   | \$        | 569              | Sam Heidari                  | Fremont       |
| 140           | Zuora                  | 2018 | Subscription management software     | \$        | 167            | 1/31/18  | 49%  | -28%  | \$        | 3,060            | Tien Tzuo (founder)          | San Mateo     |
| 141           | Vocera Communications  | 2012 | Mobile communication for healthcare  | \$        | 163            | 12/31/17 | 27%  | -9%   | \$        | 916              | Brent Lang                   | San Jose      |
| 142           | Corcept Therapeutics   | 2004 | Cortisol regulating pharmaceuticals  | \$        | 159            | 12/31/17 | 96%  | 81%   | \$        | 1,730            | Joseph Belanoff (founder)    | Menlo Park    |
| 143           | Zscaler                | 2018 | Cloud-based security                 | \$        | 155            | 1/31/18  | 58%  | -25%  | \$        | 4,440            | Jay Chaudhry (founder)       | San Jose      |
| 144           | Aerohive Networks      | 2014 | Wireless infrastructure equipment    | \$        | 153            | 12/31/17 | -10% | -15%  | \$        | 224              | David Flynn                  | Milpitas      |
| 145           | Cutera                 | 2004 | Laser-based medical devices          | \$        | 151            | 12/31/17 | 28%  | 20%   | \$        | 556              | James Reinstein              | Brisbane      |
| 146           | Telenav                | 2010 | GPS tools for mobile phones          | \$        | 151            | 12/31/17 | -20% | -39%  | \$        | 245              | HP Jin (founder)             | Santa Clara   |
| 147           | Aemetis                | 2007 | Renewable fuels, specialty chemicals | \$        | 150            | 12/31/17 | 5%   | -20%  | \$        | 31               | Eric McAfee (founder)        | Cupertino     |
| 148           | Model N                | 2013 | Revenue management software          | \$        | 142            | 12/31/17 | 28%  | -25%  | \$        | 562              | Jason Blessing               | San Mateo     |
| 149           | Castlight Health       | 2014 | Cloud-based healthcare navigation    | \$        | 131            | 12/31/17 | 29%  | -43%  | \$        | 571              | John Doyle                   | San Francisco |
| 150           | FibroGen               | 2014 | Development stage pharmaceuticals    | \$        | 126            | 12/31/17 | -30% | -100% | \$        | 5,280            | Thomas Neff (founder)        | San Francisco |
| <b>Totals</b> |                        |      |                                      | <b>\$</b> | <b>928,573</b> |          |      |       | <b>\$</b> | <b>4,829,595</b> |                              |               |

2017 sales reflects reported results for calendar year 2017, or adjusted to the nearest four quarters to calendar year 2017. Growth reflects 2016-2017 sales, also adjusted to the calendar years or closest four quarters. Profitability is net income divided by sales for the 2017 calendar year, or adjusted for the nearest four quarters. Market cap reflects value on July 2, 2018. See our notes for company-specific comments and exceptions made for missing information on the following page: <http://lonerganpartners.com/2018-lonergan-sv150-ranking-notes>

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