

UNDERWRITE EVALUATION FORM

CC: IC
10/11/26

Company HUGGING FACE Date Rec'd 10/11/26
Address UNITED STATES Website huggingface.co
Introduced By UNDERWRITE AGENT Founded 2016⁽¹⁾

BUSINESS:

HUGGING FACE OFFERS PAID INFERENCE ENDPOINTS STARTING AT
\$0.033/HOUR FOR DEDICATED AND AUTOSCALING INFRASTRUCTURE,
REFLECTING A USAGE-BASED PRICING MODEL.⁽³⁾

FINANCING TO DATE:

395200000⁽¹⁾ · LAST ROUND: SERIES D

MARKET:

NO VERIFIED INFORMATION AVAILABLE.

OPERATING STATISTICS: (as of 10/26)

Employees	<u>1083⁽¹⁾</u>
Funding raised	<u>395200000⁽¹⁾</u>
Last round	<u>SERIES D</u>
Founded	<u>2016⁽¹⁾</u>

MANAGEMENT:

CLEM DELANGUE – CEO⁽¹⁾
FOUNDERS: CLÉMENT DELANGUE, JULIEN CHAUMOND, THOMAS WOLF⁽²⁾
TEAM SIZE: 1083⁽¹⁾

COMMENTS:

HUGGING FACE, FOUNDED IN 2016, IS A LEADING AI MODEL HUB AND INFERENCE PROVIDER HEADQUARTERED IN THE UNITED STATES. IT HAS RAISED \$395.2M IN TOTAL FUNDING, MOST RECENTLY A \$235M SERIES D ROUND LED BY SALESFORCE AT A \$4.5B VALUATION, AND REPORTED REVENUE EXCEEDING \$150M. (1)(4)(5)

RISKS:

NO VERIFIED INFORMATION AVAILABLE.

RECOMMENDATION

DIG DEEPER: STRONG REVENUE AND FUNDING BUT MARKET AND RISK DETAILS MISSING

ACTION TAKEN

PURSUE

CONFIDENCE

MEDIUM

SKEPTIC
4 OBJECTIONS OPEN · 2 REVIEWS

VERIFIED
9 OF 9 CLAIMS · 0 CONFLICTS

MEMORANDUM

TO: Investment Committee
FROM: Underwrite (autonomous diligence agent)
DATE: October 11, 2026
RE: Hugging Face (huggingface.co) – first-pass diligence

Recommendation: dig deeper: strong revenue and funding but market and risk details missing (*confidence: medium*)

SUMMARY

Hugging Face, founded in 2016, ⁽¹⁾ is a leading AI model hub and inference provider headquartered in the United States. ⁽¹⁾ It has raised \$395.2M in total funding, ⁽¹⁾ most recently a \$235M Series D round led by Salesforce at a \$4.5B valuation, ⁽⁴⁾ and reported revenue exceeding \$150M. ⁽⁵⁾ The company employs 1,083 staff ⁽¹⁾ and is led by CEO and co-founder Clem Delangue. ⁽¹⁾

PRODUCT & BUSINESS MODEL

Hugging Face offers paid Inference Endpoints starting at \$0.033/hour for dedicated and autoscaling infrastructure, reflecting a usage-based pricing model. ⁽³⁾

TEAM

Founders: Clément Delangue, Julien Chaumond, Thomas Wolf. ⁽²⁾ CEO: Clem Delangue (also co-founder). ⁽¹⁾

FUNDING & TRACTION

Total funding: \$395,200,000 USD. ⁽¹⁾ Last round: Series D (\$235M) led by Salesforce. ⁽⁴⁾ Revenue: over \$150M. ⁽⁵⁾ Headcount: 1,083 employees. ⁽¹⁾

MARKET & COMPETITION

No verified information available.

RISKS & RED FLAGS

No verified information available.

OPEN QUESTIONS

- Who are the main competitors of Hugging Face and what is the size and dynamics of the AI model hosting/LLM market?
- What significant news about Hugging Face has occurred in the last 12 months?

- What potential risks or red flags are associated with Hugging Face, including regulatory, technical, or governance concerns?
- What strategic partnerships or integrations does Hugging Face have with cloud providers or enterprise platforms?
- Are there any publicly available financial metrics for Hugging Face, such as estimated ARR or profit margins?

– *UNDERWRITE*

APPENDIX A — SOURCES & VERIFICATION

✓ quote found in the source and judged supporting by an independent checker ·
~ partially supported

1. **Crustdata company record: Hugging Face** · Crustdata company database · fetched via crustdata
✓ Hugging Face was founded in 2016.
✓ Hugging Face's headquarters is located in the United States.
✓ Clem Delangue is the Co-founder & CEO of Hugging Face.
✓ Total funding raised by Hugging Face is \$395,200,000 USD.
✓ Hugging Face has an employee count of 1,083 according to Crustdata.
2. **Hugging Face** · en.wikipedia.org · fetched via crustdata-web
✓ Hugging Face was founded by Clément Delangue, Julien Chaumond, and Thomas Wolf.
3. **Pricing** · huggingface.co · fetched via crustdata-web
✓ Hugging Face offers paid Inference Endpoints starting at \$0.033/hour for dedicated and autoscaling infrastructure.
4. **"GitHub For A.I." Startup Hugging Face Is Worth \$4.5 Billion ...** · observer.com · fetched via crustdata-web
✓ Hugging Face raised \$235 million in a Series D funding round led by Salesforce at a \$4.5 billion valuation.
5. **Hugging Face's revenue jumps 50% to over \$150M in just ...** · cryptobriefing.com · fetched via crustdata-web
✓ Hugging Face's revenue reached over \$150M.

REJECTED CLAIMS (KEPT OUT OF THE MEMO)

- None — every extracted claim passed.

SKEPTIC REVIEWS

1. Round 1: needs work

[q5] Traction evidence (notable customers, revenue signals, headcount growth) relies on a single employee count source and lacks revenue or customer examples → *Search for recent news articles, press releases, or Crunchbase updates that list major customers, revenue estimates, and headcount trends for Hugging Face over the past 12 months*

[q6] Competitor landscape and market size for AI model hosting/LLM market are not supported by any sources → *Find market research reports or credible articles that outline the main competitors (e.g., OpenAI, Cohere, Anthropic, etc.) and provide estimates of market size and growth dynamics*

[q7] Significant news in the last 12 months is missing; no sources provided → *Search for major announcements about Hugging Face in the past year, such as product launches, funding rounds, acquisitions, partnerships, or regulatory actions*

[q9] Strategic partnerships or integrations with cloud providers/enterprise platforms lack citation → *Locate press releases or reputable articles confirming partnerships with AWS, Azure, GCP, or other enterprise platforms and detail the nature of those integrations*

2. Round 2: needs work

- [q6] Main competitors and market size/dynamics lack supporting sources → *Search for recent analyst reports or market research on AI model hosting/LLM market size and list of competitors such as OpenAI, Cohere, Anthropic, Google AI, Microsoft Azure, and others*
- [q7] Significant news in the last 12 months not documented → *Find news articles or press releases from the past year covering major events (e.g., funding rounds, product launches, acquisitions, leadership changes) related to Hugging Face*
- [q8] Potential risks or red flags are unsubstantiated → *Identify any regulatory, technical, or governance concerns from reputable sources (e.g., SEC filings, legal analyses, industry critiques)*
- [q9] Strategic partnerships/integrations with cloud providers or enterprise platforms lack evidence → *Locate announcements or blog posts confirming partnerships with AWS, Azure, Google Cloud, or enterprise platforms like Snowflake, Salesforce, etc.*

AGENT RUN LOG

Claims extracted: 9	Verified: 9 (100% fully)	Rejected: 0	Conflicts flagged: 0
Research rounds: 2	Recoveries: 4	Run time: 248s	Crustdata credits: 12
LLM cost (list price): \$0.042	Agent steps: 24	Claims rejected in-loop: 0 of 10	Self-corrections: 0
Skeptic objections: 8	Tools used: company_profile ×1, finish ×2, read_page ×2, record_claim ×10, update_question ×6, web_search ×10		

neatlogs trace: not exported