

Changing the face of entrepreneurship

By investing in 1,000 diverse founders over 20 years



Harlem Capital

Our Core Values

Over Communicate

Process is Religion

Data Drives Decisions

Long-term Vision

Reputation is Everything

Dream Bigger

Enjoy the Journey



We Are a Passionate , Well-rounded Team of Professionals

Our expertise spans across private equity, product development, media, sustainability, and entrepreneurship



Henri Pierre-Jacques
MANAGING PARTNER

MBA, Harvard Business School
Private Equity, ICV
Investment Banking, BAML



Jarrid Tingle
MANAGING PARTNER

MBA, Harvard Business School
Private Equity, ICV
Investment Banking, Barclays



Brandon Bryant
PARTNER

Founder, Wall Street Paper
Head of Social Media, Wilson
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Gabby Cazeau
PRINCIPAL

MBA, Yale School of Management
Mixed Reality, Microsoft
Product Engineer, General Mills



Nicole DeTommaso
SENIOR ASSOCIATE

Investment Banking, RBC
BA, Columbia University



Melody Hahm
PLATFORM & COMMUNITY

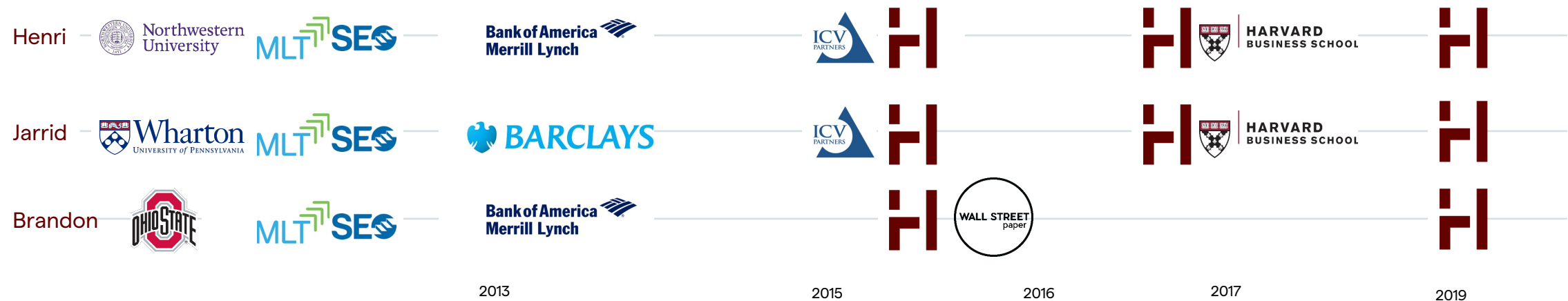
Correspondent, Yahoo Finance
Segment Producer, CNBC
BA, Bowdoin College



Firm Highlights

FUND II	\$134MM	Seed	\$1.0MM-\$2.5MM	70/30	10-15%	Diverse
	Fund Size	Stage	Initial Check Size	Industry	Ownership	Founder Profile
	40-45 deals over 2.5 years of initial investing. Manage \$174mm AUM	Seed: Lead / Participate Series A: Follow-on / Participate	Reserving 45% of capital for follow-ons	Agnostic with 70% enterprise and 30% consumer tech	Target Seed valuations of \$10mm to \$20mm	Minority and women founders based in U.S., Africa or LatAm

Partner Tenure Together



Note: "MLT" is Management Leadership for Tomorrow and "SEO" is Sponsors for Educational Opportunity. Both are national diverse talent pipeline programs.



Portfolio By The Numbers (Fund I & II)

Our founders are building incredible companies

48

Investments

48 initial investments + 21 follow-ons, leading/co-leading 36 of those investments

21

Future Rounds

1 Exit, 1 Series B, 2 Series A Extensions, 9 Series As, and 8 Seed Extensions

\$67M

Capital Invested

\$27.8mm in Fund I and \$39.0mm in Fund II

\$250M+

Capital Raised

Across 50+ investment rounds

10%

Median Ownership

Average ownership: 10.0%

94%

Diverse Founders

We have invested in 45 companies led by Black, Latino or Female founders

44%


Female Founders

We have invested in 21 women led companies



Portfolio By Industry (Fund I & II)

Harlem Capital exist to back the best diverse founders solving massive problems. We remain flexible in order to accomplish our mission, but continue to develop focus areas that will evolve over time. Although we have invested in 10+ industries, currently we are focused on the below

E-commerce	Software	Web3	FinTech	Other
           	          	    	      	           

Geographies: USA, Africa, LatAm

\$1.0-2.5M Checks in \$2.0-5.0M Rounds for 10%+ Ownership

Portfolio by Headquarters (Fund I & II)

We are in 16 cities across 3 countries, with concentration in 7 cities — NYC, LA, SF, BOS, MIA, CHI, DC

New York (13)



Los Angeles (5)



San Francisco (5)



Miami (5)



Boston (3)



Chicago (2)



Washington, DC (2)



Africa & LatAm (3)



Denver (2)

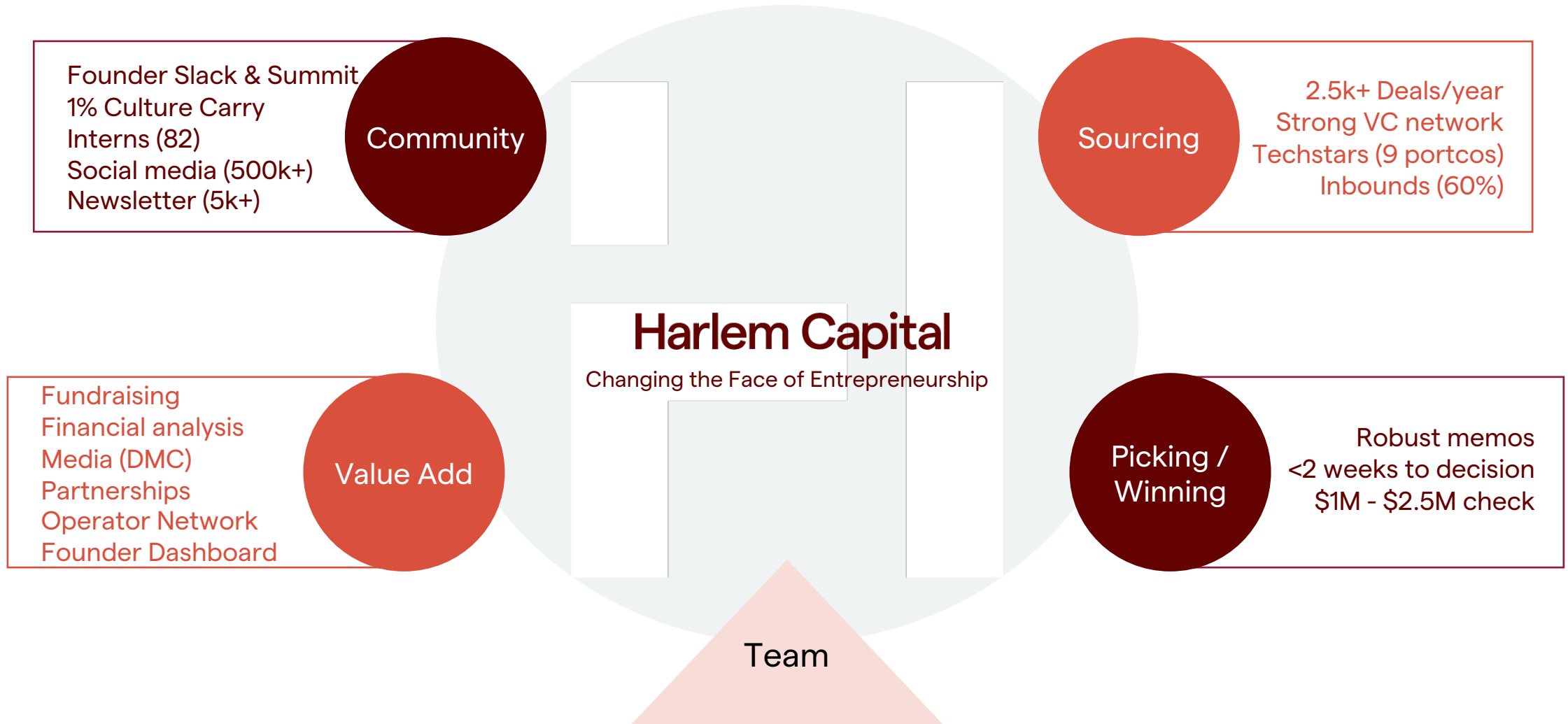


Other (7)



The Harlem Capital platform is strengthened by our flywheel

Our diverse team is the flywheel's foundation, and our mission is its center



Tap Into the HCP Ecosystem

Our resources go far beyond just the HCP team

100+

VCs

We have built relationships with hundreds of VCs for co-investing and Series A

75+

LPs

Our LPs range from institutions & individuals to VC funds that co-invest

82

Interns

We have had 82 interns across 15 classes that help our founders with analysis

60+

Operators

We have a range of operators that angel invest or advise startups

60+

Founders

We have invested in 48 companies across 16 cities and 10+ industries

6

Angels

We have had 300 applicants and hired 6 angels to train and invest alongside us

7

HCP Team

Our team has broad experience & connectivity across multiple industries



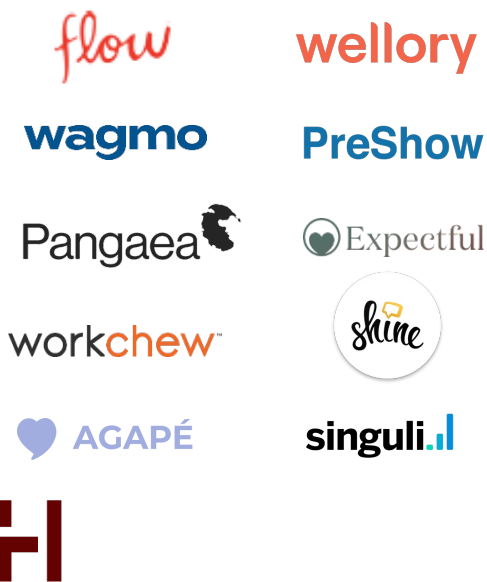
How We Create Value

Fundraising

Led rounds in 36 out of 48 portcos

Strong network of VCs and HNWs

Brought \$4.9mm of co-invest + \$9.1mm of investments in the below portcos (filling 52.8% of the rounds)



Financial Analysis

Projections

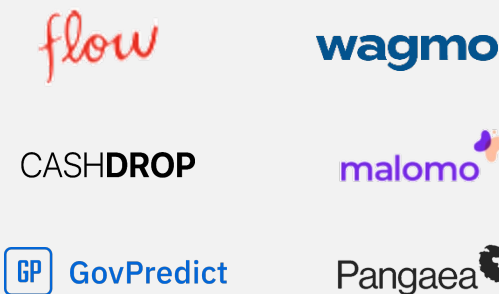
Cap Table / Follow-on Analysis

M&A / Exit Analysis


Cash Flow / Working Capital Analysis

Customer / Cohort Trends

Unit Economics



Marketing / Media

\$3.0mm of free marketing through 

Using HCP's 500K+ Social Media Reach

Sales & Marketing Strategy

Media Placements

Press Releases



Community / Network

Operator Directory

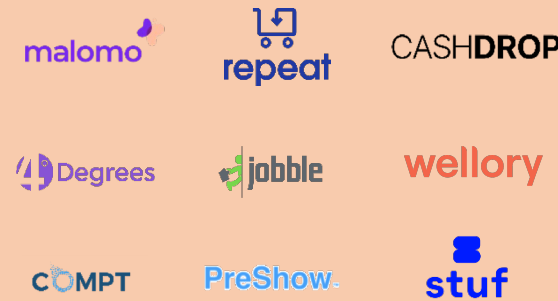
Customer Introductions

Culture Carry (1% to our founders)

Industry Talks & Peer Groups

Founder Summit

Partnerships



Let's change the face
of entrepreneurship, together.



Harlem Capital