

Backing the Next Generation of Winners

All Winners Welcome



Harlem Capital

Our Core Values

First Things First

Over Communication

Excellence In Everything

Enduring Relationships

Push Past Possible

Optimize For Outcomes

Enjoy the Journey



We Have a History of Exceptionalism and a Long-Term Vision

Our expertise spans VC, private equity, product development, consulting, media, and entrepreneurship



Henri Pierre-Jacques
Managing Partner (15yrs)

MBA, Harvard Business School
Private Equity, ICV Partners
Investment Banking, BAML
Forbes 30 Under 30



Jarrid Tingle
Managing Partner (15yrs)

MBA, Harvard Business School
Board Member, NVCA
Board Member, Tech:NYC
BSc., Penn (Wharton)
Forbes 30 Under 30



Brandon Bryant
Partner (15yrs)

Founder, Wall Street Paper
Head of Social Media, Wilson
Investment Banking, BAML
Forbes 30 Under 30



Gabby Cazeau
Partner (7yrs)

MBA, Yale School of Mgmt
VC Council, Startup:NYC
Mixed Reality, Microsoft
Product Engineer, General Mills
Crain's NYC 40 Under 40



Nicole DeTommaso
Principal (5yrs)

Writer, VC Demystified
Investment Banking, RBC
BA, Columbia University
Forbes 30 Under 30



Melody Hahm
Director, Platform (4yrs)

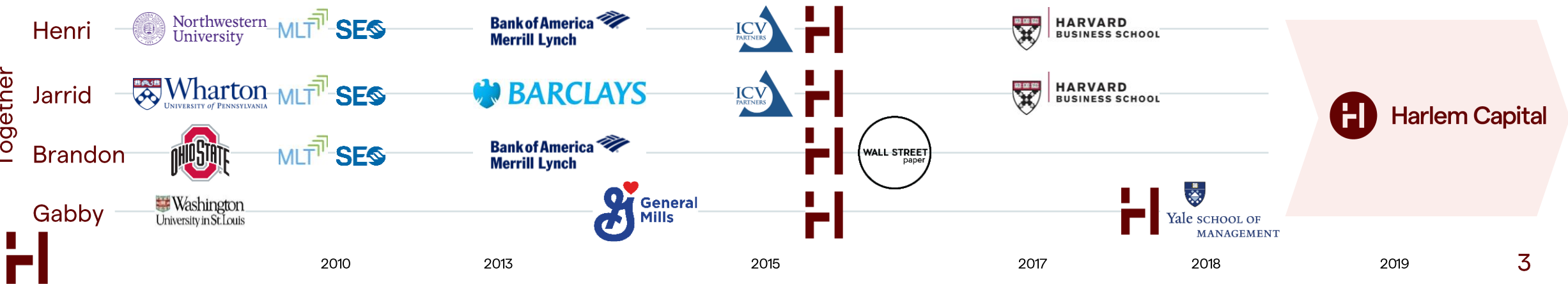
Correspondent, Yahoo Finance
Segment Producer, CNBC
BA, Bowdoin College



Ricardo Matias
Senior Associate (3yrs)

Analyst, Common App
Consultant, McKinsey
BA, Duke University

Partner Tenure Together



Why Harlem Capital?



Market Leadership & Access

We created our category. We now consistently win allocations in competitive deals through deep relationships, differentiated sourcing, and speed to term sheet

7 years in business

\$225M raised

700k followers



Winning Framework

We have a clear playbook that is repeatable to identify game-changing entrepreneurs early, earn their trust, and be the first call when the deal is on the table

17.1K deals seen

72 investments



Value Engine

Post-investment, we deliver unmatched value. Stepping in as our Founders' first hire, Brand Architect, and Series A co-pilot.

91 Founder NPS Score

We are Backing the Next Generation of Winners

What We Look For

A winner is...

B - Bold

Bias for action and are unafraid to challenge the status quo and build what hasn't been done before

R - Relentless

Unyielding in pursuit of their goals - pushing through obstacles, iterating until it works, and refusing to settle for "good enough"

A - Adaptive

High slope and learning velocity, eager to solve problems, and react quickly to challenges

V - Visionary

Innovative thinkers who create the future on their own terms - making their own rules and redefining the game

E - Excellent

Scaling without compromise - building the systems, teams, and discipline to deliver flawlessly with pace and precision

Who They Are

Portfolio company examples

B - Lava, Mitchell Jones

Creating a new category for the digital world

1 of 8 repeat founders in Fund II



R - Aunt Flow, Claire Coder

Pivoted entire company to thrive during COVID

Post-pivot, beat 2020 rev projection by 120%

\$2.7M in profit in 2020



A - Wagmo, Christie Horvath

Evolved from B2C to B2B

Industry leading NPS and partnership with ADP



V - Ellis, Ryan Williams

Vision of creating the OS for private investment firms

Former Founder of Cadre (\$133M raised)



E - OpenBorder, Richard Hong

Spun out from previous business and scaling newco rapidly


127% net dollar retention

Series A pre-empted by Peak XV (Sequoia)






Harlem Capital's Investment Themes: Winning the Future


Companies that define the next decade will rebuild the systems we rely on and create the ones we didn't know we needed



1. The Human Moat





The irreplaceable layer in an automated stack.






2. Concierge at Scale




Tech that makes every customer feel like the only one.







3. The Control Room

The intelligent brain behind modern operations.









New Themes



4. Trust as a Platform



Solving for the challenges that come with an AI world.






5. 24/7 Employee

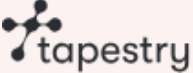

Always-on systems that function like your best hire.






6. Rebuilding the Digital World




Rearchitecting the foundations of how the digital world runs.






7. Leapfrogging Legacy Industries

Tools that fast-forward traditional industries into the AI era.





6

How We Create Value (“FBS”)

F

First Hire

Strategic Early Support

- ✓ **On-demand strategy arm** for priority projects (e.g., market sizing, GTM mapping)
- ✓ Support with critical **early business decisions**
- ✓ **Fill gaps** in operating knowledge with network of operators, advisors, and coaches

B

Brand Building

Elevate Your Presence

- ✓ **Leverage 700k followers** and one of the top brands in venture to accelerate GTM
- ✓ Secure high-visibility press and media coverage to **amplify founder profile**
- ✓ Connect portfolio companies to marquee customers and partners through **curated introductions**

S

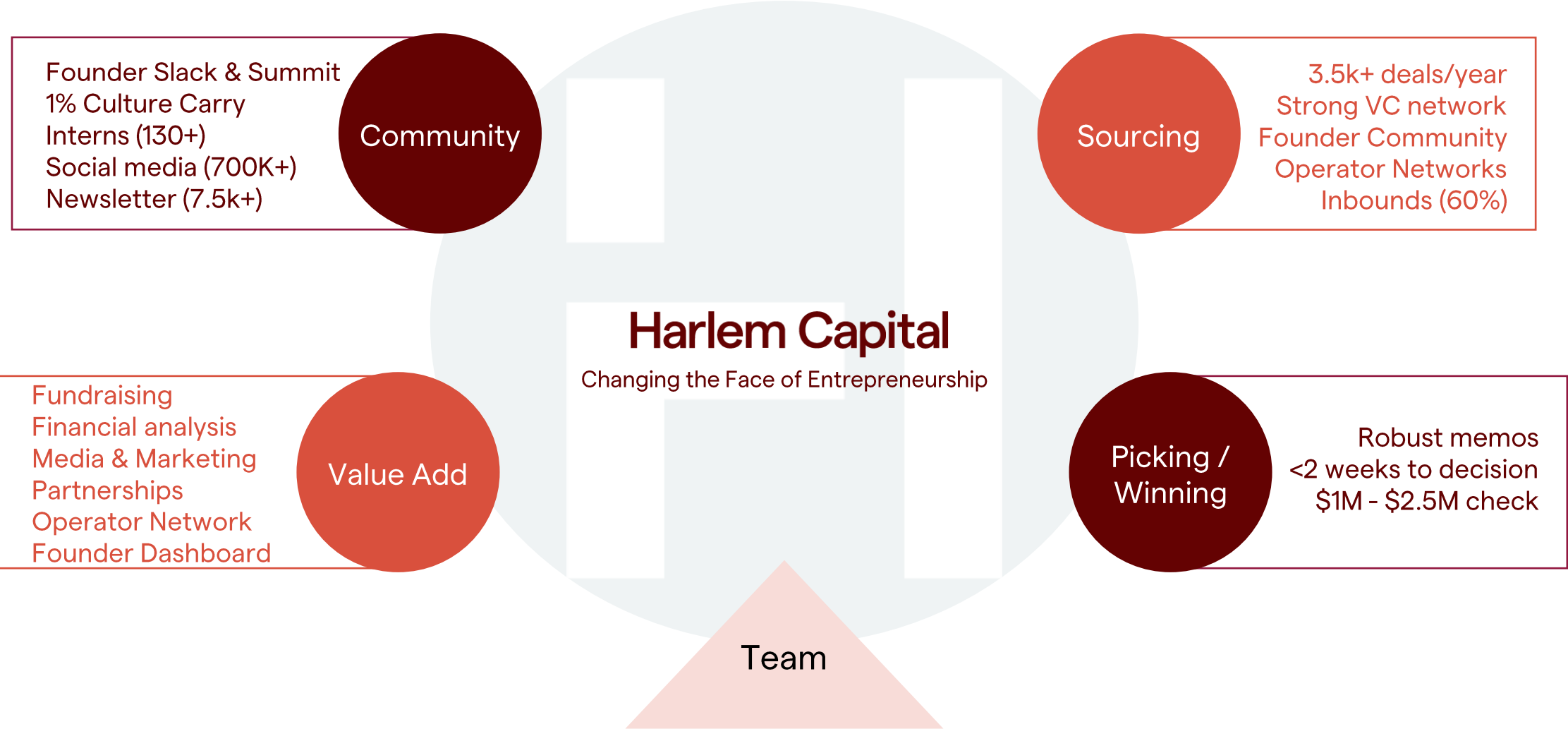
Series A Copilot

Funding Readiness

- ✓ Relentless focus on **the next raise**
- ✓ Series A Playbook – **best practice operating handbook** for fundraising prep (e.g., dataroom build)
- ✓ **Quarterly ARR benchmarking** to ensure business is on track and identify necessary interventions

The Harlem Capital Platform: A Flywheel Effect

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



We Asked HCP Founders: “What is Our Superpower?”

Our founders shared illuminating feedback in our 2025 NPS Survey. Here’s where we shine brightest:

1. Putting Our Founders First

Now that I'm this far along on this journey, the real strength is being good humans and truly being founder friendly.

Can step into founder shoes and understand what support, resources, and community would be helpful to its portcos.

Clarity about what they are, and respect for the founders who come onto their radar, and building relationships with them.

Very personal approach, human. A good, friendly investor who always has your back.

2. Marketing & Brand

Media and marketing support, getting us featured in top publications like TechCrunch.



HCP understands how to get their message out and leverage their network to provide value to founders. They deeply understand the power of brand.

3. Integrity & Drive

Integrity. You're running a business, we're running businesses - but it never feels like our interests aren't aligned. I know that at the end of the day, we can find a solution that works for us both because of the integrity the team shows at every junction!

HC is the most hardworking of all of our investors in terms of going deep on our decks, financials and data room and asking the hard and direct questions to help drive the business forward.

Transparency around benchmarking, creating a safe space to be vulnerable about what's working & not working.



ALL
WINNERS
WELCOME



Harlem Capital