

4Q22 U.S. Diverse Fundraising Insights



Harlem Capital



Introduction

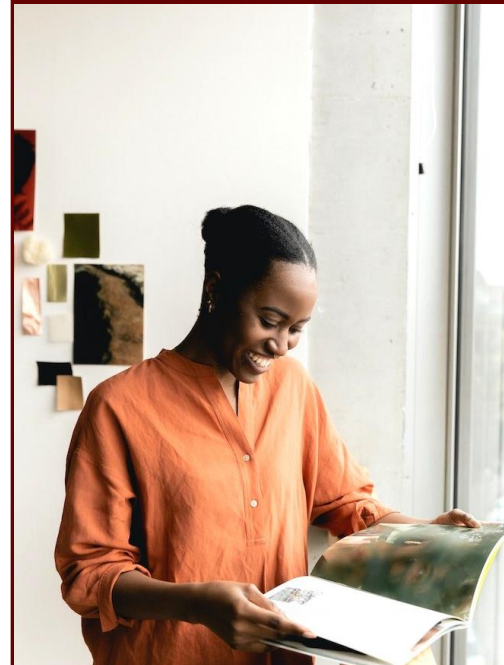
This is our 4Q22 U.S. Diverse Fundraising Insights Report, which tracks the number and dollar volume of capital raised by diverse founders across funding stages.

We utilized Crunchbase's new Diversity Spotlight data as the source for our insights.

In this report, we define 'diverse' as Black, Latino, Asian, Middle Eastern and women founders.

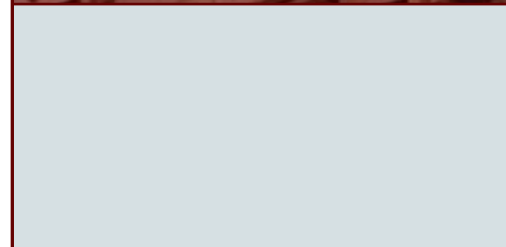
Check out the full list of 4Q22 Diverse Fundraises [here](#).

*Note: we include both diverse-founded & diverse-led deals.



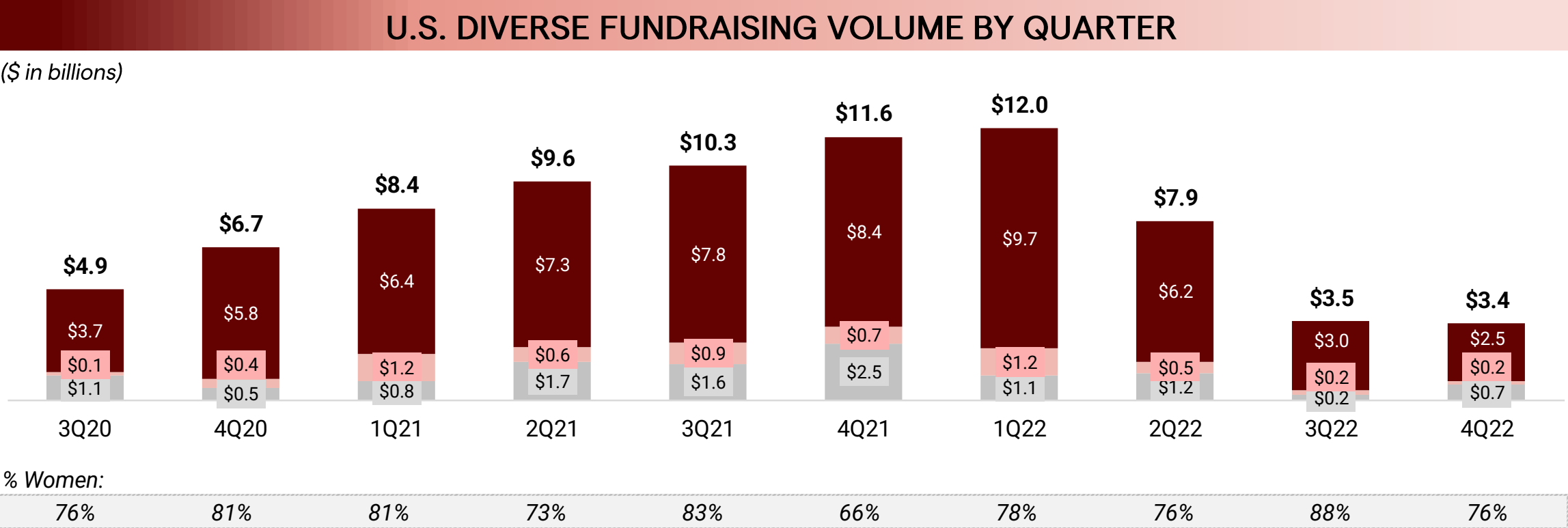
Key Findings

- 1) 4Q22 saw 281 diverse fundraises totaling \$3.4 billion of capital raised
- 2) Black & Latino founders made up 25% of the number of 4Q22 diverse deals, and 25% of diverse deal volume
- 3) Women founders made up 78% of the number of 4Q22 diverse deals, and 76% of diverse deal volume
- 4) The dollar volume of diverse fundraises declined 71% from 4Q21 to 4Q22, with Black & Latino fundraising volume declining by 74%
- 5) The number of diverse fundraises has also declined reaching its lowest deal count since 2020



U.S. Diverse Fundraising Insights

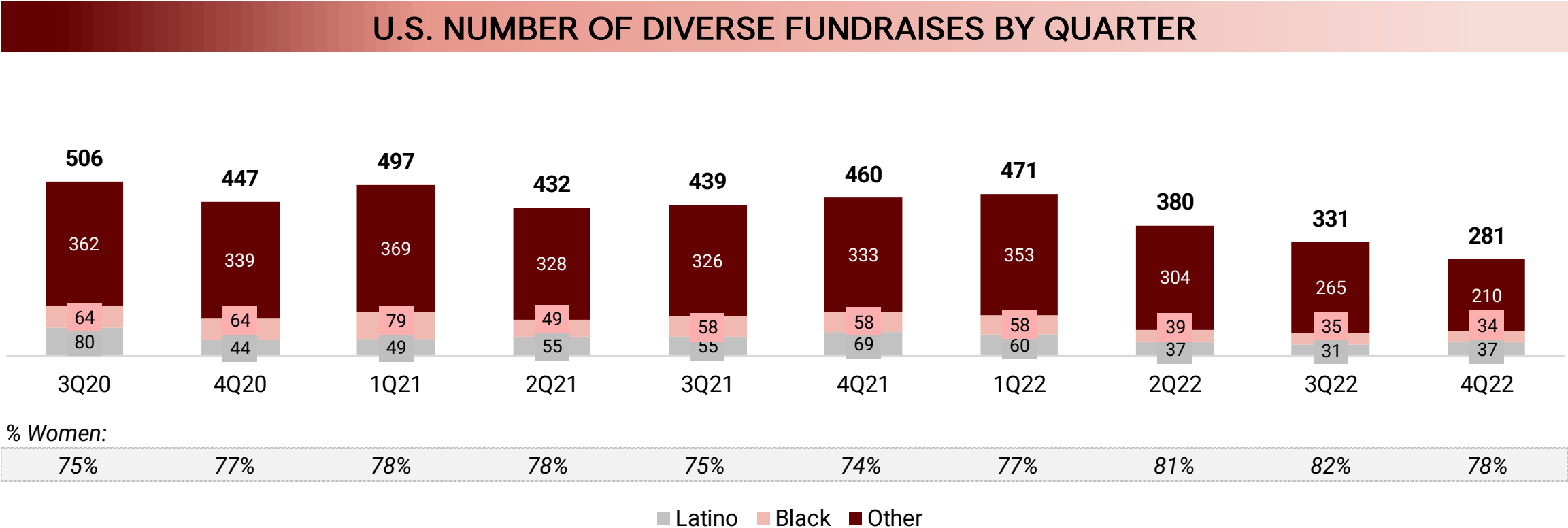
4Q22 diverse fundraising volume has reached it's lowest point since 2020. Both Latino & Black fundraising volume declined from 4Q21 to 4Q22, while women fundraises as a % of total increased YoY



■ Latino ■ Black ■ Other

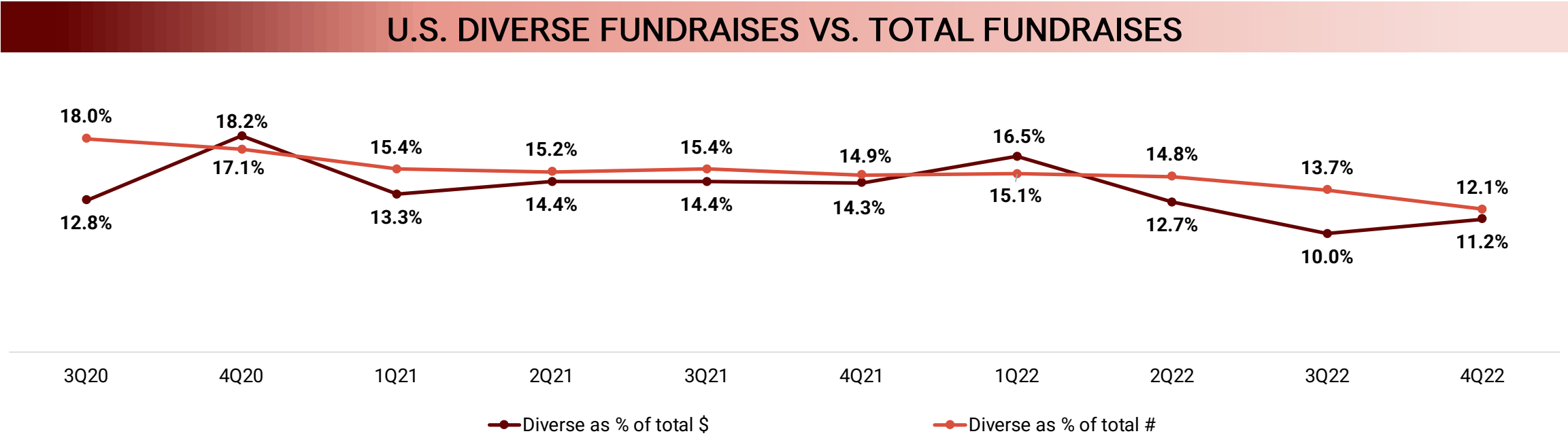
U.S. Diverse Fundraising Insights (cont.)

4Q22 was the lowest quarter over the past 2 years in terms of the number of diverse fundraises. Likewise, Black-founded fundraises reached their lowest count since 2020, while Latino-founded fundraises increased slightly from last quarter



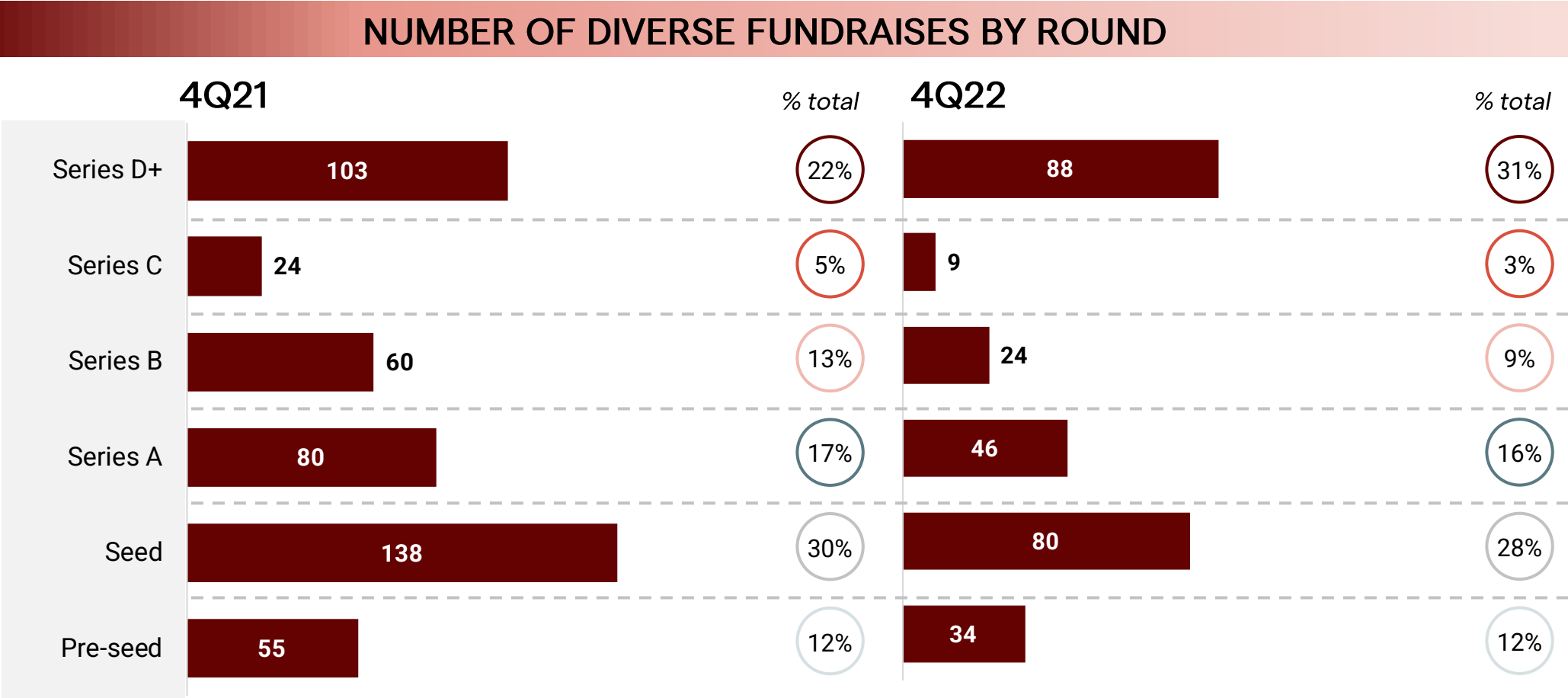
U.S. Diverse Fundraising Insights (cont.)

In 2020, diverse fundraises generally made up a larger portion of the number of total deals than the dollar volume of deals. In 2021, this converged, showing that diverse founders received the same capital per round as their non-diverse counterparts. 1Q22 was the first quarter since 4Q20 where the % of dollar volume of deals surpassed the % of number of deals for diverse founders. After slight divergence, 4Q22 saw the two converge again



U.S. Diverse Fundraising Insights (cont.)

4Q22 saw a decrease in the number of diverse fundraises across all stages

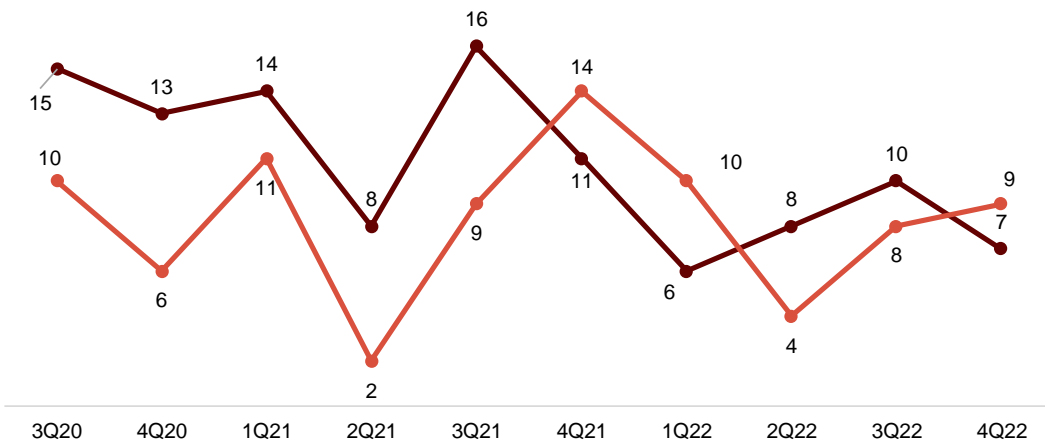


U.S. Diverse Fundraising Insights (cont.)

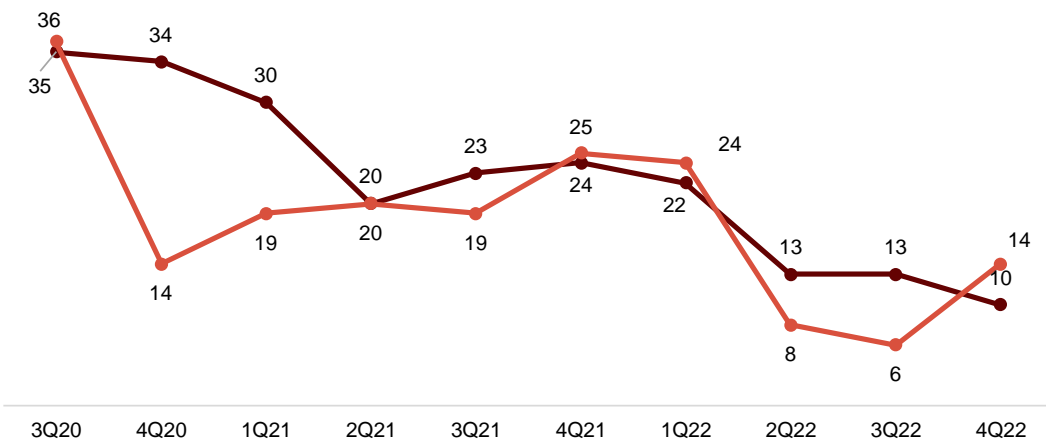
4Q22 saw an increase in the number of Latino-founded pre-seed & seed fundraises but a decrease in Black-founded pre-seed & seed fundraises

NUMBER OF BLACK & LATINO FUNDRAISES BY ROUND

PRE-SEED



SEED



Black % of Total	1.3%	1.3%	1.3%	0.9%	1.8%	1.1%	0.6%	1.0%	1.3%	0.9%
Latino % of Total	0.9%	0.6%	1.0%	0.2%	1.0%	1.4%	1.0%	0.5%	1.0%	1.1%

Black % of Total	3.1%	3.5%	2.7%	2.1%	2.5%	2.3%	2.2%	1.6%	1.7%	1.2%
Latino % of Total	3.2%	1.4%	1.7%	2.1%	2.1%	2.4%	2.4%	1.0%	0.8%	1.7%

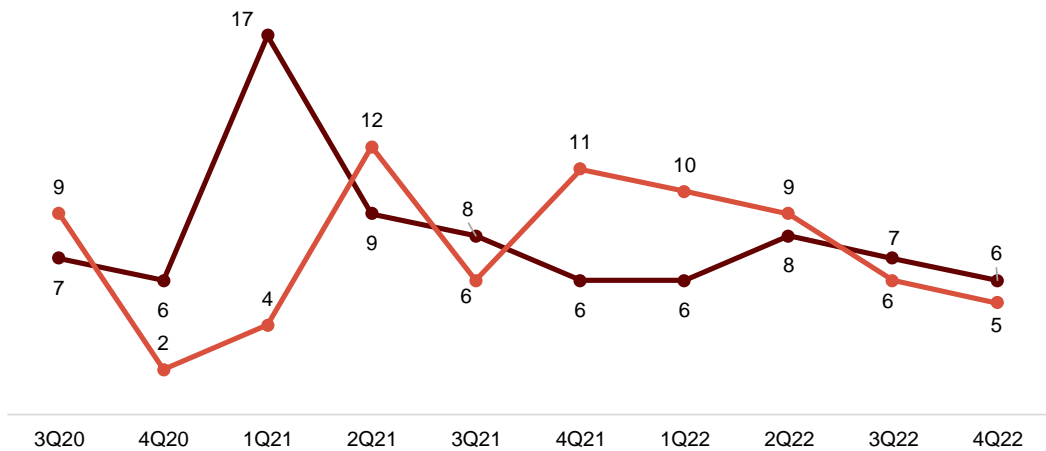


U.S. Diverse Fundraising Insights (cont.)

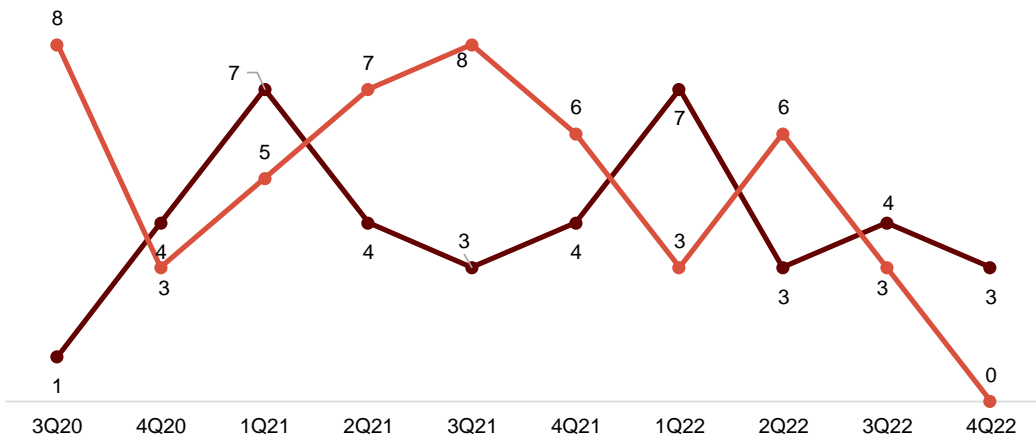
4Q22 saw a decrease in the number of Black & Latino Series A & Series B fundraises

NUMBER OF BLACK & LATINO FUNDRAISES BY ROUND

SERIES A



SERIES B



Black % of Total	2.0%	1.6%	3.7%	1.7%	1.7%	1.1%	1.2%	1.8%	2.0%	1.9%
Latino % of Total	2.5%	0.5%	0.9%	2.3%	1.3%	2.1%	1.9%	2.0%	1.7%	1.5%

Black % of Total	0.6%	2.1%	2.8%	1.4%	1.0%	1.3%	2.4%	1.2%	2.3%	1.8%
Latino % of Total	4.6%	1.6%	2.0%	2.4%	2.7%	1.9%	1.0%	2.3%	1.7%	0.0%

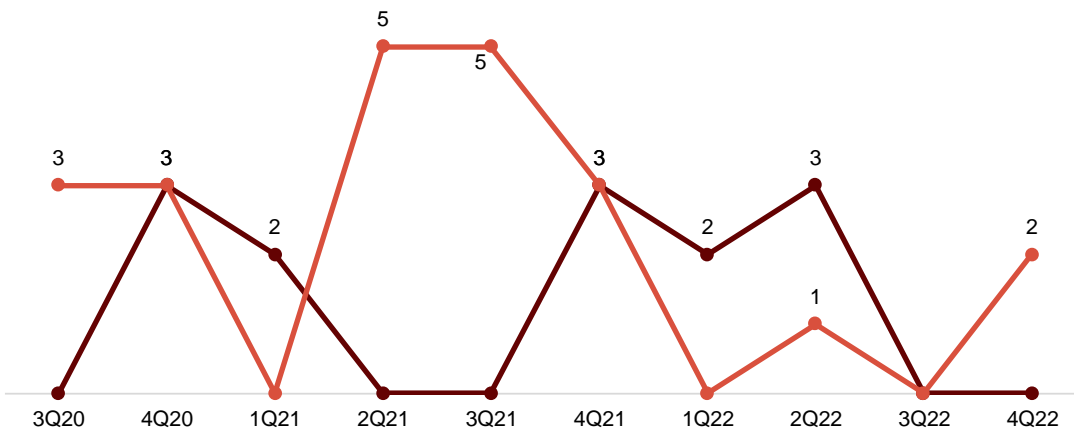


U.S. Diverse Fundraising Insights (cont.)

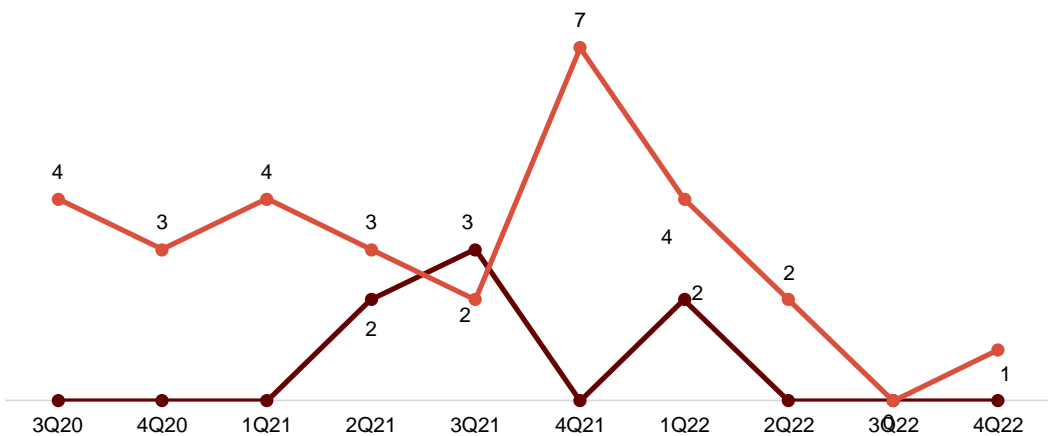
4Q22 saw an increase in the number of Latino Series C & D+ fundraises while Black Series C & D+ fundraises remained flat

NUMBER OF BLACK & LATINO FUNDRAISES BY ROUND

SERIES C



SERIES D+



Black % of Total	0.0%	3.3%	1.4%	0.0%	0.0%	2.2%	1.5%	3.1%	0.0%	0.0%
Latino % of Total	3.2%	3.3%	0.0%	3.5%	3.3%	2.2%	0.0%	1.0%	0.0%	3.1%

Black % of Total	0.0%	0.0%	0.0%	0.3%	0.4%	0.0%	0.2%	0.0%	0.0%	0.0%
Latino % of Total	0.7%	0.5%	0.5%	0.4%	0.3%	0.9%	0.5%	0.3%	0.0%	0.2%



Let's change the face of entrepreneurship, together.

[List of 4Q22 Diverse Fundraises](#)