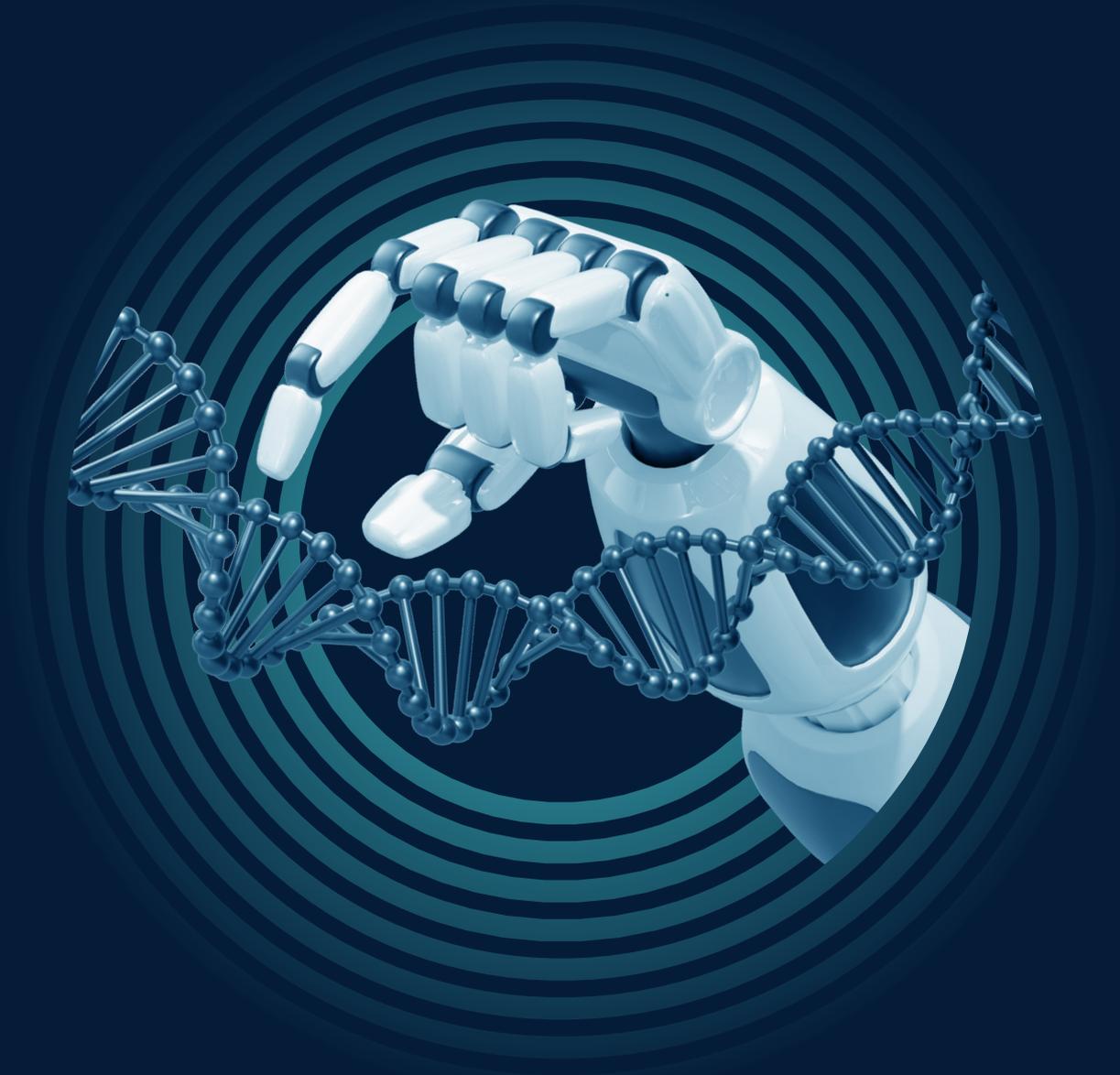


 EMERGING TECH RESEARCH
**Emerging Tech
Indicator**

Top VC firms bet big on AI and healthcare

Q4
2025





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Key takeaways

- **Top investors bet big in 2025:** ETI funding (pre-seed, seed, and early-stage deals involving the top 15 VC firms) reached \$33.1 billion across 874 deals in 2025. This marks record capital deployment, even as the overall deal count remains below prior averages. As a result, startups with backing from top investors are now seeing significantly elevated deal sizes and valuations compared with the rest of the venture ecosystem.
- **AI investment reaches new highs:** With a record 53 deals closing in Q4, top investors show no signs of slowing investment into AI. Mega-rounds for frontier labs underscore high investor conviction in platform-layer solutions despite significant competition from incumbents. When including vertical applications as well, 51.6% of ETI deals in Q4 went to AI startups, exceeding that of the broader venture space where AI represented 34.2% of all deals. Other verticals with outsized activity include healthtech & wellness, fintech, and biotechnology.
- **Large deal values are becoming the norm:** Rounds above \$50 million and \$100 million represent an increasing share of ETI activity, reflecting strong investor conviction in the current wave of AI-native startups and a broader shift toward fewer, higher-value bets over early-stage diversification.
- **Frontier AI labs and crypto capture top deals:** Reflection AI closed a \$2 billion Series B, tying Thinking Machines Lab and Safe Superintelligence for the largest ETI round of the year. Another emerging frontier AI lab, humans& closed a \$480 million seed round, while Tempo, a blockchain purpose-built for stablecoin payments, secured \$500 million at a \$4.5 billion valuation.



Introduction

The Emerging Tech Indicator (ETI) provides a quarterly review of pre-seed, seed, and early-stage investment activity involving a limited subset of the world's most successful VC firms, which account for roughly 10% of total VC investment. The analysis provides a unique perspective into the types of technologies that top investors view as the most promising while also tracking how aggressively these investors are making capital allocation decisions.

In the fourth quarter of 2025 we tracked 225 pre-seed, seed, and early-stage VC deals that involved the top 15 VC firms (relative to 5,964 total pre-seed, seed, and early-stage VC deals). These firms are determined each quarter based on the success of their investments over time in terms of both exits and valuations.¹ As shown in the charts on the right, ETI startups identified via our top 15 investor methodology have outperformed the broader VC industry, exhibiting higher exit rates and valuations. This report reviews the products and technology being developed by ETI startups.

Disclaimer: Data from the ETI report represents a snapshot of venture activity at a certain point in time. Historical datasets are continuously being adjusted to incorporate new information as we collect it, complicating efforts to compare the current ETI dataset with previously published reports.

1: The ETI ranking methodology can be found [here](#).

Companies that went on to exit as a share of all companies that received ETI funding or pre-seed, seed, and early-stage VC funding



Source: PitchBook • Geography: Global • As of December 31, 2025

Companies that achieved unicorn status as a share of all companies that received ETI funding or pre-seed, seed, and early-stage VC funding



Source: PitchBook • Geography: Global • As of December 31, 2025



Deal activity

In Q4, top investors participated in 225 seed and early-stage (Series A and B) deals, totaling \$10.5 billion in value. This level of investment matches the quarterly peaks reached in 2021 and 2022, even as transaction volume remains well below the averages during this period. Annual trends are similar, with 2025 representing record deal value at \$33.1 billion, while the total of 874 ETI deals falls below the prior five-year annual average of 956.

With top investors prioritizing high-value deals over early-stage diversification, ETI funding is increasingly concentrated in fewer megadeals. Three companies—Thinking Machines Lab, Safe Superintelligence and Reflection AI—each raised rounds worth \$2 billion in 2025, capturing 18% of all ETI capital. Beyond these outlier rounds, deal values are still elevated, with transactions over \$50 million now accounting for 16% of all ETI deals compared with an average of 9% since 2020.

This shift has driven median deal sizes and valuations sharply upward, as investors place outsized bets in attractive verticals such as AI and healthcare. As the dynamics of early-stage venture shift, large investors that can afford these increased valuations and access competitive deals are playing an outsized role. ETI deal value accounted for a record 21% of all VC investment in seed and early-stage deals in 2025, compared to 13.5% from 2020 to 2024.

As medians rise, ETI startups are securing meaningfully larger financings than the broader venture market, with ETI pre-seed/seed median deal size at 3.3x the overall VC median and early-stage ETI medians at 6x.

ETI deal activity by quarter



Source: PitchBook • Geography: Global • As of December 31, 2025



In Q4, the 225 ETI deals recorded fell across 27 different technology segments. AI accounted for 53 deals, representing \$5.2 billion invested—heavily influenced by Reflection AI's \$2 billion Series B. The proliferation of vertical AI applications has increased activity in verticals where AI offers the most market-ready applications, such as fintech (24 deals), healthtech & wellness (23 deals), and enterprise SaaS (19 deals). Additionally, after several muted quarters, ETI activity in biotechnology reached a multiyear high, spurred by outsized rounds for startups built around in-licensed Chinese assets and AI's growing applications in the industry.

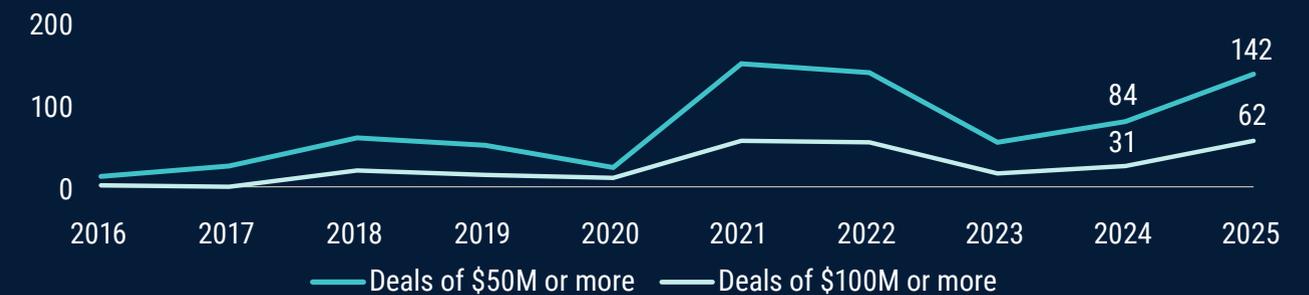
See our [Q4 2025 PitchBook-NCVA Venture Monitor](#) for an overview of activity across the entire VC market.

Quarterly ETI deal activity as a share of all pre-seed, seed, and early-stage VC deal activity



Source: PitchBook • Geography: Global • As of December 31, 2025

Quarterly ETI deal count for deals exceeding \$50 million and \$100 million



Source: PitchBook • Geography: Global • As of December 31, 2025



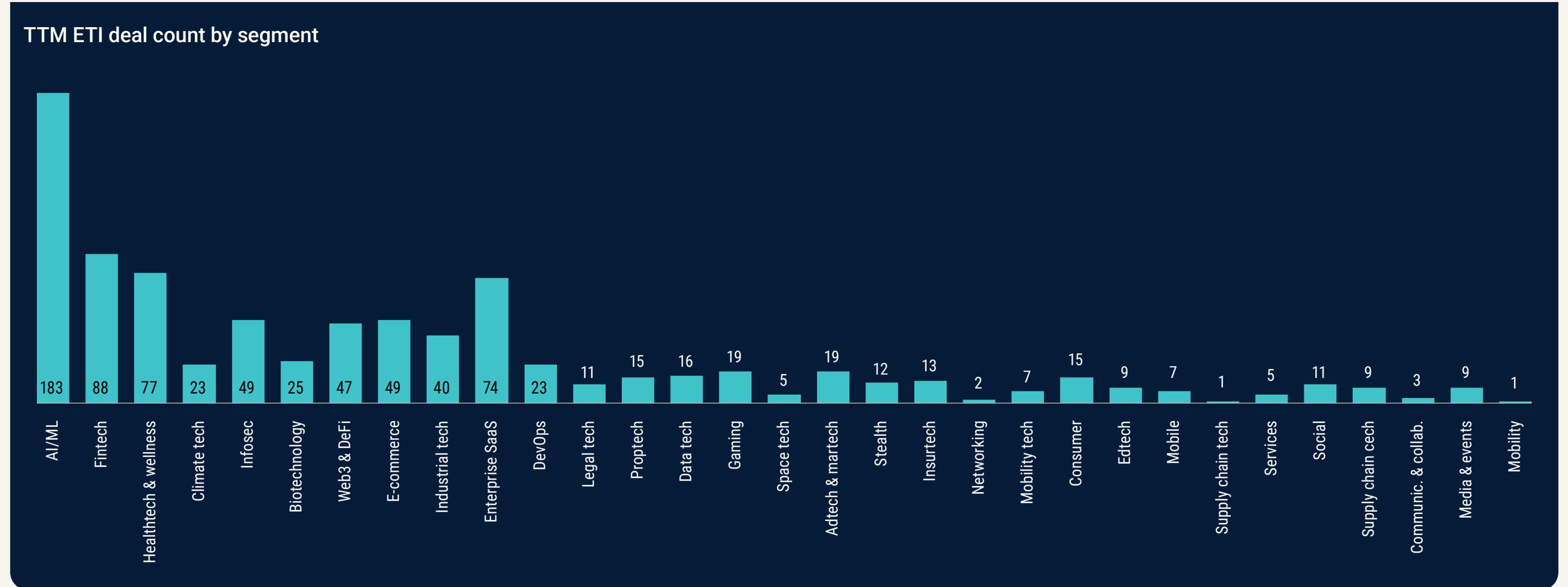
Areas of investment



Source: PitchBook • Geography: Global • As of December 31, 2025



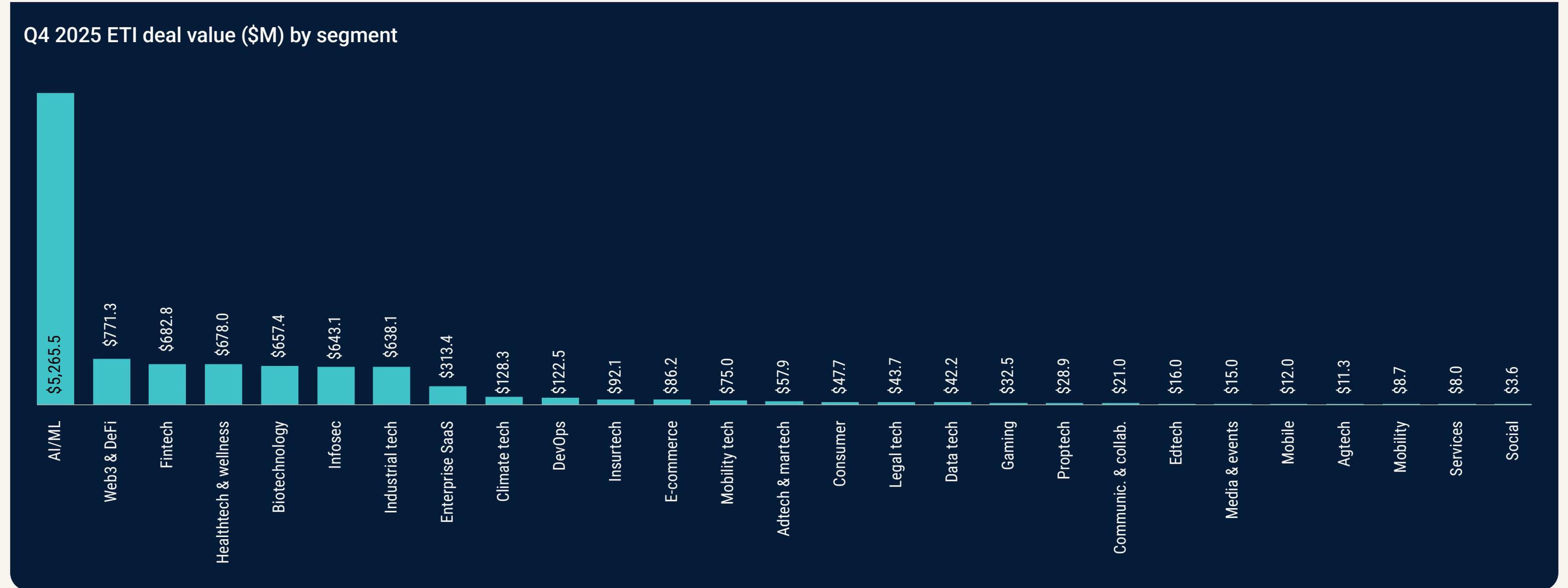
AREAS OF INVESTMENT



Source: PitchBook • Geography: Global • As of December 31, 2025



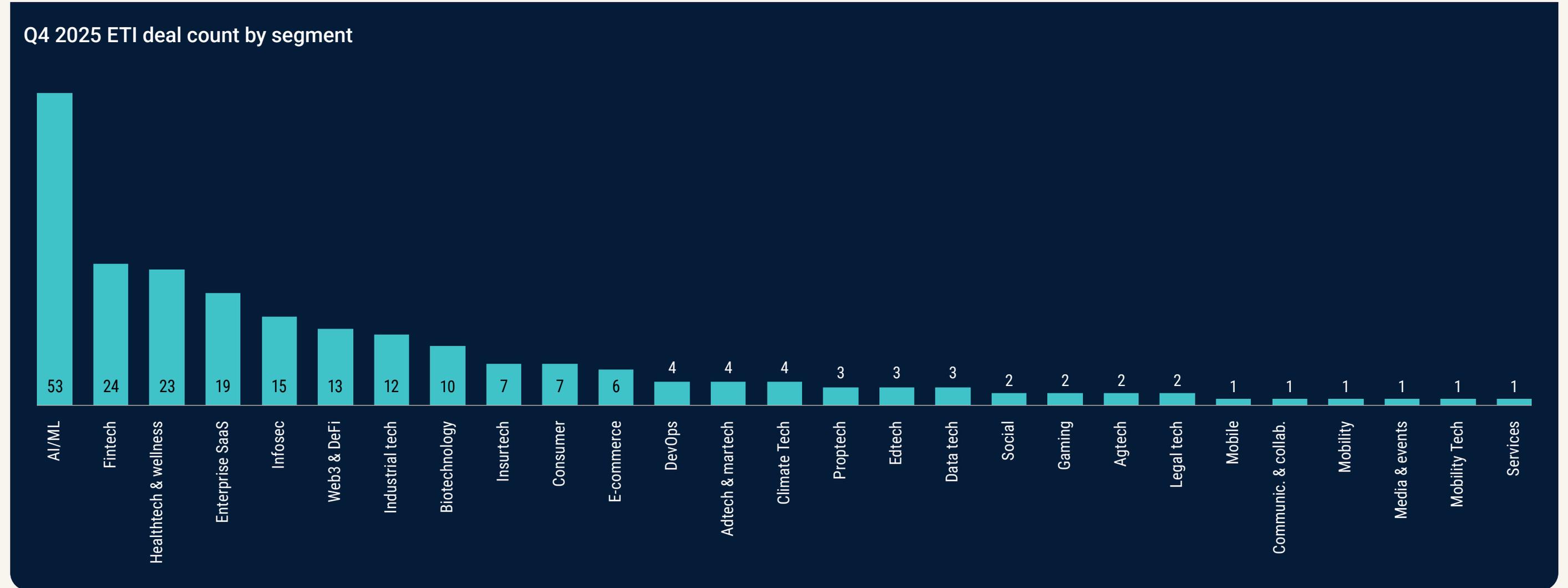
AREAS OF INVESTMENT



Source: PitchBook • Geography: Global • As of December 31, 2025



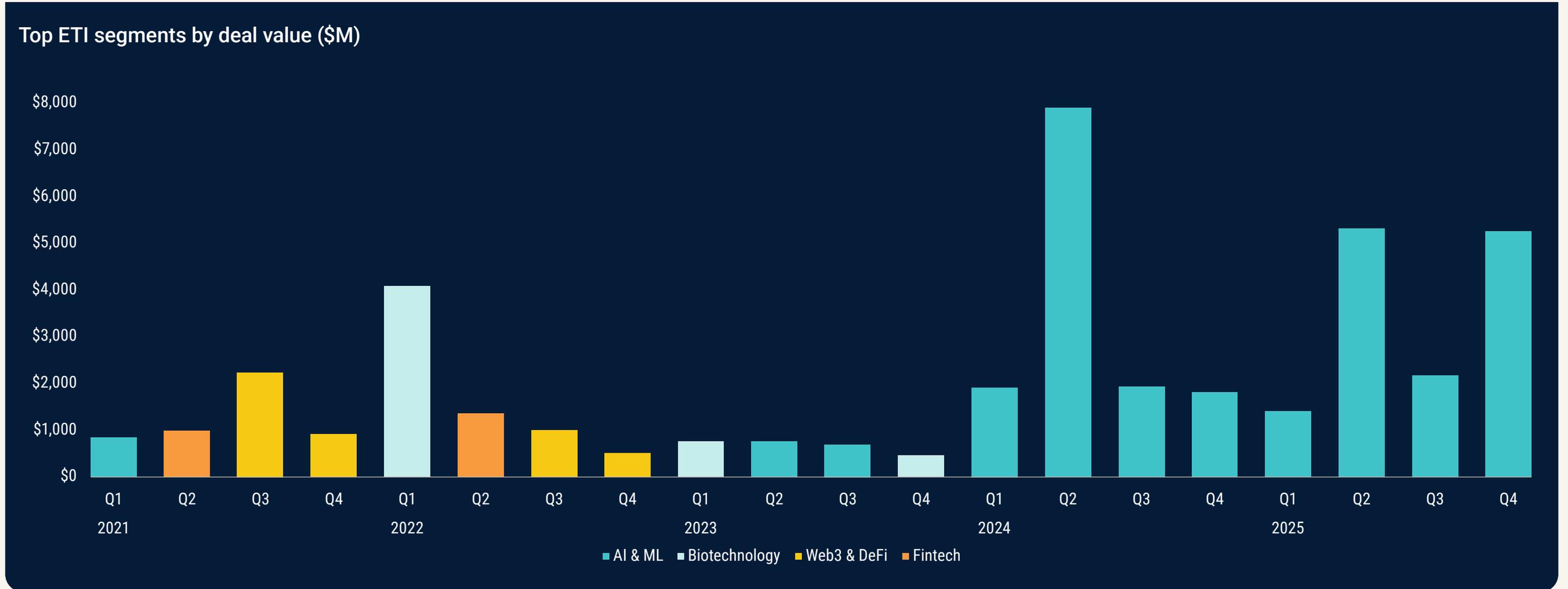
AREAS OF INVESTMENT



Source: PitchBook • Geography: Global • As of December 31, 2025



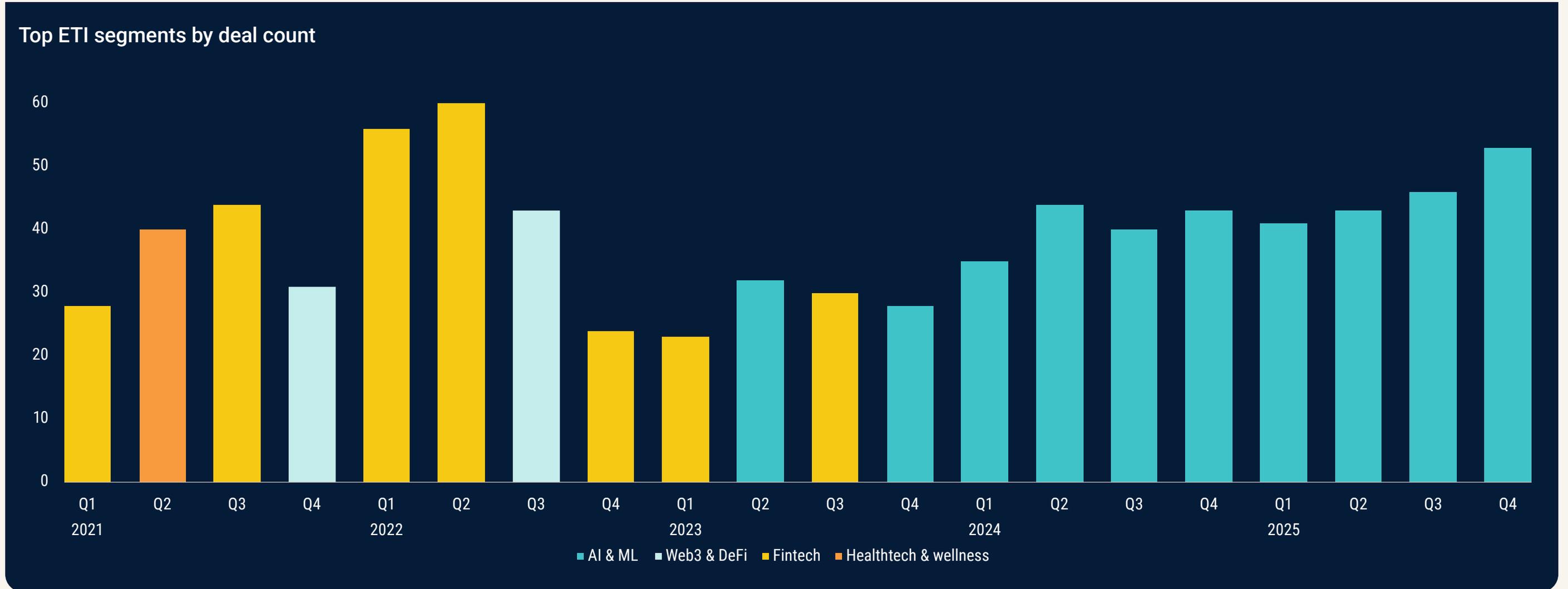
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Source: PitchBook • Geography: Global • As of December 31, 2025



AREAS OF INVESTMENT



Source: PitchBook • Geography: Global • As of December 31, 2025



ETI deal segment spotlights



AI

AI remained the dominant area of ETI investment in Q4, capturing \$5.3 billion across 53 deals. Seed-stage activity remains particularly strong, with 22 seed deals compared with 16 Series A and 10 Series B rounds. An additional 63 deals, worth \$1.7 billion in total value, went to AI applications in other verticals, such as AI-powered accounting platforms, medical chatbots in healthcare, and agentic cybersecurity.

While vertical applications now represent the largest share of deal count, core and horizontal AI technologies still command the most capital, with investors placing outsized bets on emerging research labs and foundational AI technologies. Combined, AI accounted for 50.1% of total ETI deal value and 51.6% of ETI deal count in Q4—outpacing the broader venture ecosystem, where AI represented 52.2% of value but only 34.2% of deals. This is partially due to the early-stage nature of AI applications, but it also implies top VC firms are consolidating dealmaking in AI more aggressively than other venture investors.

For the full year, ETI deal activity reached \$14.2 billion across 186 deals. The 10 largest deals alone represented 61.4% of all capital deployed into the vertical, driven by massive investment into emerging frontier AI labs with experienced research teams. Reflection AI exemplifies this trend, raising a \$2 billion Series B that matched Safe Superintelligence and Thinking Machines Lab for the largest ETI deal of 2025. The round places the startup’s valuation at \$8 billion, a 15x step-up from its Series A in March 2025. Founded by former Google DeepMind researchers, the startup is building an open-sourced alternative to leading LLMs.

Another new entrant into the frontier lab space, humans&, raised a \$480 million seed round from 43 unique VC, corporate, and angel investors. The startup achieved a \$4.5 billion valuation, underscoring

AI ETI deal activity by quarter



Source: PitchBook • Geography: Global • As of December 31, 2025



the premium investors are placing on research talent, as the founding team includes Google, Anthropic, and xAI alumni.

Similarly, Unconventional AI raised \$475 million at a \$4.5 billion valuation in a seed round led by Andreessen Horowitz and Lightspeed Venture Partners. Founded by Naveen Rao, the former head of AI at Databricks, the startup aims to build more energy-efficient computing infrastructure for AI.



AI

AI ETI deals in Q4 2025

| Company | Focus | Deal type | Deal size (\$M) | Post-money valuation (\$M) |
|----------------------|--|------------|-----------------|----------------------------|
| Reflection AI | Open source frontier lab | Series B | \$2,000.00 | \$8,000.00 |
| Humans& | AI models designed for collaborative interaction with humans | Seed round | \$480.00 | \$4,480.00 |
| Unconventional AI | Energy efficient hardware for AI | Seed round | \$475.00 | \$4,500.00 |
| Black Forest Labs | AI image generation and editing | Series B | \$300.00 | \$4,000.00 |
| Sesame AI | Conversational AI and accompanying eye wear | Series B | \$264.00 | \$862.00 |
| General Intuition | AI research lab developing world models and agents | Series B | \$133.70 | N/A |
| Higgsfield | AI video generation platform | Series A | \$130.00 | \$1,300.00 |
| LangChain | Language model framework for AI applications | Series B | \$125.00 | \$1,250.00 |
| Norm Ai | Regulatory AI platform automating compliance tasks | Series B | \$103.50 | \$897.00 |
| Parallel Web Systems | A web search API built for AI agents | Series A | \$100.00 | \$740.00 |

Source: PitchBook • Geography: Global • As of December 31, 2025

Note: The table above is not inclusive of all AI ETI deals. Please email us for the full list



AI

AI ETI deals in Q4 2025

| Company | Focus | Deal type | Deal size (\$M) | Post-money valuation (\$M) |
|-----------------|--|----------------|-----------------|----------------------------|
| Substrate | Semiconductor foundry | Seed round | \$100.00 | \$1,000.00 |
| Cartesia | AI voice generation | Early-stage VC | \$100.00 | N/A |
| Wonderful | Platform for developing and deploying AI agents | Series A | \$100.00 | \$700.00 |
| Modal Labs | Cloud-based machine learning infrastructure. | Series B | \$87.00 | \$1,100.00 |
| Applied Compute | AI startup currently operating in stealth | Series A | \$80.00 | \$500.00 |
| Reducto | Converts documents into LLM-ready data | Series B | \$75.00 | \$605.00 |
| Wispr Flow | Voice-to-text AI for mobile apps | Series A | \$53.17 | \$700.00 |
| Runware | Unified API for image, video, and audio generation | Series A | \$50.00 | N/A |
| Aaru | Simulation software to predict and analyze events | Series A | \$50.00 | N/A |
| Engram Lab | AI startup currently operating in stealth | Seed round | \$48.00 | \$300.00 |

Source: PitchBook • Geography: Global • As of December 31, 2025

Note: The table above is not inclusive of all AI ETI deals. Please email us for the full list



AI

AI ETI deals in Q4 2025

| Company | Focus | Deal type | Deal size (\$M) | Post-money valuation (\$M) |
|------------------------|--|------------|-----------------|----------------------------|
| Code Metal | AI code generation | Series A | \$43.00 | \$250.00 |
| Mirelo AI | AI audio and sound effects for video editing | Seed round | \$41.00 | N/A |
| Ricursive Intelligence | AI-driven semiconductor design and development | Seed round | \$35.00 | \$750.00 |
| nexos.ai | AI orchestration platform | Series A | \$35.00 | N/A |
| Archetype AI | Multimodal foundation model for the physical world | Series A | \$35.00 | N/A |
| Vizcom | AI tools that converts sketches into full digital renderings | Series B | \$27.00 | N/A |
| Relace | Models and infrastructure for code generation | Series A | \$23.00 | \$100.00 |
| Ankar | AI-powered intellectual property management software | Series A | \$20.00 | N/A |
| Wabi | Mobile app for creating personalized software tools | Seed round | \$20.00 | N/A |
| Beside | Conversational AI to act as a personal receptionist | Series A | \$20.00 | \$90.00 |

Source: PitchBook • Geography: Global • As of December 31, 2025
 Note: The table above is not inclusive of all AI ETI deals. Please email us for the full list



Healthtech & wellness

Q4 2025 healthtech & wellness ETI activity reached \$678 million across 23 deals, up significantly compared with the previous eight-quarter average of \$332 million and 16 deals per quarter. The uptick in activity reflects emerging opportunities in consumer healthcare technologies and AI-enabled provider solutions as well as a growing VC interest in more traditional healthcare services.

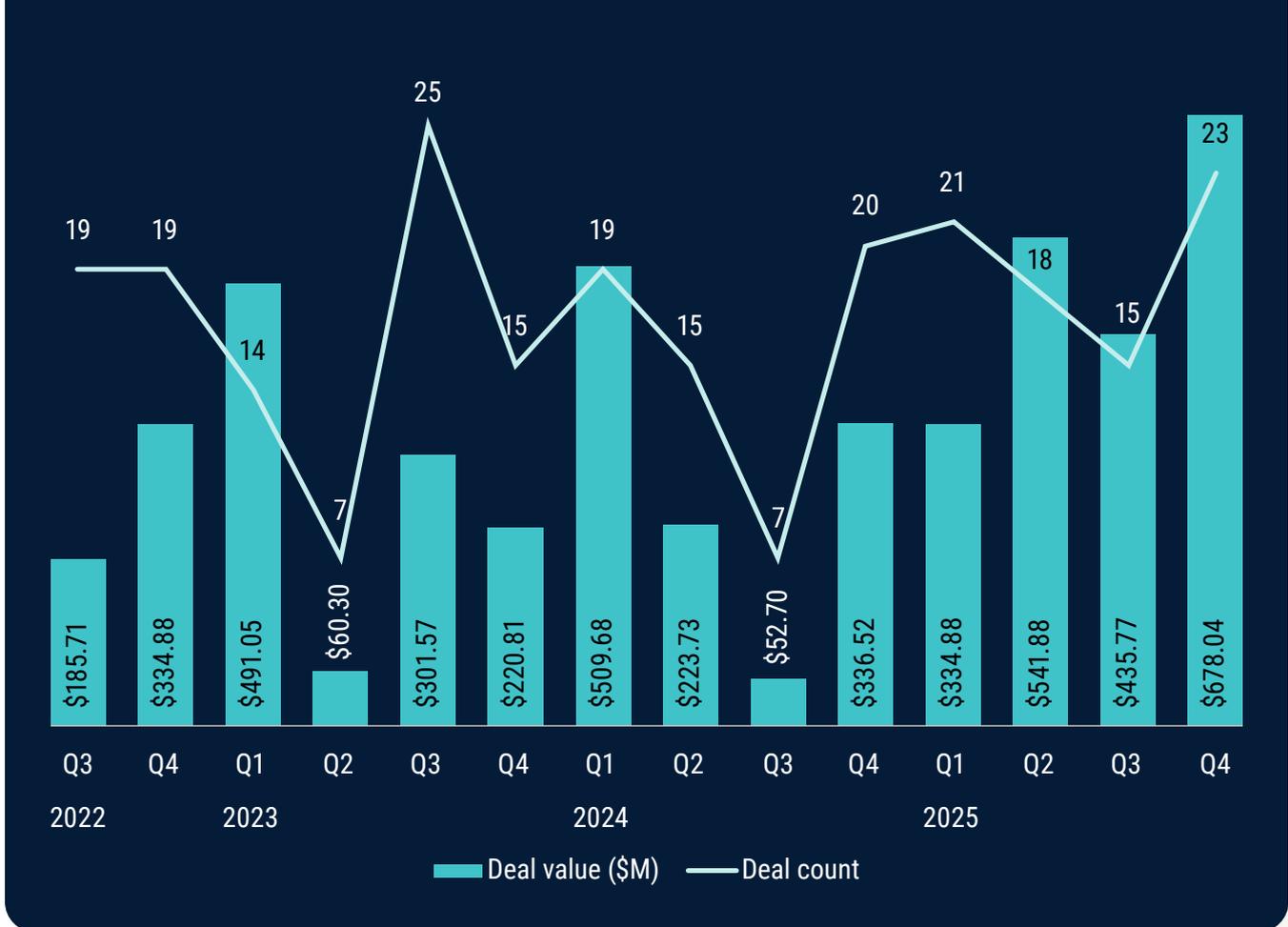
On the consumer side, Function Health led the quarter with a \$300 million Series B at a \$2.5 billion valuation—an 11.5x step-up from its June 2024 Series A. The startup provides subscription-based access to a suite of medical testing services. The unique business model and rapid valuation growth underscore rising demand for personalized health data and proactive care solutions outside of traditional provider networks.

Other consumer-focused deals followed a similar pattern. Lucis raised \$8.5 million to bring subscription-based testing and preventive care to Europe, while WeFast and Momo Medical secured seed rounds for health-focused mobile apps.

As noted in previous Emerging Tech Indicators, top investors are increasingly backing traditional care delivery models, a departure from the typical healthtech-focused venture playbook. Radial Health raised a \$50 million Series A for its network of mental health clinics. Similarly, knownwell raised \$26.1 million for its network of tech-enabled obesity-care clinics.

Other notable rounds highlight AI's growing role in provider operations. Paradigm Health raised a \$78 million Series B1 for its clinical trial management platform, while Valerie Health secured \$30 million for its AI-powered front-office solution.

Healthtech & wellness ETI deal activity by quarter



Source: PitchBook • Geography: Global • As of December 31, 2025



HEALTHTECH & WELLNESS

Healthtech and wellness ETI deals in Q4 2025

| Company | Focus | Deal type | Deal size (\$M) | Post-money valuation (\$M) |
|-----------------|---|------------|-----------------|----------------------------|
| Function Health | Subscription platform providing access to medical tests | Series B | \$300.00 | \$2,500.00 |
| Paradigm Health | Clinical trial management software | Series B1 | \$78.00 | \$443.00 |
| Radial Health | Mental health treatment center | Series A | \$50.00 | \$167.50 |
| Valerie Health | AI automation tools for healthcare providers | Series A | \$30.00 | \$151.50 |
| knownwell | Weight-inclusive healthcare clinics | Series B | \$26.07 | \$107.50 |
| Counsel Health | AI chatbot paired with human physicians for virtual medical care | Series A | \$25.00 | N/A |
| Aradigm | Benefits platform enabling affordable, sustainable cell and gene therapy access | Series A | \$20.00 | \$106.00 |
| Sage Care | AI-powered care navigation for health systems | Series A | \$20.00 | \$88.00 |
| Archy | Software for managing dental practices | Series B | \$20.00 | \$125.50 |
| WeFast | App for managing intermittent fasting | Seed round | \$16.27 | N/A |
| Meroka | Tech-enabled services for transitioning physician-owned practices to employee ownership | Series A | \$15.09 | \$52.00 |

Source: PitchBook • Geography: Global • As of December 31, 2025



HEALTHTECH & WELLNESS

Healthtech and wellness ETI deals in Q4 2025

| Company | Focus | Deal type | Deal size (\$M) | Post-money valuation (\$M) |
|--------------|--|----------------|-----------------|----------------------------|
| Leona Health | AI-assisted WhatsApp patient communication and triage tool for doctors | Seed round | \$14.00 | N/A |
| Peer AI | Agentic AI for biopharma regulatory documentation | Series A | \$12.10 | N/A |
| NewDays | AI-based tools and telehealth consultants to improve cognitive health | Seed round | \$11.50 | \$27.00 |
| Bevel | App for health tracking and recommendations | Series A | \$10.00 | N/A |
| Lucis Life | Consumer health platform generating insights from blood tests | Early-stage VC | \$8.50 | N/A |
| Unfabled | Marketplace for women's health products | Seed round | \$5.25 | \$13.22 |
| SynthioLabs | AI agents for pharmaceutical customer engagement | Seed round | \$5.00 | N/A |
| Playhouse MD | Developer of kid friendly medical devices | Seed round | \$5.00 | N/A |
| August AI | Health information platform offering personalized medical insights | Early-stage VC | \$3.00 | N/A |
| Momo | App for self-improvement and mental wellbeing | Seed round | \$2.50 | N/A |
| Examedi | Telehealth and home-care services | Early-stage VC | \$0.75 | \$17.00 |
| Hera | Elderly care management services | Seed round | N/A | N/A |

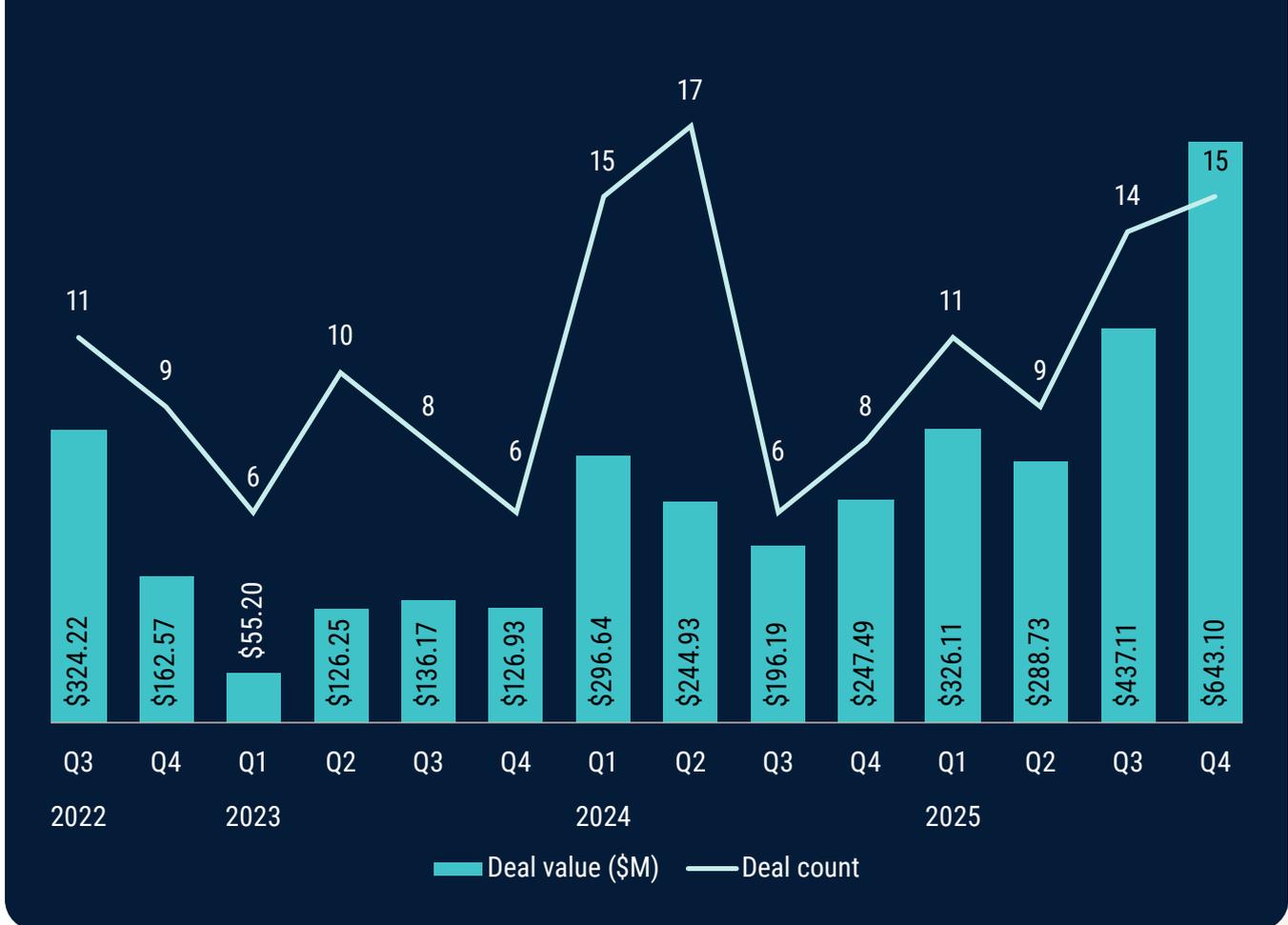


Cybersecurity

Spurred by both new AI-powered threats as well as improved defensive capabilities, ETI activity in cybersecurity spiked to a record \$643.1 million in Q4. Series A rounds dominated investment, accounting for 10 of the 15 deals recorded in the quarter. As detailed in PitchBook's recent analyst note [AI Propels Next Phase of Cybersecurity Investment](#), AI-augmented attacks are fueling an arms race, pushing investment toward AI-native platforms. As noted in the report, over 50% of all VC deals in cybersecurity (all VC activity, not just ETI activity) now go to AI-enabled platforms, with these startups seeing a valuation premium. While this premium is harder to discern from the smaller ETI dataset, the trend remains the same: As AI expands across the sector, average ETI valuations have risen to a record high of \$273.4 million, more than double the previous eight-quarter average of \$129.1 million.

7AI led the quarter with a \$130 million Series A for its autonomous platform that continuously monitors digital environments for threats. Other notable rounds included Vega Security's \$120 million round for AI-powered threat detection and analytics and Adaptive Security's \$81 million round for threat simulation technology.

Cybersecurity ETI deal activity by quarter



Source: PitchBook • Geography: Global • As of December 31, 2025



CYBERSECURITY

Cybersecurity ETI deals in Q4 2025

| Company | Focus | Deal type | Deal size (\$M) | Post-money valuation (\$M) |
|------------|---|-----------|-----------------|----------------------------|
| 7AI | Autonomous threat detection | Series A | \$130.60 | N/A |
| Vega | Security analytics and AI-powered threat detection | Series B | \$120.00 | \$700.00 |
| Adaptive | GenAI powered threat simulations | Series B | \$81.00 | \$606.00 |
| DepthFirst | AI-native security platform detecting and fixing software vulnerabilities | Series A | \$40.00 | \$152.00 |
| Twenty | Cyber warfare platform for offensive cyber operations | Series A | \$38.00 | \$427.00 |
| Clover | AI-driven product security platform integrating risk checks | Series A | \$36.00 | \$161.00 |
| Echo | Developer of secure container-based images | Series A | \$35.00 | N/A |
| Daylight | Threat detection and response platform | Series A | \$33.00 | N/A |
| Imper.ai | AI-based verification platform to prevent social engineering attacks | Series A | \$28.00 | N/A |

Source: PitchBook • Geography: Global • As of December 31, 2025



CYBERSECURITY

Cybersecurity ETI deals in Q4 2025

| Company | Focus | Deal type | Deal size (\$M) | Post-money valuation (\$M) |
|-----------------|---|----------------|-----------------|----------------------------|
| Method Security | Automated cybersecurity offense and defense for governments and enterprises | Series A | \$26.00 | N/A |
| Bedrock Data | AI-enabled data security platform | Series A1 | \$25.00 | \$113.00 |
| Fable Security | Human risk management platform | Series A | \$24.50 | \$119.50 |
| CUE | Open-source configuration language preventing infrastructure outages through validation | Early-stage VC | \$10.00 | N/A |
| Dux | Agentic exposure management platform for enterprise cybersecurity | Seed round | \$9.00 | N/A |
| Seezo | Automated security reviews | Seed round | \$7.00 | N/A |

Source: PitchBook • Geography: Global • As of December 31, 2025



Biotechnology

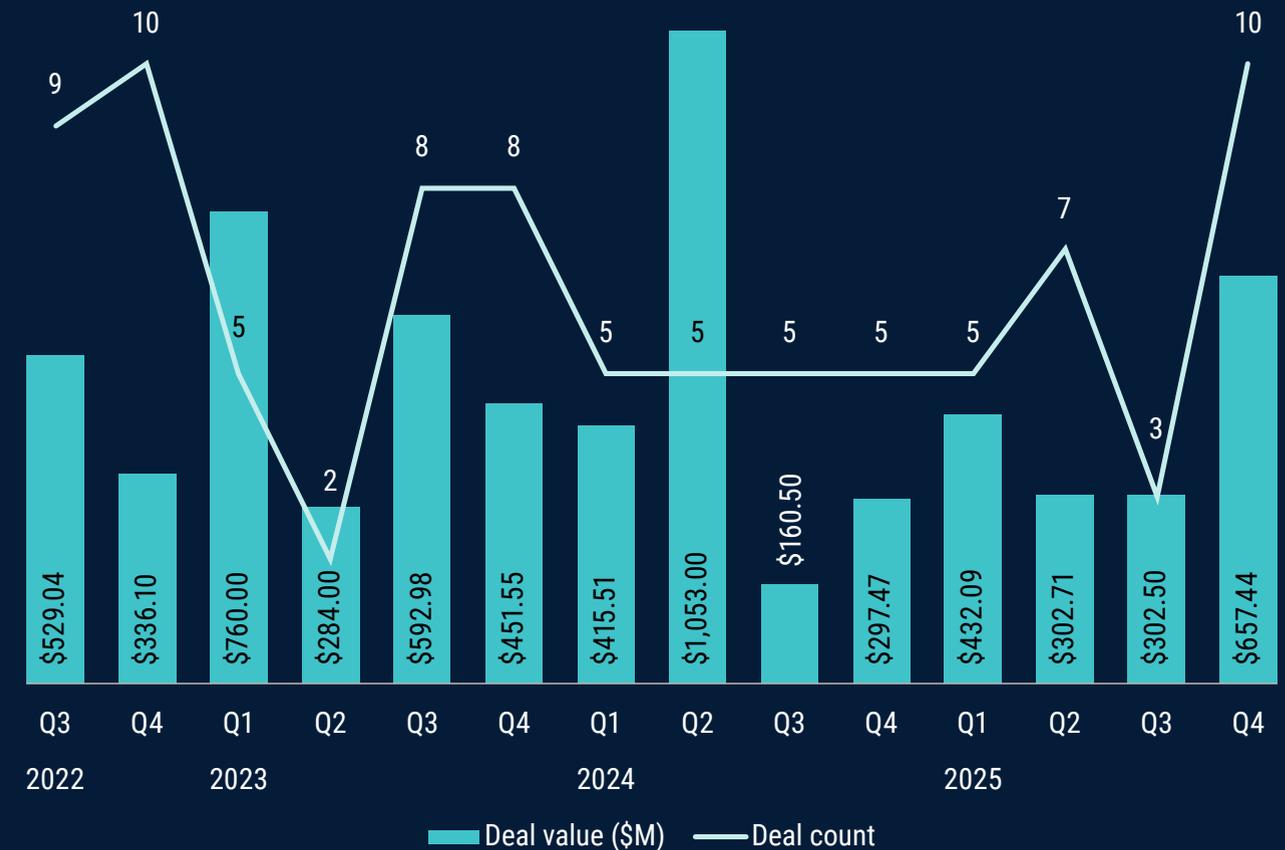
Once a significant area of ETI investment, biotech deal activity has cooled over the past two years as investors shifted away from the high-risk nature of early-stage drug development. However, green shoots are appearing for the sector, driven by the opening of the IPO window and transformative potential of AI in life sciences. As momentum builds, ETI investors have returned to the sector, closing 10 deals in Q4—the most since Q4 2022.

Braveheart Bio led the quarter with a \$185 million first financing round led by Andreessen Horowitz and a cohort of specialist biotech investors. The California-based biotech company secured ex-China licensing rights to Jiangsu Hengrui Pharmaceuticals’ small-molecule, cardiovascular drug. In a similar deal, Expedition Therapeutics raised \$165 million for its COPD drug, licensed from Shanghai-based Fosun Pharma.

The two transactions reflect several current trends in biotech VC. Namely, they illustrate the rise high-value deals for new companies built around experienced leadership teams and in-licensed, clinical-stage assets. Increasingly, early-stage VC activity is concentrated in these pre-existing assets over preclinical biotechs pursuing novel pathways. The deals also highlight China’s growing role as a supplier of de-risked assets, as well as strong investor interest in cardiovascular and pulmonary indications.

Other notable rounds included Chai Discovery’s \$130 million Series B at a \$1.3 billion valuation for its generative AI antibody design platform and Integral’s \$66.5 million raise for its therapeutic brain-implant technology.

Biotechnology ETI deal activity by quarter



Source: PitchBook • Geography: Global • As of December 31, 2025



BIOTECHNOLOGY

Biotechnology ETI deals in Q4 2025

| Company | Focus | Deal type | Deal size (\$M) | Post-money valuation (\$M) |
|-------------------------|--|----------------|-----------------|----------------------------|
| Braveheart Bio | Clinical-stage small molecule therapeutics for heart disease | Series A | \$185.00 | N/A |
| Expedition Therapeutics | Clinical-stage COPD therapeutics | Series A | \$165.00 | \$221.00 |
| Chai Discovery | AI antibody generation model | Series B | \$130.00 | \$1,300.00 |
| Integral | Brain implant to treat neurological conditions | Series 1 | \$66.35 | N/A |
| Gate Bioscience | Small molecule drug development for disease prevention | Series B | \$65.00 | \$161.00 |
| Tandem AI | AI-enabled platform for drug discovery and other wet lab workflows | Early-stage VC | \$22.00 | N/A |
| Valinor | Virtual patient models for drug discovery | Seed round | \$13.00 | N/A |
| Generation Lab | Biological age testing services | Seed round | \$11.00 | N/A |
| Elnora Ai | AI agent for biomedical laboratory protocols | Early-stage VC | \$0.09 | N/A |
| Kopra Bio | Oncolytic virus cancer therapy | Early-stage VC | N/A | N/A |

Source: PitchBook • Geography: Global • As of December 31, 2025



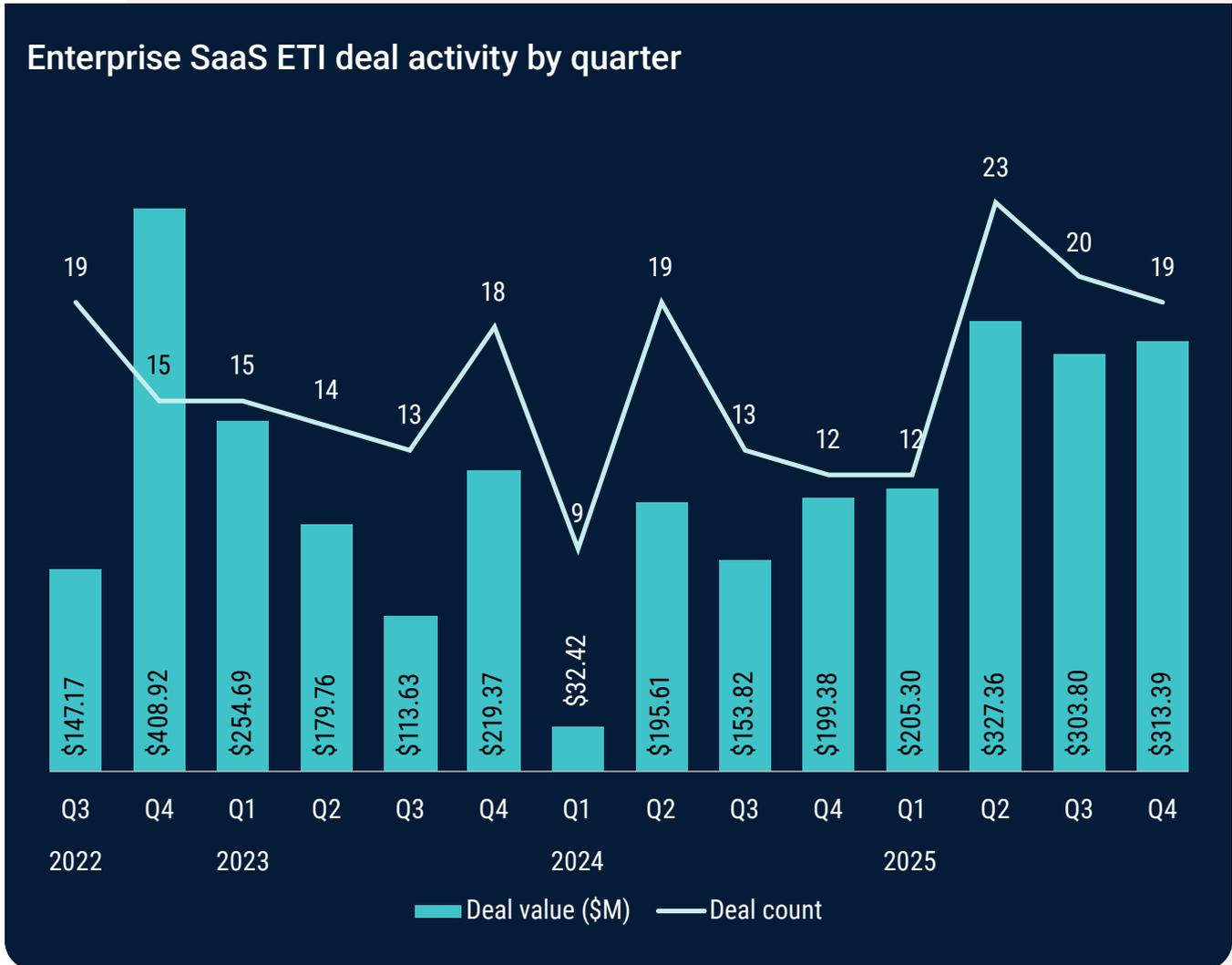
Enterprise SaaS

Enterprise SaaS ETI activity reached \$313.4 million across 19 deals in Q4. Before public markets began to waver over concerns about the traditional SaaS business model in February 2026, top investors funded a new wave of enterprise software startups, closing 10 seed deals in Q4 2025. The startups funded highlight the shifting SaaS paradigm discussed in our recent analyst note [SaaS Is Dead, Long Live SaaS](#): a move toward “service as software” that delivers AI-powered automation and outcomes rather than seat-based production tools.

As AI captures a growing share of enterprise SaaS ETI deals, valuations have climbed. The average ETI pre-money valuation reached \$238.9 million in Q4, well above the previous eight-quarter average of \$157.1 million, even as seed-stage deals dominate. The trend signals investor conviction in this new era of software and the ability of AI-native platforms to capture market share.

AI-agent developer Serval recorded the vertical’s two largest ETI rounds in Q4, closing a Series A in October followed by a Series B in December—increasing its valuation by 4.2x between rounds. The startup’s AI automation engine for IT teams exemplifies the shift in software’s value proposition as agentic AI begins to take shape.

Other notable rounds include those for Fastbreak AI, which raised \$40 million for its scheduling software for professional and amateur sports leagues, and Present, which is building AI-powered presentation automation tools.



Source: PitchBook • Geography: Global • As of December 31, 2025



ENTERPRISE SAAS

Enterprise SaaS ETI deals in Q4 2025

| Company | Focus | Deal type | Deal size (\$M) | Post-money valuation (\$M) |
|---------------------|--|----------------|-----------------|----------------------------|
| Serval | AI automation for IT help desks requests | Series B | \$74.8 | \$1,000.0 |
| Serval | AI-powered recruitment platform | Series A | \$47.0 | \$220.0 |
| Fastbreak AI | Scheduling platform for sports leagues | Series A | \$40.0 | \$199.0 |
| Prezent | Suite of AI tools for building slide decks | Series B | \$30.0 | \$400.0 |
| Sphere | Hiring software for engineers | Early-stage VC | \$21.0 | \$103.0 |
| FINNY | AI-powered prospecting and lead-generation platform for financial advisors | Series A | \$17.0 | \$155.0 |
| Finster AI | AI agents for investment bankers and other financial professionals | Series A | \$15.0 | N/A |
| Duvo | Management platform for retail and CPG businesses | Seed round | \$15.0 | \$61.0 |
| Vulcan Technologies | Software platform for government agencies and related businesses | Seed round | \$10.9 | N/A |
| Tsuga | Enterprise-grade observability platform | Seed round | \$10.0 | N/A |

Source: PitchBook • Geography: Global • As of December 31, 2025



ENTERPRISE SAAS

Enterprise SaaS ETI deals in Q4 2025

| Company | Focus | Deal type | Deal size (\$M) | Post-money valuation (\$M) |
|---------------|--|----------------|-----------------|----------------------------|
| 1001 AI | AI-powered operational intelligence | Seed round | \$9.0 | N/A |
| Crustdata | Company and people data for sales, investment due diligence, and recruiting | Seed round | \$6.0 | N/A |
| Echelon | AI agents for ServiceNow | Seed round | \$4.8 | N/A |
| Squad | Recruiting platform | Seed round | \$4.4 | \$22.0 |
| Muse | Operations management software for museums, zoos, and other ticketed locations | Seed round | \$4.3 | N/A |
| fonio.ai | Voice AI for automating customer interactions | Early-stage VC | \$3.5 | N/A |
| Bondly | Platform for planning corporate retreats | Seed round | \$0.8 | N/A |
| Loop Smart AI | AI automation for customer support | Early-stage VC | N/A | N/A |
| Ace Waves | AI agents automating customer support | Seed round | N/A | N/A |

Source: PitchBook • Geography: Global • As of December 31, 2025



Other notable activity

Fintech: Q4 2025 ETI activity in fintech totaled \$682.8 million across 24 deals. Outside of AI, the vertical saw the most activity in 2025, with 88 total transactions. Top fintech deals in Q4 2025 included DualEntry, which is developing an AI-native enterprise resource planning platform, and Model ML, which is building AI agents for financial institutions.

Crypto: The largest non-AI ETI round of the quarter went to Tempo, which closed a \$500 million Series A at a \$5 billion valuation. The startup is developing a Layer 1 blockchain purpose-built for stablecoin payments. The outsized round is the first institutional funding for the company, a joint venture from Stripe and Paradigm.

Industrial tech and defense: After record ETI investment in Q3, activity in industrial tech and defense cooled in Q4 2025. Top deals included PermitFlow, a startup building an AI-enabled permit application platform for construction firms, and Mimic Robotics, which is developing robotic arms for manufacturing applications. On the defense side, Pryzm raised a \$12.2 million seed round for its defense intelligence platform.



OTHER NOTABLE ACTIVITY

Other notable ETI deals

| Company | Vertical | Focus | Deal type | Deal size (\$M) | Post-money valuation (\$M) |
|----------------------|------------------|---|----------------|-----------------|----------------------------|
| Tempo | Web3 & DeFi | Layer 1 blockchain built for payments | Series A | \$500.0 | \$4,500.0 |
| Castelion | Industrial tech | Developer of hypersonic weapon systems | Series B | \$350.0 | \$2,478.0 |
| EXUGlobal | Web3 & DeFi | Crypto trading platform | Series B | \$120.0 | \$1,080.0 |
| Neros | Mobility tech | Defense tech company specializing in drones | Series B | \$75.0 | \$764.5 |
| Neo Asset Management | Fintech | India-based asset management firm | Early-stage VC | \$64.0 | \$640.0 |
| PermitFlow | Industrial tech | AI-enabled construction management platform | Series B | \$54.0 | \$451.0 |
| STARK | Industrial tech | Unmanned military systems and drones | Early-stage VC | \$62.0 | \$438.0 |
| Campfire | Fintech | Unified accounting and ERP platform | Series B | \$64.8 | \$328.0 |
| DualEntry | Fintech | AI-enabled accounting platform for mid-market enterprises | Series A | \$90.0 | \$325.0 |
| Agentio | Adtech & martech | Platform automating creator-led advertising campaigns. | Series B | \$40.0 | \$300.0 |

Source: PitchBook • Geography: Global • As of December 31, 2025



Venture activity summary

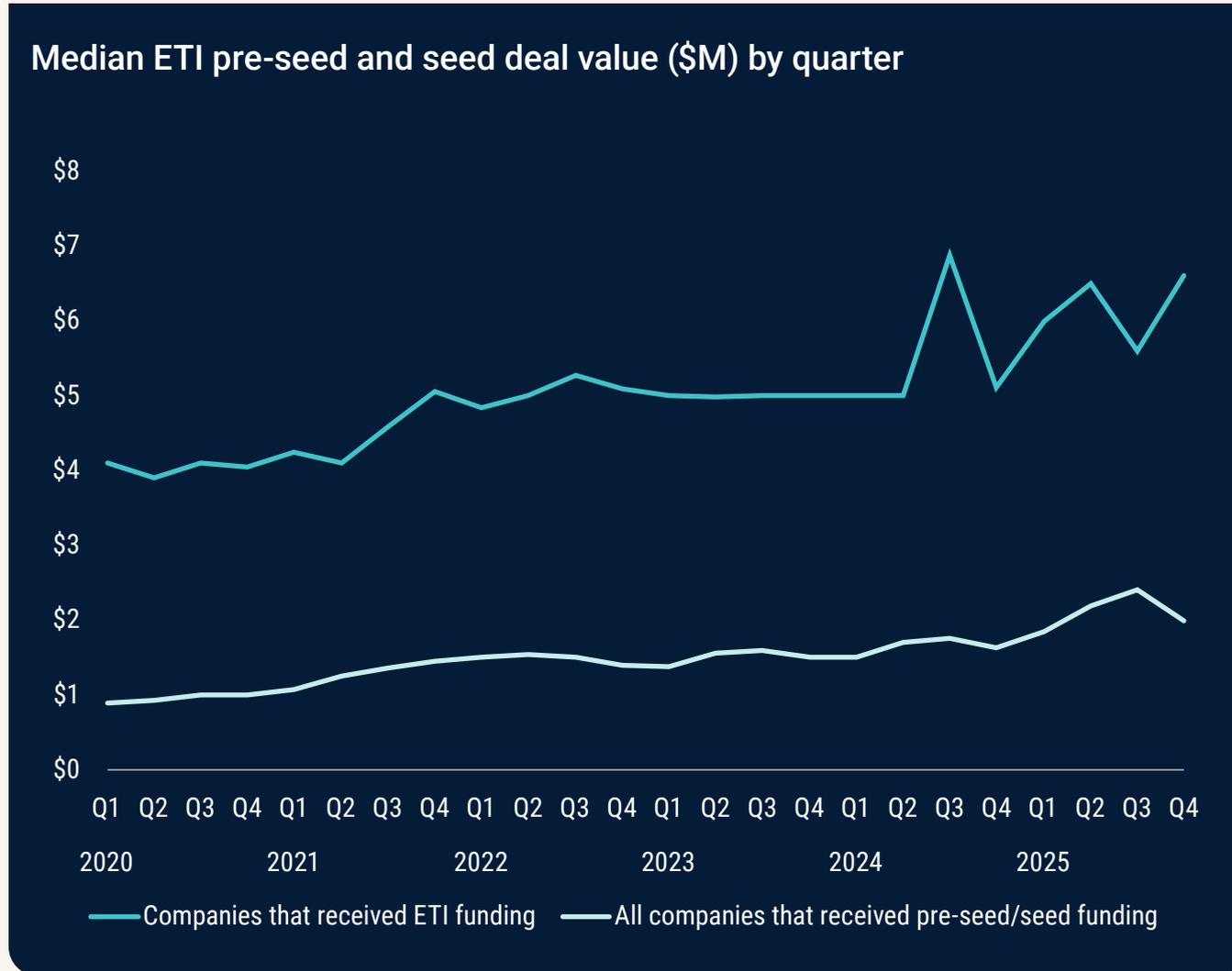
ETI deals historically run several times larger than medians across the entire VC industry. This reflects several factors, including the tendency for top investors to be larger, multistage investors; their ability to obtain larger stakes in startups; and their higher likelihood of co-investment, which usually implies larger rounds. In recent quarters, however, the gap has widened significantly.

In Q4, median ETI pre-seed and seed rounds exceeded the broader venture space by \$4.6 million, 3.3x the overall VC median. In early-stage rounds the gap is more significant, \$25 million higher, or 6x the size of all early-stage rounds. Valuations are similarly disparate, even as they rise across the broader industry. The median pre-money valuation is now a record \$13.7 million higher at the seed stage, and a massive \$165.6 million larger in Series A and B rounds. Together, these trends reflect both an increasingly competitive dealmaking environment as deal counts fall and strong investor conviction in the current wave of AI-native startups.

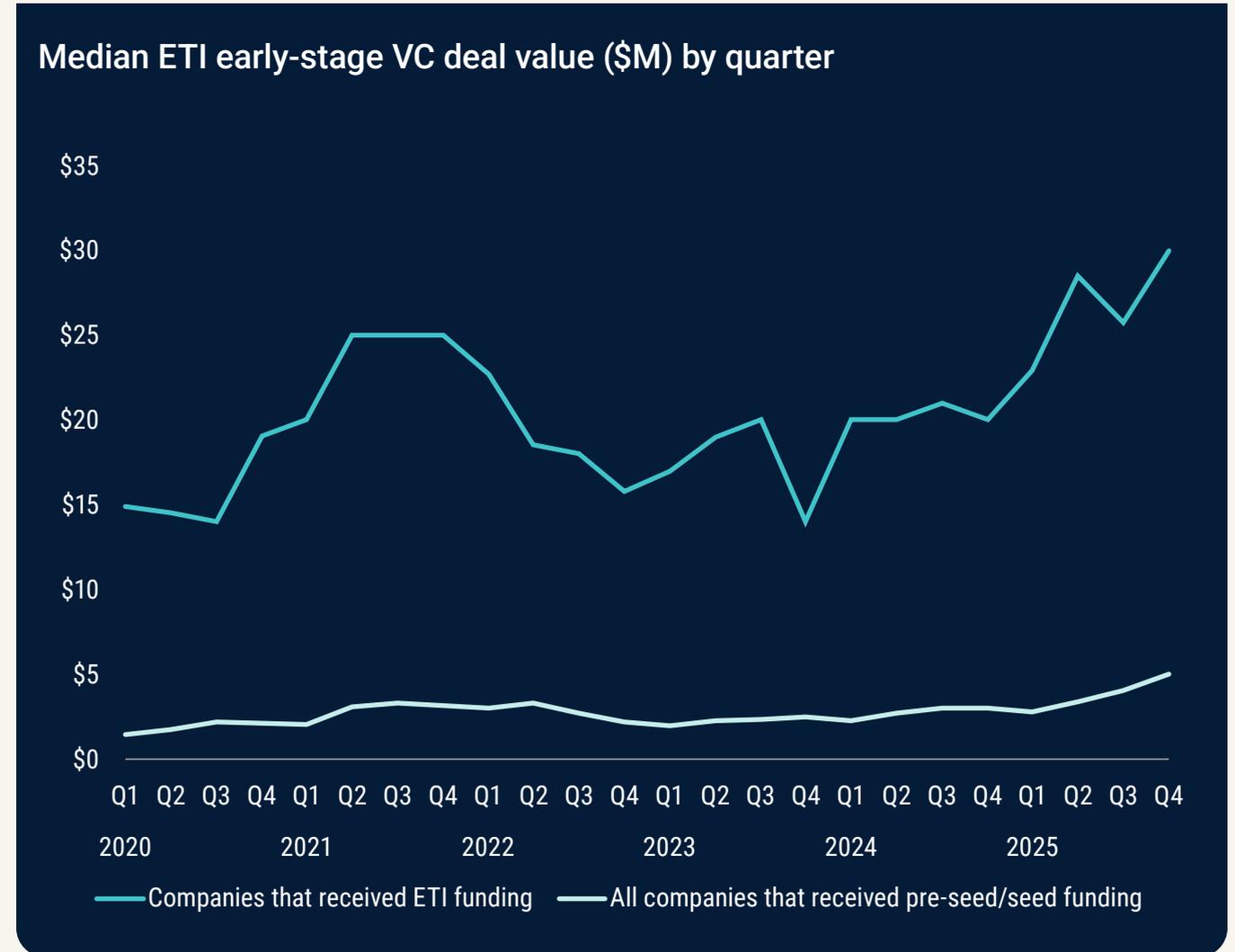
25% of ETI deals in Q4 came from outside the US, down from the average of 32.8% since 2022. Leading non-US locations included the UK with 10 deals, followed by India with nine and Germany with five. China continues to see a steep decline in ETI investment, with just four deals since 2024, compared with 68 from 2021 to 2022. The near-total absence of dealmaking in recent years reflects geopolitical tension and regulatory uncertainty—particularly as ETI investment centers around politically sensitive technologies such as AI and industrial tech.



VENTURE ACTIVITY SUMMARY



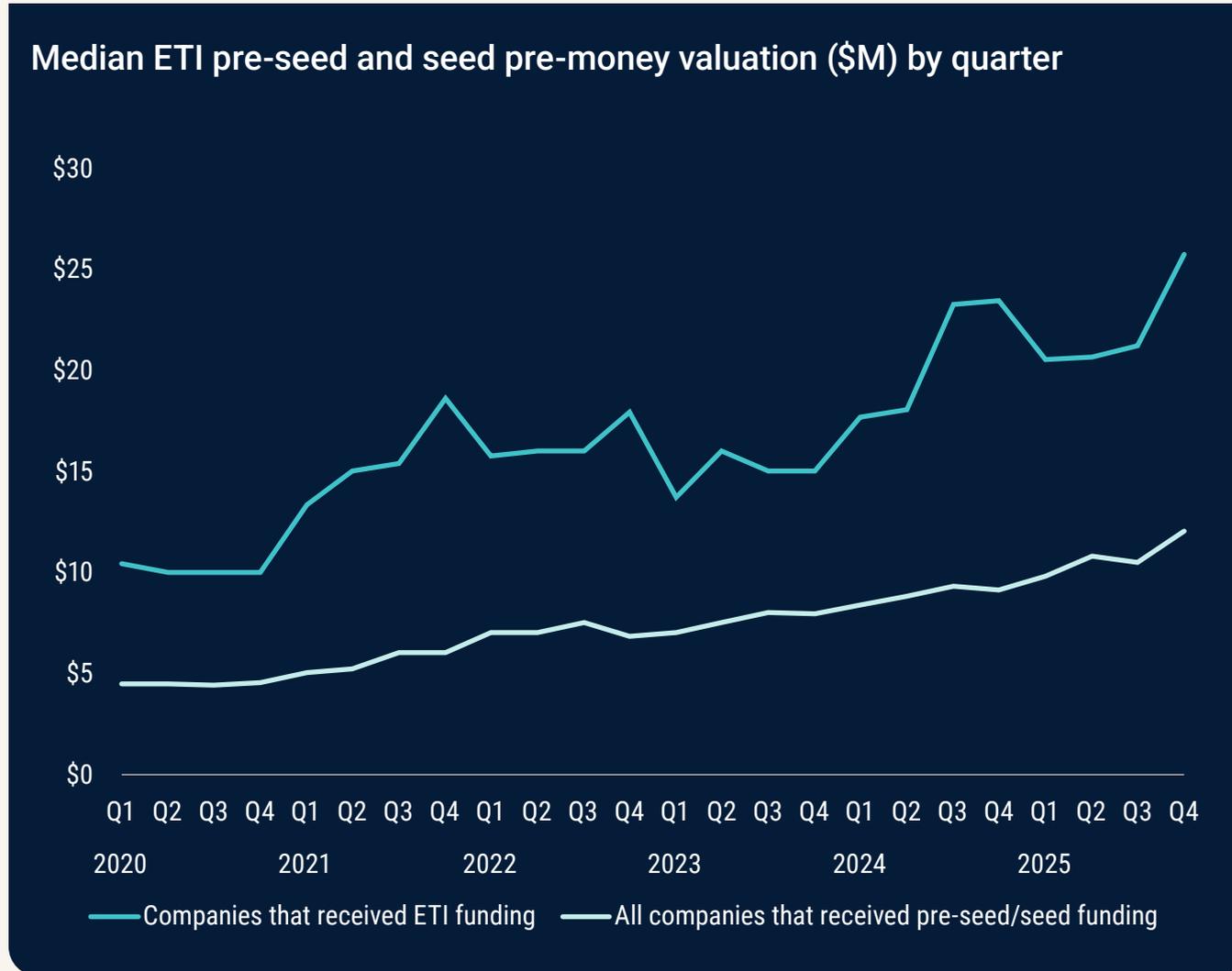
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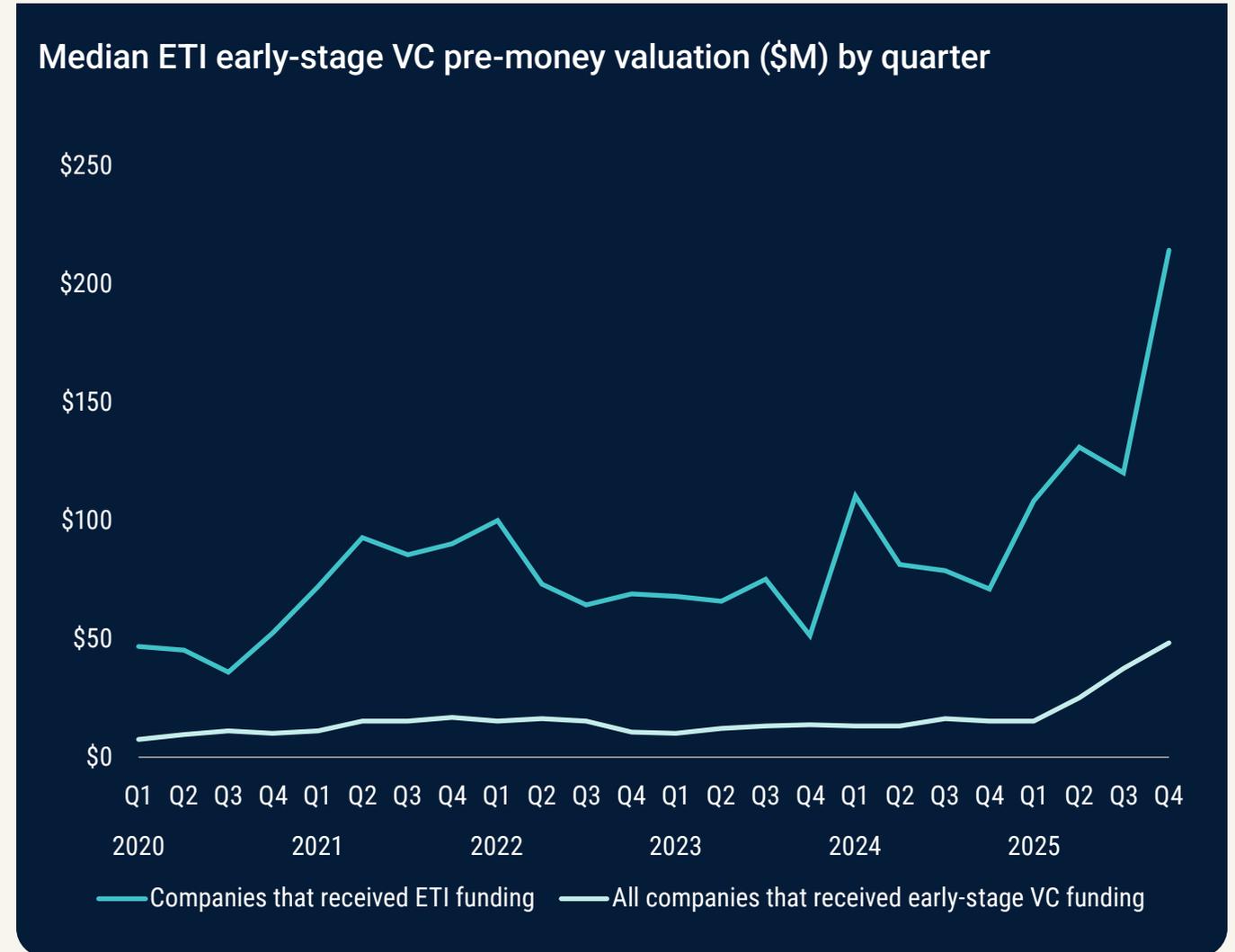
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VENTURE ACTIVITY SUMMARY



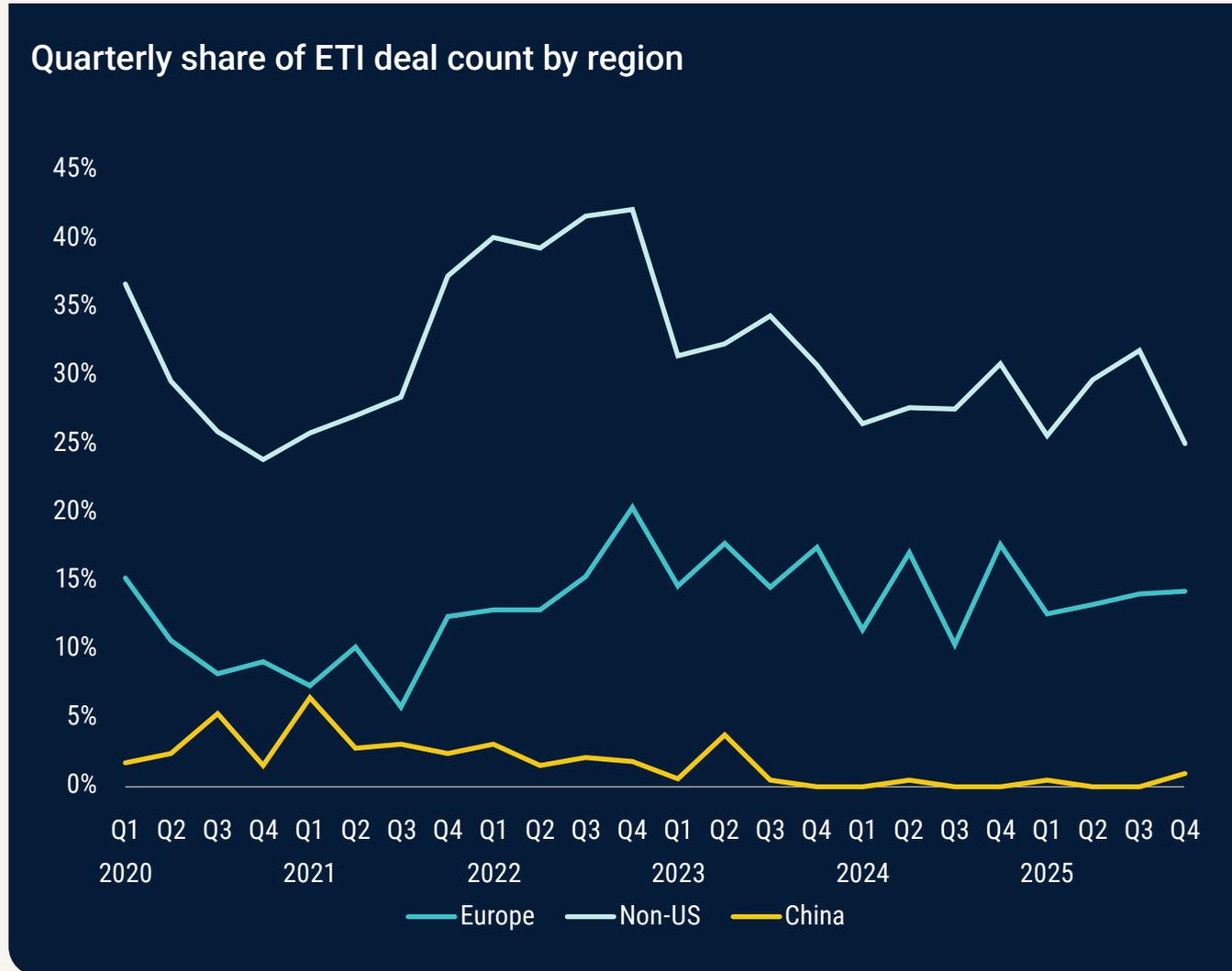
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VENTURE ACTIVITY SUMMARY



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VENTURE ACTIVITY SUMMARY

Top ETI deals outside of the US

| Company | Vertical | Focus | Deal type | Deal value (\$M) | HQ location |
|----------------------|-----------------|---|----------------|------------------|-------------------------------|
| Black Forest Labs | AI & ML | AI image generation and editing | Series B | \$300.0 | Freiburg im Breisgau, Germany |
| Vega | Infosec | Security analytics and AI-powered threat detection | Series B | \$120.0 | Tel Aviv, Israel |
| Cambridge Aerospace | Industrial tech | UK-based defense startup operating in stealth | Series A | \$116.2 | Cambridge, UK |
| Wonderful | AI & ML | Platform for developing and deploying AI agents | Series A | \$100.0 | Tel Aviv, Israel |
| Neo Asset Management | Fintech | India-based asset management firm | Early-stage VC | \$64.0 | Mumbai, India |
| STARK | Industrial tech | Unmanned military systems and drones. | Early-stage VC | \$62.0 | Berlin, Germany |
| Runware | AI & ML | Unified API for image, video, and audio generation | Series A | \$50.0 | London, UK |
| Mirelo AI | AI & ML | AI audio and sound effects for video editing | Seed | \$41.0 | Tübingen, Germany |
| Pave Bank | Fintech | Programmable multi-asset commercial bank for businesses | Series A | \$39.0 | Tbilisi, Georgia |

Source: PitchBook • Geography: Global • As of December 31, 2025



ETI investor ranking

Purpose

We seek to identify leading venture capital firms by combining their performance on three factors related to their investment history. The ranking attempts to reward firms with a strong track record across the three factors while still allowing for firms with a shorter history to be surfaced as well.

Factors

Exit percentage

The exit percentage is the ratio of successful exits to the total number of exit opportunities.

- Investments must be at least five years old or have an exit to qualify as an exit opportunity.
- The five-year threshold is present to allow for investments to sufficiently move toward an exit event.
- For example, it would be unfair to include a deal done one month ago as a “failed” exit opportunity when the company has had no reasonable time to reach an exit event.

Investors must have at least 15 exit opportunities to be included.

Follow-on percentage

The follow-on percentage is the ratio of the count of companies that raise a subsequent round of funding after a round that the investor led, over the number of opportunities.

- Only investments that are at least two years old or have a follow-on are included as follow-on opportunities.
- The two-year threshold allows companies sufficient time to raise a subsequent round of funding.
- Companies that exit immediately after an investor-led round are not included in this metric (numerator or denominator). There must be at least one year between the rounds. This avoids massive CAGRs that result from very short periods between funding rounds.
- Investors must have at least 15 follow-on opportunities to be included.

Average CAGR of valuation change between rounds

The average CAGR of valuation change between rounds is the average annualized valuation step-up (post-money to pre-money) between the investor-led round and the following round.

- There must be at least one year between the rounds. This avoids massive CAGRs that result from very short periods between funding rounds.
- Investors must have at least 15 follow-on opportunities with the necessary valuation information.



ETI INVESTOR RANKING

Score weighting

Each of the above factors is weighted by multiplying the value (that is, percentage of successful exits) by the cubed root of the count of values present for that factor. This allows for investors with a long track record of success to be rewarded while dampening the effect of the sample size to the point where investors with a short track record can be surfaced.

After each factor is weighted, we apply a cumulative distribution function to each factor in isolation, wherein each investor's score is ranked 0 to 1 relative to the weighted scores of the other qualifying investors.

The final composite score is then calculated by taking the geometric mean of the resultant ranking for each factor.

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Q4 2025 AI VC Trends

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