



 EMERGING TECH RESEARCH

# Emerging Tech Indicator

Top VC firms are betting big on AI and industrial tech

**Q3**  
2025





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*Note: Data from prior quarters has been revised from the previous ETI report to reflect the latest funding data available.*



# Key takeaways

- **Early-stage rounds grow as transaction counts fall:** ETI funding (pre-seed, seed, and early-stage deals involving the top 15 VC firms) reached \$6.1 billion across 215 deals in Q3. While deal count dropped 22.5% on a TTM basis, total capital deployed remained stable. As a result, ETI startups are now seeing elevated deal sizes and valuations compared with the rest of the venture ecosystem.
- **A competitive early-stage environment favors top investors:** With investment consolidating in fewer, larger deals, top investors are playing an outsized role in early-stage investing. As these firms typically have expanded access to competitive, large-scale financings, ETI investment is commanding an elevated share of total venture dollars deployed in pre-seed, seed, and early-stage rounds, capturing 21% YTD compared with the 2021-2024 annual average of 14.4%.
- **AI remains on top:** AI remained the leading ETI vertical for the seventh consecutive quarter, attracting \$2.2 billion across 52 deals. Additionally, 72 deals went to AI applications in other verticals, underscoring a continuing shift in early-stage AI investing from horizontal platforms toward the application layer. Together, these figures represent 60.7% of total investment and 57.7% of total ETI deals closed in the Q3.
- **Geopolitical tailwinds drive record investment in industrial tech:** Industrial tech exploded to a record \$782.4 million and 17 deals in the quarter. With expanding defense budgets and a strong focus on domestic production in the US, top investors are prioritizing a historically minor area of VC investment—jumping from just 2% of 2024 investment to 6.7% in 2025. Top deals included hypersonic weapons manufacturer Castelion and vertically integrated mining company Mariana Minerals



# Introduction

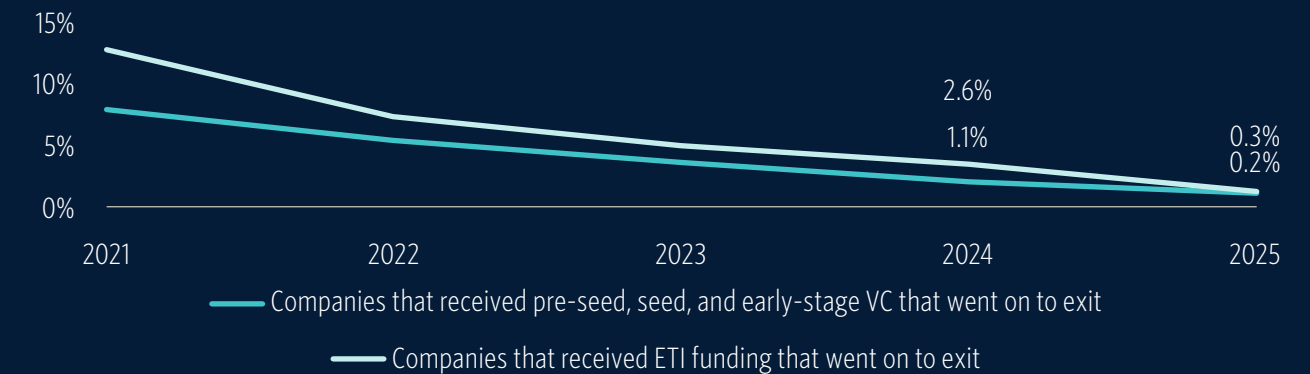
The Emerging Tech Indicator (ETI) provides a quarterly review of pre-seed, seed, and early-stage investment activity involving a limited subset of the world's most successful VC firms that account for roughly 10% of total VC investment. The analysis provides a unique perspective into the types of technologies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

In the third quarter of 2025, we tracked 215 pre-seed, seed, and early-stage VC deals that involved the top 15 VC firms (relative to 5,516 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.<sup>1</sup> 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.*

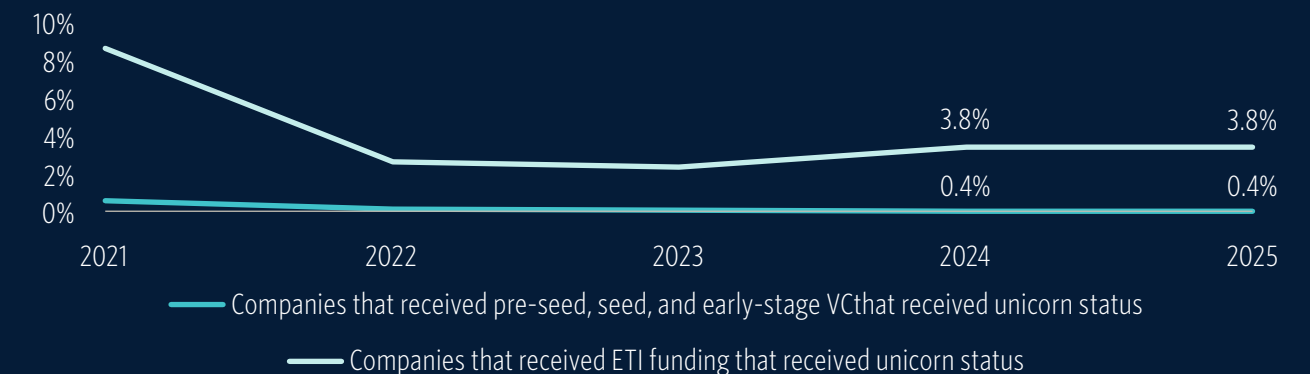
1: The ETI ranking methodology can be found [here](#).

## 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 September 30, 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



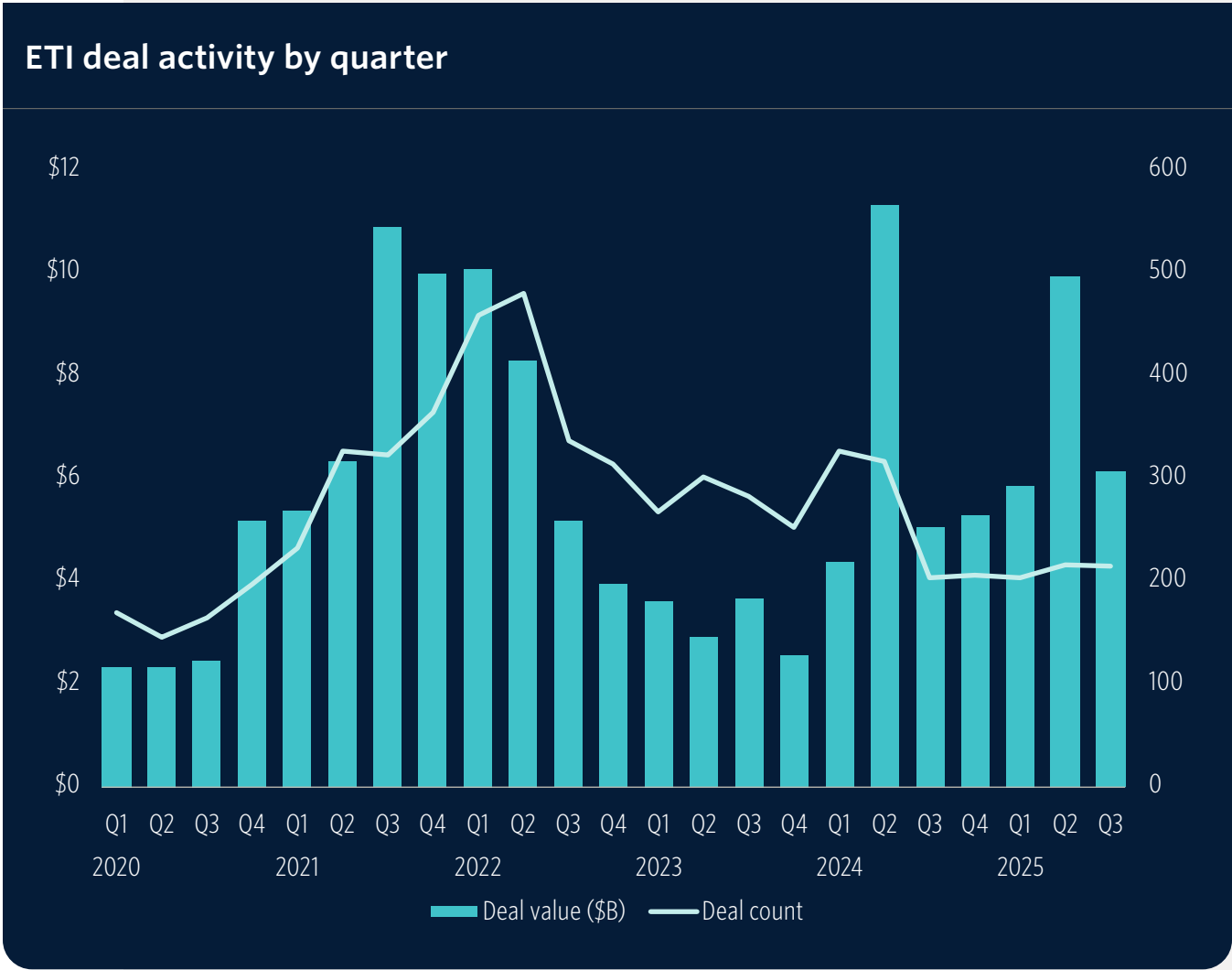
Source: PitchBook • Geography: Global • As of September 30, 2025



# Deal activity

In Q3, ETI deal activity totaled \$6.1 billion across 215 deals. Deal counts remain flat QoQ, while total investment increased 3.2% when excluding the combined \$4 billion in seed rounds for Safe Superintelligence and Thinking Machines Lab in Q2. Top investors continued to close far fewer seed and early-stage deals than in prior years, with Q3’s total representing a 31.6% decline from the 2021-2024 quarterly average of 316. At the same time, ETI deal value increased sharply, even when excluding multibillion-dollar outlier rounds for foundation model developers. Total ETI deal value rose 34.1% on a trailing 12-month (TTM) basis and is on pace to end the year at \$29.2 billion, approaching the 2021 peak of \$32 billion. Top investors are opting for larger early-stage bets, significantly increasing deal sizes and valuations as near-peak levels of capital are deployed across reduced transaction volumes.

This trend reflects a broader shift in the role of venture’s largest investors in the early-stage investing environment. As valuations and deal sizes grow, early-stage investing has become more competitive and expensive. Large, multistage investors that can afford these increased valuations and access the most competitive deals are playing an outsized role. YTD, ETI rounds accounted for 21% of all pre-seed, seed, and early-stage capital deployed, compared with the 2021-2024 annual average of 14%. ETI startups are now equipped with significantly more capital than their counterparts in the broader venture ecosystem—with median pre-seed/seed deals at 2.8x the broader industry and early-stage rounds at 6.1x—potentially widening the historic difference in exit outcomes and valuation growth between the two groups. For a deeper dive into these evolving seed-stage trends, see PitchBook’s recent analyst note [Seed Under Pressure](#).



Source: PitchBook • Geography: Global • As of September 30, 2025

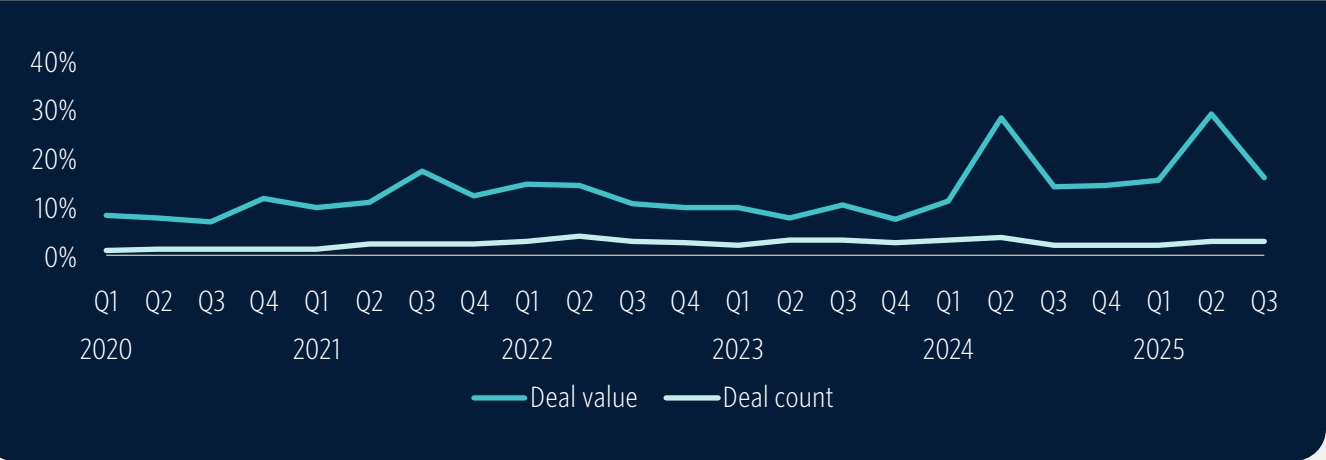


DEAL ACTIVITY

In Q3, we tracked 215 ETI deals across 27 technology verticals. AI accounted for 52 deals, representing \$2.2 billion in total invested—36.1% of the quarter’s total. Including 72 additional deals for AI applications in other verticals, AI’s share of total ETI deal count has increased across the year, representing 58.3% in Q3, compared with 51.6% in Q2 and 44.7% in Q1.

Sectors where AI offers the most market-ready applications are seeing the greatest activity, such as enterprise software as a service (SaaS) (22 deals), fintech (20 deals), and healthtech (17 deals). Additionally, geopolitical tailwinds and a renewed focus on domestic defense and production have generated investor interest in industrial tech. Historically a minor area of ETI investment, the vertical jumped to \$782.4 million invested across 17 deals in Q3—both new quarterly highs.

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



Source: PitchBook • Geography: Global • As of September 30, 2025

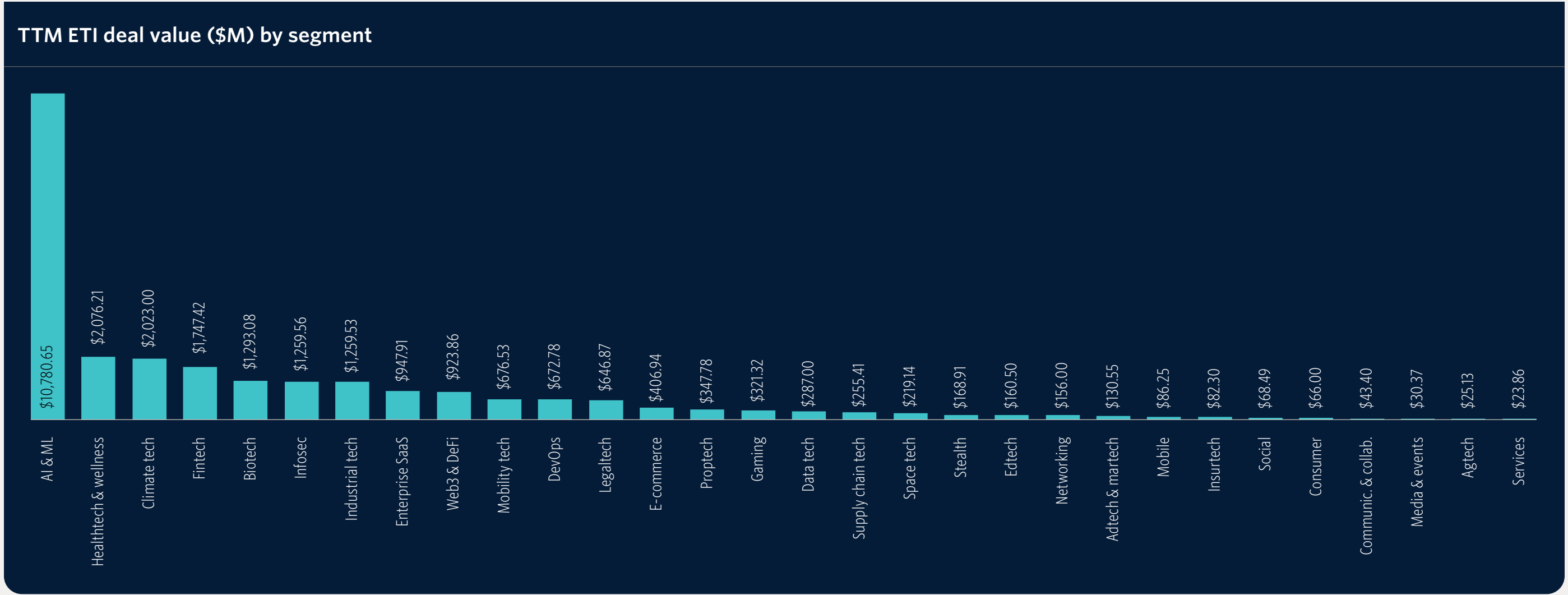
Quarterly ETI deal count for deals exceeding \$50 million and \$100 million



Source: PitchBook • Geography: Global • As of September 30, 2025



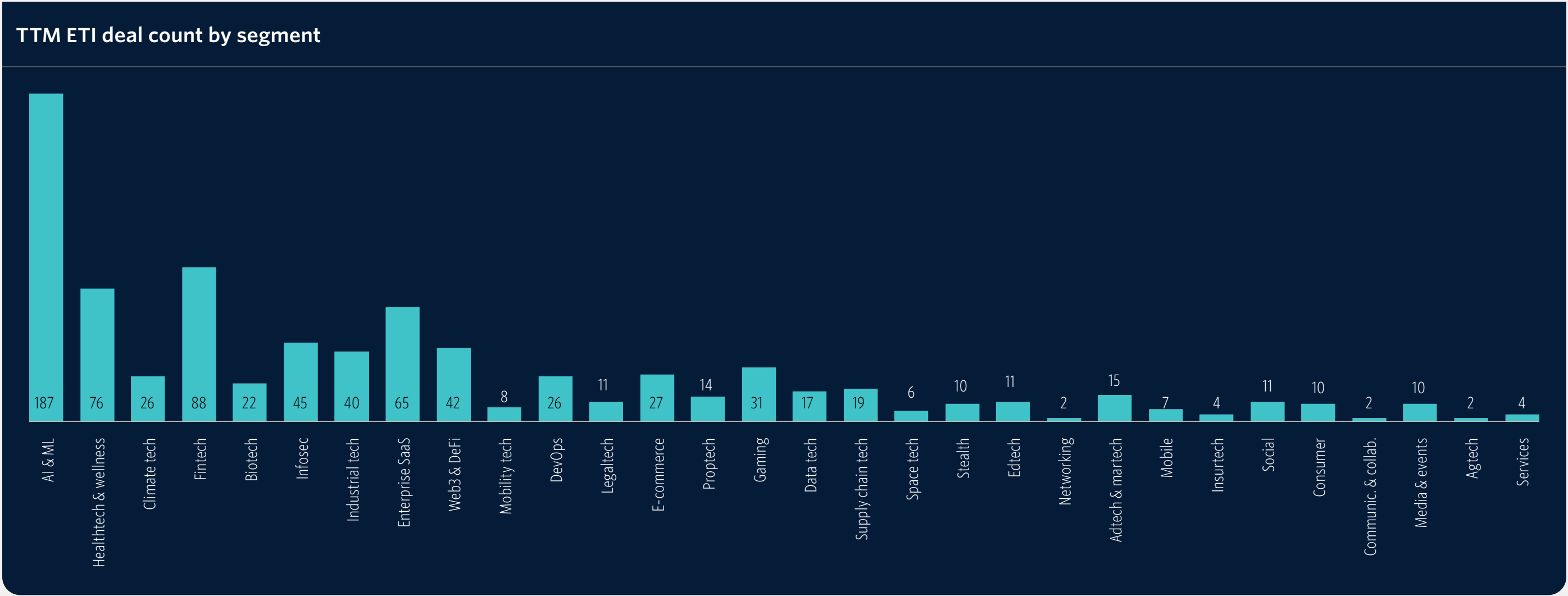
# Areas of investment



Source: PitchBook • Geography: Global • As of September 30, 2025



AREAS OF INVESTMENT

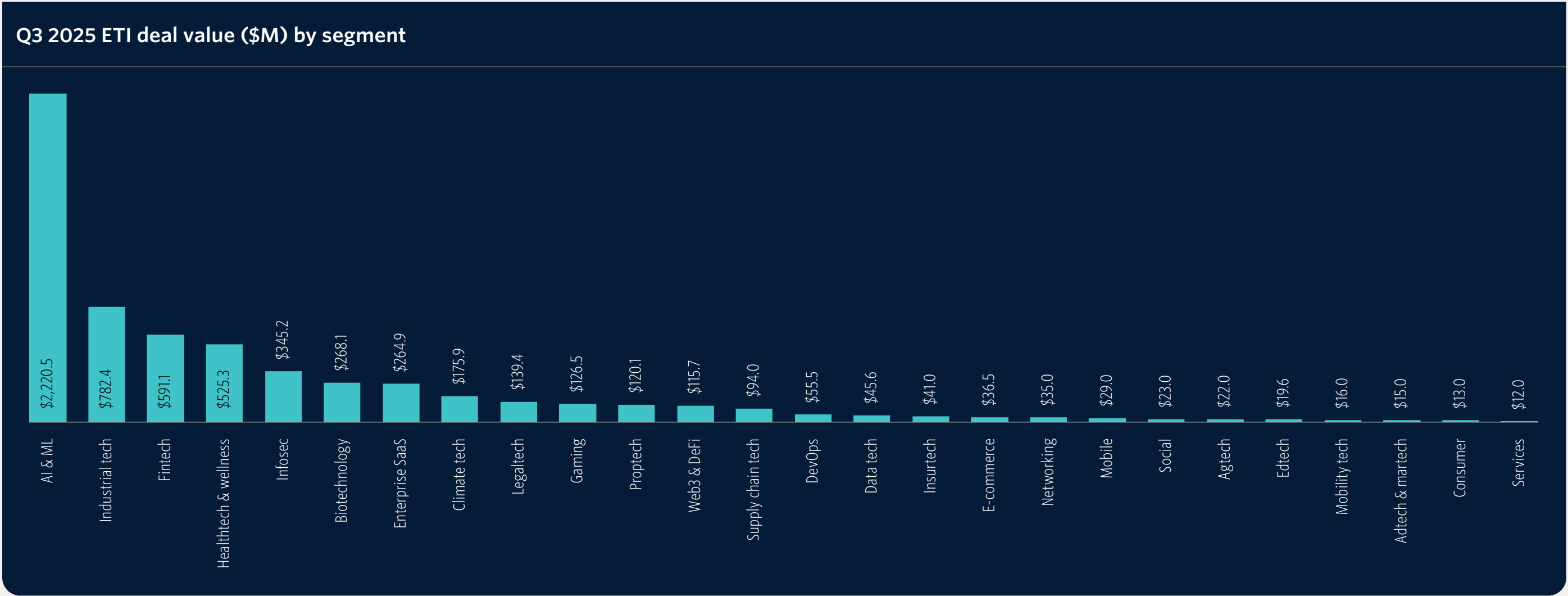


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AREAS OF INVESTMENT

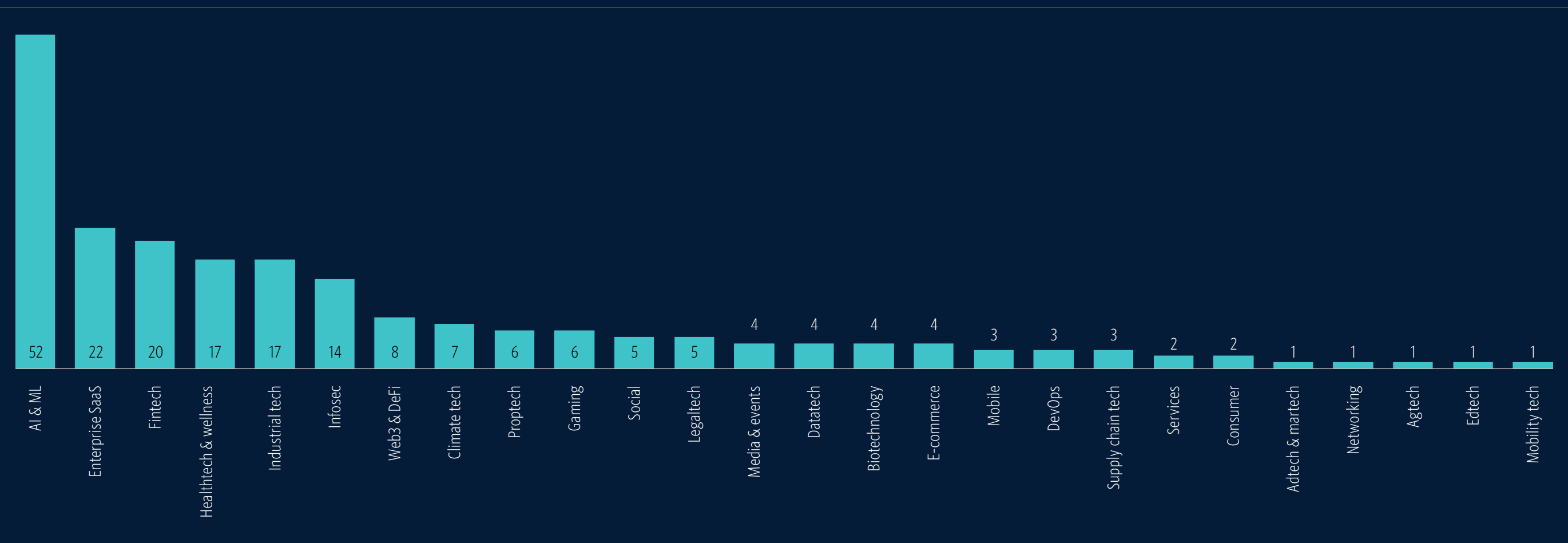


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AREAS OF INVESTMENT

Q3 2025 ETI deal count by segment

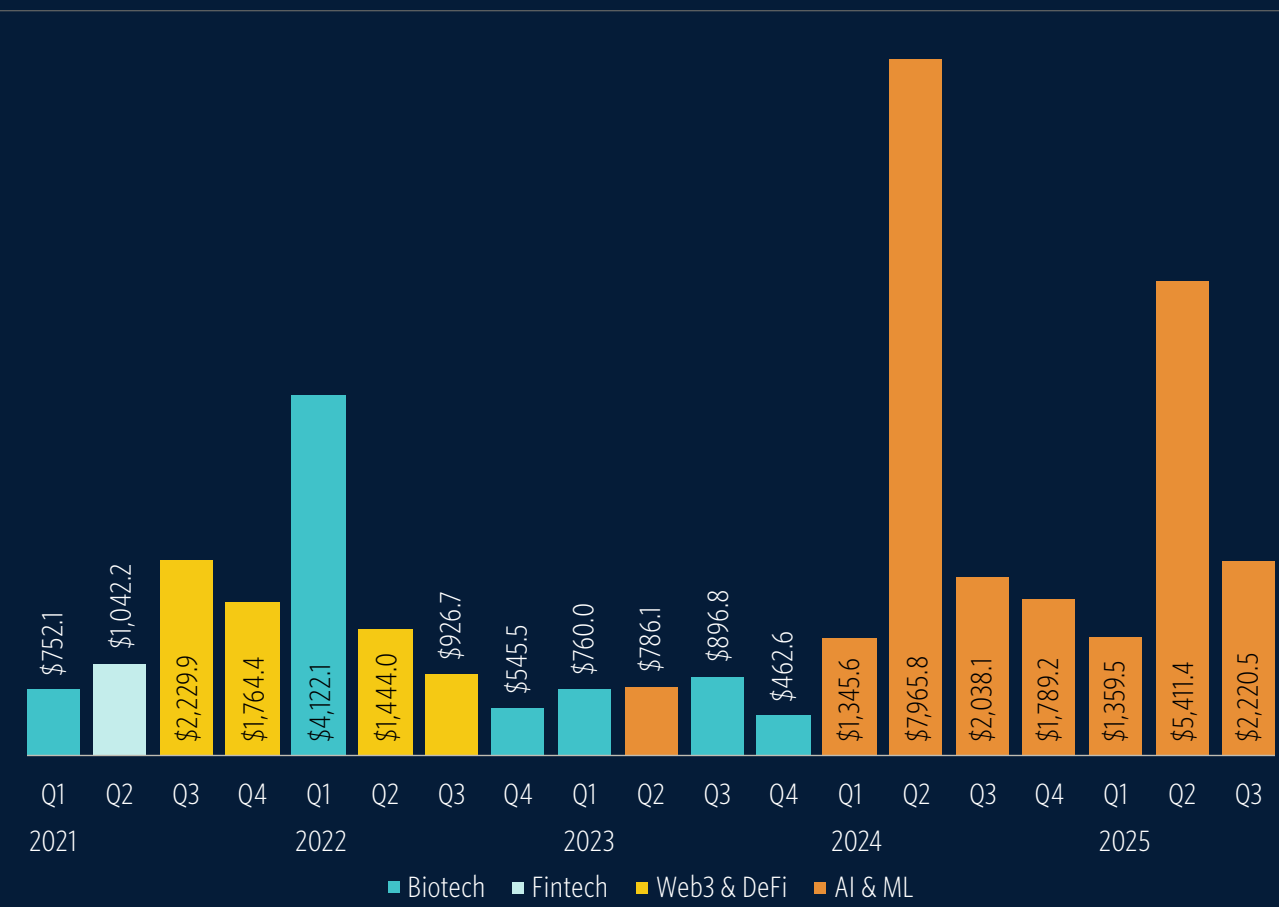


Source: PitchBook • Geography: Global • As of September 30, 2025



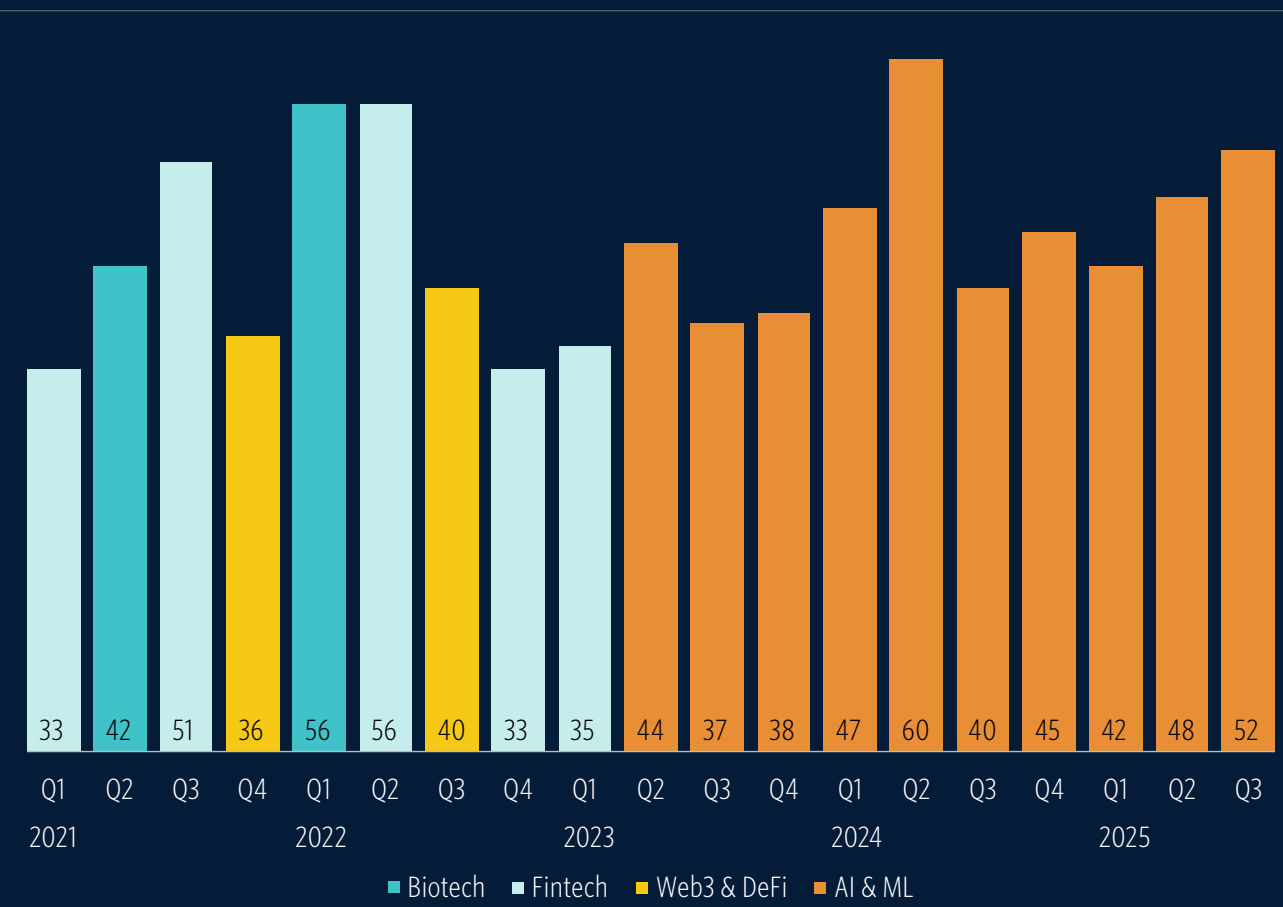
AREAS OF INVESTMENT

Quarterly top ETI segments by deal value (\$M)



Source: PitchBook • Geography: Global • As of September 30, 2025

Quarterly top ETI segments by deal count



Source: PitchBook • Geography: Global • As of September 30, 2025



# ETI deal segment spotlights



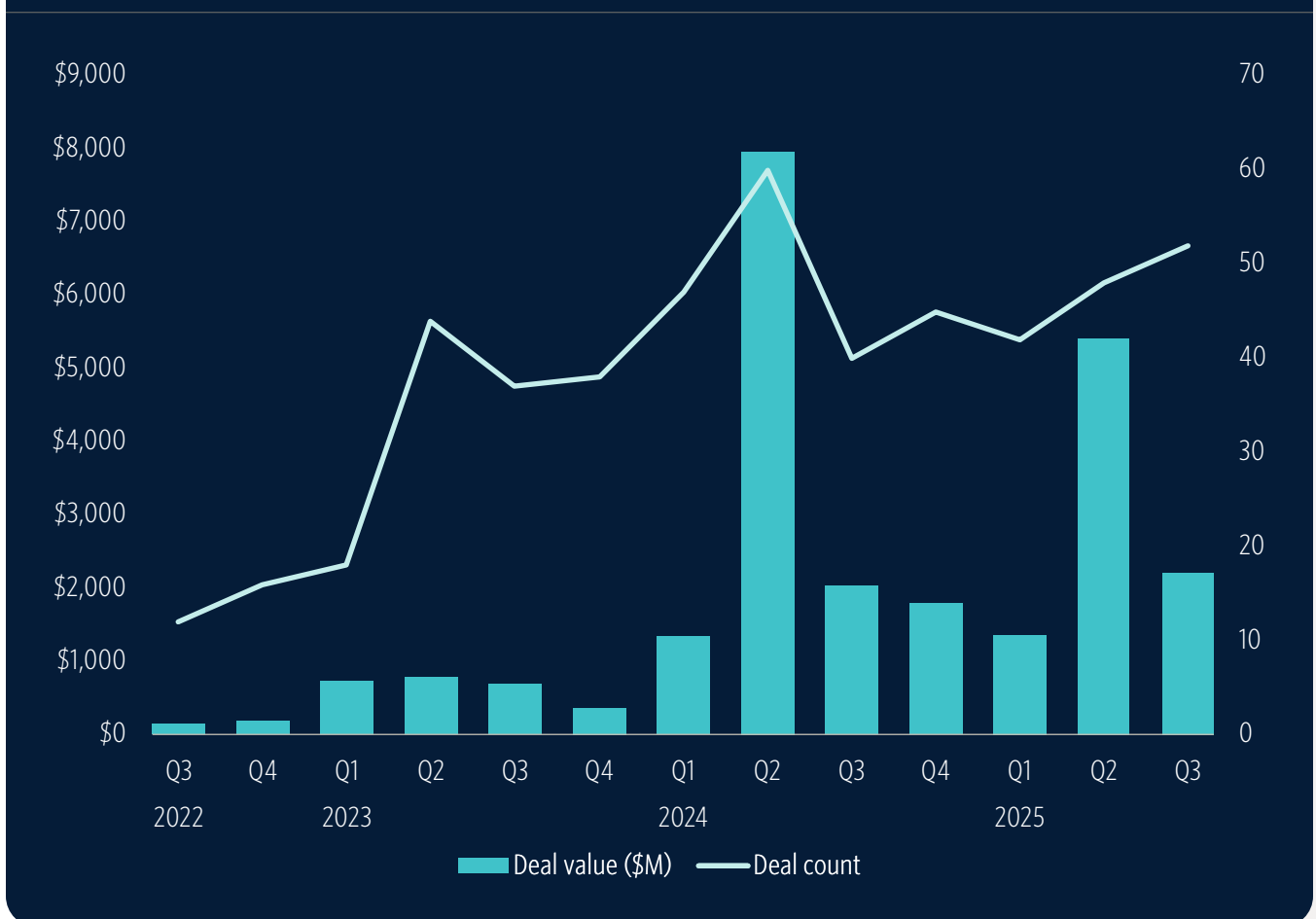
# AI

For the seventh consecutive quarter, AI was the top vertical by both deal count and value, attracting \$2.2 billion across 52 deals. As the technology proliferates across industries, an additional 72 deals and \$1.5 billion went to vertical-specific AI applications verticals, such as voice agents in healthcare or AI-automated cybersecurity platforms, underscoring the ongoing shift of early-stage AI investing from core and horizontal platforms to the application layer. Taken together, AI core startups and vertical applications accounted for 60.7% of total ETI capital and 57.7% of deals in Q3—outpacing the broader venture ecosystems where AI represented 64.3% of deal value but just 37.5% of count. This difference is partly due to the early-stage nature of AI applications but also implies top VC firms are more active in AI than other venture investors.

The top AI deal in Q3 went to Periodic Labs, which raised a \$300 million seed round led by a16z and DST Global at a \$1.3 billion valuation. The company is building AI systems in materials science, developing models and autonomous laboratories to create a closed-loop system where AI agents can generate their own training data and iterate on hypotheses. In another notable deal for a specialized model developer, Harmonic.ai raised \$100 million reportedly at a \$900 million valuation,<sup>2</sup> to build a mathematical reasoning model for mission-critical tasks in the pursuit of “mathematical superintelligence.”

2: “Harmonic Raises \$100 Million Series B To Accelerate Development of Mathematical Superintelligence,” Business Wire, July 10, 2025.

AI ETI deal activity by quarter



Source: PitchBook • Geography: Global • As of September 30, 2025



## AI

Notable themes of AI investment included:

- **“Vibe coding” platforms and AI development tools:** Led by Lovable’s \$200 million Series A at a \$1.8 billion valuation, AI code-generation platforms attracted significant ETI investment in Q3. Other notable deals in the space included CodeRabbit, Factory.ai, and Macroscopic. Investor conviction in the space remains high, despite significant competition—including from leader foundation models—and cash burn rates.<sup>3</sup>
- **AI infrastructure layer:** Platforms facilitating the development and deployment of custom AI models and agents also saw an uptick in ETI activity. Modular raised \$250 million at a \$1.6 billion valuation for its AI inference and development platform allowing users to optimize and run over 500 generative AI (GenAI) models. giga.ai, a platform for building specialized, multimodal customer supports agents, raised a \$61 million Series A. Other rounds included Paid, which facilitates billing for AI agents, and Keycard, an agent development and deployment platform. The heightened activity underscores that value in AI will come from both leading model developers and the underlying infrastructure to deploy them.
- **AI roll-ups:** Titan, a holding company that acquires IT service firms to augment and scale with AI tools, raised \$74 million from General Catalyst and 8VC. The deal highlights an emerging AI-centric business model that is driving venture capital into the services industry. Multiplier Holdings, deploying a similar model in financial services, closed a deal led by Lightspeed Venture Partners in Q2.

<sup>3</sup>: [“How Long Can AI Agents Like Cursor Keep Burning Cash? Investors Are Divided,” PitchBook, Rosie Bradbury, August 21, 2025.](#)



AI

Top AI ETI deals in Q3 2025

Company	Focus	Deal type	Deal value (\$M)	Post-money valuation (\$M)
Periodic Labs	AI systems and autonomous labs for materials science	Seed	\$300.0	\$1,300.0
Modular	AI infrastructure for model development and deployment	Early-stage VC	\$250.0	\$1,600.0
Lovable	AI code-generation platform for software and websites	Series A	\$200.0	\$1,800.0
Distyl AI	Enterprise-focused GenAI platform	Series B	\$175.0	\$1,800.0
Dyna Robotics	Developer of robotic foundation models	Series A	\$120.0	\$624.5
Harmonic	AI-powered mathematical reasoning engine	Series B	\$100.0	N/A
Exa	AI-driven search engine	Series B	\$85.0	\$700.0
Reducto	Document processing platform for extracting LLM-ready data	Series B	\$75.0	\$605.0
Titan	Holding company to acquire IT services and integrate with AI	Early-stage VC	\$74.0	N/A
CodeRabbit	AI code review	Series B	\$68.4	\$568.0

Source: PitchBook • Geography: Global • As of September 30, 2025



AI

Top AI ETI deals in Q3 2025 (continued)

Company	Focus	Deal type	Deal value (\$M)	Post-money valuation (\$M)
Axiom AI	Developing an AI mathematician	Seed	\$64.0	\$300.0
Factory AI	Autonomous software engineering platform	Series B	\$50.0	\$300.0
Giga ML	Platform for training and deploying AI customer service agents	Early-stage VC	\$40.0	\$350.0
Macroscope	AI code review	Series A	\$40.0	\$276.0
Profound	Optimizes web content to increase mentions in LLM output	Series B	\$35.0	N/A
Wonderful	AI customer service agents for communication across mediums	Seed	\$34.0	N/A
Fundamental Research Labs	Developing multifunction AI agents, starting with Excel analysts	Series A	\$33.0	\$232.0
Zed Industries	AI code editor	Series B	\$32.4	\$153.4
Keycard Labs	AI agent development and deployment platform	Series A	\$27.8	N/A
Protege	Source for finding and sharing AI training data	Series A	\$25.0	N/A

Source: PitchBook • Geography: Global • As of September 30, 2025





AI

Top AI ETI deals in Q3 2025 (continued)

Company	Focus	Deal type	Deal value (\$M)	Post-money valuation (\$M)
Composio	Middleware platform to connect AI agents to real-world tools	Series A	\$25.0	\$124.0
Mem0	Memory infrastructure for AI agents	Series A	\$23.9	\$89.0
Dyna Robotics	Developer of robotic foundation models	Seed	\$23.5	\$89.0
Emergent	AI vibe coding platform for software and websites	Series A	\$23.0	\$90.0
Paid	Billing and revenue platform for agentic AI companies	Seed	\$21.0	N/A
Inngest	Vibe coding platform for building backend workflows that react to real-world events	Series A	\$20.5	\$109.5
Openmind	Software stacks for robotics	Early-stage VC	\$20.0	N/A
AGI	Applied AI lab integrating agents into everyday apps	Early-stage VC	\$20.0	N/A
Runware	GenAI for image and video	Seed	\$17.5	N/A
Promptfoo	Open-source LLM risk testing platform	Series A	\$17.5	\$85.5

Source: PitchBook • Geography: Global • As of September 30, 2025



AI

Top AI ETI deals in Q3 2025 (continued)

Company	Focus	Deal type	Deal value (\$M)	Post-money valuation (\$M)
Delphi	Personalized AI that answers questions and tracks engagement on your behalf	Series A	\$16.4	\$67.0
Born	Developer of AI companions	Series A	\$15.0	N/A
DhiWise	Vibe coding platform for apps and websites	Early-stage VC	\$15.0	N/A
Poseidon AI	Crowdsourced training data for robotics	Seed	\$15.0	N/A
Diode Computers	AI-enabled software to enhance hardware design	Series A	\$14.5	\$91.0
Dashtoon	GenAI for comics and storytelling	Series A	\$12.8	\$49.0
FeloAI	AI-powered search engine	Series A	\$10.4	N/A
Grounded Agents	Agentic software for previously intractable problems in business	Seed	\$10.0	\$61.0
Nuance Labs	AI lab adding empathy to models	Seed	\$9.8	N/A
Sphinx	AI copilot for data science	Seed	\$9.5	\$50.0

Source: PitchBook • Geography: Global • As of September 30, 2025



# Industrial tech

Q3 marked a record quarter for ETI activity in industrial tech. 17 deals closed, representing \$782.4 million in total investment. Both are record totals for the vertical and mark a significant increase from the previous eight-quarter average of six deals and \$133.9 million in total investment. VCs have shifted focus to this previously minor vertical as defense budgets expand and US trade conflicts drive a renewed focus on domestic production. Among the ETI investor cohort, Andreessen Horowitz has been a leader under its “American Dynamism” practice, but several top investors have shifted toward the sector, with Accel, General Catalyst, and Sequoia all closing industrial tech deals in Q3.

The top deal of the quarter went to Castelion, a developer of hypersonic weapons systems, which raised a \$350 million Series B at a \$2.8 billion valuation—a 6.1x step-up from its Series A in January 2025. The startup is included in the 2026 US Army budget, with a contract to deliver a prototype by early 2026.<sup>4</sup> Other notable defense tech rounds included \$100 million for Cambridge Aerospace, a UK-based startup operating in stealth, and Germany-based STARK, which raised \$62 million for defense software and hardware.

In addition to defense, top investors are also focusing on manufacturing and domestic production. Mariana Minerals, a vertically integrated and software-first mining company, raised an \$85 million Series A. The company also announced its first minerals facility, which extracts lithium from oil and gas wastewater. Other notable supply chain and manufacturing deals included Squint, which raised \$40 million for its AI-enabled manufacturing intelligence platform, and Jeh Aerospace, an India-based manufacturer of commercial aircraft components. Together, these deals highlight investor interest in the broader industrials space—a complementary thesis to the defense-led growth.

4: “Castelion Is Raising a \$350M Series B To Scale Hypersonic Missile Business,” TechCrunch, Aria Alamalhodaie, July 3, 2025.

Industrial tech ETI deal activity by quarter



Source: PitchBook • Geography: Global • As of September 30, 2025



INDUSTRIAL TECH

Top industrial tech ETI deals in Q3 2025

Company	Focus	Deal type	Deal value (\$M)	Post-money valuation (\$M)
Castelion	Hypersonic weapons manufacturer	Series B	\$350.0	\$2,828.0
Cambridge Aerospace	Defense tech startup operating in stealth	Early-stage VC	\$100.0	\$400.0
Mariana Minerals	Vertically integrated and tech-enabled mining company	Series A	\$85.0	\$255.0
STARK	Developer of military hardware and software	Early-stage VC	\$62.0	\$500.0
Vector	Developer of military drone technology	Series A	\$61.0	N/A
Squint	Manufacturing workflow platform to optimize procedures	Series B	\$40.0	\$265.0
Rune Technologies	Battlefield logistics platform	Series A	\$24.0	\$127.0
Vultron	AI platform that automates federal contract proposal process	Series A	\$17.0	\$77.0
JEH Aerospace	Manufacturing of commercial aircraft components	Series A	\$11.0	N/A
Aurelius Systems	Autonomous laser systems for drone defense	Seed	\$10.0	N/A

Source: PitchBook • Geography: Global • As of September 30, 2025



INDUSTRIAL TECH

Top industrial tech ETI deals in Q3 2025 (continued)

Company	Focus	Deal type	Deal value (\$M)	Post-money valuation (\$M)
Leo AI	GenAI copilot for mechanical engineering design	Seed	\$9.7	\$19.5
Nexxa.ai	AI agents for industrial operations	Seed	\$4.4	N/A
Flux Photonics	Optical systems for secure military communication	Seed	\$4.0	N/A
Puralink	Autonomous pipe inspection robotics	Seed	\$2.3	N/A
Unmannd	Manufacturer of drones for defense logistics	Seed	\$2.0	N/A
Sindri	AI agents for energy industry	Early-stage VC	N/A	N/A
ASETS	3D CAD platform for industrial facility layout and design	Seed	N/A	N/A

Source: PitchBook • Geography: Global • As of September 30, 2025



# Fintech

Q3 ETI activity in fintech totaled \$591.1 million across 21 deals. Fintech has historically been a major area of ETI investment. While deal counts in the vertical have declined over the past two years, surging average deal sizes—reaching a record \$32.8 million compared with an eight-quarter average of \$15.9 million—have kept total capital invested relatively steady. An over 100% increase in deal size can be attributed to both rising values across the venture ecosystem and an emerging premium for AI-enabled fintech startups, as noted in previous [PitchBook research](#).

The top deal of the quarter went to TRIVER, a UK-based startup that turns invoices into cash for small businesses. The company raised \$154.2 million. Other notable rounds included Salient, which raised \$60 million for its loan servicing platform, and Tabs, which raised \$55 million for its automated revenue management platform.

Fintech ETI deal activity by quarter



Source: PitchBook • Geography: Global • As of September 30, 2025



FINTECH

Top fintech ETI deals in Q3 2025

Company	Focus	Deal type	Deal value (\$M)	Post-money valuation (\$M)
TRIVER	Platform for small and medium-size businesses (SMBs) to access credit against receivables	Series A	\$154.1	N/A
Salient AI	AI platform for loan servicing	Series A1	\$60.0	\$340.0
Tabs	Commercial operations platform automating finance and revenue management	Series B	\$55.0	\$420.0
Alaan	AI-powered enterprise expense management platform	Series A	\$48.0	N/A
Moment	Operating system for fixed-income trading	Series B	\$36.0	\$308.0
Campfire	Unified accounting and enterprise resource planning platform	Series A	\$35.7	\$123.5
Allocate	Private market investing platform for LPs and GPs	Series B	\$30.5	\$150.0
Rainforest	Embedded payment processing	Series B	\$29.0	\$315.0
NG.CASH	Digital banking and payments platform	Series B	\$26.5	N/A
Casap	Platform for automated fraud cases and charge disputes	Series A	\$25.0	N/A

Source: PitchBook • Geography: Global • As of September 30, 2025



FINTECH

Top fintech ETI deals in Q3 2025 (continued)

Company	Focus	Deal type	Deal value (\$M)	Post-money valuation (\$M)
Spiko	Tokenized money-market funds	Series A	\$22.1	\$74.3
Chocolate Finance	Personal financial management and fixed-income investing	Series A1	\$15.0	\$95.0
Fizz	Student-focused personal finance management	Series A	\$14.0	\$58.0
Accordance	AI-enabled tax, audit, and accounting support	Seed	\$13.0	N/A
TazaPay	Cross-border payments for enterprises	Series B	\$10.6	\$122.0
Tilt	Custom investment indexes using AI	Seed	\$7.1	\$21.0
Karta	Operator of credit card for travelers	Seed	\$5.4	\$23.0
OnFinance	AI agent compliance platform for banking and financial services	Early-stage VC	\$4.2	N/A
Air Trading	Autonomous trading platform for financial markets	Seed	N/A	N/A
Mainflow	Boutique finance firm	Angel (individual)	N/A	N/A
Rampa	Cross-border payments infrastructure for enterprise use cases	Early-stage VC	N/A	N/A

Source: PitchBook • Geography: Global • As of September 30, 2025





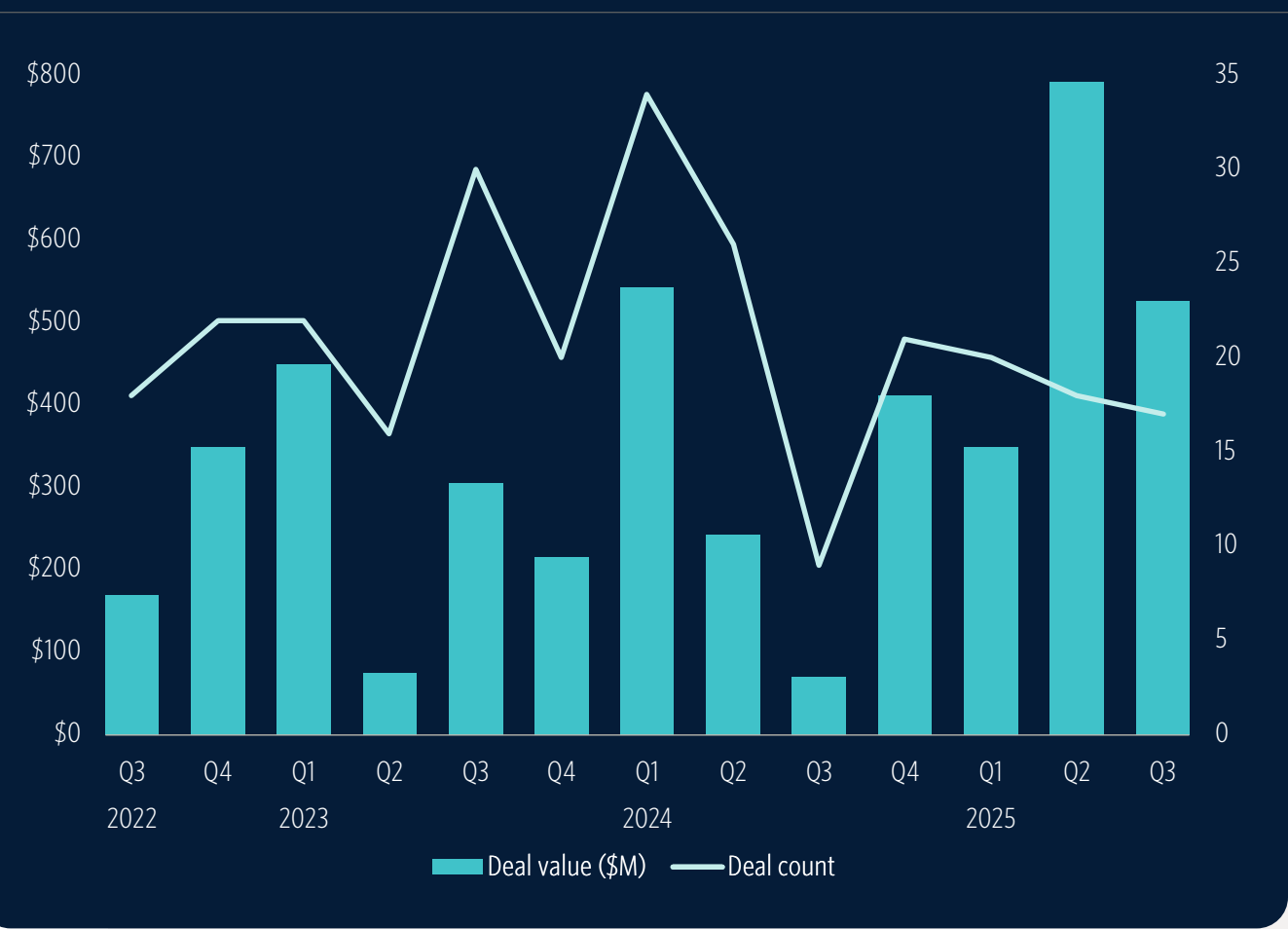
# Healthtech & wellness

Q3 healthtech & wellness ETI deal activity totaled \$525.3 million across 17 deals, compared with the previous eight-quarter averages of \$365.5 million and 22 deals, respectively. Like fintech, larger rounds have kept total capital elevated, even as transactions counts have fallen significantly. The vertical is also seeing rapid AI adoption, both in consumer-facing health solutions and provider operations.

In consumer, AI has emerged for personalized coaching, health insights, and mental health chatbots. Slingshot AI, a major player in this space, raised \$93 million to further its foundation model for psychology. The deal validates investor conviction in specialized AI models tailored to mental health—a category benefiting from rising demand in mental health services and personalization. In provider operations, AI applications are equally diverse. Specialized voice agents are commanding capital, with Assort Health and Vocca raising \$76 million and \$5.5 million, respectively. Other platforms are more directly involved in patient care. Doctronic raised \$20 million for an AI doctor that provides automated initial consultation, then connections to human providers.

The largest deal of the quarter came from Harbor Health, a Texas-based provider network with an integrated insurance model. The \$130 million Series A3 underscored the growing interest of VC investors, particularly General Catalyst, in traditional healthcare services and the transition to value-based care. General Catalyst previously invested \$218 million in PB Health, a network of secondary care clinics in India, and purchased US-based hospital network Summa Health in 2024. The moves highlight a growing shift among top investors into less tech-centric industries that have historically seen limited venture activity.

Healthtech & wellness ETI deal activity by quarter



Source: PitchBook • Geography: Global • As of September 30, 2025



HEALTHTECH & WELLNESS

Top healthtech & wellness ETI deals in Q3 2025

Company	Focus	Deal type	Deal value (\$M)	Post-money valuation (\$M)
Harbor Health	Texas-based healthcare provider	Series A3	\$130.0	\$380.0
Slingshot AI	AI-powered mental health support	Series A	\$93.0	N/A
Assort Health	Voice AI for healthcare providers	Series B	\$76.0	\$737.0
Ketryx	Medical device development software tools	Series B	\$39.0	\$112.0
Abby Care	Training program to make family caregivers Medicaid eligible	Early-stage VC	\$35.0	\$236.0
Charta Health	AI for medical chart audit	Series A	\$30.1	\$125.0
Penguin Ai	AI-powered automation platform for healthcare operations	Series A	\$25.0	\$159.0
Eyebot	Developer of self-serve vision testing kiosks	Series A	\$22.0	\$107.0
Doctronic	AI doctor for initial screening and provider connection	Series A	\$20.0	\$85.0
Fortuna Health	Medicaid management platform for seamless eligibility, enrollment, and recertification	Series A	\$18.3	\$122.0

Source: PitchBook • Geography: Global • As of September 30, 2025



HEALTHTECH & WELLNESS

Top healthtech & wellness ETI deals in Q3 2025 (continued)

Company	Focus	Deal type	Deal value (\$M)	Post-money valuation (\$M)
Skylight Health	Value-based care platform for specialty care coordination	Early-stage VC	\$13.0	N/A
Birches Health	Digital gambling addiction treatment	Series A	\$10.0	\$57.5
Vocca AI	AI receptionists for medical patient calls	Seed	\$5.5	N/A
Nolla Health	AI-powered digital dermatology platform with clinician review	Seed	\$4.5	N/A
Luma Fertility	India-based fertility clinic	Seed	\$4.0	N/A
Great Many	Provider of hair restoration treatments	Early-stage VC	N/A	N/A
OurRitual	Online couples therapy and self-guided lessons	Early-stage VC	N/A	N/A

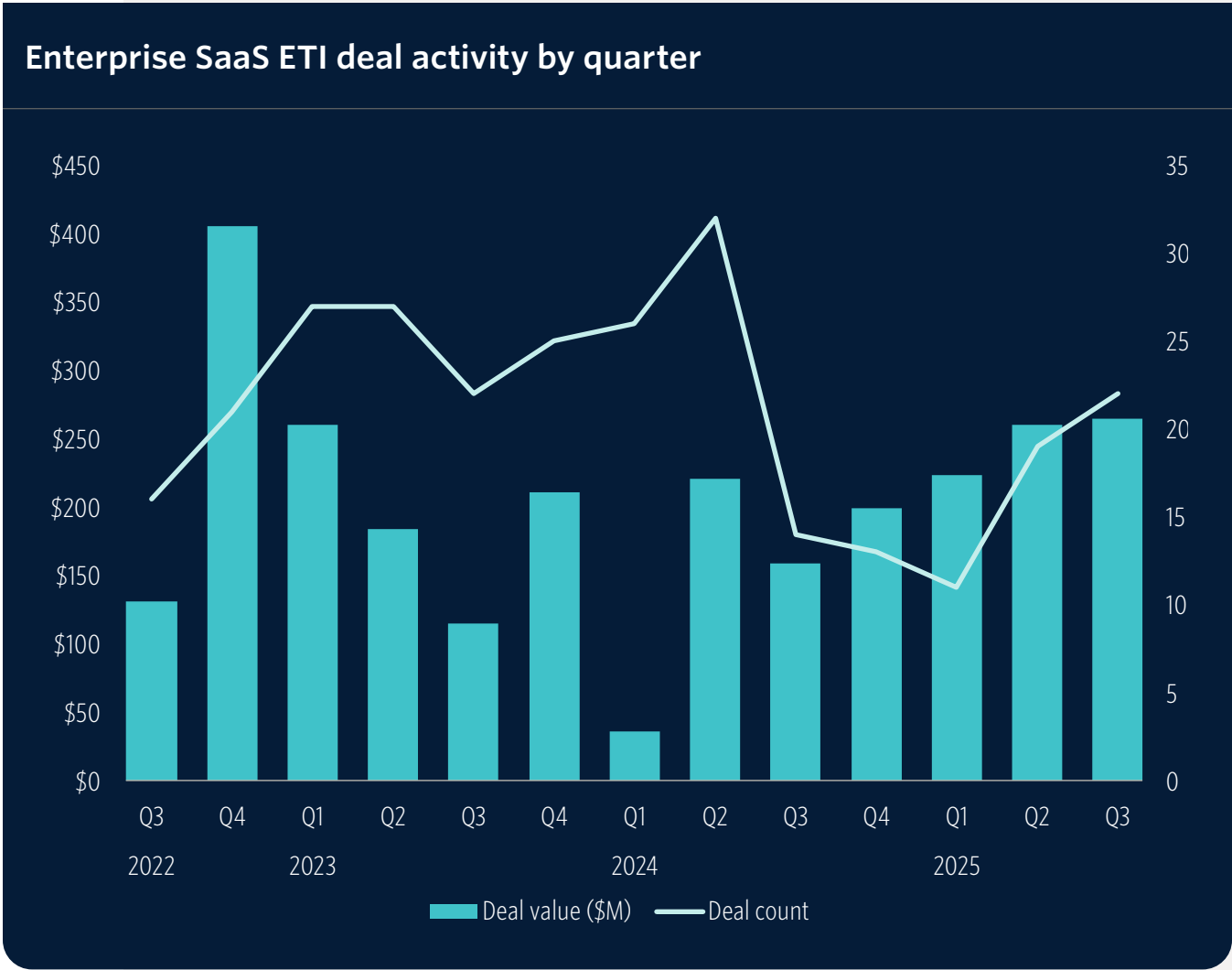
Source: PitchBook • Geography: Global • As of September 30, 2025



# Enterprise SaaS

Enterprise SaaS ETI activity reached \$264.9 million across 22 deals in Q3. Investment has picked up over the last three quarters, spurred by the proliferation of AI-enabled enterprise tools. All aspects of enterprise operations are seeing new competition from AI-native startups, including agents for employee recruitment and human resources, automated sales demos, and customer support.

The top deal of the segment went to Omnea, which closed a \$50 million Series B for its AI-native procurement platform. Other notable rounds included Pylon, which raised \$31 million for AI-enabled customer support tools, and Juicebox, which raised \$30 million for employee recruitment.



Source: PitchBook • Geography: Global • As of September 30, 2025



ENTERPRISE SAAS

Top enterprise SaaS ETI deals in Q3 2025

Company	Focus	Deal type	Deal value (\$M)	Post-money valuation (\$M)
Omnea	AI-native procurement platform	Series B	\$50.0	N/A
Pylon	AI-enabled customer support across platforms	Series B	\$31.0	\$365.0
Juicebox	AI-powered recruitment platform	Series A	\$30.0	N/A
Harmony	AI-powered unified IT operations platform	Seed	\$21.0	\$80.0
Tako	AI agents for HR and payroll	Series A	\$18.1	N/A
Alex AI	AI software for interviewing and recruiting	Series A	\$17.0	N/A
Hyperbound	AI sales coach	Series A	\$15.0	\$90.0
Felt	Online mapping tools	Series A2	\$15.0	\$68.0
Gradient Labs	AI customer support agents for financial services	Series A	\$12.9	\$53.9
Neoflo	AI-powered workflow automation platform for enterprise commerce	Seed	\$10.0	N/A
Dealops	AI-powered deal pricing and quoting platform for revenue operations	Seed	\$7.0	N/A

Source: PitchBook • Geography: Global • As of September 30, 2025



ENTERPRISE SAAS

Top enterprise SaaS ETI deals in Q3 2025 (continued)

Company	Focus	Deal type	Deal value (\$M)	Post-money valuation (\$M)
Dialogue AI	AI-powered platform for conducting research studies	Seed	\$6.0	N/A
Keye	AI-enabled diligence platform	Seed	\$5.0	N/A
Lunos	AI assistant for accounts receivable	Seed	\$5.0	N/A
Paradigm	AI-powered spreadsheet tools	Seed	\$5.0	N/A
Supersonik	AI operated product demos	Seed	\$4.9	N/A
CandorIQ	Workforce management platform	Seed	\$4.8	N/A
DianaHR	AI-enabled HR services	Series A	\$3.7	N/A
Rocksalt	AI platform turning company experts into trusted voices	Seed	\$3.5	N/A
Tesora AI	AI-agent platform for automating enterprise supplier sourcing and procurement	Seed	N/A	N/A
SOURCIX	AI-powered platform	Series A	N/A	N/A
Iris	AI analyst platform that translates warehouse data into strategic business insights	Early-stage VC	N/A	N/A

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# Other notable activity

## Other notable ETI deals in Q3 2025

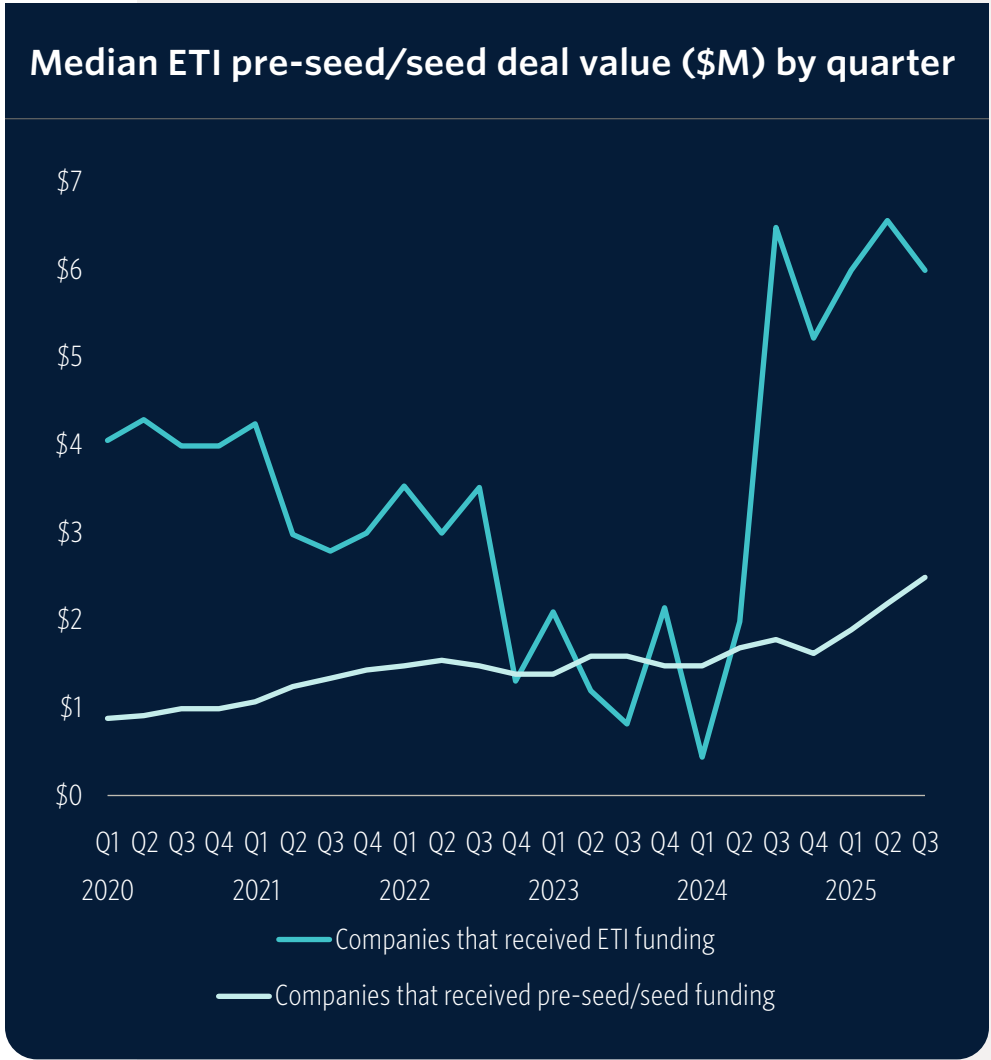
Company	Vertical	Focus	Deal type	Deal value (\$M)	Post-money valuation (\$M)
Expedition Therapeutics	Biotech	Preclinical small-molecule therapies for respiratory diseases	Series A	\$165.0	\$221.0
CuspAI	Climate tech	Computational materials design platform for carbon-capture solutions	Series A	\$122.0	\$520.0
Decart	Gaming	GenAI tools for video game development	Series B	\$100.0	\$3,080.0
Descope	Cybersecurity	App security through authentication platform	Series 1	\$88.0	N/A
Augment	Supply chain tech	AI agent for freight logistics	Series A	\$85.0	\$472.0
Legora	Legaltech	AI-integrated operating system for legal workflows	Series B	\$80.0	\$675.0
Irregular	Cybersecurity	Cybersecurity platform to protect against AI threats	Early-stage VC	\$80.0	\$450.0
Rain	Web3 & DeFi	Corporate card and expense management for decentralized autonomous organizations	Series B	\$58.0	\$590.0
Manas AI	Biotech	AI drug discovery platform	Early-stage VC	\$50.6	N/A
BlinkOps	DevOps	Cloud operations automation platform	Series B	\$50.0	N/A

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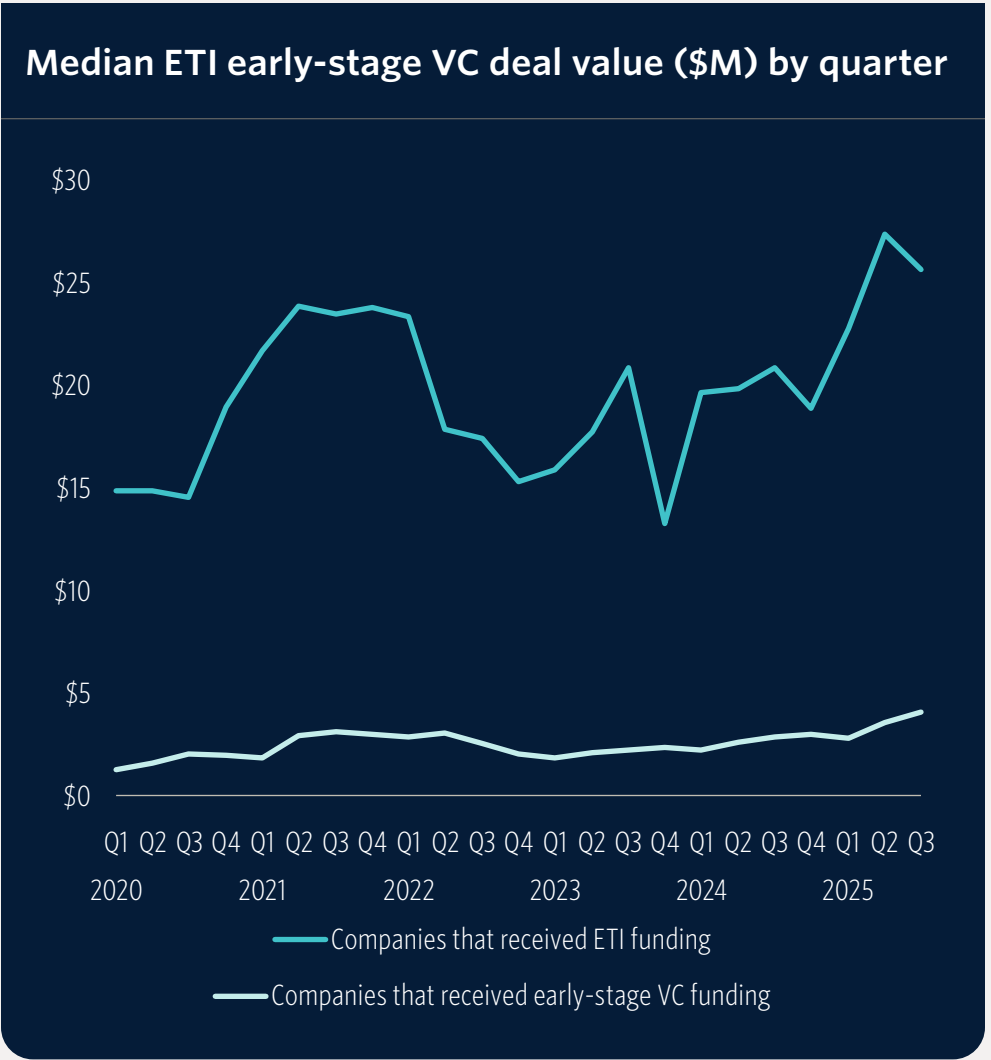


# Venture activity summary

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 Q3, median ETI pre-seed/seed rounds exceeded the broader venture space by \$3.5 million—2.8x the overall VC median. In early-stage rounds, the gap is more significant at \$21.6 million higher, or 6.1x the size of all early-stage rounds.



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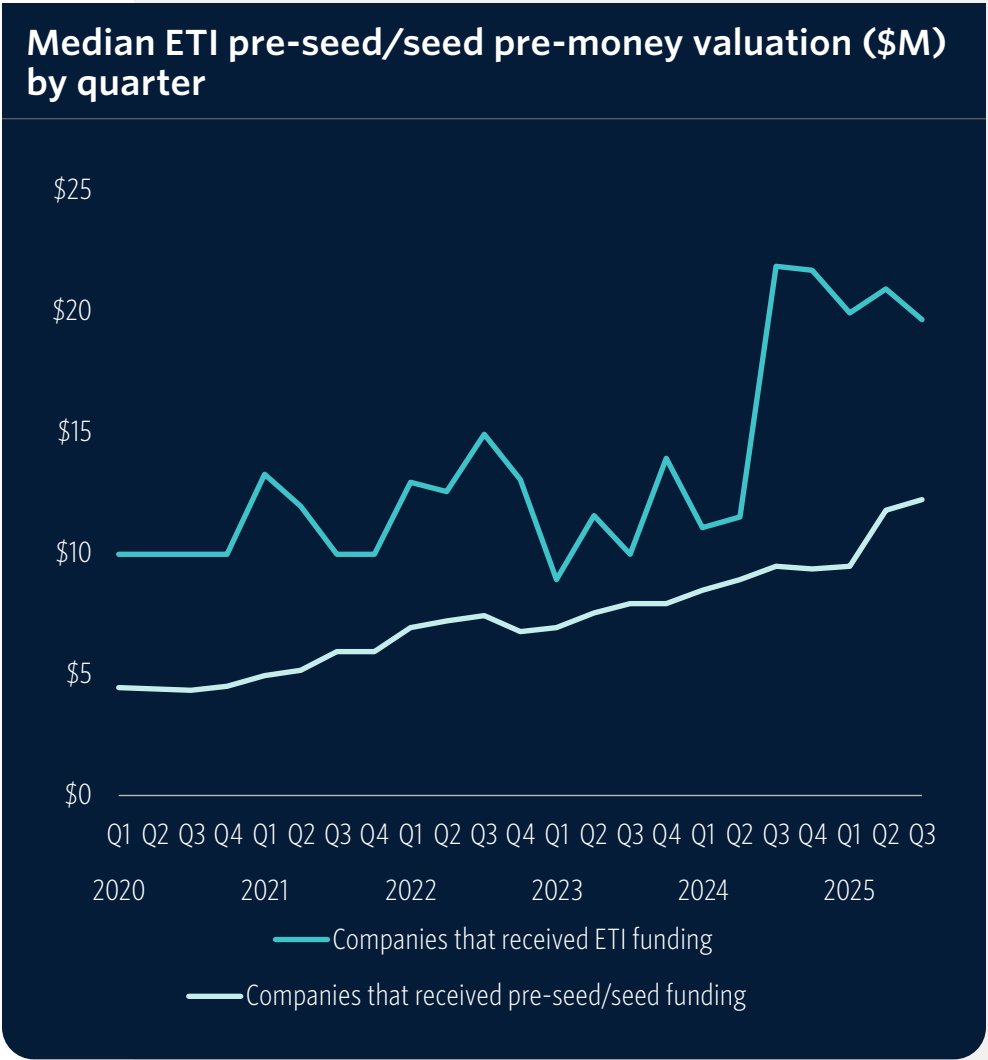




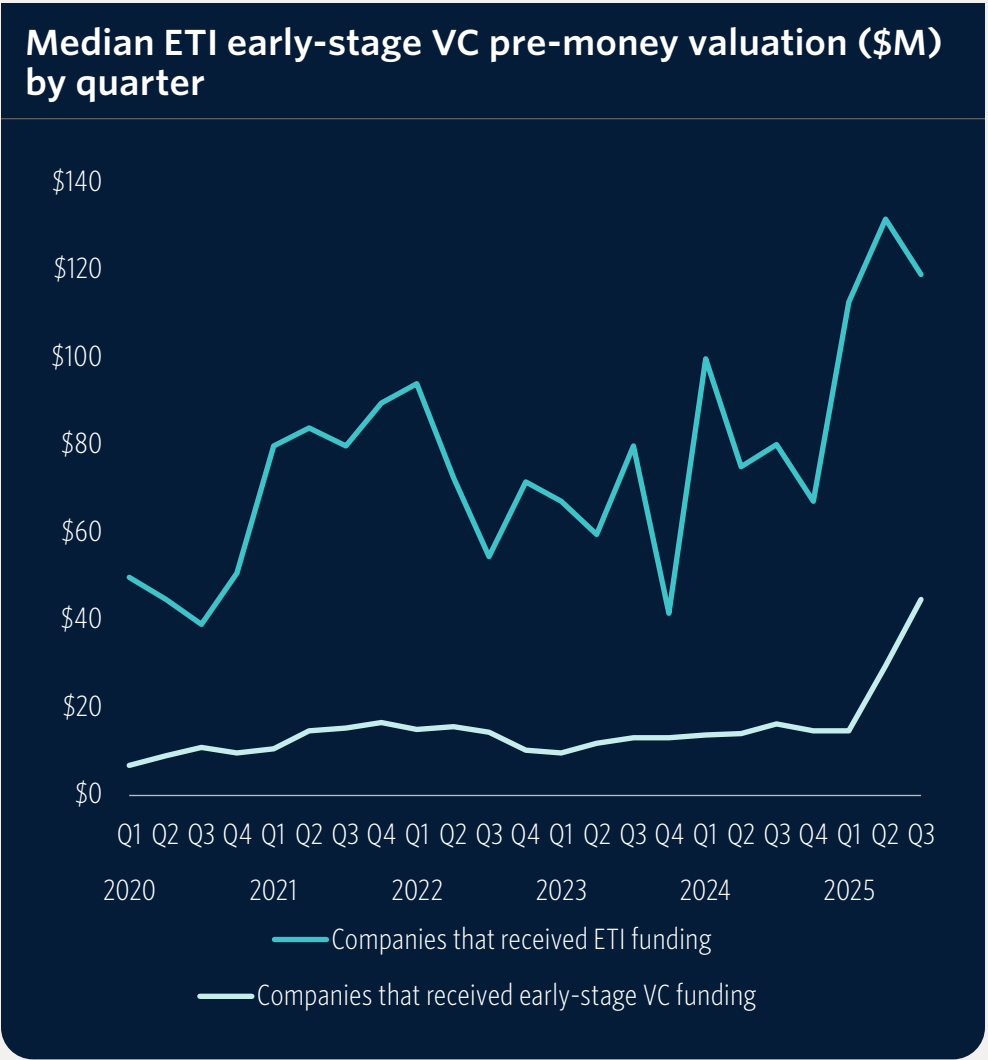
## VENTURE ACTIVITY SUMMARY

Valuations have diverged as well, growing to 1.6x the industry median in pre-seed/seed rounds and 2.6x in early-stage rounds. These trends indicate both a competitive dealmaking environment as transaction counts fall and investor conviction in the growth potential of the current iteration of startups, particularly those in AI. With top investors often having greater access to these high-profile deals and more ability to fund them, ETI activity has begun to grow even more distinct from the broader VC industry.

31.8% of ETI deals in Q3 came from outside the US—down from the average of 41.9% ever since 2021. Leading non-US locations included India with 12 deals, the UK with 11, and Israel with seven. Notably, China has been virtually devoid of ETI investment in recent quarters, with just two deals since 2024. From 2021 to 2023, the country saw 73 ETI deals. While this represents a small fraction of the total deal count over this period, the near absence of dealmaking in recent years likely reflects



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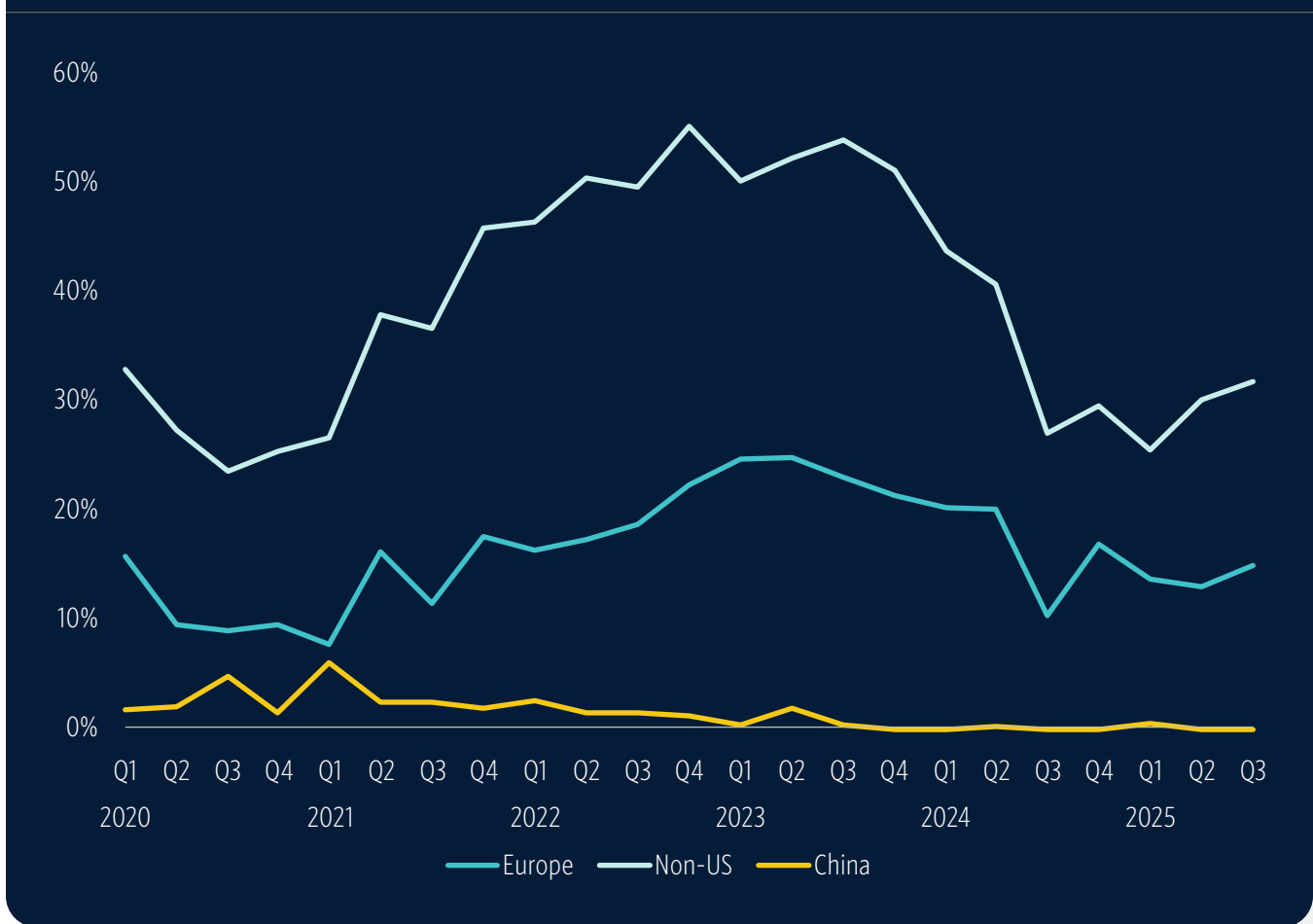
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## VENTURE ACTIVITY SUMMARY

deliberate capital reallocation driven by geopolitical tensions and regulatory uncertainty—particularly as recent investment centers on politically sensitive technologies such as AI and industrial tech. The geographic concentration of international ETI activity in US-aligned countries, such as India, the UK, and Israel, underscores investor concerns about US-China competition in these key technology verticals.

Quarterly share of ETI deal count by region



Source: PitchBook • Geography: Global • As of September 30, 2025



VENTURE ACTIVITY SUMMARY

Top ETI deals outside of the US in Q3 2025

Company	Vertical	Focus	Deal type	Deal value (\$M)	HQ location
Lovable	AI & ML	AI platform for software development	Series A	\$200.0	Stockholm, Sweden
TRIVER	Fintech	API-first platform for SMBs to access credit against receivables	Series A	\$154.1	London, UK
CuspAI	Climate tech	Computational materials platform for designing carbon-capture solutions	Series A	\$122.0	Cambridge, UK
Cambridge Aerospace	Industrial tech	Defense tech startup operating in stealth	Early-stage VC	\$100.0	Cambridge, UK
Decart	Gaming	GenAI tools for video game development	Series B	\$100.0	Tel Aviv, Israel
Descope	Infosec	App security through authentication platform	Series 1	\$88.0	Tel Aviv, Israel
Irregular	Infosec	Cybersecurity platform to protect against AI threats	Early-stage VC	\$80.0	Israel
Legora	Legaltech	AI-integrated operating system for legal workflows	Series B	\$80.0	Stockholm, Sweden
STARK	Industrial tech	Developer of military hardware and software	Early-stage VC	\$62.0	Berlin, Germany
Omnea	Enterprise SaaS	AI-native procurement platform	Series B	\$50.0	London, UK

Source: PitchBook • Geography: Global • As of September 30, 2025



# ETI investor ranking

## Purpose

We seek to identify leading VC 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 5 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 2 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.

### *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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As the private markets ecosystem continues to grow in complexity and competition, investors need tools and data that can give them an edge.

Our Industry and Technology Research provides detailed analysis of established industries and nascent tech sectors from the perspective of private market dealmaking, helping you stay current on market trends and providing the insights you need to pursue new opportunities with confidence.

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