

TCA

VENTURE GROUP

Annual Report 2025

www.tcaventuregroup.com

2025 Highlights

- Invested $9.0 million in 43 companies during 2025, including 24 new companies. This is up from $6.8 million in 37 companies in 2024. This TCA VG investment in 2025 was part of $111 million invested in those same companies, reinforcing our role and that of other angel groups in “priming the pump.” Overall, TCA has invested $315 million in 594 companies since inception in 1997

- Celebrated 309 Members at year end 2025

- Deployed our annual network funds which invested $2.6 million of capital into deals in 2025 (in addition to $6.4 million from individual member investments) and brought diversification to our members

- Realized four exits in 2025 including one “home run” (ParentSquare) for 44x MOIC, and Transcepta for 3.6x. In 2024, realized seven exits including Casestack for 23x, Influential Network for 13x and Textpower for 3.1x.

- Achieved 5.3x multiple cumulative return on all outcomes (all exits and shutdowns) since 1997 with IRR of 22%

- Demonstrated that TCA is more than a source of capital. Our members bring operating experience, governance, mentoring, industry knowledge, and relationships that can materially benefit our portfolio companies. Portfolio Companies with TCA VG Board Members/Observers realized 14 times higher MOIC; Increased % of 2025 investments with Board Representation to 66% in 2025 from 36% in 2024.

- Continued to mentor and guide the 266 companies (45%) that are still active in the portfolio

In 2025 TCA VG had four networks:

- Tech Coast Angels Los Angeles has 113 members. TCA Los Angeles invests in a wide range of businesses in the US primarily with emphasis on technology, adtech, healthtech, media, entertainment, and SaaS. For leadership & member profiles, click here.

- Tech Coast Angels Orange County is where TCA began in 1997 and is comprised of 95 members. TCA Orange County invests in a wide range of businesses in the US and Canada with an emphasis on medical devices, technology, fintech, edtech, healthtech, software, cyber, SaaS, AI, iOT, and some CPG. For leadership & member profiles, click here.

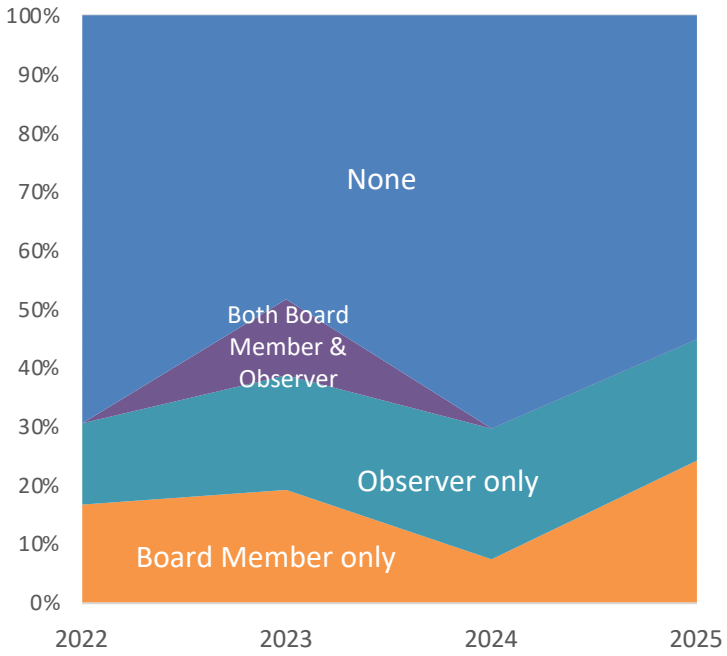
- Pasadena Angels has 87 members. Pasadena Angels invests at the seed to seed plus stage primarily in California and rest of the US and Canada with an emphasis on technology, fintech, edtech, entertainment, media, CPG and SaaS. For leadership & member profiles, click here.

- Tech Coast Angels Inland Empire covers the area east of Los Angeles including Riverside and San Bernardino, with 14 members. Particular emphasis is on very early seed stage investing, with successful companies then exposed to the other networks within TCA. For leadership & member profiles, click here

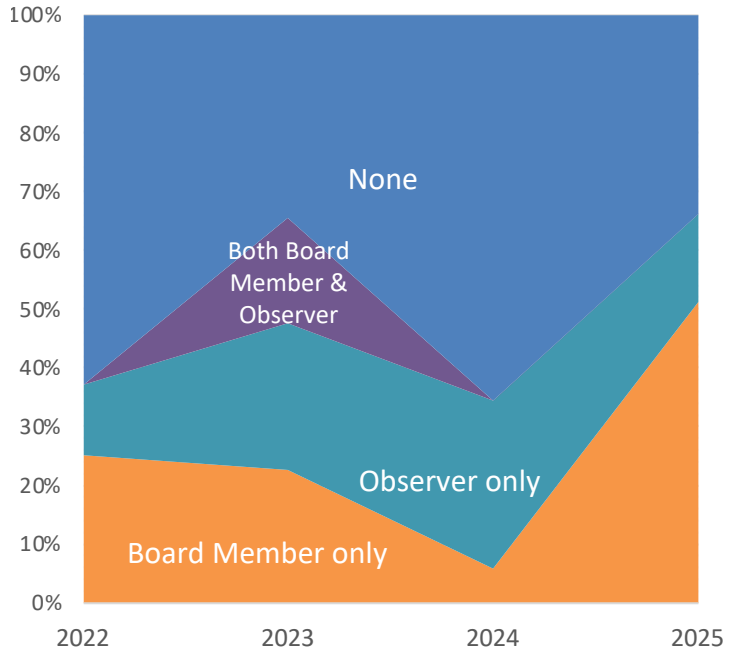
TCA VG members take an active role in governance in 66% of the investments in 2025 -- a dramatic increase from 37% in 2022

- For 66% of investment in TCA VG's 2025 companies, there is a TCA VG member serving as either a board member or observer compared to only 37% in 2024
- This is notably higher than ACA's comparable benchmark in 2025 of 42%
- Recent studies from other angel groups show returns tend to be higher with board involvement by members (click here and here)
- Hence it has been TCA VG's conscious strategy to push for more board representation

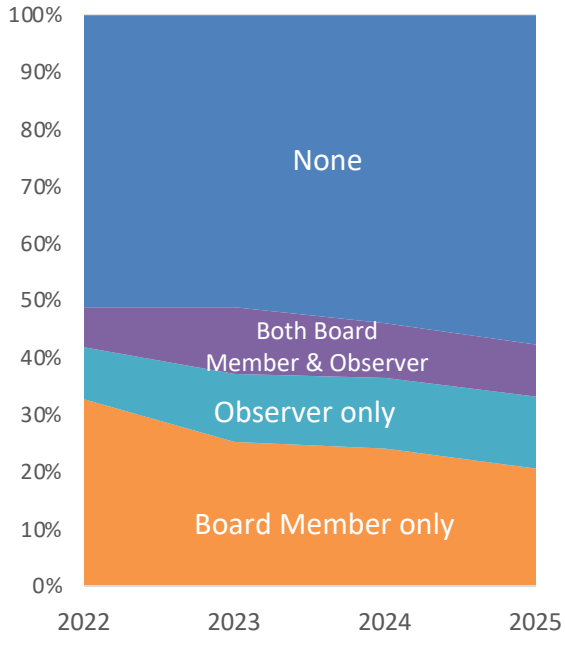
2022-2025 TCA INVESTMENTS BY BOARD REPRESENTATION MIX OF COMPANIES



2022-2025 TCA INVESTMENTS BY BOARD REPRESENTATION MIX OF DOLLARS



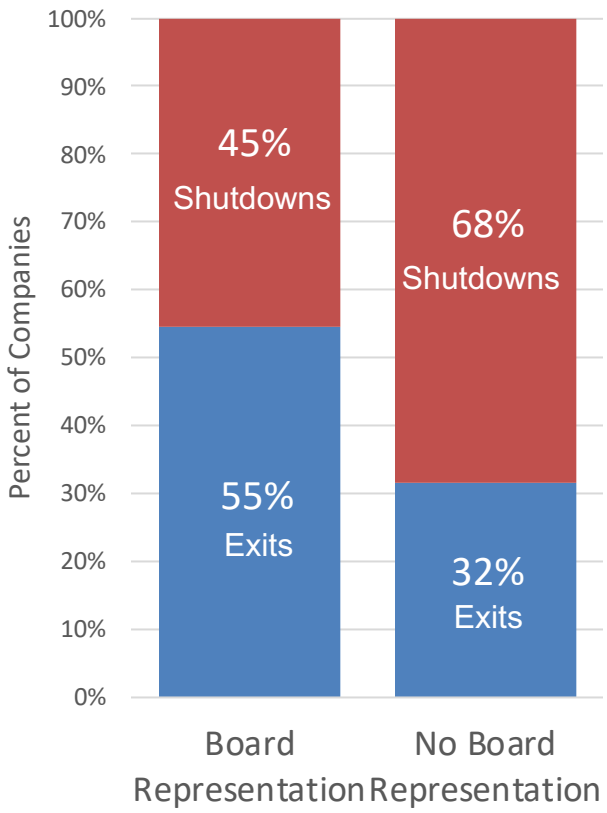
ACA BENCHMARK BY BOARD REPRESENTATION MIX OF DOLLARS

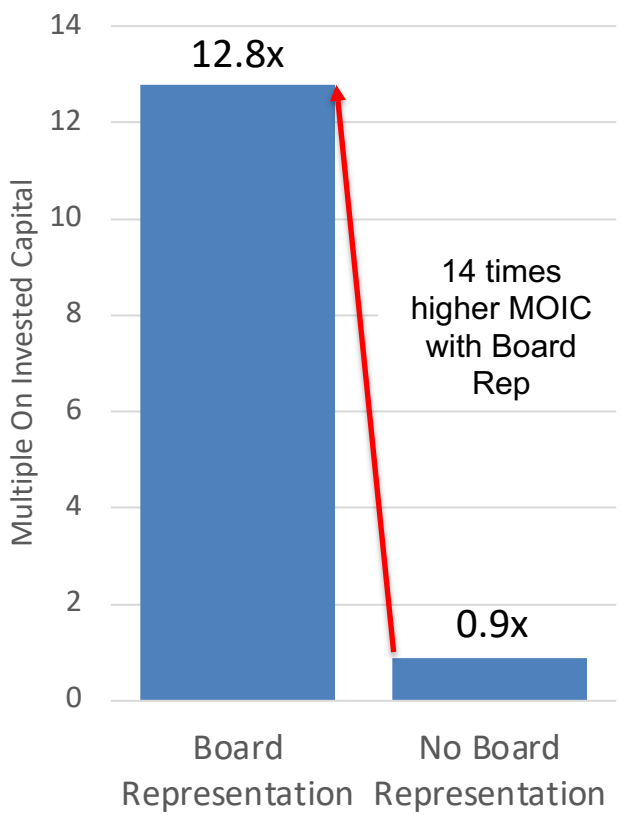


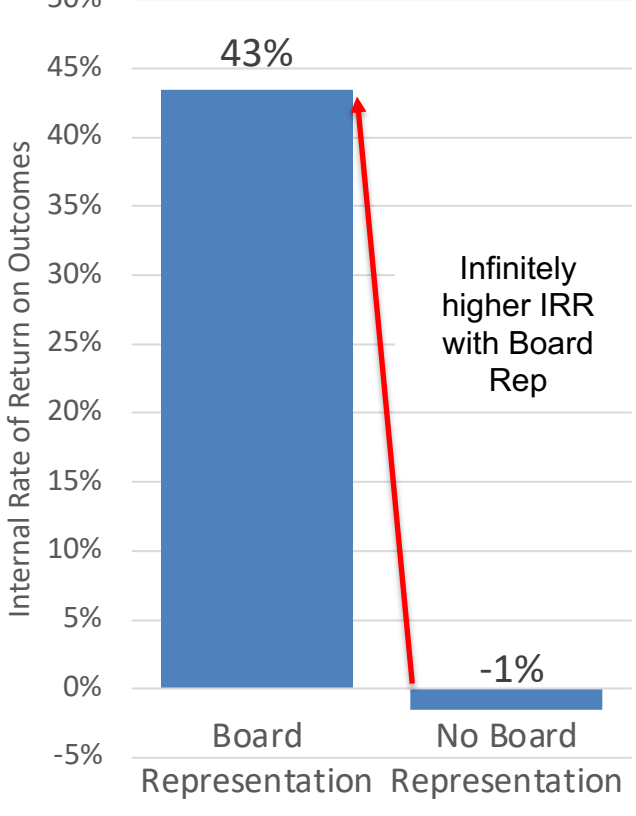
Source: TCA Venture Group; Angel Capital Association Angel Funders Report -- click here for full report

TCA VG members add significant value as Board Members -- realizing 14x higher MOIC

- With Board Representation, TCA VG portfolio companies funded 1997-2002* realized more exits (55%) compared to 32% exits where there is no board representation
- Companies with TCA VG Board Reps realized fewer shutdowns (45%) compared to 68% shutdowns where there is no board representation
- MOIC on all outcomes (exits and shutdowns) was 14 times higher with Board Rep



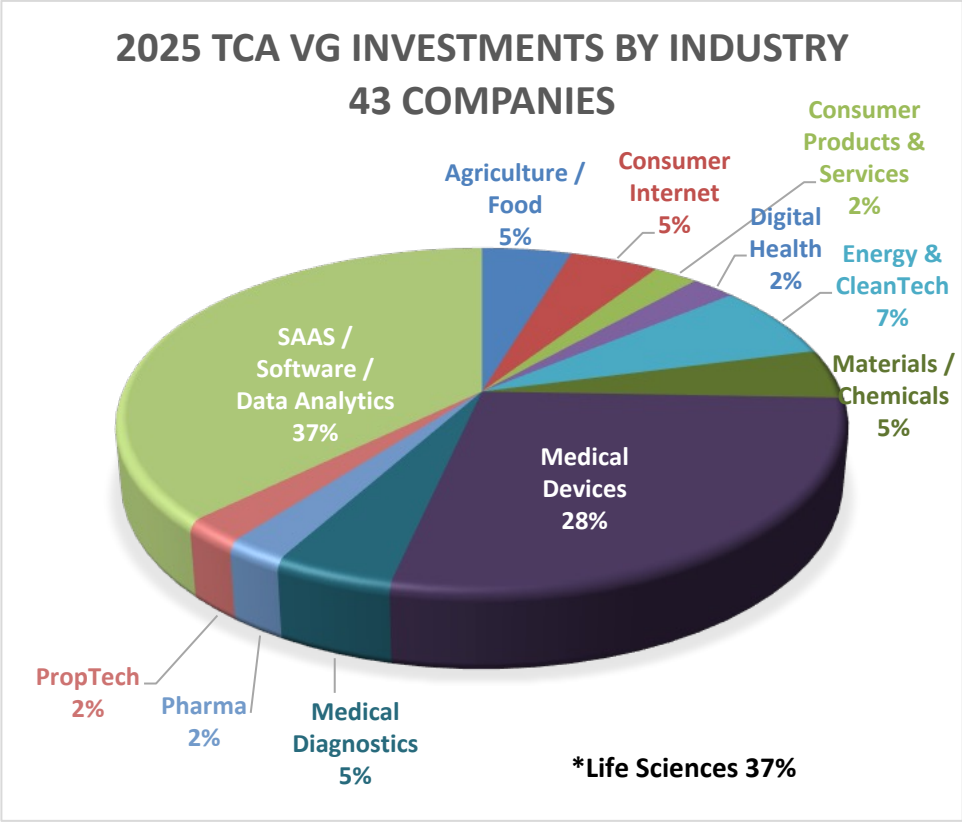


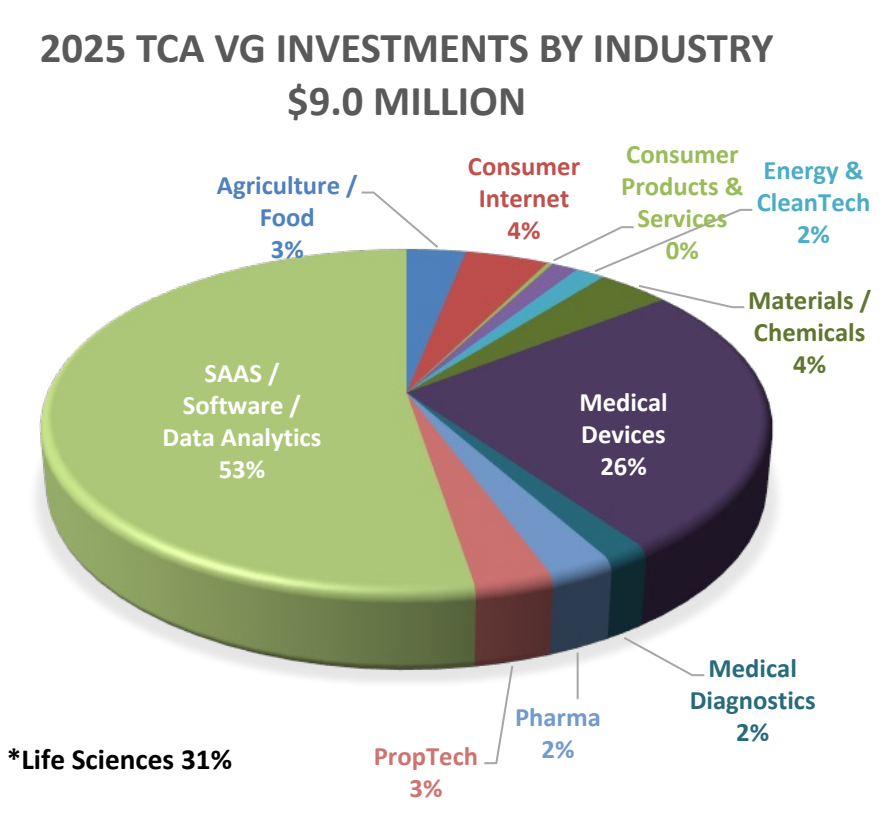


*Note: We don't have data on representation from 2003-2021. For the Full Study on Board Representation -- click here

TCA invested $9.0 million in a total of 43 companies in 2025, up from $6.8 million in 37 companies in 2024

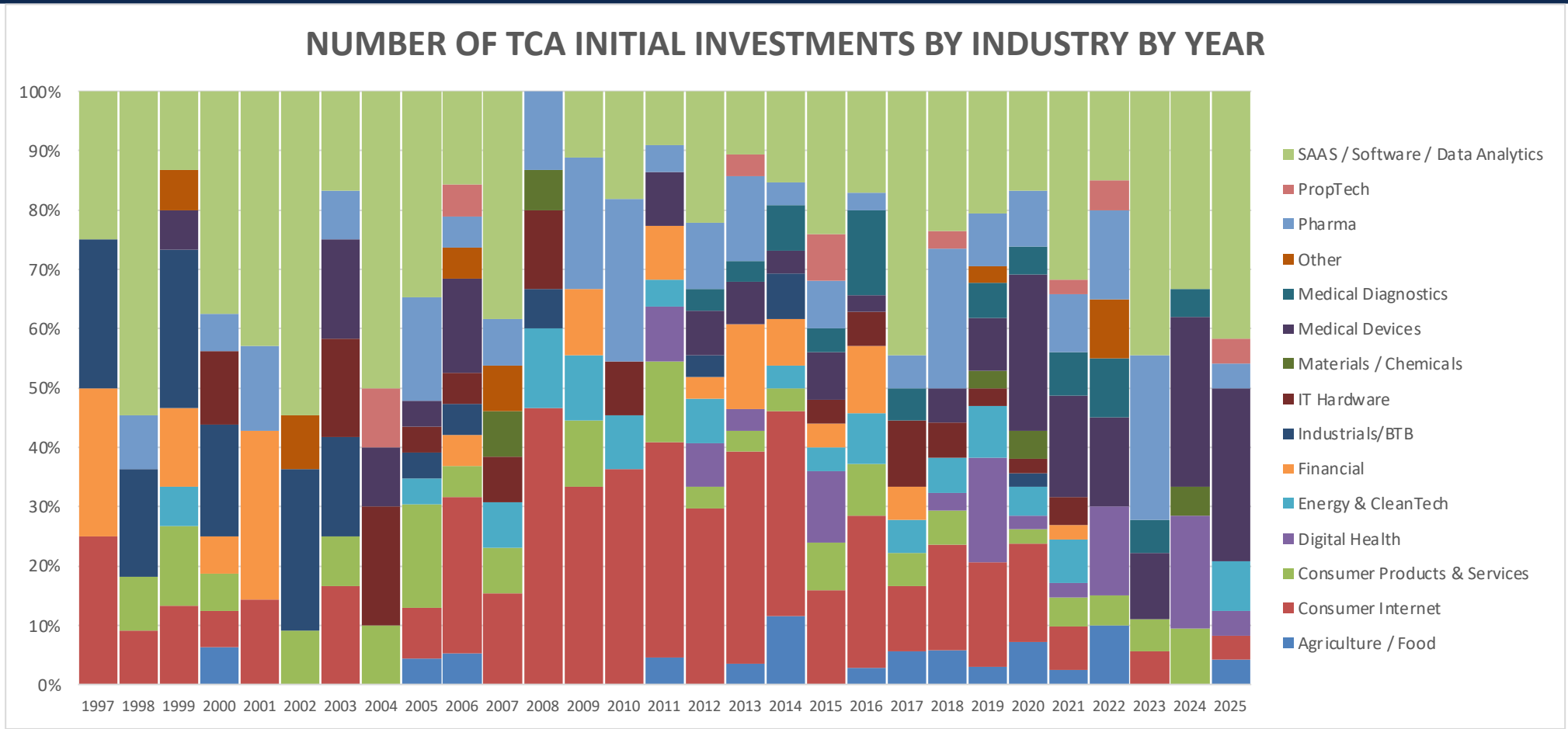
- Investment was across a diverse mix of industries -- showing that TCA VG continues to invest in both tech and non-tech companies
- Life Sciences was the largest sector (31% of amount). Within Life Sciences, Medical Devices was largest with 26% (and 28% of the companies). SAAS/Software/Data Analytics was largest single vertical with 53% of the amount invested
- 24 of these companies were new additions to the portfolio and 49% of the dollar investment went to these new companies (down from 70% in 2024 and 61% in 2023)





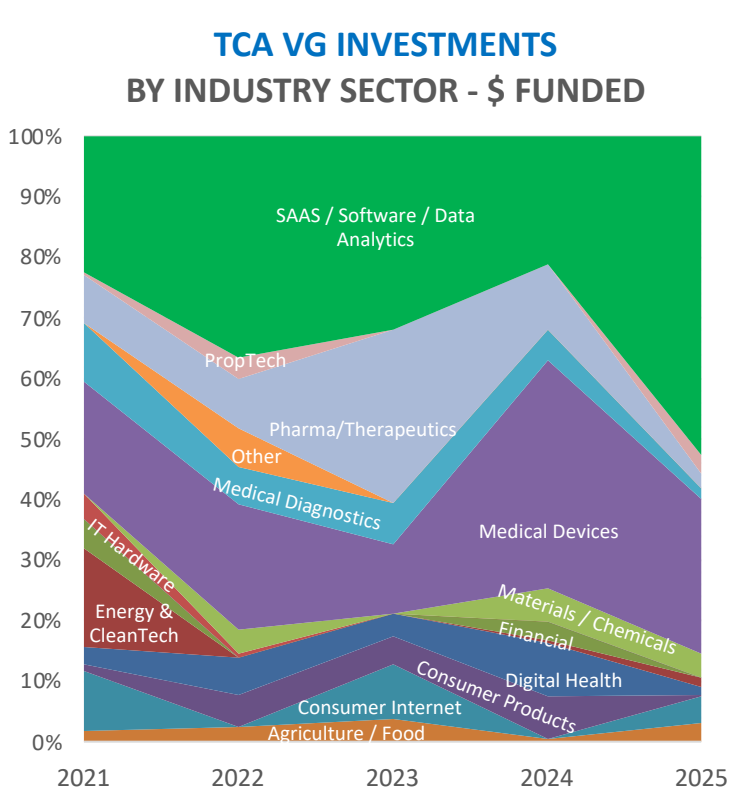
Our members, with their extensive and broad industry experience, helped TCA VG invest with confidence in this diverse range of industries -- always a part of TCA VG's DNA

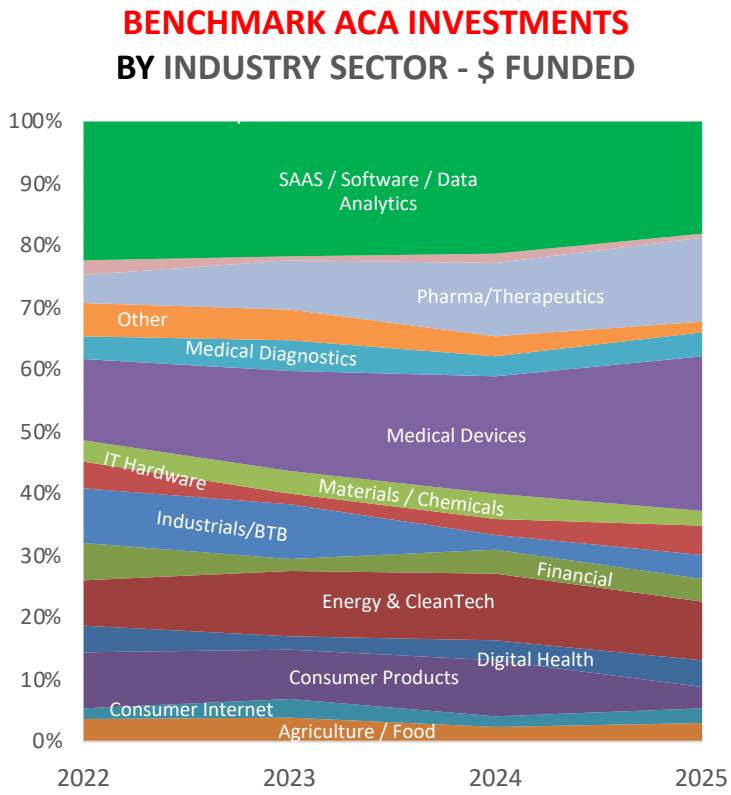
- Of new companies added to the portfolio in 2025, Life Sciences and SAAS/Software/Data Analytics continue to lead with 38% and 42% of the new companies
- Within Life Sciences, the largest categories among new companies are Medical Devices (29%), followed by Pharma (4%) and Digital Health (4%)
- Life Sciences was 39% of dollars invested in new companies and SAAS/Software/Data Analytics was 45%



Our members, with their extensive and broad industry experience, helped TCA invest with confidence in this diverse range of industries

- Combining new and follow-on investment, Life Sciences and SAAS/Software/Data Analytics continue to lead with 31% and 53% of the dollars invested
- Relative to ACA benchmarks, in the past five years TCA VG has overall invested more in SAAS/Software/Data Analytics, Pharma, Digital Health and Medical Devices, and less in Industrials/BTB, Consumer Products & Services, Financial, IT Hardware and Energy & CleanTech

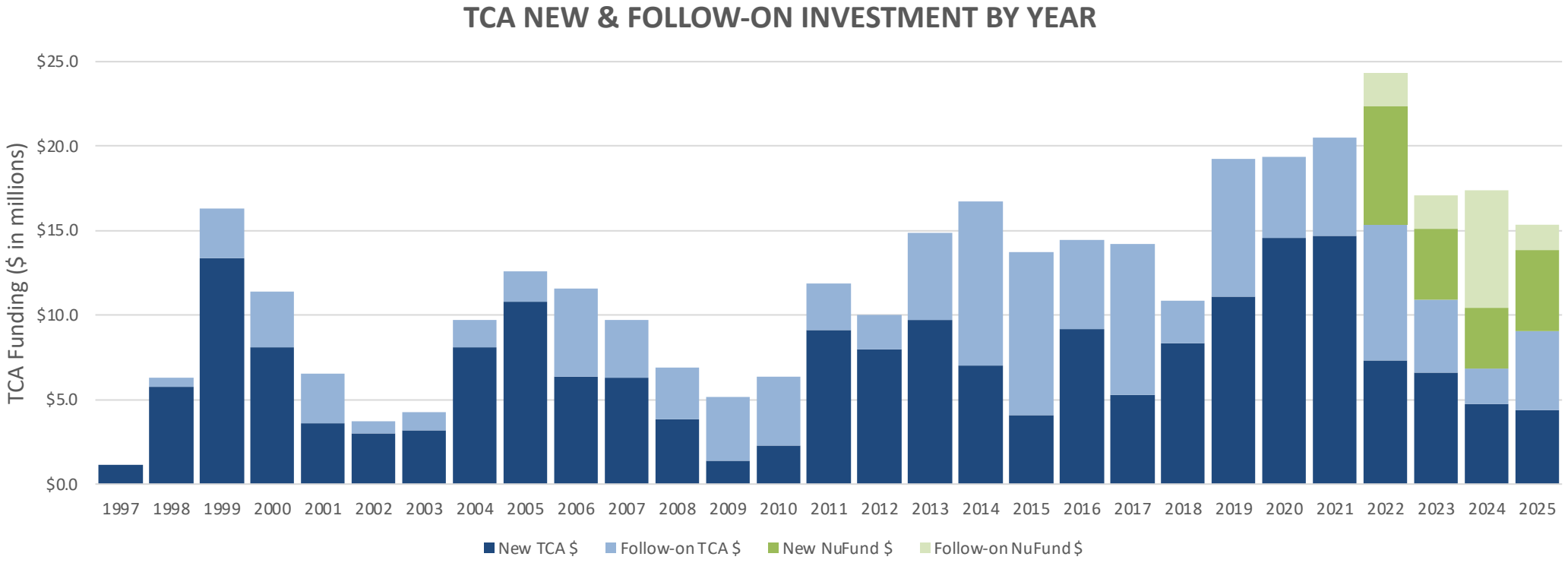




Source: TCA Venture Group; Angel Capital Association Angel Funders Report -- click here for full report

$9.0 million in TCA VG Investment in 2025 shows we continue to fund exciting companies, at a higher pace than 2024

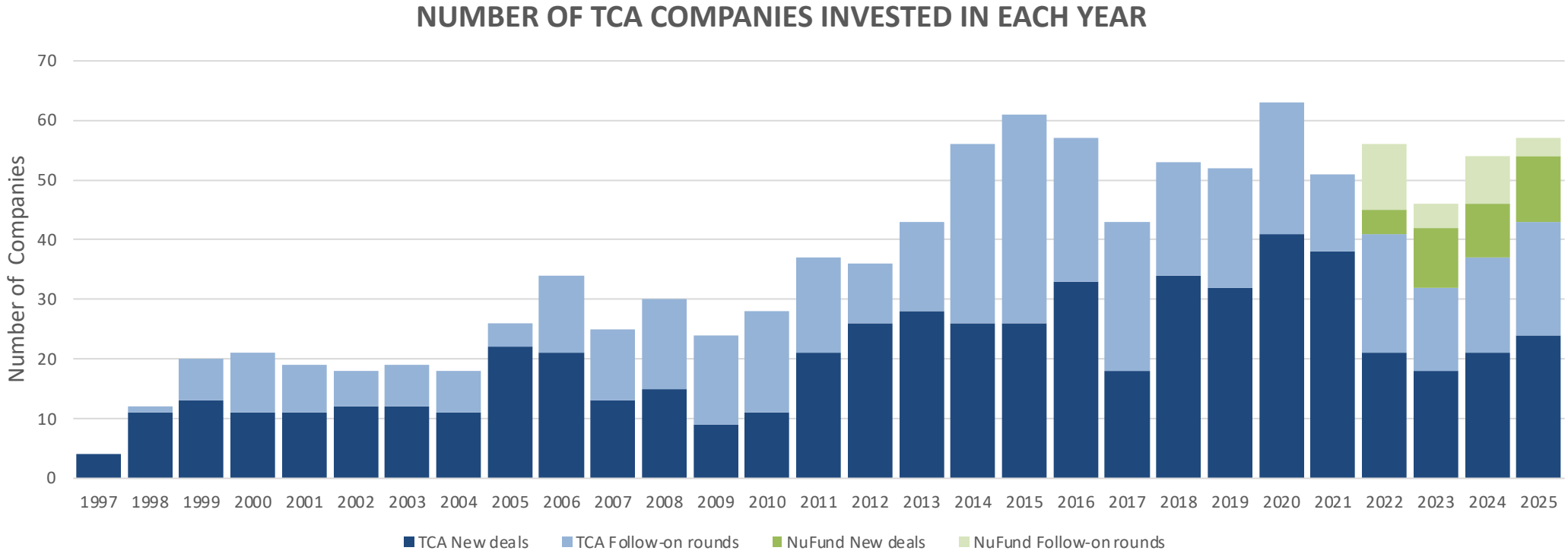
- Total investment for the year continues the longest sustained level of high investment activity since TCA was founded in 1997 -- 15 years at $10 million or more (including the spinout of NuFund Venture Group which was formerly TCA-San Diego)
- From 2011-2025, total TCA investment (including spinout NuFund) each year was between $10 - $21 million
- Three chapter funds and the target of a decision from the funds within 30 days of screening helped drive a strong pipeline. TCA is working diligently to be the Best Place for the Best Companies to get funded



* Note NuFund Venture Group was TCA-San Diego prior to 2022

TCA invested in 43 companies in 2025, including 24 new companies

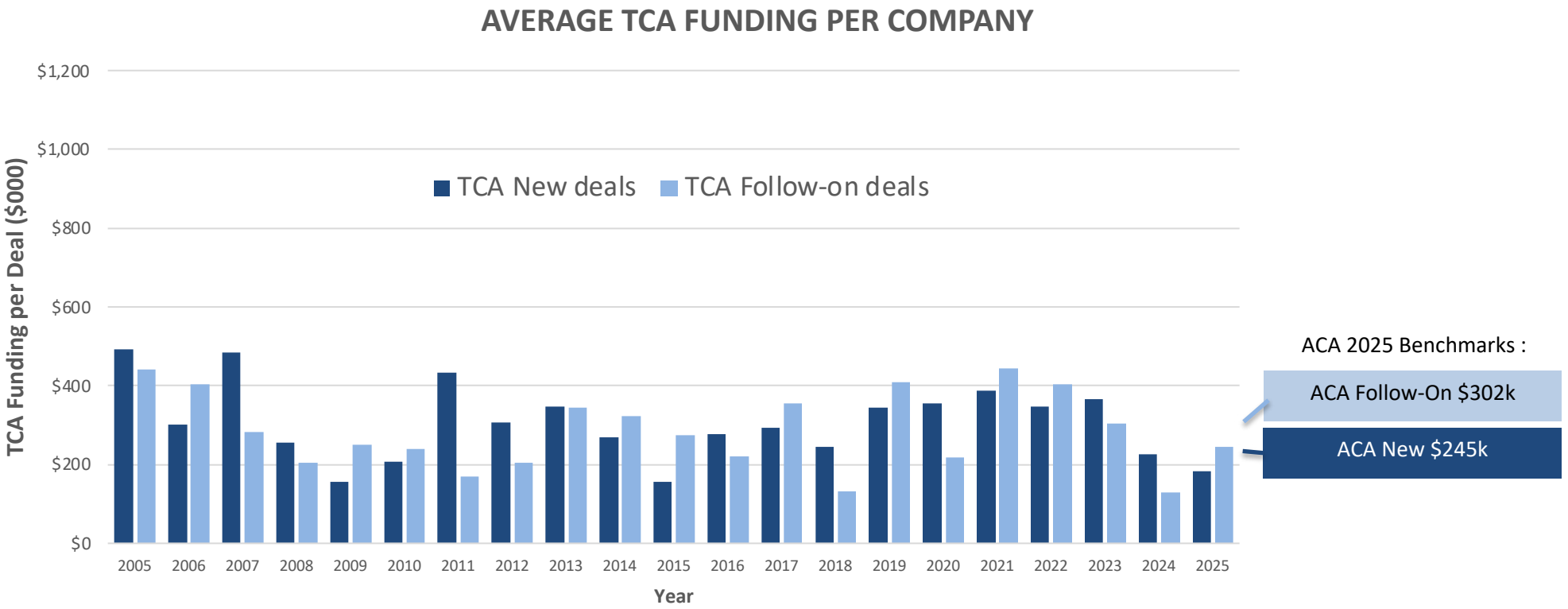
- This total of 43 includes 16 companies in SAAS/Software/Data Analytics, 12 in Medical Devices, 3 in Energy/CleanTech, 2 in Medical Diagnostics, 2 in Agriculture/Food, 2 in Consumer Internet, 2 in Materials/Chemicals and 1 each in Pharma, Digital Health, Consumer Products/Services and PropTech
- The 24 new companies included 10 in SAAS/Software/Data Analytics, 7 in Medical Devices, 2 in Energy/CleanTech and 1 each in Agriculture/Food, Pharma, Digital Health, PropTech, and Consumer Internet



* Note NuFund Venture Group was TCA-San Diego prior to 2022

TCA VG's 2025 Investment of $9.0 million was part of a total of $111 million into those 43 companies

- TCA VG funding for new companies in 2025 averaged $183k per company and 24% of the total round -- compared to the ACA benchmarks of $245k per company
- TCA VG funding for follow-on companies in 2025 averaged $245k per company and 16% of the total round -- compared to the ACA benchmark of $302k per company
- Syndication was critical, and TCA VG helps with that through ASN and our relationships
- The median total round size in 2025 for new was $2.0 million (up from $1.5 million in 2024) and for follow-on was $0.8 million (down from $1.5 million in 2024)

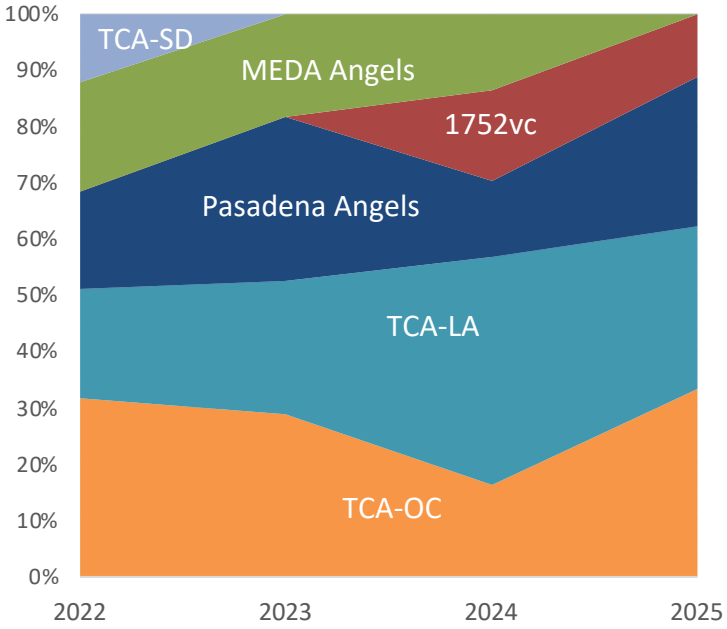


*Note: Angel Capital Association Angel Funders Report -- click here for full report

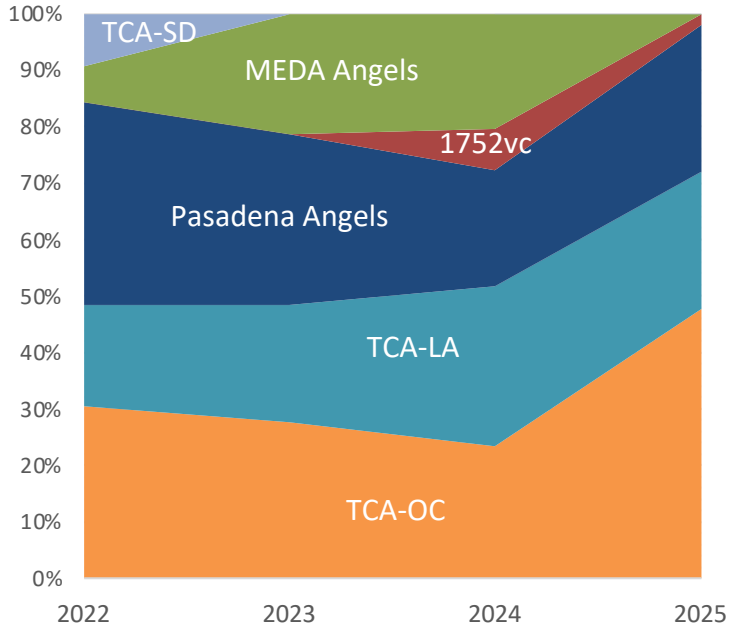
The TCA Venture Group's four networks combined to fund $9.0 million into 43 companies

- TCA-OC led 33% of the deals, TCA-LA led 29% and Pasadena Angels led 27% of the deals, followed by TCA VG's accelerator 1752vc which led 11%
- In terms of funding, TCA-OC led deals accounted for 48% of the funding, followed by Pasadena Angels (26%), TCA-LA (24%) and 1752vc (2%)
- Regardless of the network leading due diligence, all deals were available to all members for investment, and six companies received funding from more than one network

2022-2025 TCA INVESTMENTS BY CHAPTER LEAD MIX OF COMPANIES

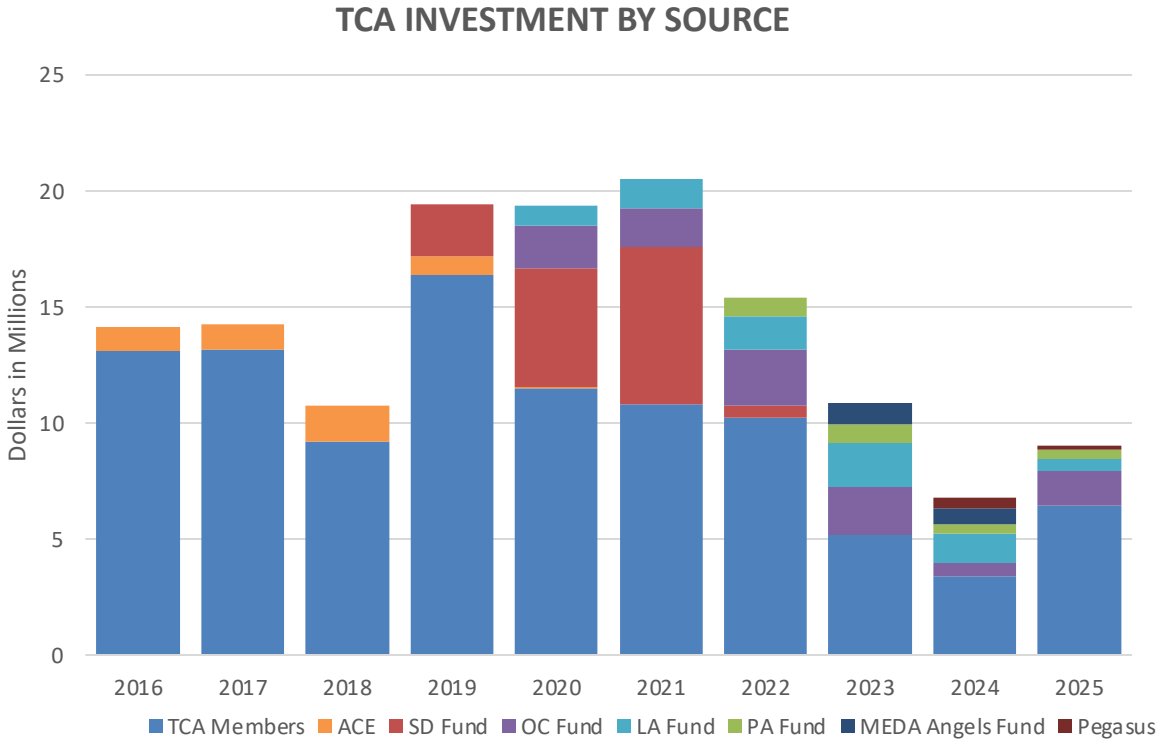


2022-2025 TCA INVESTMENTS BY CHAPTER LEAD MIX OF DOLLARS



Annual chapter funds brought significant incremental capital to entrepreneurs and diversification for members

- In 2025, $2.6 M from TCA's four network funds supplemented $6.4 million in direct investment from members
- 24 of TCA's 43 deals in 2025 received investment from at least one network fund
- Direct member investment in 2025 increased to $6.4 M from $3.4 M in 2024
- TCA now targets completing due diligence and making a fund decision within 30 days, after which individual members invest alongside the funds
- The addition of the network funds has been a significant factor in bringing more capital to each company and more diversification to our members





TCA VG invested in 21 new companies in 2024:

Atraverse -- next generation medical device toolset for left-heart access

Aurenar -- disposable wearable neuromodulation device to change the arc of care for ICU patients

CROFT -- digital collaboration and workflow to manage seasonal worker visa program for farmers and growers

Double A Labs -- immersive learning environment built to turn passive audiences into active participants

Ekkobar -- AI to evaluate effectiveness of entertainment and sports brands marketing, promotion and branding

Fuego -- athleisure shoes designed for seamless transitions between dance and everyday wear

GeerGarage -- outdoor gear rental marketplace

GridMatrix -- AI / Data-Integration platform for roadways and infrastructure operators

Hifinite (Chronica) -- digital healthcare platform to engage and remotely monitor chronic disease patients

iCardio -- automated interpretation of echocardiography

Ingenious Studio -- AI-powered marketing automation and orchestration platform for creator-led ad campaigns

Kneevoice -- non-Invasive cartilage deterioration diagnostic device by capturing sounds, vibrations, position

MedSetGo -- AI to transition care with automated assignment of patient care to service companies

Need2Say -- AI-powered communication tool for construction industry

Neosoma -- AI-Based brain tumor insight platform

Nob Hill Therapeutics -- dry-powder nebulizer designed to help treat severe respiratory diseases

Pelvital (Flyte) -- first-line female urinary incontinence treatment with surgical-level outcomes

Resuture -- anatomically-accurate synthetic tissues for medical device training and development

RxPost -- inventory management and exchange platform that monetizes excess pharmacy inventory

Swif -- device management and compliance automation for SMBs and Enterprises

Z-Polymers -- polymer material intended to provide mono-filament fiber for various industrial uses

TCA VG invested in 24 new companies in 2025:

Brinter -- Modular 3D bioprinting solutions for tissue engineering and medical research

Cloudgo.ai -- AI advisor that automates cloud architecture planning, optimization, and migrations

Compression Works -- Life-saving medical device company with hemorrhage control technology

Delta Development Team -- develops and manufactures emergency blood transfusion equipment

Eyetronic -- non-invasive electrical stimulation device designed to restore vision in patients suffering from optic neuropathies

Fire Memos -- AI-powered voice note and transcription tool for educational productivity

Genloop -- AI-powered analytics platform providing conversational, automated data analysis and insights for business teams

Hinalea Imaging -- AI-driven hyperspectral imaging solutions

Knowledge -- predicts real in-market buyers and guides hyper-personalized, data-driven B2B sales outreach

LeanCon -- AI construction management software platform designed to assist in planning and executing construction projects

Life Seal Vascular -- medical devices for aortic aneurysm repair

Major Medical Devices -- ultra-low-profile stent graft and delivery system for less invasive abdominal aortic aneurysm repair

My Worker Ai -- AI-driven workflow automation and virtual employee solutions for businesses

NS Nanotech -- Nano-LED technology for high-efficiency displays and UVC disinfection.

Otava -- millimeter wave system on chip (SoCs) and subsystems designed to communicate and transmit data

Paulex Bio -- oral drug to cure/reverse T1 and T2 diabetes

Pure Blue Tech -- self-cleaning membrane technology for water treatment and desalination

Qidni Labs -- portable and waterless dialysis technologies for patients with kidney failure

Realize Music -- VR music application designed for interactive singing and creative music experiences

Ritual Ads -- advanced creative AI engine delivering better Super Bowl caliber commercials with less time and cost

Rook -- health data integration platform designed to offer actionable health insights based on the aggregated information

SigmaSight -- AI-powered negotiation platform for insurers facing litigated claims

Time Machine -- AI native onboarding & training platform for sales teams

Unified Track -- AI-driven workflow and asset tracking for clinical and industrial operations

TCA VG made follow-on investments in these 16 portfolio companies in 2024:

Amsel Medical -- clamp to close vessels during surgical and interventional procedures

Arima Genomics -- 3D genomics based disease diagnosis and therapy selection

Ceresti Health -- tech-enabled dementia care program

Distasense (Life Detection Technologies) -- advanced detection of exacerbations for diagnosed COPD

Harvest Thermal -- high comfort home HVAC with the lowest bills and emissions

Healionics -- Medical device to provide safer, more reliable bloodstream access for dialysis

Immunis -- stem cell-derived therapy designed to treat age and disease-related immune decline

Lynx Bio -- Resolving cancer biology through integrated multi-omics

Makani Science -- wireless, wearable continuous respiratory monitor

NuVox -- oxygen therapeutic focusing on reversing hypoxia, the root cause of many life-threatening diseases

Octagon Therapeutics -- medicines for autoimmune and inflammatory diseases

Ready, Set, Foods -- early and sustained allergen introduction via formulated food products for babies

Roundtrip -- digital transportation marketplace intended to deliver quality health outcomes

Single Pass -- developer of an innovative electrocautery biopsy closure device

Tourmaline Labs -- software that will collect telematics data through the use of a smart phone

U-Nest -- mobile investing app for family financial security

TCA VG made follow-on investments in these 19 portfolio companies in 2025:

Arima Genomics -- 3D genomics tools for cancer research and clinical diagnostics

Atraverse Medical -- left-heart access equipment designed to simplify workflows and streamline procedures

Berri Organics -- plant-based organic electrolyte drinks for healthy hydration

DotStudioPro -- Video CMS and distribution platform for OTT and streaming services

*EdgeX -- wirefree network solution for tracking environmental monitoring, asset, inventory and people

Elevate K-12 -- Live-streamed instruction platform to solve teacher shortages in schools

iPourit -- self-pour beverage dispense technology designed for hospitality operators

Life Detection Technologies (Distasense) -- advanced detection of COPD exacerbations

Limber -- personalized 3D printed prosthetic and orthotic products using scanning technology

Makani Science -- continuous wireless wearable respiratory monitor

MOGL -- AI-powered marketplace matching brands to athlete influencers

Neosoma -- AI-based clinical software for neuro-oncology imaging and brain tumor management

Open Sesame Media -- B2B content platform to increase social connections using advanced technology

Pitchit -- conversational AI for automating sales recruitment and lead qualification

Seatrec -- renewable energy harvesting from ocean thermal gradients for underwater robots

Terecircuits -- semiconductor packaging platform to support semiconductor device fabrication and assembly

Totsquad -- marketplace connecting parents with health, wellness, and safety services

Tympanogen -- nonsurgical eardrum repair and wound-healing therapies using photocurable hydrogels

Z-Polymers -- advanced liquid crystal polymer fibers for high-performance applications

* TCA VG investment more than $1 Million in 2025

TCA VG had 11 exits across 2024 and 2025, including several large exits at MOIC of 44x, 23x, 13x, 4x and 3x -- all in a tough exit market

2024 Exits

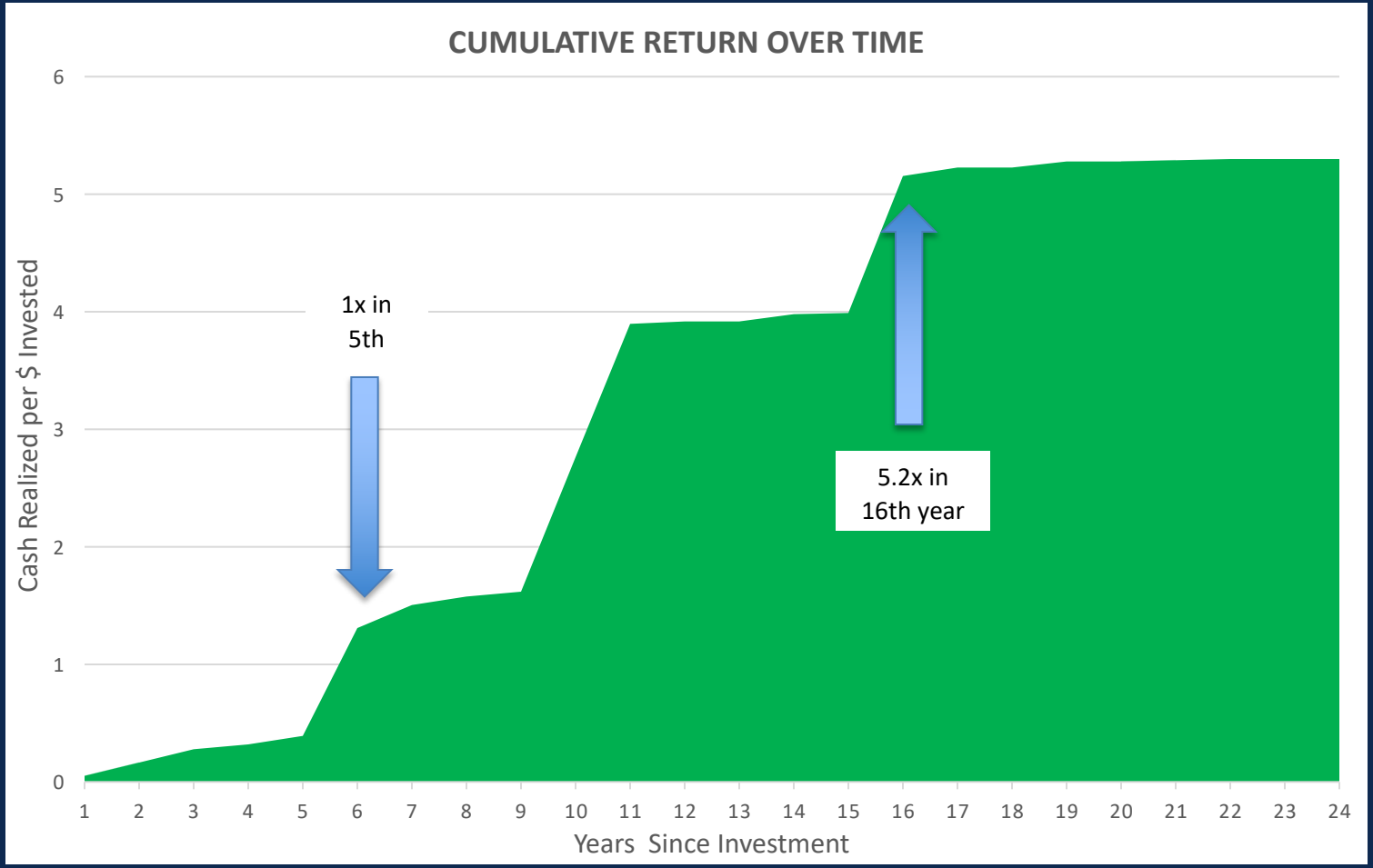
- Casestack (2014 TCA Investment) spinout SupplyPike was acquired by SPS Commerce for $200 million in cash and stock yielding a combined 23x return (additional 8x on top of earlier 15x return in 2018 when Casestack was acquired by Hub Group for $255 million in cash. Overall IRR has been 20%
- Influential Network (2014 TCA Investment) was acquired by Publicis Groupe for a 13x return and 29% IRR
- Textpower (2013 TCA Investment) was acquired by ARCOS LLC for a 3.1x return and 11% IRR
- Actuate Therapeutics (2018 TCA Investment) IPO'd for 1.5x return and 7% IRR
- Financial Fitness Group (formerly Educated Investor & Precision Information) (2013 TCA Investment) was acquired by iGrad (a subsidiary of Aztec Software) for a return of <1x
- Shotzoom (formerly Edufii) (2014 TCA Investment) was acquired by Golf Genius for a return of <1x
- Connected Signals (2015 TCA Investment) assets were acquired by Zero Infrastructure Mobility Solutions for a return <1x

2025 Exits

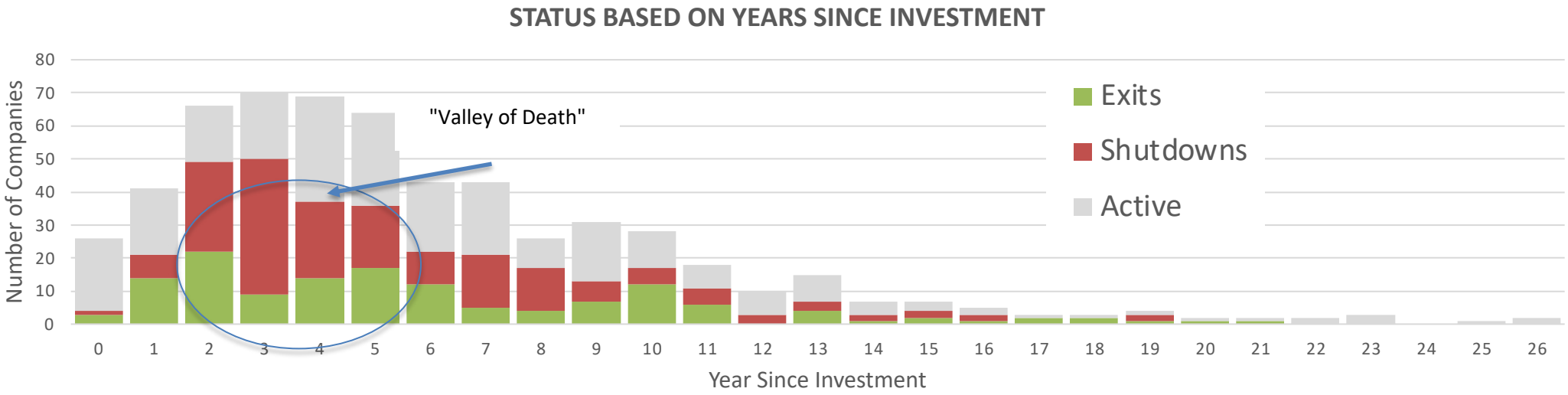
- ParentSquare (2016 Pasadena Angels Investment) had an optional buyout from Serent Capital for a 44x return and 52% IRR
- Transcepta (2005 TCA Investment) was acquired by HighRadius Corporation for a 3.6x return and 7% IRR
- Verivend (2021 TCA Investment) was acquired by iAltA for a 1.2x return and 5% IRR
- Glassbeam (2010 TCA Investment) was acquired by PartsSource, via its financial sponsors Bain Capital and Ergo Partners, through an LBO

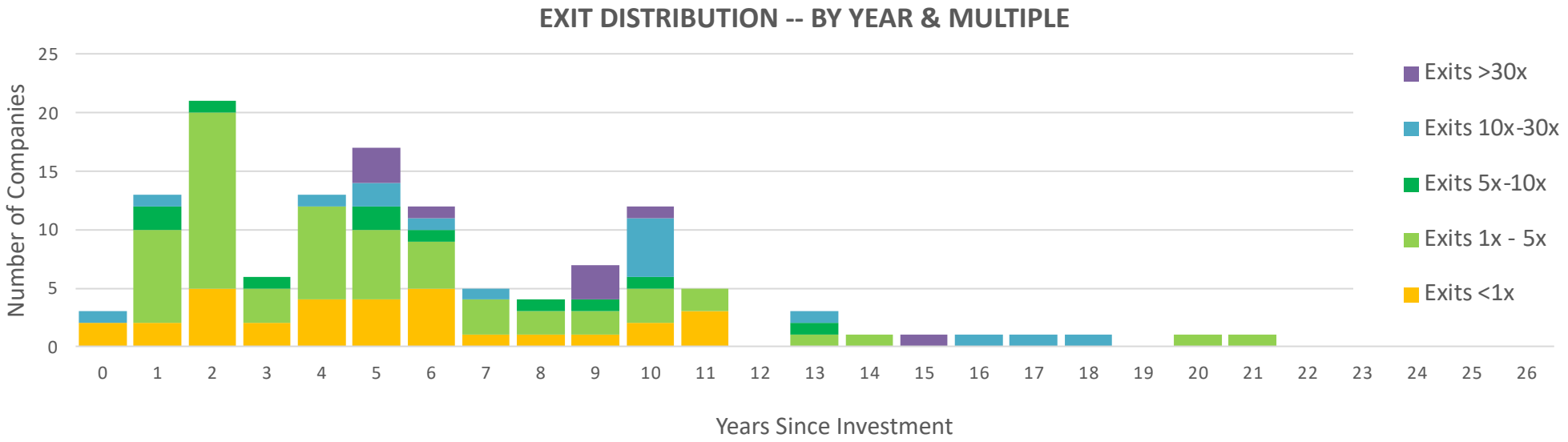
Since TCA VG's founding in 1997, the MOIC return (assuming equal weighting) on all outcomes has been 5.3x and the IRR has been 22%

This brings the total outcomes since TCA VG's inception in 1997 to 138 exits, and 190 shutdowns. Of the 594 investments TCA has made since its founding, 266 (45%) are still active. At the highest price achieved after IPOs, TCA's return (assuming equal weighting) has been 5.3x and the IRR has been 22%. This compares to 2.5x and 22% benchmarks for angels per Angel Resource Institute. Tax benefits from the write-offs are not included in TCA VG returns.



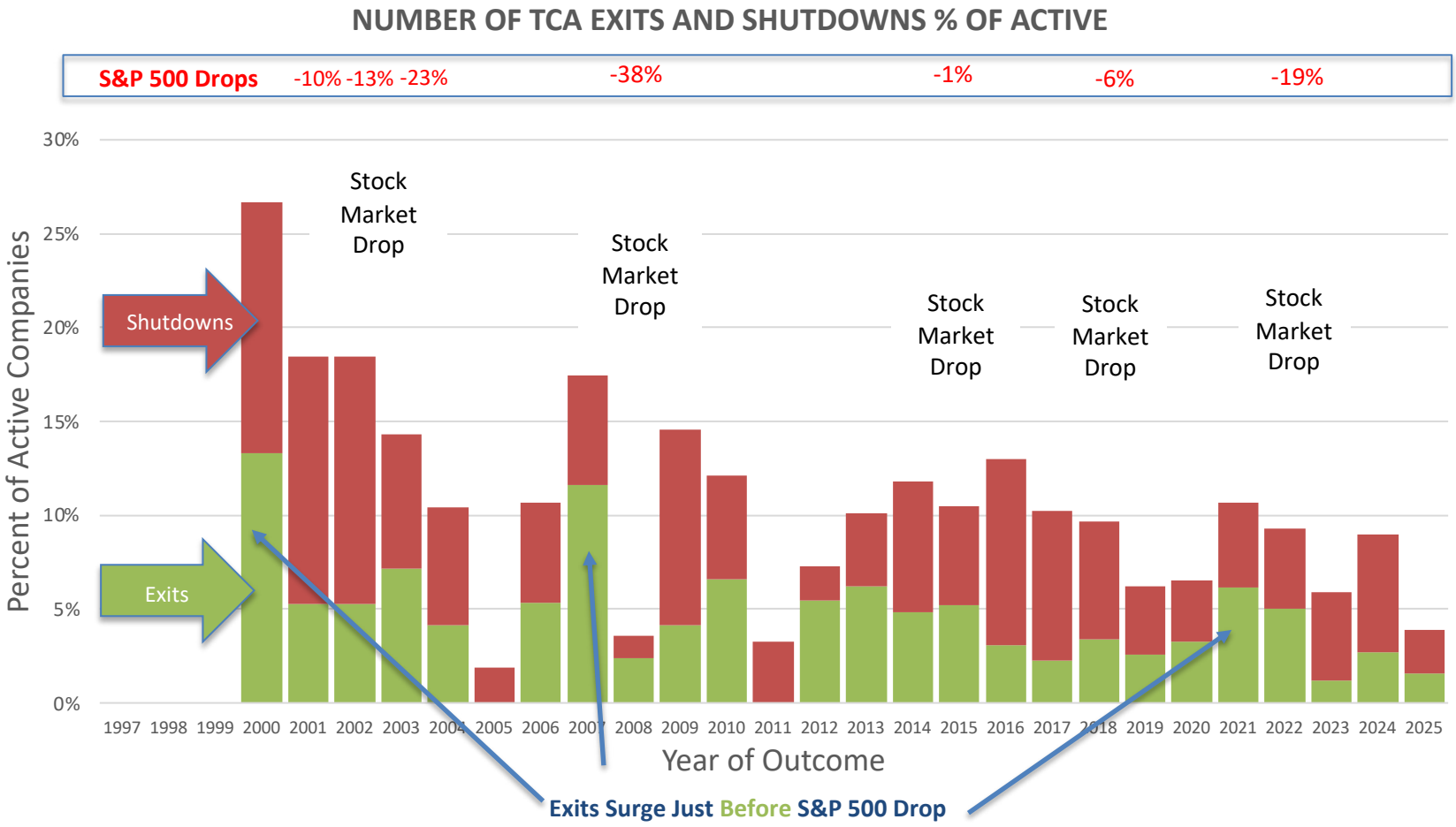
TCA VG's results make it clear that patience is required -- with largest exits happening after 5 years or more, and most failures occurring in the "Valley of Death" 2 years to 5 years after investment





The number of both Exits and Shutdowns dropped in 2025 to historic lows

- Exits dropped to 4 in 2025 (the lowest year since 2012 other than 2023) from 2024's 7 exits
- Shutdowns also declined dramatically to 6 (the lowest year since 2016) from 16 in 2024
- Based on previous stock market peaks in 2000 and 2008, exit activity tends to surge just before peaking, followed by a surge in shutdowns just after the peak
- If the stock market continues to rebound, exits should recover



See pages 45 and 46 for Tips for Entrepreneurs and Angels navigating these challenging times

TCA VG's Angel Syndication Network (ASN) covers 70+ angel groups

- Founded by TCA VG in 2011, ASN's nominating angel groups bring their best deals to share with other ASN angel groups for syndication

- ASN hosts a monthly "virtual" web screening where the deals have been funded by the nominating group. The purpose of these meetings is to help fill a round, expedite a closing, and save the CEO from extended road shows. The screening sessions are open and viewed by accredited investors from these respective groups. So far, 30-50% of those presenting have received additional funding from these investors (totalling $29 million)

- Collectively, the angel groups participating in ASN represent over 1,500 angels, and more than $1 billion in direct investment

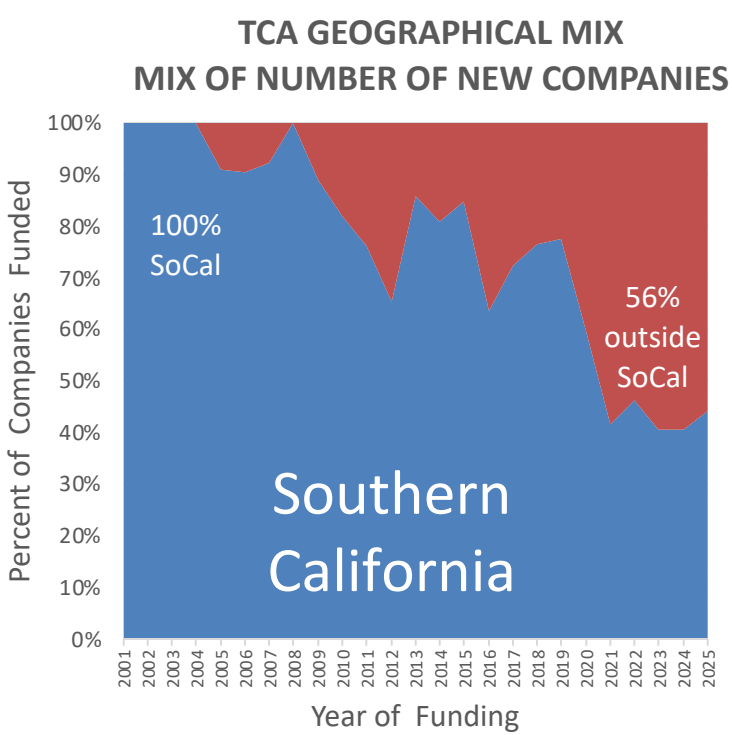


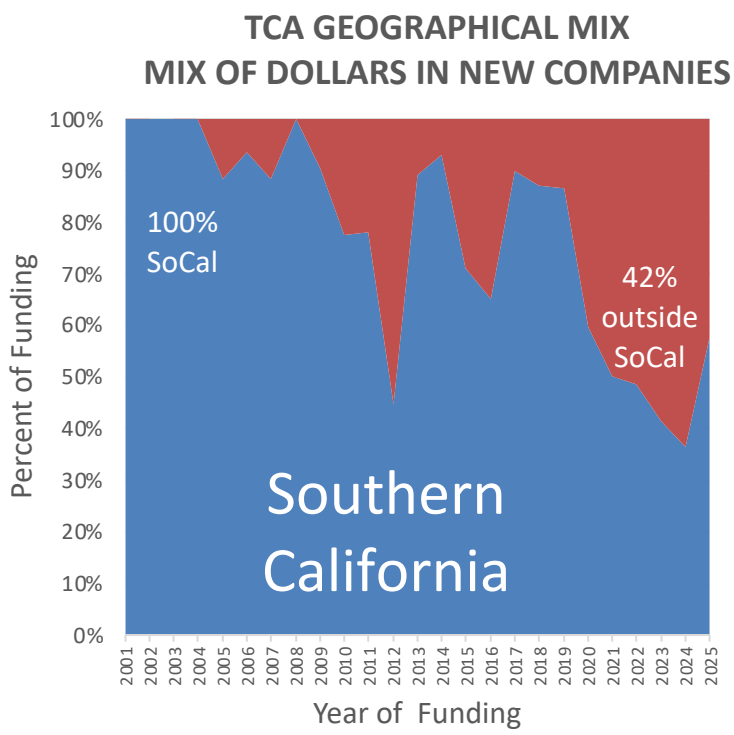
Angel Syndication Network (ASN) funded $5.9 million in 17 companies during 2024 and 2025 -- which was 30% of those screened:

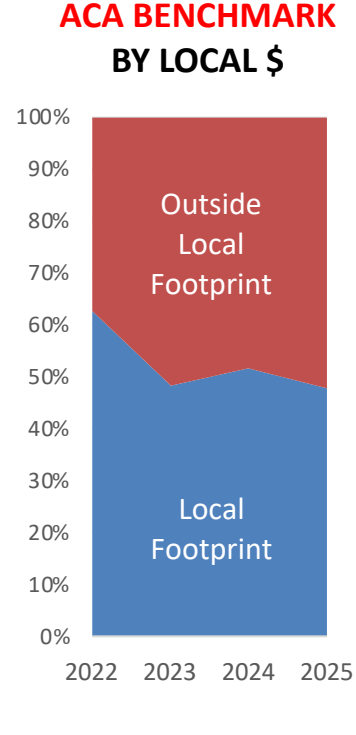
Otava RF - Designs wideband RF and millimeter-wave beamforming semiconductor integrated circuits
DeepLook Medical - Visual enhancement and measurement software for mammography & cancer imaging
Delta Development Team - Autonomous, ruggedized blood refrigeration & transport for tactical military
Nicklpass - Unified subscription management platform for seamless access to journalism publishers
Groupize - Cloud platform managing simple meetings, corporate group travel, and attendee compliance
Linshom Medical - Wearable sensor for continuous operating-room-quality bedside respiratory monitoring
KneeVoice - Non-invasive acoustic biomarker platform diagnosing knee cartilage and joint degradation
Terecircuits - Micro-assembly polymers and laser techniques for mass micro-LED and semiconductor
Croft - Digital compliance, management, and petition filing platform for H-2A agricultural employers
Iris Dynamics - Direct-drive linear electric motors providing high-fidelity magnetic haptic force feedback
Advano - Silicon-carbon battery anode material boosting energy density in lithium-ion cells
ReSuture - Validated synthetic models providing realistic vascular and open surgical procedure simulation
Octagon Therapeutics - Targeted enzyme-directed therapeutics for auto-immune and inflammatory B-cell
UNest - Mobile app simplifying custodial investment, gifting, and college savings for families
Obatala Sciences - Human-derived stem cell models, hydrogels, and systems simulating human fat tissue
Couplet Care - Bassinet optimizing maternal-infant proximity, postpartum safety, & safe skin-to-skin bonding
Alleviate - Integrated physical therapy system targeting chronic foot pain and plantar fasciitis

Greater syndication activity through ASN coupled with virtual screening and remote due diligence has shifted the geographic mix to more companies based outside of Southern California since 2020

- Traditionally, the mix has been 85% - 90% in Southern California where TCA's members can be actively involved in mentoring and governing
- Due to Covid-19, the formation of ASN, the shift to virtual screening and due diligence, and the addition of virtual members across the USA, more than 50% of TCA deals are now outside SoCal providing increased geographical diversification
- 56% of all deals and 42% of all investment were outside SoCal in 2025
- ACA Benchmarks since 2022 show similar levels of non-local funding





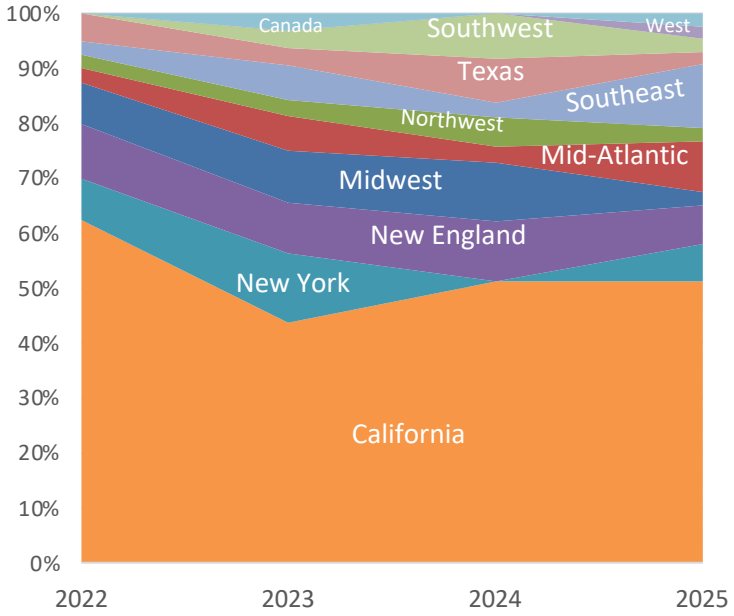


Source: TCA Venture Group; Angel Capital Association Angel Funders Report -- click here for full report

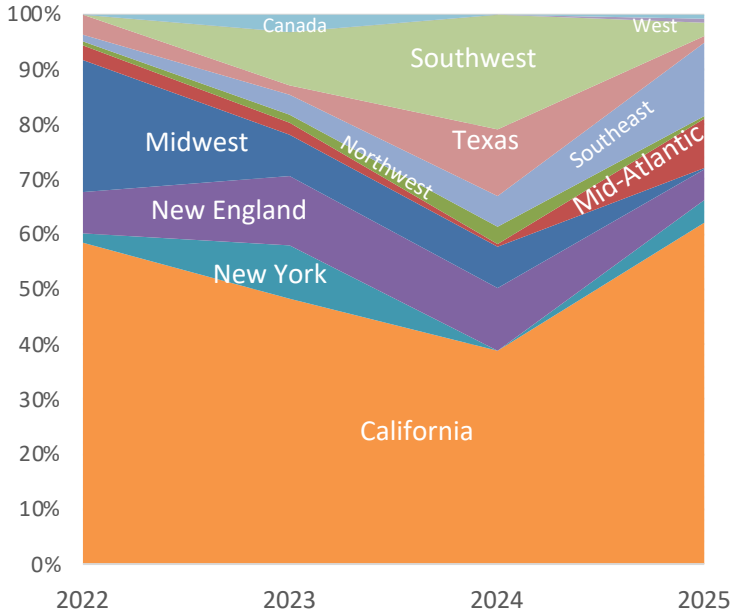
Investments in Southeast, Mid-Atlantic and New York were the largest concentrations outside Southern California

- California represented 62% of investment and 51% of companies
- Southeast was 13% of investment and 12% of companies
- Mid-Atlantic was 9% of investment and 9% of companies
- New York was 4% of investment and 7% of companies
- Other states were 12% of investment and 21% of companies
- There were no International deals in 2025

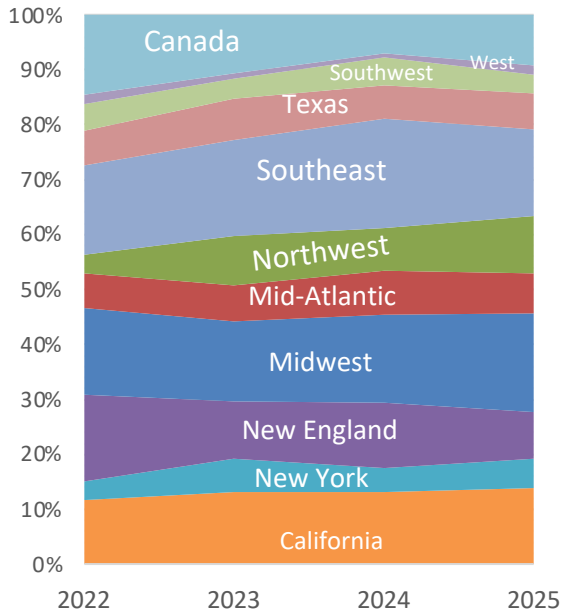
2022-2025 TCA INVESTMENTS
BY COMPANY REGION
MIX OF COMPANIES



2022-2025 TCA INVESTMENTS
BY COMPANY REGION
MIX OF DOLLARS



ACA BENCHMARK
BY COMPANY REGION
MIX OF DOLLARS

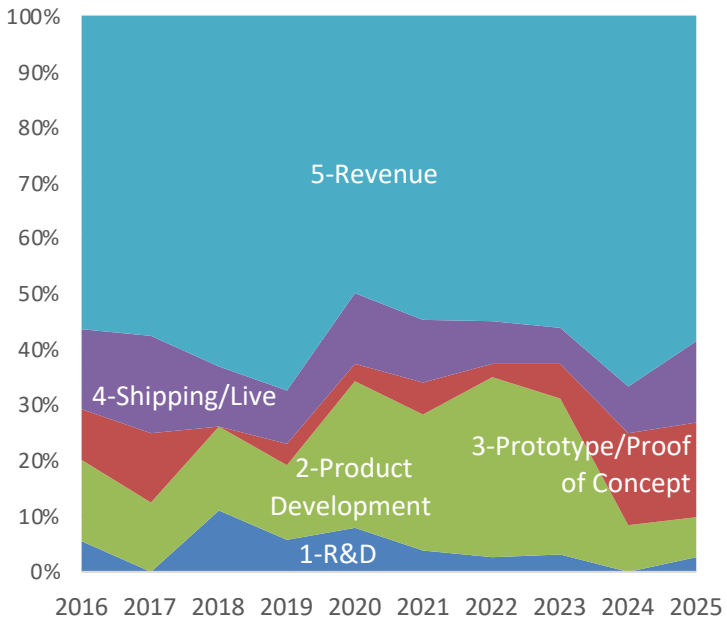


Source: TCA Venture Group; Angel Capital Association Angel Funders Report -- click here for full report

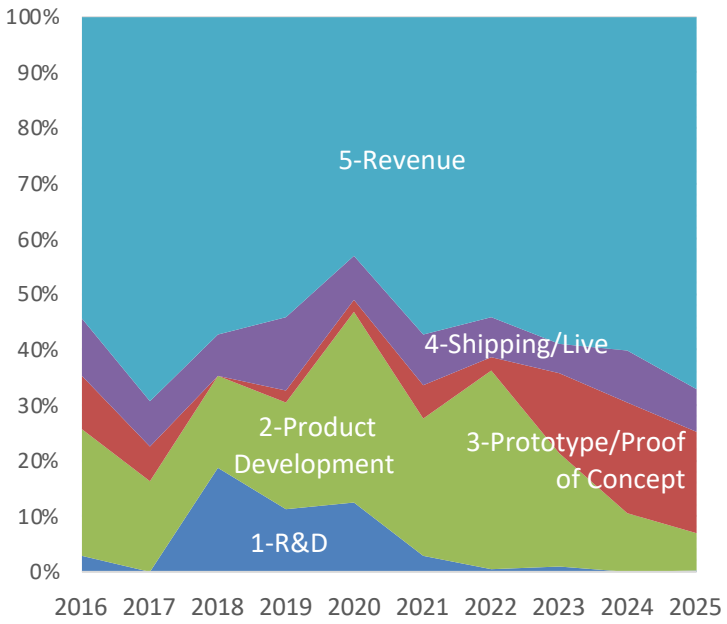
TCA funding continues to be more likely when initial products/services are already developed and there is evidence of customer traction

- 59% of investments in 2025 were in companies with revenue and those seeking expansion capital, compared to 41% for ACA Benchmarks. This is driven by:
  - -- Companies are launching products/services earlier with MVPs (Minimum Viable Products) before seeking investment
  - -- Investors at this downturn stage of the investment cycle expect companies to be closer to breakeven in order to survive the anticipated downturn

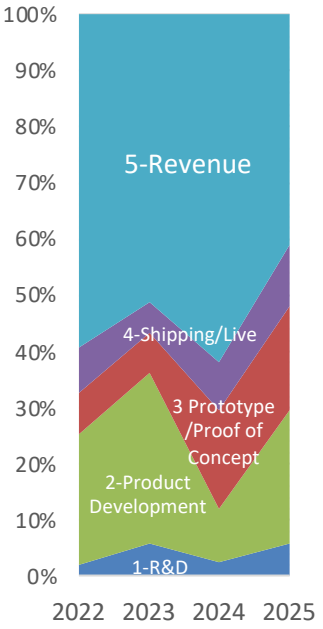
2016-2025 TCA INVESTMENTS BY DEVELOPMENT STAGE MIX OF COMPANIES



2016-2025 TCA INVESTMENTS BY DEVELOPMENT STAGE MIX OF DOLLARS



ACA BENCHMARK BY DEV STAGE $

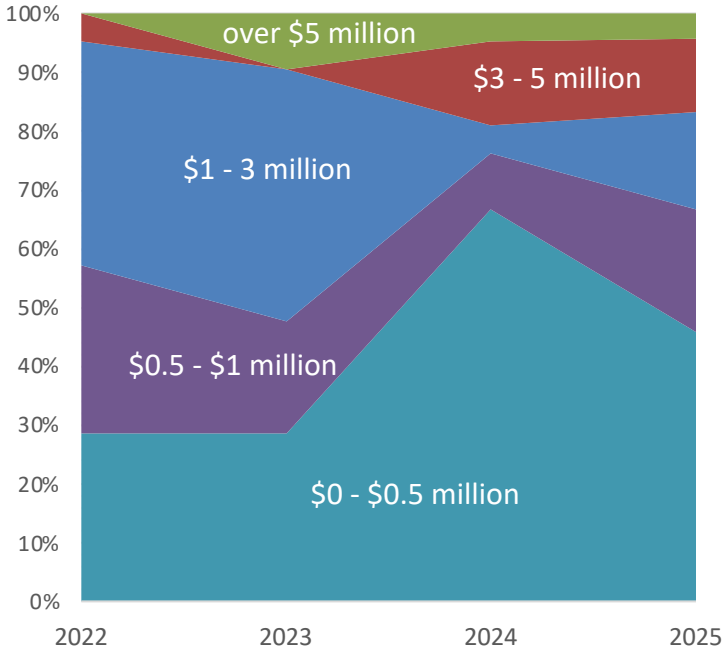


Source: TCA Venture Group; Angel Capital Association Angel Funders Report -- click here for full report

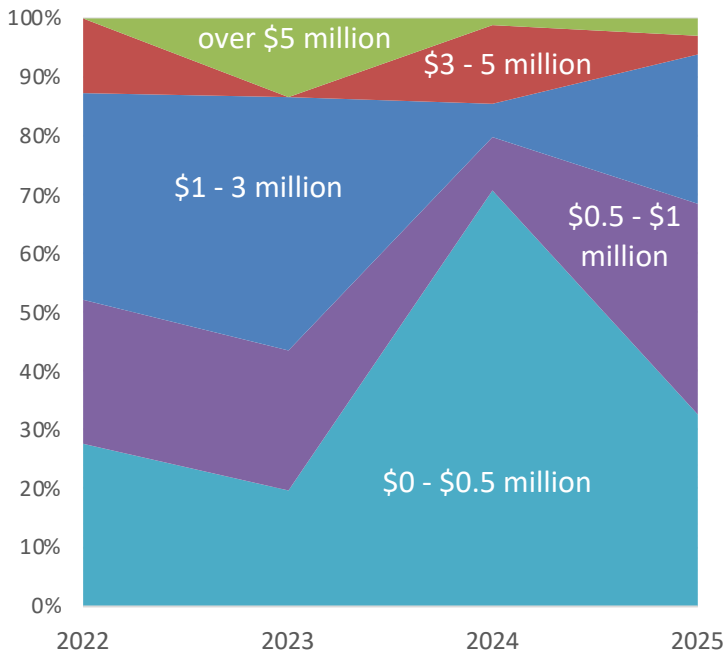
For companies where specific revenue numbers were available, 83% had less than $3 million in revenue in 2025

- Investors are seeking safety in developed products and proof there are customers -- there was a shift from 45% with no revenue in 2022 to 41% in 2025
- ACA Benchmarks have shifted in the opposite direction -- from 41% with no revenues in 2022 to 59% in 2025
- Companies with revenue over $5 million representing 4% of TCA VG's funding but 10% of ACA Benchmark funding

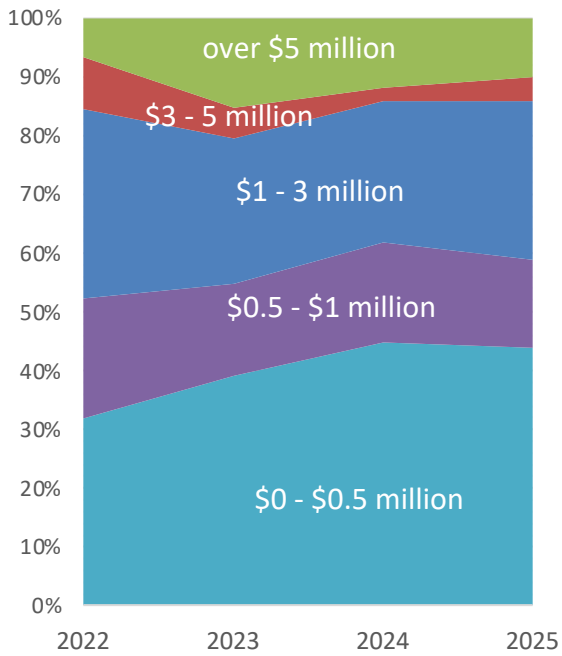
2022-2025 TCA INVESTMENTS
BY COMPANY REVENUE
MIX OF COMPANIES



2022-2025 TCA INVESTMENTS
BY COMPANY REVENUE
MIX OF DOLLARS



ACA BENCHMARK
BY COMPANY REVENUE
MIX OF DOLLARS

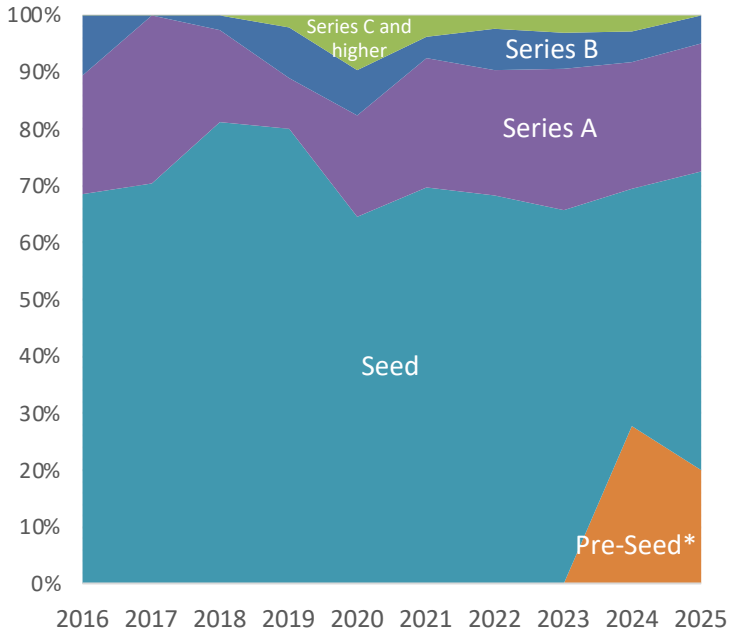


Source: TCA Venture Group; Angel Capital Association Angel Funders Report -- click here for full report

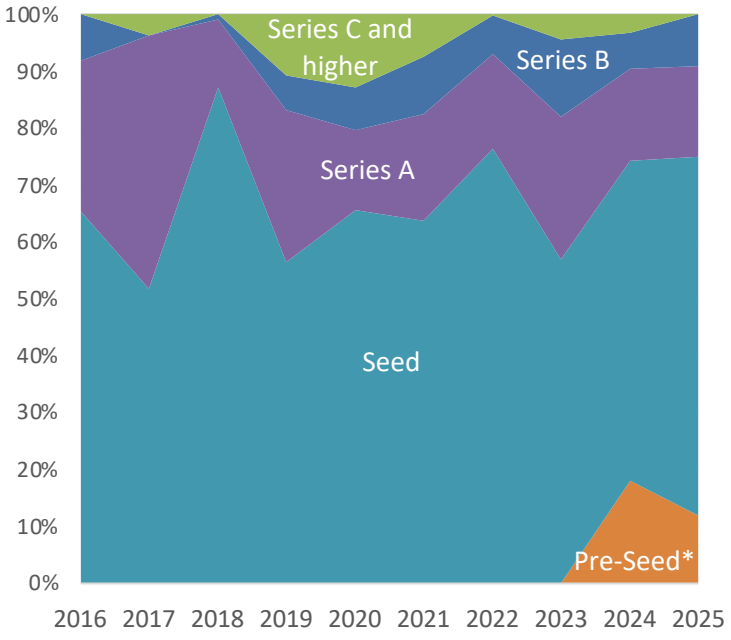
TCA VG's investment focus continues to be on "seed" deals

- 73% of deals and 75% of investments in 2025 were Seed or Pre-Seed -- compared to 51% of investment for ACA Benchmarks
- Series A represented 16% of investment compared to ACA Benchmark of 32%
- Some of this TCA VG bias towards earliest stage deals has been the pursuit of lower valuations associated with Seed activity, since later rounds have been increasingly at less attractive valuations.
- Series B & up represented 5% of deals and 9% of investments in 2025

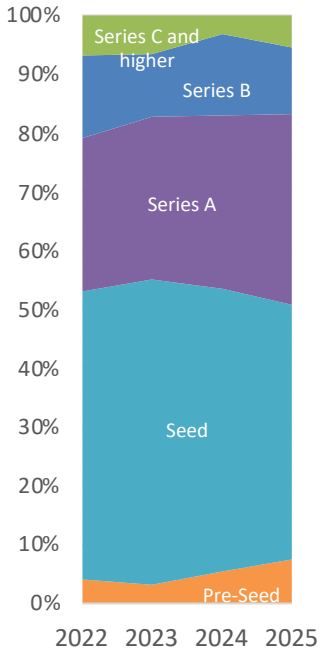
2016-2025 TCA INVESTMENT BY STAGE OF ROUND MIX OF COMPANIES



2016-2025 TCA INVESTMENTS BY STAGE OF ROUND MIX OF DOLLARS



ACA BENCHMARK BY ROUND $



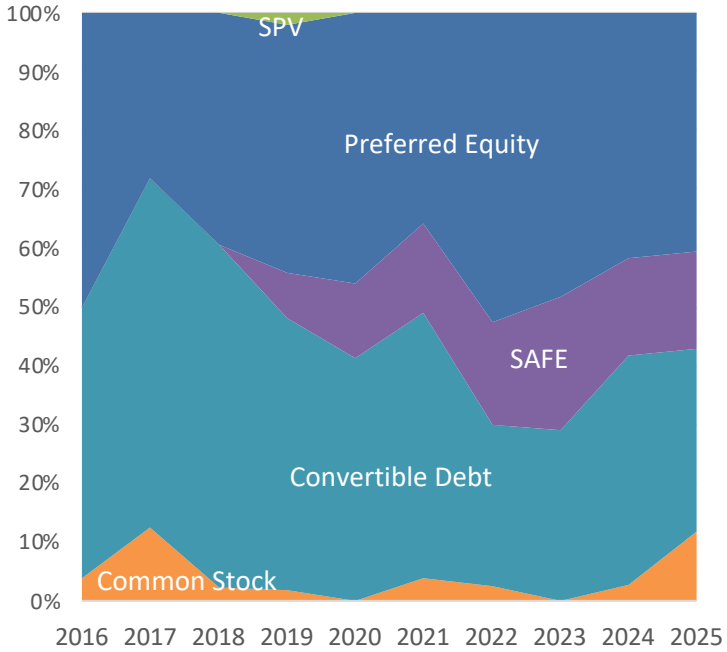
Source: TCA Venture Group; Angel Capital Association Angel Funders Report -- click here for full report

* Seed includes bridge to A, and was not captured before 2024

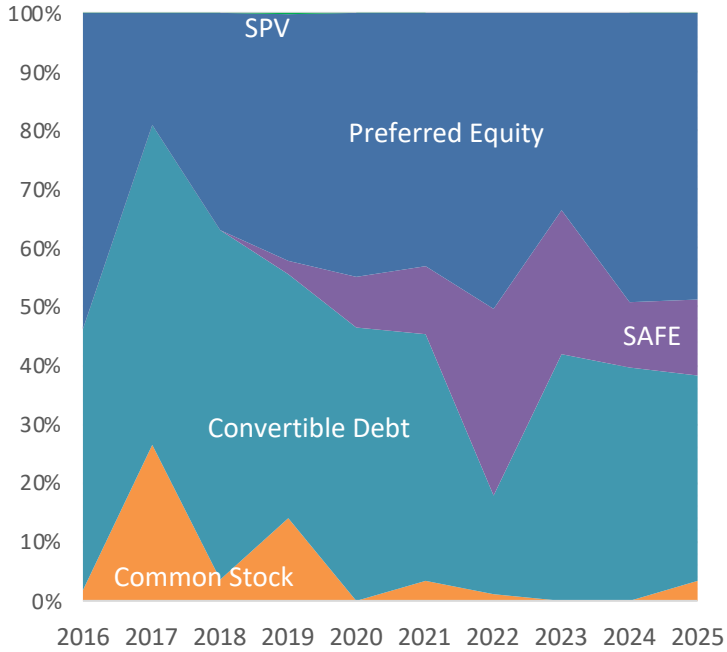
Most investments in 2025 continue to be either Preferred Equity or Convertible Debt that converts into Preferred Equity

- The 49% invested in Preferred Equity is stable within the historical range -- in contrast to ACA Benchmark of 41% down from 63% in 2022
- SAFEs declined to 13% of investments in 2025 compared to a peak of 32% in 2022
- Convertible notes and SAFEs with a combined 48% of investment remains concerning to some because it limits long-term returns due to 1) less initial lift in valuation before Series A and 2) fewer deals will realize QSBS Section 1202/Section 1244 favorable tax treatment

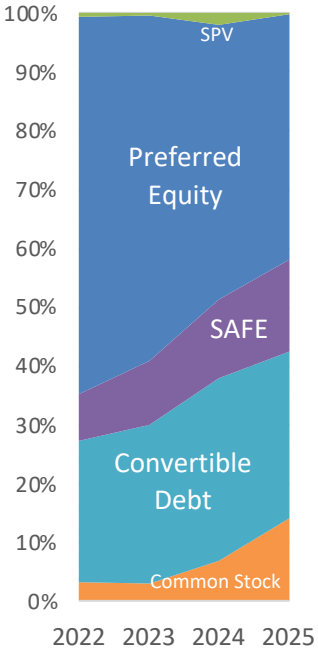
2016-2025 TCA INVESTMENTS BY SECURITY USED MIX OF COMPANIES



2016-2025 TCA INVESTMENTS BY SECURITY USED MIX OF DOLLARS



ACA BENCHMARK BY SECURITY $

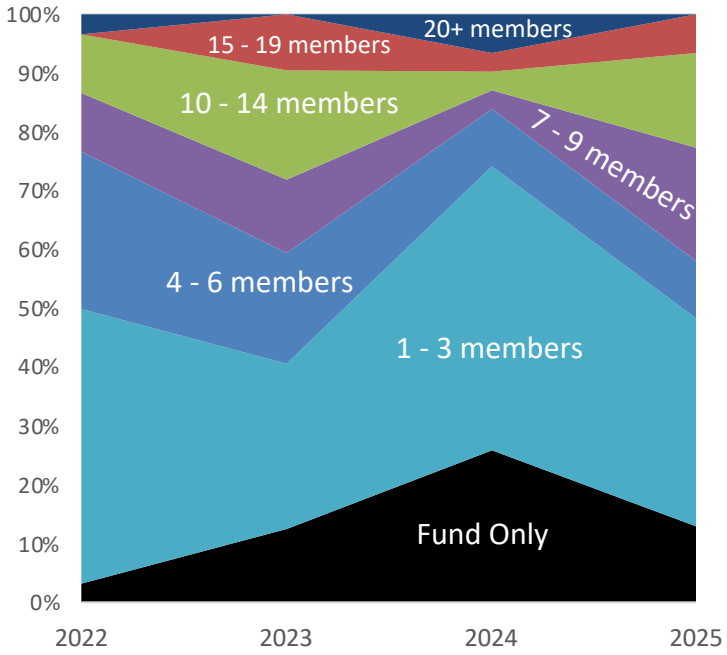


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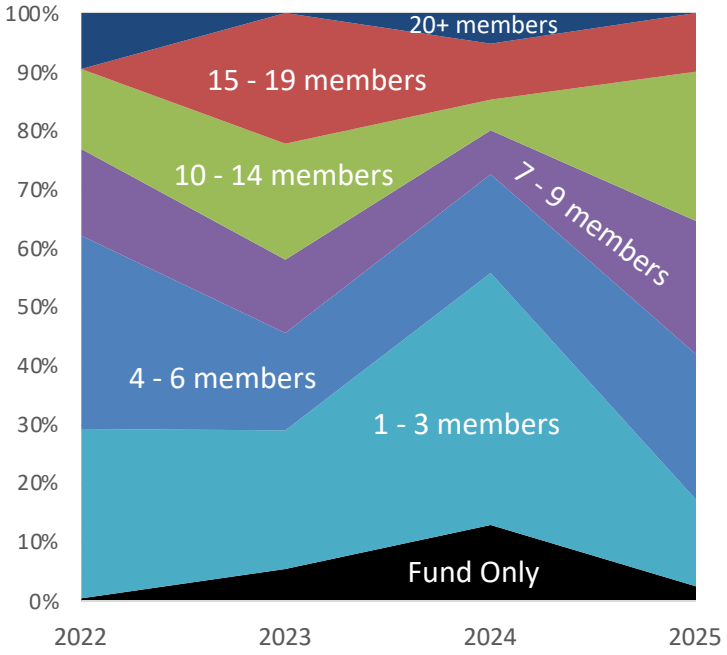
Traction among TCA VG members deciding to invest directly in the most popular deals increased significantly

- Funding of deals with more than 10 TCA VG members participating increased from 17% in 2024 to 36% in 2025
- Funding of smallest deals (with 1 - 3 TCA VG members) participating declined from 49% in 2024 to 15% in 2025

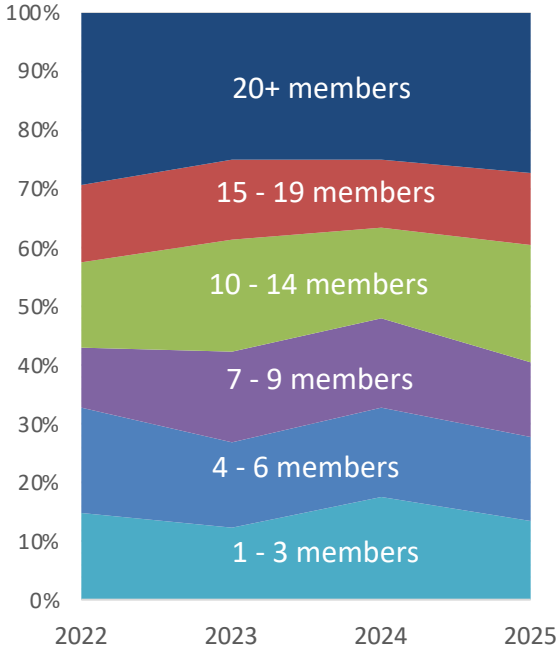
2022-2025 TCA INVESTMENTS
BY NUMBER OF INVESTORS
MIX OF COMPANIES



2022-2025 TCA INVESTMENTS
BY NUMBER OF INVESTORS
MIX OF DOLLARS



ACA BENCHMARK
BY HEADCOUNT
MIX OF DOLLARS

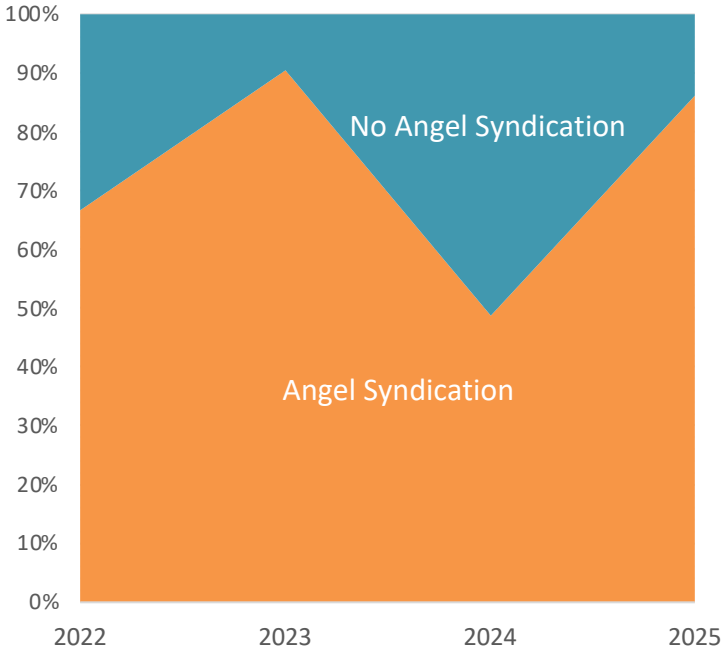


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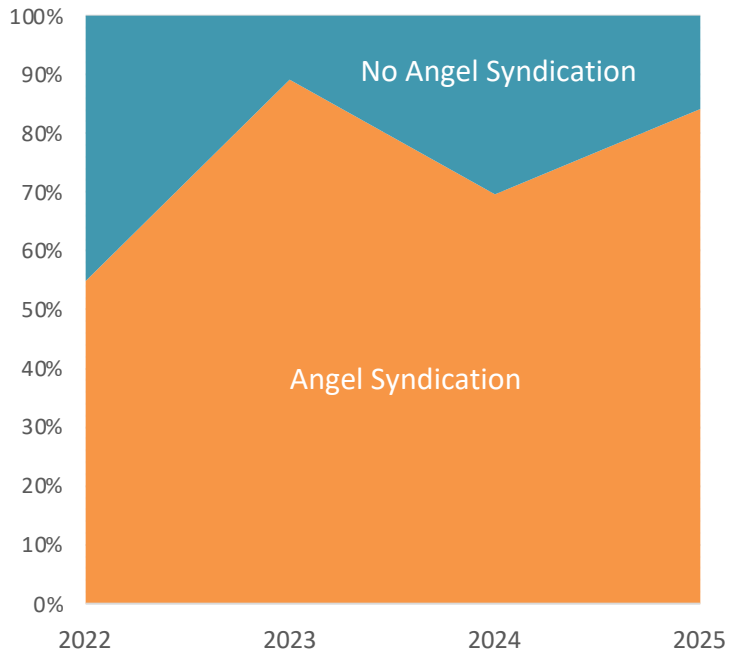
TCA VG has embraced syndication, with 86% of deals involving other angel funding sources outside TCA VG

- Angel syndication grew from 55% of investment in 2022 to 84% in 2025
- This trend toward syndication is apparent in the ACA Benchmarks, which grew at a slower rate from 53% in 2022 to 61% in 2025
- But ACA Benchmarks in 2025 still show 39% of investment involving no syndication compared to only 16% of TCA VG investment

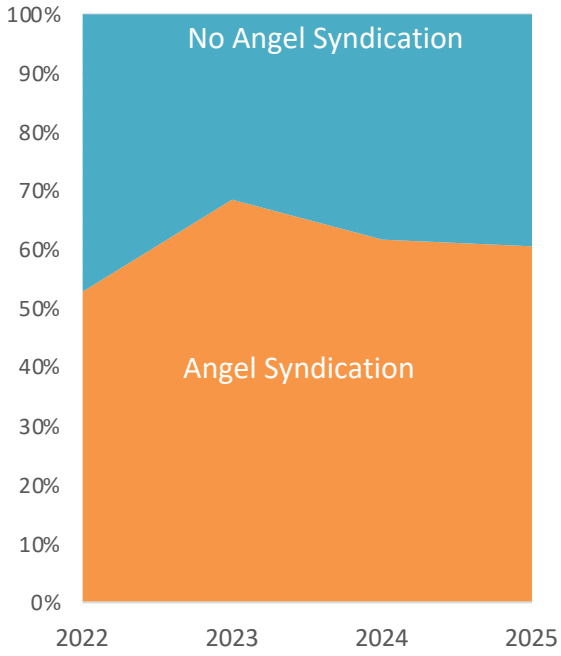
2022-2025 TCA INVESTMENTS
BY SYNDICATION
MIX OF COMPANIES



2022-2025 TCA INVESTMENTS
BY SYNDICATION
MIX OF DOLLARS



ACA BENCHMARK
BY SYNDICATION
MIX OF DOLLARS

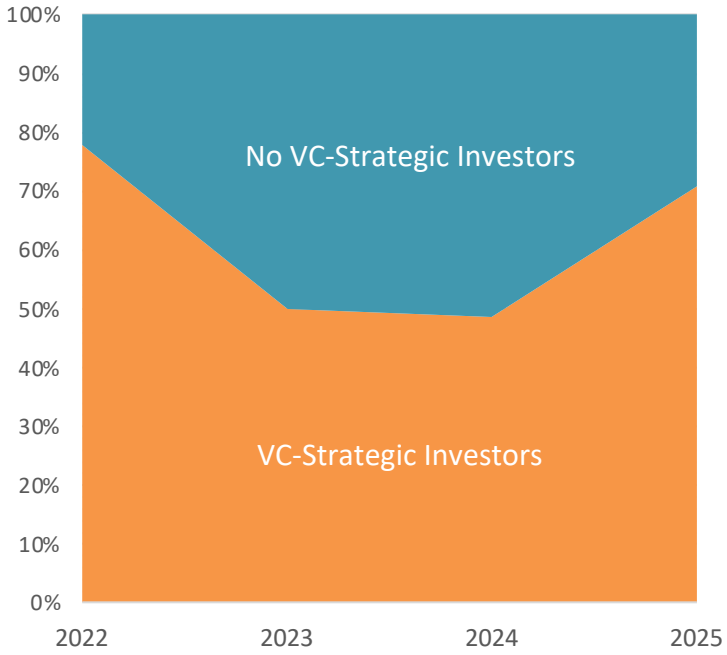


Source: TCA Venture Group; Angel Capital Association Angel Funders Report -- click here for full report

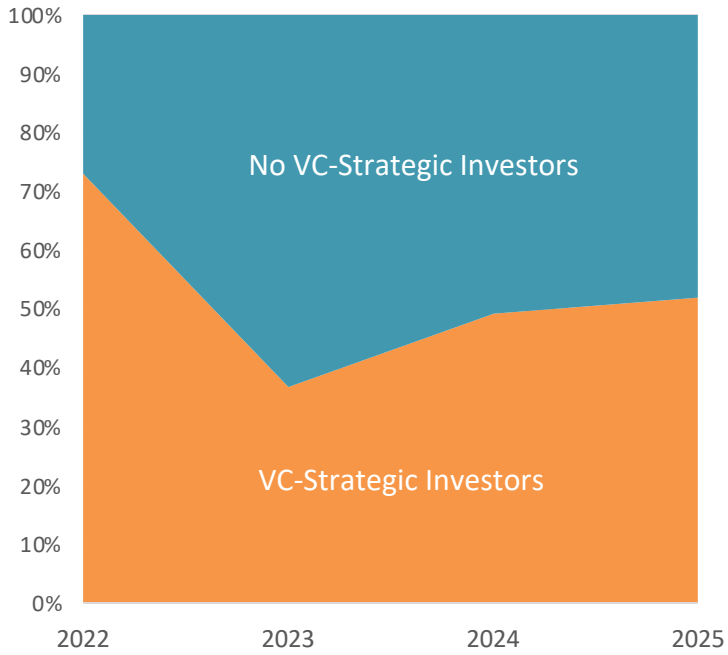
While Angel Syndication is increasing, involvement of VC's and Strategics is decreasing

- VC's and Strategics fell from 73% of the amount invested in 2022 to 52% in 2025, but this is an increase over the past two years
- VC's and Strategics grew to 71% of companies in 2025 compared to 49% in 2024
- For the ACA Benchmark, the % of amount invested in these deals fell to 30% in 2025
- TCA VG is helping fill in the gap due to the retrenchment of VCs

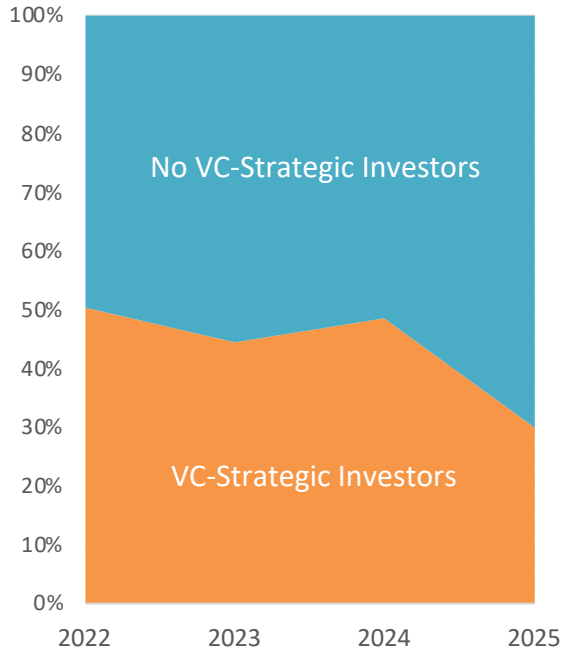
2022-2025 TCA INVESTMENTS BY VC & STRATEGIC PARTICIPATION MIX OF COMPANIES



2022-2025 TCA INVESTMENTS BY VC & STRATEGIC PARTICIPATION MIX OF DOLLARS



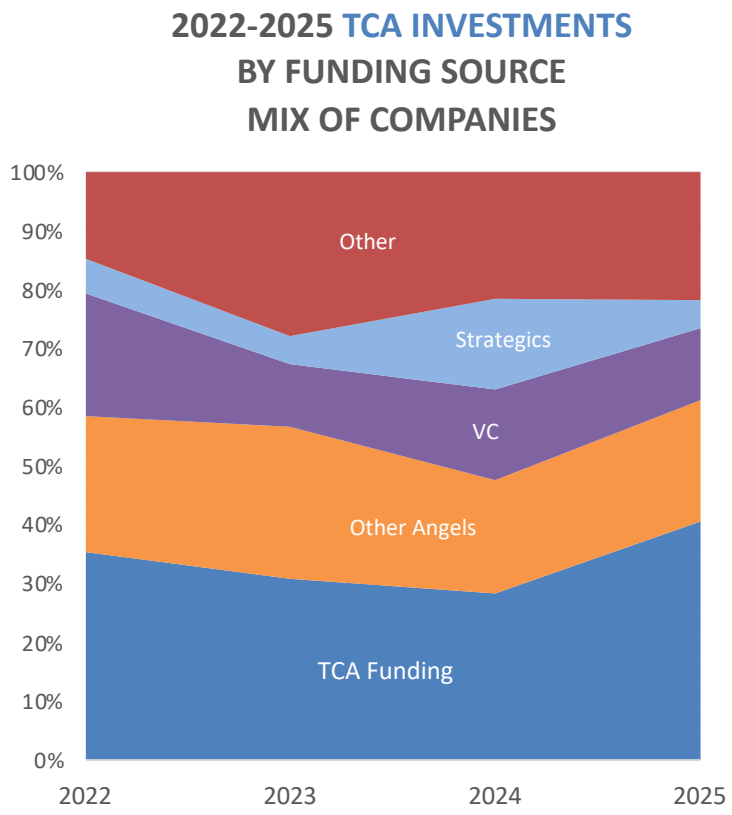
ACA BENCHMARK BY VC & STRATEGIC MIX OF DOLLARS

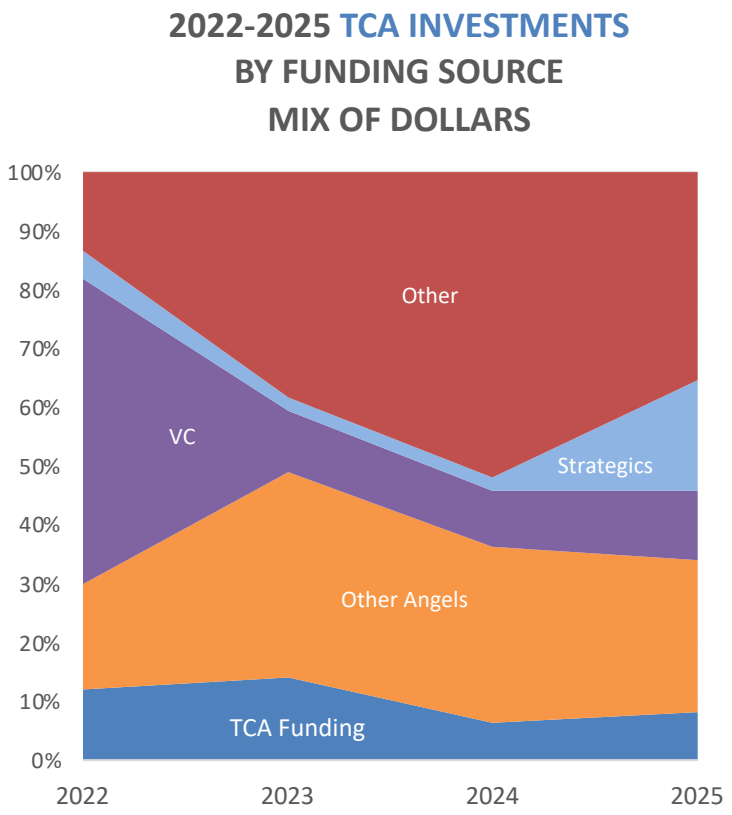


Source: TCA Venture Group; Angel Capital Association Angel Funders Report -- click here for full report

TCA VG funding was a larger portion of each round, and VC funding was lower

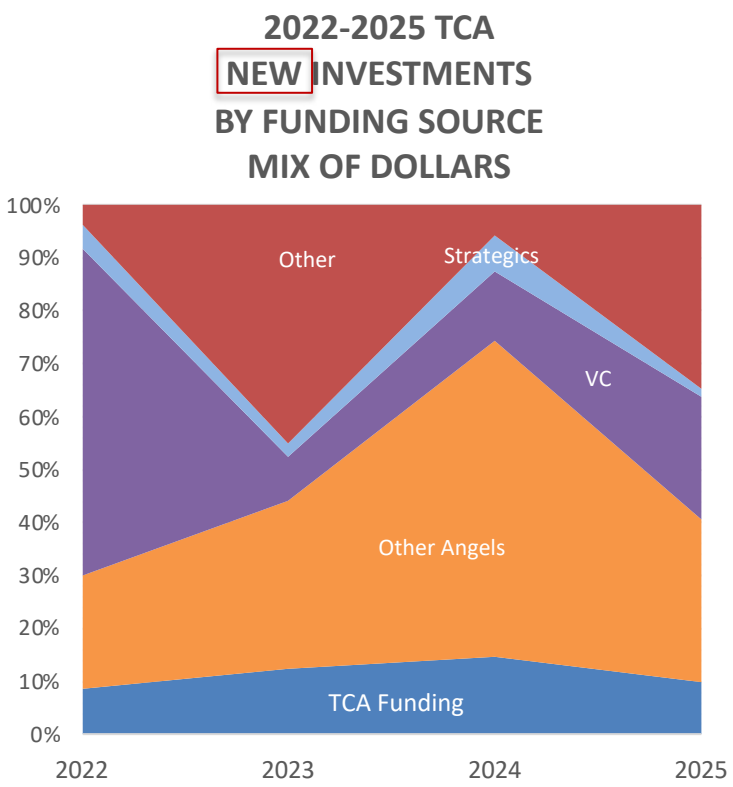
- In terms of dollar funding, TCA VG and other angel groups contributed 34% of funding in 2025 -- down from 49% in 2023
- Share of Strategics increased from 2% of investment in 2024 to 19% in 2025
- VC share of investment dropped from 51% in 2022 to only 12% in 2025
- This shift is not unusual since VCs tend to cut back more aggressively on funding new companies during a downcycle, focusing instead on sustaining existing portfolio

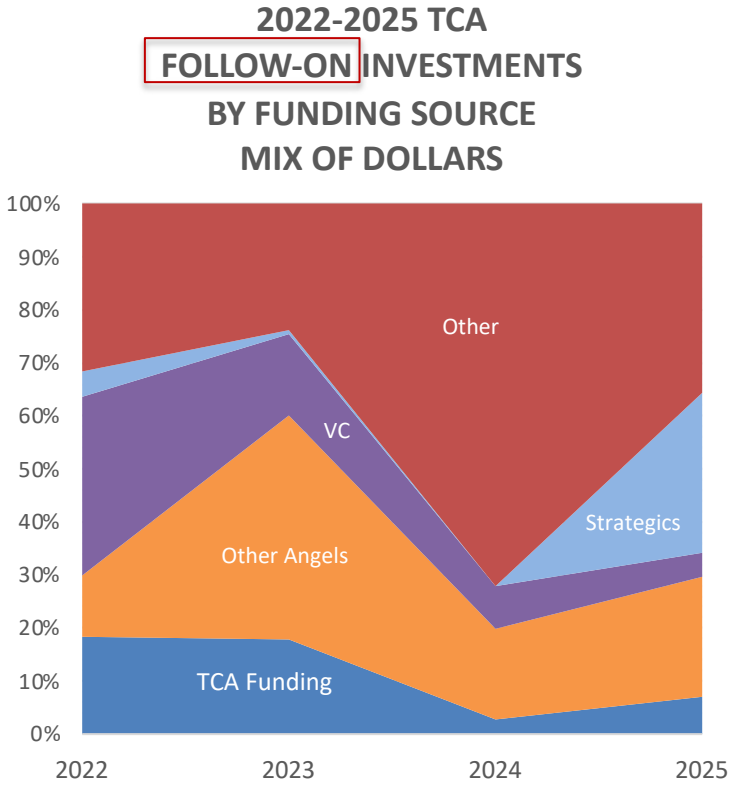




These shifts are affecting both new investments and follow-on investments

- In terms of dollar funding, TCA VG and other angel groups contributed 41% of new funding in 2025 -- compared to 30% for follow-ons
- Share of Strategics increased dramatically in follow-ons from 5% in 2022 to 30% in 2025
- VC share of investment dropped for both new and follow-on investment

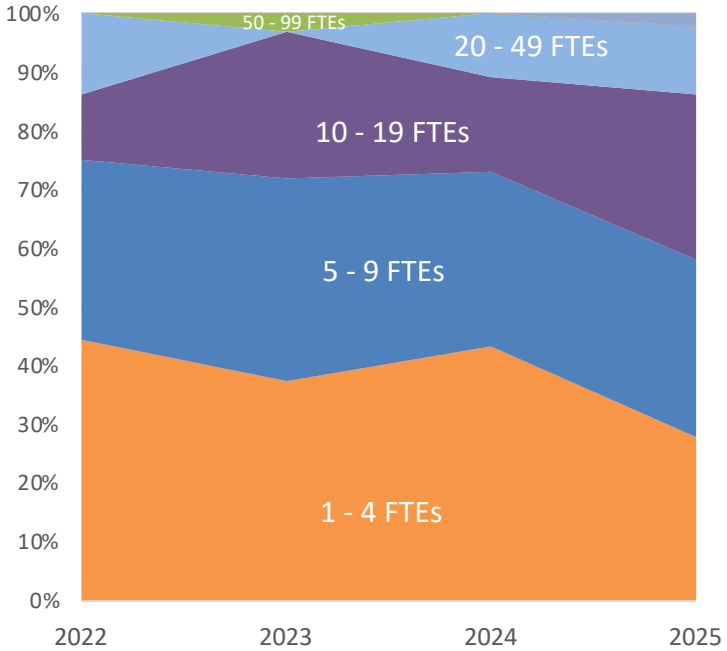




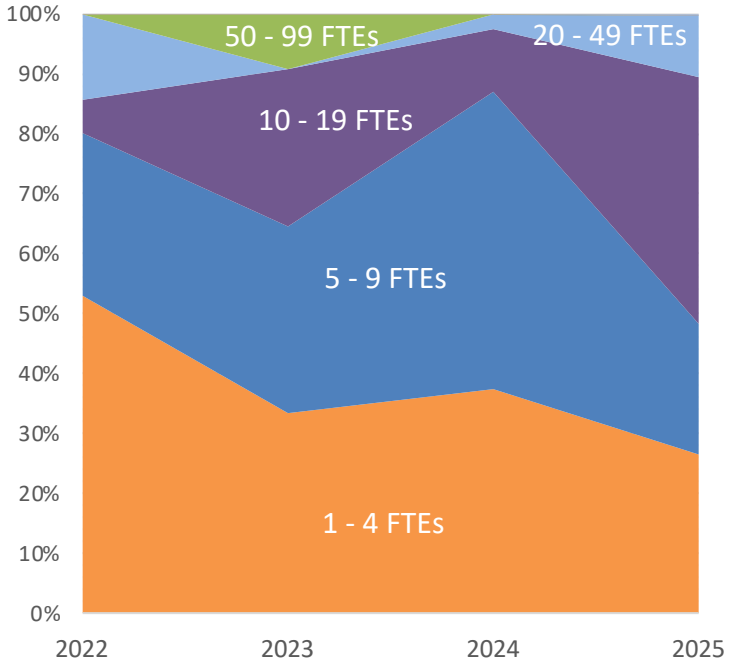
Headcount of funded companies is shifting to larger teams

- The percentage of funding going to companies with 1 - 4 FTEs dropped from 53% to 26% in 2025, reflecting a higher bar and greater maturity before funding. Surprising given AI has enabled smaller teams. ACA Benchmark trend increased to 26%
- This parallels the shift to fewer companies without revenue
- Funding to teams 10-19 FTEs increased significantly to 41% of investment in 2025 compared to 11% in 2024 and is higher than the ACA Benchmark of 29% in 2025

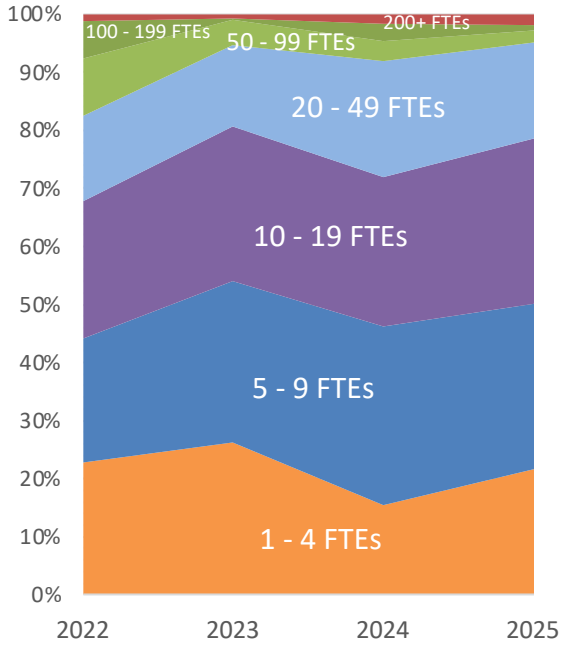
2022-2025 TCA INVESTMENTS BY HEADCOUNT MIX OF COMPANIES



2022-2025 TCA INVESTMENTS BY HEADCOUNT MIX OF DOLLARS



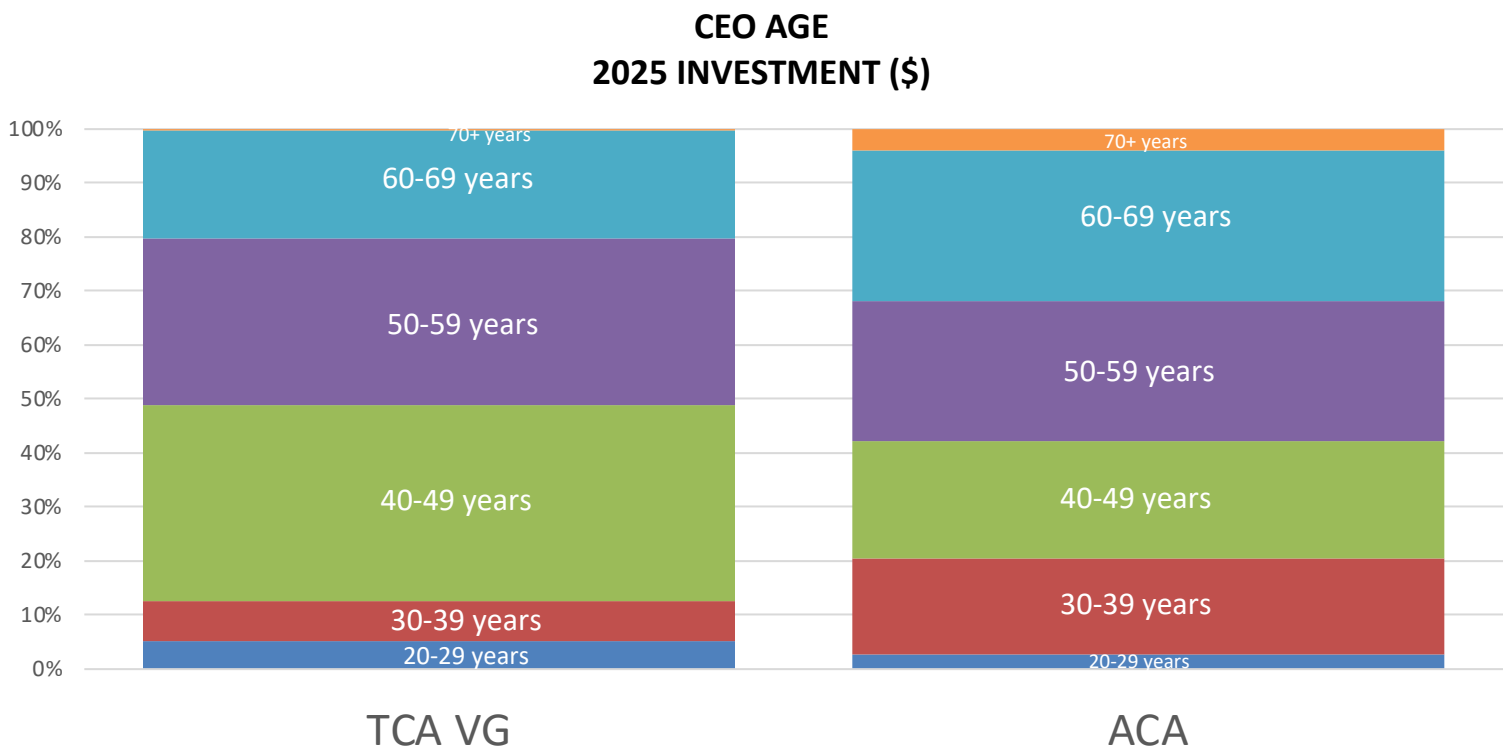
ACA BENCHMARK BY HEADCOUNT MIX OF DOLLARS



Source: TCA Venture Group; Angel Capital Association Angel Funders Report -- click here for full report

One myth to explode is that angels invest heavily in younger CEOs

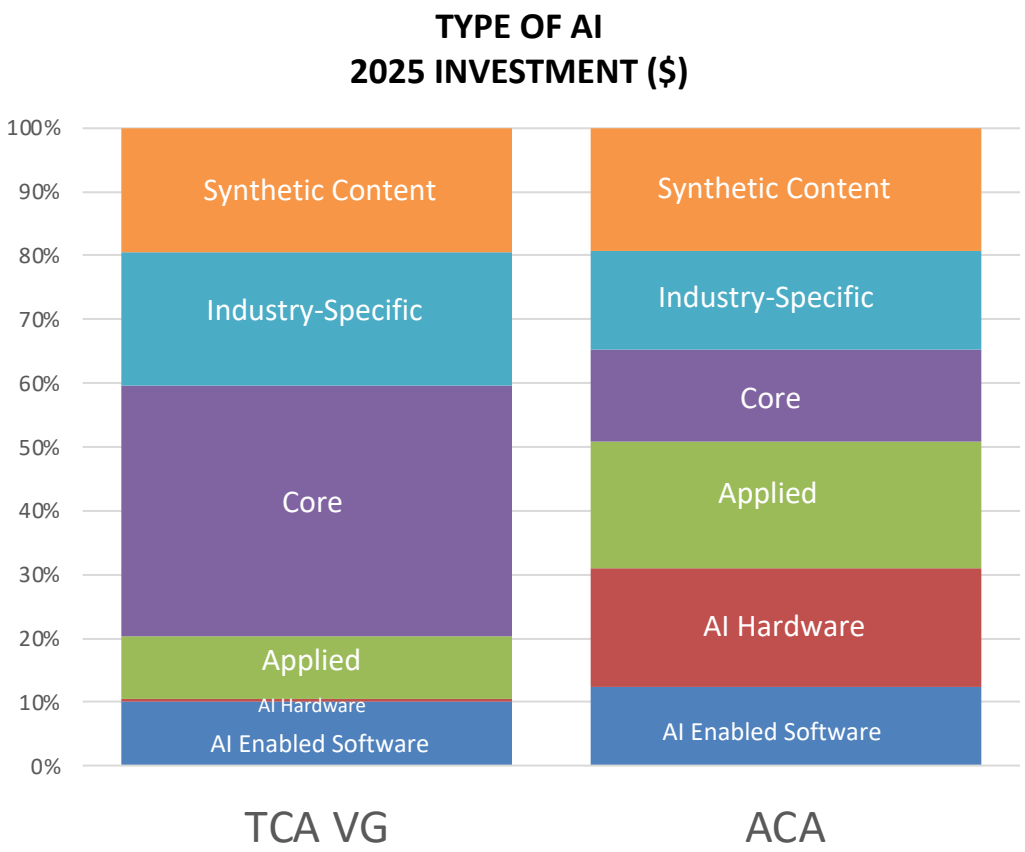
- 95% of TCA VG investment goes to companies with CEOs aged 30 or higher, compared to the ACA Benchmark of 97%
- With ACA Benchmark, there is a higher percentage of CEOs over 70 than there are CEOs under 30 -- 4% vs 3%
- The sweet spot at TCA VG seems to be in the range of 40-59 years old at 67%, compared to the ACA Benchmark of 48%



Source: TCA Venture Group; Angel Capital Association Angel Funders Report -- click here for full report

AI played a role in 74% of TCA VG's Investments in 2025

- There are many types of AI, so we used the classification developed by ACA
- TCA VG invested more in "Core" AI -- 39% vs 14% in the ACA Benchmark
- TCA VG also invested more in "Industry-Specific" AI -- 21% vs 14% in the ACA Benchmark
- TCA VG invested less in "AI Hardware" -- 1% vs 19% in the ACA Benchmark
- TCA VG also invested less in "Applied" AI -- 10% vs 20% in the ACA Benchmark



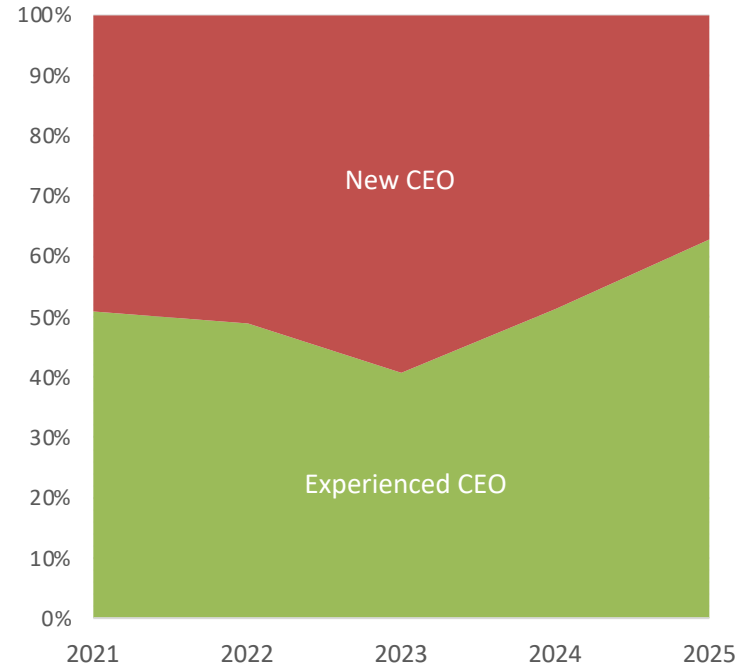
AI Hardware	AI-Enabled Software	Applied	Core	Industry-Specific	Synthetic Content
Edge AI Hardware (e.g., SiMa.ai, Mythic)	Customer Support AI (e.g., Ada, Forethought)	Autonomous Systems / Robotics (e.g., Boston Dynamics, Skydio, Nuro)	Foundation Model Developers (e.g., OpenAI, Anthropic, Cohere)	Agriculture AI (e.g., Blue River Technology, PEAT)	Image Generation (e.g., Stability AI, Midjourney, Runway)
Semiconductors and Chips for AI (e.g., Nvidia, Graphcore, Cerebras)	Cybersecurity AI (e.g., Darktrace, Vectra AI)	Computer Vision (e.g., Scale AI, Tractable, Clarifai)	Model Optimization and Training Platforms (e.g., MosaicML, Hugging Face, Together AI)	Financial Services AI (e.g., Zest AI, Upstart, Kensho)	
	HR and Recruiting AI (e.g., Paradox, HireVue)	Natural Language Processing (NLP) (e.g., Grammarly, Jasper, Writer)		Healthcare AI (e.g., Tempus, PathAI, Viz.ai)	
	Sales and Marketing AI (e.g., Gong, Clari, Drift)	Recommendation Systems (e.g., Coveo, Algolia)		Legal AI (e.g., Casetext, Harvey)	
				Retail & E-commerce AI (e.g., Standard AI, SymphonyAI Retail)	
				Software Development (Cursor)	

Source: TCA Venture Group; Angel Capital Association Angel Funders Report -- click here for full report

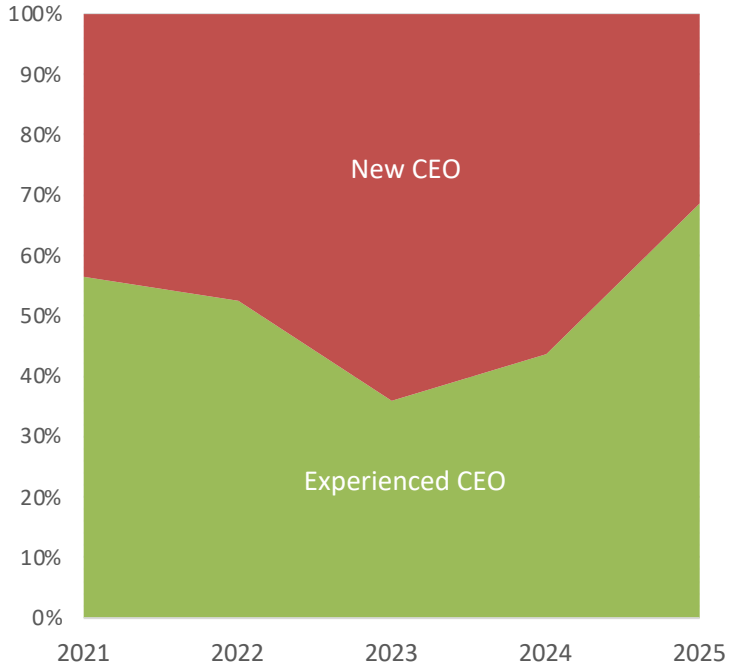
TCA VG is investing more in CEOs with prior experience as CEO

- 69% of funding in 2025 was for companies led by CEOs with previous experience as CEO, up from 36% in 2023
- This compares to the ACA Benchmark of 35%
- TCA VG members are taking note of recent studies by other angel groups that have shown higher returns for CEOs with previous experience -- click here
- We will be studying this for TCA VG's portfolio in the coming year

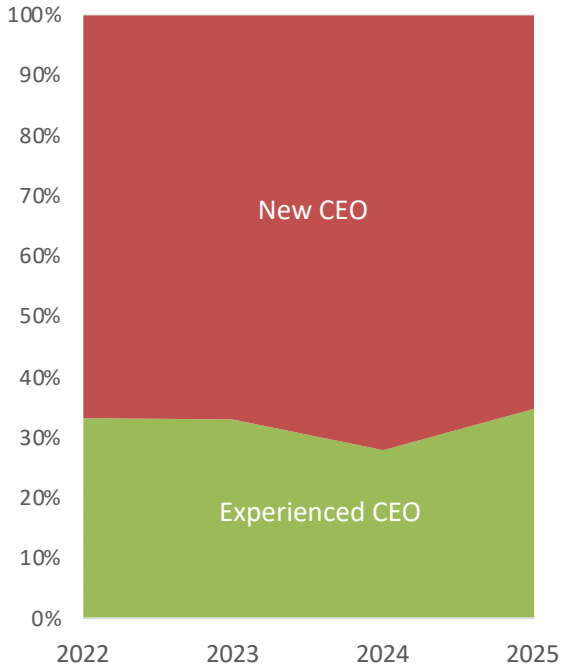
2021-2025 TCA INVESTMENTS
BY CEO EXPERIENCE
MIX OF COMPANIES



2021-2025 TCA INVESTMENTS
BY CEO EXPERIENCE
MIX OF DOLLARS



ACA BENCHMARK
BY CEO EXPERIENCE
MIX OF DOLLARS

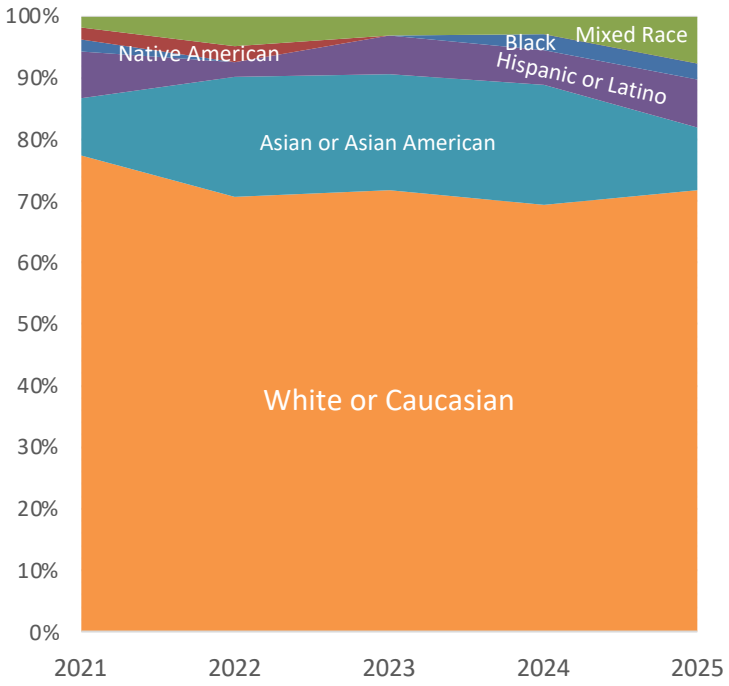


Source: TCA Venture Group; Angel Capital Association Angel Funders Report -- click here for full report

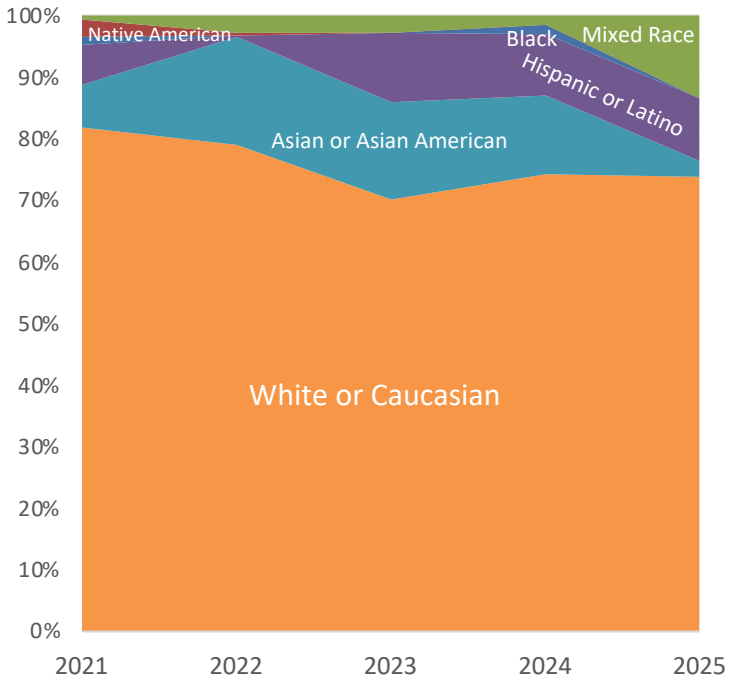
We are striving for greater diversity in our members and the background of our portfolio company CEOs

- In terms of funding, the percentage going to non-white CEOs has increased from 21% in 2022 to 26% in 2025
- This minority representation is significantly higher than ACA Benchmarks of 14% in 2025
- At the end of 2025, two of our four network Presidents are non-white

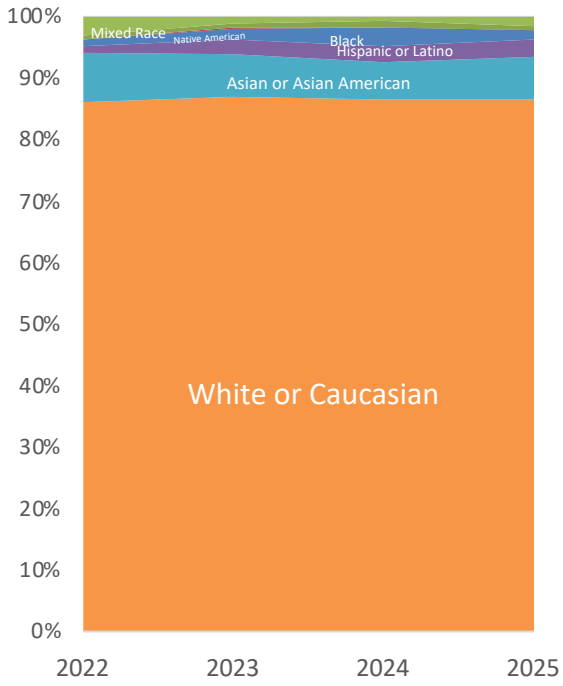
2021-2025 TCA INVESTMENTS BY CEO ETHNICITY MIX OF COMPANIES



2021-2025 TCA INVESTMENTS BY CEO ETHNICITY MIX OF DOLLARS



ACA BENCHMARK BY CEO ETHNICITY MIX OF DOLLARS

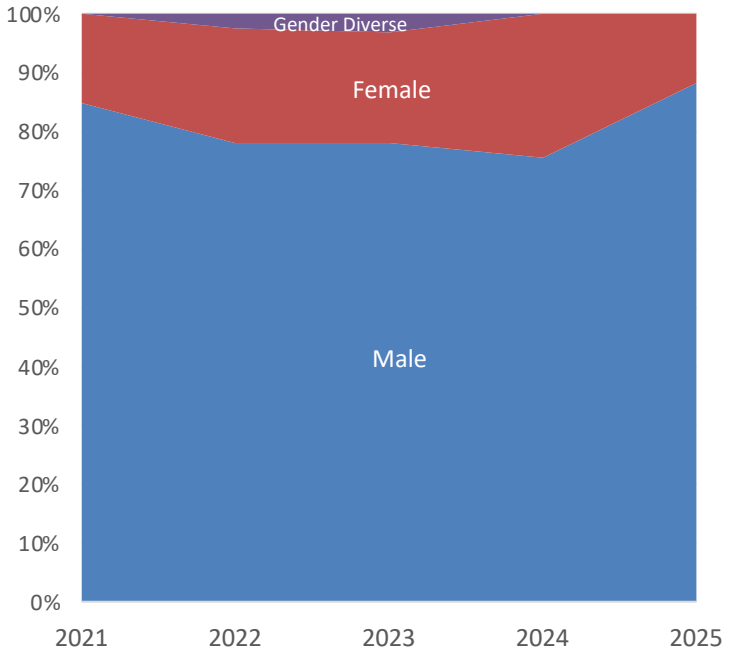


Source: TCA Venture Group; Angel Capital Association Angel Funders Report -- click here for full report

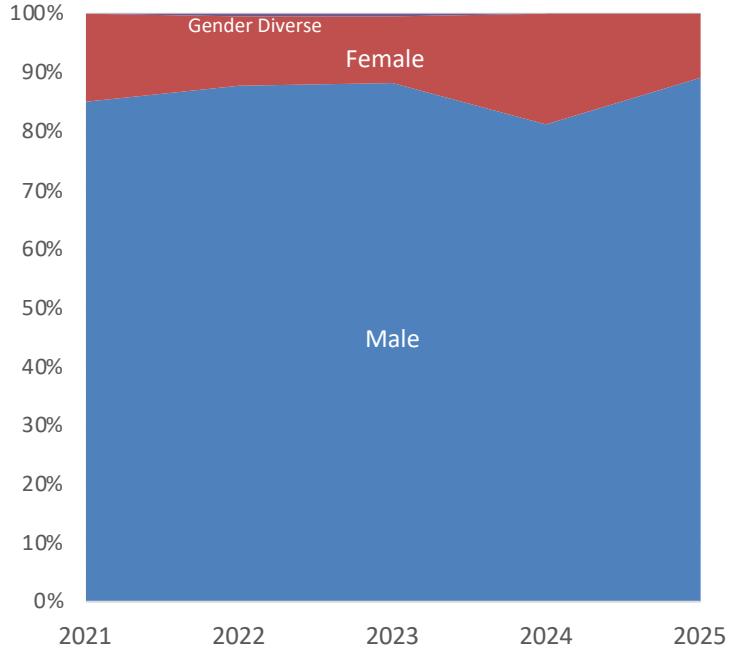
After improvement in 2024, funding of female CEOs declined in 2025

- In terms of funding of female CEOs, the amount at 11% was level with 2021- 2023, but down from a spike to 19% in 2024. In terms of number of companies, the percentage was 12% in 2025, down from 24% in 2024
- Compared to ACA Benchmarks, funding percentage was slightly below ACA Benchmarks of 17% in 2025 down from 20% in 2024
- At the end of 2025, two of our four network Presidents are female, as is our Vice Chair

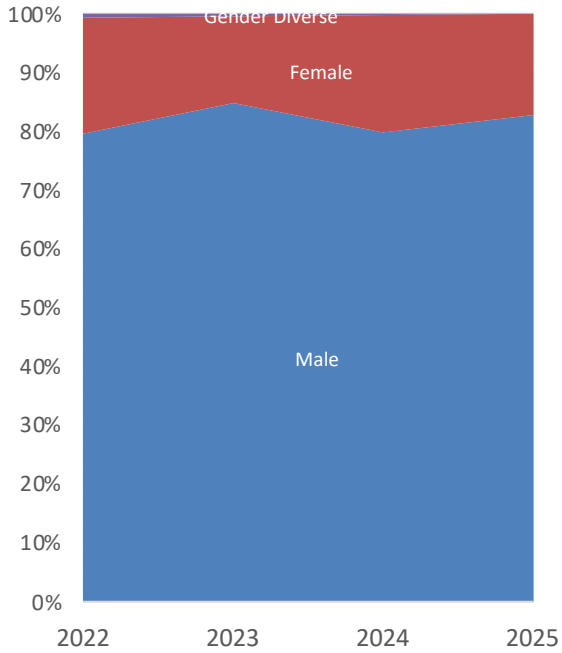
2021-2025 TCA INVESTMENTS BY CEO GENDER MIX OF COMPANIES



2021-2025 TCA INVESTMENTS BY CEO GENDER MIX OF DOLLARS



ACA BENCHMARK BY CEO GENDER $

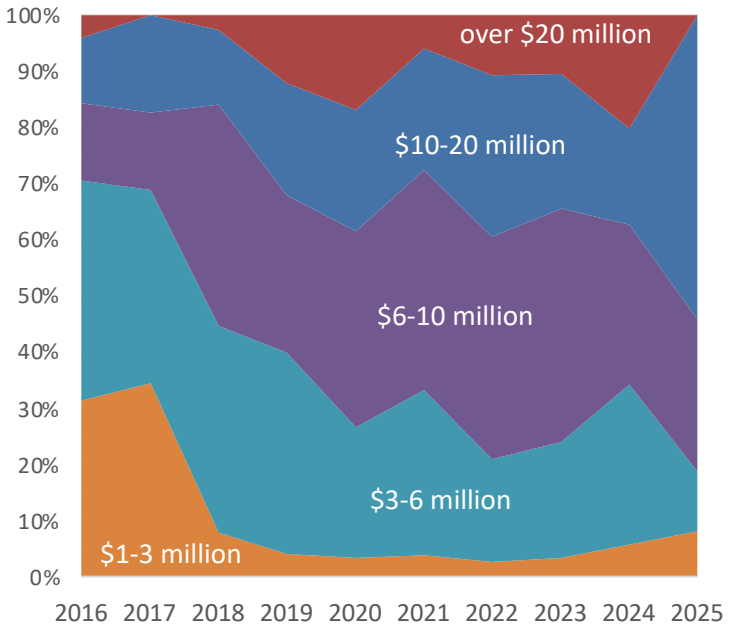


Source: TCA Venture Group; Angel Capital Association Angel Funders Report -- click here for full report

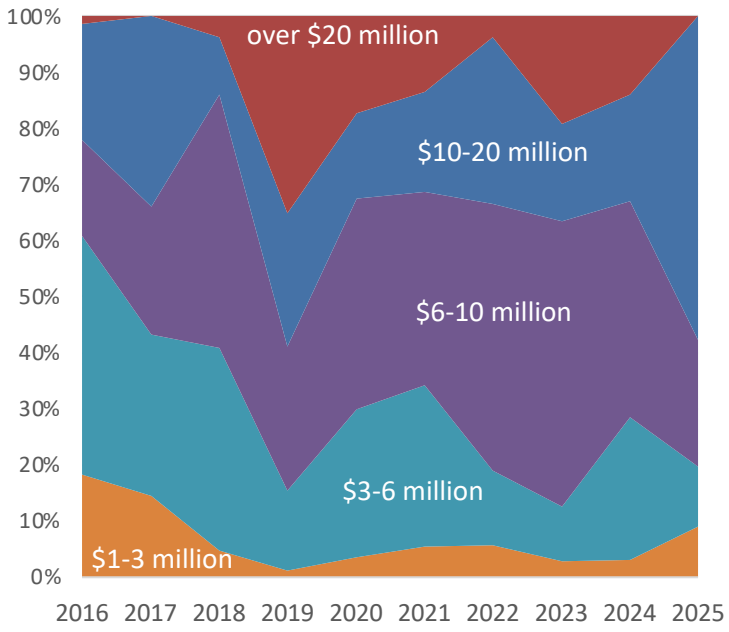
Valuations at the time of TCA VG investment continue to increase above historical levels -- this hopefully will reverse in 2026

- 20% of TCA VG's investment dollars in 2025 were in companies with valuations below $6 million, continuing a steady decline since 61% in 2016
- The long-term "sweet spot" for angel investing has been deals valued at $1-3 million --- this declined to 9% of invested capital from 18% in 2016
- The 2025 valuation mix for TCA VG has less investment above $20 million compared to ACA Benchmarks

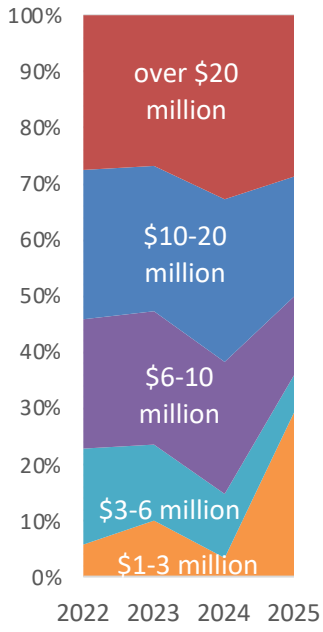
2016-2025 TCA INVESTMENTS BY VALUATION MIX OF COMPANIES



2016-2025 TCA INVESTMENTS BY VALUATION MIX OF DOLLARS



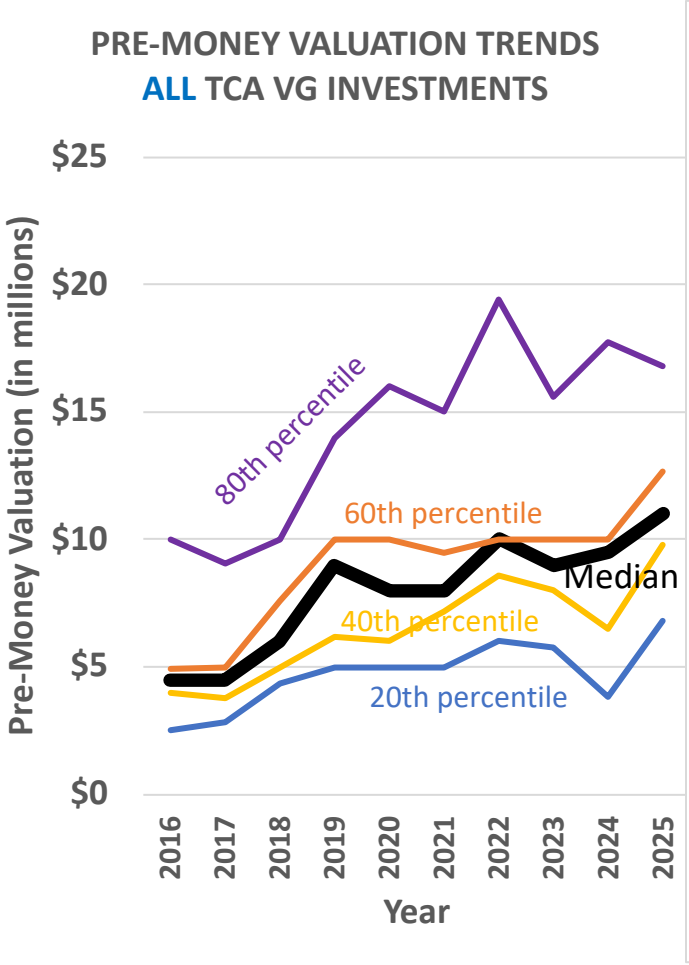
ACA BENCHMARK BY VALUATION $

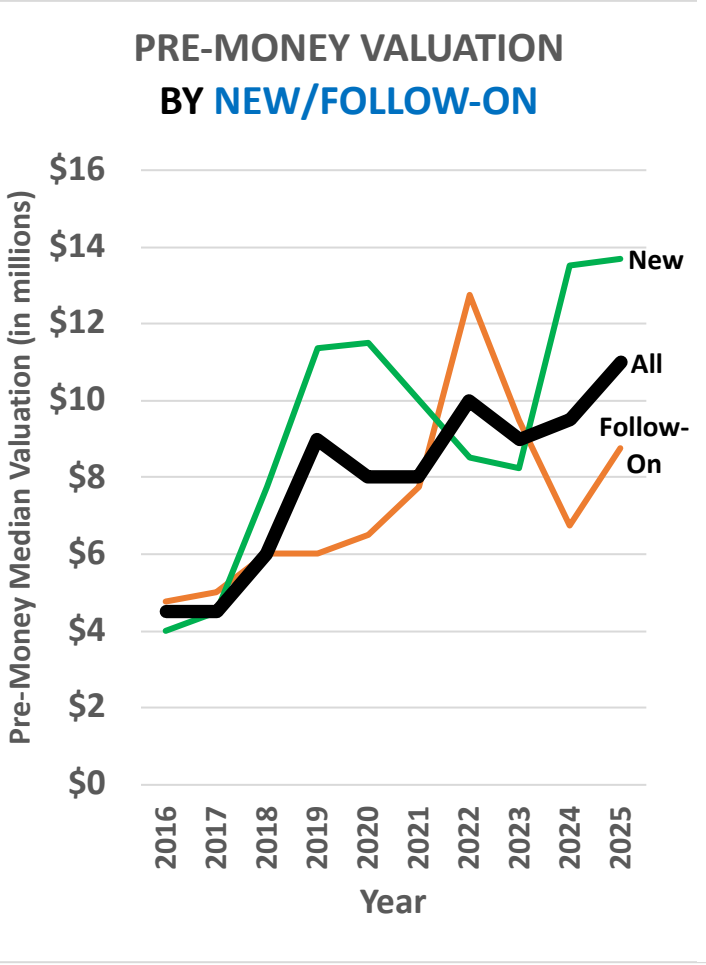


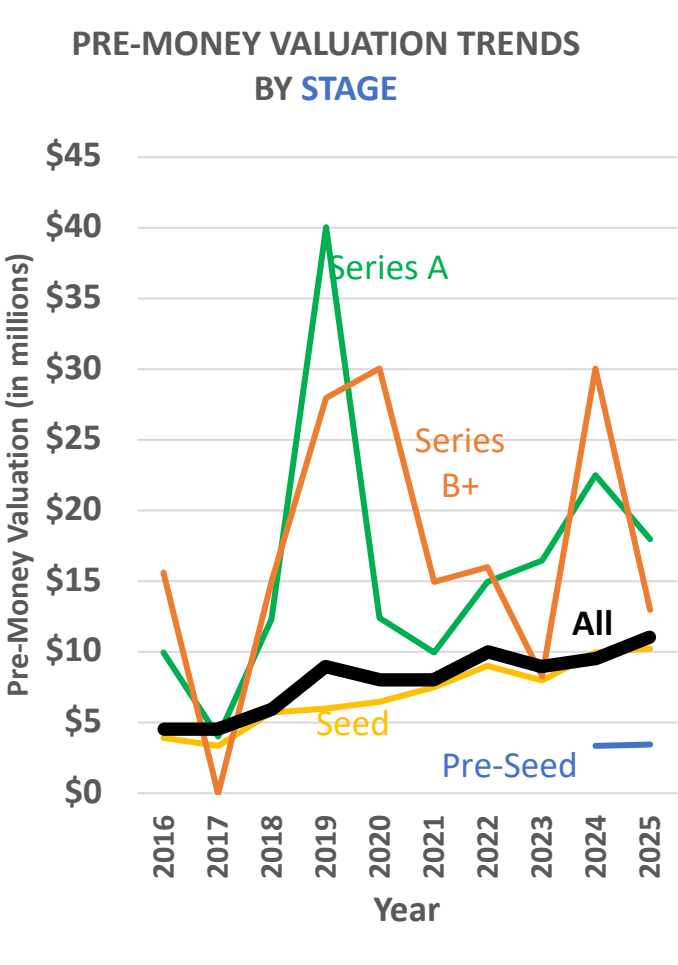
Source: TCA Venture Group; Angel Capital Association Angel Funders Report -- click here for full report

More on Valuation Trends ...

- The median valuation increased to $11 million from $9.5 million in 2024 and has still not dropped as much as later stage valuations and exits
- The spread in valuations remains -- the 80th percentile is 2 times the median
- New deals moved higher than follow-ons, driven partly by flat or down rounds, and partly because new deals had higher valuation due to more significant revenues
- Series B+ valuations dropped dramatically, reflecting market forces for later stages

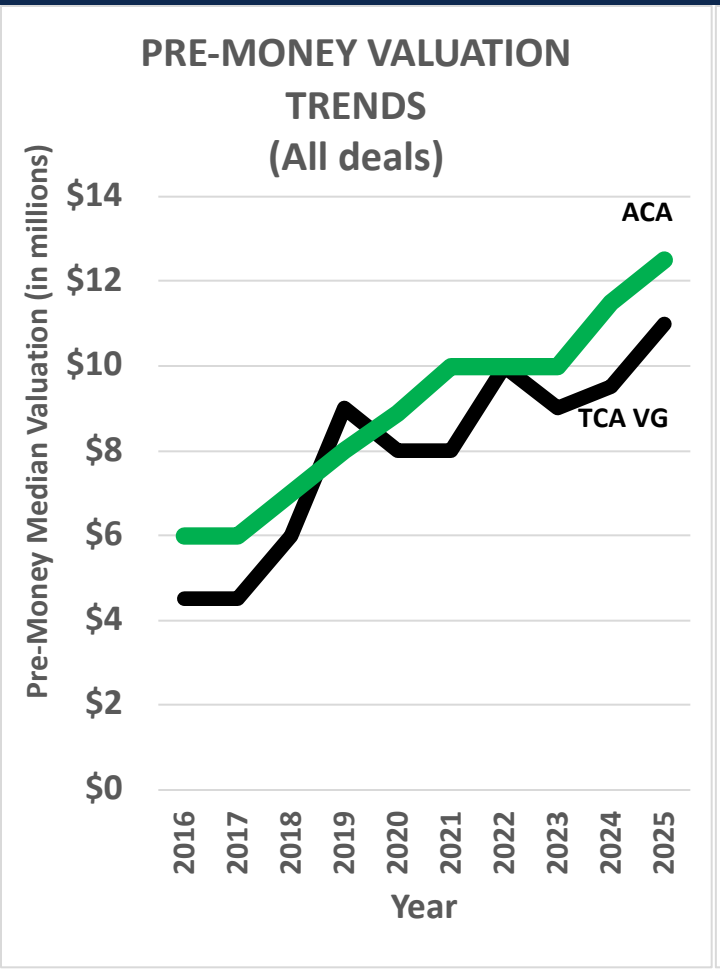


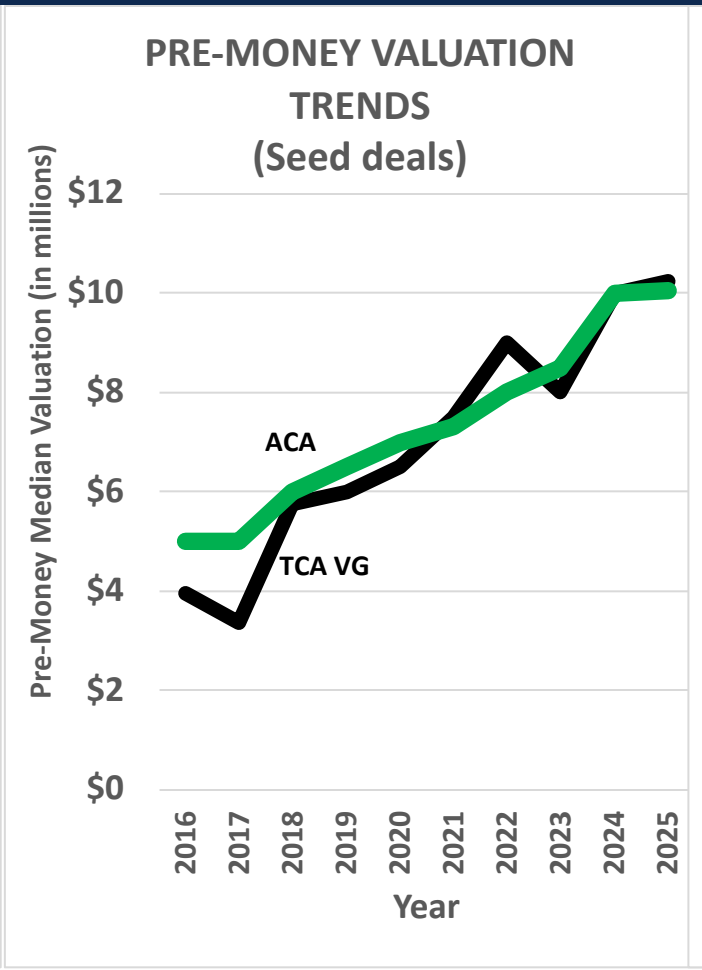


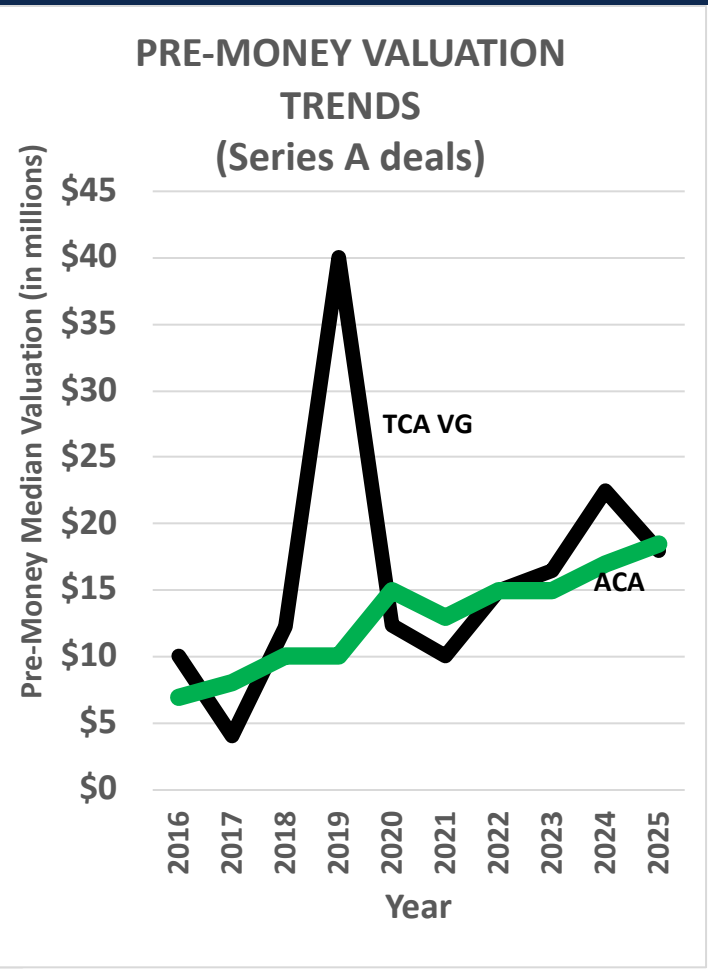


More on Valuation Trends relative to benchmarks ...

- The overall medians for TCA VG in the past three years are mostly consistent with ACA Benchmarks
- Seed valuations generally track ACA Benchmarks
- However, Series B and later valuations for TCA VG are significantly less than ACA Benchmarks -- perhaps because the ACA deals have been more Series C and later







Source: TCA Venture Group; Angel Capital Association Angel Funders Report -- click here for full report

Looking Ahead: Technology & Strategic Partnerships

Using AI to Improve TCA VG Investment Evaluation and Due Diligence Processes

- Our AI-assisted TIRRs (TCA Investor Readiness Reports) provide a structured, consistent initial assessment of investment opportunities, highlighting company strengths, potential risks, and areas requiring deeper investigation.

- TCA VG is also using AI to support due diligence, helping our investment teams evaluate opportunities more efficiently and focus their attention on the issues most relevant to investment decisions. While currently deployed selectively, we intend to integrate these capabilities more directly into our application and screening workflows. AI enhances, but does not replace, the experience and judgment of our members.

Strategic Affiliate relationships

- TCA VG continues to expand its relationships with selected angel investment organizations through its Strategic Affiliate program. These reciprocal relationships extend access to quality deal flow, provide opportunities for participation in screening and due diligence, and promote investment syndication across organizations. The program leverages the expertise, geographic reach, and industry specialization of participating angel groups while providing additional investment opportunities for their members. It builds on TCA's collaborative investment model and complements the broader Angel Syndication Network.

Tips for Entrepreneurs Going Forward

Dramatic drops in later stage exit activity and valuations, a weak IPO market, and VCs collapsing back to support their existing portfolio companies all translate into a challenging funding environment. But early stage investors like TCA VG continue to invest in great companies.

Our advice to smart entrepreneurs at this stage in the cycle is to be well prepared:

- Get realistic about valuation and don't look to historical averages. Any investment will be hard, and overpricing can be fatal if it leaves you underfunded or unable to secure follow-on funding a year or two in the future without a down round.
- Maintain a healthy runway. In the next year or two, more good companies will likely fail for lack of financing than for all other reasons combined.
- If you are lucky enough to attract funding, raise as much money as you can in the current round and don't be concerned about dilution. You won't regret it later.
- Stay focused. Spend wisely and frugally. If the next dollar you spend doesn't make for a better product or better customer experience, don't spend it.
- Seek investors who can provide you with experience, guidance and contacts that can help you navigate the challenges ahead (rather than those that are willing to offer the highest valuation), and listen to your advisers.
- Welcome board representation from experienced angel groups such as TCA VG. Analysis of TCA VG portfolio shows returns on outcomes with board representation are 14 times better, and 8x better at CTAN.

Tips for Angels Going Forward

Our advice to smart angels at this stage in the cycle is to be well prepared:

- Accelerate funding of companies who embrace more realistic valuations -- particularly companies which can achieve breakeven with the funds raised in the current round
- Be cautious about investing in companies that cannot achieve breakeven with funds from the current round if future funding sources do not materialize
- Invest in funds if you have a limited amount of capital to deploy -- giving you the benefits of diversification that is so important in this class of investment. Supplement the investment in funds with direct investment in areas/markets in which you or your group have expertise
- Join a trusted experienced angel group to access quality deal flow and the expertise of others in due diligence and mentorship of the companies moving forward
- Learn from other experienced angels by participating in the Angel Capital Association's Angel University, webinars and annual ACA Summit conference. TCA VG members are all members of ACA, and have access to those benefits.
- Be patient -- you'll likely have more failures than successes, and the successes will typically come later. But a few of the successes should more than compensate for the shutdowns and yield an overall attractive portfolio return

FOR MORE INFORMATION

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