HAATCH™ FOR ADVISORS

UNDER THE HAATCH

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Risk Warning

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Due to the potential for losses, the Financial Conduct Authority (FCA) considers this investment to be high risk.

What are the key risks?

- You could lose all the money you invest
  Investments made by the Haatch funds will be in shares in start-up businesses. Investors in these shares often lose 100% of the money they invested, as most start-up businesses fail.
- You are unlikely to be protected if something goes wrong
  Protection from the Financial Services Compensation Scheme (FSCS), in relation to claims against failed regulated firms, does not cover poor investment performance. Try the FSCS investment protection checker here.
  Protection from the Financial Ombudsman Service (FOS) does not cover poor investment performance. If you have a complaint against an FCA-regulated firm, FOS may be able to consider it. Learn more about FOS protection here.
- You won't get your money back quickly
  Even if the businesses the Haatch Funds invest your money in are successful, it may take several years to get your money back.
  The most likely way to get your money back is if the businesses invested in by the Haatch (S)EIS Fund(s) are bought by another business or list their shares on an exchange such as the London Stock Exchange. These events are not common.
  Start-up businesses very rarely pay you back through dividends. You should not expect to get your money back this way.
- Don't put all your eggs in one basket
  Putting all your money into a single business or type of investment for example, is risky. Spreading your money across different investments makes you less dependent on anyone to do well.
  A good rule of thumb is not to invest more than 10% of your money in high-risk investments.
- The value of your investment can be reduced
  The percentage of each investee company that the Haatch funds own will decrease if the business issues more shares. This could mean that the value of your investment in each investee company reduces, depending on how much the business grows. Most start-up businesses issue multiple rounds of shares.
  These new shares could have additional rights that your shares don't have, such as the right to receive a fixed dividend, which could further reduce your chances of getting a return on your investment.
- If you are interested in learning more about how to protect yourself, visit the FCA's website here.

How we Haatched

We were founded by ex-entrepreneurs with £100m+ exits combined

Scott Weavers-Wright OBE
CO-FOUNDER & PARTNER

kiddicare

King's Trust — PROUD TO BE A PATRON — ALUMNI

Fred Soneya
CO-FOUNDER & PARTNER

elevaate — a Quotient company

Haatch in numbers

170+

Portfolio Companies

£100m+

AUM

425+

Subsequent Investment Rounds

Top Quartile

For **lowest fees** in the market

2,500+

Investors

8 Exits

5 in 2025 alone

£1bn+

Total Portfolio Value

£27m

Commitment from the **British Business Bank** to invest alongside us in every deal

5-10%

Partner commitment in all our Funds

Testimonials

"Haatch is now the best established (S)EIS manager of its age."

Hardman & Co. Review, 2025

What we invest in…

Seed & Pre-seed stage
Business to Business
Software as a Service

That solve
pain points for
large organisations

Leveraging
SEIS and EIS
for tax efficiency

Our Fund Structure

SEIS Fund

Our SEIS Fund invests in 9-15 new businesses at the Pre-Seed Stage, there must be clear identification of their Ideal Customer Profile and evidence of moving them through the sales funnel.

EIS Fund

Our EIS Fund invests 5-7 breakout performers from the SEIS Fund, as well as new businesses. All the investments from this Fund have a minimum of £120k Annual Recurring Revenue (ARR).

Seedcamp

andreessen horowitz

GREYCROFT

Accel

We engage Tier 1 coinvestors to support growth

Pre-Seed	Seed	Series A	Series B

Portfolio Highlights

2019	2020	2021	2022	2023	2024
Eleanor 9.86x	Re-flow Field Management (EXITED) 6.55x	denturly 6.67x	Native Teams (EXITED) 7.40x	AppFactor 2.85x	AUGMETEC 1.95x
DEAZY 7.88x	AeroCloud 6.43x	BETMATE 6.36x	ningi 4.52x	ningi 1.88x	Radom 1.51x
Poplar.Studio 2.50x	Eleanor 5.75x	ODIN 3.82x	Re-flow Field Management (EXITED) 4.10x	Further 1.74x	Beings 1.35x

 All uplifts are unrealised and externally validated and do not factor in tax relief. Share price accurate as of 7th January, 2026

Recent Exits

In 2025, we had five profitable exits, including;

Re-flow

We first backed **Re-flow** through two separate EIS Funds, investing in 2020 and 2022, having identified its potential to modernise outdated field operations with smart digital workflows.

In March 2025, Re-flow was acquired in an all-cash deal, delivering a strong exit and returning the majority of capital invested across both funds.

Realised return of

6.5x

in 4.5 years

Realised return of

4.06x

in 3 years

Native Teams

We invested in **Native Teams** in 2021 through our SEIS Fund, backing their vision to empower remote workers and freelancers globally. In just over three years, the company scaled to serve over 30,000 users in 65 countries, with over £10m in ARR.

In April 2025, we exited our holding in Native Teams to a private investor group, marketing yet another fast growth success story in our portfolio.

Realised return of

7.4x

in 3 years

Lessons Learnt

Company failures, and how our investment thesis has evolved from our learnings

Orbital Chat/Collaboration solution	Understock Me B2B Marketplace for Surplus Stock	Wine List D2C Wine Subscription
Fast moving collaboration market. Failed to have an ultra-clear ICP and demonstrable ROI at the buyer level from day one.	Two-sided marketplace with logistics complexity. Inconsistent demand and poor scalability.	High customer acquisition cost, low retention, thin margins. Failed to build a scalable, defensible model.
→ Not enterprise-grade economics. Core focus is now on scalable solutions.	→ No recurring software revenue: now focus solely on B2B SaaS with clear ROI.	→ Consumer subscription, not B2B SaaS: now excluded from our criteria.

OUTCOME

These lessons reinforced our commitment to backing already revenue-generating **B2B SaaS companies solving deep, persistent problems for larger organisations**, with scalable models and operational alignment.

No Hidden Fees:

Our Simple Fee Structure Explained

	HAATCH SEIS FUND	HAATCH EIS FUND
Upfront Fee, covering the fund life	2% for 5 years (Effective 10% upfront covering fund life)	2% for 5 years (Effective 10% upfront covering fund life)
Ongoing Fees	£0	£0
Performance Fee	0% up to 1x, 25% from 1x-5x & 30% >5x	0% up to 1x, 25% from 1x-5x & 30% >5x
Target Portfolio Size	9-15	5-7
Target Hold Period	5-8 years	5-7 years
Deployment Timescales	3.6-3.8 months on average	3.6-3.8 months on average, targeting the current tax year
Income Tax Relief Available to qualifying investors	50% (of capital deployed)	30% (of capital deployed)
Capital Gains Tax Relief	50% Reinvestment Relief	100% Deferral Relief
Inheritance Tax Relief After	2 years	2 years

As we don't charge portfolio companies...

KKR

Index Ventures

AlbionVC

NOTION

PLAYFAIR Capital

PUMA PRIVATE EQUITY

Accel

andreessen horowitz

amazon

Seedcamp

GREYCROFT

we've invested before or alongside the most highly regarded investors in the world.

YOUR TEAM

Get in Touch

Your dedicated team of Senior members.

Olivia Drinnan

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Jessica Fox

HEAD OF INVESTOR RELATIONS

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Tom Healy

HEAD OF FUNDRAISING

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Important note

Investing in start-ups and early-stage businesses involves risks, including illiquidity, lack of dividends, loss of investment and dilution. It should be done only as part of a diversified portfolio. Any investments are targeted exclusively at investors who understand the risks of investing in early-stage businesses and can make their own investment decisions. Any pitches for investment are not offers to the public. The value of an Investment may go down as well as up and an Investor may not get back the full amount invested and may therefore lose some or all of their Investment.

The tax treatment of EIS and SEIS depends on the individual circumstances of each investor and may be subject to change in the future. In addition, the availability of any tax reliefs depends on investee companies maintaining their qualifying status. This document constitutes a financial promotion relating to the Fund and is both issued and approved by Haatch Ventures LLP on 7th January 2026.