

# TARGET PARTNERS



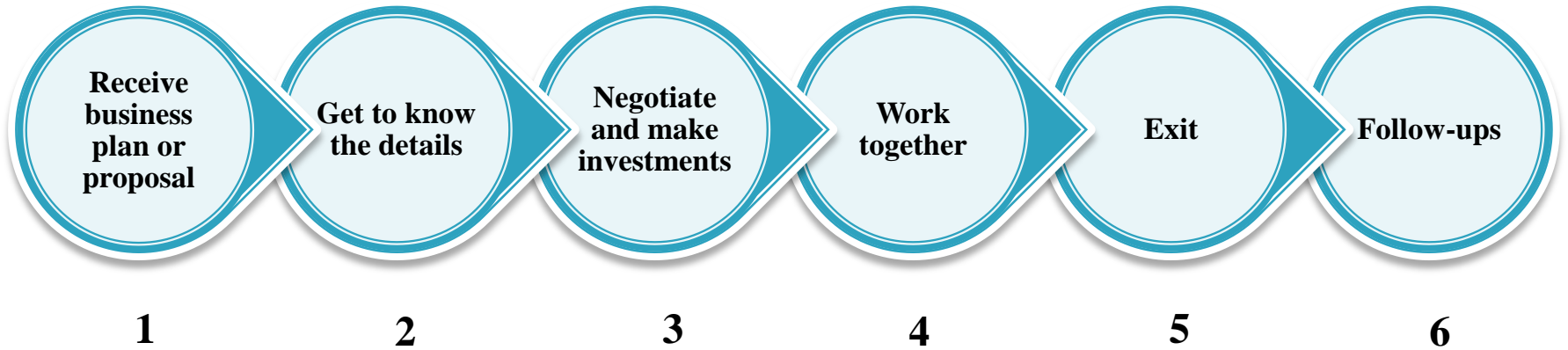
Shao Qi | Edmund



# Introduction

- ▶ Venture capital investor in Europe
  - Typically invest in the early stages of the companies (Series A)
  - Open to later stage investment for more mature businesses
- ▶ Founded in 1999
- ▶ Young technology companies
- ▶ Germany, Austria and Switzerland

# Business Process

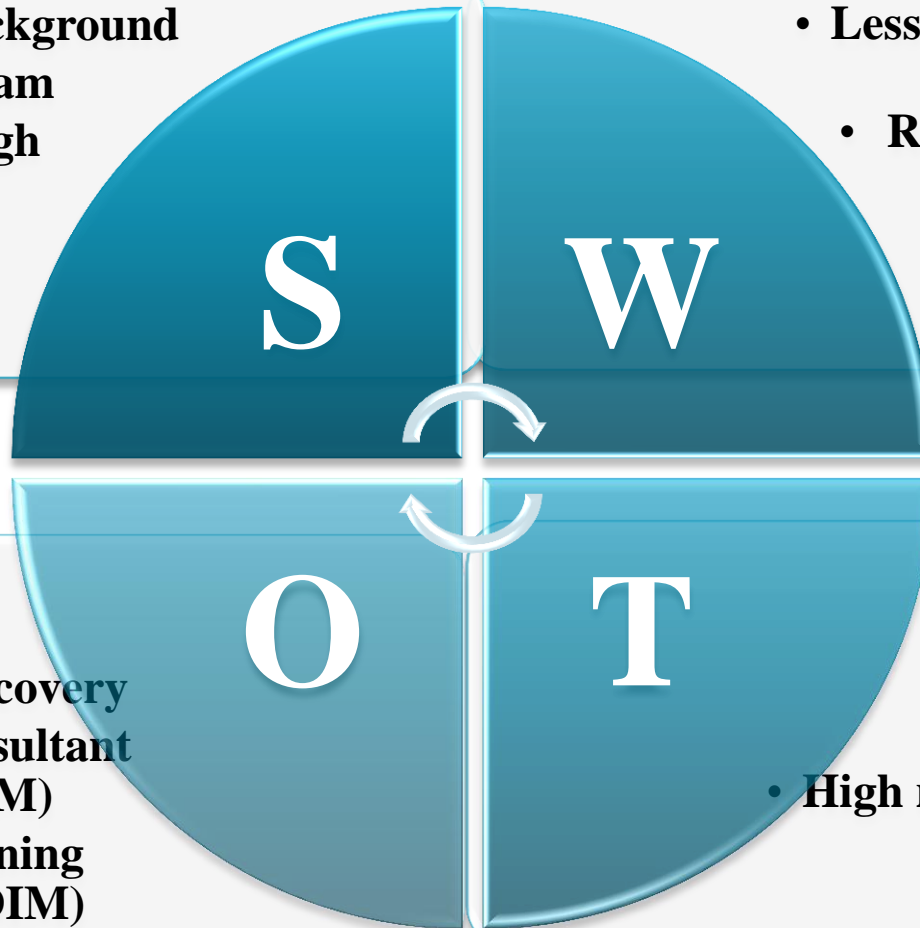


<http://www.targetpartners.de/en/>

# SWOT

- **Strong tech background**
- **Experienced team**
- **Network through advisors**
- **Clear goal and specialization**

- **Less aggressive to gain proposals**
- **Repeated content at online media**



- **Good crisis recovery**
- **Extend to consultant service (QaDIM)**
- **Extend to training industry (QaDIM)**

- **High risk investment on Series A project**

# ASIA Expansion

*“The US has over 1,000 VCs while ASEAN, a region covering ten nations including Singapore and Malaysia, where my company is headquartered, has in the region of 20,” he added. “Even compared with our Asian neighbours ASEAN is lagging behind. China has around 600 VC funds; India has 400. The ASEAN number reflects a significant lack of support given the projections for the regions.”*

AVCJ Private Equity & Venture Forum 2013, Patrick Grove,  
Group CEO of and Founder of Catcha Group

# Singapore

*“Singapore has solved the problem of seed-stage incubation,” Chua said in an interview with Bloomberg Businessweek on cash gaps in Singapore for startups, “However, they need to be prepared to give the big money. When the business idea looks interesting, somebody needs to give the big money, and that’s the issue here.”*

**Chua Kee Lock, the Chief Executive Officer of Vertex Venture Holdings, a Temasek Holdings Pte unit.**

# Why Singapore

**Committed Government**

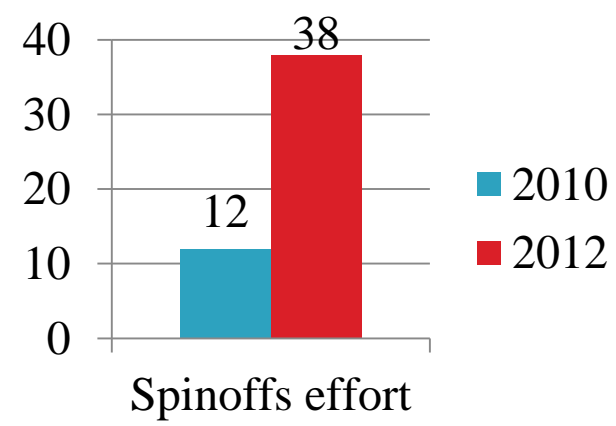
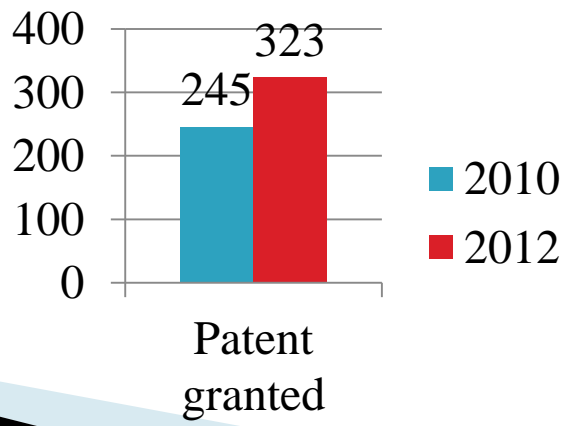
- S\$16 billion invested between 2011 and 2015
- To drive innovation in the country through agencies such as National Research Foundation(NRF)

**Results**

- Engage 20 incubators and accelerators to support 500 startup
  - Increase in patent granted
  - Spinoff increase

**Bright future**

- Expected growth
- Vibrant technology startup ecosystem taking place in Singapore





# Why Singapore

*Singapore government pumps in another S\$50 million (US\$39.9 million) to fill the gap in early-stage funding which local startups face the most difficulty securing and this investment be manage by National Research Foundation(NRF).*

-Deputy prime minister Teo Chee Hean, TechVenture 2013 conference

Aim: Attract bigger VC firms to support early stage/ Series A investment

NRF matches every dollar VC firm invests

Investment now can be taken out from bigger global fund to be park under scheme

VC firms will have the option to buy out NRF's capital with 5 percent interest



# Future Possibilities

- ▶ Partnering Schools/Institution(SMU) to identify prospective partnership with new startup
- ▶ Mitigate risk by taking up Early Stage Venture Fund (ESVF)
  - Look for Singapore startup that might have a breakthrough in European markets

