

## PRESS RELEASE

# PIKOM SEA Dragon Venture Platform to Connect Global Investors with Scale Ups from Malaysia and Beyond

*28 Scale Ups in the South East Asia region selected to pitch to top investors from China, Silicon Valley, Hongkong, Malaysia and more*

**Kuala Lumpur, 11 May 2018:** The National ICT Association of Malaysia (PIKOM) unveiled its inaugural **SEA Dragon Venture Platform**, aimed at connecting scale up companies in Malaysia and across the South East Asia region with global venture capitalists, corporate investors and high net-worth individuals.

PIKOM Chairman Ganesh Kumar Bangah said that the association's latest industry initiative stems from the fact that lack of funding and lack of public exposure are some of the biggest hurdles faced by companies in the scaleup stage.

"It's a chicken and egg situation where on one side investors want to see results and on the other side, these companies need investment to be able to show tangible results," said Ganesh at a press conference held after the launch of the **PIKOM SEA Dragon Venture Platform**.

"Through this platform, we could be looking at some of these companies receiving funding of up to USD25 million in this platform," said Ganesh.

### 170 becomes 28

The **Sea Dragon Venture Platform** has proven to be a fruitful initiative, attracting more than 170 companies from Malaysia and SEA region ready to wow the investors to get the much-needed funding to take them to the next level.

It was no easy task as the stakes were high and after a grueling first round phase, about 40-45 companies were shortlisted from the initial 170 plus applicants by the advisory committee comprising partners of this platform.

In the second round, these companies were further screened via phone interviews before 30 companies were selected to move on to the next round based on three broad areas of growth, technology and the funding amount to be raised.

After several mentoring sessions, two companies were dropped to reveal the final 28 companies who will be given the opportunity to directly pitch to more than 40 venture capitalists, investors and high net worth individuals (see partial list in **Table 1**) from China, Silicon Valley, Hong Kong, Malaysia and across the region.

"These investors are actively investing in the ASEAN, China and North Asian markets and are constantly on the look out for companies with the right idea and strategy to invest in. If selected not only will these companies receive funding but valuable mentoring by these established companies," said Ganesh.

PIKOM is pleased to announce that out of these 28 companies who made the final cut after the two-month four-round intense selection process, about sixty percent were Malaysian companies.

"We would like to congratulate these 28 companies and look forward to see them bloom to reach their full potential once they successfully gain the investors' confidence and their desired funding," said Ganesh.

PIKOM's SEA Dragon Venture Platform is broken into two categories of funding based on the pitch and potential of these startups and scale ups.

- Series A: USD 1-3million
- Series B/C: USD 3-25million or more

“This is the first of more such opportunities under the PIKOM SEA Dragon Venture Platform that will be available for scale ups across the region. We hope to get more applications from potential companies looking for investors. At the same time, we hope that more investors will come forward to join our SEA Dragon Venture Platform which is playing a matchmaker role to great ideas and the right funding,” added Ganesh.

The Sea Dragon Venture Platform is organised by PIKOM with Malaysia Digital Economy Corporation (MDEC) as strategic partner.

This initiative would not have been possible without the support from the industry and PIKOM would like to express their appreciation to Gold Partner Fusionex; Silver Partners MDV, Cyberview and Tech Hub Enabler, Commerce.Asia Capital and GreenPro and Bronze Partners Cradle, Mavcap, SME Corp Malaysia, SCCW Holdings Sdn Bhd, Global Entrepreneurship Movement, pitchIN and MaGIC.

**Table 1: List of Venture Capitalists and Corporate Investors**

| No | Company                  | Name               | No | Company               | Name              |
|----|--------------------------|--------------------|----|-----------------------|-------------------|
| 1  | Active Angel Investor    | Steve Hsia         | 18 | Vickers               | Wei Luo           |
| 2  | Active Angel Investor    | Thomas Varghese    | 19 | KK Fund               | Koichi Saito      |
| 3  | Active Angel Investor    | Tuoc Luong         | 20 | Monk's Hill           | Reez Nordin       |
| 4  | Inventec Ventures 英業達集團  | Arnold Jang        | 21 | 500 Startups          | Khailee Ng        |
| 5  | China Trust Bank         | Winston Hsia       | 22 | Intres Capital        | Chok Kwee Bee     |
| 6  | China Trust Bank         | Tanna Yong         | 23 | Greenpro Capital      | CK Lee            |
| 7  | China Trust Bank         | Hsu Bao Shan       | 24 | RHL Ventures          | Raja Hamzah       |
| 8  | SOSV/Chinaccelerator     | William Bao Bean   | 25 | Khazanah              | Effizal Faiz      |
| 9  | Sumitomo Equity Corp     | Francis Wong       | 26 | Sun Sea Capital       | Evan Cheah        |
| 10 | 500 Startups             | Edith Pu San Yeung | 27 | Sunway                | ST Chua           |
| 11 | AppWorks                 | Joseph Chan        | 28 | MDV                   | Nizam Nadzri      |
| 12 | Leonie Hill              | Thoo Wee Meng      | 29 | MAVCAP                | Jamaluddin Bujang |
| 13 | BaasInfra                | James Huang        | 30 | Cyberview             | Najib Ibrahim     |
| 14 | Monk's Hill              | Chow Yee Hoong     | 31 | Commerce.asia Capital | Ganesh Kumar      |
| 15 | Mountain Kejora Ventures | Andreas Surya      | 32 | Magic                 | Ashran Ghazi      |
| 16 | B Capital                | Dave Ng            | 33 | Cradle                | Nazrin Hassan     |
| 17 | Golden Gate              | Michael Lints      | 34 | PitchIN               | Sam Shafie        |

#### About PIKOM

PIKOM, THE NATIONAL ICT ASSOCIATION OF MALAYSIA is the association representing the information and communications technology (ICT) industry in Malaysia. Its membership currently stands at over 900 comprising companies involved in a whole spectrum of ICT products and services which commands about 80% of the total ICT trade in Malaysia. PIKOM works to improve the business climate in the interests of all its member companies and to promote industry growth in line with national aspirations. PIKOM's membership is open to all Malaysian companies who supply ICT products and services in the computing and telecommunications industries. However, non-ICT companies are also welcome to join the Association as associate members.

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