



TechGrind Incubator & Venture Capital

Building tech unicorns in Southeast Asia

ASEAN - Association of South East Asian Nations

⚙️ More people live inside this circle than outside



- ⚙️ ASEAN is an economic treaty-region composed of: Indonesia, Malaysia, Singapore, Philippines, Thailand, Vietnam, Myanmar, Laos, Cambodia and Brunei
- ⚙️ ASEAN Population is 625 Million People
ASEAN Geography covers 4.5 Million Square KM
ASEAN Total Nominal GDP is \$2.6 Trillion
- ⚙️ ASEAN has a diverse GDP per Capita range.
From \$1,330 to \$54,717 per person.

ASEAN Region – Stable and Rapid Growth


“The digital economy in South East Asia is expected to grow 500% by 2025”





US-ASEAN Business Council

“Southeast Asia’s online economy is growing faster than we predicted”

Google

ASEAN Region – Stable and Rapid Growth

 ASEAN is one of the world's most attractive economic regions as it combines:

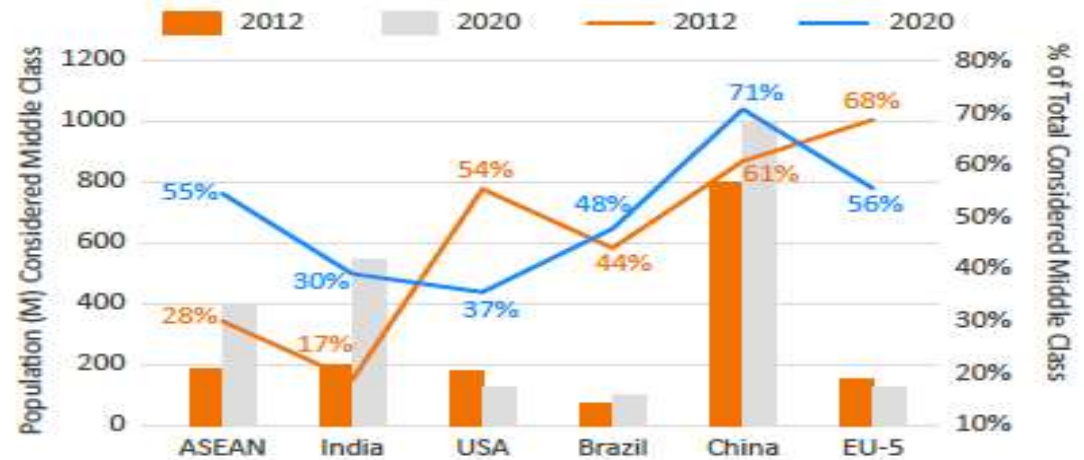
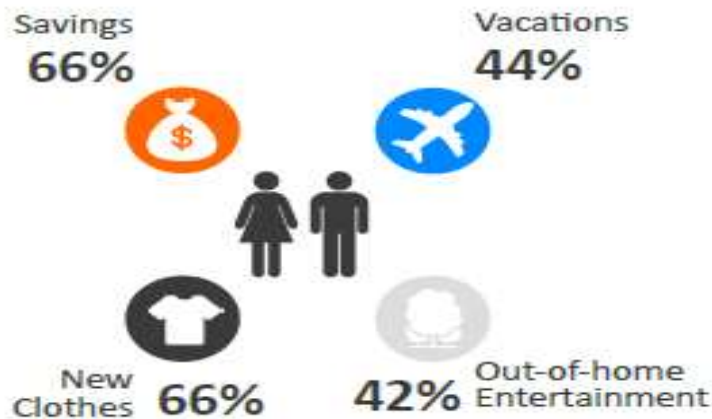
-  High population, urbanising rapidly
-  Solid GDP per capita (better than all other emerging markets)
-  World-leading economic growth (similar to China/India)
-  Despite rapid growth, maintaining debt levels lower than 50% of GDP

	Population (2015)	GDP 2016 \$Tr. Nominal	Real GDP Growth 2015%	Share of Debt to GDP, 2015%	Inflation Rate, 2013%	GDP per Capita, Nominal 2015%	Urbanisation Rate (2010-2015)
1. China	1382.3	USA 18.6	India 7.1	Russia 17.7%	India 7.0%	USA 56,084	China 3.05%
2. India	1326.8	EU 16.5	China 6.7	China 43.9%	Russia 6.5%	EU 37,800	ASEAN 2.65%
3. EU	743.1	China 11.4	ASEAN 5.4%	ASEAN 46.7%	Brazil 6.5%	Japan 32,479	India 2.38%
4. ASEAN	625.8	Japan 4.7	EU 1.6	Brazil 66.2%	ASEAN 2.8%	ASEAN 11,619	Brazil 1.17%
5. USA	324.1	ASEAN 2.6	USA 1.5	India 67.2%	China 1.7%	Russia 9,243	USA 1.02%
6. Brazil	209.6	India 2.3	Japan 0.8	EU 90.7%	USA 1.5%	India 8,670	EU 0.65%
7. Russia	143.4	Brazil 1.8	Russia -0.6	USA 104.2%	EU 0.4%	China 8,141	Japan 0.56%
8. Japan	126.3	Russia 1.3	Brazil -3.8	Japan 229.2%	Japan -0.6%	India 1,604	Russia -0.13%

ASEAN has evolved over the last 2 decades into a substantial growth engine. Expert economists all agree that it is still heating up, with no indication of slowing down.

ASEAN: Middle-Class Demographic

- ASEAN middle-class counts for 28% of the total population: 190m
- Growth will see that number jump to 400m (more than 55% of the population), *overtaking the middle-class of the USA and EU.*



- "Middle-Class" Defined as \$16-\$100 disposable income per day in 2005ppp.
- Economic growth and strengthening currencies is making Southeast Asia's middle-class one of the world's most significant buying powers.
- ASEAN is culturally big on spending, creating a very vibrant economy.

ASEAN is home to the world's fastest growing middle-class & consumer market - eager for technology solutions & experiences to meet their demands.

The ASEAN “tech economy” problem

Lack of technical skills & expertise.



Lack of credible mentorship & abilities in international business practices, laws, and mentality.



Corruption & old-world “simple” business mentality prevents creation of complex international technology companies.



Lack of investment capital for actual startups, good technology, and disruptive solutions.



FAILED STARTUPS

The TechGrind Solution

TechGrind Incubator selects the best startups in ASEAN, and joins the team for an 18 month incubation program.

+

TechGrind brings "Silicon Valley" skills, experience, expertise, services, capital quality, and know-how to incubated startups.

+

The TechGrind ecosystem is completely independent from any government or corporate initiatives. Focusing on startup success.

+

TechGrind Angels & Fund provide proper early stage equity capital, and carry startups onwards to global growth capital.

=

A true ASEAN success story



TECHGRIND

by startups, for startups

REASONS WHY INVEST WITH US



18 MONTHS
Longest running incubator in South-East Asia



WE USE
Lean Startup methodology



INCUBATOR
We know everything about the startups in these 18 months of incubation



WE TEACH
them how to build a product that is the right market fit



REVIEWS
We do hands-on weekly code reviews



WE RUN
A venture syndicate program that teaches angels how to invest



WE JOIN
Them as co-founders



KNOWLEDGE
We have local domain knowledge as we built the start-up ecosystem from scratch



PSYCHOMETRIC
Co-founders go through psychometric assessments to determine how well they complement each others personalities



TECHGRIND
Through our TechGrind hub, we host monthly, quarterly, and annual events

ASEAN IS THE 3RD FASTEST GROWING ECONOMY IN ASIA AFTER CHINA & INDIA



01	02	03	04	05	06
1 in 40 companies get selected to the Incubator.	8 WEEK ACCELERATOR 8 week pre-incubation accelerator prepares founders for the Incubation program. Programs free for all (no equity, no fees)	INCUBATOR Rigorous 18 month program. TG joins startup as co-founder. Brings in mentors/advisors	ANGEL SYNDICATE Teaches angels to invest. Provides pre-seed capital with valuations capped at USD 1M	INVESTMENT COMMITTEE Successful companies with traction are proposed for VC fund. Independent committee. Committee not obliged to invest into TG companies	VC FUND Hands-on US based venture fund investing in TG Incubator and other opportunities (Seed & Series-A rounds)

TG INCUBATED COMPANIES EXAMPLES



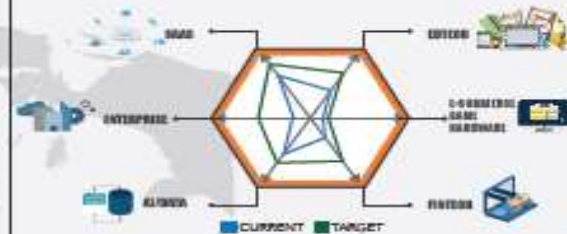
TGVC FUND GOALS

- 2/30 GYLT Cayman Structure
- Raising \$50M
- Seed: \$250k to \$1M
- Series A: Up to \$2M

GROWTH IN ASEAN REGION

- 700 million people
- USD-3 trillion GDP
- 730 million mobile connections
- 30% of the population under 30
- Digital economy expected to grow by 500% by 2025 (US ASEAN council)
- Fastest internet penetration in the world. 4 million people coming online a month
- TechGrind focus on 5 developing markets: Thailand, Indonesia, Philippines, Malaysia, Vietnam

TG INCUBATOR PORTFOLIO ANALYSIS



TGVC@TECHGRIND.ASIA