



Global 361 Pte Ltd

Venture Capital

2021

What is Venture Capital ?

Defining the asset class There is no simple definition of VC investing. VC focuses on companies that can achieve rapid, capital-efficient growth to build businesses of significant scale and value over a relatively short period. VC investments span a broad array of sectors and include a mix of technology (such as software, online marketplaces and fintech) and tech-enabled businesses (such as energy and health services that need physical infrastructure).

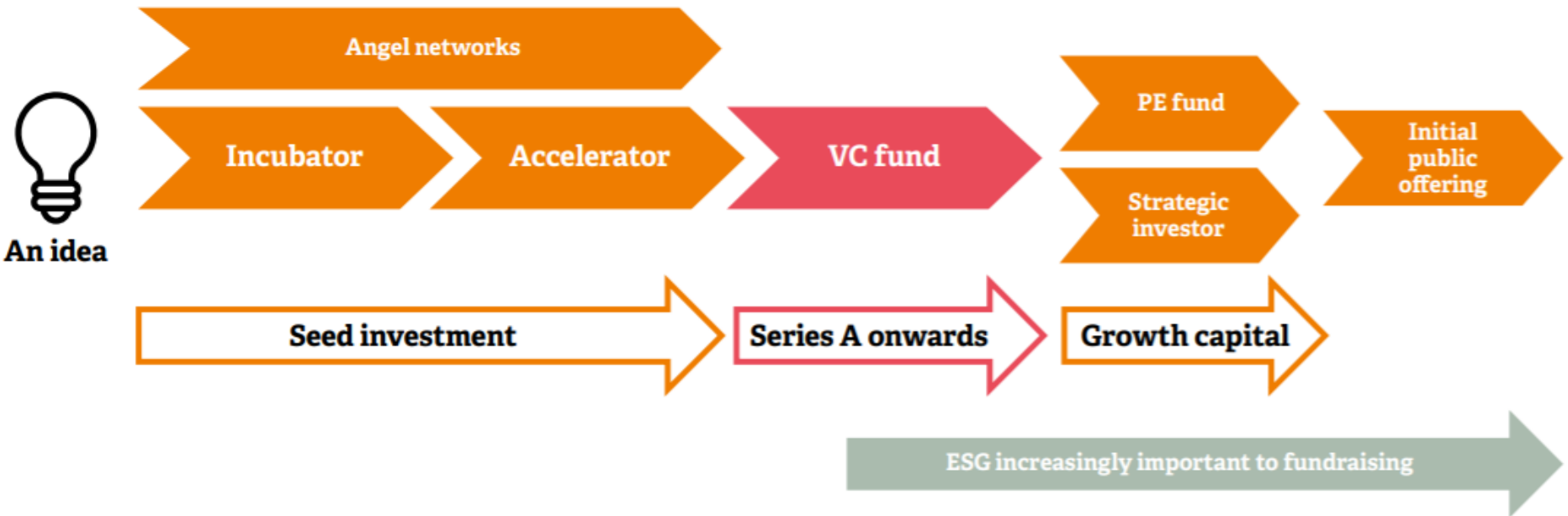


Figure 2: Integrating ESG into the investment process



A case study - Valuer

MARKET GROWTH DRIVEN BY GLOBAL DIGITALIZATION TRENDS AND THE INNOVATION ECONOMY

Key market trends within digital transformation



Increased focus towards the development of new and innovative products – 89% of enterprises plan to adopt or have adopted a digital business strategy.



Inefficient innovation processes – 86% of executives agree innovation is key in a growth strategy, yet only 6% are satisfied with the innovation efforts in their company.



Increasing demand for cutting-edge technologies – corporates expect spending on AI to double from 2020 to 2024 and 76% of companies are already investing in such emerging technologies.

Expected growth in global digital transformation spending (2019-2023)



Source: IDC Worldwide Semi-annual Digital Transformation Spending Guide - Technology Forecast

Valuer's market leading platform and digitized management of innovation workflow provides corporates with the opportunity to explore relevant innovation and new technologies in a structured and efficient manner

Valuer's platform disrupts the global innovation consulting market



Valuer digitizes the analogue innovation workflows and offers enterprises faster and more cost-effective alternatives to innovation consultants. Increasing amount of funds are allocated to innovation.



The Valuer platform utilizes large amounts of big data and thick data to generate cutting-edge insights for clients within their sector and industry.



Consultants are often behind the curve; Valuer uses AI to automatically update information. This allows Valuer to provide insights at the pace of technological change.

Valuer's total addressable market (TAM) to expand in coming years



■ Existing services ■ New services

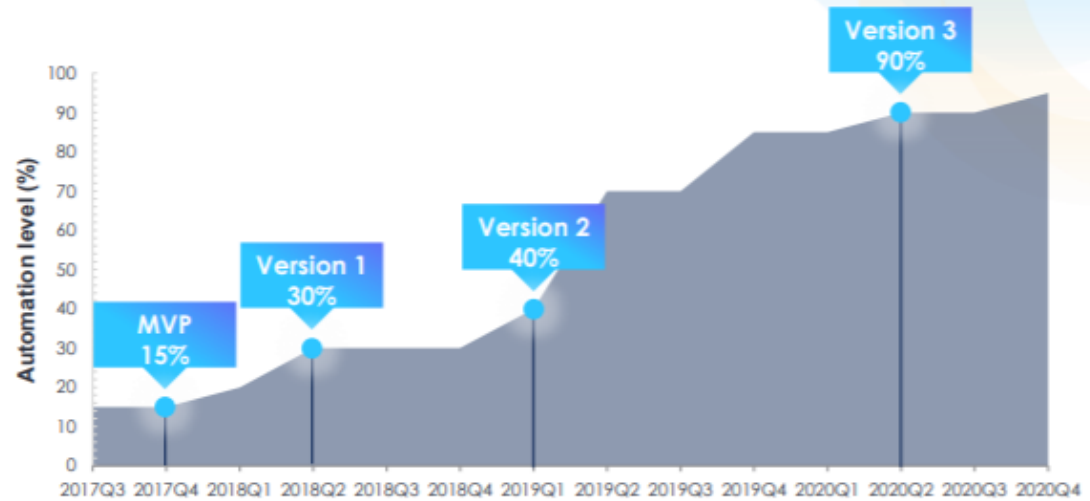
- Investment companies: Valuer's algorithms can help predict, which startups that have a high likelihood of succeeding.
- Mid-sized companies: Mid-sized companies can better understand innovation in their industry and identify potential partners for strategic partnerships.
- Startups: Valuer's platform provides visibility for startups to potential strategic partners and investment companies

A case study – Valuer Cont

VALUER HAS SPENT 3 YEARS DEVELOPING A MARKET LEADING INNOVATION WORKFLOW PLATFORM

Structured digital process – from identifying innovation themes to identifying and connecting with startups for strategic partnerships, investments, and acquisitions

- Since founding, Valuer has focused on the development of AI, platform scaling and increasing the automatization of processes significantly.
- Valuer utilizes web scraping and has developed the platform into extracting information, both quantitative and qualitative data, from more than 1,000 sources.
- The platform evaluates data in more than 120 languages and employs natural language processing (NLP) to transform qualitative data into quantitative data.
- Valuer has determined 33 unique data points are required for the optimal AI search and Valuer has data on +650,000 startups today.
- Valuer’s platform structures the enormous amount of available data in clusters and superclusters to enable customers to discover new and unknown relations between industries and business areas.



A structured and digital process – from identifying the innovation themes to identifying and connecting with startups for strategic partnerships



1 RADAR REQUEST ALIGNMENT

The customer profile is constructed, and the Innovation Radar is calibrated based on the customer’s own definitions.



2 AGENTS SEARCH & DATA MINING

The initial startup identification search is initiated. “Real-time” data generated from the initiation of a new data scraping process.



3 AI SCORING AND MATCHING

A sample of startups is presented to the customer. Customers provide feedback on the startups and AI optimization is conducted.



4 CURATING AND DATA ENRICHMENT

Valuer qualifies qualitative data through NLP¹ to identify related startups. Further, Valuer enriches data with non-public information.



5 INDUSTRY EXPERT VALIDATION

Valuer’s extensive expert network is engaged for validation of data on the curated group of startups. The startup matching is finalized.



6 MATCHMAKING RESULTS

A digital insight report is generated on a final 10-15 startup matches. Based on this, the enterprise can conclude on which start-ups to connect with.

Global 361 Venture Capital Support

We provide comprehensive support to venture capital (VC) firms across the investment life cycle. We help them monitor existing and new markets for consumer behaviour and economic/demographic changes, helping them with real-time market-pulse tracking and sourcing quality targets to invest in.

Our deal-sourcing services help VC clients identify and maintain a pipeline of potentially interesting startups, helping them have increased visibility of startups in the space (95% visibility of attractive companies) and pre-empt investment opportunities. We also conduct VC due diligence by creating diligence frameworks and conducting research, ensuring faster turnaround on deal decision (40-50% reduction in time taken to close a deal).

Our portfolio monitoring and advisory services enable VC firms to track performance of portfolio companies and funds periodically, conduct strategic portfolio reviews and prepare bespoke presentation material for investor reporting with limited partners.

Global 361 Partners' VC domain team is experienced in working with all market data sources relevant for VC clients including Preqin, FactSet, CB Insights, Crunchbase, SimilarWeb, App Annie, Venture intelligence, PitchBook and sector-specific sources.



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