



PolyU PReCIT Innovation and Technology Forum

When Innovation Meets Funding on the Road to Commercialisation

Peter Yan
CEO
Cyberport

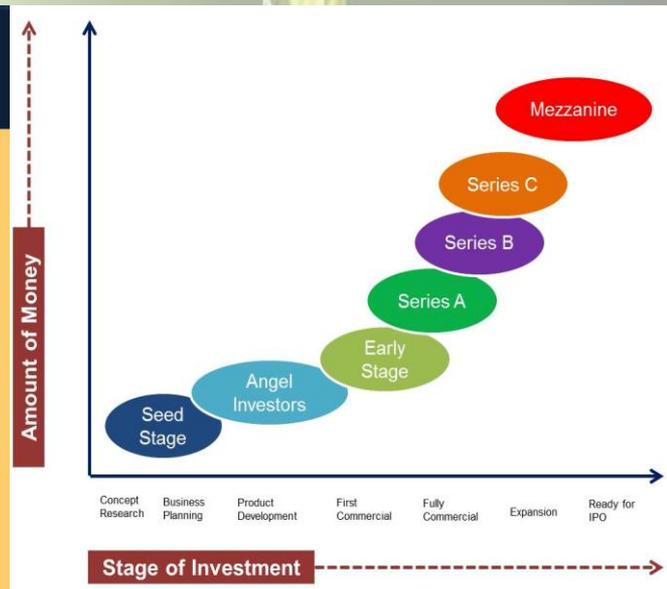
www.cyberport.hk





Venture Capital in Stages

Funding Round	Pre-Seed	Series A	Series B	Series C
Stage Focus	Proof of concept/ prototype	Revenue growth	Growth	Large scale expansions
Common Elements of Growth	Hiring	Development, Operations, Branding & marketing	Hiring, Market expansion, Buying businesses	Acquiring businesses, International markets
Amount of Investment	\$10K - \$1MM	\$10MM	\$15 - 25MM	~\$50MM





Seed and Early-stage Funding

Angel Investors

an individual looking to **diversify their investment portfolio** and back start-ups which has demonstrated product-market fit and traction

Family/Small Office

- a privately held company that handles investment and wealth management for a wealthy family
- aims to effectively grow and transfer wealth across generations.

Institutional Funds

- large corporations seeking innovation and new revenue streams
- **partnering with VCs** to run investment arm

Corporate Funds

Similar to institutional funds

Incubators

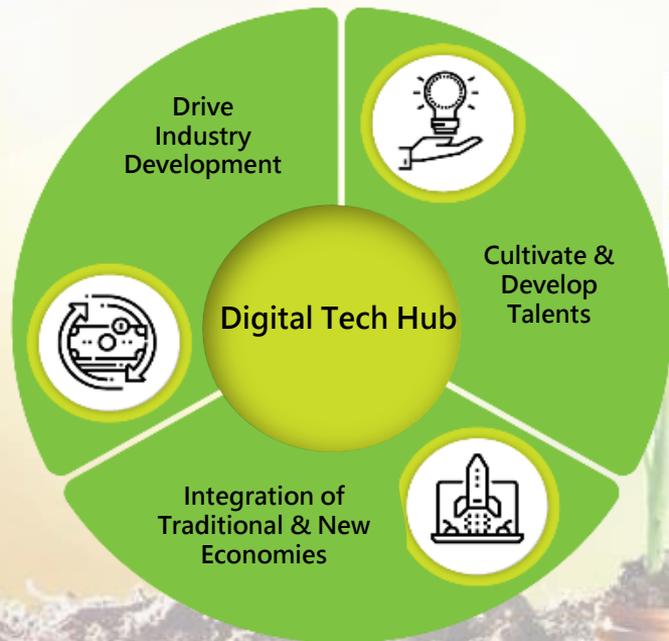
assists start-ups with operation by providing **workspace, seed funding, mentoring, and training**

Nuance

- Corporate VCs provide start-ups with in-depth industry knowledge and access to potential customers.
- Institutional VCs are experts in building companies and driving financial results.



Cyberport's Supportive Entrepreneurial Ecosystem



Up to HK\$1.3 million funding support

Fund size of HK\$400 million



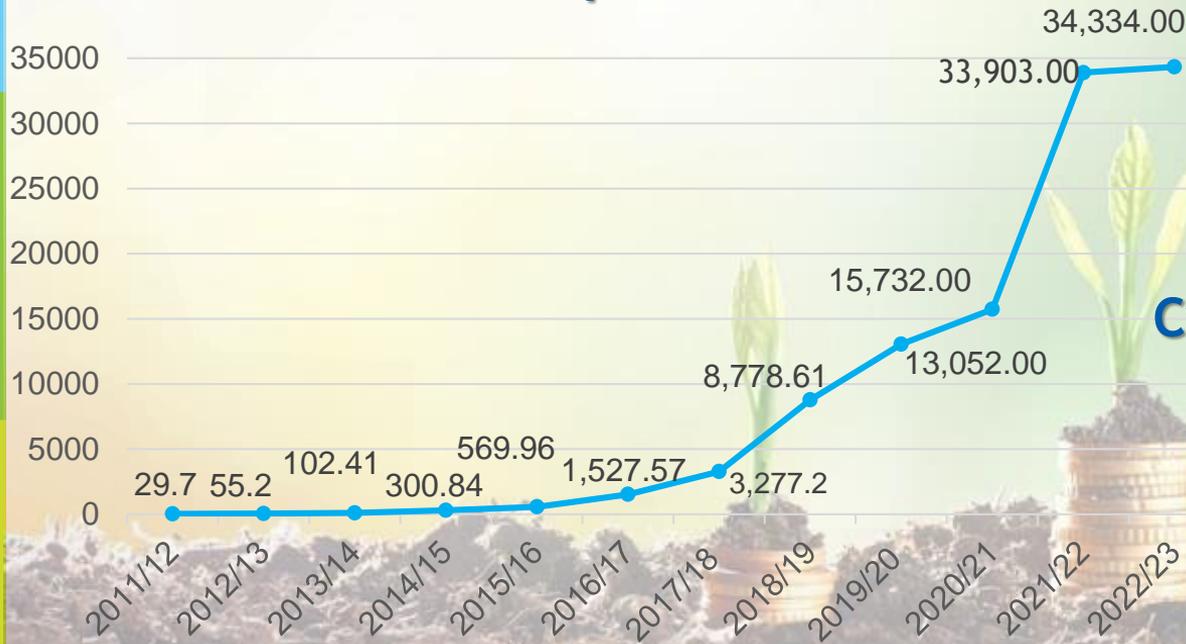
Leveraging vast networks





Cyberport as Venture Capital Driver

Cumulative funds raised by Cyberport start-ups
reached **HK\$34+B**



Cyberport Macro Fund

Invested **HK\$170M**
into 24 Cyberport start-ups

Attracted **HK\$1,474M**
co-investments

Co-investment ratio 1 : 8

Cyberport Investors Network

Gathered **100+**
investors



Raised **HK\$1.12+B**





Cyberport Investees Steering Digital Transformation through Commercialisation of Innovations

金源米業伙和田便當攻港車站便當

明報新聞網

【物流服務】Pickupp推出「物流網絡即服務」將建立逾500個提貨和取貨點 提供全方位支援物流價值鏈

hket 香港經濟日報

經濟日報

香港人壽成為全港首間採用「智方便」進行身份認證並作帳戶登錄之保險公司



保險科技初創公司醫結 (MediConCent) 合作的「拍住上」金融科技概念驗證測試資助計劃贊助商。

晴報 晴報電視 主題特集 日報 家庭 娛樂 健康 時事 副刊



K11 MUSEA增聘專屬機械人 助消毒巡邏



主要寵物醫療項目開支均較去年同期有顯著升幅。

OneDegree截至6月底寵物保險銷售額按年升近兩倍

嶄新共居概念 幫助解決本地住屋問題 Dash Living入住率逾九成

Hex Trust Gains Provisional License as Virtual Asset Provider in Dubai

Huatai International's Zhangle Global Partners with AQUOMON to Launch Letou, First SaaS-powered Robo-advisory Service in Hong Kong



Mar 17, 2022 Hubbs



HKSAR Confidence Booster for VC - Strategic Tech Fund

Hong Kong Growth Portfolio
(announced in 2020)



- To consolidate HK 's status as a financial, commercial and I&T centre
- to raise HK productivity and competitiveness

Under the new Fund, Cyberport was invited to identify tech enterprises of strategic value to Hong Kong and investment opportunities conducive to enriching the technology ecosystem.



Strategic Tech Fund
(announced in 2022)



HK\$5 billion fund to support local tech companies and attract foreign start-ups



Fill the gap in series A and series B financing



Help convince investors to back projects by HK tech entrepreneurs

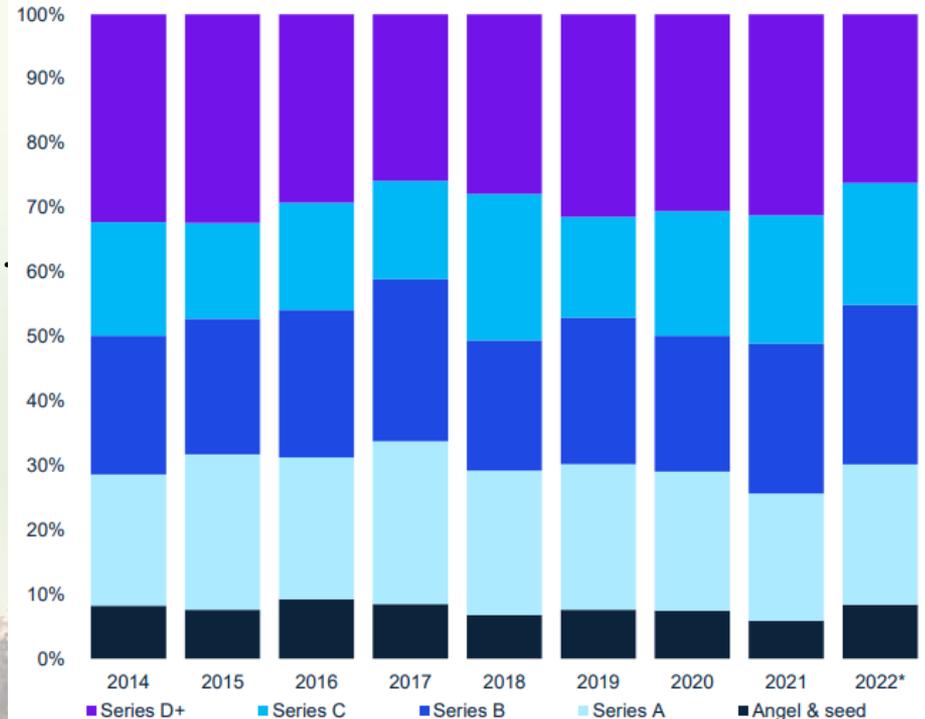


Global Venture Capital Landscape

- A robust global economy combined with changing consumer behavior
→ explosive growth in VCs worldwide in 2020 - early 2022
- Amid the ongoing crisis in Ukraine, high levels of inflation, and rising interest rates
→ investors have started to pull back and take caution.
- Global investment dropped to a six-quarter low in Q2'22 (yet early-stage VC stayed active)
→ could remain soft heading into Q3'22.

Global deal share by series

2014–2022*, VC invested (\$B)



Source: KPMG's Venture Pulse Report, Q2 2022

Outlook

Supply chain, logistics and automation to address ongoing supply chain challenge

- Soaring energy prices driving attention to alternative energy
- Fintech and cybersecurity
- SaaS B2B solutions



VC Landscape in Asia and Hong Kong



Dropped to
US\$24.5 B
2,206 deals



\$1.24 B in 2014 to
~\$41.7 B in 2021

US\$190+ B

Capital under management
2nd largest in Asia

Largest hedge
fund hub in Asia



Top 10 deals spread
between China,
India, Indonesia,
Singapore

US\$7.2 B

PE funds raised Q1'22

The largest cross-
border financial
centre in Asia

- Top venture capital firms optimistic about long-term prospects
- China: energy, semiconductor and ESG sectors remain attractive
- HK: HealthTech, InsurTech and GreenTech are expected to benefit
- HK as a sustainable finance hub remains a high priority



What to look ahead?

