Vynn Capital

Annual Newsletter 2023

Vynn Capital

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The Vynn-ing Formula

2023 Key Highlights

Launch of Vynn's Mobility and Supply Chain Fund

- We launched our second fund focusing on the mobility and supply chain industries, backed by Malaysian conglomerate Sime Darby Berhad, Hong Kong-based investment firm, AEI Capital, Wide Technologies from Indonesia and other Limited Partners from the region.

- This fund will invest in early-stage companies that are revolutionising the mobility sector, enhancing supply chain ecosystems and improving connectivity.

Link

Sime Darby x Vynn Capital x AEI 习创资本 Capital

Strategic Alliance with Marubeni Malaysia

- We started a strategic partnership with Marubeni Malaysia, a subsidiary of Japan's trading powerhouse, Marubeni Corporation.

- This alliance focuses on tapping into mutual business synergies, exploring market access and opportunities for expansion in addition to collaborate on innovation by leveraging the local and global network of both partners.

Link

Tunku Ali Redhauddin Ibni Tuanku Muhriz
Partner

Vynn Capital had a successful 2023 against a backdrop of global and regional change. We fully deployed Fund 1, made a good start to raising our Mobility and Supply Chain Fund, and identified several good potential investments. In addition, we continued to actively engage our portfolio companies, always looking for ways to add value. I am thankful to all my Vynn Colleagues, our existing and new Limited Partners, portfolio companies, strategic partners, advisors and regulators for all the the support accorded to our team. Looking forward, we hope for continued growth in the portfolio, and new investments, potential liquidity events, and more knowledge building activity in 2024.

The Vynn-ing Formula

2023 Key Highlights

Mobility @ Sime Darby X Vynn Capital's EV Battery Day

- Vynn Capital collaborated with Sime Darby Mobility in organising *EV Battery Day*, where we had leaders from Sime Darby Group, Sime Darby Motors, UMW, Inokom Corporation Sdn. Bhd., Auto Bavaria, Perodua, MOTUL, KINETA and other companies, who joined us to understand new opportunities of future mobility empowered by new energy sources.

- This event also involved various startups who showcased new technologies around EV battery development and mobility demonstrating how the future of automotive business can be more sustainable, with new growth trajectories.

2023 Key Highlights

Knowledge Development through Showwcase

- We kicked off the year with a network knowledge session through Showwcase. Apart from fundraising, this event also touched on building high growth businesses as well as the value of being in a community.

- Some of the main speakers included our founder Victor Chua, Eric Cheng (CEO of Carsome) and Lennise Ng (CEO of Dropee).

International Tourism Investment Forum

- Vynn Capital shared the stage with investment leaders in an event organised by Indonesia's Ministry of Tourism & Creative Economy, supported by World Tourism Organization (UNWTO), IFC - International Finance Corporation and the Indonesian Chamber of Commerce and Industry (KADIN), to talk about sustainable investment trends in the tourism industry.

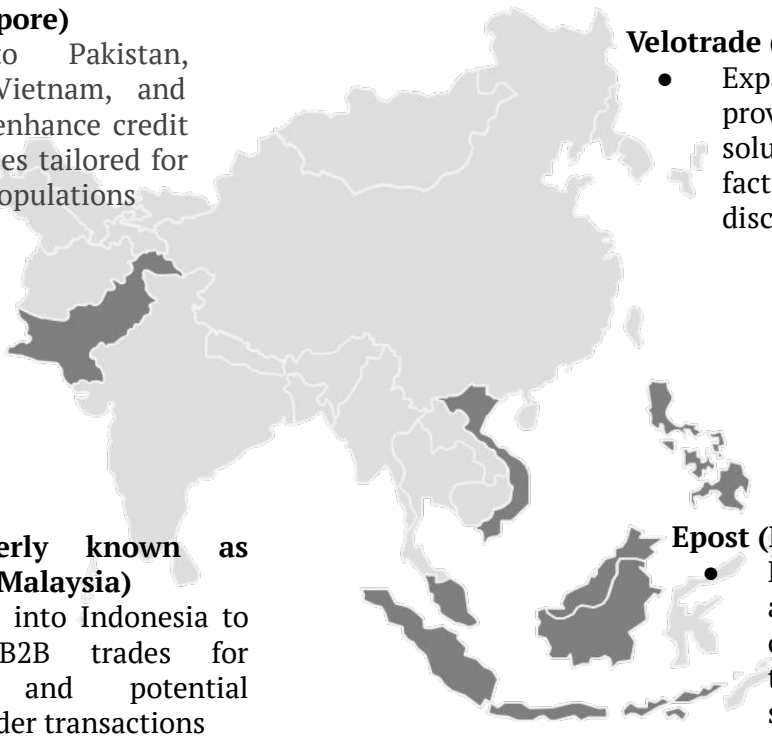
- Other speakers included Sandiaga Uno (Minister of Tourism and Creative Economy of Indonesia), M. Arsjad Rashid (Chairman of KADIN) and Sujala Pant (Deputy Resident Representative at UNDP Indonesia).

Vynn Capital Overview

Cross Border Expansion of Portfolio Companies From 2020-2023

Bizbaz (HQ in Singapore)

- Expanded to Pakistan, Philippines, Vietnam, and Indonesia to enhance credit scoring modules tailored for underserved populations



Velotrade (HQ in Hong Kong)

- Expanded to Vietnam to provide trade finance solutions, including invoice factoring and invoice discounting

Borong (formerly known as Dropee) (HQ in Malaysia)

- Expanded into Indonesia to enable B2B trades for MSEMs and potential cross-border transactions

Epost (HQ in Malaysia)

- Expanded to Philippines and Indonesia to facilitate cross-border e-commerce trades for Malaysian sellers

>200,000 MSMEs

benefitted from digitalisation to procure and sell more effectively

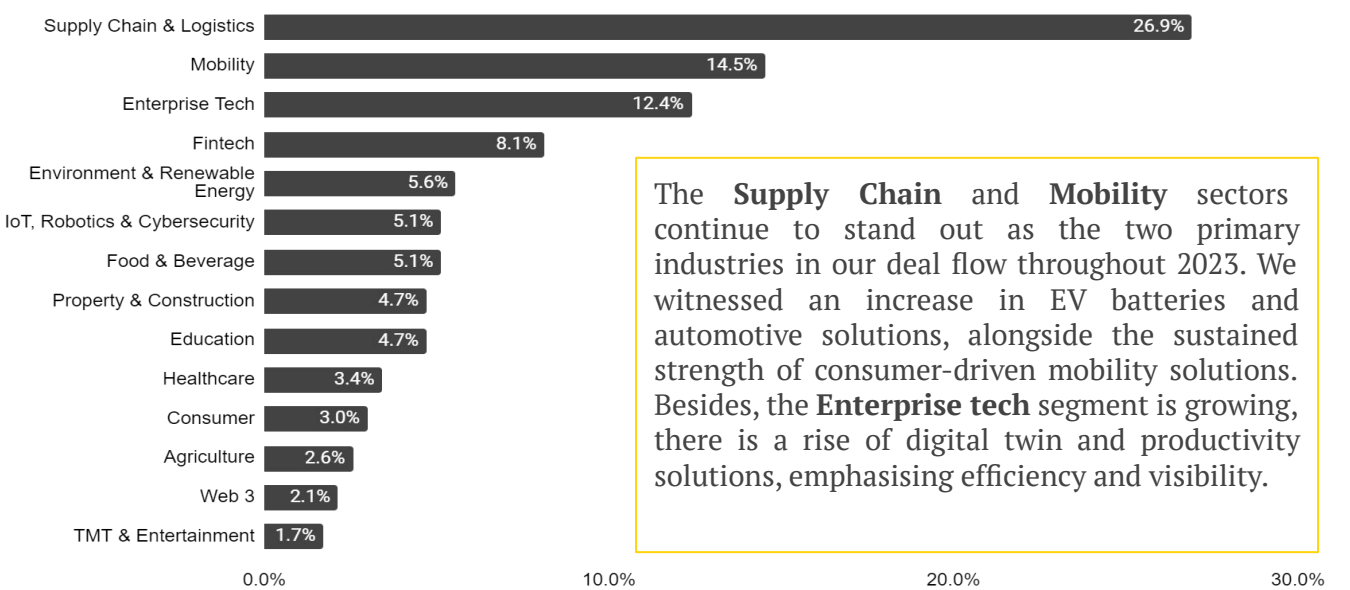
>US$2.4b (annualised)

was transacted across all of our portfolio companies in 2023

~51% Avergae YoY Growth

in revenue was achieved by our portfolio companies in 2023

Dealflow Demographic by Industry (2023)



The **Supply Chain** and **Mobility** sectors continue to stand out as the two primary industries in our deal flow throughout 2023. We witnessed an increase in EV batteries and automotive solutions, alongside the sustained strength of consumer-driven mobility solutions. Besides, the **Enterprise tech** segment is growing, there is a rise of digital twin and productivity solutions, emphasising efficiency and visibility.

Portfolio Highlights

1

Travelio's Series C Funding

Our portfolio company, Travelio closed its Series C funding round, with participation from DAOL Ventures, Thailand's ORZON Ventures, Taiwan's AppWorks and existing shareholder, Pavilion Capital. Link

2

Carsome's Financing Round

Carsome concluded its latest financing round with participations from 65 Equity Partners, Seatown Private Capital Master Fund, Qatar Investment Authority, Gobi Partners, Asia Partners and EvolutionX Debt Capital, bringing the Group's liquidity to approximately US$200m. This shows that Malaysian companies have the potential and ability to compete internationally by focusing on building trust and customer experience. Link

3

Pomona's New Venture

Creative Gorilla Capital (CGC) is a venture capital platform formed by the alliance **of Future Creative Network (FCN) and Pomona, with the support from Vynn Capital.** CGC introduced a $20 million debut fund to invest in potential Direct-To-Consumer (D2C) startups in Indonesia. Link

Vynn Capital with Creative Gorilla Capital Team

Vynn Capital had a good 2023 despite the challenges global economies faced. We are grateful that we have been able to remain disciplined with our investment thesis and thankful for the support that we have received from our Limited Partners, strategic partners and portfolio companies. If there is something that Vynn stands for, it would be our commitment to providing strategic value add to our partners by being an open platform for knowledge sharing.

Victor Chua
Founding & Managing Partner

Moving Forward

2024 Investment Focus: Mobility & Supply Chain Segments

As Mobility and Supply Chain remain our main focus, we are eyeing several segments poised for potential growth and innovation in 2024. We anticipate these targeted segments will address the transition towards more sustainable mobility trends as well as more efficient supply chain ecosystems With a second fund of targeted US$39 million in fund size, we will invest in companies from the segments below, which we believe will see significant innovation:

- Battery Analytics
- Battery Recycling
- Automotive Aftermarket & Autoparts
- Mobility-as-a-Service
- Fleet Electrification
- Sustainable Materials & Manufacturing
- Energy Efficiency in Mobility
- Automotive Vehicles
- Green Logistics
- Cross Border Supply Chain

What's next for us ?

- Portfolio expansion
- Sustainability driven investment theses
- Facilitation of partnerships with relevant stakeholders
- Greater regional presence
- Continuous development of synergies between portfolio companies
- Continuous development of internal knowledge through our research series

Darren Chua
Partner

2023 has been a year of fulfilment and challenges. From emerging out of COVID, to the inflation situation and heightening capital cost situation, these have all brought about more tenacity from the team that is necessary for us to better perform for Vynn and our investors in such volatile times. It is in such challenging landscape, I'm proud to see Vynn successfully completed our first fund's deployment, launched our second fund while still remain active in supporting our portfolio companies. What's more delightful is that our portfolio companies continue to strive with more operational, strategic and financial excellence, bringing sustainable value to our LPs. This is Vynn's 2023 and will be our 2024 and beyond in time to come.

Moving Forward

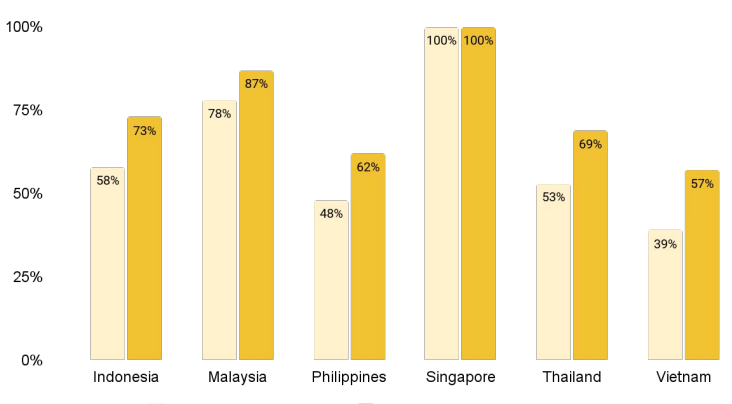
Vynn's Research Series

We are preparing to release our own next research report in 2024, focusing on the **Mobility** sector, covering the following topics:

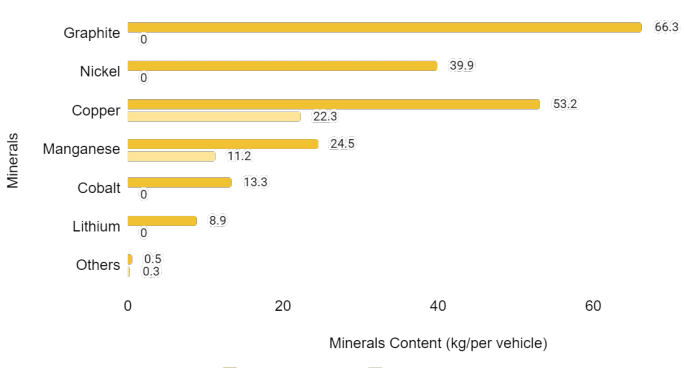
1. The Mobility Landscape In SEA
2. Emerging Technologies in Mobility
3. Opportunities in Mobility

Here is a sneak peek:

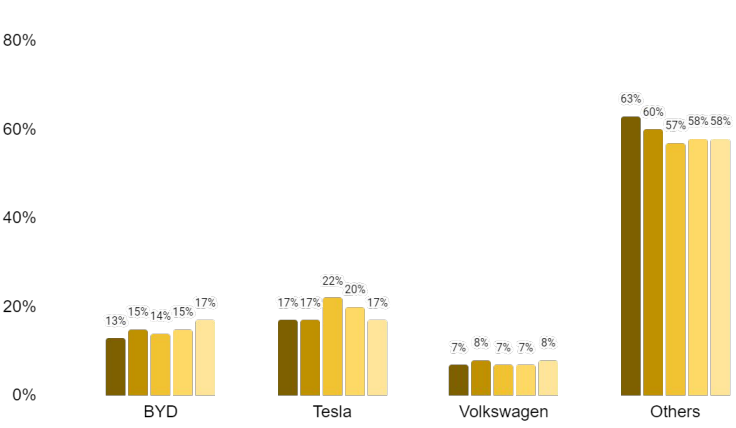
Urbanisation in SEA



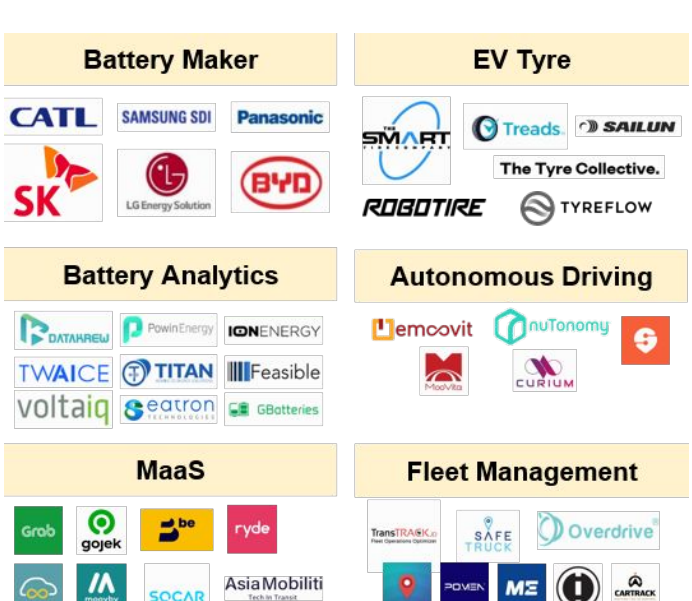
Mineral Content



Global Passenger EV Market Share (Car Sold)



Mobility Player Map



The Vynn-ing Formula

We hope you had a great year in 2023. Stay Vynn-ing in 2024.

Vynn Capital

Thank You

Reach out to us at:

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