

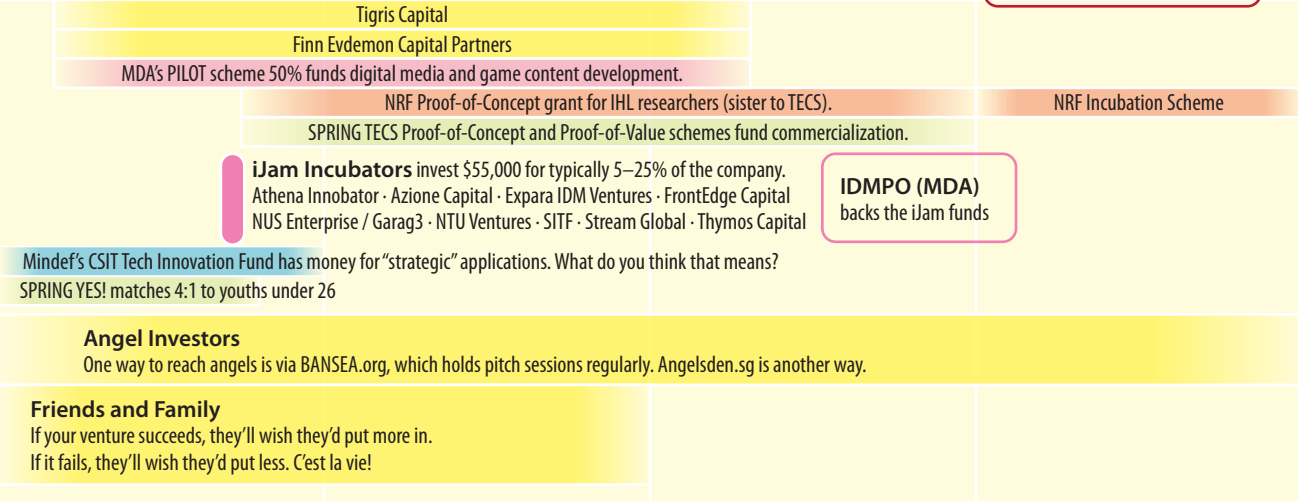
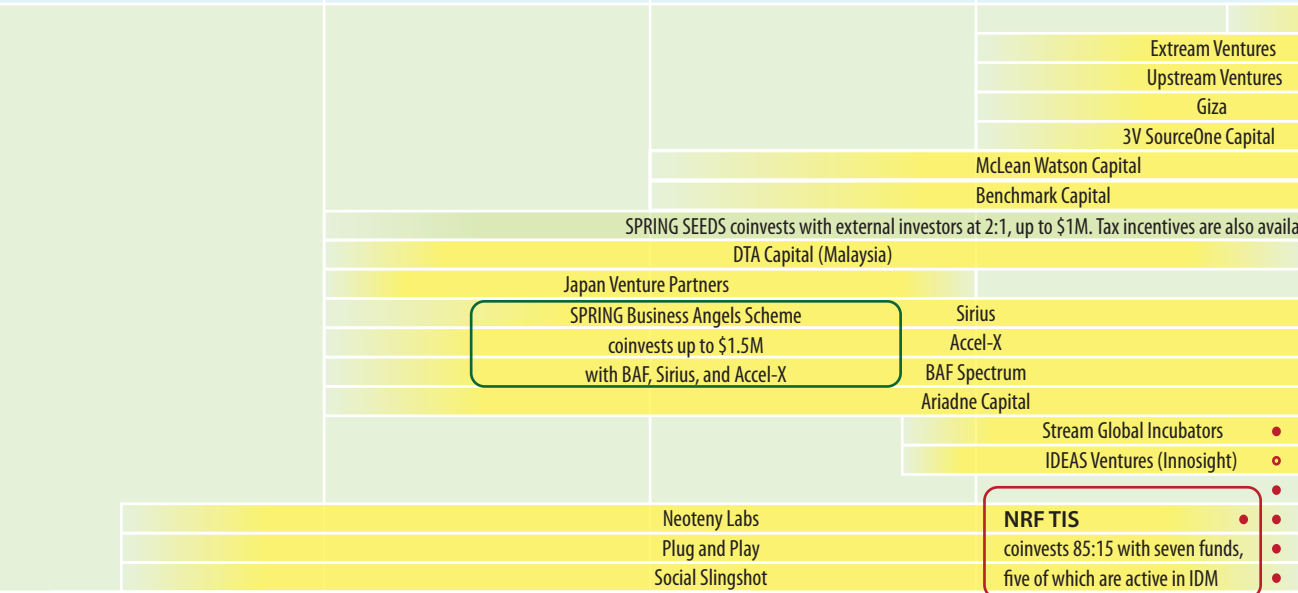
Late Stage  
from profitability  
to expansion/exit

Growth Stage  
from revenue  
to profitability

Early Stage  
from product  
to revenue

Seed  
from idea  
to prototype

MAP OF SINGAPORE'S FUNDING SOURCES FOR IDM  
2010



SGD sought 0 75,000 125,000 250,000 500,000

Alternatives

**Bootstrapping:** There's always the old-fashioned way to raise money: by earning it, one dollar at a time. Who needs external financing when you've got tons of customers?

**Strategic Corporate Investment:** A big company might find you intriguing; try contacting the venture arms of established players in your industry.

Go public on SGX or Catalyst! Yay.  
 Standard Chartered PE  
 Henderson Equity Partners  
 Crest Capital Asia  
 Tembusu Partners  
 OWW Capital Partners

Sycamore Ventures

Peacock Equity Fund

Singapore Press Holdings

MediaCorp

Pierce & Pierce Group

Hina Capital Partners

Lightspeed Venture Partners

UOB Venture Management

Intel Capital

JAFCO Asia

Green Mountain Investments

JAIC Asia Capital

Philips Securities offers OTC listings as an alternative to IPO.

IDA's IIPL will co-invest with VCs in Singapore IT companies.

Gobi Partners

Vickers Venture Partners

Vertex Management II

IDG Ventures

SBI Venture Capital

Mercatus Capital

SPRING Bridging Loan Programme matches bank loans 8:2.

SkyVen Asset Management

iGlobe Group

DFJ Dragonfund China

Fortune Venture Management

Walden International

Ambient Sound Investments

Extream Ventures

Upstream Ventures

Giza

3V SourceOne Capital

McLean Watson Capital

Benchmark Capital

• NRF Early Stage  
 coinvested 50:50 in VC funds

I2G Techcube8 Accelerator

www.mengwong.com/sg/capital/  
 Placement on map is approximate.  
 Not all funding sources are listed;  
 not all listed sources are active.  
 Industry-specific grants may be available.  
 Investor appetites vary constantly.  
 Comments and corrections welcome at  
 mengwong@pobox.com  
 version 20100502

1,000,000

2,000,000

4,000,000

8,000,000

16,000,000

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 Giza  
 3V SourceOne Capital  
 McLean Watson Capital  
 Benchmark Capital

SPRING SEEDS coinvests with external investors at 2:1, up to \$1M. Tax incentives are also available.  
 DTA Capital (Malaysia)  
 Japan Venture Partners  
 SPRING Business Angels Scheme  
 coinvests up to \$1.5M  
 with BAF, Sirius, and Accel-X  
 Sirius  
 Accel-X  
 BAF Spectrum  
 Ariadne Capital  
 Stream Global Incubators  
 IDEAS Ventures (Innosight)  
 Neoteny Labs  
 Plug and Play  
 Social Slingshot  
 NRF TIS  
 coinvests 85:15 with seven funds,  
 five of which are active in IDM

Tigris Capital  
 Finn Evdemon Capital Partners  
 MDA's PILOT scheme 50% funds digital media and game content development.  
 NRF Proof-of-Concept grant for IHL researchers (sister to TECS).  
 NRF Incubation Scheme  
 SPRING TECS Proof-of-Concept and Proof-of-Value schemes fund commercialization.

iJam Incubators invest \$55,000 for typically 5–25% of the company.  
 Athena Innobator · Azione Capital · Expara IDM Ventures · FrontEdge Capital  
 NUS Enterprise / Garag3 · NTU Ventures · SITF · Stream Global · Thymos Capital

IDMPO (MDA)  
 backs the iJam funds

Mindef's CSIT Tech Innovation Fund has money for "strategic" applications. What do you think that means?  
 SPRING YES! matches 4:1 to youths under 26

Angel Investors  
 One way to reach angels is via BANSEA.org, which holds pitch sessions regularly. Angelsden.sg is another way.

Friends and Family  
 If your venture succeeds, they'll wish they'd put more in.  
 If it fails, they'll wish they'd put less. C'est la vie!

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