

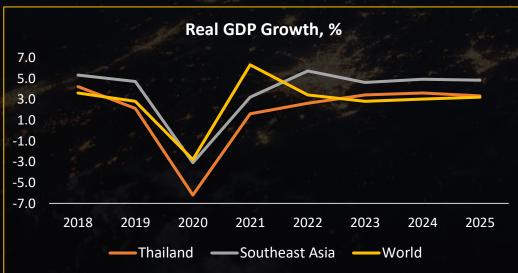
Think Like Startups! Digital Ecosystem

June 2023

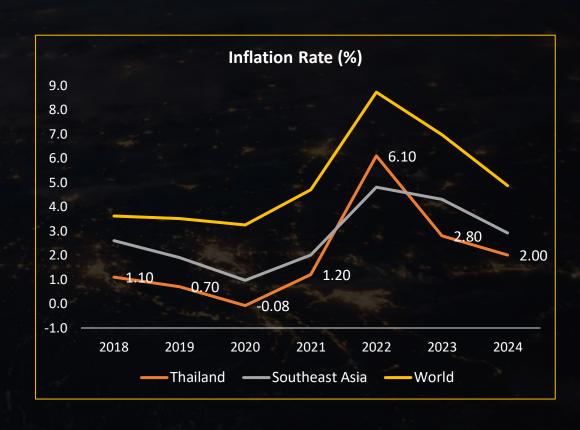
World Economic Outlook 2023: A Rocky Recovery

Although slowed growth is expected in 2023...





...inflation is gradually falling across the world



Silicon Valley Bank Collapse

Why did SVB Collapse?

1. Pre-Collapse

• SVB invested in bonds at the top of the market. As **interest** rates rose higher and bond prices declined, SVB found itself more exposed to risk than a typical bank. SVB started taking **major** losses on their long-term bond holdings.

2. Trigger of Bank Run

• Outward signs of trouble emerged on March 8th, when SVB surprised investors with news that the bank needed to **raise more than \$2 billion** to shore up its balance sheet.

3. Bank Run

Hedge funds and venture investors realized SVB could be on thin
ice and moved to limit their exposure to the bank. The reaction
from prominent venture capitalists is believed to have added fuel
to the fire, and a bank run ensued.

4. Collapse

• Depositors withdrew funds in droves. By the end of the day, customers had tried to withdraw \$42 billion in deposits, spurring a liquidity squeeze and prompting regulators and the FDIC to step in and shut down the bank.

What happened since?



Federal regulators decided to fully insure and protect all of Silicon Valley Bank's depositors and their balances for fear of contagion—the impact the bank's collapse could have on the economy as a whole.



First Citizens Bank bought all of Silicon Valley Bridge Bank except for \$90 billion of securities and other assets that remained in FDIC receivership

Important Takeaway for Startups



One of the biggest lessons is the importance of having a diversified funding strategy. By relying on one financial institution, startups and venture capital firms are putting themselves at risk.

World Startups Investment Outlook

FinTech continues to maintain its dominance in fundraising worldwide

Selected global top fund raised in 2022

Klarna.

Fintech, Payments, BNPL
Later stage
Investor: Sequoia Capital,
Commonwealth Bank of Australia



Fintech, Credit card
Series D
Investor: Sway Ventures, Auria Capital,
Menora Mivtachim



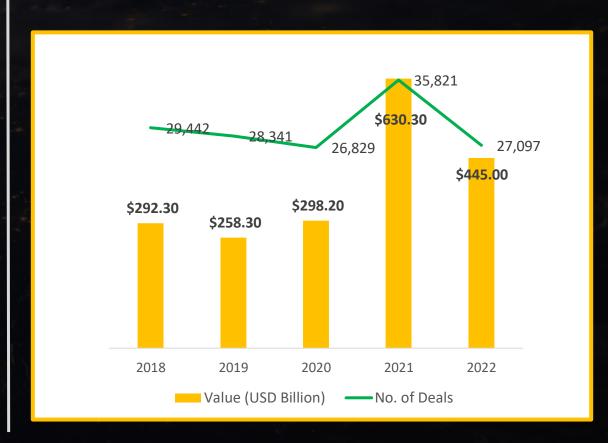
Fintech, Lending, Ioans, credit, BNPL Series D Investor: Square Peg Capital, Jungle Ventures



Travel & Tourism, SaaS

Later stage
Investor: BlackRock, PTT Oil and Retail
Business (PTTOR/OR)

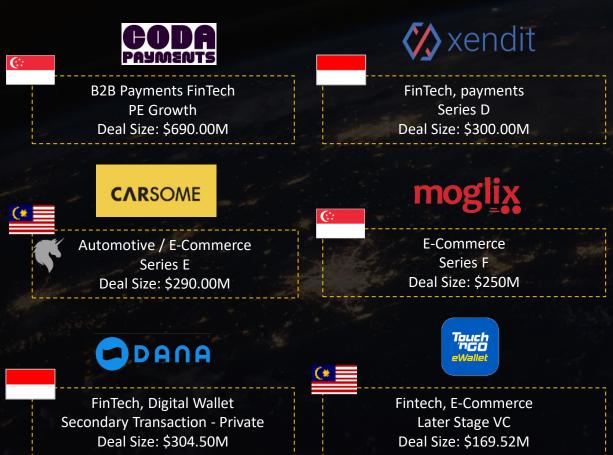
Overview of Global Startup Funding

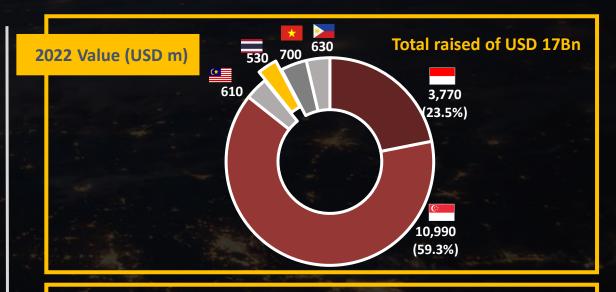


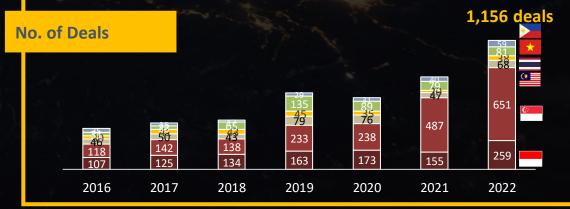
SEA Startups Investment Outlook

Singapore and Indonesia leads the SEA startups investment, while Thailand's startups ecosystem lags behind

Selected Southeast Asia's startups raised fund in 2022







Source : Pitchbook, Techsauce, Dealstreet Asia

ESG

- Climate change strategy
- Water efficiency
- Energy efficiency
- Carbon intensity
- Environmental management system



Environment

Social

- Equal opportunities
- Freedom of association
- Health and safety
- Human rights
- Customer responsibility
- Child labour



- Business ethics
- Compliance
- Board independence
- Executive compensation
- Shareholder democracy



ESG Global Adoption



Invested in renewable energy projects

- Deployed \$1 billion of its own capital in a new Climate Innovation Fund
- · Commits to annual reporting of ESG tracking
- Reported \$10 billion increase in sales due to its ESG initiatives.



Corporate Responsibility Strategy

- Offer \$35 or Less Monthly Insulin for Lilly medicines
- As a result of their ESG efforts, Ely Lily has helped 1.5M people through patient support programs



Increasing access & equal opportunities

 Indeed launched Essentials to Work in 2022, a \$10 million multi-prong investment to help struggling job seekers gain essential access to technology, transportation, and criminal record-clearing services



Successful ESG Policies

- HubSpot offset 4,500 metric tons of emissions in 2021 to cover transportation and remote working impacts
- During a Plastic Free July challenge, employees saved 373 water bottles, 572 plastic bags, and 369 take-out containers

Krungsri ESG Adoption

Krungsri recognized as one of 100 companies with outstanding performance in terms of ESG. The Bank commit to integrating ESG mandates into business strategies toward sustainable banking. This includes **Green Financing** to customers as well.

Krungsri will work on sustainable growth path encompassing ESG dimensions for both the Bank and supporting clients in their brown-to-green transitions



ESG Startups



Enterprise Climate Platform

2022 Series B

Deal size: \$70M

Post Valuation: \$1B



Carbon Quantification

2017

Series A

Deal size: \$9M

Post Valuation: \$15M



Sustainable Foods

2021

Series B

Deal size: Undisclosed

Total Raised: \$30.21M



Healthcare Marketplace

2017

Seed

Deal size: Undisclosed

Post Valuation: \$6M

