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Tech Investment Outlook

What's the Menu Going to Be?

Originally Broadcasted on
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1 st Dec 2021 9am - 9pm (GMT+8)	Special Edition (Extended)
AI WORLD SUMMIT	AI WORLD SUMMIT
WHERE INNOVATORS & DISRUPTORS MEET TO CHALLENGE LIMITS	SOCIAL INNOVATION SERIES
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TRACK 07

The global COVID-19 crisis is a catalyst for change, spurring businesses to continue to invest in AI-based technology to enhance business operations, despite the slowing revenue growth for most businesses resulting from the pandemic. VCs and PE investors are continuously on the lookout for innovative tech companies to invest in, yet they may have been more selective and discerning about their business models and the stages of funding. What has been the situation for the start-ups that were invested pre-COVID-19 vs post-COVID-19? What is the investors' appetite going into 2021/22, and what are they looking for specifically? This track looks at the opportunities and challenges of tech companies in terms of their pre-and post-funding rounds, before and after COVID-19, and into the new year – from the perspective of investors and fund-seekers.

Panel Discussed by



Svet Sedov

Founder, The First International Incubator for Silicon Valley Companies; Digital Angel Influencer, SVETrating.com.



Wan Fara Ayu W Afimad

Co-founder, Director & CIO, Kanzun Ventures Management Sdn. Bhd.



Charles Cheong

CEO, AI Future Asia Pte Ltd.

Moderated by:



Zagros Lam

Cofounder / Head of NLG / CFO, MyFinB Group.

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What's the Menu Going to Be?

Svet Sedov

“Svet Sedov shared his opinion that “we cannot solve health issues by ruining the economy. Offline companies were crushed and went out of business. Just like car companies, certain things cannot be done online because the main part of the culture is cool meetups, making noises, and going to wild places someplace. Going online is good but in those terms, we cannot build a brand.”

He believed “we have to be prudent on how we expand companies because money management will be difficult. Vaccines may be one of the solutions for this pandemic but usually, biotech products take more than 10 years before they get stabilized. This is because bacteria are like humans. When a biological organism is being put into another, it needs time to grow.”

He stated that “there will be a big recession and entrepreneurs should be prepared. Big corporate business is reserving financial resources because by reserving it, they can maintain their small businesses.” He believed that “in the upcoming years, there will be a major re-modeling of the top country’s economic systems since they were much dependent on investments and tourism. We can look for an opportunity outside of the country and go digital to ensure better market share with investors”.

Wan Fara Ayu W Ahmad

“Wan Fara Ayu W Ahmad shared that in an investment management industry, there are several processes that take place before investment, which are the screening process, management deal, help build up the SMEs profile, evaluation, and then investment decision aspect. After investing, post-investment services is necessary by the investment manager.

She stated that “nowadays, everyone is moving towards digitization and technology. We have to adapt to the situation and the key to be able to survive is to adapt and innovate.” In her field, AI is used to help do the valuation calculations and determine whether the investment is worthy or not, have a reasonable valuation, and a positive stable rate of returns. Although people say that investment with high risk has a high reward, they always need to mitigate the risk and go for the ones with a calculated risk.

She shared that “in the current era, the digital asset is now a key and especially if they are related to generating revenues and top line. Most of the recent technologies are recombined as services on a platform with structured business models. Hence, the key component of all successful modern-day business models is the engagement and connecting aspect where buyers and sellers are able to communicate and network with each other, supported by AI-powered intelligent data insights.”

_ To be continued in next page.

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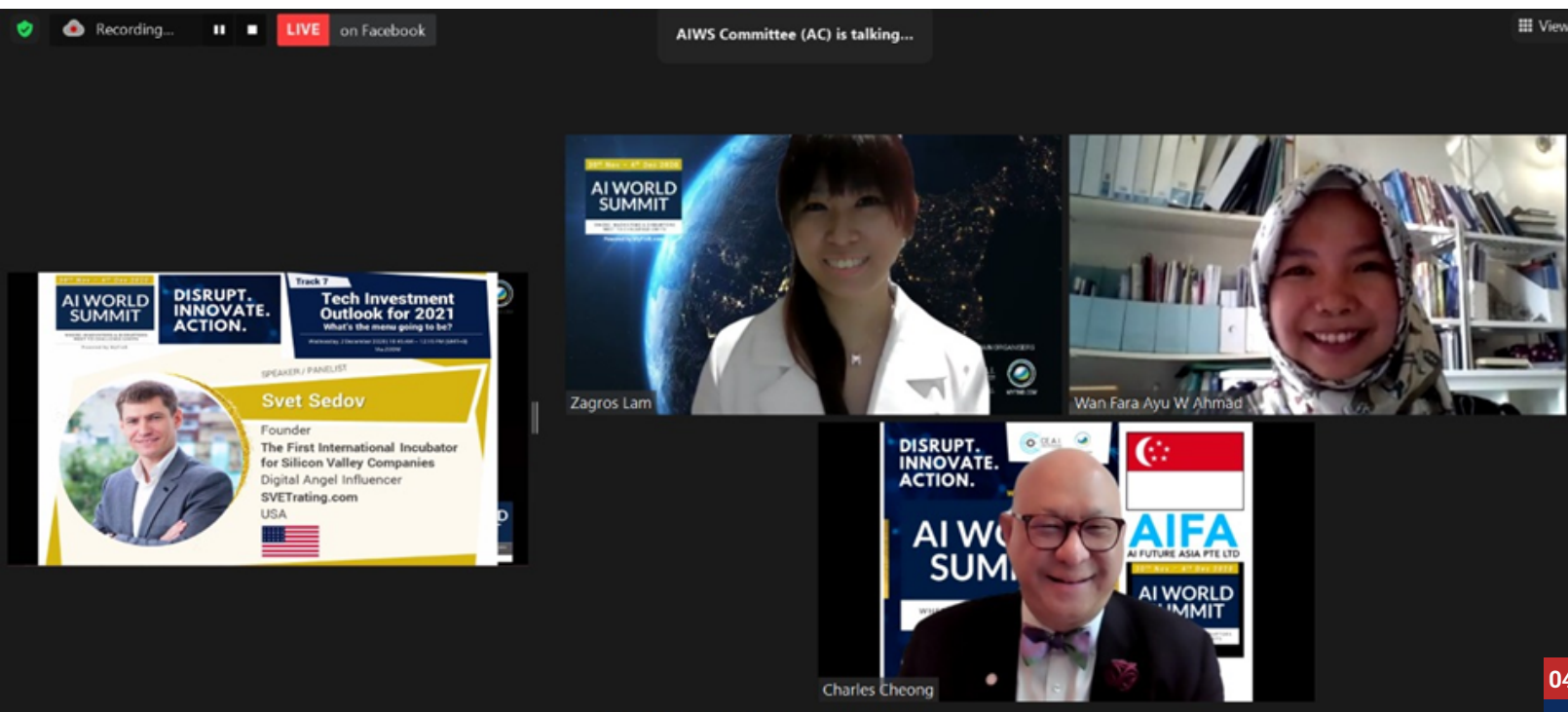
What's the Menu Going to Be?

Charles Cheong

Charles Cheong shared that back in the earlier days, “some tasks that required days and hours to complete, now with Artificial Intelligence, we can complete them in a shorter period of time.” He used to spend seven days to get his job done but now, the maximum time needed is only 2 days and he can spend more time doing things for his clients and take on more jobs because of the support of artificial intelligence. Hence, data analytics and AI is the way forward in these times.

He states that in recent days, business operations are no longer confined to one single location. The next thing is resilience to delivery. Digital business is important because when we go online, we are selling directly to the people, the businesses can become more sustainable and when the opportunity arises, it can grow into a global company.

Charles shared that when people come to him with proposals to look for funds, he ensures that the business is scalable so that he does not waste any time, effort, and money on a non-scalable business. He emphasized that people who are looking for an investment, should think about what do they want, put it in an executive summary, approach, and present it as a pitch to the right audience.





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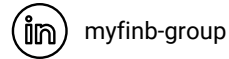


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We specialise in Artificial Intelligence and Natural Language Generation & Understanding (NLGU). Our AI-powered solutions translates structured data (financial statements, bank statements, incorporation info) and unstructured data (publications, social media, journals and video images) into decisioning reports.

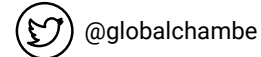
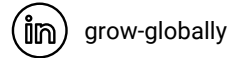
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