

INDUSTRY ANALYSIS...

KEY PARTICIPANTS

The venture capital industry in Singapore spans a wide spectrum in investment targets, as well as actual investors. The preferred size of incoming investment ranges from S\$100,000 to S\$1 million. Geographical preferences are Singapore, Southeast Asia and the United States, in that order. Investment preferences vary greatly, as some funds are focused on a specific technology, while others are willing to look at any potentially lucrative deal. High technology industries that receive constant venture capital review and investment are:

- Computers and computer peripherals
- Semiconductors
- Telecommunications & data communications
- Other electronics
- Software
- Office automation
- Robotics
- Scientific and technical services
- Advanced materials
- Biotechnology
- Medical and healthcare products

The major funds are :

Managing Company/Fund	Fund Amount (\$)	Date Established	Amount Invested (\$)	Life of Fund	Average Life Invested	Investment Criteria
EDB Venture Capital Fund	100m	1986	More than 33m (11m in Transtech)	N.A.	N.A.	N.A.
South East Asia Venture Investment Ltd Seavic	56m	1983	39m	10 yrs	3-5 yrs	Asia/technology transfer
VIS1	14m	1983	14m	10 yrs	3-5 yrs	Singapore/technology transfer
VIS2	27m	1988	2m	10 yrs	3-5 yrs	Singapore/technology transfer
Transtech Venture Management Ltd]						
Transtech 1	55m	Sep 1988 }	35.5m excluding warrants/options	12 yrs	4 yrs	Hi-tech, no global restrictions
Transtech 2	23.5m	Sep 1986 }		12 yrs	4 yrs	Singapore/technology transfer
Elders Pica (Pte) Ltd Elders Pica Asian Ventures	30m	1986	15m	7 with option to extend to 10 yrs	3-5 yrs	Singapore, Malaysia, Hongkong, Japan, South Korea, Taiwan and Australia - medium technology
Walden Management Singapore Ltd Pacven	40m	1988	new (still raising funds)	12 yrs	N.A.	N.A.
DBS Venture Investments Shenton Emerging Capital Fund	10m	1987	N.A.	N.A.	N.A.	Emerging growth (public) companies