IDG VENTURES VIETNAM

AMCHAM 2015 – ICT PLAN

26 June, 2015
IDG Ventures is a leading global venture capital network with more than 70 investment professionals, 14 offices and a portfolio of over 360 companies built over the last 18 years.

IDG Global Venture Network

**EARLY STAGE VC:**
- IDG is sole LP in Fund
- **SAN FRANCISCO** $120mm (1997)
  $120mm (2008)
- **INDIA** $150mm (2006)
- **CHINA** $100mm (1993)
  $100mm (1999)
  $250mm (2002)
  $350mm (2005)
- **VIETNAM** $100mm (2004)
- **KOREA** $100mm (2007)

**GROWTH EQUITY**
- *Growth equity and Capital funds raised in collaboration with Accel Partners
- **CHINA** $318mm (2006)*
  $550mm (2007)*
  $600mm (2008)*
  $1.3b (2011)*
Fast growing emerging market

Building value for the next Asian Tigers

Highest-margin sector with strong ROI potential
$100M Investment Fund, 4 major and most growing industries, including E-commerce, Digital Content/Ads, TV/Media, and Education.

- **E-commerce** is one of the most promising and growing market.
- **Television and Media** is a traditional but high growth and large scale industry.
- **Digital Content and Advertising** is the nutshell of the huge Industry – Internet and Mobile.
- **Education** is a high and potential Consuming Industry.
IDGVV FOUR MAIN PILLARS

**E-commerce**
- 2013: 0.7 Billion (30% IDG portfolios, 70% Total)
- 2018: 3 Billion (33% IDG portfolios, 67% Total)

**Digital Content/Ads**
- 2013: 0.8 Billion (30% IDG portfolios, 70% Total)
- 2018: 2 Billion (50% IDG portfolios, 50% Total)

**TV/Media**
- 2013: 5% (20% IDG portfolios, 80% Total)
- 2018: 15% (55% IDG portfolios, 45% Total)

**Education**
- 2013: 2 Billion (25% IDG portfolios, 75% Total)
- 2018: 950 Million (50% IDG portfolios, 50% Total)
ECONOMIC INDICATORS

• **GDP Growth** – 2014 GDP at 5.9%, 2015 GDP expected at 6.2%

• **Market Stability** – Economy and export composition diversifying in 2015 and less reliant on raw commodities

• **Real Estate** – Signs of recovery after three years of sharp downward correction

• **Retail Sales** – Modest growth at 8.5% YoY compared to 6.6% in 2013

• **Manufacturing** – Sector grew 8.6% in 2014, 16 straight months of growth
  • Demand for manufactured goods remain robust with competitive pricing, low labor costs, and declining input costs

• **TPP** – Anticipated passage by end of 2015, Vietnam to benefit as export economy

• **ASEAN Economic Community** – Member countries set goal to lower trade barriers and with goal of operating as a unified economic bloc
PROSPECTIVE UNIVERSE OF CO-INVESTORS