AVCJ Weekly Digest | 08 December 2021 View in browser

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COVER STORY

EXITS: PASS THE PARCEL

Sponsor-to-sponsor exits are set to reach a record high in Asia this year as private equity firms increase velocity of deployment and some strategics remain in a pandemic-induced funkspensable.

Read more

TALKING POINTS

GRABBING THE SPOTLIGHT

A tumultuous NASDAQ debut for ride-hailing platform turned super app Grab has added more questions to a narrative about a maturing exit market in Southeast Asian tech. But even if the event feels anticlimactic, humdrum momentum is still momentum.

Grab's backdoor listing via a special purpose acquisition company (SPAC) was bound to raise eyebrows given the potential for misalignment of investor interests in such schemes. In a now familiar pattern, the stock sank 21% in a rocky debut session on December 2 to $8.75 and has warbled below the $9 mark in its first week.

Concerns about how this plays out are all the more pressing given that, in some ways, the stakeholders include the entire regional start-up scene. If the guinea pig in ASEAN's latest hope for a viable exit pathway flounders, what will be the ramifications on broader sentiment? Will SPAC targets and IPO candidates review their options?

Much of the answer to these questions lies in the idea that the details around how and when Southeast Asia's unicorns go public is less important than the fact that they are doing so, for better or worse, one by one.

Although it remains early days for Grab and Bukalapak, the Indonesian e-commerce player that raised about $1.5 billion in a domestic IPO in August, there are few expectations that their trajectories will falter disastrously. As the likes of GoTo, Traveloka, PropertyGuru, and Kredivo follow suit, the likelihood of a true bust will increase – but so will the broader market's resilience to such an anomaly.

In depth:

- Southeast Asia IPOs: Opportunity knocks **- November 2021**

LP INTERVIEW

SWITZERLAND'S PICTET

Switzerland-headquartered private bank Pictet is adding headcount in Asia – to assess investments as well as woo clients – as the introduction of new strategies increases exposure to the region.
Read more

FUND FOCUS

LIGHTSPEED BETS ON GREEN-TECH

Green-tech is the latest big idea being championed by Lightspeed China Partners. It has inspired a change in the firm’s name and it will underpin deployment of the new $920 million fund.
Read more

FUND FOCUS

AC VENTURES HITS ITS STRIDE EARLY

AC Ventures has rallied global investors for an Indonesia-heavy Southeast Asia thesis, more than doubling its expected corpus as pandemic disruption changes everything but the plan.
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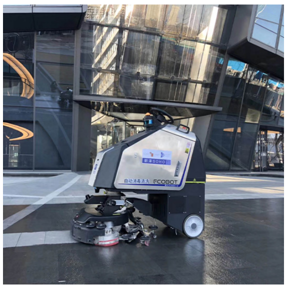
DEAL FOCUS

GAUSSIAN SERVES CHINA'S AGED

With its globally competitive technology and low costs, Gaussian Robotics has become a dominant force in the cleaning robot segment. SoftBank Vision Fund is the latest addition to its cap table.
Read more



SEEN AND HEARD

SAAS EN MASSE

India’s software-as-a-service (SaaS) boom is now reaching into the seed stages, where companies received an 85% higher valuation this year versus 2019, according to a sector-focused report from Bain & Company.

SEEN AND HEARD

NEW SILK ROAD?

Expanding political cooperation and overlapping economic stories are creating new inroads for private equity in "ascending Asia," a new moniker for the Middle East, North Africa, Southeast Asia, and India, according to Dubai-based Gulf Capital.

The rest of the week

DEALS

- Longreach to exit Taiwan bank after 14-year hold
- China's Didi to delist in New York
- STIC commits $840m to Korea's Iljin Materials
- CVC backs take-private of Hong Kong-listed Razer
- Vision Fund joins $300m round for China vaccine developer
- Wise Road buys semiconductor assets from Taiwan's ASE
- Australia food-ordering start-up raises $63m
- Vision Fund leads $188m investment in Naver's metaverse
- Chinese language learning platform raises $105m
- Valar, IA lead $40m Series B for India BNPL player
- Goldman invests $96m in Australia disability housing player
- Bain leads $63m Series C for Korea's PeopleFund
- Vision Fund backs Japan sneaker marketplace
- China 3D printing start-up WeNext raises $55m
- Airbus backs Australia quantum computing player

For your calendar

UPCOMING EVENTS

- **December 9 -** AVCJ Diversity & Inclusion Forum

Connect with us & learn more

Get in touch

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