



Venture Capital  
Investments in AI

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## Agenda

- Discussion on AI from investment perspectives
- Venture Capital Investment Considerations
- Role of Venture Capital

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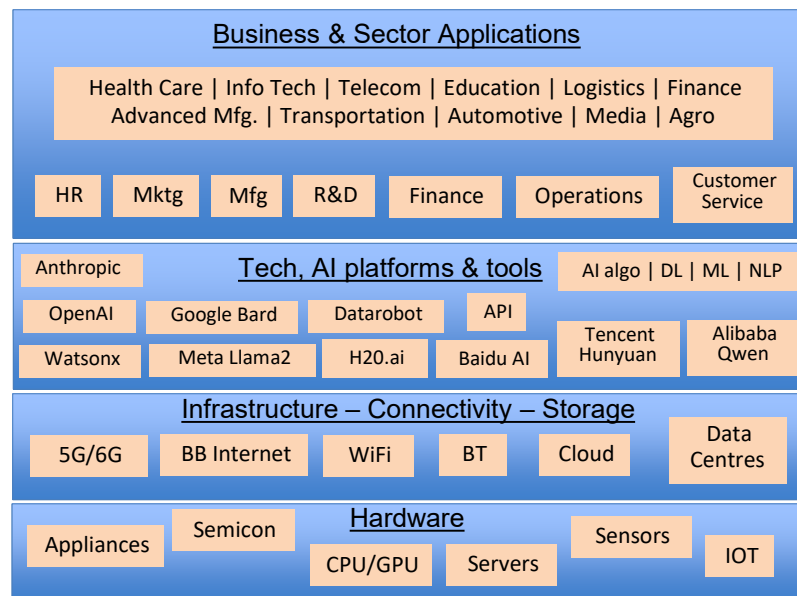
## Implications on AI

- All industries, large or small, influenced by AI – adoption dependent on sectors & needs... contributing to \$15.7 trillion\* to the global economy by 2030
- Better decision making with more accurate data – but do not neglect human wisdom
- Work & play will change – demand for jobs with new skills (or needing upskilling)
- New talent: developers, data scientists, product managers, UX/UI designers

\* PwC 2017 Sizing the Prize AI report

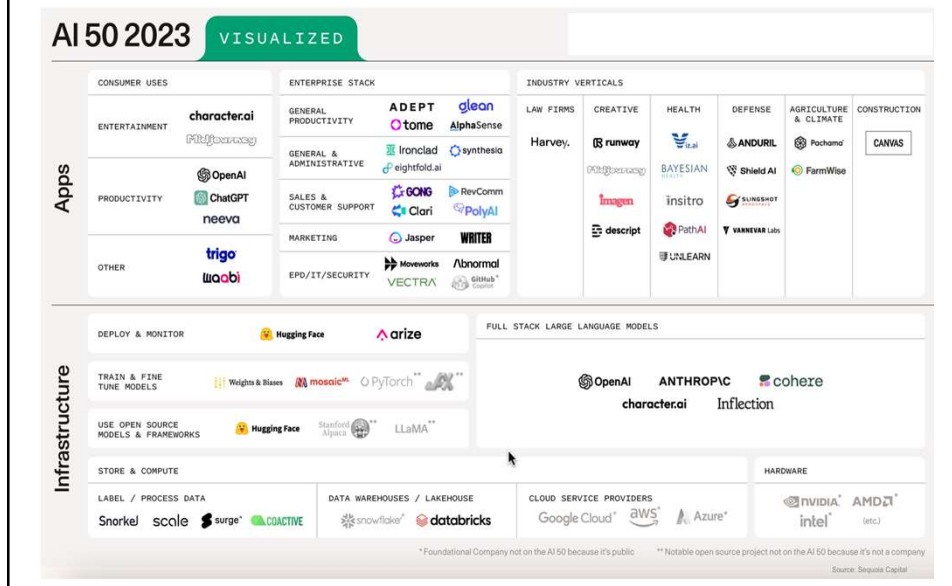
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## AI ecosystem market map



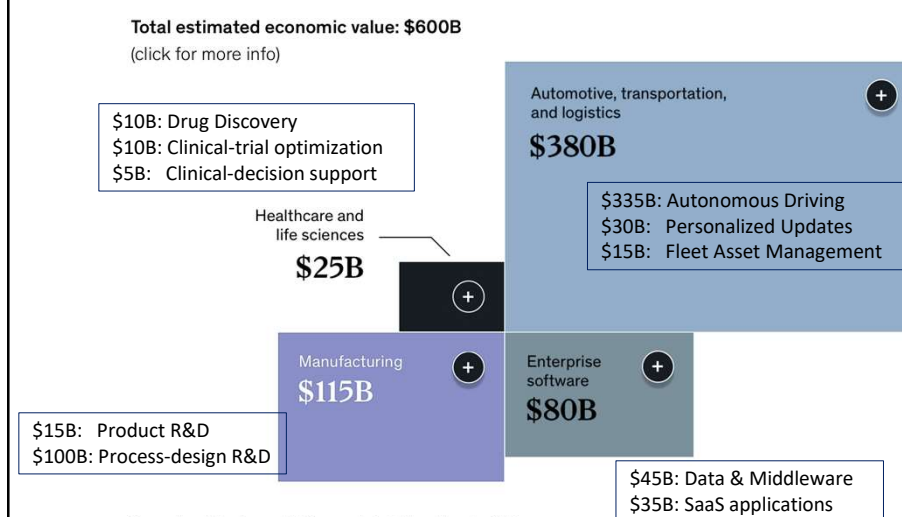
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## Sample of AI Landscape



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## Geographic map: China AI sector opportunities



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## Investors' Perspectives

### Entrepreneur

Background  
Vision carrier  
Values & Character  
Mindset  
Leadership

### Business Idea

Business Model  
Sector Inefficiency  
Local vs Global  
Scalable  
Social Impact  
Responsible AI

### Market Demand

Adoption rate  
Market Creation  
Disrupt market  
Customer sectors

### Team

Culture & DNA  
Talent diversity  
Existing Investors  
Advisors  
Chemistry

### Readiness Level

Technical  
Investor  
HR  
Management  
Future

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## VC Post-Investment Value Add

### Strategic

Virtual Management  
Strategic context  
CXO recruitment  
Financial discipline  
Do Well, Do Good

### Resources

Global Network  
Financing  
Industry Knowledge  
Growth  
M&A

### Fund Raising

Prep plans  
Target Investors  
Bankers  
Investors' Relations  
M&A

### Access

Business services  
Bank relationships  
Board members  
Portfolio synergy  
Partners

### Management Advice

Mentor-Advisor  
Talent  
VUCA & Crisis Mgmt  
Trends

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## Role of Venture Capital

Economic Development	Nurturing Venture Capital	Ecosystem to Succeed
<ul style="list-style-type: none"> <li>• Beyond financial asset class</li> <li>• Support Innovation &amp; Entrepreneurship</li> <li>• Market creation of industries</li> <li>• Create new jobs &amp; supporting industries</li> </ul>	<ul style="list-style-type: none"> <li>• Patient capital</li> <li>• Seasoned VC tend to be low profile &amp; have seen many cycles</li> <li>• Talent diversity</li> <li>• Mentor-mentee</li> </ul>	<ul style="list-style-type: none"> <li>• Services ecosystem</li> <li>• Vibrant exchange</li> <li>• Consistent govt regulations &amp; laws</li> <li>• Mobility of diverse int'l talent</li> <li>• Infrastructure</li> </ul>

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## Summary: Food for thought on AI

- Highly dependent & trust on the data & AI models
- Management decision(s) based solely on such data outputs
- Still require human creativity, wisdom, social & ethics to balance AI technology
- Sustainable or just herd mentality or passing phase

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