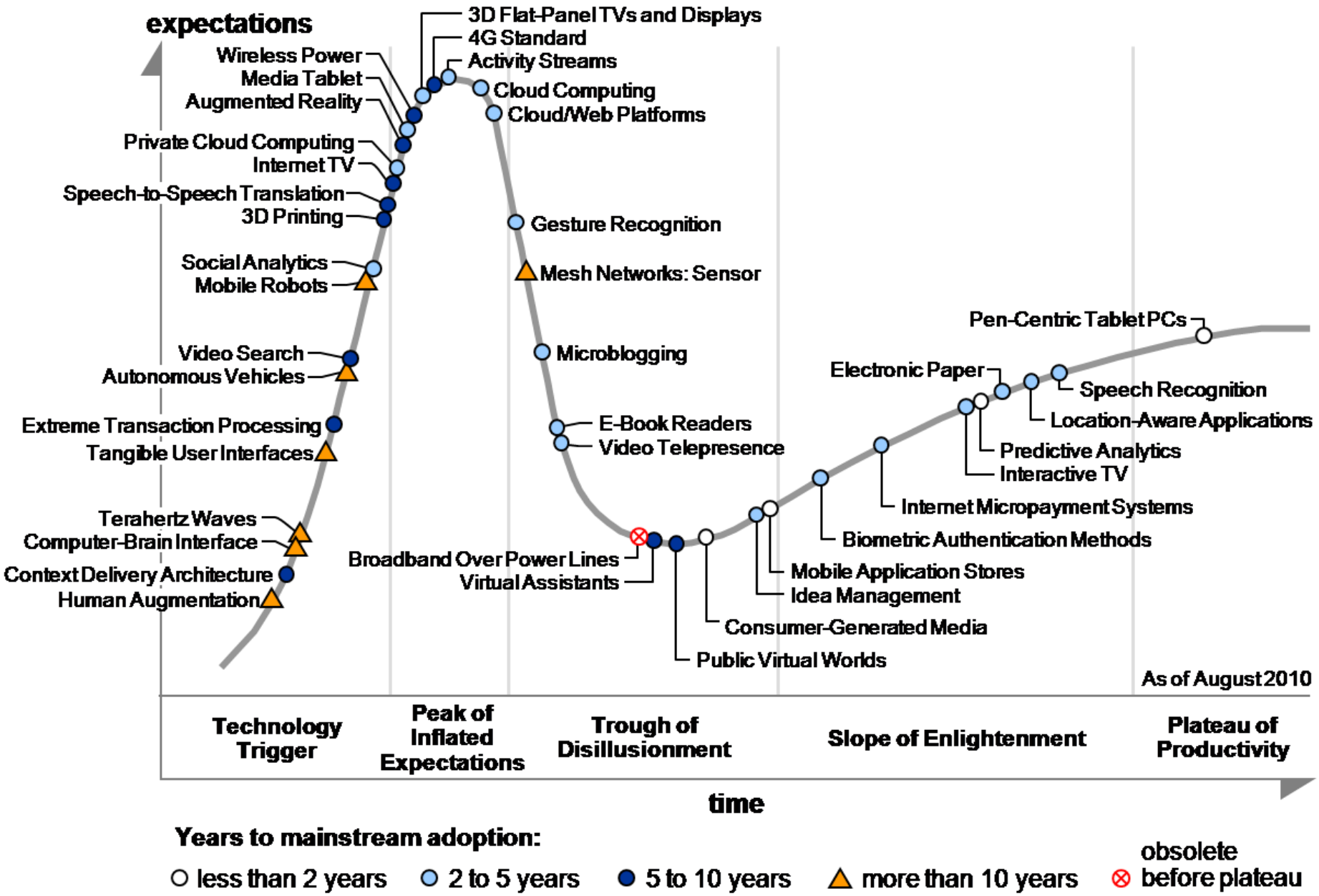
Access to Financing for tech start-up and SMEs

PASCAL LY – CHAIRMAN, EUROCHAM DIGITAL AND NEW TECHNOLOGIES

The exponential evolution of Technology in the last 50 years

- Technological evolution is exponential, not linear. In other words, the more it advances, the faster it advances.
- Evolution of daily life equipment such as TV, Computer and Internet are evolving faster day after day
- The childhood life of our grand parents and parents are most likely similar in terms of technology they have been exposed to
- In our current life and childhood we definitely are exposed to a much more broader range of technology and our children and grand children will even be more exposed

Emerging Technologies Hype Cycle in 2010

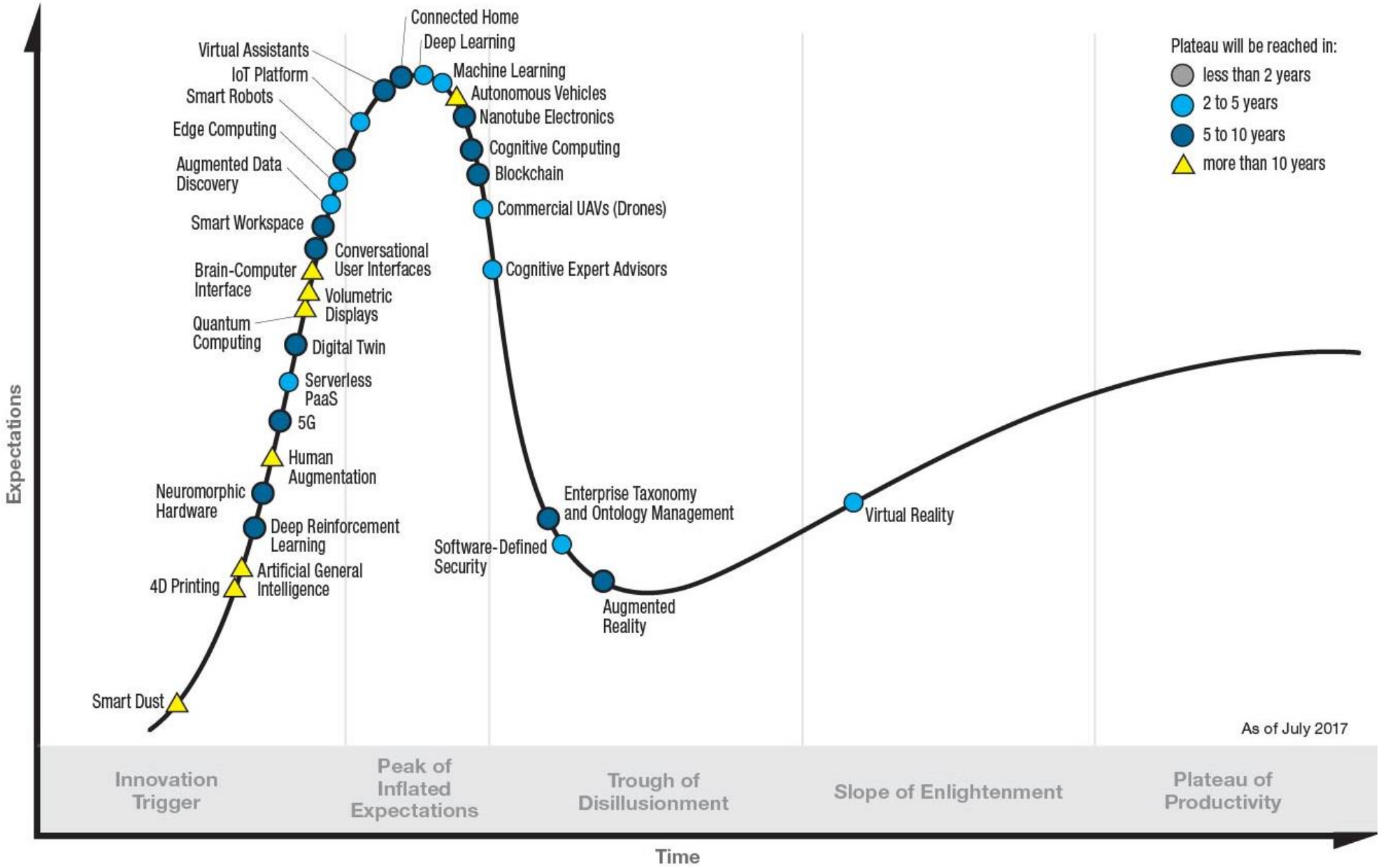


45 Technologies

More than half already in use in 2018

Source: Gartner

Emerging Technologies Hype Cycle in 2017



31 Technologies

Each technology reaching plateau is a foundation of other new technologies to be developed

Source: Gartner

Successful Techno Entrepreneurs are shaping and changing the world

Anthony TAN
Grab

- Transport
- Food
- e-Wallet

Jack MA
Alibaba

- e-commerce
- Logistics
- Media

Jeff BEZOS
Amazon

- e-commerce
- Cloud Computing
- Consumer Electronics

Elon MUSK
Tesla

- Electric and Autonomous Cars
- Space Travel

Emergence in Cambodia of new breed of Techno Entrepreneur in diverse industries

PassApp
Cambodia Taxi Booking

joonaak Delivery
ក្រុមហ៊ុនដឹកជញ្ជូនជូនអ្នក

fresh
nham24

Morakot
Simply Innovative
Simple and reliable core banking system for Microfinance and Bank

LAST 2 TICKET

BOOKMEBUS.COM
where every corner is bookable

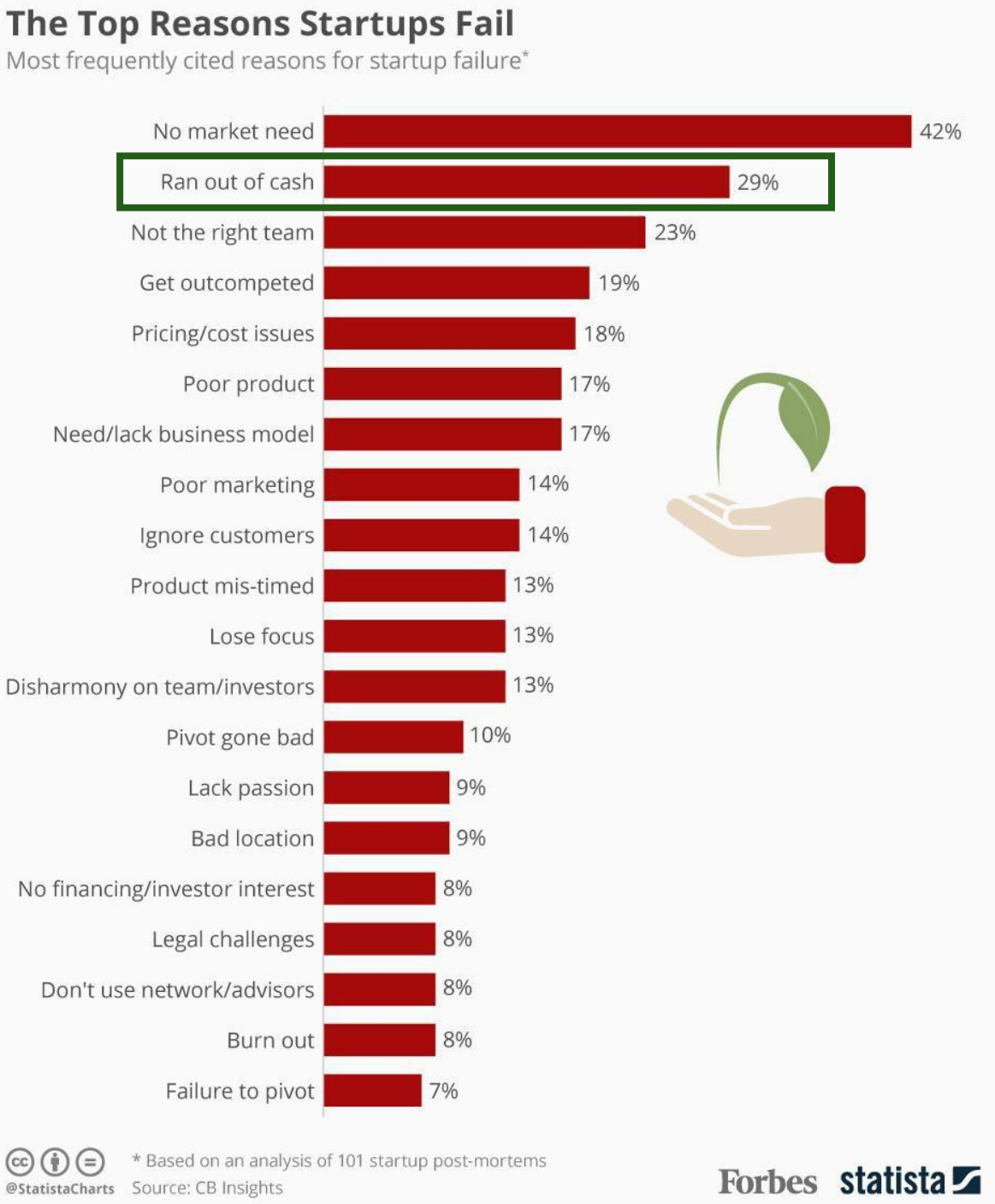
wendgo!
smart shop solutions

realestate.com.kh
គេហទំព័រ អចលនទ្រព្យ 柬埔寨房地产网

The landscape in Cambodia is evolving fast

- Entrance and interest of technology giants: Uber, Alibaba, Grab, Salesforce
- Two year ago when Mango Tango was doing a research on e-commerce in Cambodia they only identified 6 tech startup, today we can count over 110 tech startup
- Similarly the numbers of startup incubators have increased with the existing of at least 4 incubators
- Events around technology are found by bunch on Facebook
- The number of investors (private and VC) have increased in terms of interests and amount that can be injected into promising start up
- "Startup Cambodia" is a newly launched platform aggregating all resources and information a startup can be looking for in divers aspects

How can we support further emergence of Techno Entrepreneur in Cambodia and contribute to their success with sustainability?



Session focus

How could tech starts up and SME get better access to financing and increase their understanding of lenders/VC/market requirements?

Conversation focus

- Clarifying the needs
- Providing solutions

Wishing everyone a wonderful session

Thank You