

Golden Gate Ventures

Your Strategic Partner

A local fund with global experience.

The year was 2011; Singapore's startup ecosystem was in its infancy and the silicon valley mindset was coming ashore. Vinnie saw this early stage development as he travelled through Asia. Convinced that major growth was about to happen in the region, Vinnie and Jeffery established Golden Gate Ventures. A VC firm that brings real startup experience to the developing Singapore startup ecosystem. Fast forward to today and it's easy to see the maturity of startups in Asia has grown immensely. We at Golden Gate Ventures are proud to be a part of this ever developing ecosystem.

we are:

Always available.

More than money.

One of the earliest funds in SEA still operating.

For Founders, By Founders!



Vinnie Lauria

In 2010, Vinnie left San Francisco to backpack across the world with his wife Kristine. They started in Korea, then went to China, South to North of Vietnam, Bangkok and Singapore. There was a lot of great activity, smart minds, **people building cool things** - and Vinnie found himself meeting great people from all walks of life, including entrepreneurs who were struggling to find funding.

The opportunity got him so excited that by the end of the trip, Vinnie decided to settle in Singapore and help bridge knowledge and financing between the Valley and Southeast Asia.

As an entrepreneur-turned-investor, Vinnie had experience building companies but not venture capital - something he saw as an advantage **as many investors did not have startup experience**, especially the Silicon Valley startup experience.

Golden Gate Ventures has since become not only a job to Vinnie but a hobby: when he’s not doing at work, he’s trying to zone out and just enjoy the calm and peace in the moment.





Jeffrey Paine

As one of the most **active startup ecosystem leaders in all of Asia**, Jeffrey's beginnings were humble. A local Singaporean, he completed his studies in the US and returned to Singapore as a consultant in KPMG. His first dip into investments was with MPH Ventures.

In 2010, with **considerable entrepreneurial and global experience in places such as the US, Dubai, and Asia**, Jeffrey launched Founder Institute programme in Singapore. Under his leadership, numerous Founder Institute chapters have launched across Southeast Asia, China and Australia. This brought a little of the Silicon Valley spirit to entrepreneurs in these cities around the world and accelerated the development of the Singapore startup ecosystem.

Jeffrey uses his strong connections and unique perspective that he developed while leading his FI chapter to launch other startups throughout Southeast Asia. He believes that **successful companies are not formed in isolation**. Entrepreneurs need seed funding, experienced mentors, and a strong network of seasoned professionals and peers.

Justin Hall

Justin is originally from Brooklyn and now resides in Singapore with his girlfriend and three dogs. He's a scholar of the Lee Kuan Yew School of Public Policy, having graduated with a Masters in Public Policy, and prior to that I graduated with honours from Trinity College, Dublin, with a degree in history and political science.

He worked at Rakuten Marketing for several years before moving to Singapore in June 2011, and then joining Golden Gate Ventures as an intern May 2012.

Justin thrived in his new role. His aptitude, energy and enthusiasm for helping others has, after five years, earned him the title of 'partner'. He **loves working with some of the best entrepreneurs, investors, and mentors** in Southeast Asia.





Michael Lints

Michael's entrepreneurial spirit kicked in when he started an IT managed services startup with 2 friends. The startup got **acquired by a data and telecom company** in The Netherlands. Michael then wanted to spend more time giving back to the community. He was asked to join the Economic Development Board Rotterdam as a vice chairman and chairman.

In 2013 Michael moved his family to Singapore and joined Golden Gate Ventures. Initially as a Venture Partner in 2013 to help with fundraising, strategic partnerships, mergers, and acquisitions. Michael has helped **raise over $60M USD** for Golden Gate Ventures and its portfolio companies and is now a GGV Partner. In 2018 Michael joined the Kauffman Fellowship program in the US, which focuses on up and coming leadership in the venture capital industry.

Michael is a true believer in work-life balance. Sport is an important part of his life. He has completed 7 marathons and recently added cycling and swimming. Michael finished his first Ironman 70.3 in Hawaii in 2017 and is the Singapore ambassador for TREK (cycling brand) distributor, Treknology3.

Supporting Local Startups

We understand the needs of growing startups and we do our best to support them in any way we can. From public events and private dinners, through to personal introductions to GGV's vast network. We proactively create opportunities for founders and investors to come together, share experiences, and do business together.

45
INVESTMENTS



$250M
AUM



9
COUNTRIES



TOP 5%
GLOBAL FUNDS



12
EVENTS / YEAR



15,000
IN NETWORK



$1B
HELPED RAISE



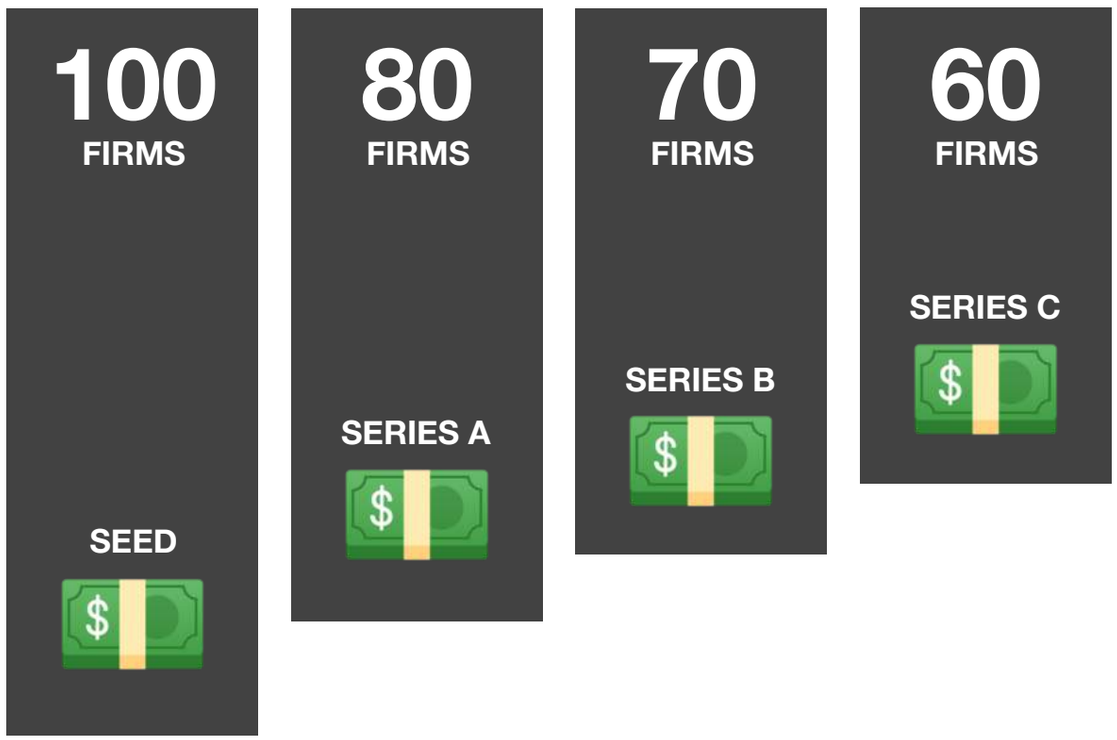
100
MAJOR PARTNERS



Financial Support

Setting yourself up with the right financial support is crucial to your startup's success. Taking too little, or too much, has consequences. We work with you to create a founder-friendly investment strategy that isn't going to hurt you in the long run.

Investors in Our Network



SEQUOIA

Google

TEMASEK HOLDINGS

KLEINER PERKINS

SoftBank

KKR

BESSEMER VENTURE PARTNERS

NASPERS

Backing you every step of the way.

Follow-On

We are an active long-term investor and invest across multiple rounds.

10-year fund life

Long-term vision

In it for the long haul

xendit

omise

funding societies

redmart™

carousell

ALODOKTER

CARRO

mapan

Homage

More Than Money

Capital is just one important resource for any growing company. We know how difficult growth can be, that's why we have put in place additional support in the most crucial areas:

Support Resources

Together, we bring with us years of hands-on experience in online marketing, product development, building teams and strategy.

We help with the heavy load, making intros to the best people we know for critical hires, rewriting job descriptions, walking through compensation strategies, and helping close win-win deals. When a company needs help, we will have the right person to come in and work through any challenge.



Internal Recruiter



Virtual CFO



Growth Advisor



Business Development



“Golden Gate Ventures had begun helping Carousell months before they became an investor. Vinnie was key in helping us improve our product’s retention mechanisms amongst other product enhancements, and Jeff gave us good advice regarding capital strategy and partnerships.”

carousell Siu Rui Quek, Carousell CEO



“Golden Gate venture has strongly supported our growth since our start not only with financing but with strong strategic advice, operational support and connection to other entrepreneurs and investors. They have been an essential part of our journey so far.”

ALODOKTER Nathanael Faibis, Alodokter CEO



“GGV helped us outline our strategy through a series of white board sessions between the two teams. They helped us prepare our investment deck and made important connections to other startups, executive candidates, and law firms.”

mapan Aldi Haryopratomo, Mapan CEO acq by Go-Jek

Working With You

Not just pushing you

















The GGV Global Network

The ever-expanding Golden Gate Global Network is designed to bring people and opportunities together. Our vast network consists of well-connected individuals and companies from all over the world.

examples:

- Connected MyMusicTaste to RedBull in Europe.

- Connected Lomotif to Twitch in the US.

- Connected Carousell to eBay in the US.

Strategic Partners

We foster strong commercial partnerships with companies to play a strategic role in the development of our portfolio companies.

South East Asia / Regional Network

Our regional network has expanded significantly and has paid in dividends. Our portfolio companies have access to partners and investors from all over SEA.

SEA regional network (a mix of LPs and strong connections)

Singapore - Temasek/Ng family (Far East)

Indonesia - Gunung Sewu Group

Thailand - Siam Commerical Bank & Muang Thai Insurance

Philippines - Globe & Robinsons PH

China - Alibaba & tencent & Qunar

Taiwan - ChinaTrust

Japan - Mitsui Fudosan, LINE, & Mistletoe

Korea - Hanwha, NAVER, SK

GGV Global Network



GGV Success Story

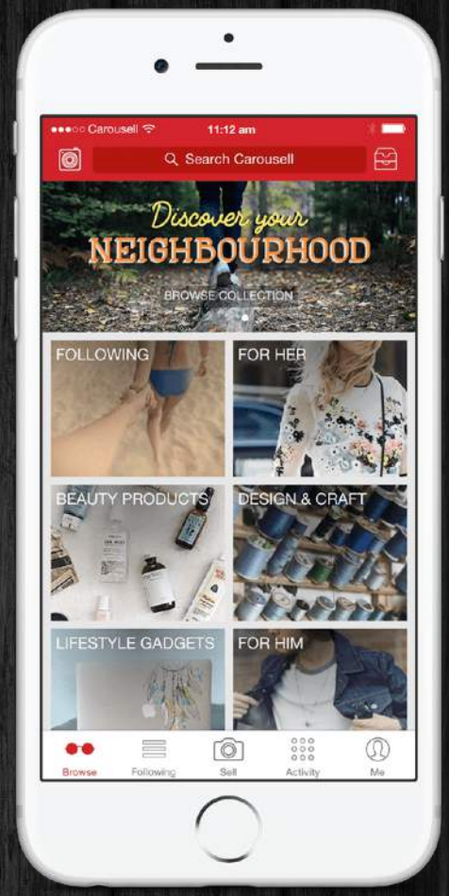
carousell

From Hackathon to International Success

Born out of a hackathon, Carousell started life off as a simple listings app. Churn was a big issue for the young startup but the team pushed on with Vinnie's guidance. Together they ironed out the issues and set Carousell off to become the success it is today.

GGV played a key role in their early funding by connecting them with investors such as Rakuten and helping bring Sequoia on board. GGV also supported Carousell with funding at every stage including a large strategic investor, a huge investor for their most recent round.

GGV has been with Carousell during every step of their journey so far. From concept to now an international company with over $110M in listings created and $126M raised.





GGV Success Story

Mapan acquired by Go-Jek

GGV saw value in Mapan (also known as Ruma) early on and planned to bring Silicon Valley partners to Mapan. However, GGV turned to local investors first as this was a strategy Mapan needed to scale in Indonesia.

During late 2017, as Mapan was scaling locally, they received an offer to be acquired by Go-Jek.

Acquisitions can be complicated and cumbersome for the inexperienced. It's not something founders do often and GGV understands this. The GGV team assisted Mapan through every stage of the acquisition process, from strategy and financial prep to deck creation.

GGV worked with the Mapan founders to realise the true value of their business. Multiple strategy workshops took place to put Mapan in a strong position to negotiate the terms of the acquisition.





GGV Success Story

redmart™

Fueling Redmart Success

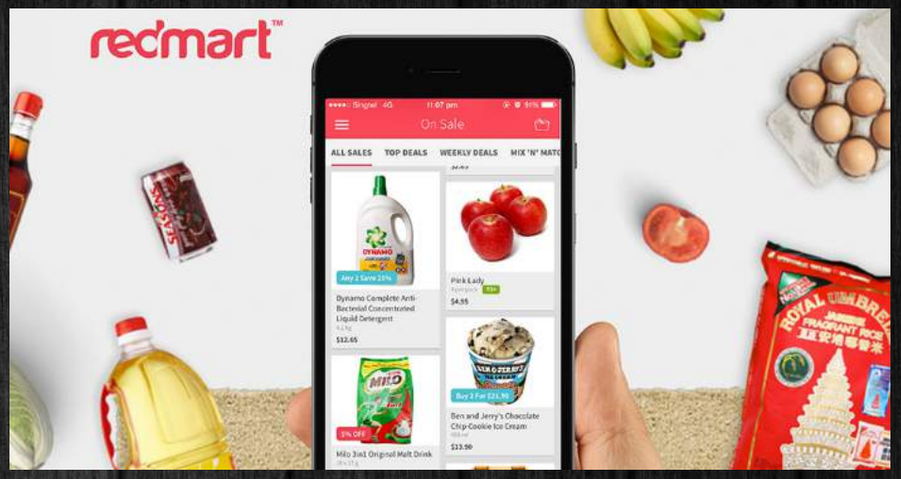
When Redmart were looking for initial capital get help them get off the ground; everyone said “no” except for GGV. Understanding overseas buying trends and the move to ordering online, Vinnie and the team jumped at the chance to bring modern online grocery shopping to Singapore.

GGV then became a key component in the Redmart success story. Helping the founders through each capital raise, connecting with key partners, and mentoring through their journey.

Redmart was acquired by Lazada (Alibaba) in 2016. Initially, the negotiations fizzed-out. It wasn’t until GGV diplomacy stepped in and brought everyone back to the table. Two months later and the deal was done.

GGV also helped Redmart acquire Shutterpair, a photo sharing app. Shutterpair was the muscle behind Redmart’s app and rebuilt their platform back in 2013.

“Without GGV helping, Redmart would have run out of fuel.”
- Roger Egan







The GGV Community

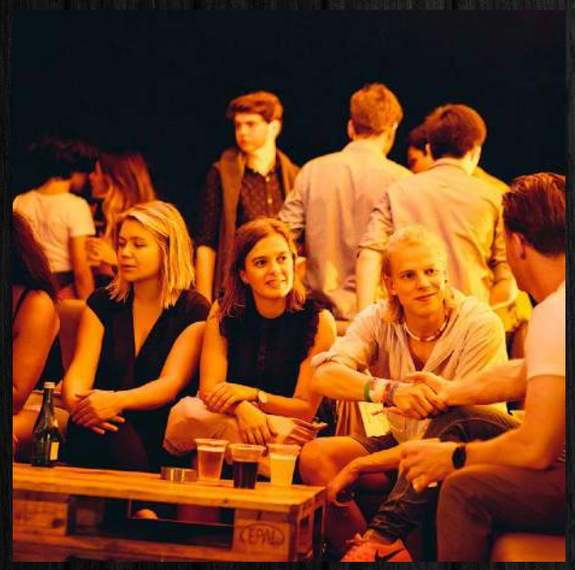
“Successful companies are not formed in isolation” - Jeffrey Paine

We understand the **value of community** and is why we put a lot of effort into developing a strong community of founders, investors and partners.

Every year we host about 7 intimate dinners, 2 summits, and 12 smaller meetups between founders and investors.

Founders Slack Channel

As a GGV portfolio company, you will also have access to our community Slack group where founders actively share advice, thoughts, and feedback.









Our People



Angela Toy

DIRECTOR, PORTFOLIO STRATEGY & OPS



Casper Peh

HEAD OF PORTFOLIO FINANCE



Dea Surjadi

HEAD OF INDONESIA



Jeffrey Chua

SENIOR ASSOCIATE



Freddy Shen

ASSOCIATE



Mahesha Subramaniam

FUND ADMIN & OPS MANAGER



Michelle Huang

ANALYST



Kenrick Drijkoningen

HEAD OF GROWTH



Ollie Wood

HEAD OF TALENT



Michelle Arambulo

EXECUTIVE ASSISTANT & OFFICE MANAGER

Advisors



Beng Teck Ong

Managing Director
TEMASEK



Eduardo Saverin

Co-Founder and Partner
B CAPITAL GROUP



Ricardo Bun

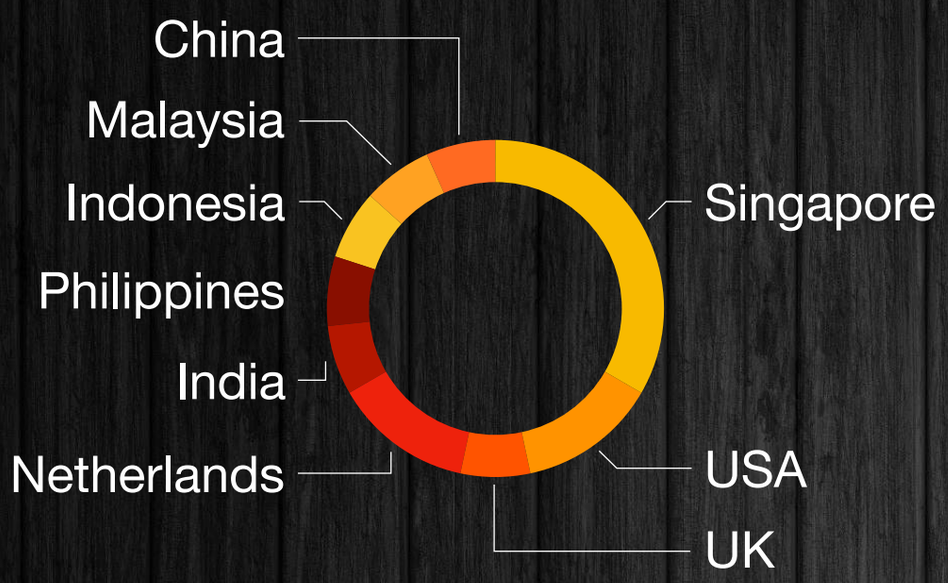
Managing Director
TEMASEK

The GGV Community

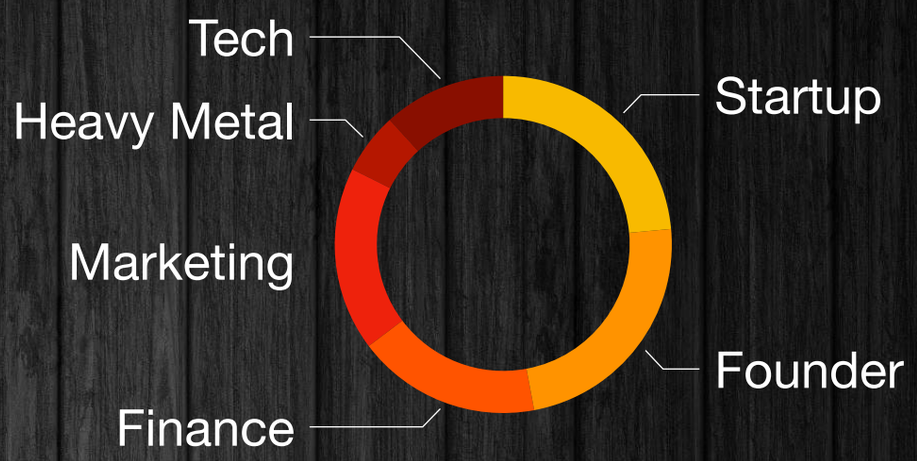
“When people from different backgrounds and perspectives come together to solve a problem, magic is sparked.” - Vinnie

No two GGV team members share the same career path. Thanks to the expansive vision of GGV, we’ve all migrated into venture from various roles in startups, marketing, finance and tech.

Country



Career Backgrounds



Our Portfolio

Our focus is on companies that demonstrate disruption, operational improvements, and large potential for growth.

E-Commerce

GRANA · HipVan · MY MUSIC TASTE · POWERCORE · Printerous · Laku6 · temanjalan · Orami have it all

Fintech

funding societies · Claim Di · Piggipo · mapan · GO PAY · ayannah · Lenddo

Marketplace

carousell · CARRO · INDOTRADING.com Situs Perdagangan No. 1 di Indonesia · ServisHero · APPOTA Mobile Content Distribution Platform · 99.co · Homage

Mobile / Web

ALODOKTER · APTOIDE Own your Android Store · lozi · WiFi · MONEYSMART · WAYGO · AngelList

Payments

BAOKIM.VN · omise · stripe · xendit · xfers · CODAPAY

SaaS

FLOWACCOUNT.COM · gadjian.com · GOQUO · INDOPROC · JOJONOMIC REIMBURSEMENT MADE EASY · perx · Semantics3 · tradegecko · Vault Dragon

Join Us

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