

# Venture Capital and SMEs

SMEsand innovation funding for a sustainable future

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Centara Grand, Central Plaza Ladphrao Hotel, Bangkok

# Agenda

- Speaker background
- Venture capital explained
- Investment scenes in Thailand and ASEAN
- AEC 2015, venture capital, and SMEs

# Dr. Jay Jootar

@drjaysayhi

## Education

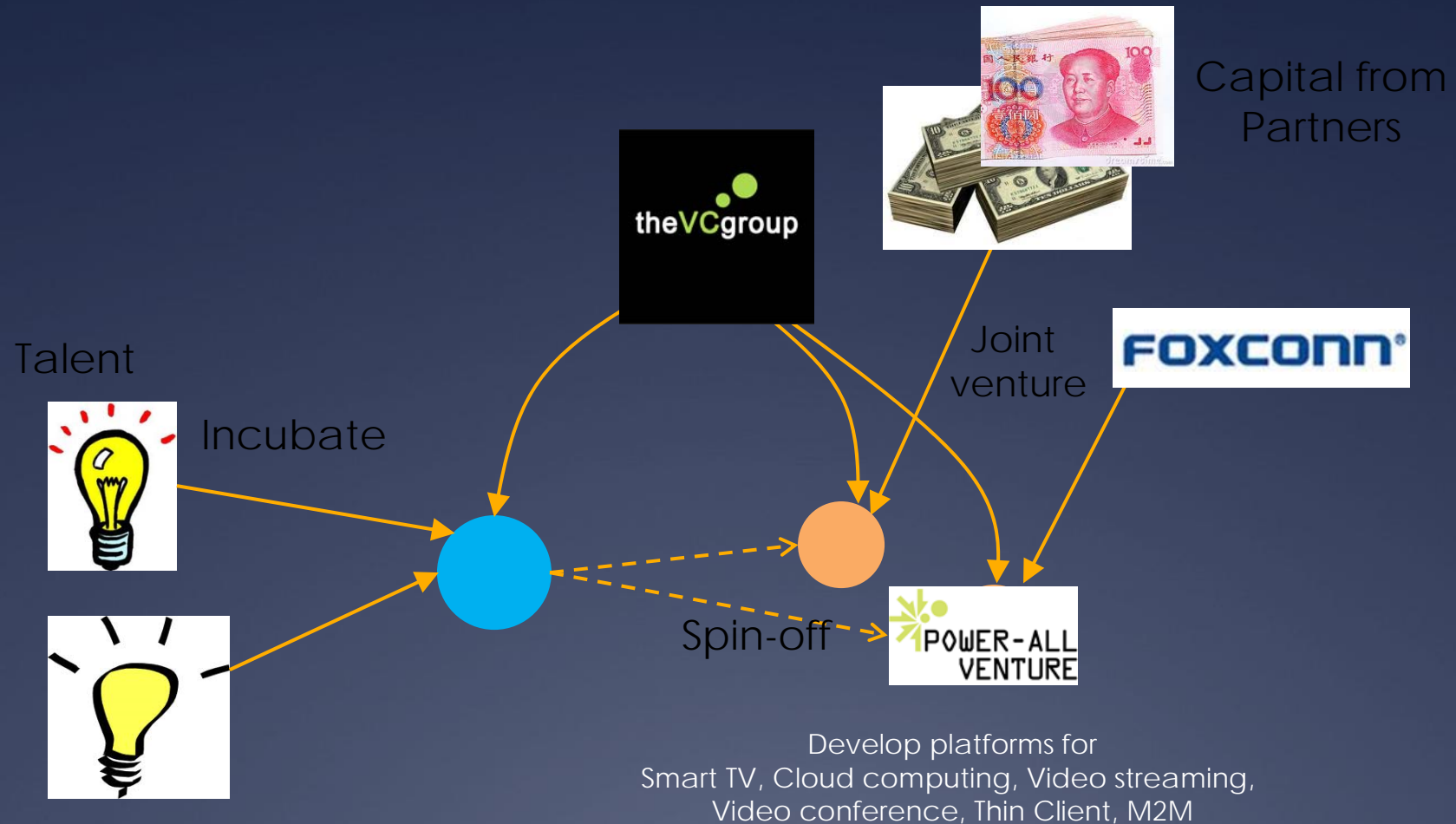
- Engineering (CU), MBA & PhD (MIT)

## Professional

- Equity analyst & Investment banker
- Management consulting in technology business (Intel, ITT industries, Verizon, various startups on Boston's route 128 area)
- Senior executive at True corporation for 7 years (step down as a General Manager)
- Founded and manage The VC Group since 2009

# The VC Group

[www.thevcgroup.com](http://www.thevcgroup.com)



# Venture Capital

- Invest in early stage private companies, sometimes even without revenues
- Usually also active in managing the companies, at least at the board level, by providing connections and advices
- Focused on companies that build innovations especially in information technology, energy, biotech, green technology
- Bet on the team, usually do not require a collateral
- Harvest by bringing the company to IPO or selling shares to other companies at much higher value than the investment
- Expect a few huge success to make up for the failure of the rest of the portfolio

# Private Equity

- Technically, venture capital is a subset of private equity. But “private equity” usually means the non-vc private equity
- Also invest in private companies, but usually the ones that are more mature and already have revenue and income
- Focused on companies with significant room to maximize profits and share value through activities such as restructuring or expansion, not so much innovations
- Also harvest by IPO or acquisitions
- Expect most of the investment to generate good return, not just a few homerun
- Example of private equity in Thailand: Lombard investment, Navis capital, K-SME Venture Capital (despite the name)

# Milestones

- Fairchild semiconductor was founded 1957 by 8 employees of Shockley Semiconductor Laboratory "the traitorous eight"
- with investment from a corporation **Fairchild camera and instrument** as its semiconductor unit.
- This is widely considered as the starting point of venture capital and Silicon Valley



The traitorous eight

# Milestones

capital industry started to form a structure and to  
more and more capital to bet on “people” and  
innovations.

the major players in early venture capital had  
g to do with Fairchild semiconductor one way or

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