




CITRINE CAPITAL

1323121-M

DISCLAIMER

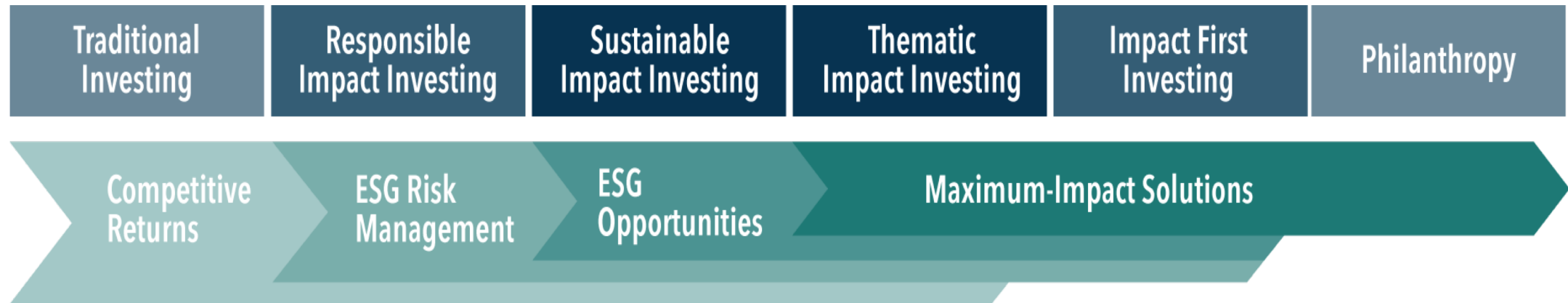
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CONNECTING
CAPITAL
WITH IMPACT

Abstract yellow geometric shapes, including a large trapezoid and several smaller triangles, are positioned in the bottom right corner of the image.

CAPITAL SPECTRUM



INVESTMENT PHILOSOPHY

Investments Made With The Intention To Maximise Positive Impact Alongside A Financial Return

Investment Discipline

At all levels, the investment process should be disciplined and based on unambiguous assumptions in line with the ultimate goal. We rigorously monitor our decision-making, fine-tune our investment process, and implement an effective risk management framework.

Opportunity Investment

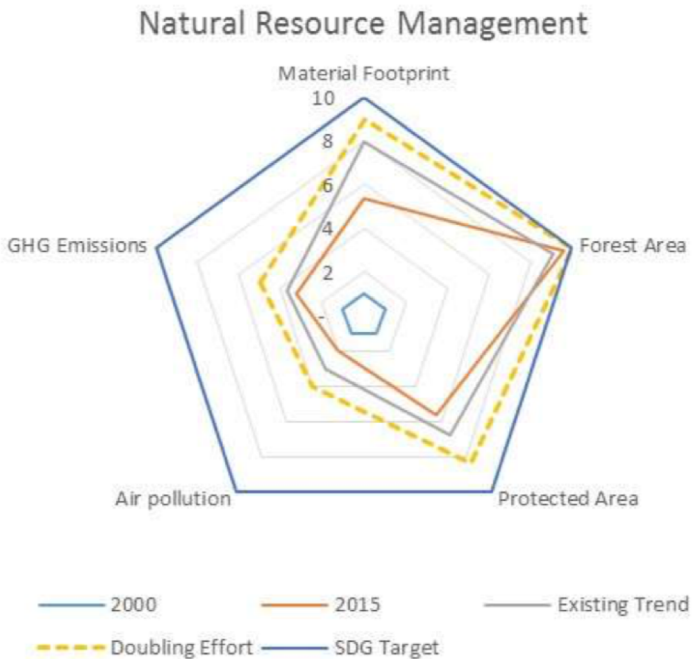
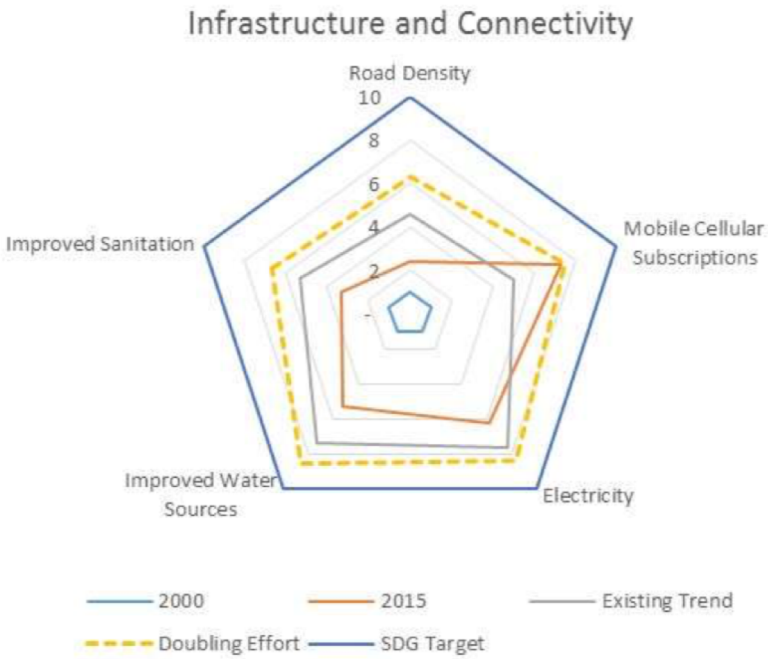
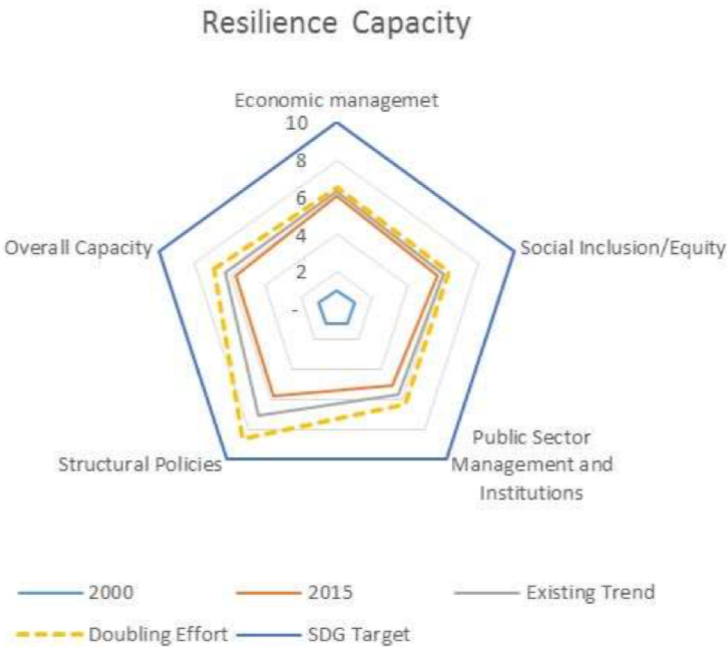
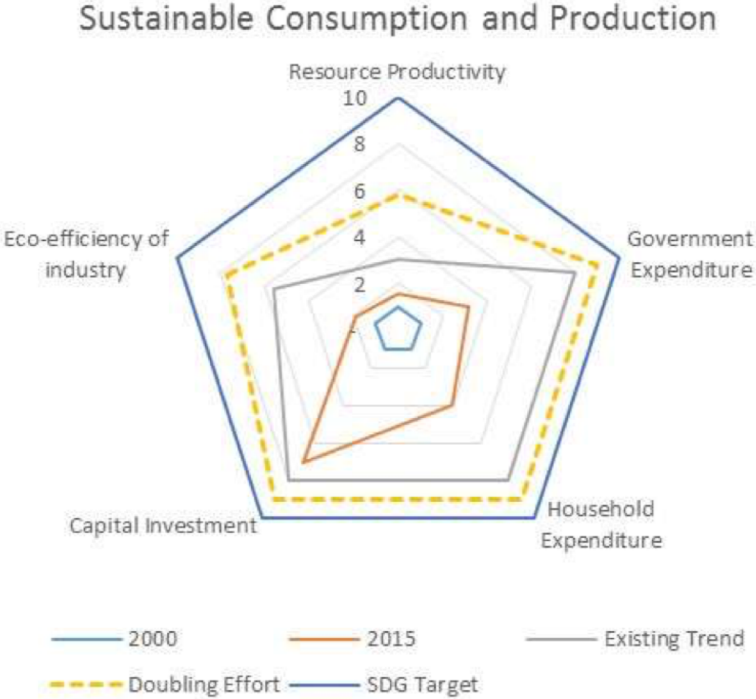
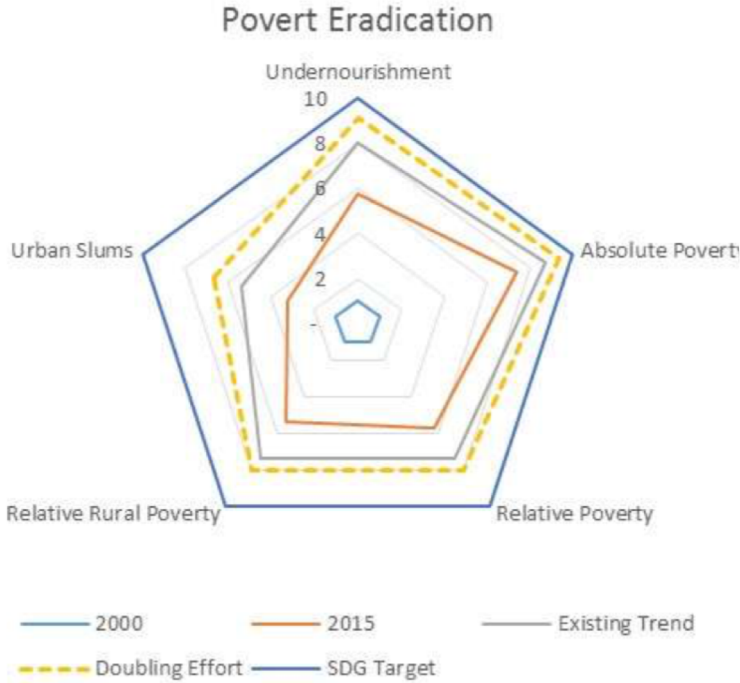
We believe in investing in well governed ventures in order to maximise ESG opportunities in the ASEAN community. We strive to balance financial return sought, positive impact targeted, and social/financial risk appetite

Active Investment

We actively support our portfolio ventures through the provision of financial capital, knowledge capital and network capital, aiming to propel them to the next level.

IMPACT OPPORTUNITIES IN ASEAN

Source: ASEAN-ESCAP, 2015



INVESTMENT THEMES

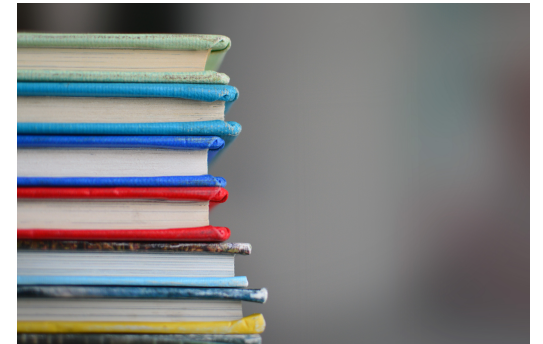
HEALTHCARE



SDG DASHBOARD



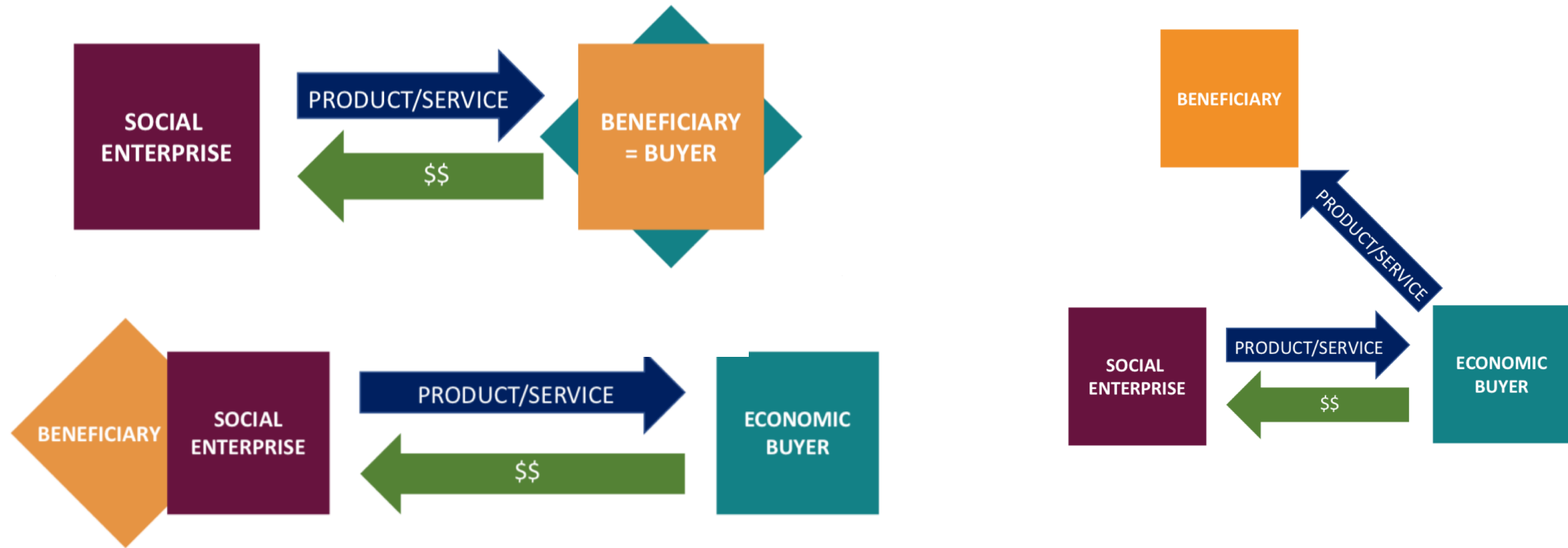
EDUCATION



Note: Traffic light color scheme illustrates how far Malaysia is from achieving a particular goal

Source: sdgindex.org

EXAMPLES OF MISSION-DRIVEN MODELS

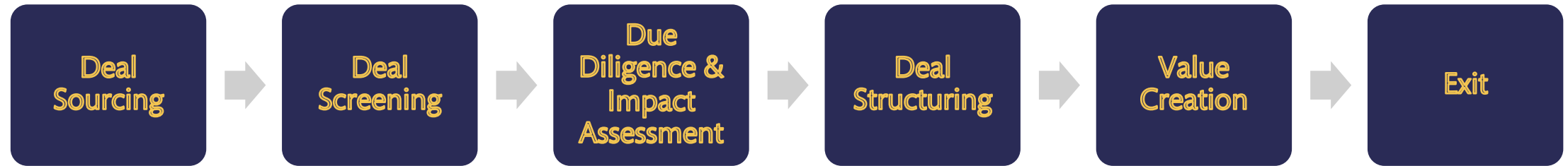


AND MANY OTHER MODELS!

There is no one size fit all - depends on many different factors.

There is no right or wrong - to consider both positive and negative impact.

INVESTMENT PROCESS



- Referrals
- Events
- Partnerships
- Publicity

- Is it in our focus area?
- Does it comply to ESG standards and/or create impact?
- Does it have a solid business model?

- Organizational resilience
- Financial sustainability and profitability
- Capacity of team members
- Positive and negative impact

- Instrument discussion
- Needs assessment
- Disbursement plan
- Impact management plan

- Value addition
- Monthly/quarterly review

- M&A
- IPO

GETTING INTO INVESTOR'S HEAD

"Does this align with my investment mandate?"

"Does this fit into my firm's portfolio?"

"What's this business worth, now and in the future?"

"Is the business model viable?"

"How strong is the founding team?"

"Does this meet my required ROI?"

"How risky is it?"

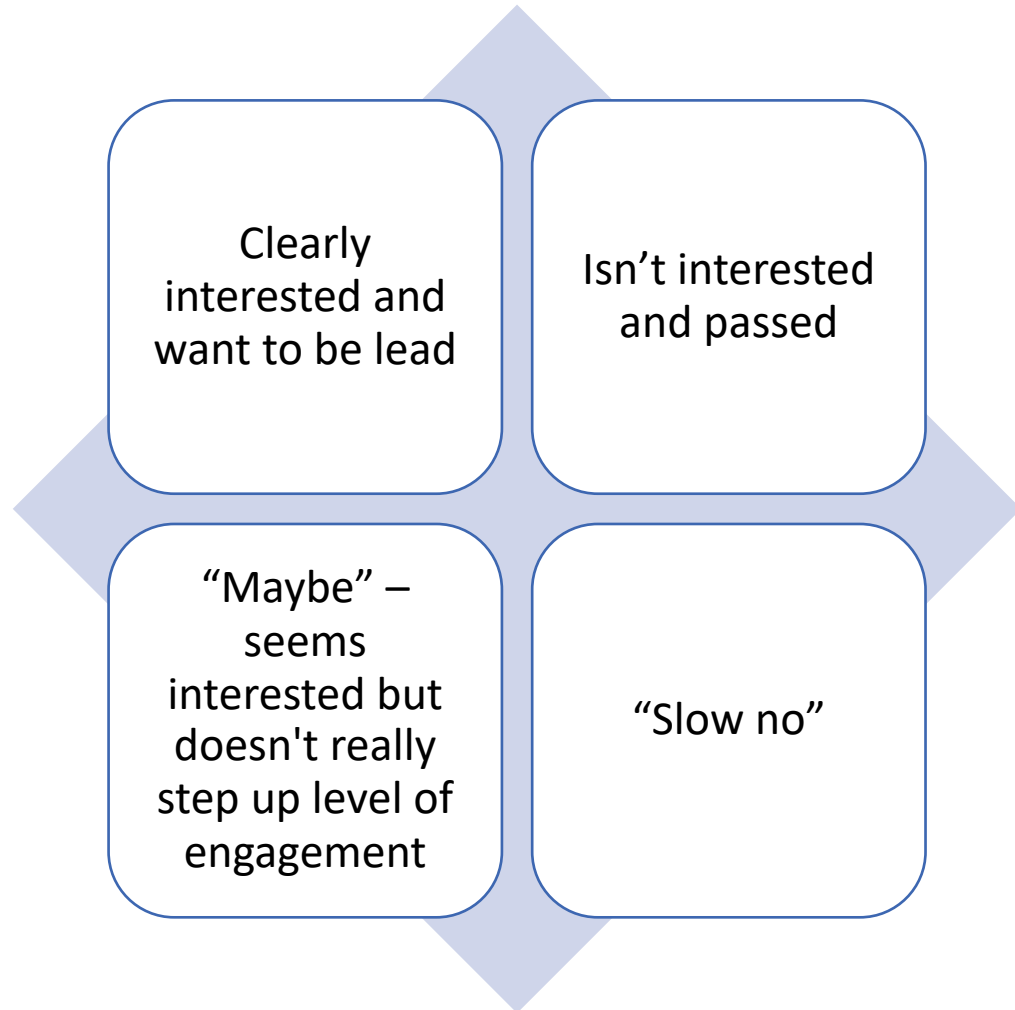
"What is the potential for an exit?"

"Is the impact scalable?"

"Will mission drift be possible?"



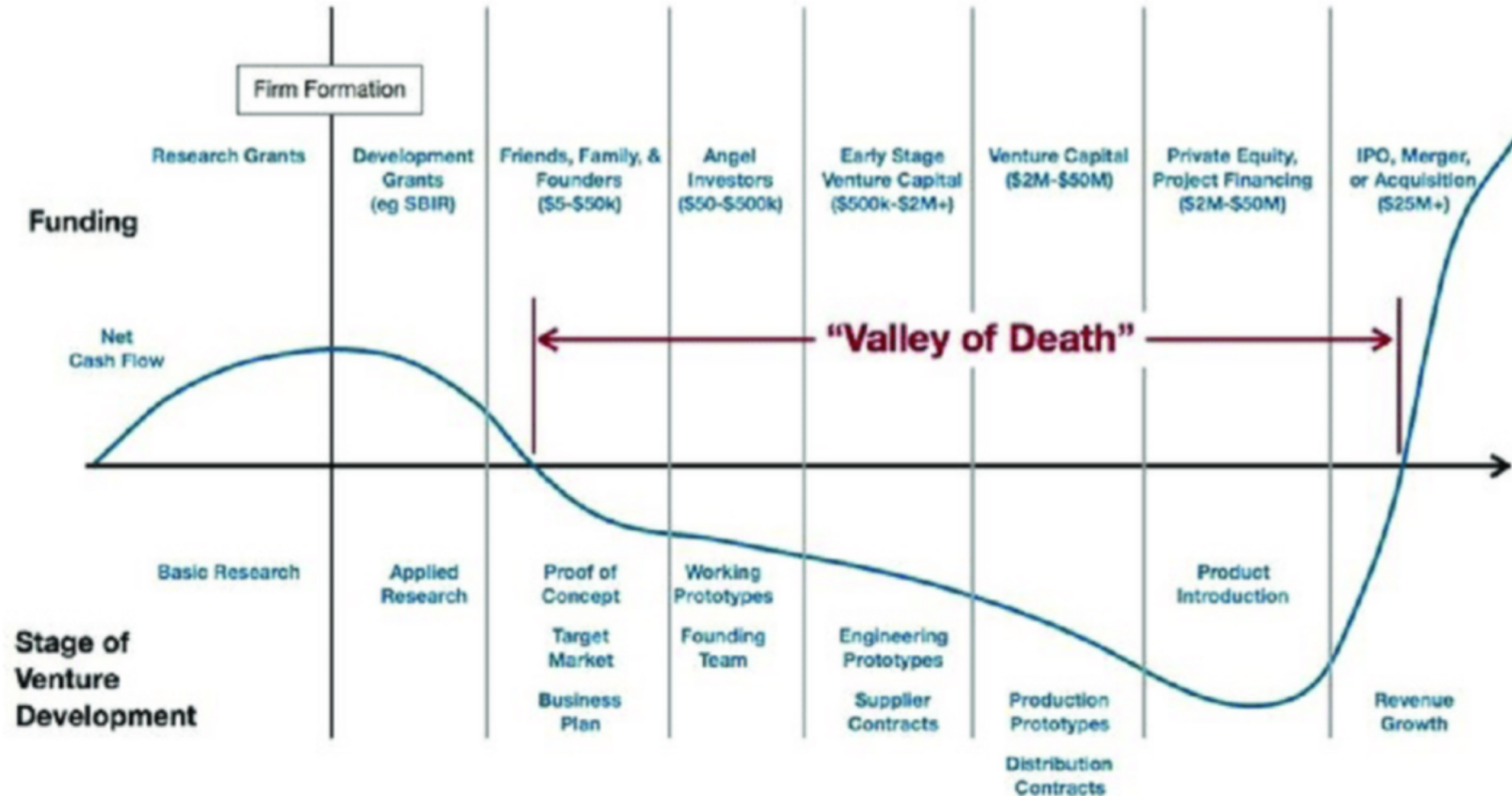
POSSIBLE FEEDBACK FROM BOTH SIDES



While we pick you, you pick us too!

- Understand the role of who you are talking to within the VC firm
- Understand the investment thesis and process of how the VC works
- Ask about the value-add of the investor clearly
- Ask for introduction to other founders they have backed

UNDERSTANDING THE LIFE CYCLE OF A BUSINESS





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