

# Startup Investment in Taiwan

**Ping-Hang (Eric) Fan**

**Deputy Director**

**Taiwan Institute of Economic Research (TIER)**

**Div. VI**

**FINDIT Research Team**

# Why it matters?



## How is the startup funding market in Taiwan?

It is a reasonable and fundamental question for the people who are related.

- Investors
- Startups
- Government
- Ecosystem builders
- Academics
- Others...

# Why it is tough?

## Data Sources

### 1. Database



### 2. Press reports



### 3. Companies



Press release

### 4. Investors



- Websites
- Listed companies financial reports

### 5. NDF Reports



### 6. Registrations



## Definition

### Startups...

1. Founded after 2010
2. Registered in Taiwan or Taiwanese (co-)founders
3. Before IPO
4. Exclude M&A and the investments in sub-companies

## Data

1. Data cleaning
2. Data integration
3. Data verification
4. Judgments of amounts, rounds and fields (tags)

- Time-consuming
- Know-how in every step
- The outcome itself is not fancy, and needs further analysis

## 2015-2019/08 Taiwan Early-stage Investment



### Total Investment

**1,154** Deals **\$3.3B** USD

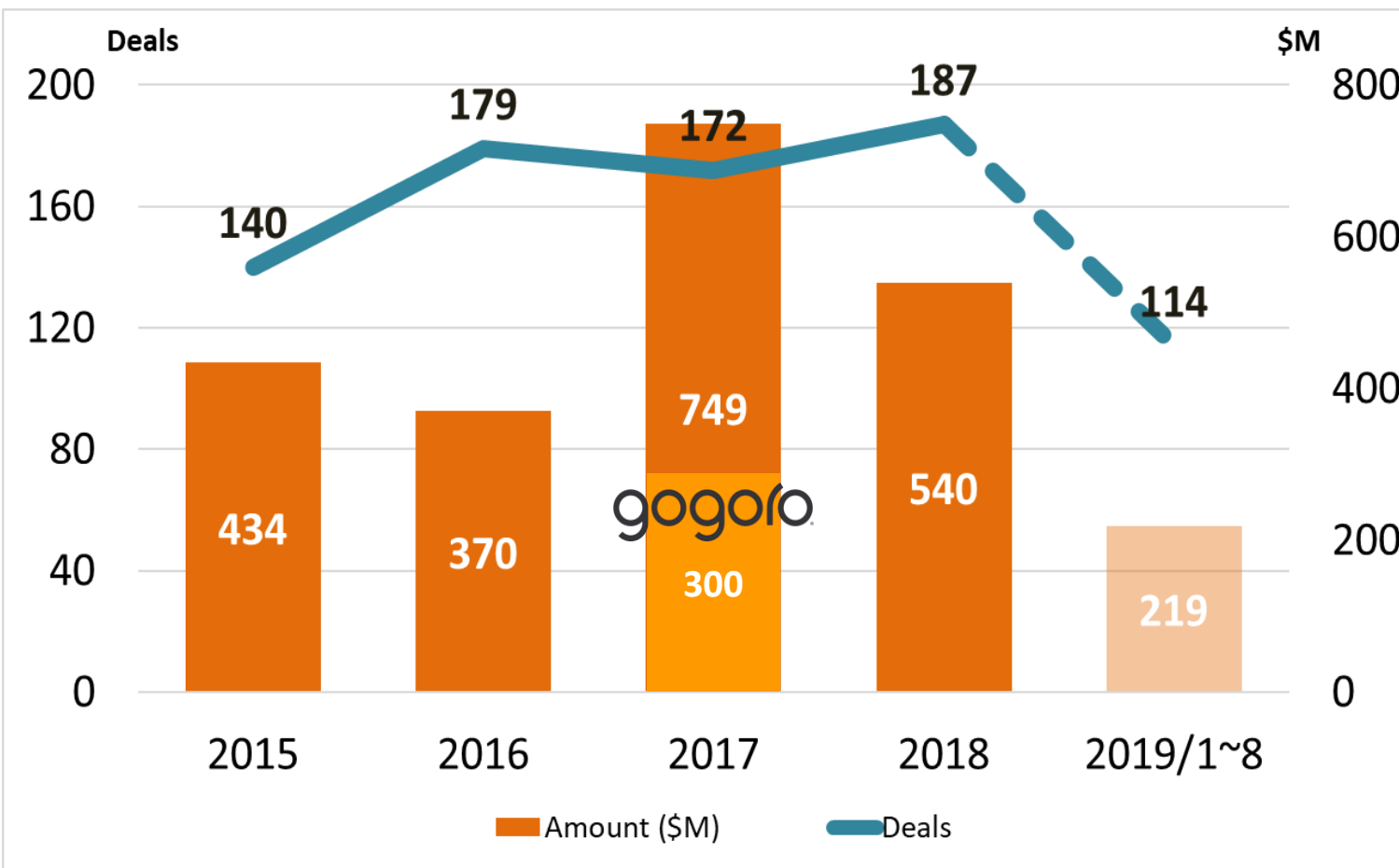


### Startup Investment

**792** Deals **\$2.3B** USD  
(69%) (70%)

Note: Startup is defined as founded after 2010

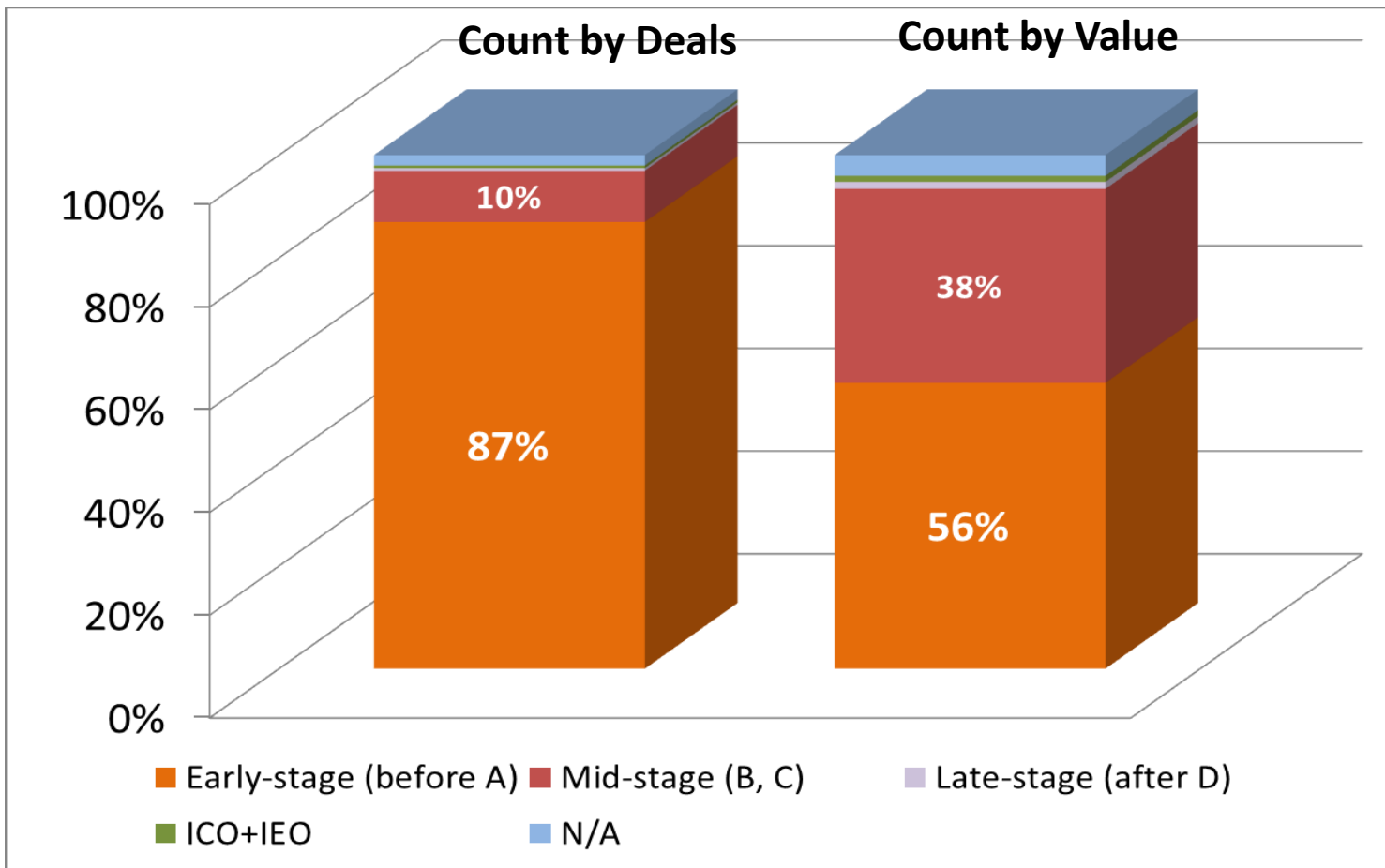
# Startup Investment in Taiwan



1. The deals and amount increased in the past 3 years.
2. One mega deal (\$300M) happened in 2017.
3. The capital market is expected to expand in 2019.

Note: Data from 2015 to 2019/8/23, and includes the investment by listed companies to 2019 Q1.  
Source: TIER FINDIT

# Startup Investment in Taiwan

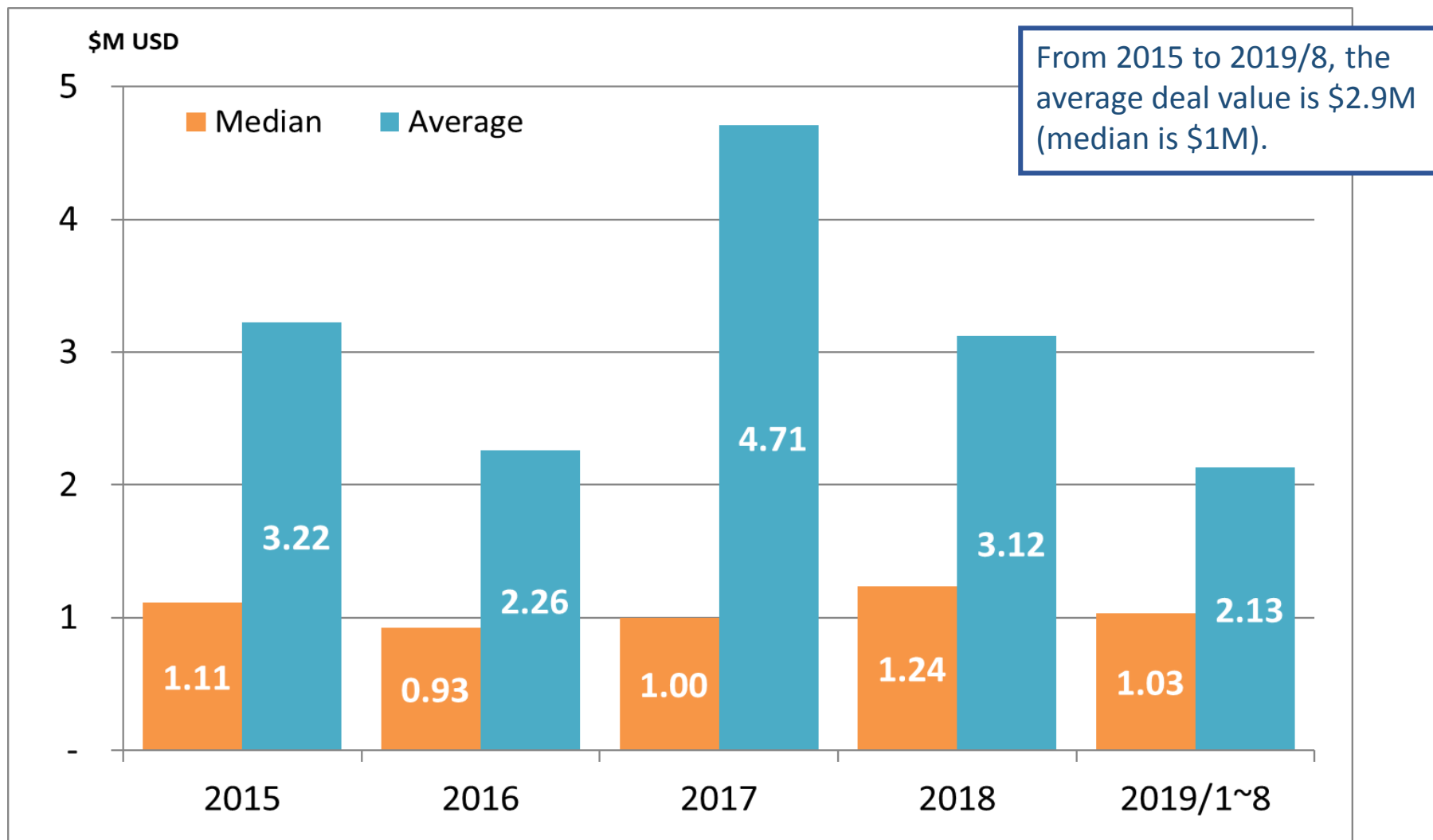


1. 87% of deals are contributed by early-stage (Seed/Angel, A).
2. 56% of deal value is coming from early-stage
3. 10% of deals are mid-stage (Series B, C) which contribute 38% of total deal value.

Note: The rounds of investment are determined by the public information and the registrations of capital.

Source: TIER FINDIT

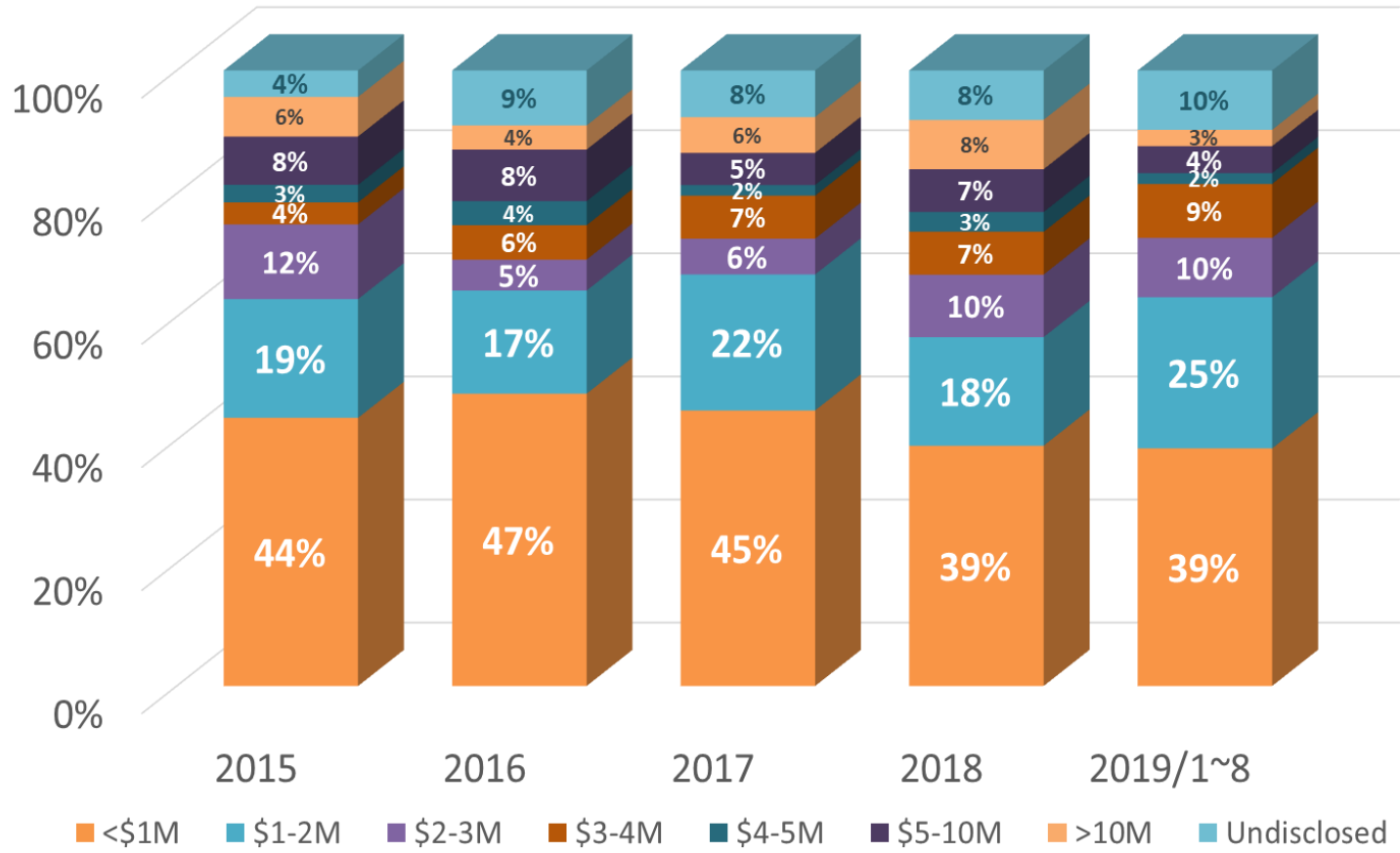
# Startup Investment in Taiwan



Note: Data from 2015 to 2019/8/23, and includes the investment by listed companies to 2019 Q1.

Source: TIER FINDIT

# Startup Investment in Taiwan

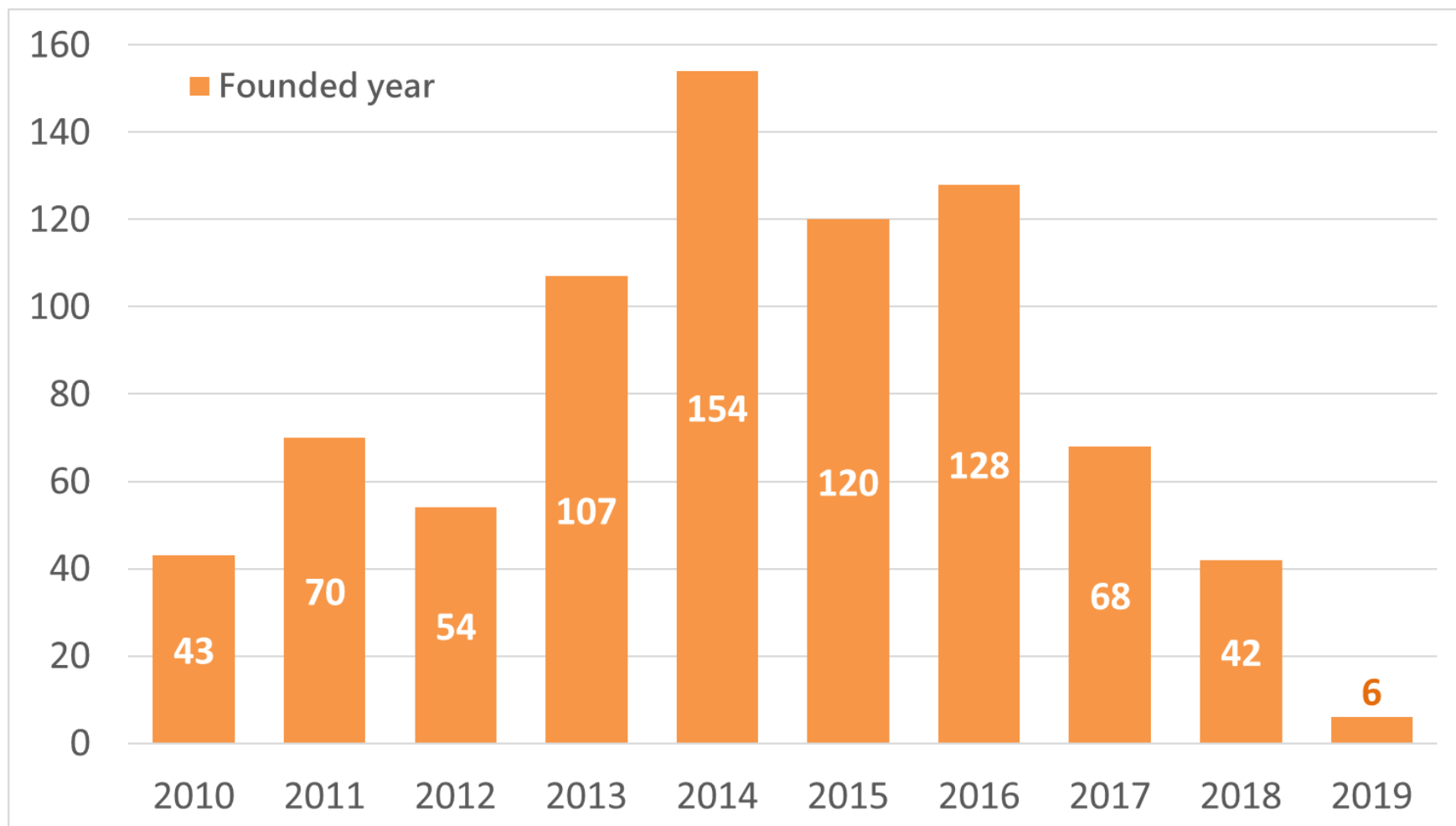


1. About 80% of the deals are less than \$5M USD, witch is usually considered as Seed/Angel round in the global VC market.

Note: Data from 2015 to 2019/8/23, and includes the investment by listed companies to 2019 Q1.  
Source: TIER FINDIT



# Startup Investment in Taiwan

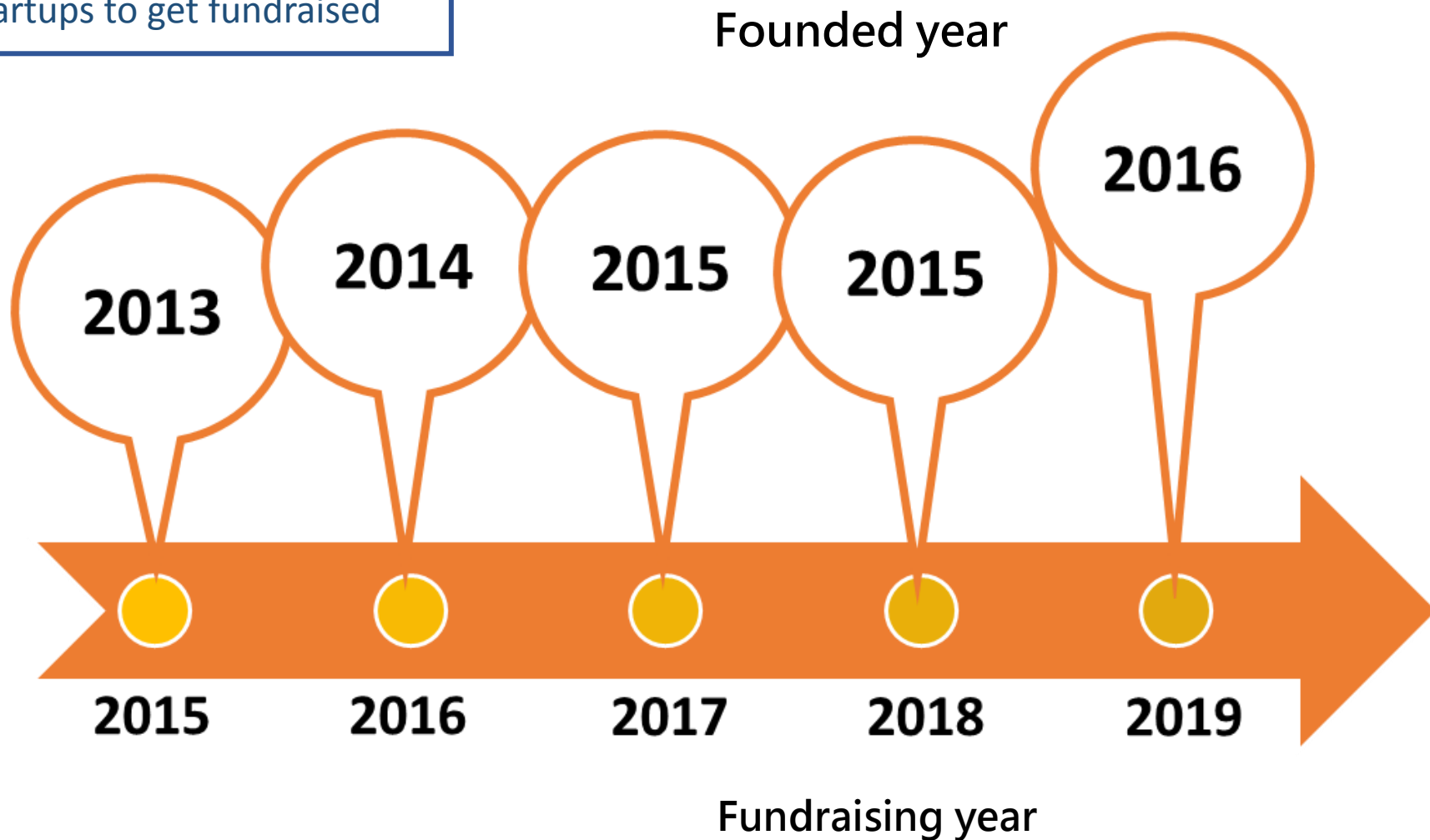


Note: Data from 2015 to 2019/8/23, and includes the investment by listed companies to 2019 Q1.

Source: TIER FINDIT

## Startup Investment in Taiwan

Generally, it takes longer for startups to get fundraised



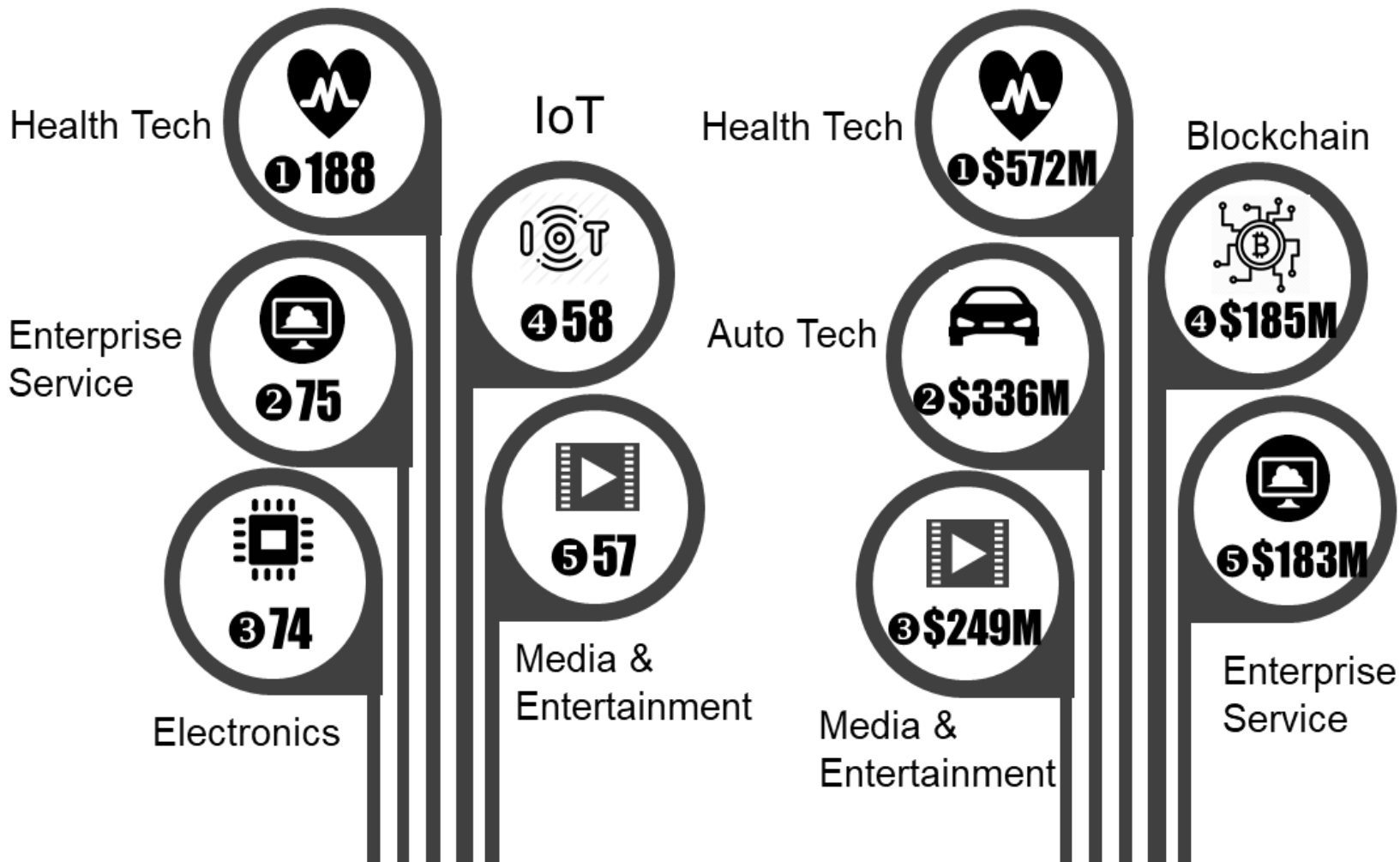
Note: Data from 2015 to 2019/8/23, and includes the investment by listed companies to 2019 Q1.

Source: TIER FINDIT

# Startup Investment in Taiwan

## Deals

## Amount



Note: Data from 2015 to 2019/8/23, and includes the investment by listed companies to 2019 Q1.  
Source: TIER FINDIT

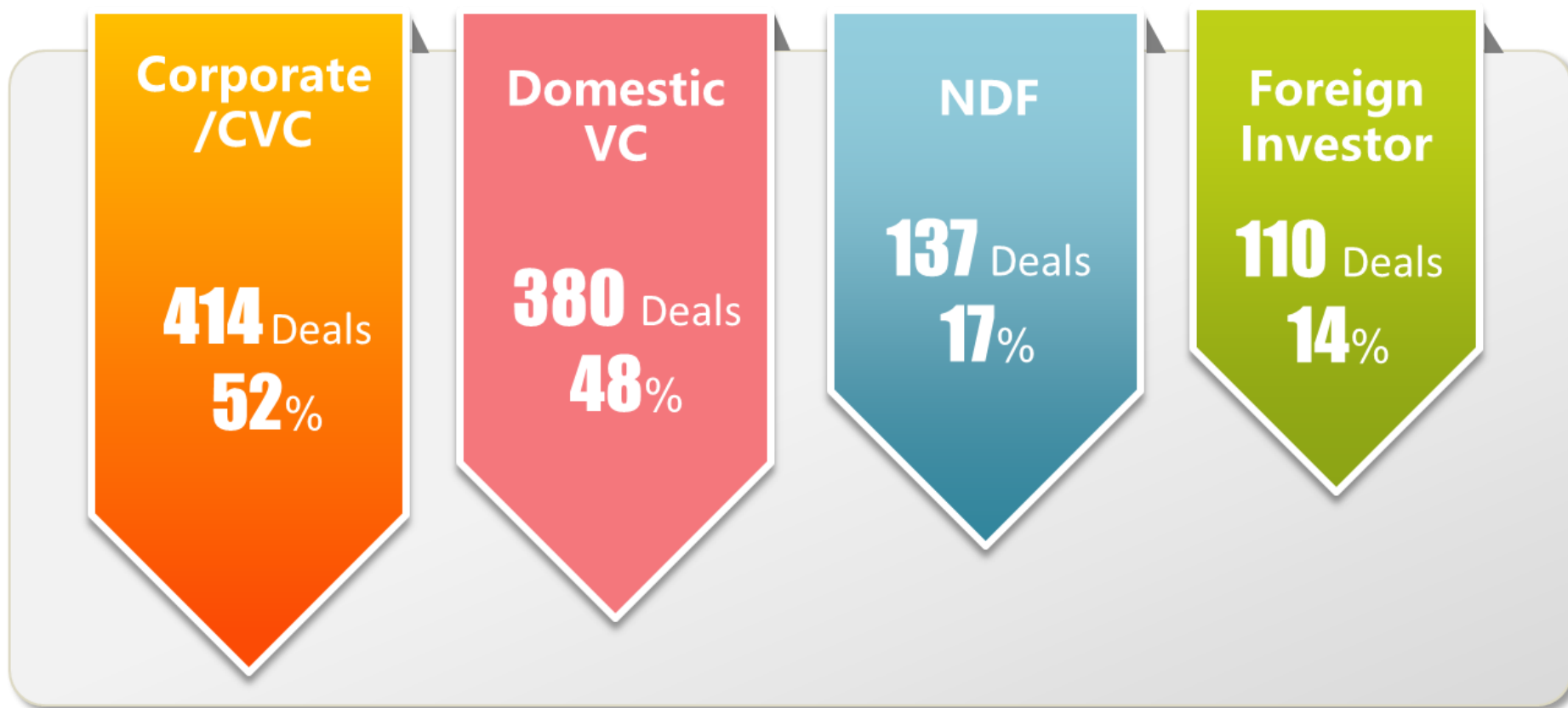
## □ Startup Investment in Taiwan

Company		Funding Date	Series	Amount (\$M)	Key Investors
Gogoro	睿能創意	2017.9	C	300	Temasek Holdings, Engie, Generation Investment Management, Sumitomo Corporation
FUSHENG PRECISION	復盛應用	2017.9	N/A	51	CDIB, Delta Capital, CTBC Venture, Yushan Venture
Thunder Token	霹靂幣	2019.2	A	50	ZhenFund, Pantera Capital, SV Angel, Huobi Capital, Kinetic Capital
-	協和新藥	2015.12	A	47	Diamond Biofund, Oneness Biotech, Yushan Venture
JHL Biotech	喜康生技	2015.5	C	46	Milestone Capital China, Yuansheng BioVenture, Liwick Investment Management
SYNEURX	心悅生醫	2015.12	B	43	Genovate Biotechnology, Fubon Venture
M17	M17	2017.8	B	40	Infinity Venture Partners, Majuven, KTB Ventures, Vertex Asia Fund, Yahoo! Japan
OwlTing	奧丁丁	2018.5	A	40	SBI Group
M17	M17	2018.6	C	35	Infinity Venture Partners, Convergence Ventures, Majuven, Global Grand Capital
APPIER	沛星互動	2017.8	C	33	SoftBank、Naver Corporation、LINE Corporation、EDBI、AMTD Group

Note: Data from 2015 to 2019/8/23, and includes the investment by listed companies to 2019 Q1.

Source: TIER FINDIT

## Startup Investment in Taiwan



Note: 1. Data from 2015 to 2019/8/23, and includes the investment by listed companies to 2019 Q1.

2. Due to the co-investment, the aggregate number is larger than 100%.

Source: TIER FINDIT

# Concluding Remarks

1. The market is small, but Growing.
2. The amount of deal is a critical issue in Taiwan. The average deal value is \$2.9M (median is \$1M). Go Big! Go Global! are challenging for startups and investors.
3. Taiwan also has a group of startups that are symbiotic with existing industries (electronics, machinery...), bringing value and opportunities for industrial innovation.

# Thank You!



<https://www.findit.org.tw>



<https://www.facebook.com/findit.tier/>