

STARTUPS

~~NEW NORMAL?~~

LÀM “NORMAL” CÁI “NEW”



BUNG TRẦN - FUTURESKILLS



2020
year of
resilience

Who led the digital transformation of your company?

A) CEO

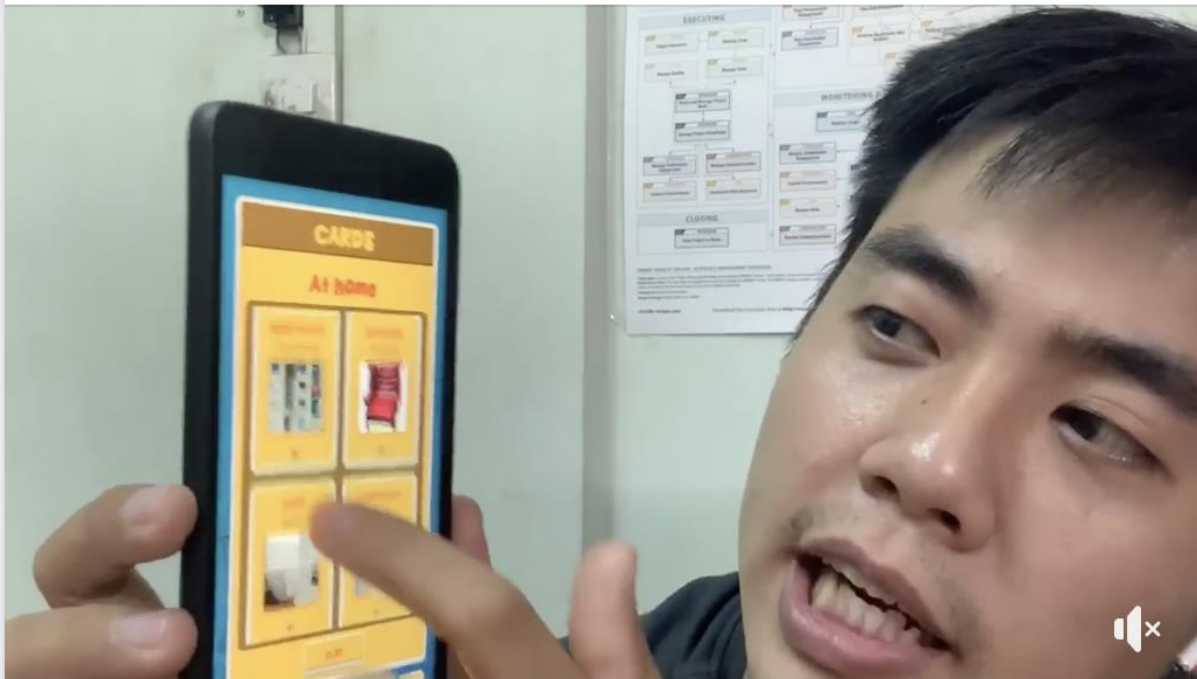
B) CTO

C) COVID-19



Đoàn Xuân Hiến was live.

July 18 · 🌐



👍❤️👏 118

30 Comments 1 Share 802 Views

Hiển



Đồng



Thái

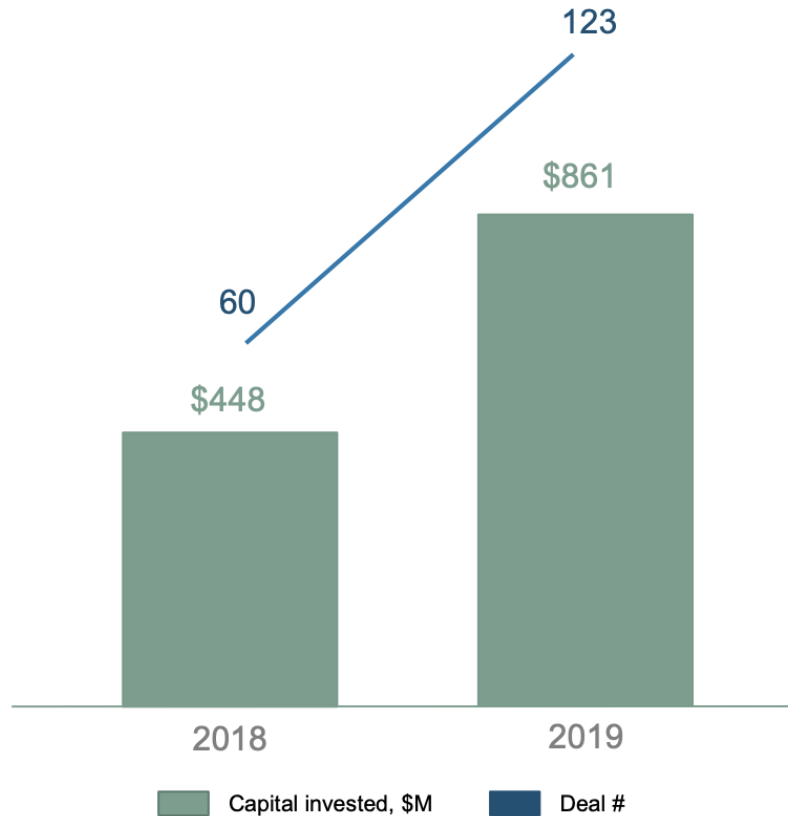


Tùng

2019 (Pre Covid-19)

Up to now, 2019 has been the most favorable year for Vietnamese tech startups due to a sharp growth of investment deals in terms of number and value.

Vietnam Tech Startup Funding Pre Covid-19

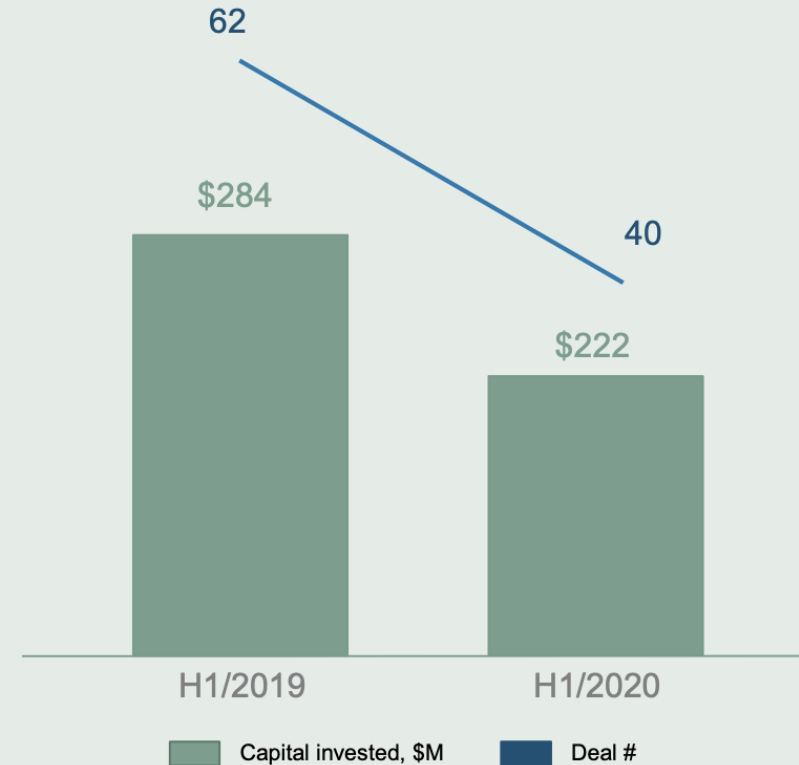


Source – Cento Ventures and Do Ventures Research

H1/2020 (During Covid-19)

The COVID-19 pandemic, nationwide lockdowns on the global scale, and a prospect of economic downturn caused the drop in venture funding in the first half of 2020 in Vietnam market compared to the same period last year.

Vietnam Tech Startup Funding During Covid-19



ĐI LÀM THUÊ

GIÃY DỤA

QUAY CUỒNG

BẠC TÓC

BỎ

CHƠI TIẾP

LẤY NGẮN NUÔI DÀI

CHÁN

KHÔNG CAM CHỊU

MỆT MỎI

THỜI THỂ TẠO ANH HÙNG

PIVOT

NGỦ ĐÔNG

VỢ NUÔI

CHÂN CỨNG ĐÁ MỀM

TÌM KIẾM CƠ HỘI

ĐẾN HẠN CHỊU ĐỰNG



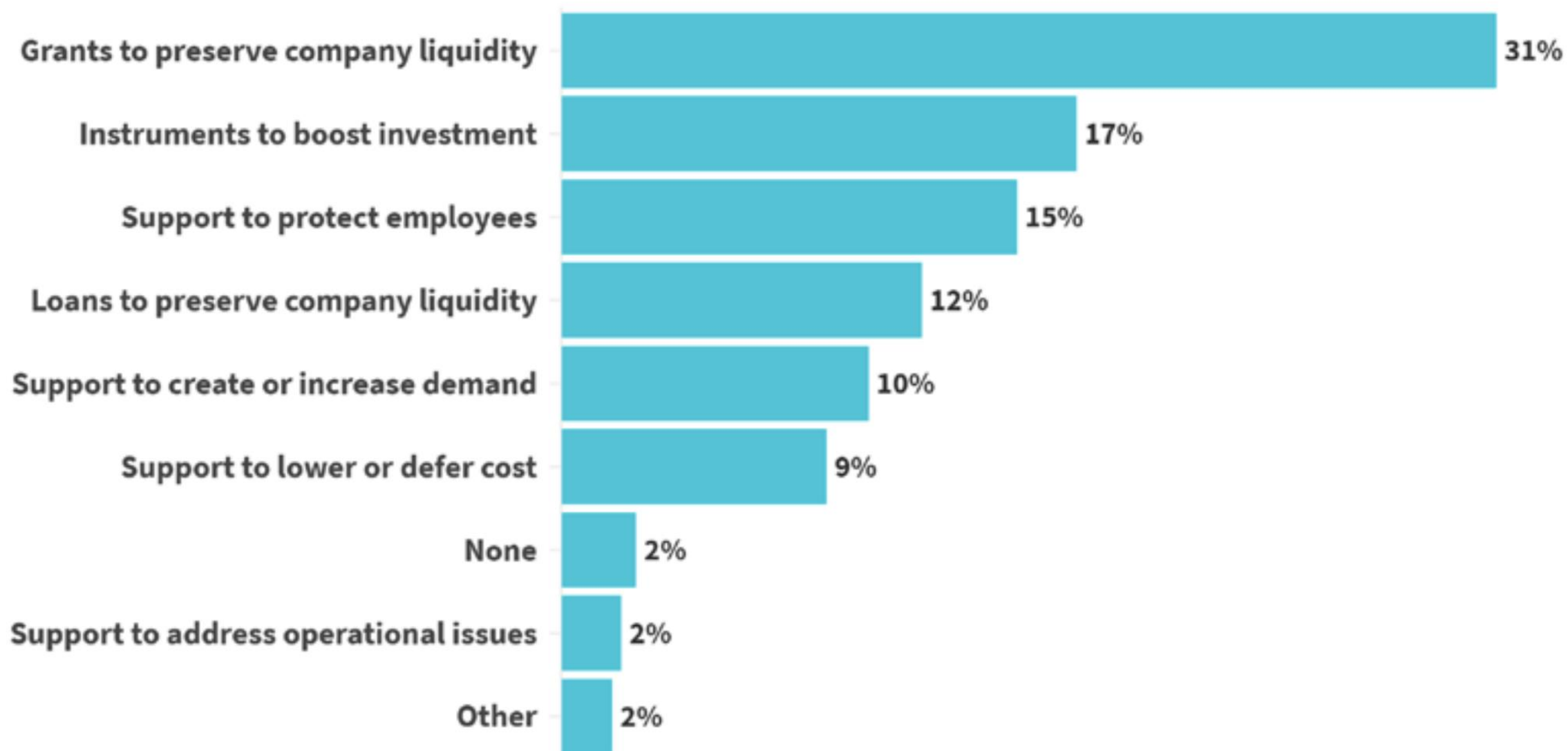
The Global Startup Ecosystem Report **GSER 2020**

The New Normal for the Global Startup
Economy and the Impact of COVID-19

According to our COVID-19 Survey, as of mid-2020, more than 40% of startups globally are in the “red zone” when it comes to cash, meaning they have three months or fewer of runway. Basically, if these companies do not change their cash flow situation and are unable to raise additional funds soon, they will fold. When it comes to funded startups that have raised Series A or later rounds, a third have less than six months worth of cash, creating a danger zone because fundraising is simply more challenging now.



What type of policy support would be most helpful to you?



Top 100 Emerging Ecosystem Ranking (contd.)

	Rank	Country	Continent	Performance	Funding	Market Reach	Talent
Warsaw	61-70	Poland	Europe	2	5	1	5
Kansas City	61-70	United States	North America	5	4	1	4
Hyderabad	71-80	India	Asia-Pacific	1	5	1	6
Budapest	71-80	Hungary	Europe	1	9	1	2
Richmond	71-80	United States	North America	4	3	4	1
Rome	71-80	Italy	Europe	1	5	4	2
Malta	71-80	Malta	Europe	4	1	9	1
Buenos Aires	71-80	Argentina	South America	1	4	1	7
Brisbane	71-80	Australia	Asia-Pacific	1	4	1	6
Ho Chi Minh City	71-80	Vietnam	Asia-Pacific	2	1	7	3
Pune	71-80	India	Asia-Pacific	3	4	1	1
Durham	71-80	United Kingdom	Europe	5	2	1	1
Western Denmark	81-90	Denmark	Europe	2	3	2	1
Lithuania	81-90	Lithuania	Europe	1	6	1	1
Abu Dhabi	81-90	United Arab Emirates	Asia-Pacific	5	1	10	1
San Bernardino	81-90	United States	North America	2	1	5	1
Jacksonville	81-90	United States	North America	3	1	5	3
Reno	81-90	United States	North America	3	2	8	1
Burlington	81-90	United States	North America	6	1	8	1
Valencia	81-90	Spain	Europe	1	6	1	2
Bucharest	81-90	Romania	Europe	8	1	1	1
Santiago	81-90	Chile	South America	1	5	1	4
Belgrade and Novi Sad	91-100	Serbia	Europe	1	1	8	5
Curitiba	91-100	Brazil	South America	7	1	2	1
Ljubljana	91-100	Slovenia	Europe	2	1	7	3
Wilmington	91-100	United States	North America	1	4	4	1
Antwerp	91-100	Belgium	Europe	1	2	4	1
Marseille	91-100	France	Europe	1	2	1	3
Osaka	91-100	Japan	Asia-Pacific	1	1	3	2
Prague	91-100	Czechia	Europe	1	3	1	2
Buffalo	91-100	United States	North America	7	1	1	1
Reykjavik	91-100	Iceland	Europe	1	1	7	1
Luxembourg	91-100	Luxembourg	Europe	3	2	1	1

Ecosystems classified in by scores from 10 (highest) to 1 (lowest)

Emerging Leaders

A few startup ecosystems stand out from the 100 emerging startup ecosystems based across some key factors.

Top 10 Ecosystems by Ecosystem Value:

Ecosystems	Country	Ecosystem Value (\$B)
Jakarta	Indonesia	26.3
Guangzhou	China	19.2
Kuala Lumpur	Malaysia	15.3
Mumbai	India	15
Nanjing	China	10
Research Triangle	United States	9.7
Manchester-Liverpool	United Kingdom	9.2
Detroit	United States	9
Zurich	Switzerland	9
Portland	United States	7.1

Ecosystem with 4 or More \$B Club in the Last 10 Years:

Ecosystems	Country	\$B club since 2010
Guangzhou	China	9
Mumbai	India	5
Jakarta	Indonesia	5
Research Triangle	United States	4
Zurich	Switzerland	4
Detroit	United States	4
Moscow	Russia	4
Taipei City	Taiwan	4

Top Ecosystems with Total Early-Stage Funding

Ecosystems	Country	ESF (2017-2018, \$M)
Jakarta	Indonesia	845.9
Barcelona	Spain	472.7
Guangzhou	China	413.8
Mumbai	India	371.9
Taipei City	Taiwan	339.3
Brussels	Belgium	310.3
Houston	United States	280.5
Philadelphia	United States	276.7
Phoenix	United States	263.3
Greater Helsinki	Finland	256.2

Challenge No. 1: Cash management

Challenge No. 2: Changing valuations

Challenge No. 3: Leadership complexities

Challenge No. 4: Changing space needs

Challenge No. 5: Consider pivoting



A survival guide for startups during the coronavirus pandemic

BACK TO BASICS

- Thị trường MỚI;
- Người tiêu dùng MỚI;
- VC MỚI;
- Startup của bạn có MỚI?

STARTUPS

~~NEW NORMAL?~~

LÀM “NORMAL” CÁI “NEW”



BUNG TRẦN - FUTURESKILLS