

CONNECTING GREAT BUSINESSES TO SMART INVESTORS

ANNUAL REPORT 2020





Malaysia's leading equity crowdfunding platform



OUR COMMITMENT TO COMPANIES

Fast and efficient fundraising process that gets you to your goal

Access to Malaysia's largest ECF investors database that has put over RM150 million into companies

Fundraising guidance developed out of 102 successful deals

Smooth investors management process that enables you to focus on growing your business



OUR COMMITMENT TO INVESTORS

Proven deals sourcing team that finds the best companies

A wide range of investment opportunities for every interest and risk profile

Equitable agreements and offers

Responsive team that stays for the journey

pitchIN Equity

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[pitchIN_my](https://twitter.com/pitchIN_my)



[pitchinequity_my](https://www.instagram.com/pitchinequity_my)

A WORD FROM OUR CO-FOUNDERS



To say 2020 was an interesting year is an understatement. It brought enormous challenges to everyone globally and the same was felt by every company, notwithstanding where they came from and how they raised their growth funds, if they did.

This is also our 4th Annual ECF Report. We're proud to say that we are the only recognised Registered Market Operator (RMO) in Malaysia that has consistently made our report public. But there was a moment, when the first MCO was announced, that we genuinely wondered if we would be able to report anything for 2020. We're happy to note that this was not the case, and for the 4th consecutive time, we're delighted to issue our 2020 ECF Annual Report.

Prior to 2020, 43 companies had raised their funds successfully on pitchIN. Most of them weathered the storm and continued to operate, with some even doing far better. That is commendable when one considers these companies were operating against a backdrop of a global pandemic, movement controls and lockdown. Very few would have had a crystal ball that predicted that these companies would survive and even flourish under those circumstances. But they have done that and added further confirmation of the overall qualities of companies that raise on pitchIN.

The proverbial question about fundraising has always been - "When is the right time to fundraise?". To answer that, our observation coupled with the experience that we gathered throughout the years points to this answer - "When you're ready". And this notion was put to the test when companies who we deemed ready, came to pitchIN to raise their growth funds after February 2020.

We were pleasantly surprised by the results.

Despite the global pandemic that continues to this date, 2020 has been the breakout year for equity crowdfunding in Malaysia. At pitchIN, our fundraising grew from RM22.7 mil in 2019 to 59.5 mil in 2020. That's more than 2.5 X and the number of successful campaigns also grew to 36 in 2020 compared to 19 in 2019. We would like to congratulate these 36 companies that successfully raised their growth funds in 2020 under challenging circumstances.

2020 also saw pitchIN rewriting the ECF record books with PolicyStreet becoming the highest funded ECF deal with RM5.28 million raised. What made it more special was that they raised it during MCO 1.0 where all their engagements with investors were done virtually.

On behalf of the 36 companies and pitchIN itself, we would like to record our thanks to the thousands of investors that pitched in and invested in the companies.

Let us all now support the founders and the companies as they focus their attention to grow their respective companies in the hope that investors will be rewarded soon after.

May you all continue to grow and be strong in 2021 and beyond!

Sam + Kash



2020 - YEAR IN REVIEW

In early March of 2020, like just about any organization in the world, the horizon looked bleak. The world went into lockdown and for the briefest of moments, we at pitchIN wondered if we were staring at a bad year. Thankfully, our fears were unfounded. 2020 will go down as a successful year at pitchIN.

ECF & THE PANDEMIC

2020 turned into our best year ever. The pitchIN team moved smoothly into WFH mode. Events moved online. Investors realized that digitalization was speeding up and smaller, nimbler companies would profit from the new normal. The Government stepped up too by raising the co-investment ratio and amounts for 2020 under its Malaysia Co-Investment (MyCIF) Fund.

The deals kept flowing. Policy Street, the new ECF record holder, raised RM5.28 million entirely during the strict MCO1. Marketing and pitching was done entirely online. By September, pitchIN had surpassed its full year goals. In November 2020, pitchIN crossed a major milestone by becoming the first ECF platform to raise RM100 million for its issuers.

PITCHIN PERFORMANCE

pitchIN maintained its leading position in the ECF industry. Our market share for both funds raised and deals concluded remained strong in 2020. Well known SMEs and startups continued to choose to raise on pitchIN. 3 companies also came back for their second fundraising campaigns on pitchIN.

Average deal size continued its upwards trend, further confirming that pitchIN and ECF has become the funding platform of choice for larger SMEs. The participation of retail investors dipped slightly, an expected reaction to the havoc caused by the pandemic on jobs. Nevertheless, angel and sophisticated investors took up the slack.

By the year end, pitchIN raised an astounding RM60 million and ran 36 successful campaigns in the year that would forever be remembered as the year of Covid-19. Overall, by the end of 2020, pitchIN had completed 79 deals and raised RM112 million for them.

ISSUERS SHOWED RESILIENCE

The strength of an ECF platform lies in the quality of the companies that raise funds on it. Since 2016, pitchIN has documented the growth of the companies that came on pitchIN. As recorded in previous annual reports, the vast majority of companies have done very well. Business failures are very rare.

The big question then was how these companies would fare in the business climate brought on by the pandemic. The general wisdom prevailing in the Malaysian business community was that most Malaysian companies would struggle. Again, the companies on pitchIN bucked the trend. Most companies reorganized their operations and continued to grow. Even a company that was forced to pause operations because its business was not even possible under MCO was able to pivot and restart some operations. Investors can be assured that their investments are doing fine and, in many cases, beyond expectations.

In summary, pitchIN was able to successfully conclude a very satisfying year. We record our deepest gratitude to the many companies that made us No. 1, the many investors who kept faith in our deals, the partners we work with to prepare and promote our deals and the Securities Commission for its leadership and continuous engagement.



2021 OUTLOOK

2021 will be a pivotal year for pitchIN. We are embarking on a journey that will see us transformed from an equity crowdfunding platform into an integrated business and funding hub for startups and SMEs. pitchIN will increase its headcount, raise funds for expansion and apply and launch new business units.

ECF OUTLOOK

We expect a challenging year as the pandemic continues to bite into business confidence. The global economy is only expected to start recovering in 2022. Until then, retail participation in ECF will remain subdued. Nevertheless, as shown in the first three months of the year, pitchIN is confident that its ECF performance will remain fairly strong. Our deal flow is healthy. The revisions announced by the SC that now allows ECF deals to be up to RM20 million will see larger companies using ECF to fundraise. Finally, pitchIN is at final stages of preparing our processes to enable Syariah compliant deals to be approved and hosted on our platform.

IPOS ON THE WAY

As we enter the fifth year of operations, one thing is clear. The vast majority of the companies that raised on pitchIN are doing well. Many of those who raised between 2016 to 2018 have grown significantly through wise use of the funds they raised. A large number of them have raised funds at higher valuations. We are also happy to disclose that at least two companies are looking to do IPOs later this year or next year. The investors who backed them a few years ago will have the opportunity to take profits if they wish. This is another validation of the viability of allocating some funds into ECF investments.

SECONDARY MARKET

Another exit option is on the way for ECF investors. The long awaited pitchIN secondary market is on track to launch this year. It is expected to lead to another increase in investor participation in ECF as the secondary market will offer an exit option for investors.

PITCHIN 2.0

Expect a new investing experience in the second half of 2021. Early this year, we began to build a brand new fully digital system. The new platform will offer a fully digital experience to companies and investors. The Secondary Market will be integrated into this system.

NEW SERVICES

pitchIN will unveil new services that it has been working on. This will include an online company secretary service as well as a learning hub for startups and investors. Our new services will encourage more companies to come onto the pitchIN ecosystem. In addition, pitchIN has also applied for an Initial Exchange Offering (IEO) license. If we are successful in our application, we will be able to add another fundraising platform to our current ECF platform.

FUNDRAISING

To execute our expansion and new business plans, pitchIN will carry out its first ever fundraising exercise in 2021. We plan to raise up to RM10 million from a combination of an ECF campaign and institutional investors. We humbly invite our supporters, associates and partners to invest in pitchIN.

All in all, while a challenging outlook remains, we are excited with the possibilities that have presented themselves. It will be another fruitful year for pitchIN.

2021

EQUITY CROWDFUNDING IN MALAYSIA

INDUSTRY FACTS & FIGURES

SUCCESSFUL ECF CAMPAIGNS

Successful ECF campaigns by Malaysian ECF Platforms in 2020



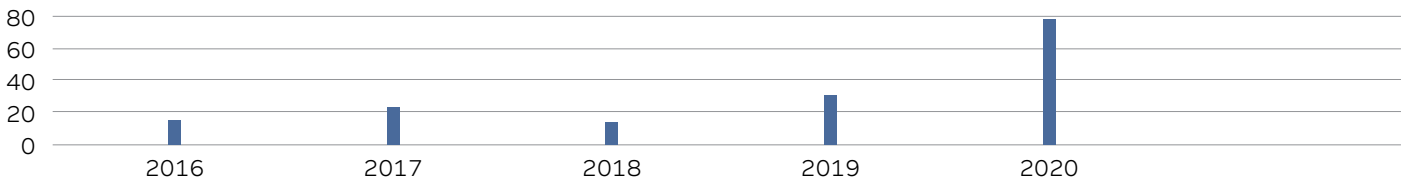
Number of campaigns in **2020** grew by



Total Campaigns (2015-2020)

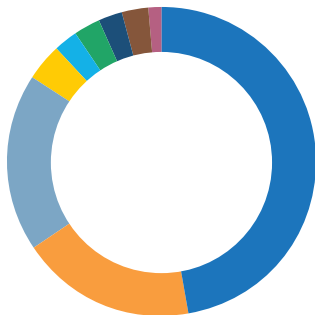


NUMBER OF CAMPAIGNS, MALAYSIA, 2020



MARKET SHARE: SUCCESSFUL CAMPAIGNS BY PLATFORMS (2020)

(*estimated)



- pitchIN
- ECF2
- ECF4
- ECF6
- ECF3
- ECF8
- ECF9
- ECF10
- ECF5
- ECF7

“Since 2016, the ECF has fundraised RM199.23 million benefitting 150 issuers through 159 successful campaigns.”

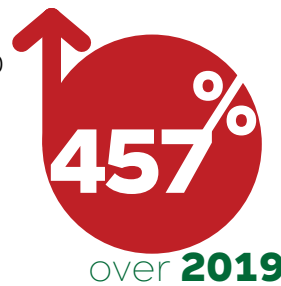
- Securities Commission Annual Report 2020

FUNDS RAISED

Funds raised by Malaysian ECF Platforms: 2020 (*estimated)



Total capital raised in 2020 grew by

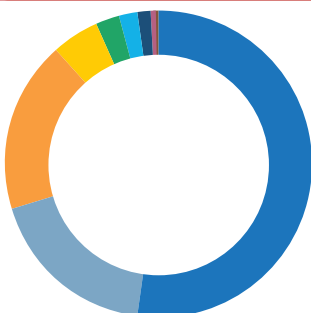


Funds raised by Malaysian ECF Platforms: 2016 – 2020 (*estimated)



FUNDS RAISED MARKET SHARE BY PLATFORMS (2020)

(*estimated)



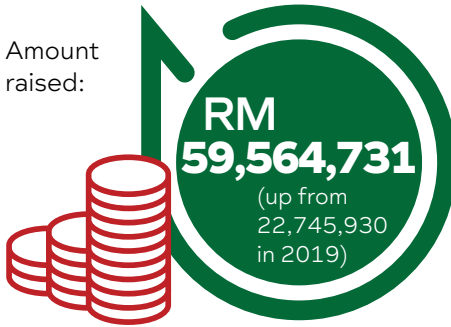
- pitchIN
- ECF4
- ECF2
- ECF6
- ECF8
- ECF3
- ECF9
- ECF5
- ECF10
- ECF7

“In 2020 alone, the total capital raised grew by 457% to RM127.73 million, from RM22.92 million in 2019. A total of 78 issuers have successfully fundraised via 80 campaigns.”

- Securities Commission Annual Report 2020

DEALS ON PITCHIN

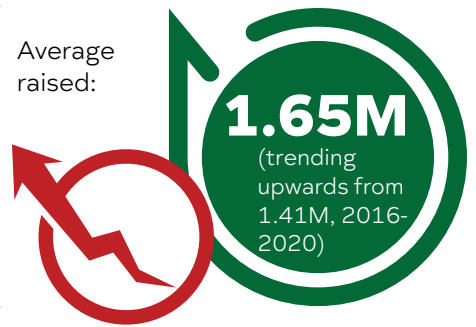
Amount raised:



No of deals:



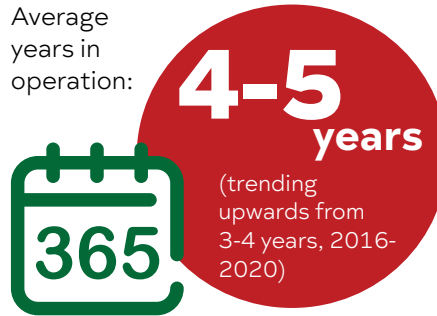
Average raised:



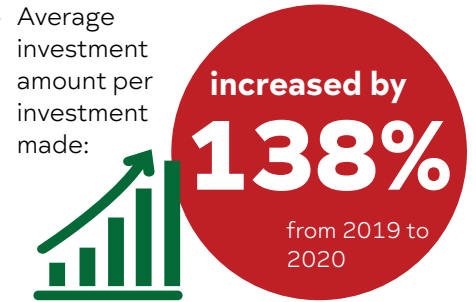
Average number of investors per deal:



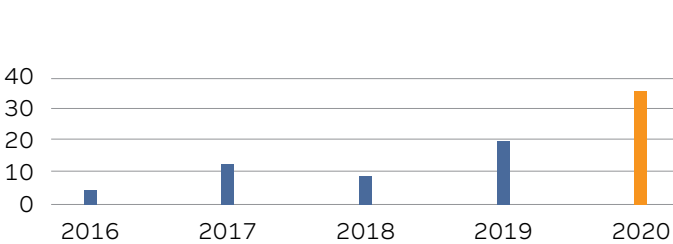
Average years in operation:



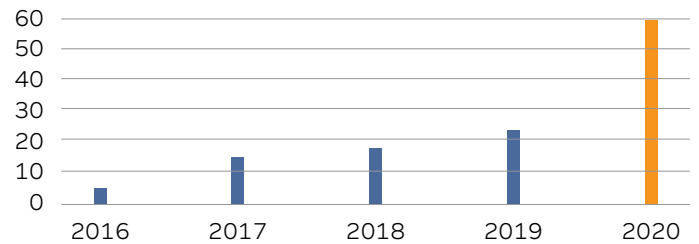
Average investment amount per investment made:



NUMBER OF CAMPAIGNS ON PITCHIN PER YEAR



FUNDS RAISED ON PITCHIN (RM)

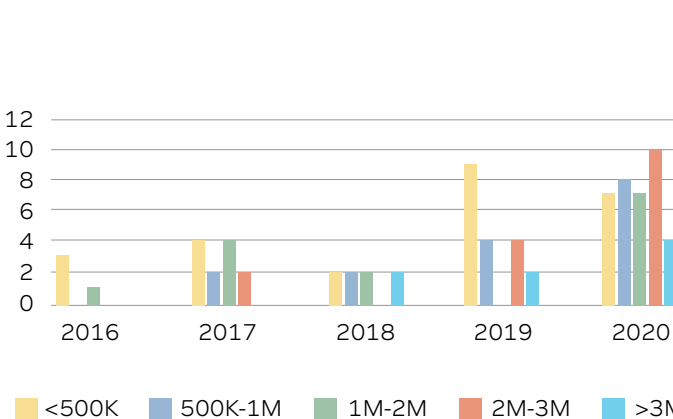


COMPANY STAGES & TYPES IN 2020

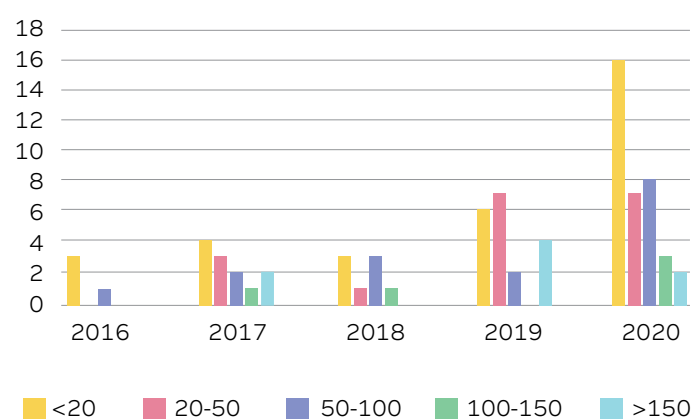
Stage	Number of companies
Seed	15
Venture	4
Growth	7
Established	10

Type	Number of companies
Tech	24
Non-Tech	12

DEAL SIZES (2016-2020)

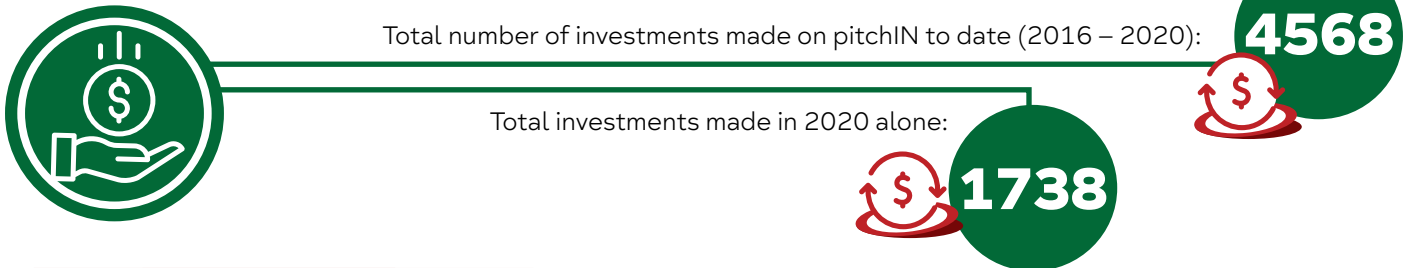


NO OF INVESTORS PER DEAL

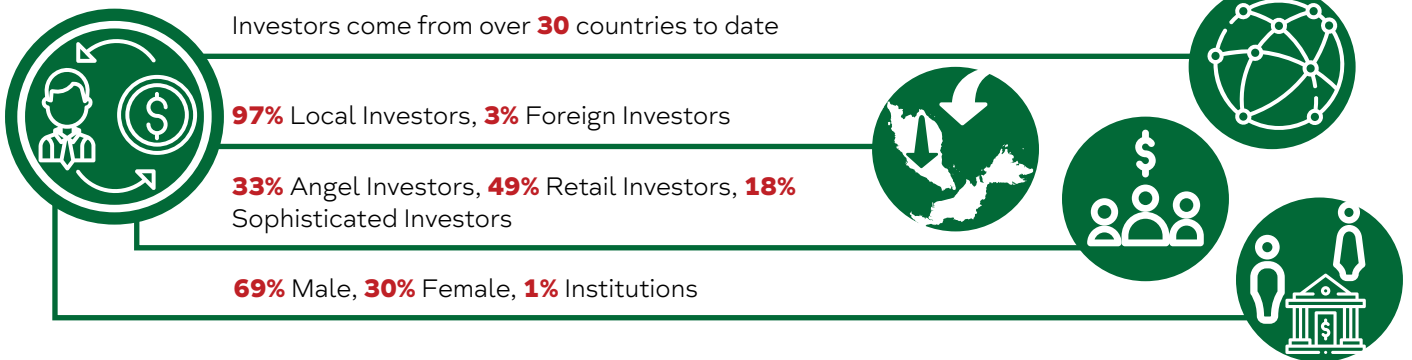


INVESTORS ON PITCHIN

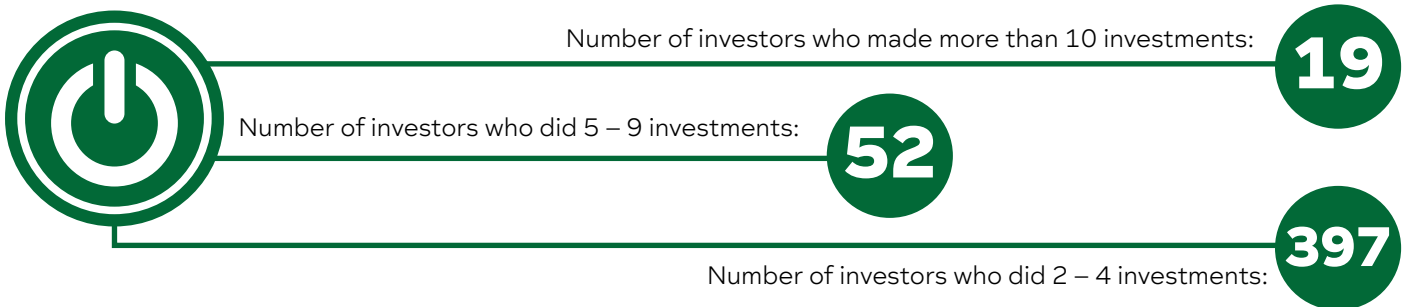
NUMBER OF INVESTMENTS?



WHO ARE THE INVESTORS?



HOW ACTIVE ARE THE INVESTORS?



TOP 10 INVESTORS ON PITCHIN

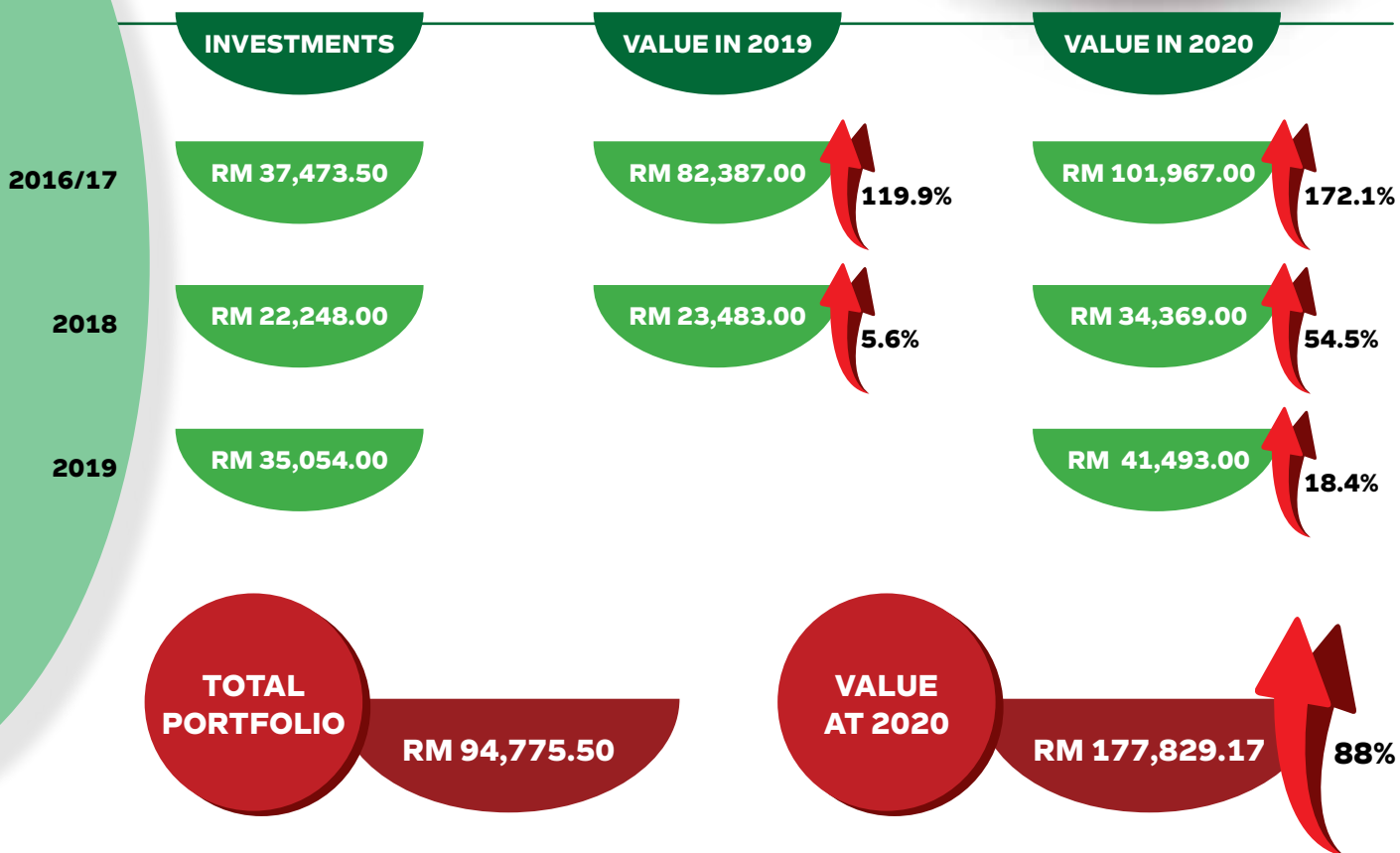
Investor	Number of Investments
1	45
2	37
3	30
4	26
5	20
6	18
7	15
8	14
9	14
10 and 11	13

TOP 10 INVESTMENT AMOUNTS ON PITCHIN

Investor	Amount (RM)
1	1,500,000
2	1,088,000
3	1,038,400
4	1,000,000
5	1,000,000
6	849,768
7	800,000
8	678,600
9	603,360
10	550,016

WHAT IF YOU HAD INVESTED IN EVERY PITCHIN DEAL?

Two years ago, pitchIN started tracking what your portfolio would be worth if you invested 1 lot in every deal.. Turns out, you would be doing pretty well.



By investing **RM94,775.50**,
your investment would now be valued at

RM177,829.17

Your portfolio value appreciation is

88%

(despite the pandemic)

In addition, you would have received **RM287.65** in dividends. Certainly beats placing spare funds in fixed deposits.

Notes

- 1) Calculations and estimates, where possible, are based on last confirmed valuations of subsequent fundraising exercises or updates from companies. Others are projections.
- 2) Amount invested into 40 ECF businesses from 2016-2019 (minimum lot per campaign).
- 3) Deals with extremely few investors or large minimum investments are not included.
- 4) Partial capital loss from one issuer that was realized is included. One other investment in a company that has become dormant is fully written off. One issuer had exit for all investors at 10% returns.



WE RAISED ON PITCHIN!



OXWHITE®

commerce.asia™



KAKITANGAN.com



signature market



AdEasy®
Advertise anywhere



df
AUTOMATION & ROBOTICS



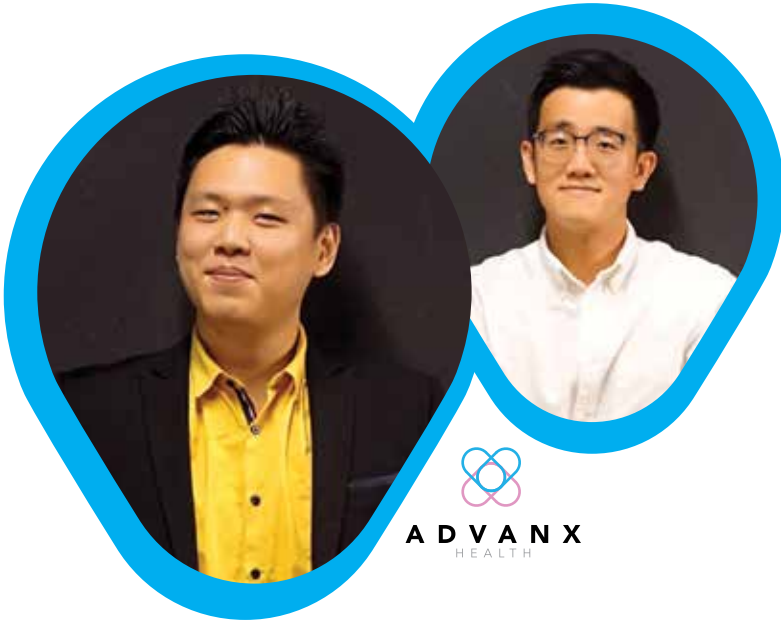
WOBB

WE RAISED ON PITCHIN!





WE RAISED ON PITCHIN!



WE RAISED ON PITCHIN!





ISSUERS ON PITCHIN: 2015 -2020

Progress

Since 2015, pitchIN has been tracking the progress of the companies that have raised funds through pitchIN ECF.

A curveball arrived in 2020. Like the rest of the world, these companies went through their toughest year ever. While it did look bad at the beginning of the year, most of the companies turned out to be very resilient. After the initial tough months, they adapted for survival and a significant number of them experienced solid growth.



KRU ACADEMY

kruacademy.edu.my

KRU Academy is a vocational college specializing in skills related to the creative industry and entrepreneurship. We aspire to cultivate innovation and creativity, improve skills and increase the amount of local talents in Malaysia.

Incorporated: October 2012

Funded: June 2016

Raised on ECF: RM260,000

Number of investors: 9

2020 PERFORMANCE HIGHLIGHTS

Like all educational institutions, KRU Academy had to cope with months of closure and so on. Nevertheless, it did manage to carry out a number of programmes and initiatives, as follows: -

- Masterclass Up-skilling Animation: 25 students (October 2020)
- Masterclass Re-skilling Performing Arts: 10 students (October 2020)
- Masterclass Up-skilling Video Production Digital Marketing: 21 students (October 2020)
- Collaboration with Kidzania establishment - ongoing
- Masterclass Re-skilling Animation: 9 students (October 2020)
- MOU with SEGi for Diploma Professional Program
- MOU with UiTM ICEPT for Diploma Professional Program
- Studio Partnership with SEGi University Subang Jaya Branch's studio

KRU Academy also implemented online learning training with remote access workstations.

OUR AIM IN 2021

- Preparation for Online Learning Courses
- Revamp new website for Online Courses
- Migration to e-Learning, in line with the new norm
- Empower Digital Marketing
- Targeting 500 pax online students monthly
- Targeting 500,000 KRU Masterclass Social Media followers

ISSUERS ON PITCHIN: 2015 -2020



RUNNINGMAN.MY

runningman.my

RunningMan.my provides one stop food delivery solution, including on demand food delivery, lunch box delivery, catering services and event decoration services. We specialized in highly competitive pricing and premium quality of services.

Incorporated: August 2015
Funded: August 2016
Raised on ECF: RM175,000
Number of investors: 7

2020 PERFORMANCE HIGHLIGHTS

There was impact to the business due to the pandemic but the team managed to adapt quickly to handle the situation. Our actions enabled the pandemic to become a blessing in disguise as it resulted in Runningman recording 2.5x growth from 2019 to 2020. This was also the first time since it launched to break even and made a nett profit of more than RM200k in 2020.

OUR AIM IN 2021

We will focus on building strong and solid branding for the business. Runningman is looking for expansion in Malaysia and aiming to go higher with the momentum that we built in 2020.



KAKITANGAN.COM

kakitangan.com

Kakitangan.com simplify HR by providing you with one platform to manage your payroll, benefits, employee information and much more.

Incorporated: October 2014
Funded: September 2016
Raised on ECF: RM1.55M
Number of investors: 63

2020 PERFORMANCE HIGHLIGHTS

The pandemic had a strong effect on Kakitangan.com's business and especially on SMEs. We extended our assistance to a number of companies that were suffering during the period. That resulted in a slower growth for us in 2020. The following are highlights of our performance:-

- We have processed more than RM3 billion in customer payroll since 2016.
- We have an integration with Fi Life that enables us to pull a real-time insurance quotation based on the employee information.
- We have also built a direct payroll integration to the RHB bank portal. This allows users to have a one-click payroll that is ready for bank portal approval.
- We are the only vendor in the industry that created a number of mini-innovations such as EPF file generation for the special scheme, and VE Khas 2021 registration that help our users to better deal with statutory requirements throughout this dynamic moment.

OUR AIM IN 2021

The pandemic has changed the nature of work of many companies. The need to move a company's payroll to the cloud is an evitable trend in the coming years. Kakitangan.com will continue to seek new growth partnerships to accomplish our goal of becoming the "People Operating System" for Malaysian SMEs.



ISSUERS ON PITCHIN: 2015 -2020



TRIPVISS

Incorporated : May 2015
Funded : December 2016
Raised on ECF: RM200,030
Number of investors: 1

Company is no longer trading



NIS SOLUTION

nissolution.com

Incorporated: September 2010
Funded: January 2017
Raised on ECF: RM130,118
Number of investors: 2

NIS Solution connect people and simplify information for the Telco industry. Developed by Telco engineers, our solutions have helped major Telcos massively slash costs, and achieve world class network uptime. Our unique, cutting-edge solutions have help Telcos to run more effectively and profitably.



BABYDASH

babydash.com.my

Online store which focuses on selling baby daily necessities with a wide product range of everything a baby needs from diapers and milk, bath & skincare products, baby food, toys, strollers, car seats, baby carriers and lots more.

Incorporated: March 2010
Funded: March 2017
Raised on ECF: RM2.5m
Number of investors: 133

2020 PERFORMANCE HIGHLIGHTS

Babydash grew very well and is almost at breakeven point. We strengthened our export deals abroad as well as our entry into the Singapore market. We have also created new strong alliances with a few global brands and have commenced a digital marketing partnership with them. We also experienced 37% growth y-o-y from 2019 with a strong customer retention rate of 70%.

OUR AIM IN 2021

We are working on entry into Indonesia and on creating our own brand of organic baby food (such as cereal and rusks). We will be doing our second ECF round to support our exciting 2021 growth plans!

ISSUERS ON PITCHIN: 2015 -2020



SCIENCE BRIDGE ACADEMY

sciencebridgeacademy.com

Incorporated: February 2012

Funded: April 2017

Raised on ECF: RM340,000

Number of investors: 15

Science Bridge Academy (SBA) is a Malaysian science educational enrichment services provider focusing on the STEM (Science, Technology, Engineering and Mathematics) space. SBA was founded by Cambridge University alumni, with the objective to inspire and drive awareness of science to primary and secondary students.



REVOLUTION FITNESS

Incorporated: September 2010

Funded: June 2017

Raised on ECF: RM706,592

Number of investors: 37

Company was acquired by a fitness chain.



MYCASH ONLINE

mycash.my

Incorporated: November 2015

Funded: June 2017

Raised on ECF: RM1.3m

Number of investors: 19

2020 PERFORMANCE HIGHLIGHTS

We received our license to help the migrant workers in Singapore. We have more than 10,000 customers in Singapore. In 2020, we performed more than 1.7 Million transaction worth USD 22 Million. In Malaysia, we had around 40% growth during the MCO period. We also registered an entity in Qatar.

OUR AIM IN 2021

We have already signed a partnership in Malaysia with Western Union. We are waiting for BNM approval to start working with them. We are also planning to go live in Qatar in Q3 this year. In Bangladesh, we are planning to start offering Micro Loan to migrant worker's family with the help of UNCDF.



ISSUERS ON PITCHIN: 2015 -2020

signature  market

SIGNATURE MARKET

signaturemarket.co

Incorporated: October 2014

Funded: June 2017

Raised on ECF: RM1.5M

Number of investors: 161

2020 PERFORMANCE HIGHLIGHTS

We experienced RM 46.5M gross revenue, which makes it a 117% growth compared to 2019. 2020 was a profitable year with PAT of RM3.6M.

OUR AIM IN 2021

We are aiming for RM80M in gross revenue with PAT of RM8.4M. We also plan to commence our IPO during Q2 of 2022.

 **AdEasy**
Advertise anywhere

ADEASY

adeasy.co

Incorporated: April 2017

Funded: July 2017

Raised on ECF: RM242,250

Number of investors: 40

2020 PERFORMANCE HIGHLIGHTS

The COVID-19 impacted 98% of AdEasy's revenue pipeline. However, we joined the 500 Startups Global Immersion Program in Silicon Valley and began raising a Bridge Round.

OUR AIM IN 2021

We plan to achieve a revenue of RM3M and expand into two new markets in SEA. We also aim to grow our user base to 1,700 users.

WOBB

WOBB

my.wobbjobs.com

Incorporated: August 2014

Funded: August 2017

Raised on ECF: RM1.7M

Number of investors: 76

2020 PERFORMANCE HIGHLIGHTS

We achieved the following in 2020:

- Launched new products and revenue streams during the lockdown: AI VI 2.0 (AI Virtual Interviewer), Video Cover Letter, Digital Interview
- We have adopted an annual subscription model in 2020 with new features. This led to significant improvements in our employer retention rate.
- We achieved a V-shaped recovery on both our revenue and number of active jobs on our platform in July 2020.

ISSUERS ON PITCHIN: 2015 -2020

- The number of active jobs has crossed the 1,800 mark for the first time. We also have a total of 2,800,000+ job applications so far with 12,800 registered employers and 576,000 registered jobseekers.
- We achieved record high net revenue of RM1,074,000 in Q4 2020.

OUR AIM IN 2021

We are cautiously optimistic that the recruitment market will recover, due to the recovery of the broader economy from the arrival of the vaccine. We will look to double our revenue to RM7M, and number of active jobs to over 3,000, subject to the recovery of the recruitment market.



PARKIT MALAYSIA

parkitmy.com

Incorporated: February 2017

Funded: July 2017

Raised on ECF: RM250,200

Number of investors: 6

2020 PERFORMANCE HIGHLIGHTS

We achieved RM3 million revenue with over 3000 active subscribers. We also provided discounts where possible and the option for users to freeze subscriptions during the lockdown period and resume after lockdowns are lifted. On the internal side, we reconditioned a logistics team to start a new area of business helping micro SMEs and our subscribers with delivery services.

OUR AIM IN 2021

We plan to expand and grow into international markets such as Thailand, Singapore and Hong Kong.



SALESCANDY

salescandy.com

Incorporated: July 2017

Funded: October 2017

Raised on ECF: RM1.5M

Number of investors: 54

2020 PERFORMANCE HIGHLIGHTS

- Financially, we have grown 10% in revenue and reduced net loss by 37%. Extended runway to Y2022Q1 as we lowered the burn rate. We have also done a few rounds of OPEX reduction exercises, including a company-wide pay cut. We managed to keep the net burn under USD35k.
- Our team has expanded, and we have fully onboarded SalesCandy Jakarta and Philippines teams. We have gone 100% distributed work across three countries and have terminated our office rental.
- In terms of press coverage, we were featured on the Hustleshare podcast in the Philippines. We were also interviewed twice by BFM on permanent work remotely and unlimited leaves.
- Product-wise, we have fully migrated accounts from version 2 to version 3. Version 3 is fully running on the latest and greatest AWS serverless infrastructure. The first machine learning feature on SalesCandy mobile app was also rolled out. We successfully passed a 3rd party vulnerability assessment and penetration test as requested by our insurance clients.
- We are also proud to be one of the 11 Malaysian startups selected to join the Microsoft Emerge X Programme.

OUR AIM IN 2021

We plan to double our MRR by the end of the year and extend our runway to Y2022Q3 by narrowing the net loss.



ISSUERS ON PITCHIN: 2015 -2020

BLOKKE.

BLOKKE

Incorporated: April 2016
 Funded: December 2017
 Raised on ECF: RM876,500
 Number of investors: 42

BLOKKE connects families and LEGO fans in a unique ecosystem designed to bring people together over bricks, food, play and education.



QEOS LED

qeosled.com

Incorporated: April 2010
 Funded: December 2017
 Raised on ECF: RM3M
 Number of investors: 191

2020 PERFORMANCE HIGHLIGHTS

- We successfully completed the installation and commissioning of LED lights for Hospital Pakar Sultanah Fatimah (HPSF), Muar, and Hospital Sultan Ismail (HSI), Johor Bahru.
- The civil suit for wrongful termination of the integrated photovoltaic hybrid systems project for rural schools in Sarawak by the Ministry of Education (MOE) on 2 October 2019, is ongoing. In the meantime, we are pursuing with the Courts to obtain a preliminary payment from MOE by obtaining a judgement by admission for work done that MOE have already certified. The Courts have made a decision to put Jepak Holdings Sdn Bhd under Judicial Management. This will provide the company protection against creditors associated with the project. The Judicial Managers will also be responsible for the distribution of monies paid by MOE.
- The EPC LED streetlight project that we had completed for the local authority in Alor Star was converted to one of supply and install. The final value was agreed upon and was subsequently paid.
- The progress of the two hospital projects, HPSF and HSI, were initially affected by some delays to the supply of electronics components from our suppliers in China. The installation works of the LED lights were, however, allowed to proceed during the MCO period as the hospitals are deemed to be essential services. Hence, we managed to successfully complete the hospital project by the end 2020.
- Pursuant to the Governments' financial assistance program, we applied and obtained subsidies from PERKESO for staff earning less than RM4,000. We also applied and obtained moratoriums from banks for our loans and overdraft facilities.

OUR AIM IN 2021

The 32 MW Bangladesh Rural Solar Project are still on the cards pending cash tied up on the Jepak Holdings Sarawak Project. We have also put in various proposals for EPC LED Lightings projects, and also solar projects for hospitals and other buildings.

ISSUERS ON PITCHIN: 2015 -2020



STUBAPP

Incorporated: July 2015
Funded: June 2018
Raised on ECF: RM544,815
Number of investors: 10

Company is no longer trading



COMMERCE DOTASIA VENTURES

commerce.asia

Incorporated: June 2016
Funded: May 2018
Raised on ECF: RM3M
Private Placement: RM2M
Number of investors: 118

2020 PERFORMANCE HIGHLIGHTS

For 2020, we reached a lot of milestones:

- Sitegiant (e-Commerce Platform) recorded 179% growth in merchants' GMV and 35% growth in merchant base.
- Commerce.Asia Data (SME Business Database) successfully delivered 100% yearly KPIs to key major search engine client and completed a project with a major super-app.
- Commerce.Asia Enterprise (e-Commerce Managed Service) achieved 1201% growth in merchants' GMV, 1266% growth in total number of orders and started operations in Thailand and Vietnam.
- Let Me Store (e-Commerce Fulfilment) recorded 95% growth in total number of shipments, 19% growth in merchant base and expanded warehouse's capacity to 20,000 sqft.
- Shippop (Delivery platform) achieved 34% growth in user base.
- Bizapp (Agent Management platform) recorded 109% growth in merchants' GMV and 94% growth in Monthly active Sellers.
- Famsy (Digital to Garment Merchandising platform) achieved 187% growth in sales and 181% growth in total numbers of orders.
- Kumoten (Dropshipping platform) recorded 44% growth in sales and 58% growth in Monthly Active Sellers.
- SalesMinded (Complete Sales Management platform) successfully signed up 32 clients with 125 users.
- Commerce.Asia Accelerator (Training and Academy) successfully conducted a total of 36 training and coaching sessions in collaboration with 2 large government agencies.

OUR AIM IN 2021

We are preparing for a regional expansion opportunity and are continuously exploring new sales pipelines and collaboration opportunity for all businesses. Internally, we are improving businesses processes and our team structure. We are also strengthening technology integration and synergies within the Commerce.Asia ecosystem to provide better solutions and value to SMEs.



ISSUERS ON PITCHIN: 2015 -2020



SUPERCEED

superceed.com

Incorporated: August 2008
 Funded: August 2018
 Raised on ECF: RM338,371
 Number of investors: 18

2020 PERFORMANCE HIGHLIGHTS

We progressed through 2020 by focusing on enterprise deals. From that, we saw our revenue growth exceed 30% compared to 2019. We attribute our performance during the pandemic to our on virtual solutions.

OUR AIM IN 2021

We plan to increase our market share by expanding into ASEAN markets.



ME.REKA

mereka.my

Incorporated: July 2017
 Funded: October 2018
 Raised on ECF: RM1.6M
 Number of investors: 121

2020 PERFORMANCE HIGHLIGHTS

We start with the tough news first. There is a material change (-40 to -50%) to projected revenue numbers for the following financial years due to the physical disruption of our education programmes and a new strategic direction towards our Digital Platform Model (launched Nov 2020). Nonetheless, we are doing the following to recalibrate our position:

- We are turning crisis into opportunity by setting aside sufficient internal funds for our business model shift.
- We are working digitally with our entire team.
- We are closely managing clients and programmes structure by focusing on non on-ground work like module development, etc.
- We are closely exploring Government financing support.
- We are ramping up efforts to build the ME.REKA digital platform. This will be a major push for our growth in 2021 and beyond.

OUR AIM IN 2021

Due to the impacts on physical programs, and larger digital shift trends, our key targets include:

- Me.reka Digital Platform (Mereka.io) - Public Beta version to be launched by the end of Quarter 1, 2021. By the end of 2021, we will incorporate the platform with our existing partners to onboard 5,000 Users with 50-100 Hubs.
- Me.reka Future Skills Programmes - Build future skills to empower youth in the Gig Workforce through corporate and academic institution partnerships. Further enhance the value of the Programs through partnerships for certifications.

ISSUERS ON PITCHIN: 2015 -2020



JOMPAW

jompaw.com

Incorporated: October 2017

Funded: December 2018

Raised on ECF: RM101,800

Number of investors: 1

Since the pandemic, we have downsized our operations to manage cost. Currently focusing on optimising the booking flow on both app and website. All directors have made the hard decision to go back to employment due to the uncertainties.



RAY GO SOLAR

raygosolar.com

Incorporated: June 2012

Funded: October 2018

Raised on ECF: RM1.4M

Number of investors: 55

2020 PERFORMANCE HIGHLIGHTS

As at 31 Dec 2020, a total of 71 solar PV project have been secured with a total of 15.55 megawatt peak. While the pandemic caused issues such as delayed progress because of MCO restrictions and late payments, Ray Go Solar was able to weather the storm. RGS EPC continue to focus on commercial and industrial customers, representing 99.28% of its total revenue for the FYE 2020.

OUR AIM IN 2021

The prospects are bright for the solar industry. The government has committed to achieve 20% renewable energy target (excluding large hydro over 100 MW) in the national capacity mix by 2025. Out of this figure, over 56% will be contributed by solar PV, attributed to high average solar irradiation and the constant declining price trend of solar PV technology. RGS aims to capitalize on this.



EZIPOD

ezipod.my

Incorporated: May 2017

Funded: December 2018

Raised on ECF: RM645,300

Number of investors: 36

2020 PERFORMANCE HIGHLIGHTS

Our business was badly affected by the pandemic and we had to suspend all growth plans. We had revenue of RM350k with a nett loss of RM309k. We had to remove all our office staffs and only maintain operational staffs to stay afloat.

OUR AIM IN 2021

We are working on pivoting as we do not see the industry recovering for another year. An MVP will be rolled out in February 2021 and monetisation to begin in March 2021.



ISSUERS ON PITCHIN: 2015 -2020



FUNDAZTIC

fundaztic.com

Incorporated: December 2015

Funded: October 2018

Raised on ECF: RM3M

Private Placement: RM1M

Number of investors: 66

2020 PERFORMANCE HIGHLIGHTS

In 2020, We have been actively developing new features to uphold Fundaztic's position as the go-to platform for P2P investment. We are proud to be the first P2P operator in Malaysia to bolster our platform with an e-KYC feature and Secondary Market to facilitate and regulate the trading of notes.

Our e-KYC enhancement speeds up the on-boarding process for new investors by incorporating optical character recognition (OCR) and facial recognition in the registration process. This is in line with Bank Negara Malaysia's (BNM) latest efforts to secure the digital space as more Malaysians look to the internet for financial services.

Meanwhile, the Secondary Market makes it easier for everyone on the platform to diversify their investment while providing an exit tool in the event that emergency funds are required in these trying times. This should create an active trading market with the potential of attracting more high-net-worth and institutional investors to the platform.

The Malaysia Digital Economy Corporation (MDEC) and CIMB Bank are announced as new strategic partners while the credit engine is recalibrated using CTOS SME Score for better risk assessment. As part of the government's ePENJANA initiative to help MSMEs weather the economic repercussions of Covid-19, Fundaztic teams up with Lazada to offer e-commerce sellers interest-free financing. The company continues to command a 50 percent market share in P2P funding of MSMEs.

On the 4th week of Nov 2020, Fundaztic successfully hosted 22 investment notes in a single week. This was a record-breaking achievement for Fundaztic in 3 years. As of Dec 2020, Fundaztic hosted 1,533 investment notes with a total amount of RM 101,931,400 million disbursed. We have a current active base of 22,546 members and growing.

Restructuring and rescheduling (R&R) solutions have been extended to our issuers in need to help them cope with the repercussions of the Movement Control Order (MCO). By easing their financial burden over a near-term period, we have managed to keep defaults under 3.5 percent per annum despite initial fears of greater volatility. The SC has been also equally supportive throughout these unprecedented times by increasing the funding matching ratio of its Malaysia Co-Investment Fund (MyCIF) from 1:4 to 1:2. By bolstering our liquidity, we are better equipped to help SMEs to not just stay afloat, but keep their businesses on the track of growth.

OUR AIM IN 2021

Fundaztic aims to achieve new disbursements of RM 100 million in 2021. Fundaztic are also in plans to expand to Singapore by 2021 and followed by Australia in the near future. Fundaztic is also aiming to bring in new talents in Malaysia by the end of 2021 to grow the Fundaztic team.

ISSUERS ON PITCHIN: 2015 -2020

StreamShop

STREAMSHOP

iconstruct.my

Incorporated:

Funded: April 2019

Raised on ECF: RM50,000

Number of investors: 2

The company has pivoted from a live streaming ecommerce platform to become iConstruct, a B2B building materials marketplace that connect contractors and suppliers through a single digital platform. The company successfully scaled and raised a second ECF round on pitchIN in 2021 as iConstruct.



A D V A N X
HEALTH

ADVANX HEALTH

advanxhealth.com

Incorporated: February 2018

Funded: April 2019

Raised on ECF: RM50,000

Number of investors: 3

2020 PERFORMANCE HIGHLIGHTS

We have successfully set up our own laboratory capabilities and rolled out a partnership with retail pharmacies such as Caring Pharmacy. We have also secured a partnership with PMCare, one of the largest third-party administrator company in Malaysia to offer genetic test to their corporate clients. A secondary site called Myscreening.co that focuses on consumer sexual wellness at-home testing, including HIV test, STD test etc was also launched.

OUR AIM IN 2021

Our focus will be on driving the B2B channel through retail pharmacy and corporate wellness program. We also plan to secure more research DNA samples contracts from external parties like research institutes, nutraceutical companies, wellness companies, etc. Under Myscreening.co, we plan to expand sexual wellness product range. We also would not forego exploring opportunities working with pharma industries for pharmacogenetic test and rare genetic disease detection.



mesolitica

MESOLITICA

mesolitica.com

Incorporated: January 2019

Funded: April 2019

Raised on ECF: RM50,000

Number of investors: 2

2020 PERFORMANCE HIGHLIGHTS

We continued our R&D efforts to maintain “state-of-the-art” status for our Natural Language Processing (NLP) models and added more capabilities towards the Malaya engine, including Speech-to-Text, Text-to-Speech and Machine Translation. R&D efforts were greatly supported by unlocking the maximum benefits from our participation in the Google Cloud for Startups program and TensorFlow research program respectively. As of August 2020, Malaya (Mesolitica’s NLP engine) has been trained on about



ISSUERS ON PITCHIN: 2015 -2020

20 billion words. The team remained lean throughout the pandemic and business efforts were poured into developing a SaaS platform focusing on SME Customer Experience utilizing our Sentiment Analysis engine.

OUR AIM IN 2021

We aim to successfully launch our SaaS platform for SME Customer Experience with the following main features; (1) Customer Happiness Index; and (2) Writer's Toolkit. We also plan to continue our R&D into Conversational AI based on learnings from other chatbot companies. Finally, we plan to successfully kick-off our first enterprise client to help deliver real-time analytics and NLP solutions for a 24-month engagement.



ClusterCubes
by Wernicke Technologies

CLUSTERCUBES

clustercubes.com

Incorporated:

Funded: April 2019

Raised on ECF: RM50,000

Number of investors: 2

2020 PERFORMANCE HIGHLIGHTS

We continued to develop our Agent Management System. ClusterCubes added multiple features to serve our existing clients. Since our clients are not in the non affected covid industries, we had little problem with the pandemic, they continued to subscribe. The only challenge was to get new enterprise customers. This made us realize we should focus more on micro-SMEs during this period.

We built a new product, an ecommerce platform for one of our clients, consisting of the marketplace itself (web), a merchant dashboard (web), an admin portal (web) and a mobile version on the marketplace (ios & android).

OUR AIM IN 2021

To provide an ERP system for micro SMEs, which contains modules such as e-commerce, inventory, affiliate, micro site, delivery and payment. This ERP will be a zero cost setup system, as most of the modules to get micro SMEs started will be given for free, and some modules like payments and delivery will be charged transaction fees. We are in talks with some government agencies and banking partners as our distribution channel. We aim to be powering all SMEs in Malaysia, regardless their business.



SPEEDHOME

speedhome.com

Incorporated: January 2016

Funded: April 2019

Raised on ECF: RM2,500,000.75

Number of investors: 205

2020 PERFORMANCE HIGHLIGHTS

Despite the pandemic, we achieved the following milestones:

- Gross Written Premium (GWP) sold surpassed RM5 million mark for FY2020.
- Gross Rental Value (GRV) grew 147% YoY.

ISSUERS ON PITCHIN: 2015 -2020

- Net Revenue grew 165% YoY.
- Surpassed key milestone: RM500k net revenue per month on December 2020.
- Awarded as Champion for Smart City bracket of SuperSeed II Championship organized by Gobi Partners.
- Launched contactless viewing in Q2 2020 while providing full refund assurance to tenants to make a tenancy booking without physically visiting the property to encourage physical distancing.

OUR AIM IN 2021

We will launch Speedmanage.com for landlords to DIY manage tenancies. Key features are free rental collection via auto direct debit, tenant risk profile screening and house maintenance concierge service. We are also targetting Net Revenue of RM12M – 15M for 2021.



IIMPACT

iimpact.com

Incorporated: December 2017

Funded: May 2019

Raised on ECF: RM219,579

Number of investors: 28

IIMPACT is a fintech company that provides aggregation services for information and payment covering mobile recharge, bill payments, government services, insurance, transportation, and many more.

2020 PERFORMANCE HIGHLIGHTS

Our growth has been consistent since we raised our ECF round. GMV has grown 4x since 2018. We were also selected as part of the top 10 companies of the first inaugural cohort by ScaleUp Malaysia Accelerator with an investment fund of RM200k.

OUR AIM IN 2021

We are planning for RM300M GMV for year 2021!



LEADERONOMICS DIGITAL

digital.leaderonomics.com

Incorporated: March 2018

Funded: May 2019

Raised on ECF: RM711,400

Number of investors: 90

2020 PERFORMANCE HIGHLIGHTS

We have experienced quarter on quarter revenue growth throughout 2020. Additionally, we had YoY growth for 3 consecutive years, ending 2020 with revenues of RM700k. We also achieved 800 monthly people reach in 2020. Our new product, Necole (necole.app) demonstrated exponential uptake in Q4, and is set to grow exponentially again in 2021. We also introduced another new product Happily to the market in 2020.

OUR AIM IN 2021

The goal for 2021 is to break even, with a minimum revenue of RM4M. We expect to hit 25,000 Necole users in Malaysia while breaking into the India, Indonesia and Singapore market also in 2021. Our primary target market will be B2B customers across ASEAN and India. We will also look to expanding our recurring revenue services to set us up for a high growth for 2022.



ISSUERS ON PITCHIN: 2015 -2020



M H U B

MHUB

mhub.my

Incorporated: April 2013
 Funded: August 2019
 Raised on ECF: RM2,643,109
 Private Placement: RM793,109
 Number of investors: 255

2020 PERFORMANCE HIGHLIGHTS

Covid19 accelerated digital adoption from property industry due to SOP and limited movement order. We focused on tech solutions to meet the market needs by launching our own MCO: "MHub Can Online". Internally, we limited hiring, focused on upscaling current team members and address remote working challenges as well as boost morale with tighter communication and team activities.

We also achieved the following milestones:

- Malaysia's leading property transaction platform: 25% of property primary sales transactions.
- 10 of the top 15 developers in Malaysia are users.
- 1st in region: buyer self-service for property transaction.
- 1st in nation: online balloting.
- Sole Malaysian representative for Google for Startups Accelerator Program.

OUR AIM IN 2021

Our goal is to be the standard for all property transactions in Malaysia and scale to 2 countries regionally.



DF AUTOMATION

dfautomation.com

Incorporated: June 2012
 Funded: August 2019
 Raised on ECF: RM3M
 Number of investors: 177

2020 PERFORMANCE HIGHLIGHTS

This pandemic actually amplified the awareness of the importance of robotics and automation in industry. We have experienced increases in sales enquiries not only from our current industries market (electronic manufacturing) but also from new market vertical (healthcare, agriculture and warehouses). We also have expanded to an additional new 10,000 sqft factory early 2020. We also have launched a series of healthcare robots such as Food Delivery Robots, Spray Disinfection Robot and UV Disinfection Robot. One of the food delivery robots, MCK19 (Mak Cik Kiah 19) which has been sent to Hospital Canselor Tuanku Muhriz UKM (HCTM) has received great responses and it went viral. We also are one of the first recipients of NTIS. We have two sandbox projects at the moment worth totalling close to RM500,000. We are in the midst of closing a few more sandbox projects.

OUR AIM IN 2021

For 2021, we plan to launch up to 4 new products to meet the rising demands of robotics in healthcare and warehouses. We believe the COVID19 will be here for a while, we will focus our business in this region of South East Asia and India. We are optimistic that we are able to hit our forecast target in 2021.

ISSUERS ON PITCHIN: 2015 -2020



SMARTBITE

SMARTBITE

trysmartbite.com

Incorporated:

Funded: August 2019

Raised on ECF: RM420,040

Number of investors: 14

2020 PERFORMANCE HIGHLIGHTS

Due to covid, the business suffered some impact Q1/Q2 as companies reduced their budget from catering to corporate gifts. The business grew in the last 2 quarters of 2020 with Covid regulations being less strict and open to catering orders especially in essential sectors. SmartBite also partnered up with a popular vendor (Dewan from Chef Wan) and he increased the supply chain. The main victory was surviving this pandemic. The team was very hands-on and focused on maintaining and managing the customers that were loyal to SmartBite.

OUR AIM IN 2021

The plan is to increase the demand through commercial activities and marketing. The biggest challenge was that in 2020, the demand for catering collapsed. So, we now want to quickly get back to normal and expand further in other cities in Malaysia. To do that a key element is to improve the service for corporates and hire experienced key account managers and customer service managers.



KRYPTOPOS

kryptopos.com

Incorporated: January 2016

Funded: October 2019

Raised on ECF: RM872,370

Number of investors: 36

2020 PERFORMANCE HIGHLIGHTS

We are a fully digital and fully remote company. We are not directly affected by the pandemic. However, our target market is brick & mortar SMEs. They are badly affected by the pandemic. Some of them closed down their business, some switched to us as we are #FreeForever POS software. We also believe that many are reluctant to start new businesses during this tough time. Nonetheless, we had 5330 new signups in 2020, which is 274% more compared to 2019.

OUR AIM IN 2021

We are targeting to penetrate Indonesia's market in 2021. As the market there is huge, we are expecting to get a lot more customers. However, with the borders closed and lockdown implemented, we were unable to execute this plan in 2020. Hopefully in this year, with the vaccine and everything, the situation will get better over time.



ISSUERS ON PITCHIN: 2015 -2020



PANTANGPLUS

pantangplus.com

Incorporated: July 2016
Funded: October 2019
Raised on ECF: RM433,971
Number of investors: 43

2020 PERFORMANCE HIGHLIGHTS

We achieved sales of RM702,547 with a total of 375 cases. This is a 25% drop as compared to 2019 due to the MCO and the extra precautions we had to take to assuage customers' fears.

OUR AIM IN 2021

We have implemented stringent SOPs on our therapists. With the coming of the vaccines, we hope to bounce back and for demands to surge as customers would be more receptive to our services.



SUNSIRI

Incorporated:
Funded: October 2019
Raised on ECF: RM542,000
Number of investors: 40

A major shareholder executed a shares buyback exercise. All ECF shareholders exited one year after ECF campaign with 10% returns.



kiddocare.my

KIDDOCARE

kiddocare.my

Incorporated: July 2016
Funded: November 2019
Raised on ECF: RM545,026
Number of investors: 22

2020 PERFORMANCE HIGHLIGHTS

In 2020 we served 1,200 families in Klang Valley, cared for 7,000 children, economically empowered 300 women, and earned RM1.2M in revenues. The MCO implemented to combat the spread of COVID-19 presented a challenge, but our business proved resilient and was able to rebound at the end of the year.

OUR AIM IN 2021

This year, we aim to expand further in Klang Valley, aiming to reach at least 5,000 families in the Klang Valley, and economically empower 1,500 women.

ISSUERS ON PITCHIN: 2015 -2020



HOMA2U

homa2u.com

Incorporated: March 2017
Funded: November 2019
Raised on ECF: RM436,644
Number of investors: 33

2020 PERFORMANCE HIGHLIGHTS

Our revenue reached RM3.3M this year despite the pandemic. We will see approximately 2x growth in terms of revenue compared to year 2019 after we pivoted from consumer retail to more B2B and corporate sales.

OUR AIM IN 2021

A new funding of RM2.4M combined between 3 new investors; Quest Venture (SG VC), Scale Up Malaysia (MY VC) and Warisan Quantum (MY VC) will be concluded by Q2. With these fresh funds, 2021 will be an interesting year for HOMA as we aim to achieve RM10M revenue with 3 expansion plans. We also have in a store a new Experiential store expansion from 7200sqft to approximately 12,000sqft. Our miniature HOMA, Yellow Box is on the move in 10 strategic location using sustainable elements. Southern Expansion? Yes! Johor Bahru and Singapore, we are coming.



KRATOS MOTORSPORTS

kratosmotorsports.com

Incorporated: May 2015
Funded: December 2019
Raised on ECF: RM152,391
Number of investors: 24

2020 PERFORMANCE HIGHLIGHTS

2020 was especially challenging for Kratos Motorsports. We are a retail and ecommerce based business and due to the lockdowns, our sales and revenue were significantly affected. To overcome this issue, we have upskilled our team in the servicing of technical components for motorcycle suspension. We have expanded the team by 3 full time staff to ensure that when the pandemic subsides, we will be ready for expansion.

OUR AIM IN 2021

Due to adverse business conditions, we have seen a 35% drop in revenue for 2020. This will continue in 2021 until the vaccination process begins. We have shifted into a cost control mode to ensure that company resources are frugally utilised until market conditions improve. We foresee that things will change by the end of 2021 and will be preparing for the market to bounce back.



ISSUERS ON PITCHIN: 2015 -2020

OXWHITE®

OXWHITE

oxwhite.com

Incorporated: February 2010

Funded: December 2019

Raised on ECF: RM3,000,000

Private Placement: RM2,019,400

Number of investors: 485

2020 PERFORMANCE HIGHLIGHTS

Our business operation was affected even before MCO was declared last year when the Corona Virus hit China, resulting in factory closures and logistics disruption. When they reopened, MCO was declared in Malaysia, and operations had to be shut down temporarily. We diverted our plans from launching new products every month to focusing on stay at home products such as basic tee shirts, launch shorts, innerwears and towels instead of dress shirts. Nonetheless, throughout 2020, we have a 313% increment in customers and 182% in new customers as compared to year 2019. Continuously, we have launched 46 new products in 2020 across all 13 categories.

OUR AIM IN 2021

In 2021, we target to achieve RM20M revenue with different strategies in place. We are more prepared this time around. Learning from the previous MCO, we started working with manufacturers from different regions to support our supply chain.

Next, we will be introducing more variety of lifestyle apparel products, casual wear tops and bottoms. In addition, we will be growing the kids apparel category as well. With the success of the launch of Oxwhite official store on Shopee in Q3 2020, we are expanding and growing our sales channel and revenue by launching Oxwhite official store on Lazada in Q1 2021.

THE ISSUERS OF 2020



THE HIVE
WASTE-FREE WHOLESALE

January 2020
 Raised: RM 367,455
 49 investors

THE HIVE

The Hive Bulk Foods is the first zero waste store in Malaysia offering the largest bulk whole foods option, cleaning products and anything you may need at home.



January 2020
 Raised: RM 266,950
 10 investors

YELLOW PORTER

Online platform for Malaysians to make international purchases & ship from USA, UK, Germany, Japan, S. Korea, India, Australia, Taiwan etc .



January 2020
 Raised: RM1,626,000
 163 investors

SRI WALIS PLANTATION

Sri Walis Plantation is a forward-looking durian plantation company focusing on plantation management, agriculture assessment, land clearing and planting contractor works.



February 2020
 Raised: RM1,506,600
 30 investors

LUXTAG

LuxTag is the first Blockchain as a Service (BaaS) company that enables users to verify the authenticity and provenance of any data or item, helping to fight against counterfeiting and fraud.



February 2020
 Raised: RM1,475,800
 68 investors

iHANDAL

iHandal is a regional turnkey provider of sustainable engineering solutions, offering tailored M&E solutions that help clients tackle their energy challenges by maximizing their energy and operational savings.

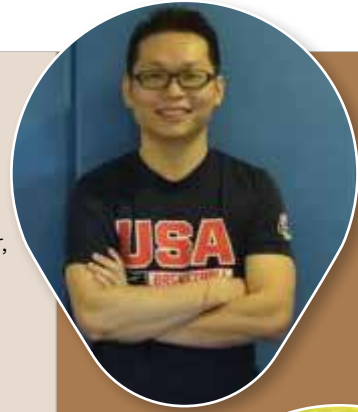




February 2020
 Raised: RM2,238,700
 59 investors

UNION ARTISAN COFFEE

Union Artisan Coffee is a premium coffee chain operator, involved in coffee roasting and patisserie production.



February 2020
 Raised: RM302,080
 12 investors

LOVE18

Love18 is a premium artisan chocolate brand in Malaysia.



April 2020
 Raised: RM1,345,000
 98 investors

NU VENDING

Nu Vending is a reimagined concept of automation technology, leveraging on a connected digital ecosystem to disrupt the retail industry and distribution channels of businesses.



April 2020
 Raised: RM1,139,468
 59 investors

YIN'S SOURDOUGH BAKERY

Yin's Sourdough Bakery specializes in affordable artisanal sourdough bread and other artisanal food such as jams and sausages.



May 2020
 Raised: RM2,085,052
 24 investors

VMO

VMO is Malaysia's largest event venues and services marketplace with over 2,000 merchants listed across Malaysia, covering a wide range of 'life events' and occasions.



THE ISSUERS OF 2020



May 2020
Raised: RM644,600
107 investors

RENTGUARD

RentGuard is the leading property technology company in Malaysia with the first Contactless Agency system.



May 2020
Raised: RM5,280,657
274 investors

POLICYSTREET

PolicyStreet is the leading and only homegrown insurance technology company offering the best insurance choices using technology.



July 2020
Raised: RM268,800
14 investors

SECONDLIFEASIA

Secondlifeasia is a services, spares and marketplace for pre-loved Apple devices with the latest technical methodology and certified factory parts.



July 2020
Raised: RM941,000
48 investors

EVERPEAKS

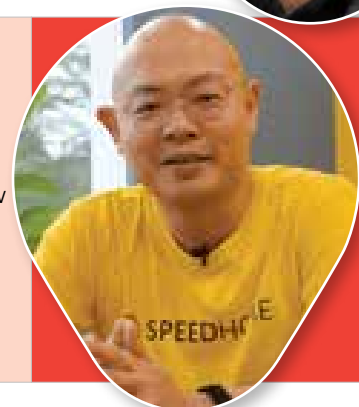
Everpeaks is a multi-channel eCommerce solutions provider and technology platform for global fulfilment.




July 2020
Raised: RM2,593,962
106 investors



SPEEDHOME



SPEEDHOME operates the safest end-to-end property platform and mobile app to allow tenants and landlords to deal directly.





 <p>July 2020 Raised: RM1,520,178 7 investors</p>	<p>NEWSWAV</p> <p>News'wav runs and operates a user-friendly news aggregator mobile application platform.</p>	
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 <p>August 2020 Raised: RM552,500 87 investors</p>	<p>CARPEDIA</p> <p>Carpedia is a car sharing platform that provides gig economy opportunities for jobseekers.</p>	
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 <p>September 2020 Raised: RM3,110,555 31 investors</p>	<p>SUPERCEED (2nd Round)</p> <p>Superceed is an AI-driven customer experience company that is bringing world-class customer experience solutions to the APAC region.</p>	
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 <p>September 2020 Raised: RM250,500 9 investors</p>	<p>HUDDLE</p> <p>Huddle is a sports marketplace and community where people can find leagues and tournaments to play in, find coaches and camps to improve and to meet other everyday athletes through pickup games and meetups.</p>	
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 <p>September 2020 Raised: RM2,820,423 132 investors</p>	<p>REGOV TECHNOLOGIES</p> <p>ReGov Technologies is an international award winning, post-revenue FinTech with deep expertise in enterprise blockchain, AI, analytics and human-centric design.</p>	
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THE ISSUERS OF 2020



October 2020
 Raised: RM263,500
 3 investors

FAR CAPITAL

FAR Capital is the largest private group buyer of primary residential properties in Malaysia, providing education, financial review and advisory on portfolio optimization.



October 2020
 Raised: RM2,457,200
 27 investors

NU VENDING (2nd Round)

Nu Vending is a reimagined concept of automation technology, leveraging on a connected digital ecosystem to disrupt the retail industry and distribution channels of businesses.



October 2020
 Raised: RM734,400
 74 investors

SENTUH

Sentuh is a digital platform that links qualified wellness & beauty mobile service providers with customers, with an end-to-end booking and management system.



October 2020
 Raised: RM3,040,000
 13 investors

GENYOUTH

Youth Centric Platform specifically designed for university students seeking internships and part time work experience, and so much more.



October 2020
 Raised: RM1,440,000
 59 investors

DEEMPLES

Deemples is a golf app that connects golfers for tee times.





October 2020
 Raised: RM3,000,800
 19 investors

TALENTAP

TalenTap provides a one stop solution from equipment to software and content to finding the right talents, and training with the objective of helping brands create an efficient process and interactive content that appeals to their target audience.



November 2020
 Raised: RM920,000
 51 investors

NEWLEAF

NEWLEAF is a Malaysian durian plantation company with a complete agri value chain in the durian industry, from plantation and processing to export and international trade.



November 2020
 Raised: RM317,912
 9 investors

SIMPLYGIVING

SimplyGiving is an award-winning platform helping its partners and fundraisers reach their supporters and donors globally.



November 2020
 Raised: RM684,250
 34 investors

SMART SECURITY

Smart Security Solutions is the master distributor for Igloohome Smart Lock since 2019, supplying smart door lock solutions and enterprise access management hardware and software for Malaysia market.



November 2020
 Raised: RM2,999,000
 10 investors

MAHSA NEXGEN

MAHSA's NexGen provides a system and platform for highly scalable applications with a wide range of hardware solutions among which enables institutions to deliver educational multimedia content in an interactive format online.



THE ISSUERS OF 2020

 <p>November 2020 Raised: RM3,000,000 9 investors</p>	<p>BRICK HOUSE</p> <p>Brick House is KL's premier events and catering company with its own trendy, Instagram-friendly venue spaces.</p>	
 <p>November 2020 Raised: RM3,000,000 8 investors</p>	<p>MAHSA HEALTH</p> <p>MAHSA Healthcare Centre provides comprehensive healthcare and beauty services to our community.</p>	
<p>JTEL</p> <p>December 2020 Raised: RM678,300 18 investors</p>	<p>JTEL MARKETING</p> <p>Pioneer distributor of home and kitchen appliances of various international brands.</p>	
<p>kosumy</p> <p>December 2020 Raised: RM710,000 12 investors</p>	<p>KOSUMY</p> <p>Kosumy is a cloud learning platform borne out of a training provider company, catering to both offline and online learning needs.</p>	
<p>ACCOS</p> <p>December 2020 Raised: RM2,998,920 15 investors</p>	<p>ACCOS</p> <p>ACCOS is an E-commerce Business Center (BizHub) that operates Accos BizHub business center with services for all e-commerce friendly entrepreneurs.</p>	
 <p>December 2020 Raised: RM2,991,300 18 investors</p>	<p>ALCOSM (ZUPITAL)</p> <p>Alcosm is one of the leading global cleaning supply and disinfectant brands in Malaysia, distributed across well-known chains such as 7-Eleven and Watsons.</p>	



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