

BT asks: Which deal in 2018 do you wish you had gotten a bite of?



Foo Tiang Lim,
partner at
SeedPlus

"Payfazz from Indonesia. I've met the founder Hendra and have long admired his vision and drive. Feels like he's executing an exciting vision for sure, where they are working towards extending financial inclusion across Indonesia in second and third-tier cities. It will be exciting to see how much more they can build on top of their existing distribution network."



Mark Suckling,
principal at
Cento Ventures

"SVCA's 'Deal of the year' in 2018 was Carro's Series B, led by Insignia Venture Partners. The fast-growing automotive sector is extremely interesting, and we congratulate the company on its innovative 'full-stack' approach to buying and selling cars. It is a great example of a team that has built a digital platform that not only challenges the traditional way of doing business, but that also creates a set of related financial services which lead to a more seamless consumer experience. This approach is something we believe can be replicated in many other sectors."



Finian Tan,
chairman of **Vickers
Venture Partners**

"Our biggest regret in the last couple of years has been to miss investing in Impact Biomedicine. We have known John Hood for a long time since his days as the Chief Scientific Officer of Samumed. So when he decided to start Impact Biomedicine, he approached us and we quickly agreed to invest in him. Unfortunately, our fundraising took just a touch longer than we expected and we missed the deal, which would have made 30x in 18 months. Sigh. The good news is we are still friends and we hope to do something together in the future."



Ambar Machfoedy,
managing partner
at **Rekanext**

"The ones which hurt most are the ones which are within reach but for whatever reason slipped through our hands. One such deal that we had was for a Vietnamese B2B startup called Uiza, which offers infrastructural services. We believed in the business as demand for its services are growing in the region, and it provides a way for customers to easily set up their own video streaming services. Alas, the founders decided to go with a brand-name VC, a decision which I fully understood and appreciated, as it was a strategic one for them."