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Noonswoon

Dating; IUM-inspired app for SE Asia

Description

Proven model : Based on "I-UM," which has strong monetisation in South Korea, but adapted for SE Asia, starting in Bangkok. Great founders: One American founder was a product manager at Agoda and Amazon US, one Thai founder led SE Asian expansion for US dating app, Skout after Stanford.

Carousell

Mobile C2C marketplace

Number one classifieds in Singapore after 7 months! Expanded into Indonesia and Malaysia to take over the classifieds space with their rocketship 'formula' to activate marketplaces.



playbasis

Playbasis

Gamification platform services for enterprise; "Badgeville in Asia"

Proven Model: Based on +/- \$500M businesses of Badgeville and Bunchball in the US, but clear market leader is SE Asia. Demonstrated ability to close large corporate contracts from 3 big companies in Thailand, founder spent entire career in gamification platforms.

iMoney

Lead generation for consumer financial products through product comparison service



Proven Model : Based on >\$1.6Billion 'MoneySupermarket' business in the UK. Clear market leader in SE Asia, rides growth of region getting wealthier which translates into more demand for consumer financial products, and aggressive bank spending on generating leads. Top Founders: One spent 6 years comparing financial products for HNW individuals, another was head of banking products for 3 different international banks.

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Description



Fastest growing and recently the most trafficked online marketplace in Indonesia (Think eBay / TaoBao). Founding team includes the country's top RoR technologist and ex-BCG consultant with the highest IQ in Indonesia.



Zipmatch
Digital lead generation for property developers

Growing number of home buyers and wealth in the Philippines; ZipMatch uses digital means to generate leads property developers buy. Founders built their career doing lead-gen for gaming industry.



Vault Dragon
Convenient self-storage with standardized boxes and delivery

Escalating space shortage in Singapore and Hong Kong create demand for smarter storage solutions. Founders built their careers in technology development and business process optimization. They offer an innovative user experience.



As tourism in SE Asia picks up, Zumata aggregates inventory from 300,000+ hotel properties and 50+ supply sources to provide a fat pipeline of global travel sites and OTAs to distribute, with unique real-time re-pricing technology to optimize yield.

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Description



[Eko](#)

Enterprise mobile messaging with integrated task and project management

Enterprise mobile messaging space still wide open, especially in SE Asia. Founders include direct ties with richest business family in SE Asia, and a technologist who helped program DARPA projects and the Mars Rover.



[99.co](#)

Technology-driven real estate broker; UrbanCompass for Southeast Asia

Based on New York's UrbanCompass (which raised \$33M from Founders Fund and Goldman Sachs) to use technology to disrupt real estate brokers. Singapore has a similarly heated real estate market dynamic, and 99.co was formed to take this on. Led by a serial entrepreneur who sold his previous antivirus company to McAfee. It is due to launch in June.



[Tradegecko](#)

Inventory management SaaS for SMEs

Enterprise SaaS for managing inventory. A real 'unsexy' problem which SE Asia's SMEs face. High growth and very low churn



[Taamkru*](#)

Children's education app

#1 in both Kids and Education section in Thailand within 99 days of launch; founding team brings together Thailand's top textbook author, a serial entrepreneur who owns kindergartens and profitable e-health services. Now expanding to Singapore and China.

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Description



[Tappy](#)

Location-specific ephemeral social networking layered on top of free wifi hotspots

Founder is a former 500 founder. There are wifi hotspots all over Southeast Asia but business have not found a way to monetize them effectively. Development of fast mobile networks has lagged behind smartphone penetration so wifi usage is high. Advertising to younger generation by traditional means is becoming increasingly difficult due to shifting habits in TV and print viewership.



[Pomelo](#)

Korean fast fashion e-commerce

Fashion companies have not been really taking advantage of the Korean Wave. Income and ecommerce spending is growing very quickly across Southeast Asia. Company is run by the rockstar team that turned Lazada Thailand from worst to best country office in SEA.



[Grabtaxi / MyTeksi](#)

SE Asia-wide taxi booking service

Clear market leader in multiple markets in SE Asia. Founder is a Harvard MBA grad businessman who owns restaurant businesses.



[YogaTrail](#)

Directory and marketplace for Yoga teachers and classes

Yoga students have a hard time finding and booking classes with teachers they like and Yoga teachers have a hard time filling classes. YogaTrail is a platform that connects Yoga students and teachers and provides tools for teachers to manage their classes and schedule.

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Description



Cargobase

Marketplace for premium freight

Annual spending on premium freight is \$30-40b. There is no centralized marketplace for it. Procurement and tracking are all done manually and are very poor. Cargobase fixes all these problems. CEO and co-founder is spent 7 years in the premium freight industry.

TrustedCompany.com

Inventory management
SaaS for SMEs

Enterprise SaaS for managing inventory. A real 'unsexy' problem which SE Asia's SMEs face.

 TRUSTEDCOMPANY.COM



Smove

Zipcar for Singapore

Singapore is the most expensive place in the world to own a car. Smove has proven to be the alternative with great revenue upside.



XtGem

Mobile website builder
and hosting service
monetized through
inhouse ad network.

Good mobile web developers are still difficult to come by and are quite costly, especially in Asia. Monetization of mobile sites is difficult since the only way to sell ads on lower traffic sites is through an ad network. XTGem is an intuitive mobile website builder which monetizes UGC on their platform through advertising.

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Description



[mClinica](#)

SaaS data platform for the pharmaceutical industry to gather granular pharmacy-level data.

It is currently very costly for pharmaceutical companies to gather drug sales data to guide their sales and marketing efforts in developing countries.



[Monkimun](#)

Mobile/tablet platform and apps for early childhood language learning

The market for early childhood education apps is underserved and is not sensitive to price. No leader has emerged in the market despite the clear economies of scale. 20% weekly growth in MAU since May. 400k downloads and 70k MAU as of early September. 8 week development cycle for new apps, tested at cofounder's chain of preschools and kindergartens.



[BabyMe](#)

Education and monitoring platform for early-childhood health

More than 50% of deaths of children aged 5 and under are preventable and the first 1,000 days of a child's life are crucial to its development but it is difficult for new parents to figure out what they need to do. BabyMe provides a platform that educates parents and allows them to track and monitor the health of their babies. CEO founded the company after losing his wife shortly after childbirth and feeling how difficult it is to raise a child.



[Omvana](#)

Marketplace for personal growth content

Omvana provides a marketplace for the \$5b annual spending on mobile personal growth content. Founding team of serial entrepreneurs and who have been involved in many companies including Mindvalley.

Deals not yet closed marked with *

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[Storyhunter](#)

Marketplace for video content producers

Description

For publishers, finding, managing and paying people to produce premium video content internationally is very difficult. Annual spending on online video production is \$10b worldwide and this number is expected to triple in 5 years. Publishers already using the platform include The Economist, Newsweek, Vice and Yahoo with Al Jazeera and other big names in the pipeline.