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**Investor
Summit**

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FAQ

General

1. What is MATCH?

Meet ASEAN's Talents and Champions (MATCH) is a new component under the expanded Global Investor Summit with **MATCH Deal-making** and **MATCH Conference**. MATCH aims to promote private equity and venture capital deal flow in ASEAN by bringing together the investment and ASEAN enterprise communities. It is powered by Ernst and Young and an industry consortium including Enterprise Singapore, Singapore Venture Capital & Private Equity Association and Singapore Business Federation. More information on MATCH can be found within the Singapore FinTech Festival [website](#) or EY's Global Investor Summit website.

To register for MATCH Deal-making, please visit –
<http://surveymonkey.com/r/ASEANMATCH>

2. What is MATCH Deal-making?

MATCH Deal-making is a curated deal-making portal showcasing promising ASEAN enterprises across all sectors and funding stages to local and global investors, with a view to facilitate investment deals. This aims to enhance access to and quality of funding for ASEAN enterprises. Applications to the deal-making portal will open from 7 May 2018 and close on 31 August 2018.

3. What is MATCH Conference?

MATCH Conference is held on 13 - 14 November 2018 as part of the Singapore FinTech Festival week of 12 to 16 November 2018. The conference will feature keynote presentations and leadership dialogues by notable investors and founders, covering topics such as financing, enterprise value creation, exit opportunities and many more. There will also be dedicated deal-making segments for investors and enterprises to connect and network.

4. Do I need to pay to apply for MATCH Deal-making?

No, application is free and there's no application fee.

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5. Do I need to purchase a Singapore FinTech Festival ticket in order to apply for MATCH Deal-making?

No, you do not need to be a festival ticket holder to apply for MATCH Deal-making.

6. Can I join the Global Investor Summit – MATCH Conference on 13 - 14 November if I have successfully applied for MATCH Deal-making? Is it free?

MATCH Conference is part of the Singapore FinTech Festival which is a ticketed event. You can purchase the Singapore FinTech Festival ticket via the [website](#), which will entitle you to the whole FinTech festival, including the MATCH Conference.

Companies

1. What companies can participate in MATCH Deal-making?

MATCH is open to all companies across all sectors and funding stages, including start-ups, small and medium-sized enterprises (SME) and limited liability entities.

2. What kind of investors can we expect to be matched with?

Investors include asset managers, angel investors, family offices, institutional investors such as sovereign wealth/pension funds, endowments and corporate venture investors.

3. What are the next steps when I have matches with investors?

EY will connect you and the investors who are interested in your company to pick up discussions directly. There is no specific term sheet that you need to abide by.

4. If I have a match with an investor, am I under any obligation to follow through with a deal?

No, there is no obligation from you or the investor to come to a deal.

5. What kind of information am I required to provide to participate in MATCH Deal-making?

We will need to know your product offerings, funding requirements, etc. All questions are found on the application form.

6. Who has access to my company information submitted for MATCH Deal-making?

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Besides the Monetary Authority of Singapore and EY, your company information will only be disclosed to the investors that you are matched with.

7. What sort of information will be disclosed to the investors in order to find me a match?
In order to find you a suitable match, we will disclose to the investor(s) your company name, website, and sector, type of funding requested and desired amount of funding requested.
8. What happens to my information submitted should a match fall through?
All the data is kept confidential by EY and the Monetary Authority of Singapore (MAS). The data will still be kept for further matchmaking till further notice from you.
9. Will the other companies or investors know who I am matched with?
No, such information is kept strictly private and confidential and will not be disclosed to other companies or investors.
10. Will my deals be publicized to the media/public?
We will consult both investors and companies before releasing any information to the media/public.
11. What happens if we do not end up with a deal with our matched investor?
There are no obligations to confirm a deal between companies and investors in MATCH Deal-making. You can keep in mind investors that are interested in your company and perhaps reach out to them in later funding rounds.
12. Am I guaranteed a match with investors?
While we will try our best to ensure everyone has a MATCH, it is ultimately up to the investor(s) whether they are interested to be matched with your company.

Investors

1. What type of companies can we expect to be matched with?
The companies available encompass start-ups and growth enterprises across all sectors in ASEAN and the broader APAC.
2. What kind of information am I required to provide to participate in MATCH Deal-making?

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We would need to know your criteria for investment, fund size, geographical focus etc. All questions are found on the application form.

3. Who has access to my company information?
Besides the Monetary Authority of Singapore and EY, your company information will only be disclosed to the companies that you are matched with.
4. Will the other investors or companies (I'm not matched with) know who I am planning to invest in?
No, such information is kept strictly private and confidential and will not be disclosed to other companies or investors.
5. What sort of information will be disclosed to the companies that I'm interested to be matched with?
Upon your confirmation to be matched with a company we have shortlisted as a prospective match, we will disclose the name of your organization (or your personal name if you're investing in personal capacity), the sector(s) you have shortlisted to invest in and the typical deal size you're looking to invest.
6. What happens to my information submitted should a match fall through?
All the data is kept confidential by EY and the Monetary Authority of Singapore (MAS). The data will be kept for further matchmaking till further notice from you.
7. Will the other companies or investors know who I am matched with?
No, such information is kept strictly private and confidential and will not be disclosed to other companies or investors.
8. Will my deals be publicized to the media/public?
We will consult both investors and companies before releasing any information to the media/public.
9. Am I guaranteed a match with companies?
We will do our best to match you with a company based on the criteria you have provided in your registration form.

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10. Is it fund of fund or I can take my independent decision?

It is not a fund of fund –rather a platform for connecting investors and companies based on their respective criterion. Ultimate decision making rests with you.