



Silicon Valley Chinese Entrepreneur Forum

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Discussion Digest 00001

All creditors go to original posters.

Lists of China Friendly VCs (Version 0.1)

For most people, seeking investment is a painful experience; this is especially true for our Chinese, mostly because we do not have as broad connections as natives. Additionally, some VCs are narrow minded and arrogant, are not friendly to Asians or to Chinese. Often, VCs only invests in their "back yard", which typically refer to the small circle of people they know in driving distance.

As a founder of startup, you will have too many things to take care of. Preparing a pitch with unfriendly VCs is a waste of time. Instead, you shall avoid these VCs and make better use of your limited resource and time. Following is a list of VCs that that my friends and I have experience, we believe that they are open-minded and are friendly to Chinese. You will have a slightly better chance than alternatives.

Please keep in mind that if a VC firm is not on the list does not imply that they are NOT Chinese friendly, mostly because we do not have direct experience with them ! We only have VERY limited experience.

Additional, VCs like to invest in people they trust and they know, so please do NOT send your business plan to a VC before you know him. Try to build connections with VCs first before submitting your business plans. Otherwise, your plan will either be deleted automatically, discarded or, even worse, VCs may hand your good ideas to their friends (plus a pile of cash), and let their friends to explore your ideas. So try to find some connections first.

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= A short incomplete in list of China-Friendly VCs =
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Mayfield
<http://www.mayfield.com/>
Led by Kevin Fong, a 1st tier VC firm.

ChinaVest,
<http://www.chinavest.com>
This firm is very optimistic about China. (One of the former partner, Michael Brownrigg, is very bullish about china's opportunities, however, I do not know where he is now.)

NEA

Silicon Valley Chinese Entrepreneur Forum (SVCEF)

<http://www.svcef.com>

<http://groups.yahoo.com/group/svcef>

Email: svcef@yahoo.com



<http://www.nea.com>

Starting to invest in China since last year, a 1st tier VC firm.

Highland Capital Partners

<http://www.hcp.com/>

An Asian friendly firm.

IDG Ventures

<http://www.idgventures.com/>

IDG had participated in almost all big China Internet startup deals.

IDG is run by a group of Chinese, what can I say.

DFJ, Draper Fisher Jurvetson

<http://www.dfj.com>,

This firm is very international. It invested in Baidu and a few other Chinese Internet startups.

Walden International

<http://www.waldenintl.com>

Focus on Asian.

Disclaimer:

Please keep in mind that if a VC firm is not on the list does not imply that the firm is NOT China-friendly, mostly because we do not have direct experience with them ! We only have VERY limited experience with VCs in Silicon valley and Boston. You are more than welcome to share your experiences with us.

This list will be updated periodically with more details and comments on:

<http://finance.groups.yahoo.com/group/svcef/>

The following funds have publicly announced that they have interests in China, but we do not have any first-hand experience.

Sequoia

<http://www.sequoiacap.com/>

Sequoia sets a 200 million fund which focus on China.

Accel partner

<http://www.accel.com/>

ACCEL does not have experience with China, they are trying to get into China by team up with IDG, so there is a fund IDG-ACCEL. Probably ACCEL raised larger funds than IDG (because it is a mainstream VC firm).

A few successful Chinese founders now have their own firms or have become the partners in some firms.

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For example:

Zhu Min (Founder of Webex), has his own incubator.
Wu-fu Chen (Founder of many companies), has his own incubator, Acorn campus, <http://www.acorncampus.com>, and genesis campus, <http://www.genesis-campus.com>,
Hong Chen (Founder of GRIC), run a private equity firm, Hina Group, <http://www.hinagroup.com>
Feng Deng (Founder of Netscreen), now a partner of VC firm

A few Asian focus VC firms:

ComVentures

<http://www.comventures.com/>

Focus on Asia and communication, Internet and Media

WI Harper Group

<http://www.wiharper.com/>

Interested in greater China.

Softbank Asia Infrastructure Fund

<http://www.sbaif.com/>

Formerly Softbank Asia Investment Fund, had involved a few big China Internet deals.

TDF Capital (Venture TDF)

<http://www.tdfund.com/>

A small firm.

Northern Light Venture Capital

This is a new firm, New Enterprise Associates and Greylock Partners are behind the firm. People behind the firm include: Feng Deng and Yan Ke (founders of Netscreen), Datong Chen, (founder of Spreadtrum Communications and Omnivision Technologies; and Victor Tsao, (founder of Linksys)

Websites track some Asian investment deals:

<http://www.pacificepoch.com/>