

VENTURE CAPITALIST



**DR. JAMES
ZHANG**

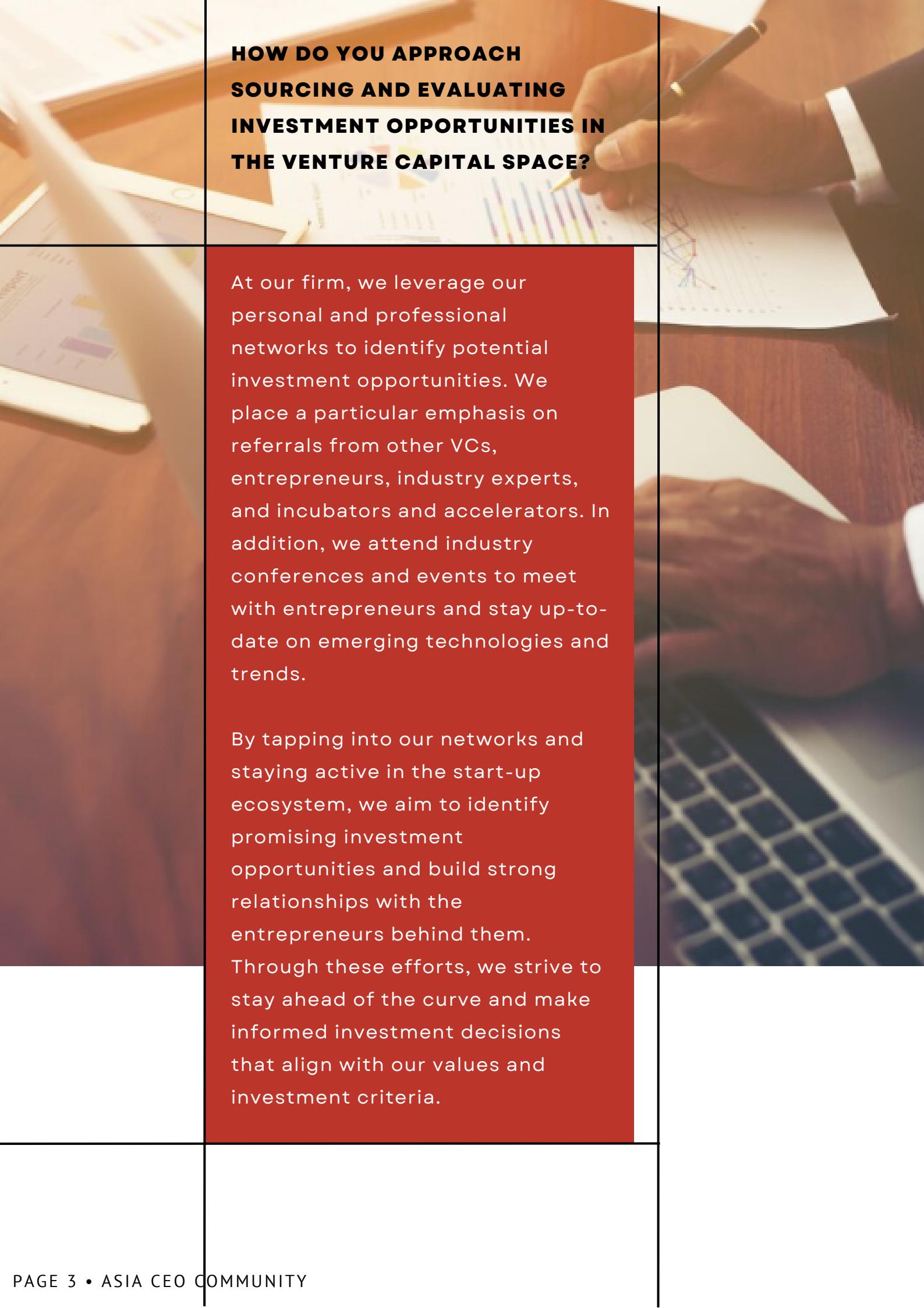
**CHIEF INVESTMENT
OFFICER OF
VENTURE CAPITAL
AT GREAT EAGLE
HOLDINGS**



CAN YOU PROVIDE AN OVERVIEW OF YOUR EXPERIENCE IN THE VENTURE CAPITAL INDUSTRY AND YOUR ROLE AS A CHIEF INVESTMENT OFFICER?

In addition to my role as a venture capitalist, I am also a scientist, entrepreneur, and educator. I hold a PhD in Genetics from the University of California (Davis) and completed postdoctoral and business training at Stanford University. Prior to my career in venture capital, I co-founded several start-up companies, and later served as a venture partner at Khosla Ventures and Softbank China, founding partner of Formation 8, and partner at GRC Fund and VU. At present, I am an Adjunct Professor of Finance at HKUST Business School, and I serve as the Chief Investment Officer of Venture Capital at Great Eagle Holdings.

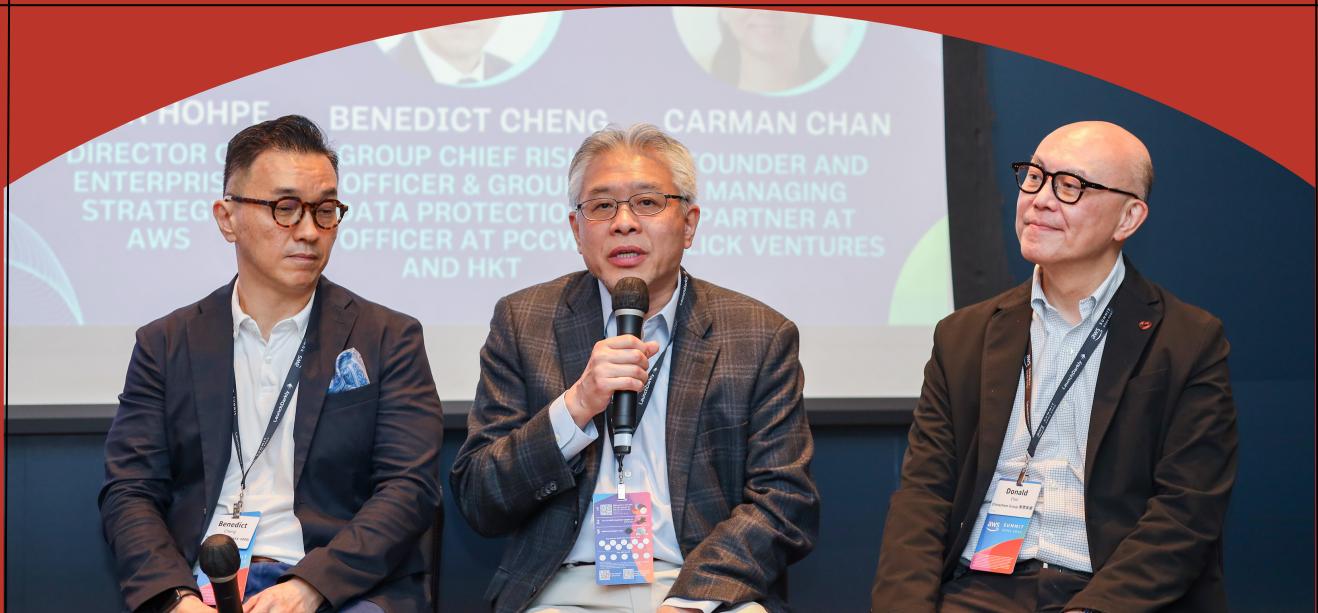
As the CIO, my responsibilities include overseeing the company's investment strategy and managing its investment portfolio. This involves identifying promising investment opportunities, conducting thorough due diligence, and making recommendations to our investment committee and group chairman. Additionally, I lead a team of investment professionals and collaborate closely with other departments within the company, such as finance and legal, to ensure that all investments meet regulatory requirements and align with our long-term goals and risk management policies. With my diverse background and experience in technology, finance and venture capital, I strive to bring a unique perspective to my role and contribute to the success of the companies we invest in.



HOW DO YOU APPROACH SOURCING AND EVALUATING INVESTMENT OPPORTUNITIES IN THE VENTURE CAPITAL SPACE?

At our firm, we leverage our personal and professional networks to identify potential investment opportunities. We place a particular emphasis on referrals from other VCs, entrepreneurs, industry experts, and incubators and accelerators. In addition, we attend industry conferences and events to meet with entrepreneurs and stay up-to-date on emerging technologies and trends.

By tapping into our networks and staying active in the start-up ecosystem, we aim to identify promising investment opportunities and build strong relationships with the entrepreneurs behind them. Through these efforts, we strive to stay ahead of the curve and make informed investment decisions that align with our values and investment criteria.



WHAT CRITERIA DO YOU CONSIDER WHEN ASSESSING THE POTENTIAL OF A STARTUP OR EARLY-STAGE COMPANY FOR INVESTMENT?

Our investment philosophy is to seek out entrepreneurs who are driven to make a positive impact on the world. However, we understand that big ideas often come with high risks. As such, we conduct a thorough due diligence process when we come across these investment opportunities to ensure that they meet our investment criteria.

The key factors we consider when evaluating these opportunities include the team behind the idea, the market opportunity, the business model, the technology being used, the traction the company has gained so far, the competitive advantage they possess, and the potential for a successful exit. By carefully considering these factors, we aim to identify high-potential investment opportunities that align with our values and can generate a positive impact on society.



DECISION MAKING

CAN YOU DESCRIBE YOUR INVESTMENT DECISION-MAKING PROCESS AND THE FACTORS THAT INFLUENCE YOUR INVESTMENT THESIS?

Once we have completed our due diligence process, we present the investment opportunity to our investment committee for review. If the investment committee approves the opportunity, we proceed to negotiate detailed investment terms with the company and make the investment.

Our investment committee is comprised of experienced professionals who bring a diverse range of perspectives to the decision-making process. By carefully reviewing each investment opportunity, we aim to ensure that our investments align with our values and investment criteria, and that they have the potential to generate a positive impact on society. Through this rigorous process, we strive to make informed investment decisions that benefit Great Eagle and the companies in which we invest.

HOW DO YOU MANAGE AND DIVERSIFY THE PORTFOLIO OF INVESTMENTS TO MITIGATE RISKS AND MAXIMIZE RETURNS?

Our goal is to minimize risk and maximize returns by building a diversified investment portfolio that includes both early-stage and growth-stage companies across various industries and geographical regions. We also take a proactive approach to managing our investments. We provide support and guidance to our portfolio companies to help them grow and succeed, and we offer follow-on funding to companies that achieve significant milestones. Additionally, we often co-invest with other investors to further diversify our portfolio and mitigate risk. By taking a hands-on approach to managing our investments and building a diverse portfolio, we aim to generate strong returns while also supporting innovative companies that are making a positive impact on the world.



STRATEGIES

WHAT STRATEGIES DO YOU EMPLOY TO IDENTIFY AND CAPITALIZE ON EMERGING TRENDS AND DISRUPTIVE TECHNOLOGIES IN THE MARKET?

At our firm, we strive to identify emerging trends and disruptive technologies by developing deep expertise in the industries in which we invest. We build relationships with entrepreneurs, industry experts, and other investors to stay informed about emerging trends and technologies. Additionally, we partner with incubators, accelerators, and other organizations to gain exposure to new ideas and technologies.

For areas of special interest, we conduct extensive market research to identify emerging trends and technologies. This may involve analyzing industry reports, attending conferences and events, and conducting surveys and interviews with industry experts. By staying ahead of the curve and identifying emerging trends early on, we aim to make informed investment decisions that generate strong returns and support innovative companies that are making a positive impact on society.



HOW DO YOU CONTRIBUTE TO THE GROWTH AND SUCCESS OF PORTFOLIO COMPANIES BEYOND PROVIDING FINANCIAL SUPPORT?

We pride ourselves on our comprehensive support to our portfolio companies. We recognize that financial support alone is often not enough to help companies achieve long-term success. That's why we offer a range of resources and expertise to help our portfolio companies grow and thrive. Our strategic guidance helps portfolio companies develop and refine their business strategy, identify new market opportunities, and navigate challenges.

We offer operational support to help companies build out their teams, develop processes and systems, and optimize their operations. Our network and connections can help companies build relationships with potential customers, partners, and investors, while our talent acquisition assistance can help them attract and retain top talent.

Finally, our branding and marketing expertise can help companies develop their brand and effectively reach their target audience. By taking a comprehensive approach to supporting our portfolio companies, we aim to contribute to their long-term success and generate a positive impact on society.

CAN YOU PROVIDE EXAMPLES OF SUCCESSFUL INVESTMENTS YOU HAVE MADE AND HOW YOU ADDED VALUE TO THOSE COMPANIES?

For an example of how VC investors can be helpful, let's look at LanzaTech - a biotech company that converts waste gases into fuels and chemicals using microorganisms. Although China is their biggest market, they had no experience or connections there. Fortunately, we at Khosla Ventures, one of their investors, provided strategic guidance, operational support, and network connections to help LanzaTech enter China.

As the head of Asia at Khosla Ventures, I played a crucial role in helping LanzaTech navigate the Chinese market by offering guidance on regulatory compliance, cultural differences, and business practices. I also used my network and connections to help LanzaTech form relationships with potential partners, customers, and investors in China. With this support, LanzaTech successfully entered the Chinese market and partnered with Baosteel, China's largest steel company, to build a commercial-scale ethanol plant. This partnership helped LanzaTech raise hundreds of millions of dollars in venture funding and eventually go public on NASDAQ with a market capitalization exceeding US\$1B. By partnering with its investors and leveraging their expertise and connections, LanzaTech achieved their goal of reducing waste and contributing to a low carbon economy through successful expansion into the Chinese market.





**HOW DO YOU STAY
INFORMED ABOUT THE
LATEST MARKET
TRENDS, INDUSTRY
DEVELOPMENTS, AND
REGULATORY CHANGES
THAT IMPACT VENTURE
CAPITAL INVESTMENTS?**

We stay informed about the latest market trends and industry developments by building relationships with entrepreneurs, industry experts, and other investors. In addition, we conduct extensive market research, including analyzing industry reports, tracking news and social media, and conducting surveys and interviews with industry experts.

To stay up-to-date with the latest industry developments and regulatory changes, we may join industry associations and organizations that provide access to research, events, and networking opportunities. We also consult with regulatory and legal experts to ensure that we comply with any regulatory requirements that impact our venture capital investments.



Striking the Balance

NAVIGATING RISK AND REWARD IN STARTUP INVESTMENTS

Edited by: Charmaine Cheung

HOW DO YOU BUILD RELATIONSHIPS WITH ENTREPRENEURS AND FOUNDERS, AND WHAT QUALITIES DO YOU LOOK FOR IN THE MANAGEMENT TEAMS OF POTENTIAL INVESTMENTS?

To build relationships with entrepreneurs and founders, we use networking, referrals, cold outreach, and partnerships with incubators and accelerators. When considering potential investments, we evaluate the management team based on several factors.

We look for relevant experience in the industry or market they are operating in, including experience in building and scaling businesses and expertise in the specific technology or product area. We also look for a clear vision and strategy for the company and a solid understanding of the market opportunity.

Additionally, we consider the team's track record of executing on their plans and achieving their goals, as well as their ability to work well together and have complementary skills and expertise. Finally, and most importantly, we seek entrepreneurs who are passionate and committed to their vision and mission, and who are willing to work hard and make sacrifices to achieve their goals.

HOW DO YOU MANAGE THE BALANCE BETWEEN TAKING CALCULATED RISKS AND PRESERVING CAPITAL?

We understand that investing in start-ups carries a certain level of risk, and not every investment will be successful. That's why we aim to diversify our portfolio by investing in a range of companies in different industries and at different stages of development. By doing so, we can spread risk and

minimize the impact of any single investment. Investing in different industries also allows us to take advantage of various market trends and opportunities. For example, we may invest in healthcare start-ups as well as technology start-ups. This way, we can benefit from both the growth potential of the technology sector and the increasing demand for healthcare innovations.

We also invest in companies at different stages of development, such as seed-stage, early-stage, and growth-stage companies. Each stage offers different levels of risk and return potential. Seed-stage companies are typically riskier but may offer higher potential returns, while growth-stage companies may be more stable but offer lower returns. By investing in companies at different stages, we can balance risk and return potential in our portfolio. Overall, diversifying our portfolio is a key strategy that helps us manage risk and maximize returns for our investors.

**COME
AND
JOIN
US**

FEEL FREE TO CONTACT



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