

When startups seek funding, venture capital often takes the spotlight. But more founders today are realising that equity isn't the only path. Venture debt delivers not just capital, but strategic insights, without the dilution of equity.

At its best, venture debt brings financial discipline early in a company's journey. It's particularly well-suited for B2B and fintech startups where leveraging debt is core to the business model. While early-stage companies may not qualify for traditional bank financing, venture debt can help them scale and reach critical milestones.



"Venture debt isn't just about extending runway — it's about extending possibilities. It gives founders the flexibility to move fast while staying focused on long-term ownership and control"

*Paul Ong, Partner of Innoven Capital SEA*

# Beyond the Term Sheet: The Power of Strategic Partnerships in Venture Debt

# Partnering for Growth

At Innoven Capital, we've witnessed firsthand how venture debt can be transformative. We go beyond financing to offer a long-term relationship, one that includes a suite of value-added services designed to support founders at every stage.

## Strategic Network

With a deep network across Southeast Asia, India, and China, and the support of our shareholders, Sevia Holdings and UOB, we connect startups to the right investors, business partners, and 400+ ecosystem players. These aren't just introductions, but launchpads for strategic collaborations, access to capital and go-to-market acceleration.

In India, we've helped portfolio companies expand through connections with industry associations and ecosystem players. In China, our RMB Fund LPs help founders navigate government policies.

We also enable seamless collaboration with our shareholder, UOB. As startups scale, we help bridge the gap between venture debt and traditional banking — offering access to UOB's full suite of financial solutions.

## Data-Driven Insights

As the only pan-Asian venture debt platform with access to performance data across a wide range of sectors, we provide data-driven insights that help startups benchmark their performance, stress-test assumptions, and refine strategy. It's like having a real-time ecosystem dashboard to guide founders in making smarter, faster decisions.

Unlike equity investors, who often back one company per sector, our approach allows us to support multiple companies in the same industry. This gives us deep sector insights, allowing us to deliver tailored financing and strategic advice to keep our portfolio companies competitive and agile.

## Regional Collaboration

Building on this foundation, our curated panels, networking sessions and workshops foster a vibrant community. These aren't just gatherings but platforms for knowledge sharing, meaningful connections, and serendipitous opportunities.



*Panel and networking session for founders, hosted by Innoven Capital SEA, on navigating fundraising and economic challenges*

## Scaling Smart

Venture debt has played a key role in helping several of our portfolio companies scale efficiently. One Southeast Asian startup, for example, used venture debt at Series A to drive customer acquisition. Their ability to service debt responsibly at that stage signaled financial maturity and strengthened investor confidence.

A year later, they raised a strong Series B and launched a new business line that became a key growth driver. We followed through with a second facility, contributing to their rise to unicorn status.

## Standing Strong with Founders

During the COVID-19 crisis, we stood by our founders, providing support, flexibility, and tailored solutions such as moratoriums and structured relief. By proactively restructuring facilities to ease liquidity pressures, we helped companies avoid unnecessary fundraising.

Whether extending runway, entering new markets, or scaling without diluting ownership, startups that thrive with venture debt treat us as a strategic ally. They stay engaged, share updates, ask questions, and seek our perspective to fuel their growth.



“We’ve never recalled a facility; we work with stakeholders to find solutions. Our commitment to these relationships draws founders back for funding, advice and impartial guidance. This in turn fosters strong, lasting relationships”

*Tarana Lalwani, Partner of Innoven Capital India*

## More than a Capital Connection

The future of venture debt is about more than just capital—it’s about relationships, resilience, and realising long-term growth. At Innoven Capital, we go beyond the term sheet to create real value for our portfolio companies.

In India, we connected a VC fund with two of our logistics startups. Both are now part of the VC’s investment portfolio. In addition, we’ve facilitated a successful collaboration between two e-commerce players, unlocking new growth opportunities for both. In China, we introduced one of our companies to our strategic partners and our shareholders, paving the way for its next equity round investment. We’ve also connected portfolio companies to enterprise service providers, enabling valuable partnerships and cross-sell potential.

This is proof of how Innoven Capital operates: as a long-term, strategic partner committed to helping founders scale smart and sustainably.