

Anix Lynch

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VENTURE CAPITAL, MANAGING PARTNER

Anix is a Managing Partner at Expara Thailand. She has over 20 years of experience with track record over \$2B in PE/VC. She leads the firm's overall efforts in launching Thailand's sovereign wealth VC Fund and has been instrumental and prolific in establishing partnerships with other VCs, startup hubs and govt. agencies for the firm. As a brainchild of True Digital Park, Thailand 4.0, and FAB stage, she is recognized by Thailand top ecosystem builders and now a board member, advisor, mentor to numerous start-ups, and a frequent panelist and speaker on entrepreneurship and VC-related topics. Anix serves as an adjunct lecturer in Entrepreneurship in the MBA program at Sasin and Chicago Booth MBA and was named one of Thailand's Top Female VCs.



EXPERIENCE

EXPARA, THAILAND, MANAGING PARTNER

5/2017 to present

SEA's early stage venture capital firm with successful exits (2C2P, Co-asset)

- Run a government-backed VC fund. (up to \$1M check size) Lead investor/Director at Ooca, Event Banana, Peak Engine, Cloud Commerce, System Stone, Meticuly, Bellugg, Hungry Hub.
- Managing team of 5 FTE associate, 6 vendors, 2 LPs, 8 accelerators, and 40+ VCs and 6 media partners.
- Fund formation and day-to-day operation in collaboration with Government Saving Bank and Stock Exchange of Thailand. Manage end-to-end deal sourcing to closing. Screened over 700+ deal per year (Fintech, DeepTech, AI, HealthTech, Blockchain, EdTech, Real Estate Tech)
- Recruited 8+ core members to startups portfolio and LPs. Developed screening criteria, cap table, waterfall structure, portfolio construction, deal flow CRM, key success metrics and commercialization plans.
- **Flagship program:** Created Techsauce "[FAB](#)" (Food/Agri/Biotech) stage. Built 15 stages discussing topics such as "Genome Editing" "Bringing SciFi to food with CRISPR" "Food Blockchain" "Menu of 2030" "How to make farmer job better?" "3D Printing - Organ on Demand" "BioHacking" "Social Dilemma in BioTech" "Tasty VS Healthy, can we have both?". Key speakers including Indiebio, Agfunder, SproutX and Top Ittipat (Taokaenoi). Helped Techsauce growing audience from 10,000 to 15,000. Named one of "The most futuristic Stages" by audience. Currently actively building community of FAB with 500 startup Krating Poonpol.
- **Public Speaking:**
 - Panelist "Future of Fintech" (2017) with SCB
 - Keynote Speaker, "Building CVC", Stock Exchange of Thailand by Techstars, Hubba & Google for Entrepreneur.
 - Keynote speaker, "Annoying Myth about investing in startup", Techsauce 2018
 - Keynote speaker at "Asia- Celebration of Influence" Chicago Booth, Singapore, 2015
 - Advisor, HealthTech regulations, meetup.

- Advisor, Ananda Tech Campus Technology Transfer Meetup.
- Seedstar speaker, “The tech investment landscape in Asia”, 2018
- Guest advisor at Digital Venture Batch 01, 12 startups
- Judge at AddVentures, Rise-PTT accelerator (Future of Industrial Tech, Energy, Renewables)
- Judge at Tesco Lotus Hackathon (Future of Supermarket, Retail)
- Judge Minor Hackathon (Future of Food, Agriculture, Restaurant, Franchise)
- Judge Bangkok Big Bang, by DEPA (Sustainability Tech, AgriFoodTech)
- Judge and Mentor, EdTech Strom breaker with 500 Startup.
- Regular Single Judge, Disrupt Technology
- Keynote Speaker, Female Leader at Startup Grind
- Mentor, Web Summit (Ireland), Slush (Tokyo & Helsinki)
- Judge, Sprint Accelerator Smart City competition by NSTDA
- Lecturer, “How Venture Capital works” Sasin MBA, 2018. 2019
- Lecturer assistant, “Social entrepreneurship”, Capital Market Academy, 2014

▪ **Television and Press Conference:**

- Commentator at Reality Show, LINE TV “Startup Star 4.0” -First season, featuring top Singer and stars in Thailand.
- True Television on Thai Startup 2018 - First season
- Featured in European news article in Sweden about FinTech in Asia
- Keynote speaker at “Asia- Celebration of Influence” Chicago Booth, Singapore, 2015
- Newspaper Article, “Expara GSB Startup Fund” Prachachat Business, Post Today, 2017.
- Tansettakij, Peak Engine Press Conference.
- Tech in Asia, E27, Event Banana Press Conference.

GLOBA, SAN FRANCISCO, CEO

12/2015 to 5/2017

Innovative Policy Consulting

- In 2014, initiated and worked with VC globally to propose “Bangkok Beta” plan (Today known as “Thailand 4.0”) to Ministry of ICT/Ministry of Science and True Telecom to build an innovative country by setting 2025 vision. Synthetized “A Call-To-Action Formula” by identifying incentives/obstacles for all ecosystem participants.
- Silicon Valley tour. Google, Facebook, Uber, Airbnb, OpenDoor, Khosla Venture, Horizon Venture, Bill Gate Foundation, Instagram, Spotify, Plug and Play Tech Center, SAP Ventures, 500 startups, Hampton Creek, Instacart, Beyond Meat.
- Predicted and visualized Thai new economy in 2015. 3 years later, 17+ out of 26 suggestions are in implementation in Thai startup economy. [\(Link\)](#)
- Estimated GDP impact, cost of startup ecosystem development in order to produce 1-5 tech unicorns in 8 years with budget of USD \$395M+ (Download available via request)
- EEC Smart City 2020/institutional private placement planning for MQDC, Silicon Valley/Japan

Impact:

- Recognized by True Corporation as “Tech ecosystem alliance” at “True Digital Park” kick off ceremony. ([Link](#))
- “One Stop Shop” and “Smart Visa” plan was approved by BOI. Currently on implementation stage ([Link](#))
- First time Venture Capital and startup taxes are waived. ([Link](#))
- ICT finally announced \$560M funding to support 10,000 startups. \$160M over budget initially proposed. ([Link](#)). Currently co-managing one of proposed FoFs.
- Thailand’s “Ease of Doing Business” improved by 3 points according to World Bank ([Link](#))

MQDC, THAILAND/CHINA – VP–BUSINESS INTELLIGENCE

12/2013 to 6/2015

MQDC is a private real estate fund and philanthropic arms of Chearavanont family, owner of world’s top innovative firm CP Group, Forbes’s No.1 wealthiest family in South East Asia.

- Concept invention, deal origination, feasibility, global partner sourcing. (Avg. deal size \$500M)

Signature Projects:

- Originated 1st draft of “True Digital Park” concept. Successfully drove JV between MQDC/True, USD\$568M, 10,000 Sqm. Successfully launched.
- Worked with virgin group to develop Whizdom101 (USD\$1.5 B), one of Thailand’s largest mixed-use development with vertical sport club and smart home. Lease 50%+, Sold over 80%.
- Initiated and led JV of CP Group Sky Urban Solution Singapore ([Link](#))
- Pingu- Future of Aging Hub, Shanghai (\$162M, 246-beds). Feasibility analysis with Fortress Investment Group. (Unrealized due to change in China zoning regulations)
- Co-investment Analysis- Hampton Creek - Alternative Egg and planted based meal replacement funded by Bill Gates and Li ka Shing.

GENERAL MANAGER

12/2012 to 12/2013

- Led UBS to launch DT Family Foundation, an impact-first philanthropic trust in Hong Kong to invest 2% of revenue for sustainability. DT Trust is now supporting over 400 schools, social entrepreneurs, and disaster victims around the globe. CEO was recognized as “Forbes Asia’s Philanthropist” ([LINK](#))
- Led 40-year future planning, deal structuring and global partnership.
- Identified direct tech investment opportunities for CP/MQDC/True (Future of protein, automated agriculture, vertical farming smart home, robotics) ([Link](#))

CAPITAL REALTY LLC, TOKYO, – ASSET MANAGER

8/2009–2/2011

Independent management firm specialized in Asian hospitality industry with US \$30bn+ in loan and real estate asset portfolios since 1998

- Directed redevelopment and rebranded Avenue shopping mall (75 retail tenants), cinema and parking complex in Kobe, Japan. Day-to-day liaison with InterContinental Hotels.
- Supervised 18 Japanese property managers; analyzed seasonal rent and tenant mix. Designed and implemented foot traffic improvement plans.
- Led negotiations of \$130M loan facility with Mizuho Bank on behalf of TCC Group.

MGPA BLACKROCK, TOKYO, JAPAN – INVESTMENT ASSOCIATE

4/2008–6/2009

Ranked by PERE in 2011 as the world's largest private equity real estate investment firm, managing US\$11bn in assets throughout Europe and Asia. Exited to BlackRock.

- Conducted acquisition analysis for real estate investments in Japan. Transactions included Storia Shinagawa Tokyo (202 residential units, US\$99.7m), Shirokanedai Building (Grade A Office, US\$116m) and Kameido (Grade B Office, US\$35m). Avg. Project IRR 25%+, EM 2x
- Prepared hold/sell analyses and investment performance results for quarterly reports and reviews, board and IC meetings.
- Managed investment analysis for single residential and retail assets ranged from US\$30m to US\$116m.

NEW CITY CORPORATION, TOKYO, JAPAN – CEO OFFICE MANAGER

10/2006–4/2008

Japan's first REIT focusing in residential and industrial deals formed by CBRE Global Investor

- Planned and executed marketing for an onshore / offshore opportunistic real estate fund valued at US\$1bn – produced private placement memoranda, road show presentations, etc. and coordinated due diligence questionnaires for foreign financial institutions and public pension funds.
- Report to COO, FP&A analysis of Residential Real Estate Fund, \$700M+, average IRR +22% portfolio focus in residential and commercial assets in Japan, Korea and China.
- Proposed and applied an e-approval process and database to centralize subsidiaries' information, saved \$500k annually.

APPLE INTERNATIONAL COMPANY LTD, MIE, JAPAN - STRATEGIC PLANNING

4/2001–9/2006

Japan-HK based listed car dealership and exporter (Tokyo Stock Exchange, TSE: 2788)

- Prepared Japanese/English whitepaper, a private offering memorandum 6 months before IPO. Successfully listed at Tokyo Stock Exchange.
- Assisted Credit Suisse in due diligence to acquired 2 Thai, 6 Chinese dealers. Post M&A integration. Led 14 staffs in Hong Kong, China, and Indonesia accounting team to produce consolidated 10-K, 10-Q for Financial Service Agency in Japan.
- Led JV with Thanachart Scotia Bank to build Thailand's first car auction "Apple Auto-Auction" through licensing of Japanese technology. Setup 58,000 sqm auction facility in Bangkok. Secured 2nd largest market share at year 4 of penetration. (+60,000 cars auctioned/month).

EDUCATION & QUALIFICATIONS

MBA: University of Chicago Booth School of Business, Finance.

London, Chicago, Singapore, 2010-2012.

BA International Business: Ritsumeikan University, Kyoto, Japan, 2001

Certificate in Financial Modeling: Investment Banking Institute, CA, USA, 2011

Certified Scrum Master Course, Agile Development, cPrime, San Jose, USA, 2012

FUN FACTS ABOUT ANIX

- Initiated global charity fundraising event, raised \$25,000 overnight to save flood victims, 2011. Recognized by Princess Sirinthorn on TV (Link)
- Documentary Producer Award Winner (Silver). World MBA council, 2012, France (Link)
- Multilingual global citizen. Lived in Japan for 16 years. Japanese, Thai, English Speaker.