

# Other Ecommerce: Ventures<sup>1</sup>

## Operational performance

### Ventures



Meesho is among India's top three online marketplaces, connecting underserved small sellers with millions of consumers across India. Leveraging tech innovations, seller-friendly policies and an asset-light structure, Meesho is now the platform of choice for India's price-conscious customers.

- › Facilitated transactions for **140 million** customers in 2023
- › **1.5 million** sellers on the platform; 5x user growth on platform since 2022
- › World's fastest shopping app to cross **500 million** cumulative downloads (as per Sensor Tower data).



Corti's medical AI co-pilot, rooted in extensive peer-reviewed research, offers real-time guidance during patient interactions and emergency calls, supporting documentation, coding, triaging, and quality assurance.

- › Collaborates with some of the **biggest healthcare** providers, public safety agencies and health insurers in Europe and the United States
- › Currently covers around **100 million patients** a year.



Neara builds 3D interactive models of critical infrastructure networks and assets. This AI-driven proprietary modelling and simulation technology helps run real-world scenarios, assess current and future risk, and prioritise maintenance and disaster response.

- › Customers currently span a combined territory of 1 million+ square miles and **7.9 million** assets across **9 countries**
- › It can identify and reduce risks **9x faster** than traditional methods.



Asia's largest home services company, UrbanCompany, is building a fulfilment-led services platform to reimagine and organise the key verticals of the home services industry. It offers services such as cleaning, plumbing, carpentry, painting, beauty and spa.

- › A presence in **50+ cities** across **7 international markets**
- › **+19 million services** delivered in calendar 2023.



Oxford Ionics is a high-performance quantum computing company, delivering world-leading innovations to create powerful, accurate and reliable quantum computers to solve the world's most pressing problems.

- › Oxford Ionics achieves the **highest performance ever demonstrated** while using chips manufactured on a semiconductor production line
- › The team has over **100 years** of expertise in this space; **10 PhDs** and **130+** peer-reviewed scientific publications.



DeHaat is India's largest full-stack, technology-based business-to-farmers (B2F) platform that offers a complete range of agricultural services to farmers, including high-quality agricultural inputs, access to financial services and market linkages for selling their produce.

- › Aggregates and processes **6 000 million tonnes' produce** every day, delivered across **34 countries**
- › Empowers **2.5+ million farmers** by offering seamless access to over **5 000** agricultural inputs
- › Last-mile supply network across **120 000 villages** in more than **150 districts** of India.

**SDG 10** **SDG 12** **SDG 13** **SDG 17**

## Identifying and investing in the next wave of group growth

### Continuing to explore new investment themes

The past few years have witnessed increasing geopolitical instability and economic shifts across the globe. As a long-term investor, we have invested over decades across several high-growth sectors and regions and are prepared for fluctuations in the market.

Prosus Ventures remains confident about its operational framework. Our investment strategy, like that of the wider group, remains centred on supporting businesses that focus on large total addressable markets, enabled by software.

We are optimistic about investing in high-quality companies with a strong plan for driving unit economics. We expect many of these companies will emerge from economic downturns as stronger and more sustainable businesses.

Our bar for deploying capital in new investments remained high this year due to continued market uncertainties. While this led to a reduction in total funds deployed, we are confident in our thesis and continue to focus on earlier-stage investments and supporting our portfolio companies. Across regions, we have helped our founders and their teams manage challenges brought on by macroeconomic impact.

## Riding the next wave of growth

Prosus Ventures collaborates with inventive entrepreneurs across the world to help them establish tech-enabled businesses in high-growth markets. We serve as the group's pioneer for exploring new investment domains. Our commitment to this approach remains steadfast, along with our focus on sectors where technology can bring a step change in consumer and business behaviour and economics.

In FY24, we invested and committed over US\$140m in more than 20 closed transactions. In line with our approach in recent years, we will continue investing in businesses chasing a sizeable market across domains being disrupted by software. We are great believers in the opportunity accorded by software to transform and scale businesses across sectors. GenAI is just one incarnation of this, and we will focus on unlocking other step-change opportunities.

Our geographical footprint will also stay in line with previous years. We have expanded our investments and coverage in India, along with greater engagement in south-east Asia, Australia and New Zealand, Europe, MENA (Middle East/North Africa) and the Americas.

Despite uncertain market conditions, we are excited about the opportunities where technology can enable transformation across regions and sectors. We have made seven investments in the AI space, including investees building at the intersection of B2B and AI, across verticals such as health, climate and legal tech.

We are continually scouting for the next wave of entrepreneurs who show both high potential and the determination to grow their business.

## B2B as the growth engine

In recent years, Prosus Ventures has expanded its investment horizons beyond business-to-consumer (B2C) to identify investments in the business-to-business (B2B) sector. We have covered the end-to-end spectrum of the B2B space (from commerce to vertical SaaS or software-as-a-service) based on the opportunity set in markets in which we operate.

- › In developing markets such as Indonesia, the B2B focus has been on companies that leverage technology to solve for traditional issues around logistics, supply chain and agriculture
- › In developed markets such as Singapore, Australia, Europe and the US, the opportunity set has been predicated on software-led companies with a global-first approach across horizontal and vertical themes such as cybersecurity, healthcare, data privacy and energy infrastructure.



## India, a prime investment destination

India remains a key area of interest due to its potential for growth across consumer and enterprise sectors. Prosus started as a consumer tech growth-stage investor in India. In recent years, Prosus Ventures expanded its horizon to early-stage companies across a variety of domains, including SaaS, B2B marketplaces, B2C and new-age tech.

We see two themes unfolding in India:

- › Building in India for India: local expertise for local problems
- › Building in India for the world: using a relatively low-cost, high-quality resource environment to solve for location-agnostic problems.

Today, we are an end-to-end, multistage, multisector investment platform in India and a preferred choice for founders.



## AI

AI enhances efficiency and reduces costs by automating processes that traditionally require human labour. The technology's ability to quickly generate high-quality outputs accelerates time-to-market and ensures consistency across various applications. AI is a focus area for Ventures and we expect further capital deployment in this domain over the long term. Our key focus here is vertical applications of AI/GenAI and tooling and infrastructure.



## Sustainability and synbio

Two emerging sectors that have caught our interest are sustainability and synthetic biology or synbio, due to their step-change potential and strong tailwinds. Within the realm of climate tech, we are looking for promising opportunities driven by increasing and favourable regulatory focus, dedicated funds, and growing market interest in adopting climate solutions. Our interest in synbio stems from the ongoing substantial reduction in gene-editing costs and the sector's expansion into diverse verticals like food, agriculture, cosmetics and industrials, reflecting a broader scope beyond just pharmaceuticals.

Our new investments in this space include a utilities software, Neara, and a next-generation biomanufacturing company, Tierra Biosciences.



## Looking forward

We believe calendar 2024 will be a juncture for the young companies in our portfolio, as they aim to prove their ability to generate strong unit economics. We remain committed to supporting our remarkable founders and their ventures, while seeking new investment opportunities. As we are flexible investors per our investment thesis and invest when we see an opportunity, this enables us to support ideas and companies that will be part of the next wave of growth for Prosus and high-growth sectors all over the world.

<sup>1</sup> In presenting and discussing our performance, we use certain alternative performance measures not defined by IFRS, referred to as non-IFRS-EU financial measures, alternative performance measures or APMs. Such measures include economic-interest-basis information; trading profit; adjusted EBITDA; headline earnings; core headline earnings; and growth in local currency, excluding acquisitions and disposals. Segment reviews in this report are prepared showing revenue on an economic-interest basis (which includes consolidated subsidiaries and a proportionate share of associated companies and joint ventures), unless otherwise stated. Numbers included in brackets represent the equivalent measure on the basis of growth in local currency, excluding acquisitions and disposals. For further explanation of the use of APMs, refer to 'About this report' in the governance section.