

VINACAPITAL VENTURES INVESTS IN QUICKKOM

Ho Chi Minh City, 06 March 2024 -- VinaCapital Ventures, the technology investment vehicle of VinaCapital Group, is pleased to announce that it has invested in [Quickom](#), a Vietnam-based video conferencing communication provider with proprietary and U.S.-patented technology. VinaCapital Ventures is leading the current USD 1.5 million seed funding round.

The global video communication market is experiencing rapid growth, fueled by the increased adoption of virtual workplaces and workforces. Since the end of the COVID-19 pandemic, nine out of ten organizations have adopted a hybrid model combining remote and on-site working, according to McKinsey research. To facilitate this surging demand, most video-conferencing providers rely heavily on centralized data centers which present significant challenges, including inefficient resource utilization and costly scaleup. These centers also require substantial reserves of uplink and downlink bandwidth as they serve as singular access points, making them prone to congestion during periods of heavy traffic.

Quickom's solution differs from other conferencing providers by utilizing a decentralized peer-hosted network architecture that enables data transmission directly between users or nodes, bypassing the need for a centralized data center. The decentralized network employs an algorithm that extracts unused bandwidth and processing power to process and route video, audio and other data, significantly bringing down the overall costs associated with hosting virtual calls. Its solution also reduces network congestion, resulting in stable and high-quality calls as well as lower operating expenses, maintenance costs and energy waste.

Amid growing concerns about online privacy in video conferencing and strict government regulations, Quickom is gaining traction as a private- and secure-first enterprise-grade video communication provider with its technical capabilities and strong commitment to security and privacy. It has successfully deployed its solutions with prominent domestic and international enterprises as well as multiple Vietnamese government agencies. It also offers video conferencing as a subscription service.

In 2023, Quickom hosted 500+ livestreaming events on its platform. The company has cooperated with a number of large organizers including the Vietnam National Innovation Center (NIC), Techfest Vietnam, HOZO, and ETH Vietnam. With these and other top-tier clients, Quickom expects its top-line revenue will grow by more than 100% year-on-year over the next three years.

Currently Quickom is leveraging and innovating its current technology for the Web3 segment, which will serve as a transformation growth driver into the next generation of the Internet. Quickom has taken a first step in this initiative with [Chat3](#), a new platform to redefine SocialFi, which combines social media with decentralized finance to allow users to monetize their online presence and interactions through blockchain technology. Since its launch four months ago, Chat3 has gained popularity with the global Web3 community and was recently funded by Arche Fund, a prominent

Web3 venture capital fund in Southeast Asia, and granted by Mantle, a blockchain backed by Mirana Ventures and Bybit Exchange.

Quickom was founded in 2021 by Dr. William H. Nguyen, a highly regarded Vietnamese technology pioneer and serial entrepreneur with a history of successful ventures in communication technology, education, computer network and data security, serving tens of millions of users worldwide. He currently holds three U.S. patents in the field of communication technology.

Dr. William H. Nguyen, CEO and Founder of Quickom, said: *“We are delighted to welcome VinaCapital Ventures as one of our investors. Their investment will play a pivotal role in driving Quickom's global expansion in the conference business, while simultaneously enabling our decentralized technology to empower billions of underserved individuals worldwide in sectors such as education, business, entertainment, and healthcare, for fostering free knowledge exchange on a global scale.”*

Hoang Duc Trung, Partner at VinaCapital Ventures, stated: *“Vietnam is quickly closing the gap in terms of technological advancement and the digital transformation of the economy is well underway. Quickom is a perfect example of one of the startups leading the way. Its solutions are innovative and advanced, addressing important current issues such as cyber security and data privacy as well as future cyberspace threats. We are thrilled to be one of Quickom's early investors and are excited to see where they take the business.”*

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About VinaCapital Ventures

Launched in 2018, VinaCapital Ventures is a technology investment platform investing in the next generation of promising Vietnamese and Southeast Asian start-ups. Its mission is to help develop strong technology companies in Vietnam and assist them in building a regional presence. In supporting entrepreneurs, VinaCapital Ventures offers capital, networking, and mentorship. Its team combines a diverse set of skills and experience, ranging from entrepreneurship, product marketing, operational management, and technology strategy, to developing client bases, deal making and capital raising. For more information, please visit <https://ventures.vinacapital.com>.

About VinaCapital

Founded in 2003, VinaCapital is a leading investment management firm headquartered in Vietnam, with a diversified portfolio of USD4.0 billion in assets under management. The company's flagship closed-ended VinaCapital Vietnam Opportunity Fund Limited trades on the Main Market of the London Stock Exchange. VinaCapital also manages several open-ended funds for the international and domestic markets, as well as numerous segregated accounts. The company was named as “Best Fund House –Vietnam” for 2018-2020 and 2023-2024 by Asia Asset Management magazine. VinaCapital has partnerships with Warburg Pincus (Lodgis Hospitality Holdings), EDF Renewables (SkyX Solar), and GS Energy (GS VinaCapital). For more information, please visit <https://vinacapital.com>.

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