

EQUITY CROWDFUNDING¹

CAMPAIGNS

Since its inception, ECF has garnered a total fundraising amount of RM686.69 million across 381 campaigns, with Shariah-compliant campaigns contributing 4% of the total funds raised.

As illustrated in Chart 1, the total funds raised in 2023 decreased to RM126.28 million from the RM140.89 million recorded in 2022. This declining trend is also evident in the number of successful campaigns, which decreased to 51 in 2023, down from the 68 campaigns recorded in 2022.

CHART 1

Total funds raised

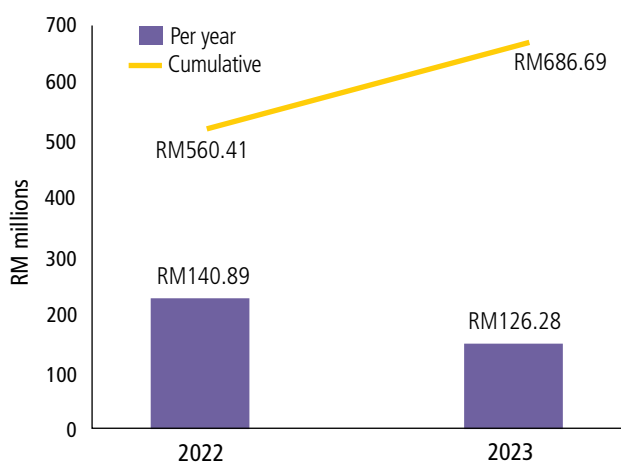
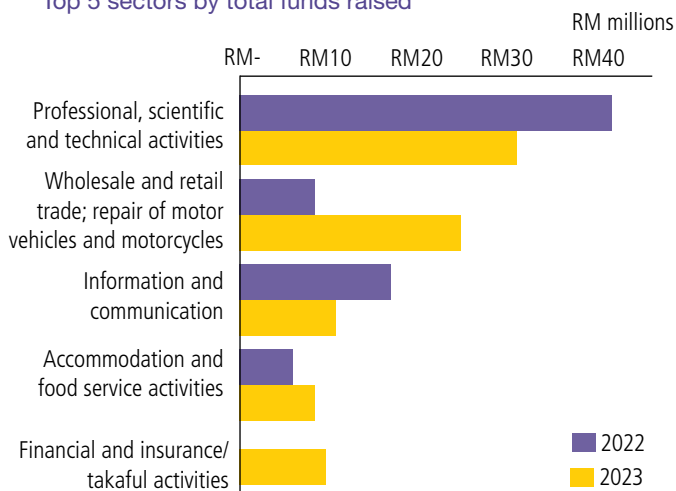


CHART 3

Top 5 sectors by total funds raised



Despite the overall decline in total funds raised in 2023, there was an increase in the growth of larger-sized campaigns, raising funds exceeding RM3 million. These constituted 25% of the campaigns in 2023, up from 21% in 2022, as depicted in Chart 2. The highest amount raised by a single fundraising campaign in 2023 reached a maximum of RM20 million.

Professional, scientific, and technical activities retained its status as the most popular economic sector served by ECF in 2023, raising a total amount of RM32.51 million (Chart 3). A notable shift in fundraising stages is observed, with the number of seed-stage campaigns doubling to 42%, up from 16% in the preceding year, as indicated in Chart 4.

CHART 2

Campaign sizes

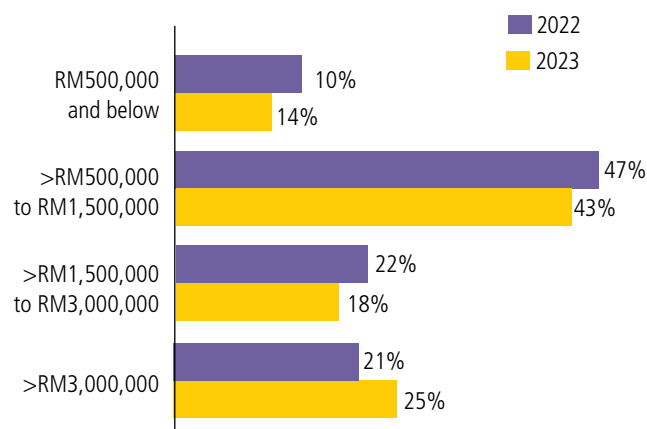
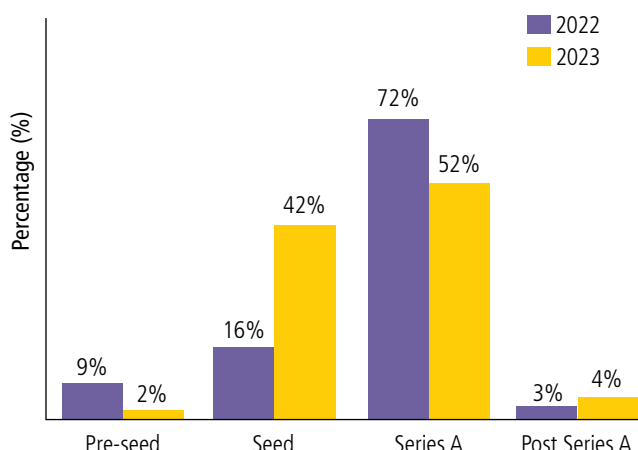


CHART 4

Fundraising stages



¹ Previously reported statistics have been adjusted according to latest reported numbers.

ISSUERS

Since ECF was first established, the total number of issuers has reached 377. Nevertheless, the total number of issuers decreased to 50 in 2023, down from 66 in the previous year. While issuers continued to be mainly from Selangor and Kuala Lumpur, constituting 84% of the total issuers in 2023 (Chart 5), the proportion of issuers with a technology focus slightly decreased to 47%, compared to 57% in the preceding year. Chart 7 illustrates that the majority of issuers in 2023 have been in operation for more than 3 years.

CHART 5

Issuer: Business location

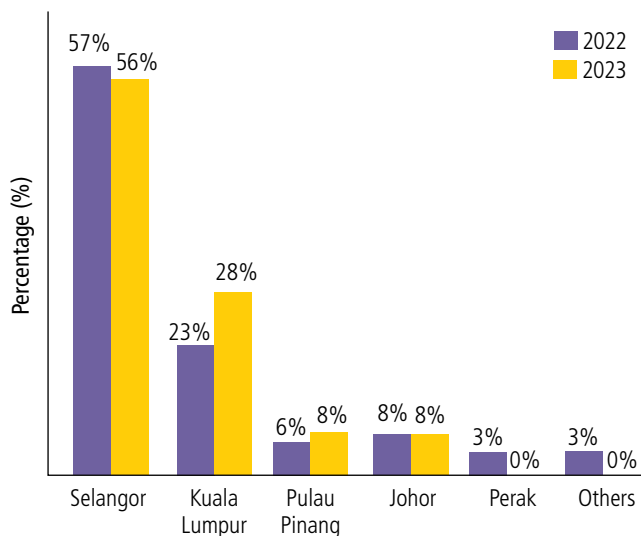


CHART 6

Technology-focused issuers

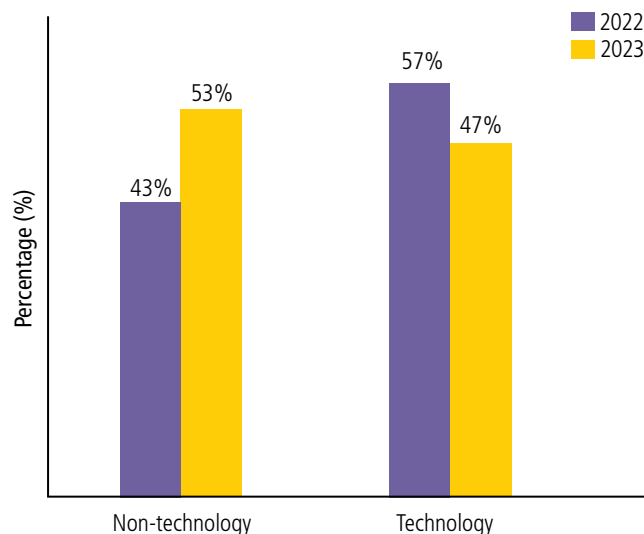
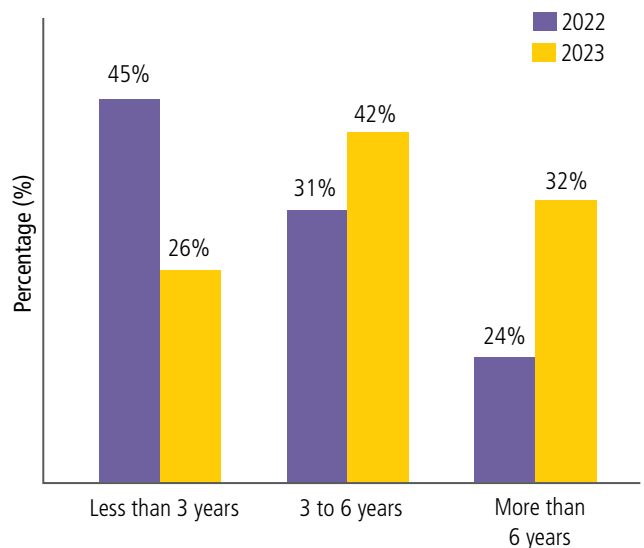


CHART 7

Issuer: Years in business

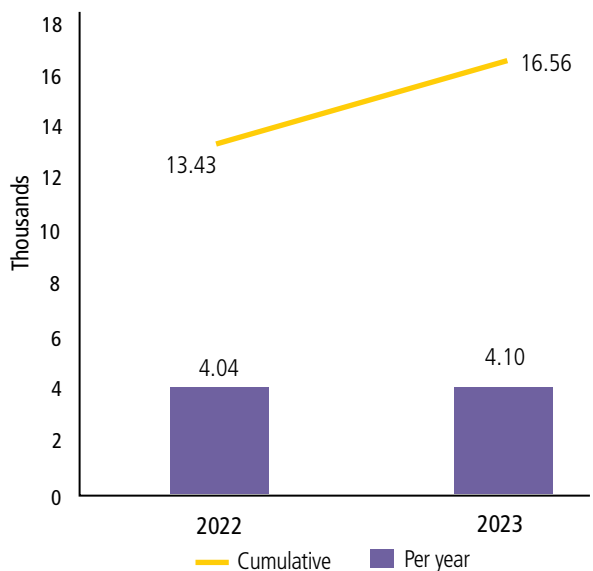


INVESTORS

Since inception, the cumulative count of participating investors has exceeded 16,000. For a y-o-y comparison, investor participation slightly increased to 4,095 in 2023 from 4,035 in 2022 (Chart 8). First-time investors comprised 76% of ECF investors in 2023.

CHART 8

Investor participation²



² Investor participation stands for investors that have invested in a campaign.

TABLE 1
Investor demographics

| | | 2023 | 2022 |
|-------------|-------------------------------------|------|------|
| Nationality | Malaysian | 96% | 94% |
| | Foreign | 4% | 6% |
| Gender | Female | 34% | 36% |
| | Male | 66% | 64% |
| Age | Below 35 | 34% | 39% |
| | 35 to 45 | 36% | 34% |
| | >45 to 55 | 19% | 18% |
| | Above 55 | 11% | 9% |
| Type | Retail | 56% | 57% |
| | Angel | 36% | 30% |
| | Sophisticated – HNWI | 5% | 10% |
| | Sophisticated – HNWE and Accredited | 3% | 3% |