

REPORT

Market Analysis Report

A deep dive into market dynamics across traditional and high-tech sectors, identifying profitable growth opportunities through 2024 and beyond.

Market Analysis · Q1 2024 · Chainfir Research

Cross-sector overview

Traditional industries (manufacturing, distribution, healthcare delivery) and high-tech are converging around three forces: software-defined margins, AI-native operations, and APAC-as-primary-market.

The companies capturing this convergence already post double-digit net margins and reinvest in customer-acquisition rather than over-spending on R&D.

Sector heatmap

Highest momentum: AI infrastructure, vertical SaaS for regulated industries, cross-border payments infrastructure, climate tech enablers (not premium consumer brands).

Stable but slowing: consumer fintech in saturated markets, generic e-commerce, ad-supported media outside premium segments.

APAC deep-dive

New Zealand: capital-efficient B2B SaaS with export ambitions. Hong Kong: family-office allocations shifting into private credit and growth equity. Singapore: regional headquarters for APAC expansion-stage companies. India: a step-function in profitable-company density at the 5–20M USD revenue tier.

We see New Zealand, Hong Kong, and Singapore together covering the full opportunity set.

Talent as a market

Executive-level talent markets now move faster than capital markets. Time-to-fill for a credible CEO search in AI infrastructure is down to 4–6 weeks.

Our investment in Web3 Elite Hub and HK Talent Career Platform reflects this: scalable talent access is a precondition for portfolio growth, not a downstream service.

Implications for operators

Operators in profitable businesses should prepare for inbound capital interest even in soft public markets. Build your data room, normalise metrics, and pre-clear references.