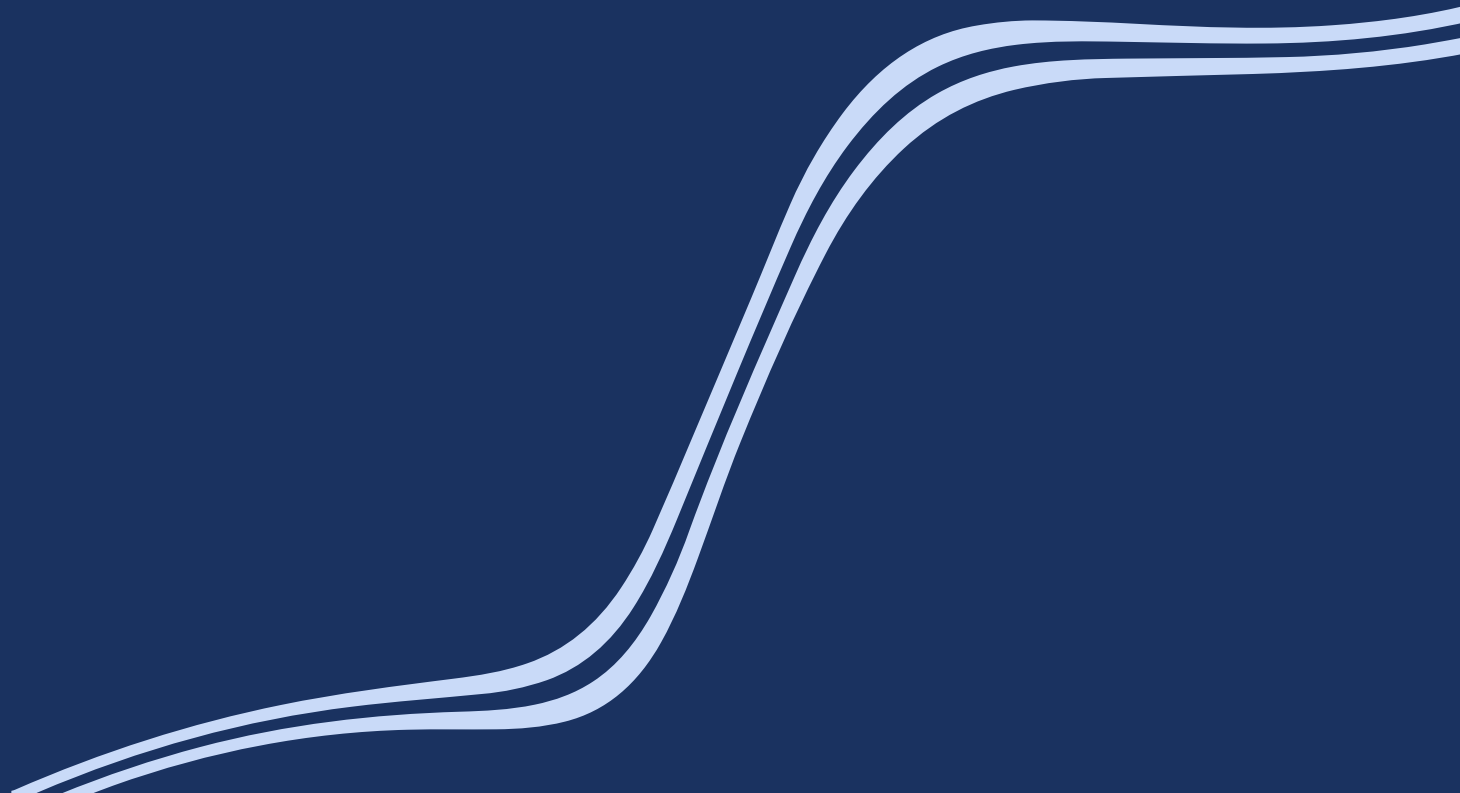


STARTUP INVESTMENT

ANGIN

Benedikta Atika
2022



About me



Benedikta Atika
Investment Director,
Impact Investment Lead



FINANCIAL SERVICES



SOCIAL ENTREPRENEURSHIP & IMPACT INVESTMENT




ANGIN Investment


Building a thriving entrepreneurial ecosystem under ANGIN Investment and ANGIN Advisory

The largest early stage investment platform for Indonesia since 2014


Our expertises



We help to invest



We connect people and organizations



We build and share unique knowledge

Some of our Clients

Investors (150+)



Mariko Asmara
ANGO Ventures



Avina Sugiarto
East Ventures



James Pranoto
Kopi Kenangan










Entrepreneurs (100+)



Alternative protein



Alternative protein



Refill solution



Crowdfunding platform



Waste management



Handicraft



Education



Sustainable packaging

Our achievements

150+
Investor client trusting ANGIN

7,000+
Deals screened

100+
Deals closed

USD 23.5 million+
Total capital invested

ANGIN Advisory

Building a thriving entrepreneurial ecosystem under ANGIN Investment and ANGIN Advisory

Advisory consulting focusing on entrepreneurship and the SDGs


Our expertises



Program implementation



Research and knowledge generation



Events

Some of our clients

Indonesian Government



Foreign Government



Development agency



INGO & NGO



Corporates



Accelerator/Incubator



And other ecosystem stakeholders



Our achievements

62
Projects delivered

30+
Clients served

600+
Training and mentoring hours delivered

10+
Countries working with ANGIN on entrepreneurship solutions

Funding stage



Maturity

Concepts / ideas	MVP, prototypes	Product-market fit	Working at scale	Diverse revenue streams
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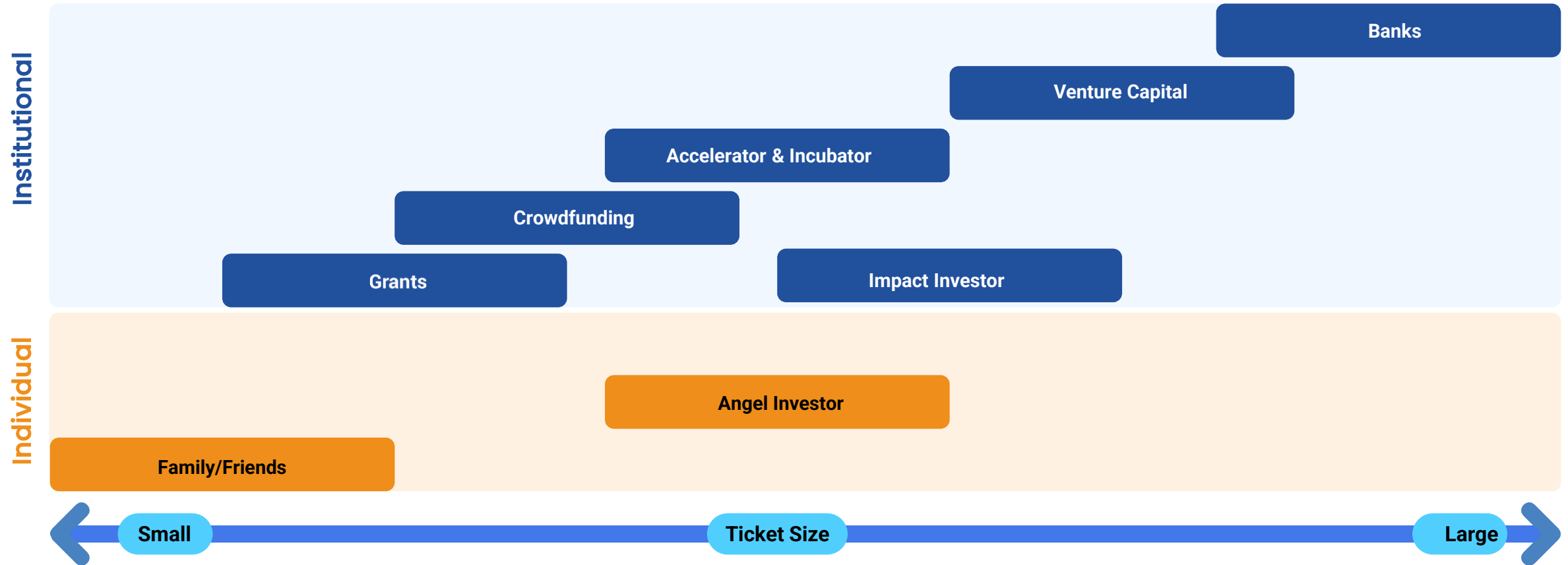
Typical Raise

< \$1 million	< \$2 million	\$3-12million	\$10+ million	\$100+ million
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Typical Valuation

\$1-3 million	\$3-10 million	\$10-30 million	\$100 million\$	\$500+ million
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Investor landscape: ticket size



Mapping the investors



Family/ Friends

- First funding source
- Light documents request
- USD 25K - 50K



Corporates

- Usually strategic investment
- Can invest via CVC
- Ticket size above 500k



Bank

- Risk averse
- Ask collateral/track record
- Interest of 10%-15% annually
- Need guarantee and solid cash flow



Accelerator and Incubator

- Provide mentoring Sometimes also gives funding Can be grant or equity
- USD 50K – USD 200k or more



Impact Investor

- Focus on impact business
- Expect financial benefits in return and impact
- Lots are international
- USD 150K - USD 1Mn or more



Angel Investor

- High net-worth individual
- Fast and flexible
- Assistance and mentoring
- USD 50K - 100K



Venture Capitalist

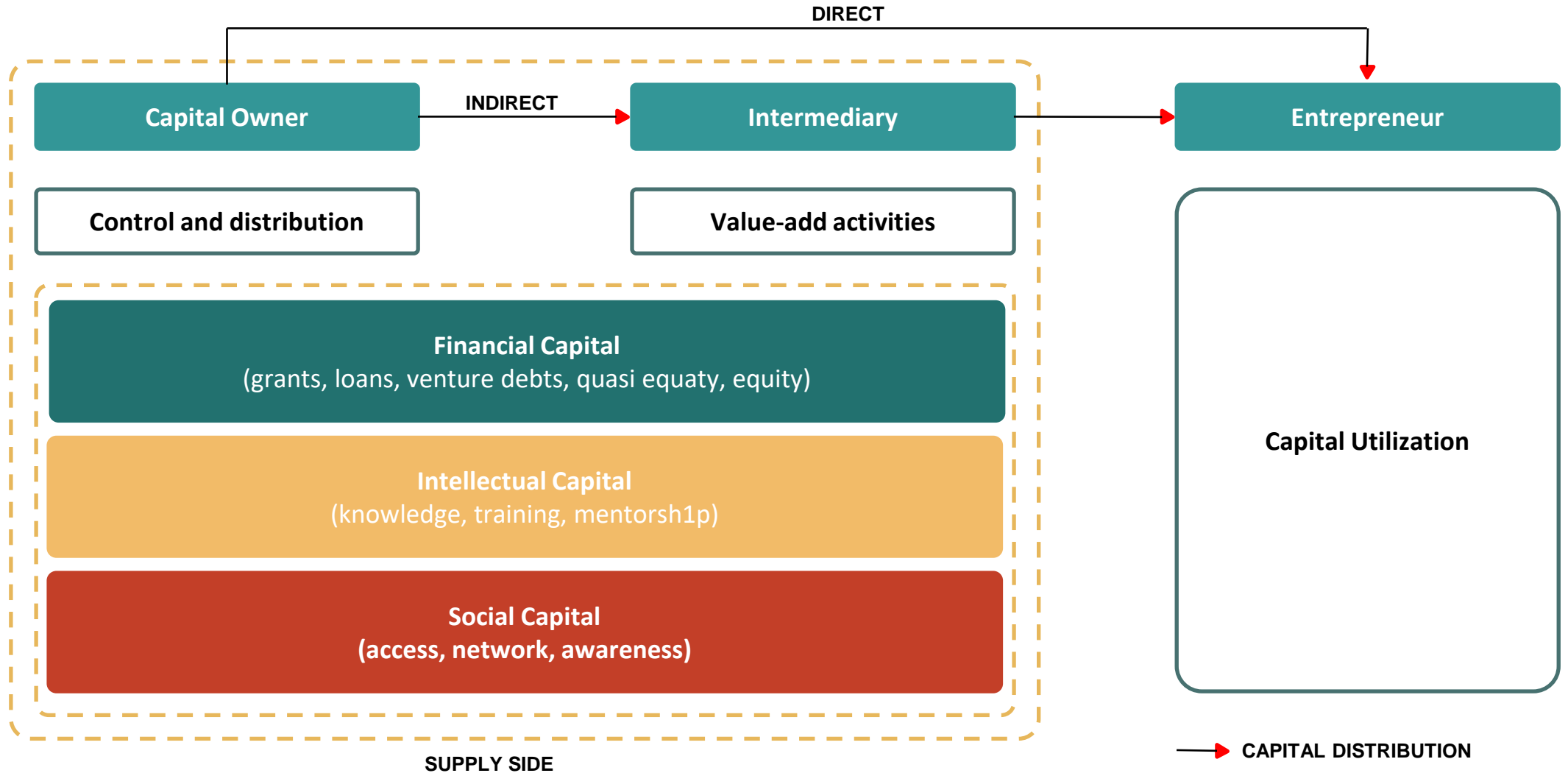
- Investment professionals
- Risk takers
- Tech focus
- USD 50K – >USD 1Mn



- **Grant, Competition, Awards**
- Run by international agency, government, corporate
- Grant, no expected return
- USD 20k -50k

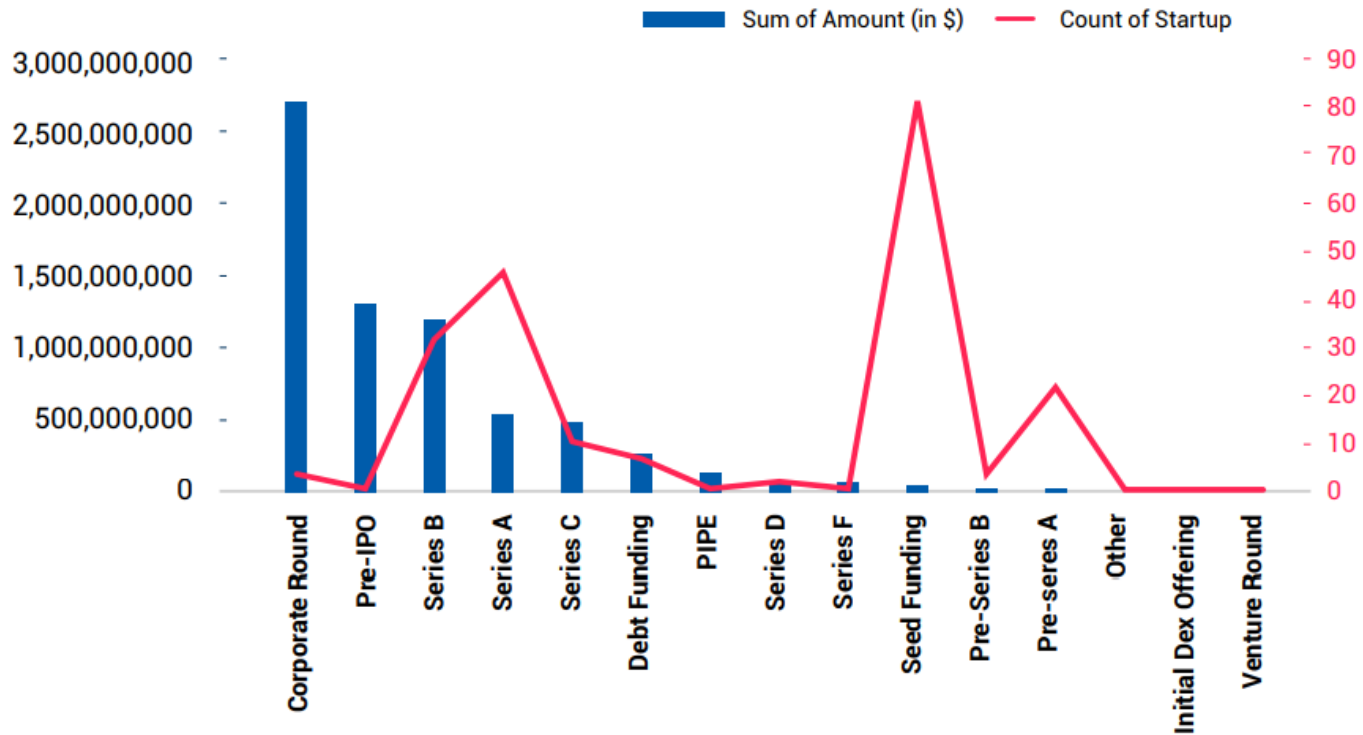
The ecosystem

Mapping how each stakeholder involved in the investment ecosystem



Indonesia landscape

Deal break down based on Stage



Source: DS Startup Report 2021

Based on Deal (#)

#1
Seed

#2
Series A

#3
Pre A

What is happening in the market now?

ESG and SDG trends



Startup investors are moving towards ESG and SDG

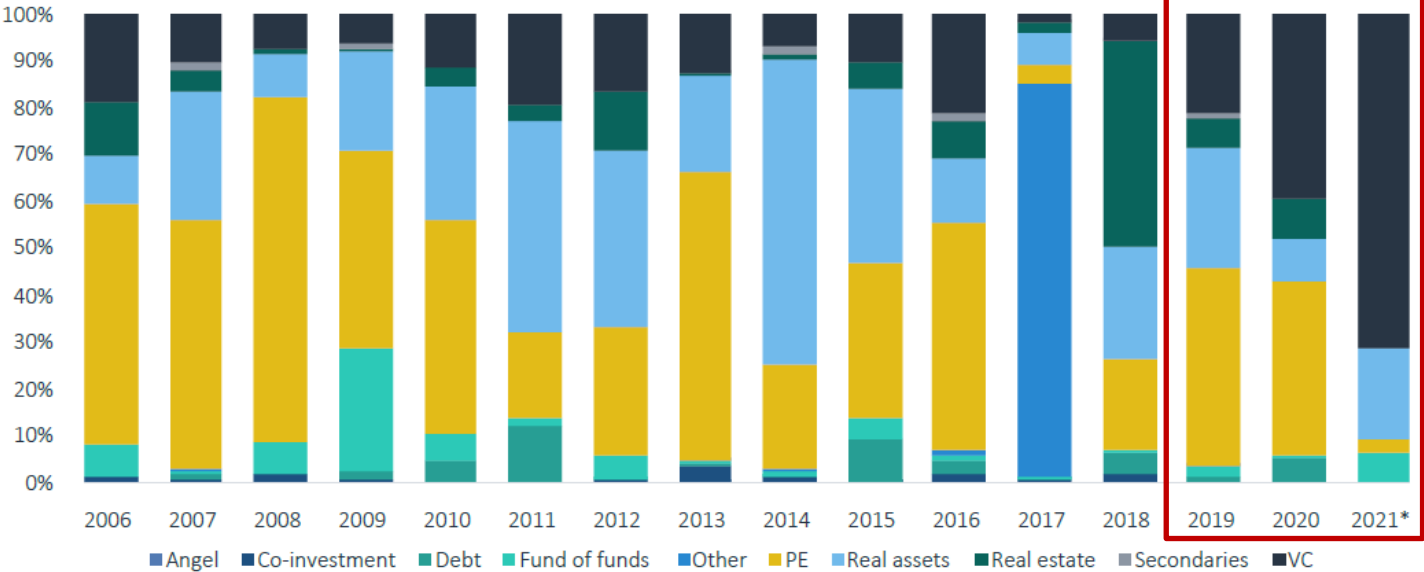
Soonicorn in Indonesia¹⁾
– edtech, agritech, financial inclusions

¹⁾ <https://tracxn.com/d/soonicorn-awards/top-startups-in-indonesia-tech-2022>

More impact capital raised by VC (early stage)

Global:

Share of impact capital raised from 2006 to March 2021 by strategy and close year*



Source: PitchBook | Geography: Global
*As of June 21, 2021

Asia:

132
impact funds closed

USD 23 B+
Total AUM

Top impact categories

- Financial services
- Food & Agribusiness
- Health

More regional/local funds

What is next??

Investible launches \$100M AUD fund for early-stage climate tech startups

Catherine Shu @catherineshu / 2:00 AM GMT+7 • September 30, 2021

Comment

How biodiversity can be integrated into an investment portfolio

Natalie Koh

Jun 14, 2022

Press Releases • Policy & Finance

Wavemaker Partners launches first-of-its-kind climate tech venture builder in SE-Asia

BIG IDEA VENTURES

Big Idea Ventures Launches First Startup Competition Dedicated to Plant-Based Innovation in Asia

June 09, 2022 06:28 ET | Source: Big Idea Ventures, LLC

East Ventures Jadi VC Indonesia Pertama yang Teken UN Principles for Responsible Investment

Selasa, 15 Maret 2022 | 14:29 WIB
Lona Olavia (redaksi@investor.id)

> Finansial > Keuangan

OJK Akan Siapkan Insentif Pembiayaan dan Investasi di Sektor Hijau

Melalui taksonomi hijau, OJK mendorong agar sektor jasa keuangan untuk ikut serta dalam menangani perubahan iklim di Indonesia. Insentif dan disinsentifnya akan disiapkan OJK bersama pemerintah.



Oleh Cahya Puteri Abdi Rabbi

9 Juni 2022, 18:36



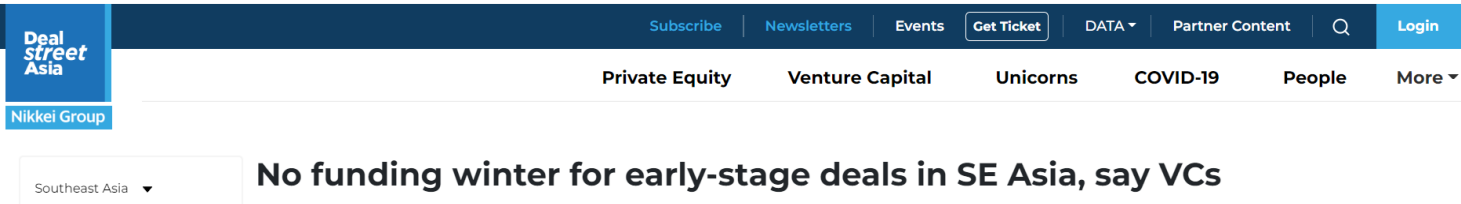
TechCrunch+ Market Analysis

Climate tech is a hot investment in 2022 — next five years could be even hotter

Tim De Chant @tdechant / 12:00 AM GMT+10 • September 10, 2022

What is happening in the market now?

About the 'winter'



No funding winter for early-stage deals in SE Asia, say VCs



- Slower pace of investment
- More prudent due diligence

- Fair valuation
- More resilient founders
- Path to profitability

1) <https://www.dealstreetasia.com/stories/no-funding-winter-for-early-stage-deals-in-se-asia-say-vcs-at-asia-pe-vc-summit-2022-309531>

Remaining challenges to be addressed



Domestic investor readiness

Centralized pool of capital

Risk aversion

Limited capital availability

Perception of opportunities

Market readiness

Talent gap

Funding infrastructure

Capital market play

The big question

Is becoming unicorn
the only way to measure success?

LET'S DISCUSS

