



20 20

ANNUAL REPORT



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Foreword

Dear friends,

We would not dare to linger on the past year 2020, which had been so disrupting for most entrepreneurs or friends who lost their much-needed jobs. We were among the lucky organizations who were less affected by the economic downturn, who did not lay off team members thanks to our team agility, hunger to push the efforts and our ability to move to a full online client support.

If we have to highlight one thing for 2020, it is for sure our partners' commitment: We saw how our clients and partners took action in the middle of the pandemic. Instead of focusing on their own issues, many of them increased their support to the ecosystem: from additional capital being invested at higher risk to more capacity building being provided; this has been aspiring to see this movement of support to the country.

We are proud to share with this report the fruits of our team's resilience to commit to support the true heroes: the entrepreneurs.

2021 will probably be a challenging year, but reflecting on how 2020 was handled, we have confidence that entrepreneurs won't be alone to fight, survive, and grow!

ANGIN Team



ANGIN INVESTMENT

The early stage investment
platform for Indonesia



ANGIN ADVISORY

The development advisory
consulting company for Indonesia

ANGIN GROUP RECAP 2020 IN NUMBERS

ANGIN INVESTMENT

10+

Investments executed by ANGIN investors

1,500+

Enterprises screened

500+

Entrepreneurs met in meetings and events

USD 2,5 million+

Capital invested and channeled from ANGIN investors

ANGIN ADVISORY

18

Advisory projects delivered

500+

Hours of training and mentoring delivered

200+

Entrepreneurs trained

700+

Attendees of ANGIN events

Indonesian cities engaged with ANGIN in 2020



- 01** Alor
- 02** Denpasar (Bali)
- 03** Labuan Bajo
- 04** Palu
- 05** Southwest Maluku
- 06** Ternate
- 07** Yogyakarta

Countries engaged with ANGIN in 2020



- 01** Australia
- 02** Cambodia
- 03** Fiji
- 04** France
- 05** Japan
- 06** Laos
- 07** Madagascar
- 08** Mauritius
- 09** Myanmar
- 10** The Netherlands
- 11** Philippines
- 12** Singapore
- 13** Sri Lanka
- 14** The UK



ANGIN INVESTMENT

The early stage investment
platform for Indonesia

RECAP 2020

ANGIN INVESTMENT SERVICES

Contact us!

Aisha Nadira
Partner Engagement Manager
 ✉ aisha@angin.id



TRANSACTION

★ **Curated investment deal sources**

Continuously explore early-stage investment opportunities and refer curated enterprises to investors

★ **In-house pitching session**

Exclusive sessions to meet entrepreneurs and fellow investors on ANGIN's regular pitching session

★ **Weekly investor update**

Providing updates on ANGIN multi-step curation process every week

★ **Engagement with entrepreneurs**

Connect and engage with entrepreneurs in our pipeline



NETWORK

★ **Exclusive event invitations**

Exclusive access to join various events organized by our network e.g. VIP tickets and special rates

★ **Speaking opportunity**

Showcase investor's work and increase personal branding on numerous speaking opportunities

★ **Access to ANGIN network**

Connect to our team members, existing clients, and our extended newsletter audience



KNOWLEDGE

★ **Knowledge center**

Access database of market reports and research published by ANGIN and our partners

★ **Key document templates**

Access basic templates of investment documents to support investor's fundraising journey (legal documents, term sheets, etc)

★ **ANGIN's hotline**

Connect with our investment team to gain additional support

INVESTMENT HIGHLIGHTS 2020

1,500+

Enterprises screened

500+

Entrepreneurs met in meetings, events, mentoring, etc.

4%

Enterprises showcased to ANGIN investors

1%

Enterprises invested by ANGIN investors

USD 2,5 million+

Capital invested and channeled from ANGIN investors

116

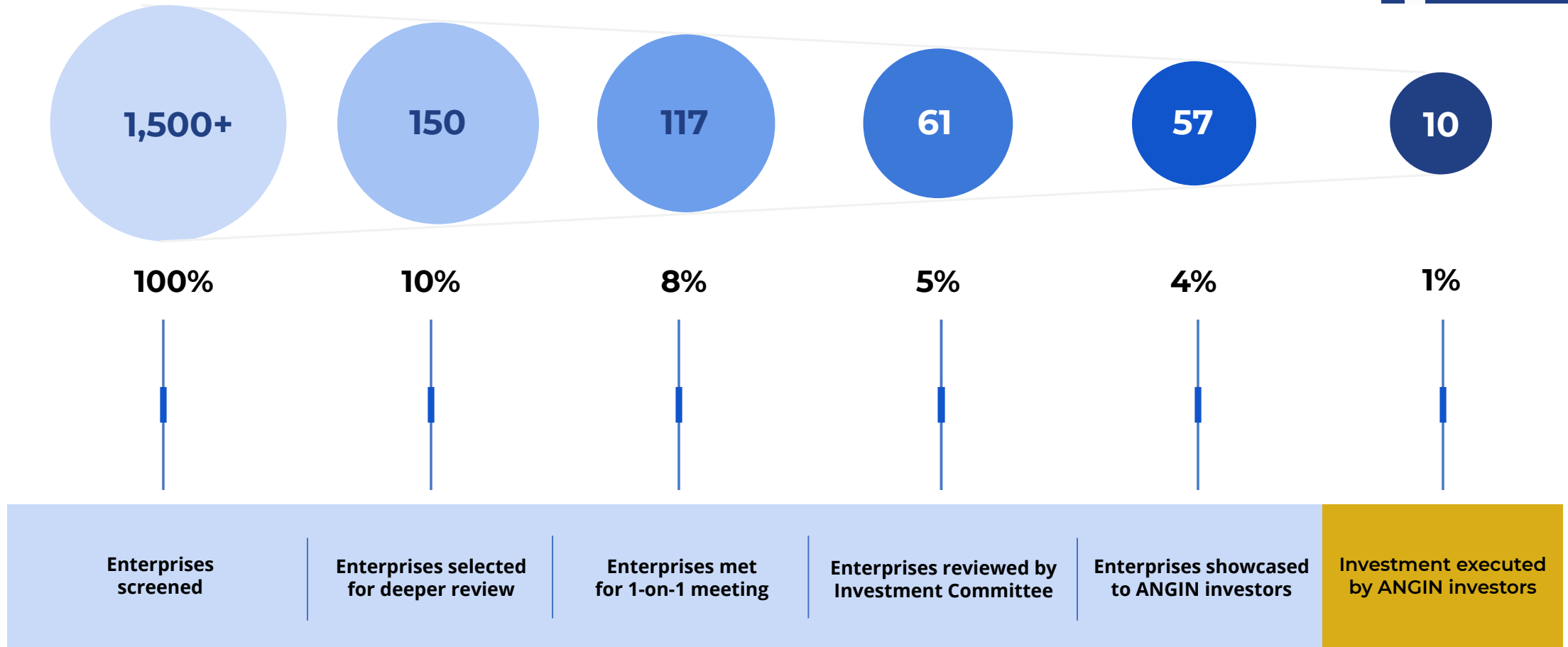
Total investors joining ANGIN investor network

USD 25,000 to USD 200,000

Typical ticket size invested per investor

OUR MULTI-LAYER SCREENING PROCESS

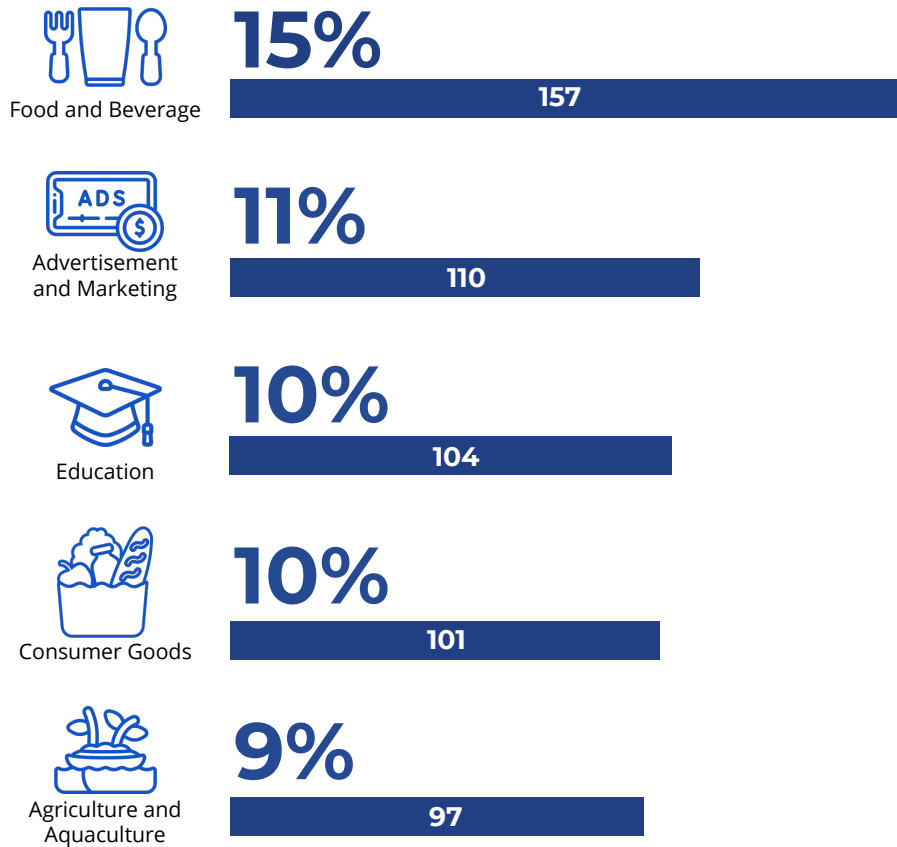
ANGIN screened
125 /month
enterprises



ENTERPRISES PROFILE

Based on all enterprises reviewed by ANGIN

TOP 5 INDUSTRIES



73% Tech-model and digital enterprises

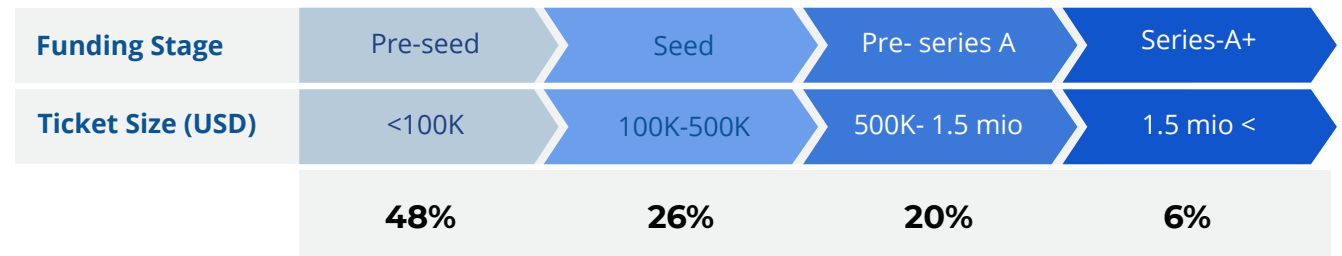
27% Offline/brick and mortar enterprises

TOP HQ LOCATION IN INDONESIA

Majority based in Java

- ★ 50% Greater Jakarta
- ★ 8% East Java
- ★ 15% West Java
- ★ 4% Bali

TYPICAL ENTERPRISE REVIEWED BY ANGIN

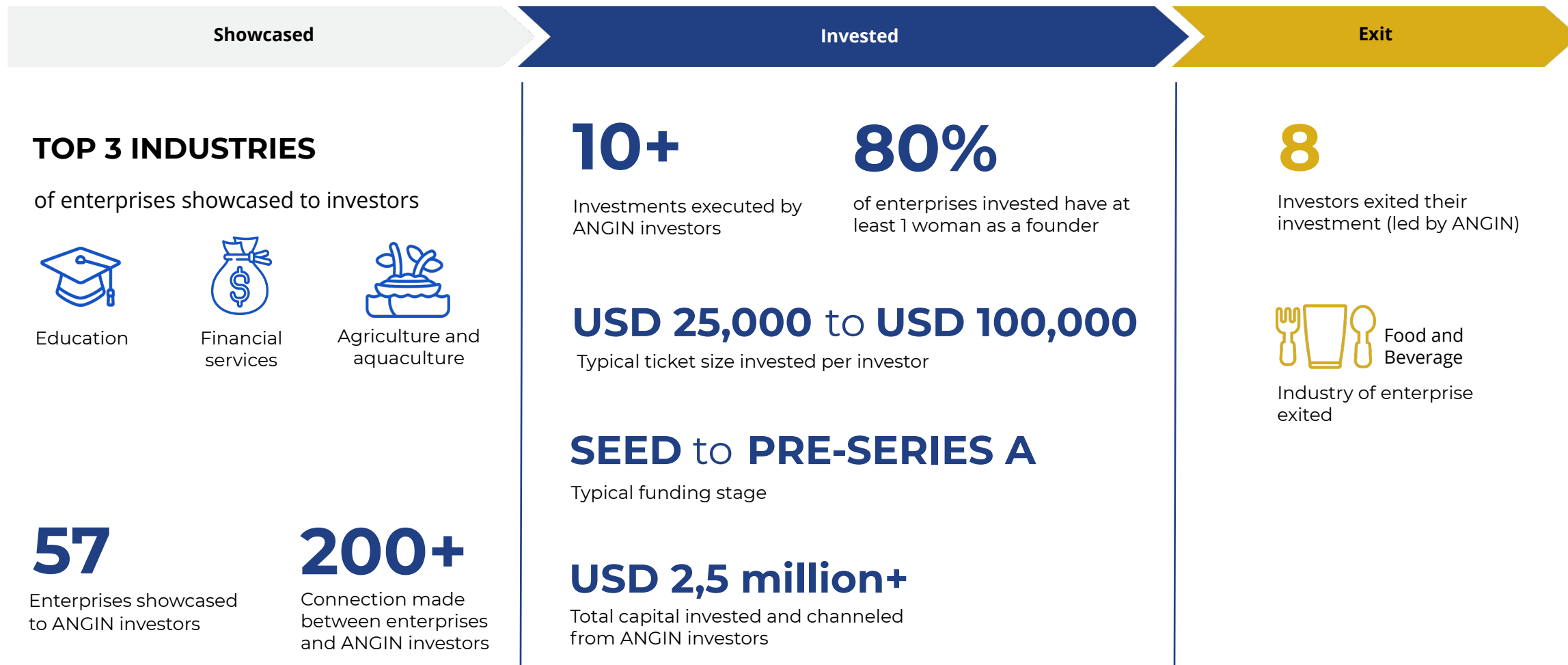


Enterprise Headquarters (HQ)

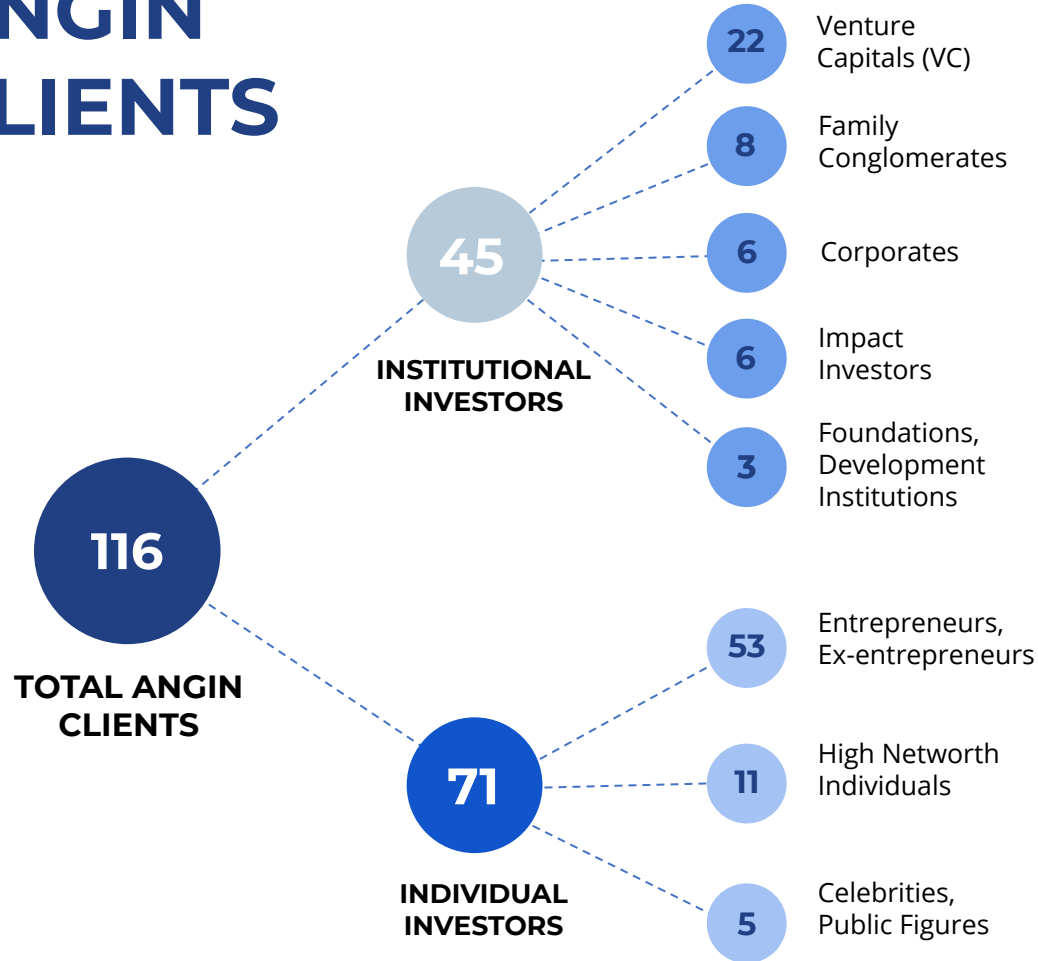


ENTERPRISES SUPPORTED

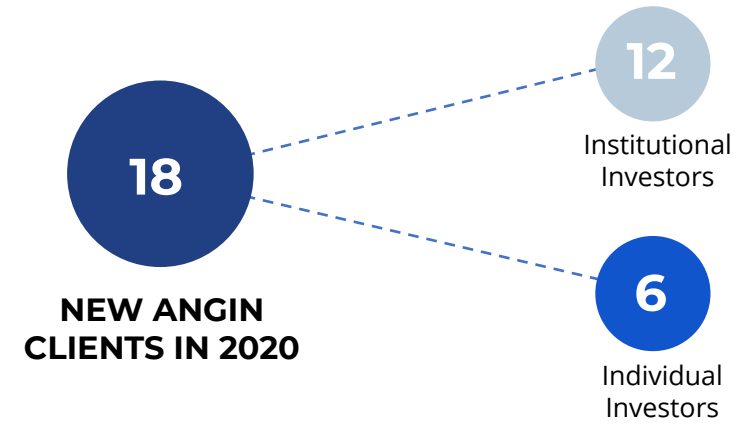
Based on selected enterprises reviewed by ANGIN



ANGIN CLIENTS



CLIENT ORIGIN



ANGIN CLIENTS HIGHLIGHTS



Aparna Saxena
CEO Torajamelo



Cindy Riswantyo
Counsel at Allen & Overy



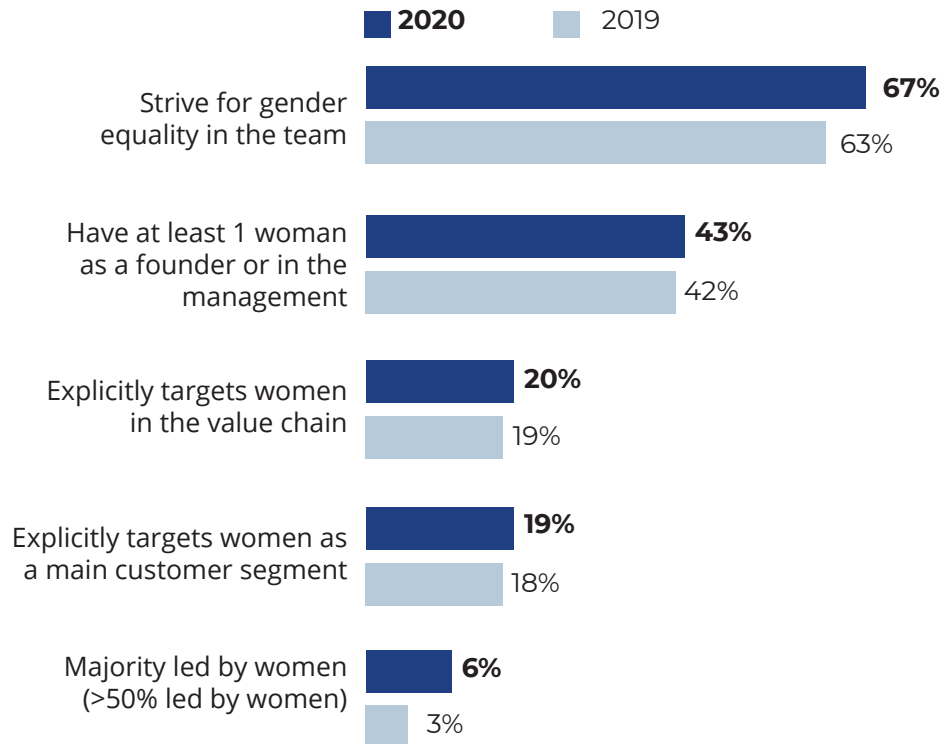
Peter Jacob
Managing Director
PT Reap Indonesia



Shuoyen Choo
Indonesia Country
Director at Barry Callebaut

WOMEN EMPOWERMENT COMMITMENT

How enterprises implement women empowerment commitment in their operation:



WOMEN IN TECH

72% of women founders are running tech model & digital enterprises

TOP 5 INDUSTRY

of enterprises with women founders

- 12%** Food and beverage (e.g. food services, online grocery etc.)
- 9%** Education
- 7%** Consumer goods
- 6%** Advertisement and marketing
- 5%** Professional services (e.g Agency, legal consulting, research)

ANGIN CLIENTS

Supporting women empowerment through investments

M Ø N S H O T



TEJA VENTURES

CONNECTING
FOUNDERS



ANGIN CLIENT ACTIVITIES BEYOND INVESTMENT

Peter Jacob
Managing Director of PT. Reap Indonesia

Richie Wirjan
VP Investment
Kejora SBI Orbit

Session: Client Acquisition & Product Development

Session: Fundraising 101

Attendees: Wujudkan Indonesia, plepah bumi, MejaKita, nanobubble, INOFISHERY, greensika, KAMBI BIC MARKETER, DREAM AGRITECH, SAMPANGAN, DOCKING.ID

Women Leaders in Gender Lens Investing 2020

Panelist: **Virginia Tan**
Founder and CEO of Teja Ventures

Moderator: **Sagar Tandon**
Founding Member and Principal at Moonshot Ventures

via zoom bit.ly/GLwebinar

tinc Demo Day 2020

Supported by ANGIN

01 Mentoring to build the ecosystem through ANGIN activities

Peter Jacob and Richie Wirjan, our investor clients came up as mentors. They shared their knowledge to enterprises that are part of the AIS forum Startup Hub which is an event that ANGIN is collaborating with UNDP and Archipelagic Island State Forum.

02 Spearheading discussion on gender lens investing and SHE economy

ANGIN clients, Teja Ventures and Moonshot Ventures represented by Virginia Tan and Sagar Tandon are spearheading the discussion on empowering women and streamlining gender inclusive investment practice through webinar, talks, and investments with ANGIN throughout 2020.

03 Implementing partner for various activities

Throughout 2020, ANGIN has collaborated with our clients as implementing partners. We collaborated with Telkom Innovation Center (Tinc), Investible, and Accelerating Asia in various activities including, demo day, dedicated pitching sessions, and investor ready bootcamp.

STRATEGIC PARTNER HIGHLIGHT

Contact Details

Daniel Lin
CEO Fundedhere

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Dan@fundedhere.com

📘 fundedheresg

📷 fundedhere

🌐 funded-here-pte-ltd

Get to know Fundedhere

FundedHere is **Singapore's first MAS-licensed equity and debt crowdfunding platform** that facilitates conversations and closings with our global angel investor network of 1,800 as of 2020.

Helped **Mortgage Master**, an online mortgage brokering platform, raise over SGD 500,000 in 30 days during the Covid-19 crisis.

Support the ESG space by helping **Safe Space**, a health-tech start-up providing digital mental healthcare fundraise over USD 250K during Covid-19 crisis.



Key services

Support early-stage startup founders rationalize, structure and project-manage their fundraising journey.

Help angel investors access, curate and portfolio-manage their early-stage startup investments through direct and indirect structures.

Enrich and augment the founders and investors journeys through access to FundedHere's continual cross-border multi-sector ecosystem building

Total **30+** ANGIN Investment press coverages in major media

Press Coverage



EMPAT SEKTOR MENJAJIKAN IMPACT INVESTING		
POTENSI		
Pertanian	<ul style="list-style-type: none">93% petani kecil masuk rantai pasokan pertanianMenyumbang 33% tenaga kerja	US\$ 140 miliar Nilai ekonomi
Pengolahan Limbah	<ul style="list-style-type: none">81% sampah tidak disortir7,04 juta dari 64 juta ton sampah adalah plastik	US\$ 9,6 miliar Pangsa pasar industri plastik
Gender Lens Investment	<ul style="list-style-type: none">Partisipasi perempuan pekerja 55% dan laki-laki 83%50% UMKM dimiliki perempuan	US\$ 135 miliar Kontribusi kesetaraan gender dalam bisnis terhadap PDB* tahunan
Digitalisasi UMKM	<ul style="list-style-type: none">97% UMKM adalah usaha kecilMenyumbang 97% tenaga kerja	13% Jumlah UMKM yang baru melakukan digitalisasi

Ket: PDB: Produk Domestik Bruto, UMKM: Usaha Mikro Kecil dan Menengah
*PDB tahunan sampai tahun 2025

The role of Impact Angel Investing in Indonesia - David Soukhasing, ANGIN.id (podcast)



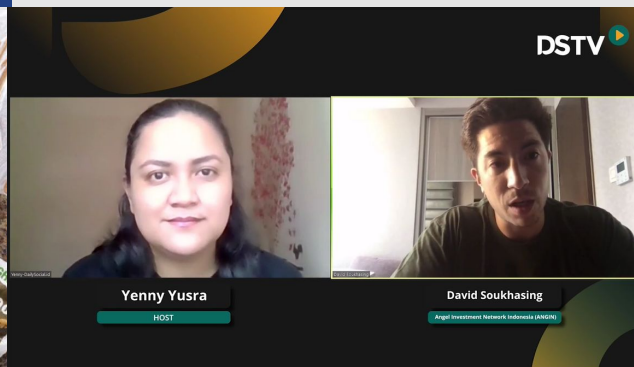
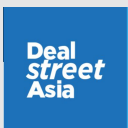
Potensi Besar Impact Investing di Indonesia



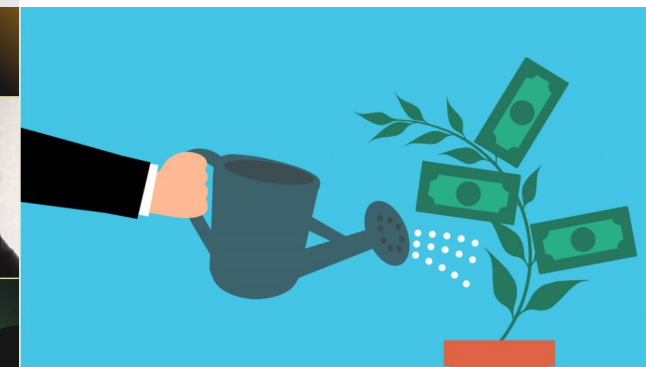
9 Temuan ANGIN: Skema *Blended Finance* Kian Potensial dan Investor Lokal Semakin Aktif



Teja Ventures, ANGIN investors back Indonesian eatery chain Burgreens



VC Talks Bersama David Soukhasing - ANGIN (Angel Investment Network Indonesia) | DailySocial TV (youtube)



The Future of Impact Investment in Indonesia





ANGIN ADVISORY

The development advisory
consulting company Indonesia

RECAP 2020

ANGIN ADVISORY SERVICES

Contact us!

Gregoria Mandias
ANGIN Advisory Lead

✉ gregoria@angin.id



CONNECT

Online/offline service to match entrepreneurs to the largest list of capital providers, from grants to equity investments



GATHER

Design, develop and execute gatherings or events collaborating with clients, partners and key ecosystem players



TRAIN AND EMPOWER

Workshops, capacity building efforts to empower both entrepreneurs and related ecosystem players in key themes such as access to finance, pitching preparation or specialization such as marketing



RESEARCH AND INTELLIGENCE

An end to end research and market intelligence solution in the field of impact investment, entrepreneurship, early stage investment, SDGs and value chain analysis

PROJECTS MAPPING

Advisory projects **delivered** all over Indonesia in 2020






Legends ● Completed ● Ongoing

Client	Scope	Project name	2019		2020												2021									
			Nov	Des	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May					
INPEX BANK INDONESIA	Researcher, trainer, implementation partner	Tenun Tanimbar Development Program Phase I	●																							
	Researcher	Indonesia's Startup Reality Research	●																							
	Researcher	Finance Assessment: The Programmatic Approach of Islamic Financing in Biodiversity Value Chain Context	●																							
	Researcher	Biodiversity Commodity Value Chain Mapping: Honey, Pepper, and Fish Crackers	●																							
	Researcher, trainer	Study on Angel investing with Gender Lens Investing in Southeast Asia	●																							
	Trainer	Basic financial support workshop Palu & Makassar	●	●																						
	Researcher	Indonesian Philanthropic Funding for Mom and Child's Nutrition Landscape																								

PROJECTS MAPPING

Advisory projects **delivered** all over Indonesia in 2020

Legends ● Completed ● Ongoing

Client	Scope	Project name	2019		2020												2021									
			Nov	Des	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May					
 SASAKAWA PEACE FOUNDATION	Implementation partner, trainer	Angel Investor Masterclass and Training		●	●																					
 DANONE communities	Management Consultant	Danone Communities: Impact Investing Opportunities to Support Improved Nutrition in Indonesia			●	●																				
US based Foundation	Researcher, trainer	Investment in Impact Research					●	●																		
UK based Foundation	Management Consultant	Market Assessment: Women small growing business training platform								●	●															
 UN WOMEN	Researcher	Women Small Growing Business Market Assessment								●	●															
 SMi <small>PT SARANA BINA INFRASTRUKTUR (PERSERO)</small>	Trainer	Women entrepreneur coaching and training													●	●										
 Archipelagic & Island States Forum	Consultant, implementation partner	AIS Blue Startup Hub Mentoring Program 2020													●	●										

PROJECTS MAPPING

Advisory projects **delivered** all over Indonesia in 2020

Legends ● Completed ● Ongoing

Client	Scope	Project name	2019		2020												2021					
			Nov	Des	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	
	Implementation partner	AIS Blue Economy Webinar															● — ●					
	Trainer	Tenun Assessment in Southwest Maluku															● — ●					
	Implementation partner	Spotlight report and webinar: 40 Women Leaders in Gender Lens Investing 2020															● — ●					
	Implementation partner	Telkomsel Innovation Center (tinc) Demo Day															● — ●					
	Trainer	Loan Officers Training of Trainers															● — ●					
	Researcher	Ecosystem Mapping Research															● — ●					
Non-Profit Organisation	Researcher	NGO Business Model and Landscape Research in Indonesia															● — ●					

PROJECTS MAPPING

Advisory projects **delivered** all over Indonesia in 2020

Legends ● Completed ● Ongoing

Client	Scope	Project name	2019		2020												2021						
			Nov	Des	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May		
	Researcher	Lao PDR Small Medium Enterprises Policy Development															●						●
	Implementation partner	Investible Games															●						●
	Consultant	Startup4industry.id Program Support															●						●
	Researcher, implementation partner	Online Training Platform for Entrepreneurs and Trainers															●						●
Non Profit Organisation	Consultant	Cambodia Impact Investment Study															●						●

Number of experts engaged in ANGIN projects

100+

EVENTS

ANGIN's presence in various events throughout 2020

14

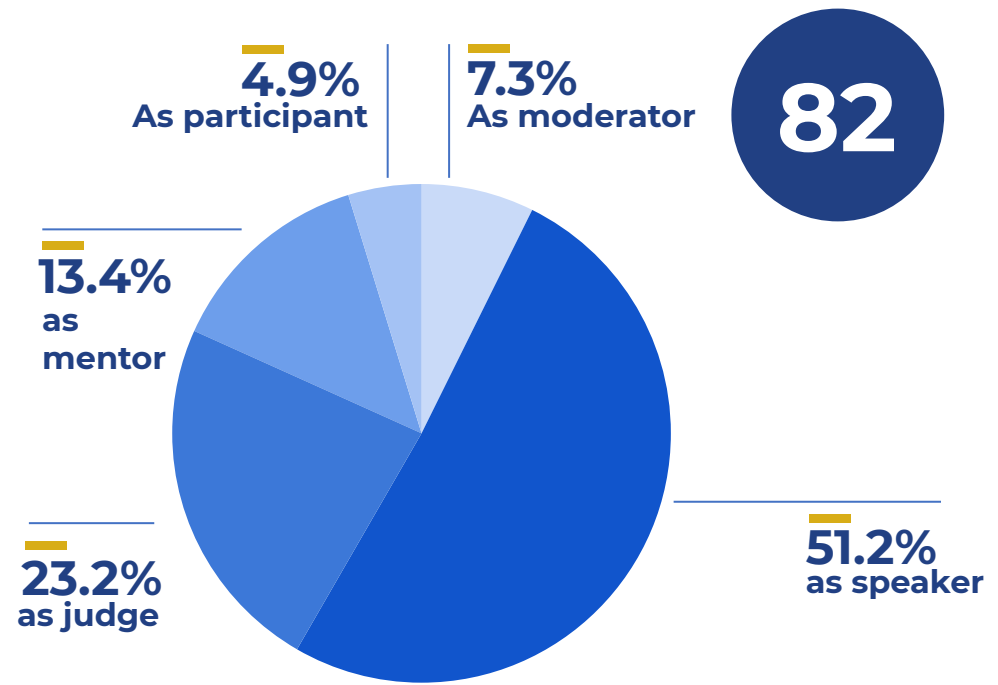
Events

October as the busiest month

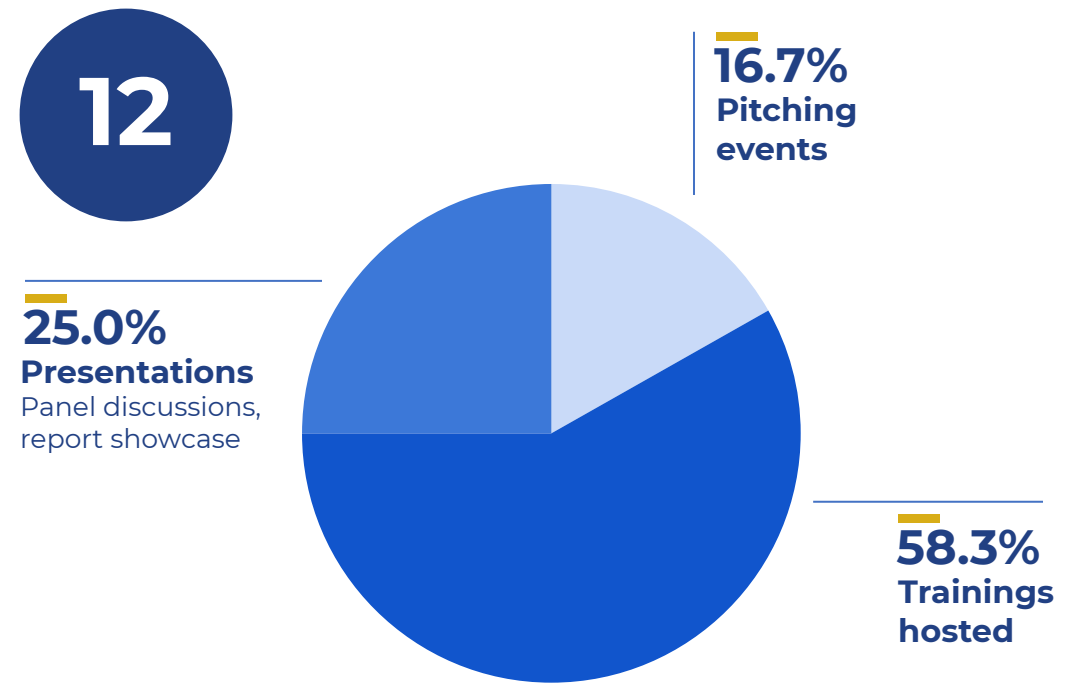
500+

Hours of training and mentoring delivered

EVENT INVITATIONS ATTENDED

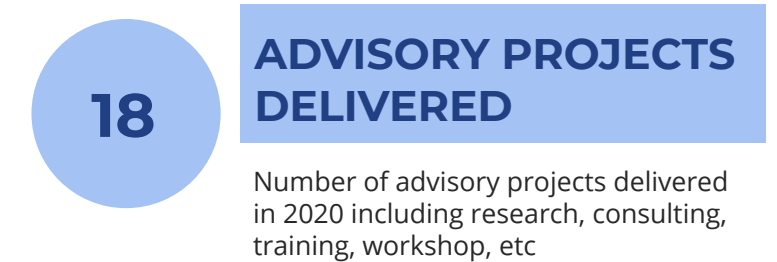
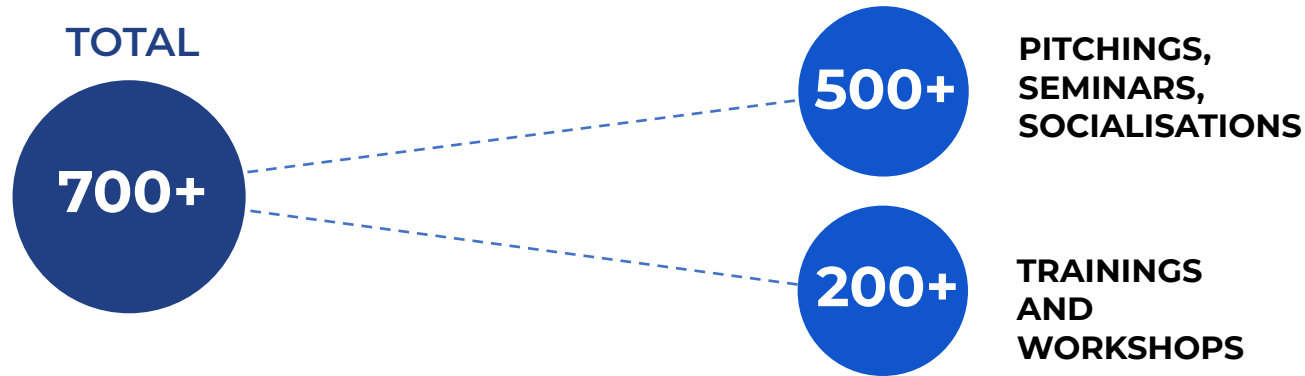


TOTAL EVENTS ORGANIZED



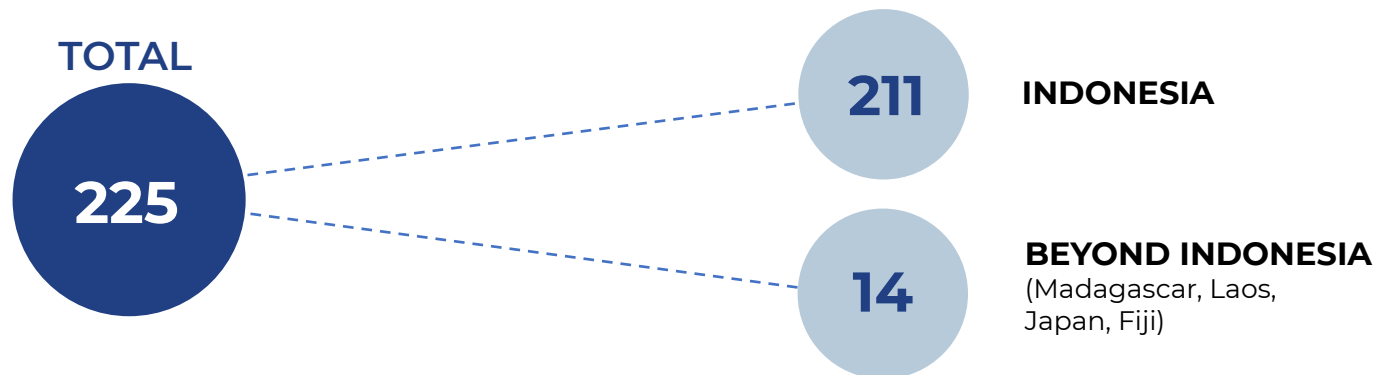
EVENT AUDIENCE

Number of audience attending the events ANGIN organized in 2020

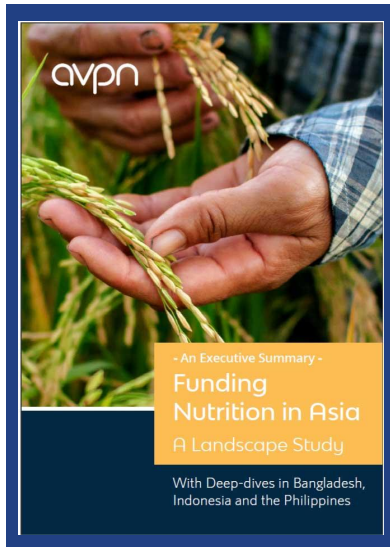


ENTREPRENEURS TRAINED

Entrepreneurs trained in workshops, trainings or events organized by ANGIN



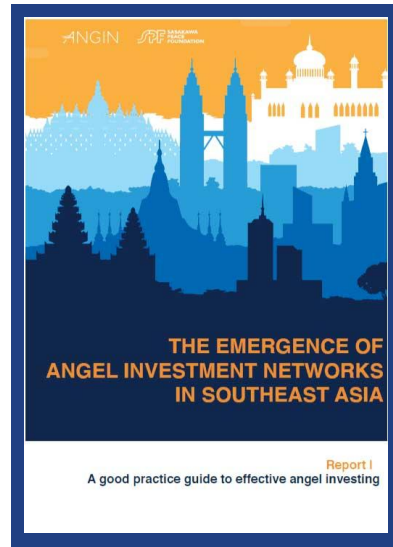
PUBLICATIONS BY ANGIN IN 2020



Asian Venture Philanthropy Network (AVPN)

Funding Nutrition in Asia, A Landscape Study

January 2020



Sasakawa Peace Foundation

The Emergence of Angel Investment Networks in Southeast Asia

March 2020



Dutch Embassy

Connecting Indonesian Start-Ups and Dutch Companies Research Report

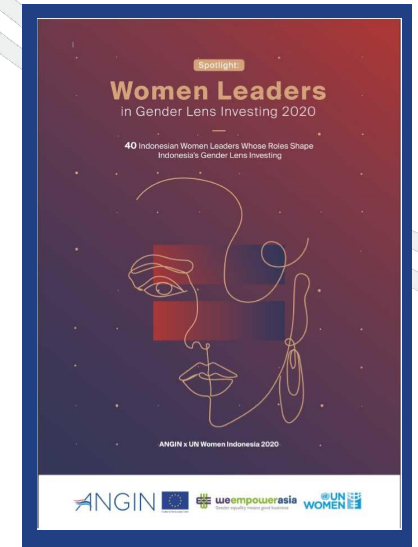
May 2020



US-based Foundation

Investing in Impact in Indonesia

October 2020

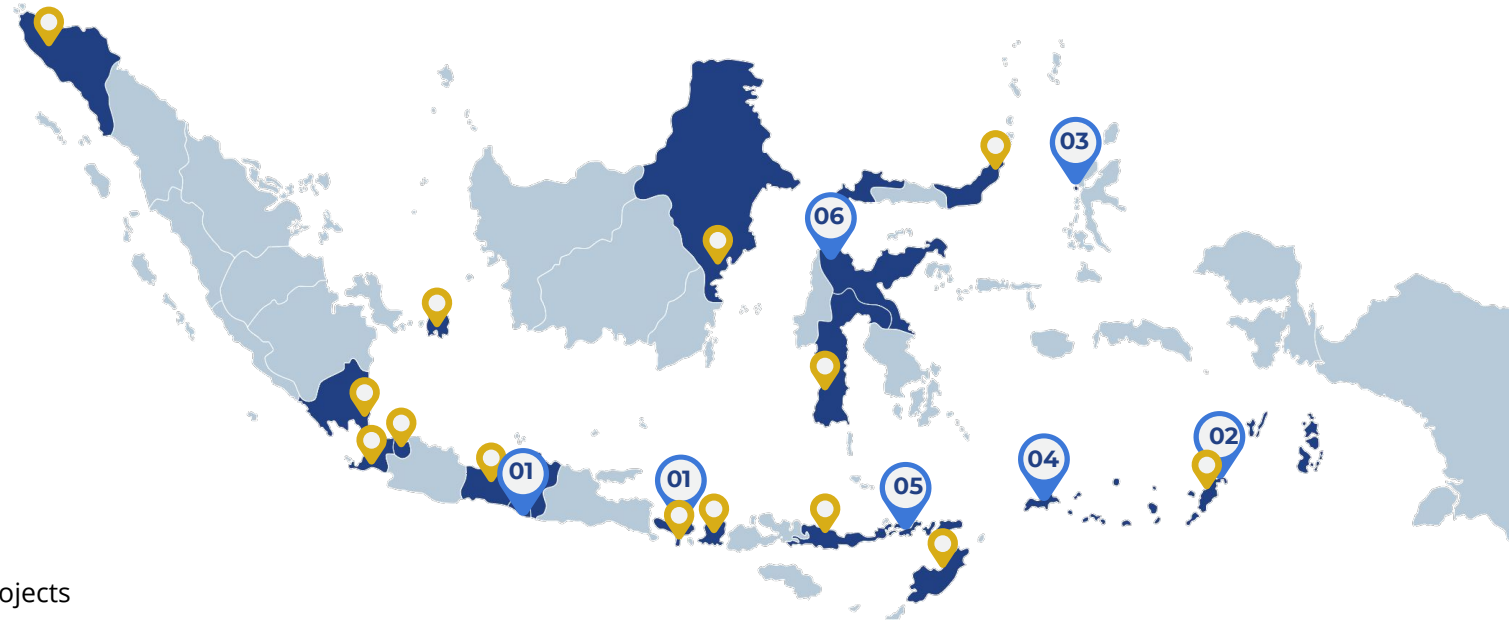


UN Women, We Learn and European Union

Spotlight: 40 Women Leaders in Gender Lens Investing

November 2020

ANGIN ADVISORY NATIONAL FOOTPRINT

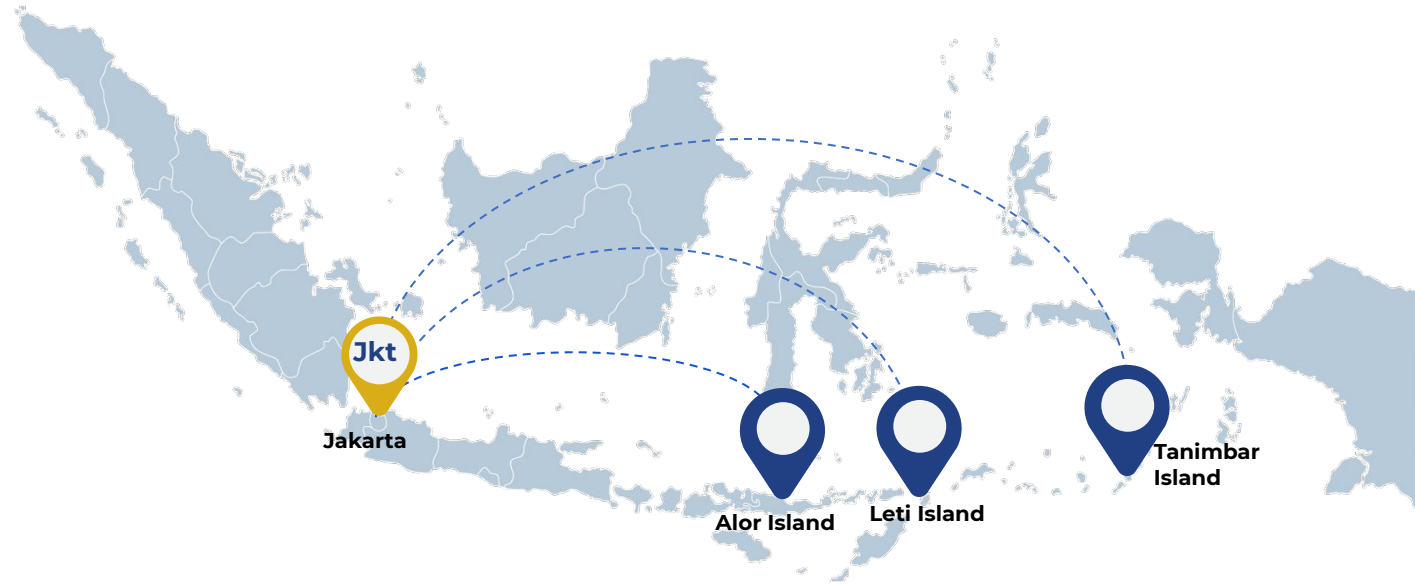


Legends

- 📍 2020 projects
- 📍 The last 3 years projects

<p>01</p> <p>YOGYAKARTA & BALI Program Name</p> <p>Connecting Indonesian Startup and Dutch Companies Research</p> <p>Month Jan 2020</p> <p>Client RVO and the Kingdom of the Netherlands Embassy in Indonesia</p>	<p>02</p> <p>TANIMBAR Program Name</p> <p>Tenun Tanimbar Development Program</p> <p>Month Jan-Mar 2020</p> <p>Client INPEX and Bank of Indonesia Maluku</p>	<p>03</p> <p>TERNATE Program Name</p> <p>Penyaluran Pembiayaan Ultra Mikro (UMi)</p> <p>Month Aug 2020</p> <p>Client Pusat Investasi Pemerintah under the Ministry of Finance</p>	<p>04</p> <p>SOUTHWEST MALUKU Program Name</p> <p>Tenun Maluku Barat Daya Value Chain Assessment and Training</p> <p>Month Oct 2020</p> <p>Client Bank of Indonesia Maluku</p>	<p>05</p> <p>LABUAN BAJO & ALOR Program Name</p> <p>Micro and Small Women Entrepreneurs Assessment and Entrepreneurship Training</p> <p>Month Nov - Dec 2020</p> <p>Client PT SMI under the Ministry of Finance</p>	<p>06</p> <p>PALU, CENTRAL SULAWESI Program Name</p> <p>Business Incubator Assistance Training</p> <p>Month Dec 2020</p> <p>Client Ministry of Industry</p>
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ANGIN ADVISORY NATIONAL FOOTPRINT



TOP 3 FARTHEST CITIES VISITED

Leti Island, Southwest Maluku Regency

3,323 km | 2,063 miles
From Jakarta

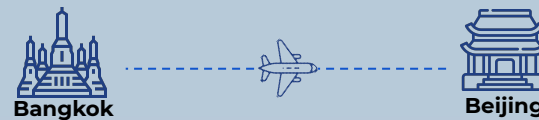
Alor Island, East Nusa Tenggara Province

2,776 km | 1,724 miles
From Jakarta

Tanimbar Island, Southeast Maluku Regency

2,724 km | 1,692 miles
From Jakarta

EQUIVALENT AIRLINE DISTANCE TO



PARTNERS ENGAGED IN 2020



6
Corporations



8
Universities



11
Government bodies



15
International organizations

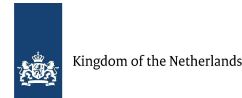


21
Incubators, Accelerators

ANGIN ADVISORY CLIENTS

A cross-sector work with outstanding clients

INGO, DFI, Foundations



Public Sector and Government



Private Sector, Corporate, Investors



Total **20+** ANGIN Advisory press coverages in major media

Press Coverage



ANGIN Lebarakan Bisnis Pembiayaan Melalui Danapati.id

Bisnis.com



Menurut Riset, Pendanaan Berdampak Sosial Masih Jakarta-sentris

TECHINASIA



Yayasan Sasakawa Jepang Kerja Sama dengan Angin Indonesia

Tribunnews.com

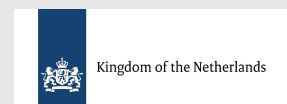


PT SMI Gandeng ANGIN Adakan Pelatihan Kewirausahaan Bagi UMKM

KABAR NTT
Kompeten, Kritis, Kreatif



Webinar "Collaboration between Corporates and Startups: Where to Begin?"



Pelaku UMKM Latih Kewirausahaan

News paper

POS-KUPANG.com



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