

2019

END OF YEAR

REPORT

2019

EXECUTIVE SUMMARY

2019: The House of Killjoy!

As 2019 is almost over, and we are going through the traditional group pictures and discussions around each other's holidays, I'm spending a few minutes reflecting on this past year and on the broader four years with ANGIN. Our yearly report comes out with impressive achievements, inspiring numbers, and stories. But as any positive social media post, there is a reality, a truth which is usually untold behind the shiny reports. Our team likes to call it internally as our "house of Killjoy". Not as a negative feeling, but rather as a celebration of humility and hyper-pragmatism that more work is ahead and success cannot be claimed too early. I would like to use this foreword to share about the reality behind these facts:

An insane amount of work: Each entrepreneur supported, and each rupiah earned are the simple results of sacrificed weekends, extended sleepless nights, or stress. Nothing has ever been granted for us, and if you want to achieve the same, my friend, be ready to sweat — this is worth it!

A daily tested commitment: Life has tested our team's commitment every day, in every little criticism we heard and every choice we made. When confronted with a challenge, the committed heart will search for a solution, and undecided ones will opt for an escape. These achievements are the sign of our team's commitment and respect to our clients, entrepreneurs, partners, and shareholders in four years of operation.

The work of young Indonesians: I like to call Saskia and myself the "dinosaurs" of ANGIN, simply because we belong to the 30's age bracket! All ANGIN's achievements are created by 20-something Indonesians, with works spanning from Washington DC to the most remote parts of Indonesia, leaving an impact and legacy in our ecosystems. Sometimes uncredited, these young talents deserve to be known as the real heroes behind our work.

Small hungry fishes: We had to remind ourselves always to be critical to our own quality. At the end of the day, we are still the small fishes in a much bigger pond. Nonetheless, our hunger for excellence is never-ending progress, and we are ready to explore new horizons in 2020 and the years to come.



DAVID SOUKHASING
Managing Director

INVESTMENT

This data collection aims to give insights of industrial trend through the statistics of entrepreneurs applied to ANGIN's funding support throughout the year.

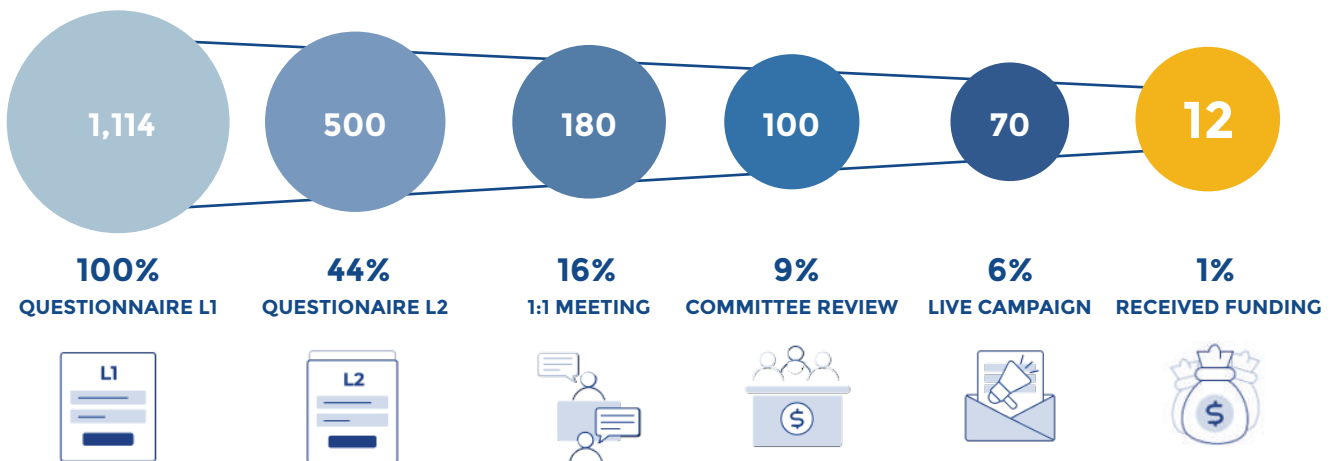
Inbound Applications

Entrepreneurs applying for funding support.



Organic Inbound Applications

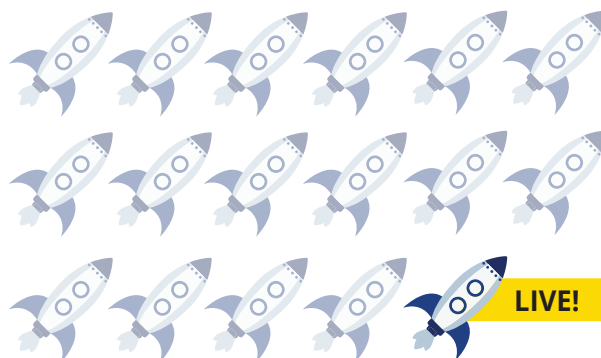
Through ANGIN channels.



Applications from Other Channels

8 /mo
Referral

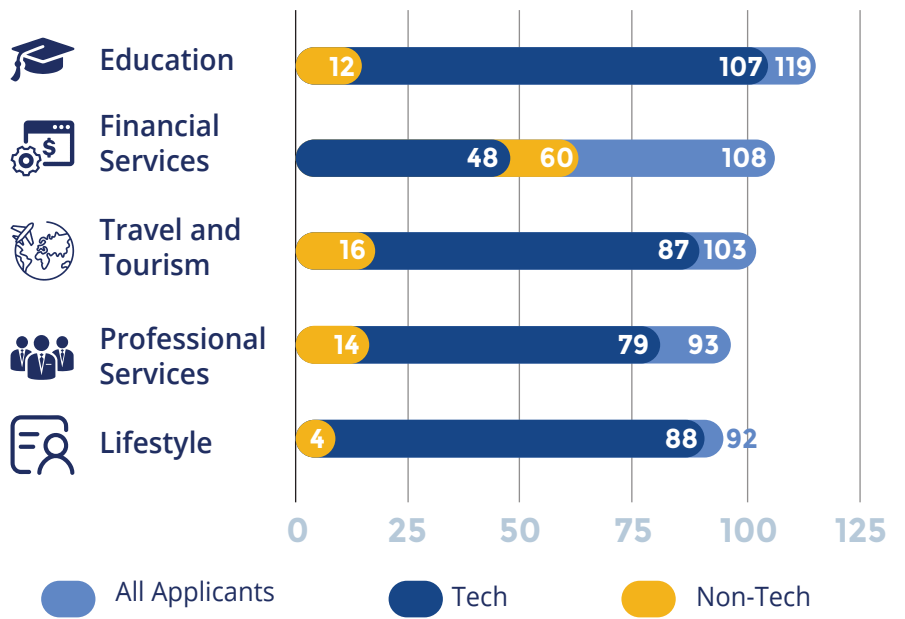
100 /mo
Competitions, Call for Applications



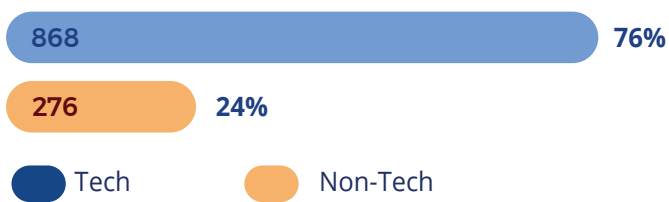
For every 17 entrepreneurs applying, only one made it to live campaigns where we connect them with our network through (investor newsletter, flash deals, and pitching session).

Top 5 Startup Sectors

From All Applications.

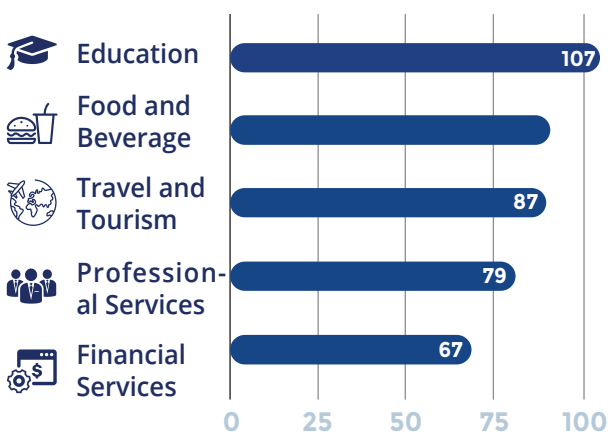


Tech VS Non-Tech (Inbound Applications)

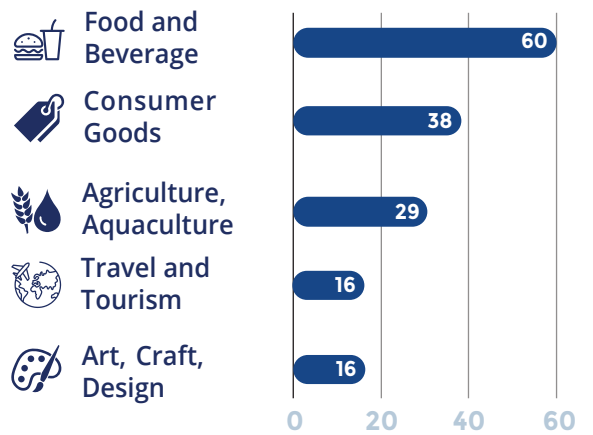


On average, for every four startups applying, three of them are tech-enabled businesses while only one of them is offline businesses.

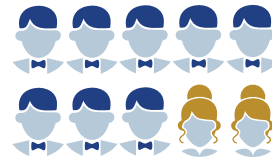
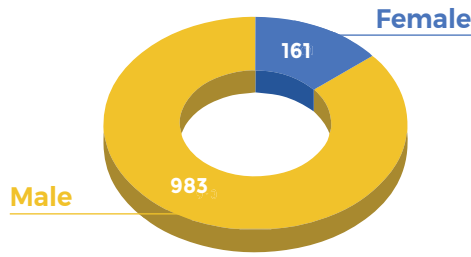
Top 5 Tech Sectors



Top 5 Non-Tech Sectors



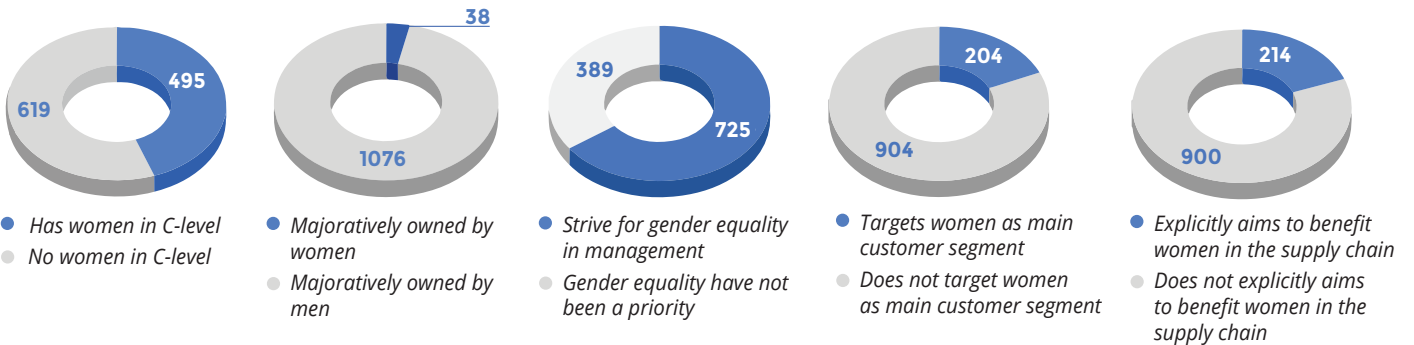
Founders Profile



Approximately, for every 8 men founders applying, 2 women founders are applying to seek fundraising support from ANGIN.

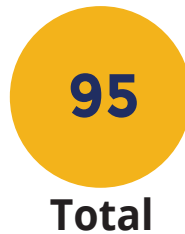
Gender Lens Implementation

From startup applications.



ANGIN Members 2019

ANGIN investor members from both individual investors and institutional investors in 2019.



New Institutional Investors

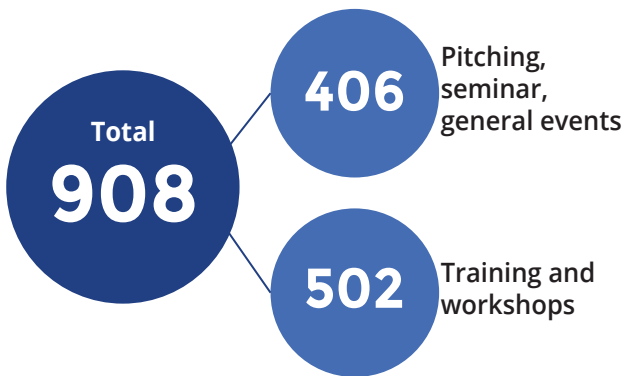


ADVISORY

ANGIN advisory arm aims to champion inclusive, scalable, and sustainable growth through collective impact in Indonesia. From research, technical assistance, events, FGD, we are designing pragmatic solutions to navigate our clients in their journey in Indonesia. In this year's review, you can learn about the exciting ways we're changing and how we create value and build trust in the entrepreneurship space.

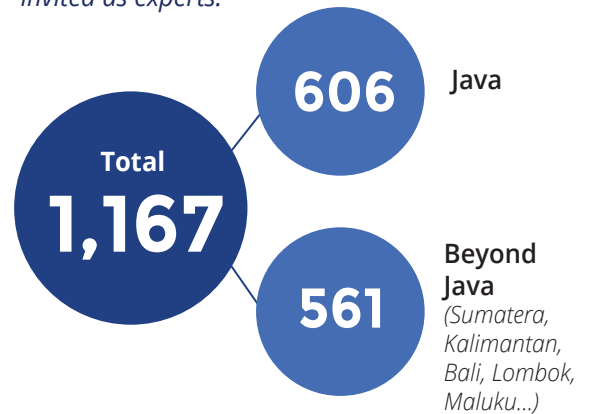
Event Audience

Number of people attending the events organized by our team in 2019.



Entrepreneurs Trained

Entrepreneurs trained from training or workshop events we organized and events invited as experts.



215

Startups/SMEs Engaged in Competitions

Number of startups/SMEs participating in a competition event we evaluated as judge.

6

Publication Delivered

Number of publication delivered and published.

10

Advisory Works Executed

Number of advisory works executed including research, consulting, training, workshop, etc.

Number of Partnership Obtained This Year




International Presence

ANGIN's presence in international summits, conferences, forum, and advisory works.



01 Singapore

Echelon Asia Summit 2019
May 2019
invited by Echelon, e27




06 Oecusse, Timor Leste

Oe-Cusse Business Incubator
February 2019
invited by UNDP Timor Leste




02 Bangalore, India

AVPN India Summit
November 2019
invited by AVPN



07 Seoul, Korea

NextRise Conference
July 2019
invited by NextRise



03 Yangon, Myanmar

AVPN Social Investment Summit 2019
February 2019
invited by AVPN



08 Netherlands

[Research] Dutch-Indonesia Investment Reality (On-going)
in partnership with Dutch Embassy



04 Washington DC, United States

GIST Investors Forum
November 2019
invited by GIST



09 Thailand/Philippines/Vietnam/Myanmar/Jakarta

[Research] ANGIN in Southeast Asia (On-going)
in partnership with Sasakawa Peace Foundation




05 Tehran, Iran

The 1st Asia Pasific Innovation Forum: Technology Start-ups for Sustainable Development
June 2019
invited by UNESCAP



Events: Top 3

TOP 3: Farthest Cities Visited *(on miles)*

-  **1 Washington DC, US**
13,476 kilometers | 8374 miles
-  **2 Tehran, Iran**
7406 kilometers | 4602 miles
-  **3 Seoul, South Korea**
5272 kilometers | 3276 miles

TOP 3: Busiest Month *(on event presence)*

- 1 September** | 14 events
- 2 November** | 11 events
- 3 June & July** | 9 events

TOP 3: Most Visited Cities *(aside from Jakarta)*

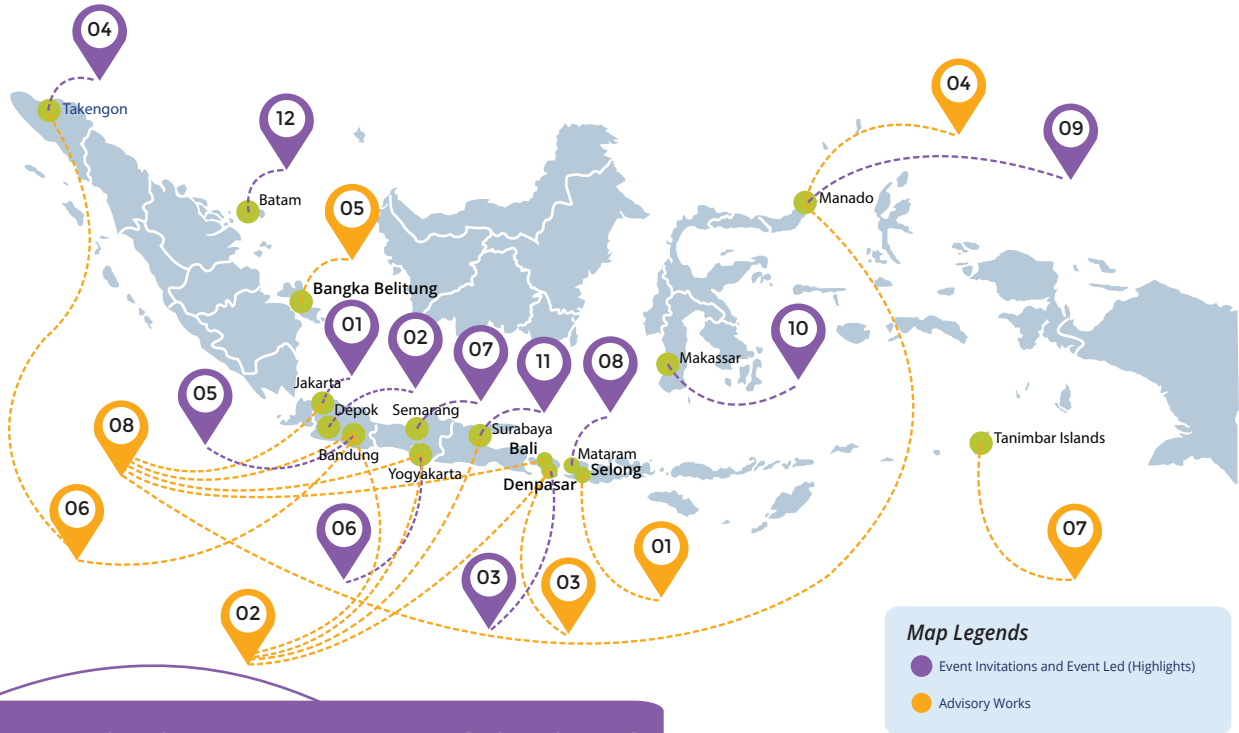
- 1 Denpasar, Bali**
8 events
- 2 Singapore**
5 events
- 3 Surabaya**
5 events

62,862.586

Total Kilometers Traveled
(paid carbon offset)

National Presence

ANGIN's Impact mapping in Indonesia through events and advisory works.



Event Invitations and Event Led (Highlights)

See our event highlights and its partners!

01
Jakarta, Capital Region
"Women Leaders in Investing and Enterprises Workshop 2019"
UN Women
and other 37 events.

02
Depok, West Java
"Pitching and Access to Funding for SMEs"
The Ministry of Cooperatives and SMEs Indonesia
and other 2 events.

03
Denpasar, Bali Island
"Global Science Conference on Climate Smart Agriculture"
Global CSA
and other 7 events.

04
Takengon, North Sumatera
"Enhancing Women-Owned SME's Access to Capital"
The Canada-Indonesia Trade and Private-Sector Assistance
and other 1 event.

05
Bandung, West Java
"ITB Gather Up Startup Demoday"
Institut Teknologi Bandung
and other 2 events.

06
Yogyakarta, Special Region of Yogyakarta
"Jogja Startup Day 2019 Pitching Session"
Jogja Startup Day
and other 2 events.

07
Semarang, Central Java
"GKN Annual Members Meeting"
The Ministry of Cooperatives and SMEs Indonesia

08
Mataram, Lombok Island
"Pro-Women Learning Event for Public"
PLUS, Ford Foundation
and other 1 event.

09
Manado, North Sulawesi
"AIS Forum 3rd Plenary Session"
Kemenko Maritim

10
Makassar, South Sulawesi
"KEMENPERIN Startup 4 Industry"
The Ministry of Industry

11
Surabaya, East Java
"The Fourth Annual Islamic Finance Conference"
Annual Islamic Finance Conference

12
Batam, Riau Islands
"RISTEKDIKTI Startup Acceleration Program for Indonesian Students"
The Ministry of Research and Technology Indonesia

Local Advisory Works

Executed and On-going.

01 **Selong, Lombok Island**
April - June 2019

OXFAM
"Indonesian Women in Leadership"



04 **Manado, North Sulawesi**
October 2019

UNDP x Kemenko Maritim
"AIS Forum: Impact Pitching SME Startup Business in the Blue Economy Sector"



07 **Tanimbar Islands**
October 2019 - present

Bank Indonesia x INPEX
"Tenun Tanimbar Development Program"



02 **Bandung, Surabaya, Yogyakarta, Denpasar**
April-June 2019

Amazon Web Solution
"What You Need to Know to Start Your Business" Joint Workshop Roadshow



05 **Bangka Belitung Islands**
November 2019

Bangka Belitung Government
"The Navigator Honey, Pepper, and Fish Crackers"



08 **Jakarta, Bandung, Jogja, Manado, Bali**
November 2019 - present

International Private Foundation
(undisclosed)
"Deep Assessment of Indonesia Impact Investment Reality"

03 **Denpasar, Bali Islands**
May 2019

KUMPUL
"ANGIN x KUMPUL Business Mentoring Bali 2019"



06 **Takegong, North Sumatera Bandung, West Java**
January - April 2019

Trade and Private Sector Assistance Canada
"Enhancing Women-Owned Businesses Access to Capital"



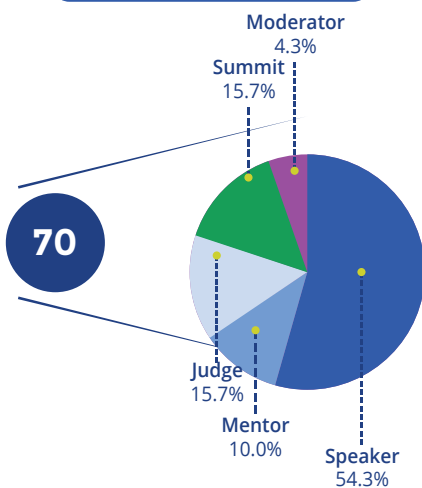
AVPN (On-going)
"Nutrition Funders Landscape Study"



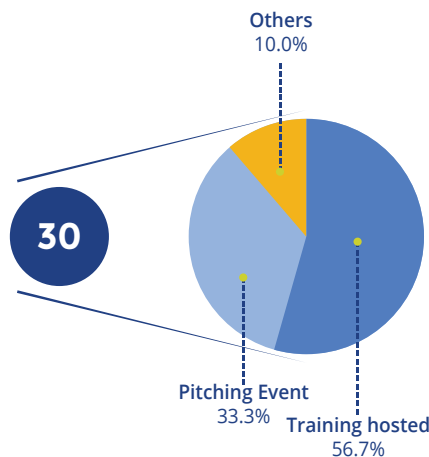
UNDP (On-going)
"Biodiversity Value Chain Research for UNDP Biofin (Biodiversity Finance Initiatives)"



Event Invitations Attended

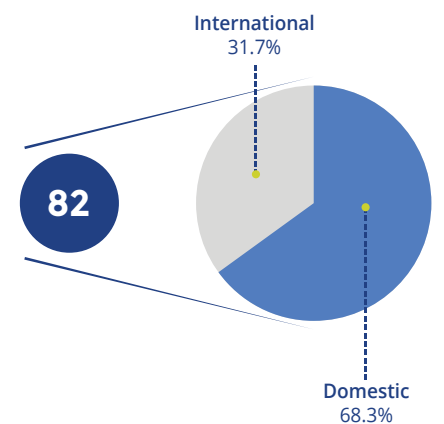


Total Events Organized



Number of Flights Taken

(paid carbon offset)



PUBLICATIONS

- Published in 2019
- Past year works
- On-going



An Overview of Support for Women Entrepreneurs in Indonesia and Canada: Focus on SMEs and Start-Ups

TPSA Canada
January 2019



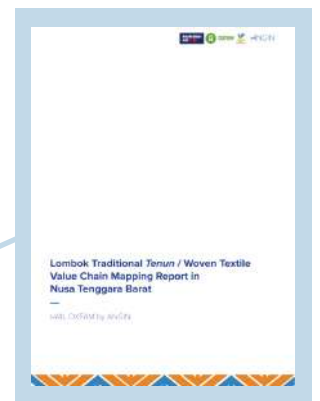
Enhancing Access to Capital for Women-Owned SMEs

TPSA Canada
May 2019



The Navigator: Guide to Honey, Pepper, and Fish Crackers of Bangka Belitung Archipelago

The Provincial Government of
Bangka Belitung
December 2019



Lombok Traditional Tenun/Woven Textile Value Chain Mapping Report in Nusa Tenggara Barat

Oxfam Indonesia
July 2019



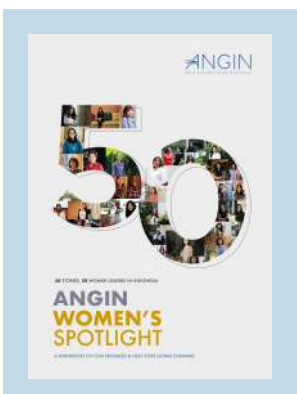
ANGIN x OXFAM Women Spotlight Stories of Tenun Weavers

Oxfam Indonesia
July 2019



66 People and Organizations Moving Social Entrepreneurship and Impact Investment in Indonesia

September 2019



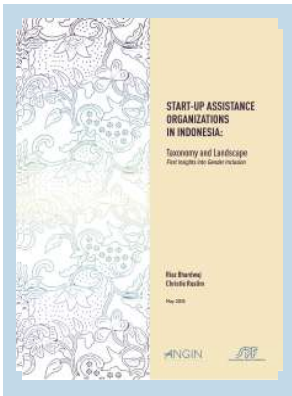
ANGIN Women's Spotlight 50th Milestone Mini-Report

September 2018

Start-Up Assistance Organizations in Indonesia: Performance, Challenges, and Solutions

Sasakawa Peace Foundation
May 2018





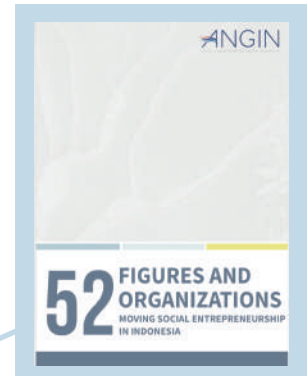
Start-Up Assistance Organizations in Indonesia: Performance, Challenges, and Solutions
Sasakawa Peace Foundation
May 2018



Social Finance and Social Enterprises: A New Frontier for Development in Indonesia
UNDP
December 2016



Women's Entrepreneurship and Access to Finance: Challenges and Opportunities of Women-led Social Enterprises in Indonesia
UNDP
November 2017



52 People and Organizations Moving Social Entrepreneurship and Impact Investment in Indonesia
July 2018



Bridging the Two "I"s: Impact Investing & Islamic Finance
UNDP
September 2018



(On-going) "Nutrition Funders Landscape Study"
AVPN



(On-going) Dutch-Indonesia Investment Reality
Dutch Embassy



(On-going) Biodiversity Value Chain Research for UNDP Biofin
UNDP



(On-going) ANGIN in Southeast Asia
Sasakawa Peace Foundation



230 Total research, reports, and papers mentioning ANGIN.
(since 2015)

43 Total articles about ANGIN in various media.

WEBSITE www.angin.id

50,861
Total Users Visited (Unique)

240,816
Total Pageviews

#1 Google Search Rank for Keywords:

- Investment Startup Indonesia
- Angel Investor Indonesia
- Startup Fundraising Indonesia
- Indonesia Investor Network
- Startup Funding Jakarta

ANGIN Team 2019

and their three words of 2019!

Opportunity
Roller-coaster
Resilience



David Soukhasing
Managing Director

Curiosity
Perseverance
Humility



Benedikta Atika
Impact Investment Lead

Rich
Transformative
Serendipitous



Gema Minang
Tech Investment Lead

Selfless
Lesson Learned
Priceless



Valentina Sinciera
Investment Analyst

Progress
Astonishing
Eye-opening



Robialmay N.
Investment Analyst

Discover
Explore
Embrace



Adirani Heraputeri
Business Development

Sustainability
Driven
Growth



Saskia Tjokro
Head of ANGIN Advisory

Positive
Grateful
Optimistic



Atin Dewi Irianti
General Affairs

Adventurous
Dynamic
Scale up



Gregoria Mandias
Advisory Associate

Surprise
Superb
Exciting



Olyvia Samosir
Advisory Associate

Integrity
Inclusive
Mission



Rininta Bella Yunissa
Advisory Associate

Courage
Persistence
Knowledge



Novi Juwita
Business Development

Journey
Wisdom
Tranquil



Sarah Soeprpto
Communications Manager

Reflect
Recharge
Reinvent



Talissa Febra
News Manager

Reduce
Reuse
Recycle



Angelica Meiske
Communications Officer

Experience
Awesome
Scary



Rahmawati
Communications Officer

Fabulous
Groove
Surprise



Alfia Azizi
Communications Officer

ANGIN