



# 2021

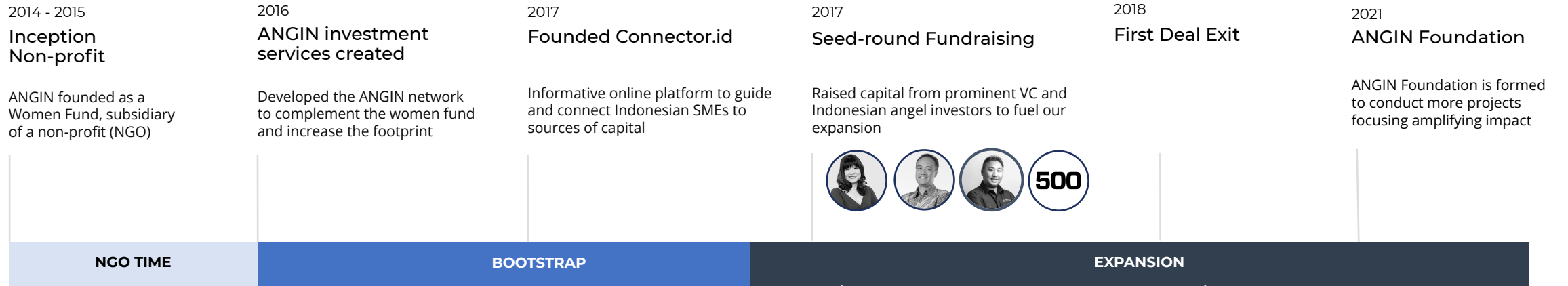
YEAR IN REVIEW



# ANGIN GROUP: Our Journey

Initiated as a women fund, ANGIN has grown into the largest angel and early stage investment platform in Indonesia and developed a unique advisory consulting play from Indonesia for Indonesia.

KEY MILESTONE



KEY DEVELOPMENTS



# ANGIN Group: Our Journey

Initiated as a women fund, ANGIN has grown stronger into the **largest angel and early stage investment platform** in Indonesia and developed a **best in class advisory consulting** from Indonesia for/from Indonesia.



## ANGIN INVESTMENT

The early stage investment platform for Indonesia

### Services

#### TRANSACTION

Facilitate end-to-end investment process within our network of investors and entrepreneurs

#### NETWORK

Host networking events for pipeline entrepreneurs and fellow investors

#### KNOWLEDGE

Provide investors with market reports and research, and key document templates for their investing journey



## ANGIN ADVISORY

The development advisory consulting company for Indonesia

### Services

#### RESEARCH

Lead and co-lead research and market intelligence projects related to the SDGs and entrepreneurship

#### CAPACITY BUILDING

Organize, deliver workshops, capacity building to empower entrepreneurs & related ecosystem players

#### PROGRAM IMPLEMENTATION

Enhance, deploy, advise program implementation in Indonesia and Southeast Asia (e.g. Laos, Cambodia, Myanmar)

#### EVENTS

Design, develop & execute gathering or events collaborating with clients, partners, & key ecosystem players

# WHO WE SERVE

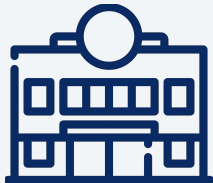
ANGIN is the **First** and **Largest** Indonesia-based Investment Platform supporting various clients with a unique service package. We connect investors with potential early stage companies

## CLIENTS PROFILE



Individual

- Executive (e.g. c-level)
- Entrepreneur
- Public figure/celebrity
- Next generation of wealth



Institutional

- Venture Capital
- Venture Builder
- Family Foundation
- Accelerator & Incubator

## Investors Joined In 2021

**10%** Entrepreneurs / founders turned angel investors

**20%** First time fund managers looking into Indonesia

**10%** Venture capitals with impact lens with ticket size USD 1 to 5 million

**30%** Investors with interest in impact investing

**68%**  
Individual Clients



**Anthony Kosasih**  
Mekari



**Avina Sugiarto**  
Indies Capital



**Bianca Belnadia**  
Love, Bonito



**Shawn Ho**  
Principal Asset Management



**Koshu Kunii**  
IFC World Bank



**James Pranoto**  
Kopi Kenangan

**32%**  
Institutional Clients

**Achmad Zaky Foundation**



UBS Optimus Foundation



**500**  
startups

**Clients Origins**

**78%**  
INDONESIA

**22%**  
OVERSEAS

# ANGIN Advisory Activities

## Awareness

## Scale

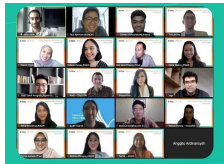
## Knowledge

### Event

Lead and design events to actively engage the entire impact ecosystem to trigger connections, and raise awareness



**Tinc Demo Day 2021**



**Social Finance Networking**



**Gender Lens Discussion**



**Week of Netherlands Indonesia Education & Research**

### Access to Funding

Key source of funding for many social entrepreneurs in Indonesia. 100+ entrepreneurs funded



Indonesia-based edu-tech startup

ANGIN led the seed round with 3 of our angel clients and 2 of our VC clients in 2021.



Plant based eatery chain

ANGIN led the pre-seed round with 8+ of our angel clients brought 5 more clients since then.



Donation crowdfunding

ANGIN led the seed round with 2 angels and 1 VC

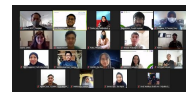
### Training

Workshops, training, and capacity building efforts to empower social entrepreneurs across the country



**Tanimbar Tenun Product Development Training: Bank Indonesia, Inpex Masela, IKAT Indonesia**

Empowering SMEs & women weavers in Tanimbar Island, Maluku, collaborated with Didiet Maulana. Increased knowledge on local product development and support business online transition due to COVID-19 situation.



**Rural Business Incubation Program in Sulawesi: Empower Youth for Work by OXFAM Indonesia**

ANGIN holds a series of knowledge and capacity development programs for entrepreneurs in rural areas to support their business.

### Research

Key research and market intelligence solution in impact investment, entrepreneurship, SDGs



**Investing in Impact in Indonesia**

US-based Foundation  
October 2020



**Spotlight: 40 Women Leaders in Gender Lens Investing**

UN Women  
November 2020



**Connecting Indonesian Start-Ups and Dutch Companies Research Report**

Dutch Embassy  
May 2020



**The Emergence of Angel Investment Networks in Southeast Asia**

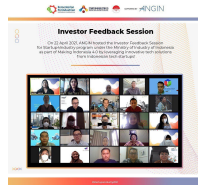
Sasakawa Peace Foundation  
March 2020

### Advisory

Advisor and consultant for various private and public sector players on the topic of social entrepreneurship



**Think Tank for impact investment with Ford Foundation**



**Matchmaking with Indonesian Ministry of industry**



**Connecting Dutch corporates and Indonesian entrepreneurs**



**Training platform for aspiring rural women entrepreneurs**

# ANGIN GROUP RECAP 2021 IN NUMBERS

## ANGIN INVESTMENT

**80+**

Connection facilitated between investors and entrepreneurs

**1000+**

Entrepreneurs met in meetings and events

**120+**

Partners and clients engaged

**USD 8,5 million+**

Capital channeled and supported by ANGIN

## ANGIN ADVISORY

**20**

Advisory projects delivered

**50+**

Interns and consultants work with ANGIN

**600+**

Hours of training and mentoring delivered

**7+**

countries working with ANGIN on entrepreneurship solutions

**2021**

**30%**

Client numbers increased

**1800+**

Deal Screened

**12+**

Deals Facilitated

**Accumulated**

**140+**

Total client

**7000+**

Deal Screened

**100+**

Deal Closed

**USD 23.5 Million+**

Accumulated Total Capital Invested (USD)

**Seed to Pre Series A**

Typical Funding Stage

**USD 25,000 - 100,000**

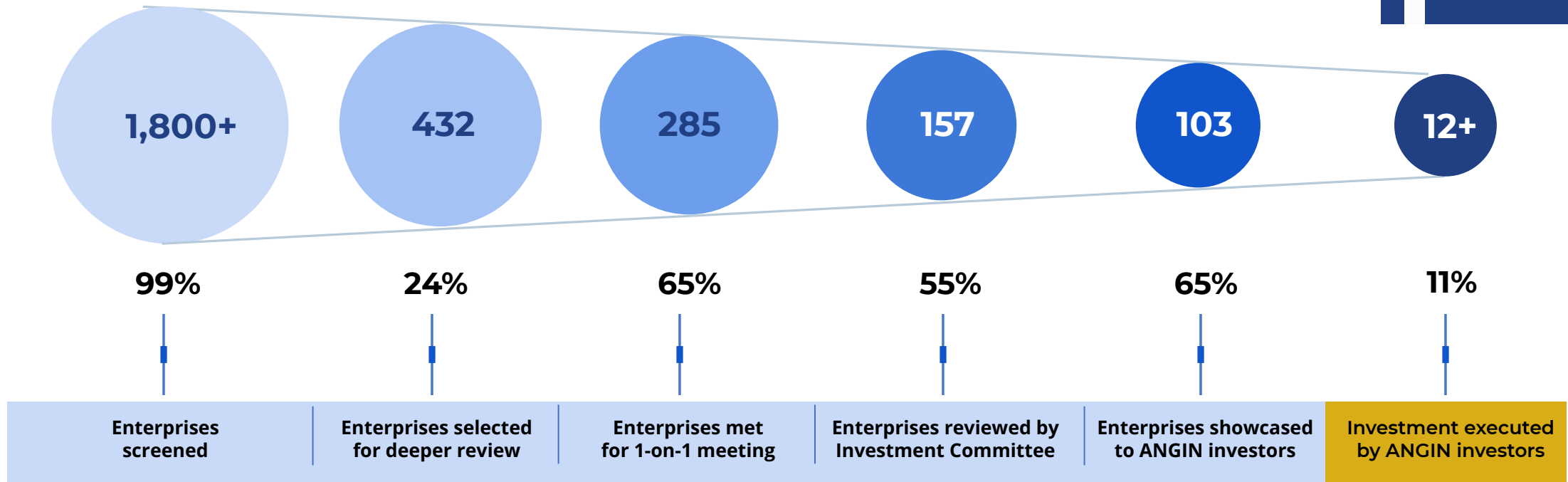
Typical Investor Ticket Size

**12+**

Published Reports

# OUR MULTI-LAYER SCREENING PROCESS

ANGIN screened  
**150**/month  
enterprises



Showcased

### TOP INDUSTRIES

of enterprises showcased to investors



SME Enabler



Food & Beverage



Agriculture & aquaculture

### Gender Lens Angle

of enterprises showcased to investors

**55%**

- Women at C-Level
- Women as main target market
- Women has ownership

**75%**

Technology enabled digital enterprises

**10%**

Fundraising Pre-Series A Fundraising beyond USD 1.5 million


# PARTNERS ENGAGED IN 2021

 **28+**  
Corporations

 **25+**  
Universities

 **30+**  
Government bodies and public sectors

 **100+**  
International organizations

 **35+**  
Incubators, Accelerators

# ANGIN Advisory CLIENTS

Government Bodies	Media	INGO and NGO	Corporate	Coinvestor
   	     	    	   	     
Accelerators & Incubators	Academic Institutions	Association	Think Tank & Networks	Awards & Competition
       	     	 	   	  



# Projects Highlight

Highlighted projects **delivered** all over Indonesia in 2021

1



July - November 2021

East Nusa Tenggara

## BINAUSAHA.ID

an **online learning platform** dedicated for women entrepreneurs in third tier cities working **in food beverages, craft and fashion sector**.

The platform was developed along with Torrens University, New England University, RMIT University, and Curtin University, also supported by DFAT Australia.

2



July - September 2021

West Java, South Sulawesi and Southeast Sulawesi

## EMPOWER YOUTH FOR WORK (EYW)

a 2-month **capacity building program** initiated by the Empower Youth for Work Indonesia consortium that **focuses on improving the lives of young people**, especially young women, **in coastal areas** that are vulnerable to climate change impacts in Indonesia.

Initiated by OXFAM Indonesia

3



July - December 2021

Indonesia

## NETHERLANDS-INDONESIA ACCESS

an **online workshop and 1-on-1 mentorship** program dedicated **to** connect Indonesian entrepreneurs and Netherlands private sectors to support scaling innovations.

The program was initiated by the **Embassy of the Kingdom of the Netherlands**, supported by the **Netherlands Enterprise Agency** in partnership with **Unknown Group**, and **ANGIN**.

4

## Tanoto Future Leaders

### *Business Acumen Program*

September - November 2021

Indonesia

## TANOTO BUSINESS ACUMEN PROGRAM

is an extensive **business plan workshop** program by **Tanoto Foundation** and ANGIN.

This **all-online program** targets **Tanoto Scholarship recipients** and **Indonesian university students** to get an early kick-start of their career and succeed in the entrepreneurial world!

# What to Expect in 2022?

Going beyond investing to support social entrepreneurship and impact investment in Southeast Asia



ANGIN  
Investment

- Working on **syndication** model
- Expanding **diversity** of **pipeline**
- Incorporating **more impact lens** in the investment screening



ANGIN  
Advisory

- **Democratizing knowledge** and opportunities beyond big cities.
- **Engaging public sectors** such as government in spearheading impact for better entrepreneurship ecosystem
- **Targeting aspiring entrepreneurs**



Wirausaha Hijau

## Wirausaha Hijau

a **12-month program** targeting entrepreneurs with innovative solutions **to** solve challenges in **agricultural** and **sustainable food systems** value chain.



## BINAUSAHA.ID

an **online learning platform** dedicated for women entrepreneurs in third tier cities working **in food beverages, artisan and fashion sector**.



## ANGIN Internship Program

a **6-months program** targeting Indonesian students with aspirations to work with investors, startups and building career portfolios in impact



## The First Think Tank

**dedicated to impact investment in Indonesia** aims to **fill the gap** found in the scene of Impact Investment in Indonesia, especially in the entrepreneurial landscape.

# ANGIN Team

Our team consists of diverse high-performing personalities united by the passion and commitment to support the development of Indonesia's entrepreneurial impact ecosystem!



**David Soukhasing**  
Managing Director



**Saskia Tjokro**  
Advisory Director



**Benedikta Atika**  
Investment Director



**Irien Iriyanti**  
Operation Officer



**Gregoria Mandias**  
Advisory Lead



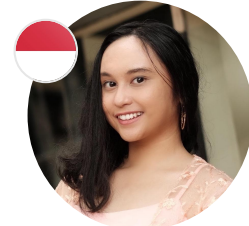
**Aisha Nadira**  
Partnership Lead



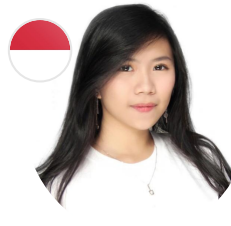
**Khalya Karamina**  
Advisory Associate



**Sarita Anggun**  
Advisory Associate



**Yohana Parida**  
Partnership Associate



**Hyacynthia Kesuma**  
Investment Analyst



**Pius Bagas**  
Investment Analyst



**Ratih Ayu**  
Operation Consultant



**Virginia Tan**  
Founding Partner  
Teja Ventures



**Shinta Kamdani**  
Chief Executive Officer  
Sintesa Group



**Khailee Ng**  
Managing Partner  
500 Global

## Advisors

# Portfolio Highlight

ANGIN is happy to share some milestones of entrepreneurs that we supported until 2021

## BURGREENS x GREEN REBEL

Burgeens with its subsidiary, Green Rebel, have launched their newest product. This year, they have collaborated with Starbucks Indonesia in debuting their first vegan sandwich in 460 locations in Indonesia.



## BINAR ACADEMY

Binar Academy, an edutech platform, received seed funding that was led by a Teja Ventures, with the participation of several investors such as the Savearth Fund, EduSpaze, the Indonesia Women Empowerment Fund, as well as several angel investors from ANGIN network.



## GANDENGTANGAN

Good news from Gandengtangan! This year they have obtained a business license from Otoritas Jasa Keuangan (OJK), the Indonesian Financial Service Authority which is a pivotal milestone to strengthen its mission to embrace MSMEs to rise from the pandemic and develop their businesses.



## EVO & CO

Evo & Co, Indonesia's leading group of brands that focuses on providing solutions to end plastic pollution secures an undisclosed amount of seed funding from ANGO Ventures, facilitated by ANGIN.



[contact@angin.id](mailto:contact@angin.id)

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Setiabudi Jakarta Selatan  
Indonesia

# APPENDIX



## INVESTOR MEMBER SUBSCRIPTION SERVICE

[contact@angin.id](mailto:contact@angin.id)



<https://www.angin.id/invest>

# OUR SOLUTIONS

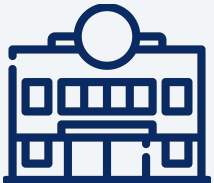
ANGIN is the **First** and **Largest** Indonesia-based Investment Platform supporting various clients with a unique service package. We connect investors with potential early stage companies

## WHO WE SERVE



### Individual

- Executive
- Entrepreneur
- Public Figure
- Other Wealthy Individual



### Institutional

- Venture Capital
- Venture Builder
- Family Foundation
- Accelerator & Incubator

## WHAT WE OFFER

### ANGIN Key Services



#### Transaction

You'll get the early information about curated deal sources, deep analysis, and also basic due diligence



#### Network

Have a chance to meet our fellow investors, our pipeline entrepreneurs and attending exclusive events.



#### Knowledge

Gain exclusive access to our database about market reports and research, and also key document templates for your investing journey

## SUBSCRIPTION FEE

# IDR 5 MIL / USD 360 PER YEAR

# ANGIN MEMBERSHIP SERVICES



## Transaction

### Main services (included in the membership)

#### Pipeline development

- Regular weekly investment opportunity sourcing
- In-house pitching session
- Tailored/dedicated investment opportunity sourcing (deep analysis)

#### Due diligence

- Investment opportunity initial screening
- ※ Light due-diligence ad-hoc advise

#### Deal Execution

- ※ Advise deal execution ad-hoc

#### Portfolio management

- ※ Post-investment ad-hoc portfolio support

### Additional charge (by client's request)

#### Pipeline development

- On-demand investment team

#### Due diligence

- Complete Due diligence
- On-demand investment team
- Enterprise valuation

#### Deal Execution

- On-demand investment team

#### Portfolio management

- Post-investment dedicated portfolio support

#### Business development

- Structuring new vehicles, SPV's



## Network

### Main services (included in the membership)

- Access to ANGIN network
- Exclusive invitations (events, workshops...)
- Speaking opportunities
- Engagement with entrepreneurs supported/invested by ANGIN

- ※ Access to strategic partners beyond network
- ※ Basic profile publication creation and dissemination

### Additional charge (by client's request)

- Access to potential LP's
- Talent recruitment
- Event management
- Elaborated profile publication creation & dissemination
- Speaking engagement support



## Knowledge

### Main services (included in the membership)

- In-house Knowledge center (ANGIN reports)
- Extensive knowledge center (ANGIN partner's publication)

- ※ ANGIN hotline (online consultation)
- ※ Access to ad-hoc basic market intelligence
- ※ Access to key document templates (transaction, contracts...)

### Additional charge (by client's request)

- Access to structured market intelligence