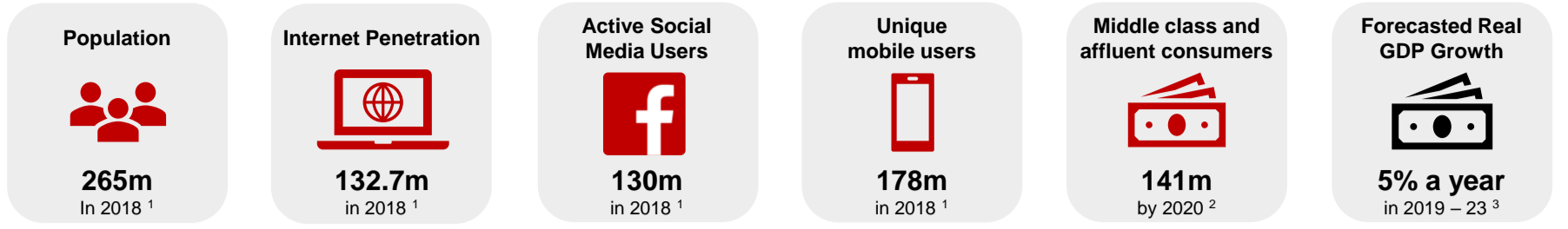
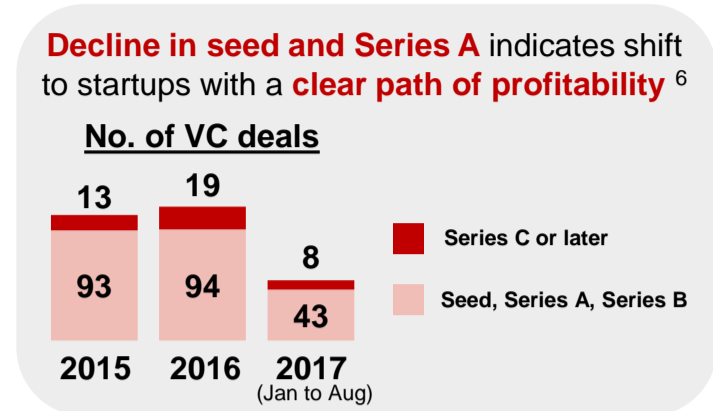
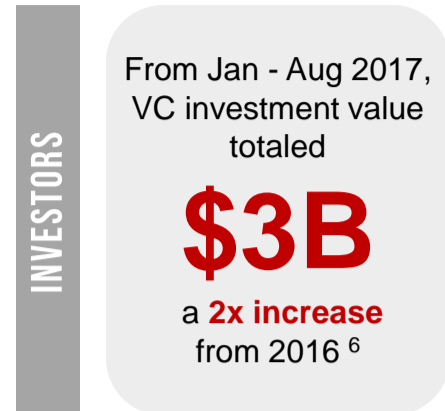
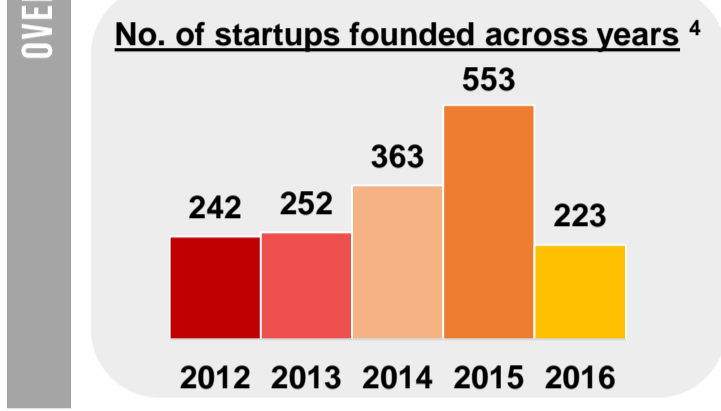


DEMOGRAPHICS - 4TH LARGEST CONSUMER MARKET



STARTUP ECOSYSTEM



OVERVIEW

INVESTORS

GOVERNMENT



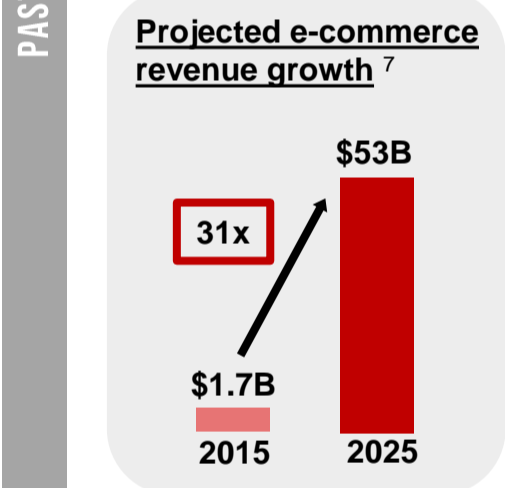
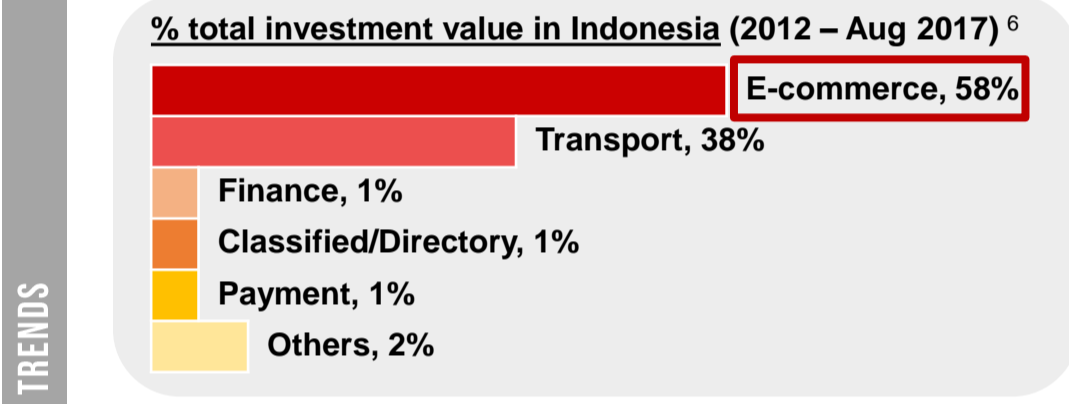
The Ministry for Cooperatives and SMEs
Regulates entrepreneurship and technology incubator development

Financial Services Authority of Indonesia
Regulations for fintech and IPO

Indonesian Investment Coordinating Board (BKPM)
Operation of Business Licensing Services and Administration of Online Single Submission (OSS)

INDUSTRIES OF INTEREST

E-commerce dominated the startup ecosystem in terms of **deal value and deal volume** and is set to grow by **31x** in the next few years



Fintech and Healthcare emerged as the top 2 investment categories for foreign and local investors ⁶



PAST TRENDS

VC OUTLOOK

GOVERNMENT FOCUS

Making Indonesia 4.0
Food and drink | Automotive | Textile | Electronics | Chemicals

1000 Startups Movement
Digital technology such as mobile application, website, IoT

Be-X by BEKRAF
Financial Services | Travel | E-commerce | Big Data | API | Cyber Security | IOT/M2M | Unified Communication & Collaboration

CHALLENGES IN UNLOCKING INDONESIA



- Geographically dispersed** with >17,000 islands, resulting in difficulties in scaling up
- Negative List** imposing restrictions on lines of businesses that foreigners can enter
- Lack of talent.** In 2017, only 10% of Indonesia's population is considered high skill compared to the 56% in Singapore ¹¹
- Ranked no. 72** on the 2018 World Bank rankings for ease of doing business as compared to Singapore which is ranked no. 2 ¹²
- In 2015, estimated **infrastructure gap** between Indonesia and other major emerging markets and developing economies was \$1.5 trillion ¹³

SUPPORT AVAILABLE

ACE has partnered with key stakeholders in the Indonesian startup ecosystem to facilitate overseas expansions.



Skystar Ventures is a **tech incubator** and co-working space founded by Universitas Multimedia Nusantara and one of the largest media groups, Kompas Gramedia Group. Gain access to the talents and the media network you need to scale your business. Tap onto Skystar Capital, an early stage VC fund, and expedite your growth.

COHIVE is an ecosystem that provides companies with enabling platforms and spaces for growth. With 27 locations across Indonesia, it is the **largest co-working space** in Indonesia. Get plug into the Indonesian startup ecosystem through COHIVE's ever-growing community and extensive partnerships with over 20 companies.

¹ Digital in 2018 in Southeast Asia, We Are Social & Hootsuite | ² BCG Center for Consumer and Customer Insight 2013 | ³ Country Report Indonesia December 2018 | ⁴ Indonesians are founding fewer startups now than five years ago 2017, TechInAsia | ⁵ ASEAN Startup Database 2018, e27.co | ⁶ Indonesia Venture Capital Outlook 2017, Google - A.T. Kearney | ⁷ e-Economy SEA 2018, Google - Temasek | ⁸ Global Findex 2017, World Bank | ⁹ Finance in Indonesia: Set for a new path?, KPMG 2017 | ¹⁰ The Report: Indonesia 2018, Oxford Business Group | ¹¹ The Global Human Capital Report 2017, World Economic Forum | ¹² Doing Business 2018, World Bank | ¹³ Closing the gap 2017, Indonesia Economic Quarterly

