



ANGIN
ANGEL INVESTMENT NETWORK INDONESIA

Presentation

About ANGIN

ANGIN is growing the Indonesian entrepreneurial ecosystem via its two main business lines

Business Lines

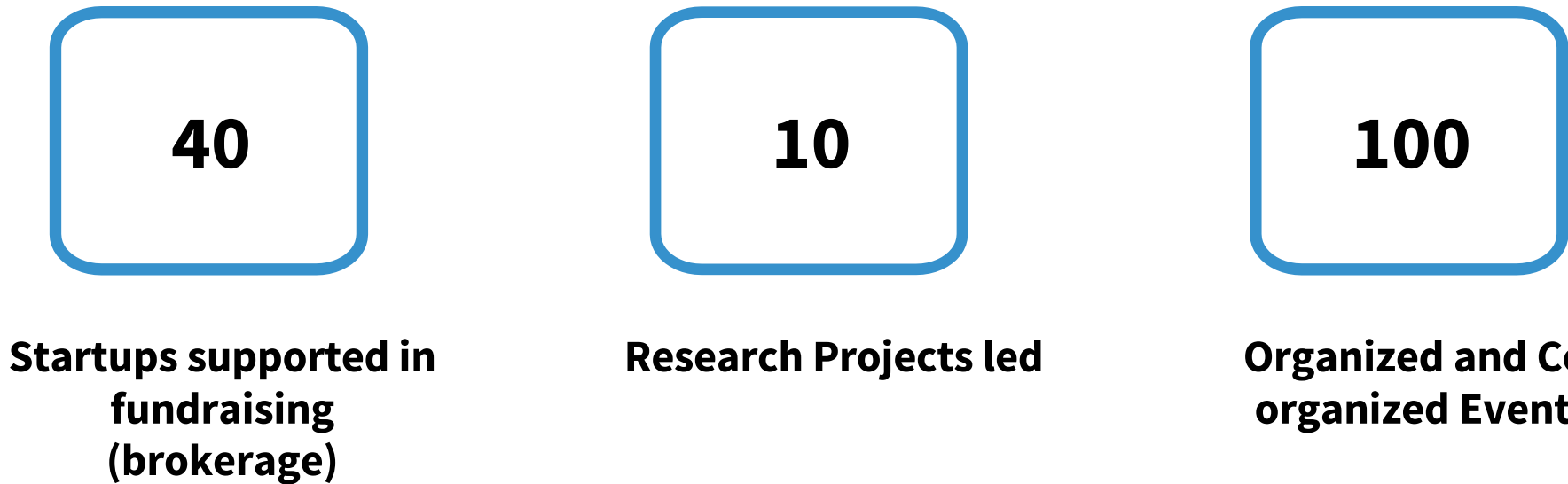
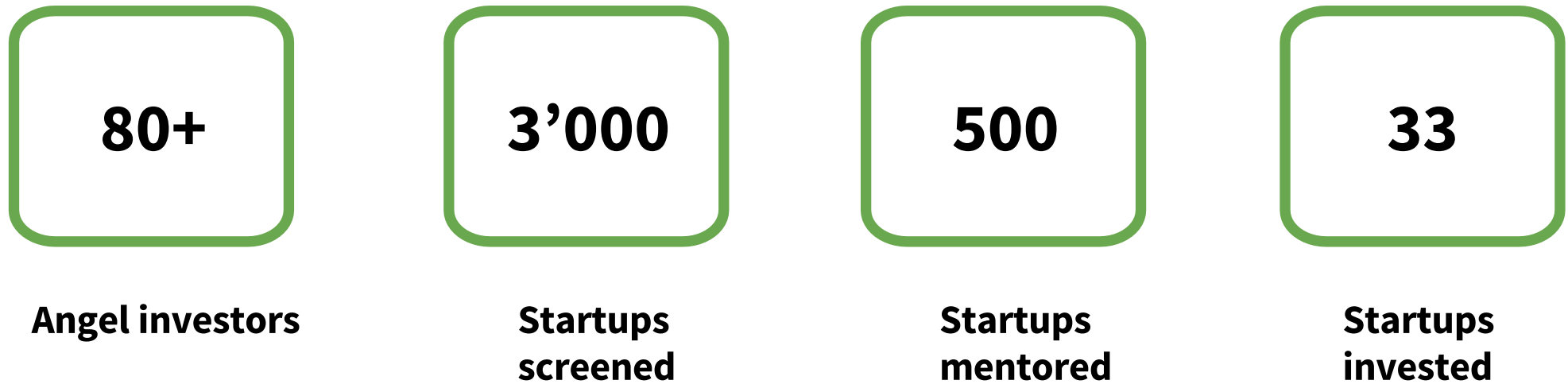
Investment Platform

ANGIN is the **largest network of Indonesian high-net worth individuals (Angel Investors)** committed to **invest and mentor** early stage companies/SMEs operating in Indonesia (technology and social enterprise). The network is led by a dedicated full-time team to service both investors and entrepreneurs along the fundraising journey.

Advisory Services

To grow the social and/or technology entrepreneurship ecosystem in Indonesia, ANGIN has developed its Advisory Services to service clients in understanding better the Indonesian ecosystem and solve operational challenges in achieving the SDGs. ANGIN has led several **research works, strategic consulting missions and events** for both domestic and international organizations.

Some Metrics



About ANGIN Investment

We act as a **bridge** to support both investors and entrepreneurs with **key services** along the fundraising journey



Angel
Investors



Entrepreneurs

Their Challenges

- No access to consistent quality deal flows
- Exposed too late to startups
- No dedicated time and expertise
- No support to assist in portfolio management

Support to Angel Investors

- Weekly curated deal flows
- Screening and due diligence
- Investment execution assistance
- Education and training
- Access to the entrepreneurial ecosystems (e.g. events) and market intelligence

Support to Entrepreneurs

- Pitching preparation
- Due diligence assistance
- Advises on transactional documentation
- Access to strategic investors
- Access to relevant networks

Their Challenges

- Low access to vetted investors
- Do not know investor expectations
- Low knowledge on the investment documentation and negotiation
- In search for more than money to support the business growth

Some of Our Angel Members

ANGIN is a **diverse group of investors**, from different industry background and with investment preferences



Shinta Kamdani
Sintesa Group



Harun Hajadi
Ciputra Group



Mari Elka
Former Minister



Ashraf Sinclair
500 Startups



Belinda Tanoto
Tanoto Foundation



Mee Kim
CEO Suite



Irvan Kolonas
Vasham



Andrew Vranjez
Amazon Web Services



Noni Purnomo
Bluebird Group



Randy Angkosubroto
Duta Anggada Realty



Metta Murdaya
Juara Skincare



Shaun Gozali
PT Sayap Mas Utama



Grace Tahir
Mayapada Hospital



Rajiv Lamba
Kadence Indonesia

Zoom on the impact investment landscape (supply)



The largest impact investment market in Southeast Asia

- USD 149m deployed (2007-2017)
- Over 58 social enterprises funded in a decade
- 24 active impact investors out of 52 eyeing Indonesia



Sector preference for impact investment

- Financial services (28%)
- Agriculture (28%)
- Workforce development (14%)
- Fisheries (7%)



Foreign capital domination

- 85% of deals done by foreign investors
- 7 out of the 24 have local presence
- Preference for debt by foreign investors (95% of debt investment done by foreign investors) due to regulation/risk



Mostly expecting a market return

Compared to other SEA countries, Impact investors active in Indonesia are mostly expecting risk-adjusted returns or market return

Some of the challenges to address



Reliance on foreign capital

- Most of the capital has been channeled from overseas
- Most of the local capital is still either mainstream capital, sovereign debt or purely philanthropy



Pipeline access and readiness

Investors express challenges to access social enterprises and do complain about the lack of business readiness to deploy their capital



Existence of several investment gaps

- Several sectors, industries, maturity stage, regions of operations are out of reach for investments
- Several social entrepreneurs still find it impossible to raise certain type capital



Lack of exits and realized returns

While the number of deals has grown, we still need to see success stories of exits to validate the impact investment thesis

Opportunities to grow Indonesia impact Investment



Mobilizing the Domestic Capital

Indonesian HNWI, diaspora, CSR programs, family foundations are starting to play a more significant role in financing social enterprises



Role of new capital providers to fund early stage deals

Traditional Impact investors are completed by other capital providers who are fueling capital to social enterprises (e.g. fintech, banks, corporates)



Growth of the SAO /enabling environment

Support to social entrepreneurs has tremendously grown since 2013 with the emergence of incubators, accelerators, mentoring programs, competitions



New investment implementations being discussed

Blended finance, first loss mechanism...several discussions are happening to find new ways to catalyze private and public sector capital in financing social enterprises.

Thank you for your attention
contact@angin.id