

The logo for the Asian Development Bank (ADB), consisting of the letters 'ADB' in a white serif font on a dark blue square background.

Asia Practice Showcase

Expert Practitioner Workshop and Korea Showcase
Seoul, Republic of Korea, 6 November 2023

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Issues / Challenges on our Radar

- **Non-existing or lacking ecosystem support,**
e.g. funding, facilities, advice, mentorship, etc.
- **Small markets, remoteness, regulatory barriers, etc.**
> innovators & startups struggle to fit a product-market fit, customers or financing to scale domestically
- **Absence or mismatch of funds for deep tech R&D**
> solutions or business models aren't breakthrough innovation
- **Lack of capacity at universities & research institutions**
> commercialization of IP not happening or unsuccessful
- **Underdeveloped startup / entrepreneurship culture**
- **Talent demand-supply mismatch:** brain/founder drain, technology transfer officers (TTO) at universities, etc.



Elements of a Conducive Startup Ecosystem

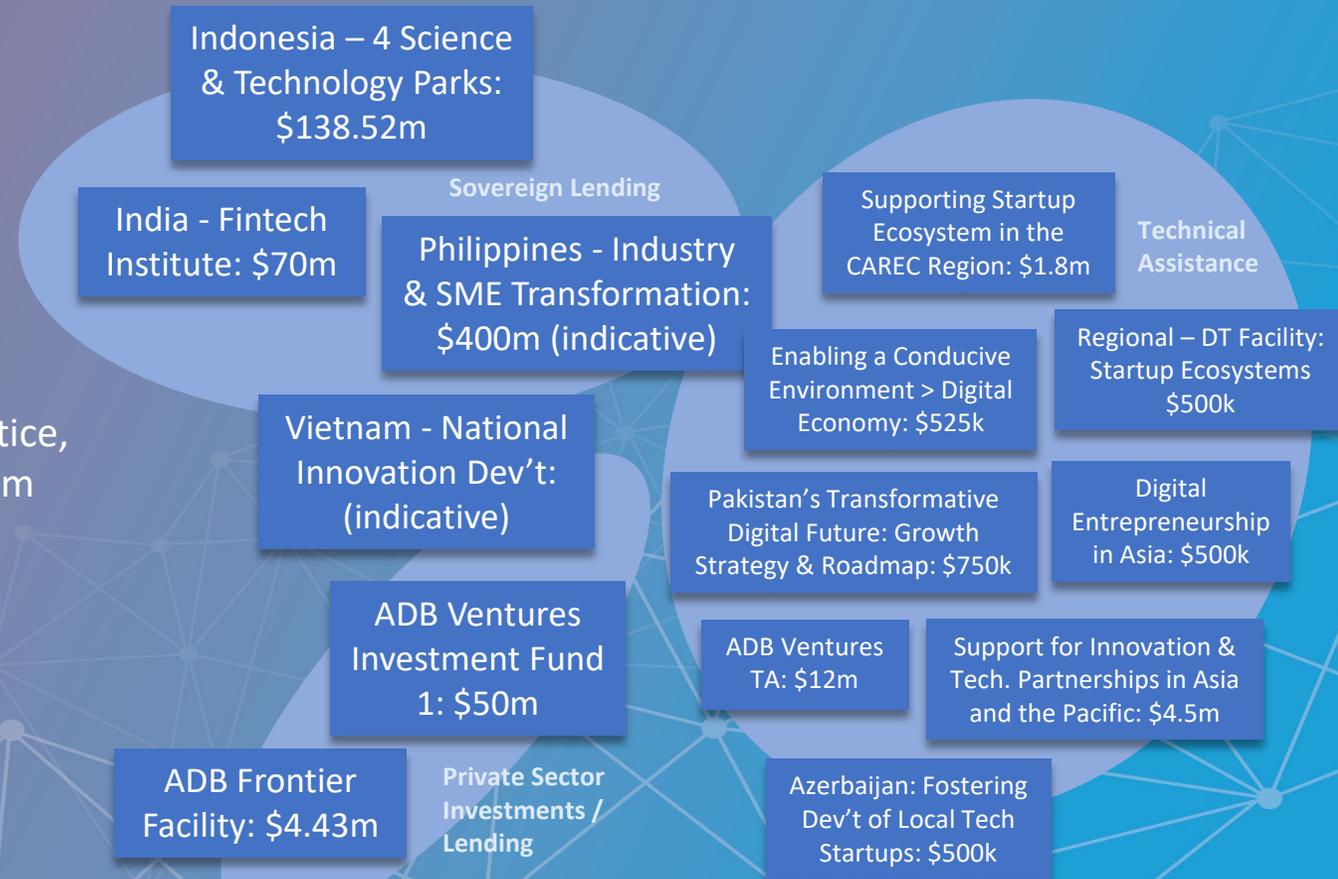
-  **Infrastructure / Facilities** (offices, labs, workshops, production, etc.)
-  **Training / Mentoring / Advisory** (legal, financial, ESG, IP, etc.)
-  **Networking** (local, national, global)
-  **Financing** (equity, seed, debt)
-  **Subsidies** (matching funds raised, grants, tax breaks, etc.)
-  **Business opportunities** (procurement windows, corporate partnership, etc.)
-  **Talent development**
-  **Policy & other factors of an enabling environment**

Roles for Government / Public Sector Institutions

- ... investing (fund of funds, other vehicles)
- ... funding (innovation & research grants, prizes & subsidies)
- ... promoting (accreditation, event features, etc.)
- ... buying (public procurement)
- ... supplying (skilled talents, data & information, etc.)
- ... enabling (office space, digital infrastructure, regulations, sandbox schemes, talent visas, tax breaks, incubation, acceleration, legal and other advisory services)

ADB Activities

- **Emerging Portfolio** (Sovereign and Non-Sovereign) with pathbreaking initiatives, such as the *ADB Ventures* or *ADB Frontier* facilities or *PRIME STeP* (Indonesia)
- **Regional Hot Spots:** Southeast and Central West Asia
- **Distributed responsibilities:** Informal Community of Practice, *PSD* and *Office of Markets Development & PPP* -> upstream
- **Direct Engagements** with startups as an investor, partner and client.





ADB Knowledge Products

- Popular topic for Technical Assistance & Research (country and regional studies, diagnostics, CLIMATIC video series, capacity development and policy support)
- Workshops for Knowledge Sharing and Partnership Development (incl. at Digital x ADB, ATxSummit Singapore, Expert-Practitioner Workshop & Korean Showcase, etc.)
- Innovation Challenge platform to source ready solutions and innovative approaches.



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