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# Global Trends and Developments

Expert-Practitioner Workshop and Indonesia Showcase  
Jakarta, 9 September 2024

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# SELAMAT DATANG

in Jakarta...

--- ranked 27<sup>th</sup> globally (StartupBlink)

--- ranked 9<sup>th</sup> (StartupBlink) and 12<sup>th</sup> (Startup Genome) in Asia, produced 10 unicorns in the last 10 years

--- ranked 6<sup>th</sup> among Emerging Ecosystems (Startup Genome)

In Bandung

--- Bandung stands at 8<sup>th</sup> in Asia and 249<sup>th</sup> globally, climbing 137 spots (StartupBlink)

in Indonesia...









--- ranked 36<sup>th</sup> globally (StartupBlink), an increase of 5 spots

# 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 patient capital for deep tech R&D**  
> solutions or business models tend to not be breakthrough innovations, but replicate/adapt solutions from advanced economies
- **Lack of capacity at universities & research institutions**  
> commercialization of IP not happening or unsuccessful
- **Underdeveloped startup / entrepreneurship culture**  
> talents prefer salaried employment over pursuing business ideas
- **Talent demand-supply mismatch:** brain/founder drain, technology transfer officers (TTO) at universities, etc.



## Elements of a Conducive Startup Ecosystem

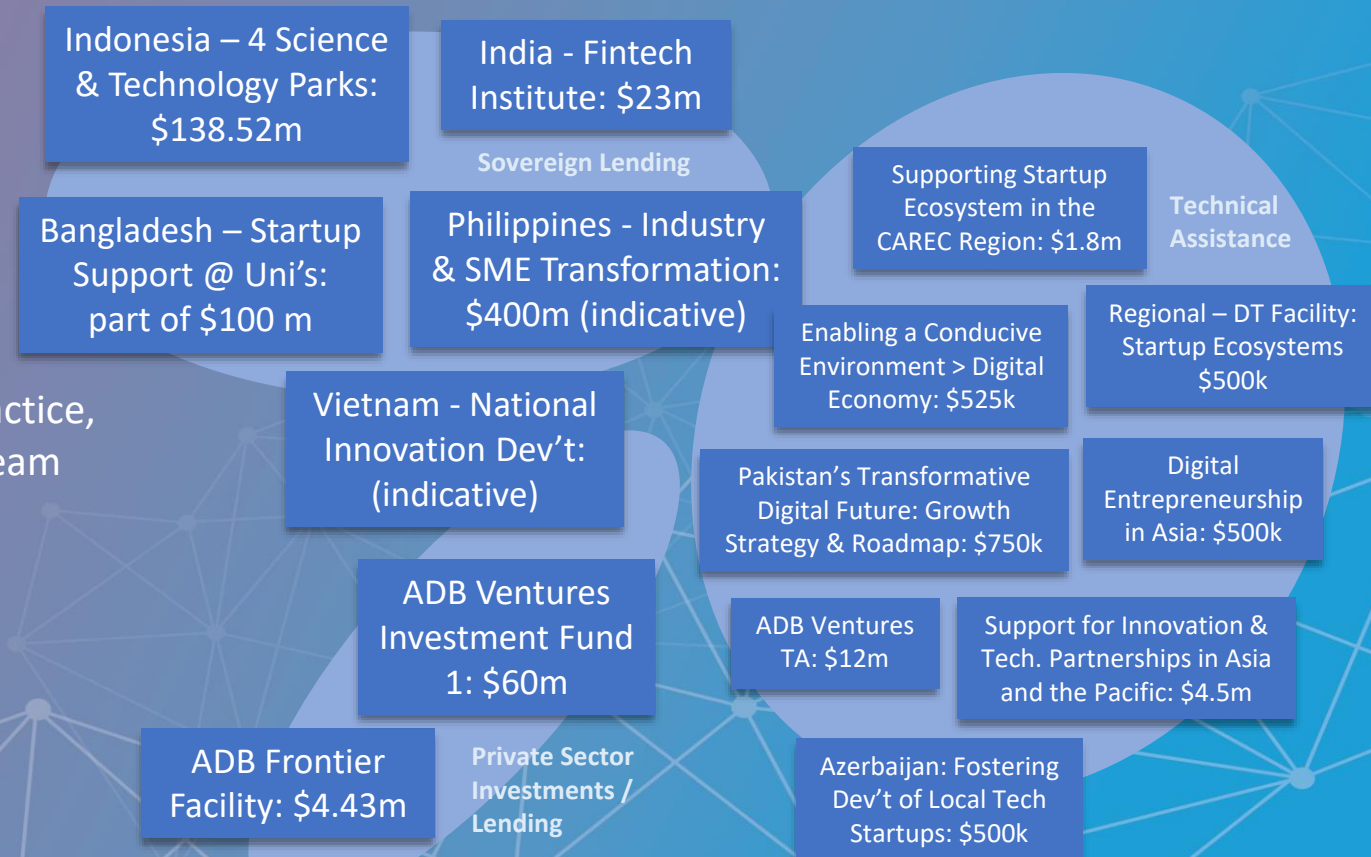
-  **Infrastructure / Facilities** (offices, labs, workshops, production, etc.)
-  **Training / Mentoring / Advisory** (legal, financial, ESG, IP, etc.)
-  **Networking** (local, national, global)
-  **Financing** (equity, seed, debt)
-  **Subsidies** (matching funds raised, research grants, tax breaks, etc.)
-  **Business opportunities** (dedicated procurement windows, corporate partnership, etc.)
-  **Talent development** (incl. innovation curriculum, diverse skills, agile curricula, life-long learning)
-  **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)

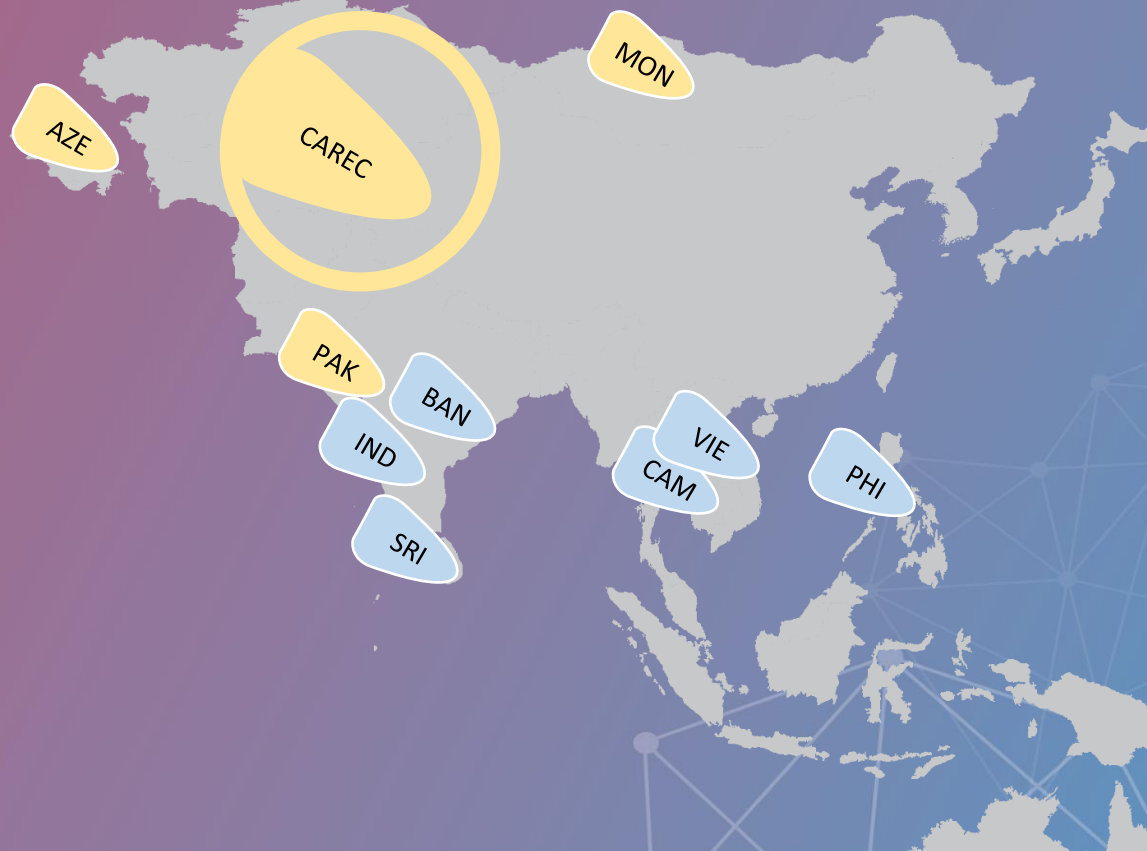
# ADB Activities

- **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.

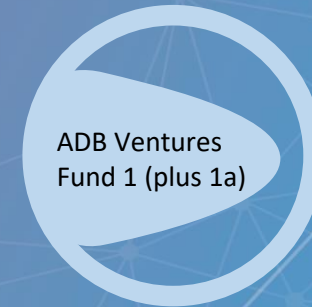




# TAs and Project (incl. pipeline)



## Regional



# Portfolio

INO



- Promoting Research and Innovation through Modern and Efficient Science and Technology Parks (PRIME STEP)

Education Sector / Ministry of Education, Culture, Research and Technology  
132.52 m USD Sovereign Loan (OCR)

BAN



- Improving Computer and Software Engineering Tertiary Education Project

Education Sector / Ministry of Education // 100 m USD Sovereign Loan (Concessional, OCR)

IND



- Promoting Research & Innovation through Dev't of Fintech Institute at GIFT

Public Sector Mgmt Sector / Urban Dev't and Housing Dept., Gujarat State  
23 m USD Sovereign Loan (OCR)

All



- ADB Ventures Financing Partnership Facility – Fund 1

Private Sector Operations  
60 m USD Investment Fund (Multi-Donor Trust Fund)

Networks

Training

Equipment

Skills Dev't

Buildings

Equity

Seed Grants



# Pipeline

PHI

- Promoting Research and Innovation to Strengthen Transformation of Industries and Enterprises (PRISTINE)  
Education Sector / Department of Trade and Industry  
400 m USD Sovereign Loan

All

- ADB Ventures Financing Partnership Facility – Fund 1a  
Private Sector Operations  
50 m USD Investment Fund (Multi-Donor Trust Fund)

CAM

THA

AZE

GEO

KAZ

UZB

Early Stage Startups  
Universities, Research & Training Institutes  
Government Institutions

Networks

Training

Equipment

Skills Dev't

Buildings

Equity

Seed Grants

# ADB Service Lines

- **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.





# Knowledge Sharing 2024



## *Universities as Enablers of Vibrant Startup Ecosystems*

Republic of Korea, 26-29 February 2024

Targeted exposure and ideation workshop for delegates from Azerbaijan, Georgia, Kazakhstan, and Uzbekistan. Financed by 3 TAs, in collaboration with ADI.

Delegates from Universities (current TA partners and potential future clients) and Ministries responsible.



## *Expert-Practitioner Workshop and Indonesia Showcase*

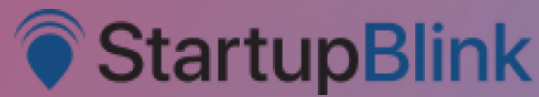
Indonesia, 9-13 September 2024

Continuation of work on joint activities with counterparts from 10 DMCs  
Ecosystem exposure





# Partnerships & Clients



astana hub



UNIVERSITAS INDONESIA





# Trends and Developments



## 2023 Global Startup Ecosystem Report (Startup Genome)

### Key points about startup ecosystems in Asia

[[Singapore](#)] Recognized for its strong ecosystem value and supportive government policies. It remains a top destination for tech startups and investors.

[[People's Republic of China](#)] Chinese ecosystems, including Beijing and Shanghai, have seen some downward shifts in their rankings. Despite these changes, they continue to be significant players in the global startup scene.

[[India](#)] Bengaluru-Karnataka is a major tech hub, maintaining its position among the top global ecosystems. Known for its vibrant tech community and strong talent pool.

[[Emerging Markets](#)] Countries like Vietnam and the Philippines are gaining traction, focusing on sectors such as agriculture, health tech, and climate change solutions. Indonesia's ecosystem is recognized for its rapid growth and significant potential. The country has seen a surge in tech startups, particularly in sectors like agriculture, the green economy, health, and education.

[[Funding and Growth](#)] While there is considerable variation, 2023 saw a noticeable increase in venture capital funding and support from accelerators and incubators across the region, which is helping to drive innovation and growth.

	Day 1 (9 September)	Day 2 (10 September)	Day 3 (11 September)	Day 4 (12 September)	Day 5 (13 September)
	Framing, Knowledge Sharing by Experts and Visiting Delegations	Ecosystem Development, Innovation and Entrepreneurship Support	Startup Financing	University-based Entrepreneurship Support, and Startup Incubation	Wrap-up workshops
AM	Opening & Overview	Introduction to the Indonesian's Digital Economy and Startup Ecosystem	Fostering the Emergence of an Angel Investment and Venture Capital Ecosystem	Incubation, Acceleration and Other Support Services	Ideation Parallel Group Work
	Global Trends and Practices				
	Tech Startup Ecosystem Showcase (1)	Key ecosystem actors and their distinctive roles		Summary and Closing	
	Round of Introductions				<i>Departure of DMC Participants</i>
PM	Tech Startup Ecosystem Showcase (2)	Parallel Group Sessions	<i>Transfer to Bandung</i>	Global Practice Showcase: the IDB Lab	ADB Internal Workshop (ADB Staff)
	Sharing by Visiting Delegations	Deep Dive on Financing	Showcase: Startup Incubation & Enablement at the Institut Teknologi Bandung (ITB)	Reflection	
	Fireside Chat & Dinner: Startup Champions	Deep Dive on Talents, Skills & Education	<i>Transfer to Jakarta</i>		
		Deep Dive on Open Innovation			

The ADB logo consists of the letters 'ADB' in a white, serif font, centered within a dark blue square.

ADB



# Tech Startup Ecosystem Showcase

Expert-Practitioner Workshop and Indonesia Showcase  
Jakarta, 9 September 2024



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