# Breaking Barriers, Building Bridges

**Corporate Venture Capital in the Philippines** 

Stanford University, 17 May 2016
Kickstart Ventures, Inc.

@Padme001

## STARTUP ECOSYSTEM



Early days, early ways.

Founders: many 1st-time entrepreneurs. Expats + repats.

Investors: many angels, few institutional.

Some international investment firms.

Digital is a new emerging focus.

Public Sector: supportive, conventional.

Support network: co-working spaces; incubators / accelerators; event organisers; mentors; specialist media.



- Fledgling ecosystem built on engineering and creative services industries; with product and commercial capabilities still developing.
- Sizeable domestic market: English-speaking; tuned in to US consumer trends.
- Investing: financial + social impact objectives.

### **KICKSTART**

### **Corporate Venture Capital**

Wholly-owned subsidiary of Globe Telecom affiliated with Singtel & Ayala Corporation

#### FINANCIAL INVESTMENT

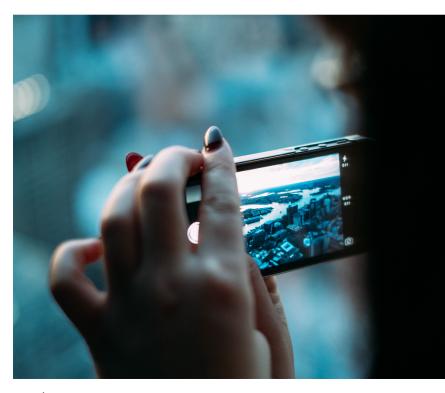
- SEED to SERIES "C"
- \$50,000 to \$5,000,000
- Equity (minority stake)

#### STRATEGIC INNOVATION

- Data, Spectrum, Energy
- Digital software, platforms
- FinTech, HealthTech, EduTech

#### **ECOSYSTEM DEVELOPMENT**

- Advisors, Mentors, Coaches
  - Business introductions
    - #RaidTheFridge



\$55Million in two funds. Four years. 25 investments, in 3 countries. 59 founders. 13 mentors. 43 community events.

### KEY DEVELOPMENTS

Critical Public Policy improvements being discussed

Business Registration - simplified from 16 steps / 29 days to 6 steps/8 days (2015). 92% Local Government Unit compliance at end-2015. Target: 3 steps / 3 days.

Startup Bill being crafted (2016).



### THANK YOU!

Kickstart Ventures, Inc. www.kickstart.ph kickstartPH