

# **Breaking Barriers, Building Bridges**

**Corporate Venture Capital in the Philippines**

**Stanford University, 17 May 2016**

**Kickstart Ventures, Inc.**

**@Padme001**

# STARTUP ECOSYSTEM

## A Philippine perspective

Early days, early ways.



- **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.

**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.

# 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](http://www.kickstart.ph)

kickstartPH  

**@Padme001**