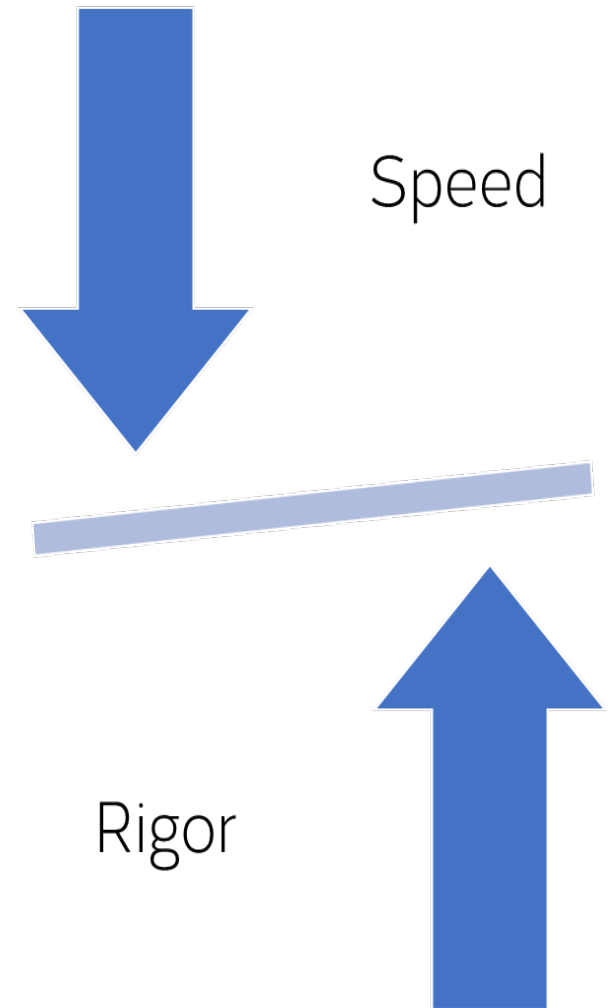


why we're messed up

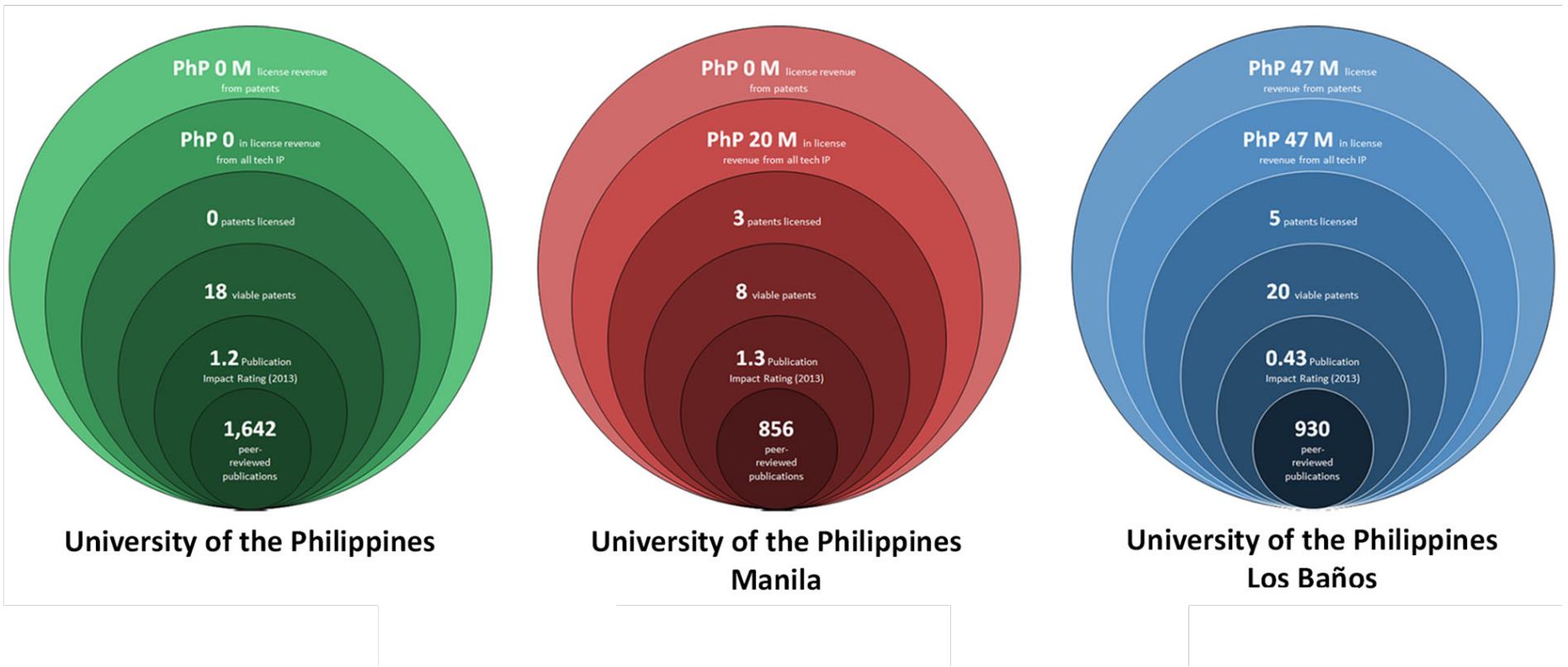
- 1 Our ecosystem is like our geography
- 2 Our people are teenagers
- 3 Like most of the developing world, our innovation is like teenage sex

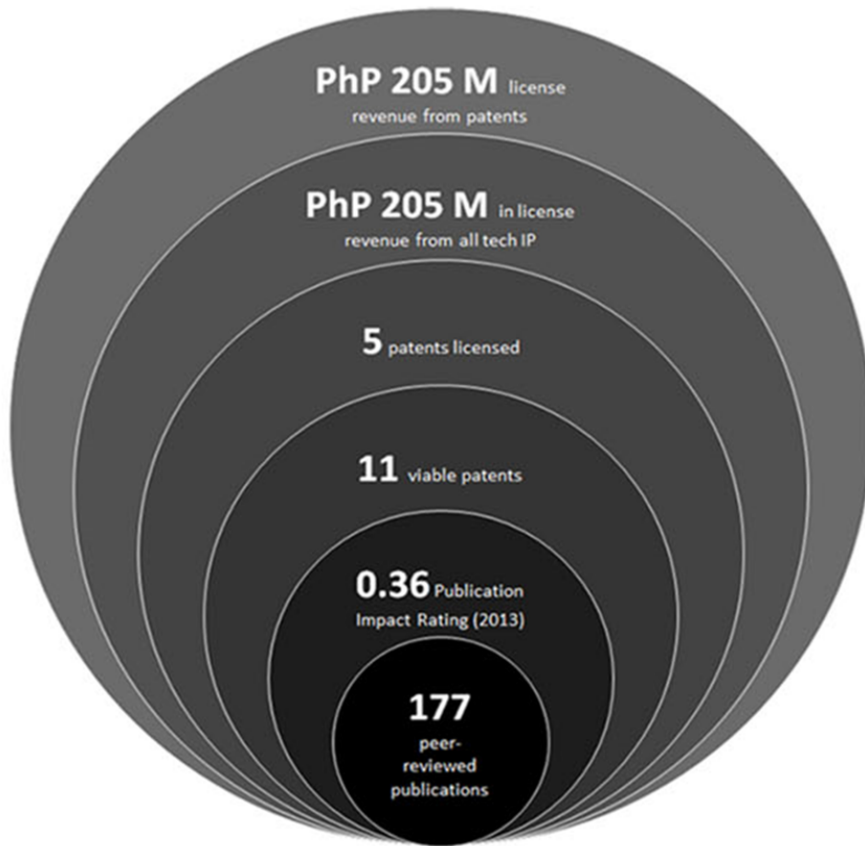


academia



State University R&D is not "rippling" out to the public





University of San Carlos

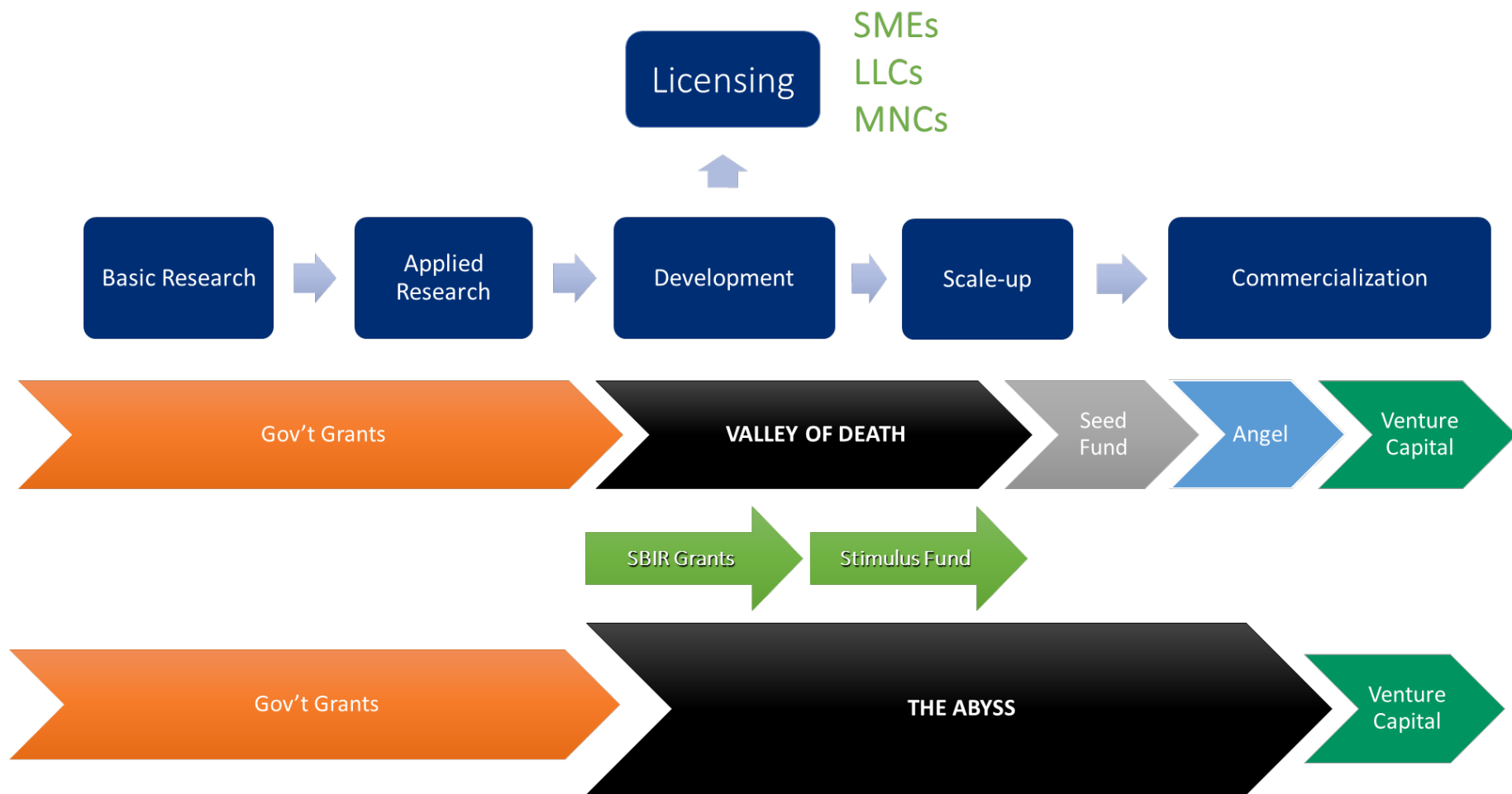


filipino scientists

- 1 Are asked to do 300,000 things “all at a time”
- 2 Are strangled by a thicket of archaic laws and policies
- 3 Top 6 universities operate with only 20% R&D budget of ASEAN neighbors



investors



filipino angel investors

- 1 Usually OMGs (old mainstream guys) or COOs (child of owner)
- 2 Myopia causes bias to debt vs equity
- 3 Need an Archangel Network and a couple of cherubs

filipino VCs

- 1 Have to deal with LPs who are OMGs
- 2 No dealflow from the valley / abyss
- 3 Need an Archangel Network and a couple of cherubs

entrepreneurs



Total Early Stage Entrep Activity (TEA)

% population who started a business in the last 10 months

Philippines = 17.2%

compare with

ASEAN = 13%

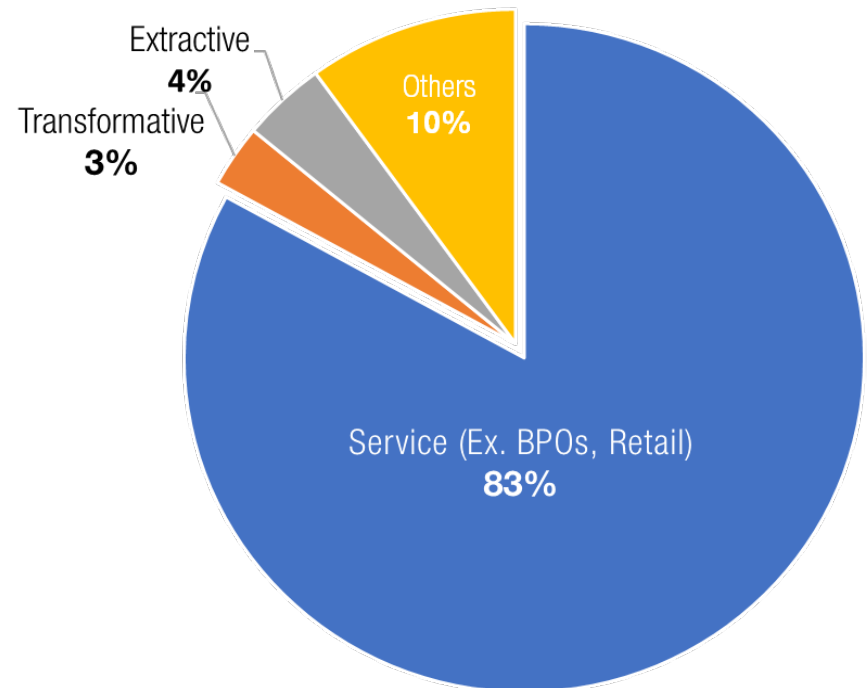
Business Discontinuance Rate

More than 1/10th of working age adults who started a business, discontinued in 2014. **For every 10 startups and "scale-ups", 7 business die.**

Philippines = 12.6%

- Poor profitability
- Lack of access to capital **(1/3 of exits in 2015)** compare with

ASEAN = 4.8%



Philippine Startups
by Sector

100

Software and Mobile App

15

Life Science

74

Social Enterprises

\$7.4M

largest investment closed
(U-Hop)

\$4.32 M

largest investment closed
(GEMS)



Cebu was named one of 6 top alternatives to Silicon Valley by Entrepreneur Magazine (US)

Tech Founder



Academic Founder



corporations





government