



MINISTRY OF COMMUNICATION AND INFORMATION TECHNOLOGY
REPUBLIC OF INDONESIA

RUN - DOWN OF SCHEDULES

INDONESIA-JAPAN DIGITAL NEXICORN MEET UP EVENT

(Match Making Meeting between Indonesian Startups with Japan Leading Investor)

Date: September 12th 2017; 08:00- 20:00

Venue: Ayana Midplaza Hotel

Jakarta, Indonesia

Session 1: Dialogue With Indonesian Most Investable Startups

List of Invitees

Ministry of Communication and Information Technology of the Republic of Indonesia

1. Mr. Rudiantara- Minister of Communication and Information Technology
2. Ms. Lis Sutjiati, Special Staff to The Minister
3. Team Digital Economy Ministry of ICT

Team for Assistance of Strategic Initiative Digital Economy of Indonesia

1. David Rimbo, Ernst & Young Indonesia
2. Rambun Tjajo, TJAJO & Partners
3. Daniel Tumiwa
4. Rudy Ramawy
5. William Tanuwijaya
6. Donald Wihardja
7. Italo Gani
8. Nadiem Makarim
9. Andy Sjarif

Japan External Trade Organization (JETRO)

1. Mr. Kasugahara
2. Mr. Kameda
3. Ms. Risna

Indonesian Startups:

Indonesian Startups
(*> 30 participating startups*)

Coordinating Ministry of Economic Affairs:

Mr. Rudy Salahudin

Japan Investors (Confirmed):

1. CyberAgent Ventures Inc.
2. Mitsui & co
3. SBI Investment
4. Sumitomo Corp
5. Marubeni Corporation
6. ITOCHU Technology Ventures, Inc
7. Spiral Venture Asia
8. Mitsubishi Corp
9. GnB Accelerator
10. Angel Investor Network
11. Kanematsu Trading
12. Incubate Fund

Objectives: To demonstrate strong startup investment potential in Indonesia by showcasing growth stage startups to leading Japanese investors and sharing insights from Minister Rudiantara and leaders of Indonesia's startup ecosystem. This event will achieve high-level engagement between Indonesia's most investable and participating investors with 1-on-1 meetings facilitated by JETRO and the Team for Assistance of Strategic Initiative Digital Economy of Indonesia.

Key agenda:

- First hand insight into Indonesia's current strategic and regulatory framework
- Exclusive insight into Indonesia's investment landscape from industry leaders
- Q&A with Indonesia's founders of proven unicorns (Tokopedia and Gojek)
- Understanding of investor appetite / startup desired attributes
- Curated demo sessions of Indonesia's most investable
- Facilitation of 1-on-1 meetings with startups directly after event



Time	Breakdown	Agenda	Remarks
07:45 – 09:15	Registration + Coffee Break		
09:15 – 09:20	Opening Remarks 5' : Introduction by Mr. Daniel Tumiwa	<ul style="list-style-type: none"> • Welcoming the audience from all sources. • Explaining the agenda of the next day session: Who are delivering what. • Explaining the objective and the expected outcomes of this 1day session. • Brief explanation on meet up session. 	
09:20 – 09:25	5' Note from President of Jetro, Mr. Daiki Kasugahara		
09:25 – 09:30	5' Note from Head of or Representative of Prominent Japanese VC, Mr. Steven Vanada	<ul style="list-style-type: none"> • To introduce the progress of the Japanese VCs • To represent prominent VCs who are coming • Who they are (mention the big names that are coming and sell themselves, what they are looking for, and how they appreciate this arrangement). • And why the start up should be interested to meet with these VCs. 	
09:30 – 09:55	25' Key Note Speech Address by Minister of ICT, H.E. Rudiantara	<ul style="list-style-type: none"> • The session is to be formally opened by the Minister of Communication and Information Technology • Ministerial Key Note to highlight GOI's commitment and support on tech industry 	<ul style="list-style-type: none"> • Why Indonesia and Why Now • High-level articulation of the current strategic & regulatory framework as being considered by GOI in order to induce further growth in the Digital Economy sector in Indonesia • Recent development of many FDI inclusive gov policies: support and incentives
09:55 – 10:10	15' Brief overview of Indonesia e-Commerce Roadmap by Mr. Rudy Salahuddin, Deputy Minister for Creative Economy, Entrepreneurship, And Cooperative & SMEs Competitiveness, Coordinating Ministry For Economic Affairs, The Republic of Indonesia.	<ul style="list-style-type: none"> • Brief of Indonesia e- Commerce Roadmap 	<ul style="list-style-type: none"> • Timeline of initiatives • 1 or 2 slides only
10:10 – 10:20	10' Brief overview of Indonesia Digital Economy Attractiveness , emphasizing on Indonesia Digital Ecosystem Players Overview by Mr. Rudy Ramawy, MCIT Assistance Team for Indonesia Digital Economy Strategic Initiative	<ul style="list-style-type: none"> • Depicting the local landscape: the opportunities, the players, the business models, the growth • The challenges and the dynamic of Indonesia digital economy sector. 	

Time	Breakdown	Agenda	Remarks
10:20 – 10:35	15' Indo Unicorn Success Stories: Tokopedia, worth valuation of USD 1 Billion, Mr. William Tanuwijaya, Co-Founder, CEO of Tokopedia	<ul style="list-style-type: none"> The journey of their success story from the idea to what they are right now. Their opportunity, challenges (particularly in raising fund) and key success factor + list of prominent global investors they have as of now. How they think about the investment climate (then and now) including the market dynamic of Indonesia's startup sector in comparison to those in region or globally. 	
10:35 – 10:50	15' Indo Unicorn Success Stories: Gojek worth valuation of USD 3 Billion, Mr. Antoine de Carbonnel, Chief Commercial Officer of GO-JEK	<ul style="list-style-type: none"> Same as above 	
10:50 – 11:10	20' Interactive Dialogue with MCIT Minister, H.E. Rudiantara, Mr. William Tanuwijaya, Co-Founder, CEO of Tokopedia, and Mr. Antoine de Carbonnel, Chief Commercial Officer of GO-JEK & Moderated by Mr. Daniel Tumiwa		<ul style="list-style-type: none"> Talkshow Format List of questions (kasih ke Pak Daniel Tumiwa) Tanya ke pihak Jepang pertanyaan yang bisa merepresentasikan keingintahuan para investor Jepang Tanya ke grup Nexicorn pertanyaannya apa saja
11:10 – 11:25	15' The Indonesia NextUnicorn Program by Managing Partner EY Indonesia, Mr. David Rimbo	<ul style="list-style-type: none"> Talking about the concept of NextICorn Initiative; How this program moving forward in collaboration with Japanese VCs; Emphasizing the privilege benefit of international investor in NexICorn program. 	
11:25 – 11:35	10' Introducing the Japanese Attending VC/Investors. By Amvesindo, Mr. Donald Wihardja	<ul style="list-style-type: none"> Brief introduction of the profiling of each attending VCs/Investors 	<ul style="list-style-type: none"> Tandem with MC/translator from JETRO
11:35 – 12:35	60' One min Pitching Session of each participating Startups. Introduced by Amvesindo, Ridzki Syahputera	<ul style="list-style-type: none"> Brief introduction of all participating startup based on their short profiling. 1-minute elevator pitching group by SU maturity states. 	<ul style="list-style-type: none"> Participating startups will be categorized by Pak Donald Wihardja, Pak David Rimbo and Pak Rudy Ramawy based on the maturity of the startups. Make sure that startups mention their business model sector (fintech, agritech, etc) first when doing their pitching.



Time	Breakdown	Agenda	Remarks
12:35 – 12:45	10' Meet Up mechanism briefing session. By Amvesindo, Ridzki Syahputera	<ul style="list-style-type: none"> Brief explanation on meetup mechanism. Priority give to those who have done prebooking. But, if the investors want additional meeting slot, they can register during lunch break. 	<ul style="list-style-type: none"> A bit of this should be mention by Pak Daniel Tumiwa in the beginning of the event
12:45 – 13:00	15' Press Conference, by H.E. Rudiantara (TBC), Mr. Daiki Kasugahara (JETRO), William Tanuwijaya, Rudy Ramawy, and David Rimbo (MCIT Assistance Team for Indonesia Digital Economy Strategic Initiative)		
13:00 – 14:00	60' Lunch Break + Additional registration for 1-on-1 meet up session	<ul style="list-style-type: none"> Registration of investors who have not pre-booked 1-on-1 meet up session 	
14:00 – 20:00	1-on-1 Meet Up Session + Working Coffee Break	<ul style="list-style-type: none"> Private session startups and investor 	<ul style="list-style-type: none"> Should have a record from each meet up. EY or Amvesindo can assign people to provide assistance for each meet up.
19:00 – 20:00	Dinner		

