



MANILA

INSTITUTIONAL SETTING

2010

**NO STARTUP ECOSYSTEM
FRAGMENTED COMMUNITY
STRONG TALENT BASE
ROOFCAMP**

2011

**STARTUP WEEKEND
EMERGENCE OF STARTUPS
MAINSTREAM AWARENESS
COMMUNITY GROWTH
NO SEED LEVEL FUNDS
POOR GOV. POLICIES**

STARTING POINT 2012

**NO STARTUP EDUCATION
NO SOURCE OF SEED FUNDING
TRADITIONAL MINDSET
RISK AVERSION
NO GOVERNMENT SUPPORT**



APPROACH :ACCELERATION

SEED INVESTMENT US\$30,000

6 STARTUPS PER CLASS

LEAN STARTUP (STARTUP SCIENCE)

BUSINESS WORKSHOPS

MENTORSHIP (LOCAL + FOREIGN)

THE PITCH & THE TERM SHEET

COMMUNITY DEVELOPMENT

MEDIA MILEAGE



OUTPUTS :2014

10 STARTUPS

2nd ROUND INVESTMENTS ~ \$8M VALUATION

REGIONAL PLAYING FIELD

SMARTER FOUNDERS

GOVERNMENT TAKES NOTICE

GROWING COMMUNITY & CULTURE



LESSONS

**OUTDATED REGULATORY FRAMEWORK
POOR UNIVERSITY SYSTEM
WE HAVE GOOD ENGINEERS
POOR MANAGEMENT TALENT
POOR INNOVATION BASE**



FOLLOW UP

**REGIONAL EXPERIENCE (ASEAN)
WHERE TO FIND TALENT?
GRASS ROOTS DEVELOPMENT
HOW TO SPARK INNOVATION?**

