Whitebook
A Special Event Hosted by The Indonesian G20 Presidency

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This document was created for the purpose of the Post-Event of G20 Digital Innovation Network year of 2022.

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As countries around the world face the rise of increasingly complex and interconnected global challenges, multilateral responses and collaboration amongst international innovation ecosystems become imperative. The COVID-19 pandemic and the road to recovery have put the crucial elements of technology, digitalisation and innovation as part of the Indonesian G20 Presidency’s efforts for sustainable and inclusive growth and recovery. Under the G20 Indonesia Digital Economy Working Group (DEWG), the G20 Digital Innovation Network (DIN) 2022 was created to foster collaboration amongst global innovation builders and drivers including startups, venture capitals, and corporations.

This white book captures insight, discussion and innovative ideas that emerged during the G20 DIN event. Learning from policy and business leaders, the report highlights some of the strategies, major opportunities and challenges of the tech industry from the lenses of sustainable business, investment outlook, and lessons-learned by unicorns during the pandemic. The rise of the digital economy as a theme of G20 DIN has put priority issues in the following sector: 1) healthcare; 2) green and renewable energy; 3) education technology; 4) financial inclusivity; 5) supply chain. For each sector, startups across G20 countries showcase their latest innovative ideas and solutions to tackle problems in the respective areas. In addition, the white book presents market insight containing an overview, potential and future predictions for the five focus areas.

The G20 DIN white book is hoped to be a continued legacy for the next G20 Presidency in 2023.
Progress Report of Award Winners from the Previous Edition

Startup Pitching Winners

The G20 Digital Innovation Network and Its Legacy: Past, Present, and Future

List of Startups, VCs, Corporates and Institutions from Participating Countries

Startups Compendium
The G20 Digital Innovation Network 2022

Message from Indonesian G20 Presidency

We all have witnessed how digital innovation plays an important role in responding to the global COVID-19 pandemic and expediting post-pandemic recovery particularly in supporting microbusinesses and startups.

By 2030, it is predicted that 70 percent of new value creation in the economy will be based on digitally enabled business models, showing how digital innovation has and will continue to play a crucial role in driving future economies.

Taking into relevance, the culmination of the Digital Economy Working Group (DEWG) Meetings of Indonesian G20 Presidency has put the utmost importance to the growth of national and international startup ecosystems, in which the role of digital innovation has been thoroughly supported upon by the G20 members.

This particular topic is highlighted on 1st DEWG Priority Issue: Connectivity and Post-COVID 19 Recovery, where resilient and high-quality connectivity has been recognized as the fundamental element in facilitating an inclusive, people-centric, and empowering digital economy that bolsters the innovation of startups.

We are cognizant that the maintenance of well-functioning digital economies needs to be supported by a sustainable and secure digital infrastructure to provide affordable and accessible digital public services that would advance innovation growth.

We are now taking a good look at how the Indonesian digital economy has continued to flourish. In 2021, the value of Indonesia’s digital economy has reached 70 billion US dollar and grow up to 315.5 billion US dollar in 2030 which presents a stellar potential for Indonesia’s future economy. Such potential is not drawn without a strong foundation of Indonesia’s ability to record high-performing homegrown startups.
From then on, Indonesia has managed to contribute a total of 2 decacorns and 14 unicorns recorded by Indonesian tech companies within the past 5 years.

The vast potential of Indonesian digital economy motivates the Indonesian G20 presidency to champion the G20 Digital Innovation Network (DIN) as a side event to the series of Digital Economy Working Group (DEWG) meetings, promoting the theme of “The Rise of Digital Economy: Post-Pandemic Recovery and Beyond”

We believe the organization of G20 DIN will be an important catalyst for digital economic growth, through enriching collaborations between startups, venture capitals, and corporations at national and international scale.

Let us together continue to strengthen our synergies, realizing an inclusive, empowering, and sustainable global recovery through digital transformation.

**Recover Together, Recover Stronger!**

Johnny G. Plate

Minister of Communications and Informatics, Indonesia

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*This message was conveyed by the Minister of Communications and Informatics, Johnny G. Plate, as the opening remarks at the G20 Digital Innovation Network event in Bali*
The G20 Digital Innovation Network aims to become a premiere forum to share knowledge, encourage discussion, and build partnerships among global innovation players. The theme of the G20 Digital Innovation Network 2022 is “The Rise of the Digital Economy: Post-Pandemic Recovery and Beyond”. The event took place under the leadership of the Indonesian G20 Presidency and the Digital Economy Working Group (DEWG) to support a stronger world recovery in a collective manner.

Established initially during the previous 2021 Presidency and named at the time G20 Innovation League, the G20 Digital Innovation Network is a platform to foster cooperation between public and private innovation players among G20 economies. In 2022, the Indonesian G20 Presidency decided to rename the event into G20 Digital Innovation Network to give more emphasis on the need of global cooperation among innovation players from different sectors and industries to solve pressing challenges of our societies.

At the core of the G20 Digital Innovation Network lies the Indonesian gotong royong principle, an expression that means working together to achieve a common goal. The idea of gotong royong is the one of sharing burdens between the members of the community. As the world faces the rise of increasingly complex global challenges and multiple crises that require the adoption of multilateral responses, collaboration among countries and international innovation players become ever more necessary.
To put these principles into practice, the G20 Digital Innovation Network provides the platform of cooperation between public and private innovation players, startups, and larger corporations on a global scale. Reflected in its name, digital technologies are a key tool to foster not only collaborations among players but also to contribute to find solutions to global challenges.

Delegations from G20 countries and invitee countries and organizations gathered at the Bali event (2-4 September 2022) to share best practices, think forward, develop connections and partnerships that will outlast the event. The G20 Digital Innovation Network has concrete ways to promote collaboration across participants. These include:

- **Showcase innovative solutions from startups** that address some of the most urgent issues in the key focus areas.
- **Share knowledge and insight on innovation** emerging during covid-19 pandemic and supporting covid-19 recovery.
- **Enhance multi-stakeholder partnerships** by providing business opportunities and momentums to network and collaborate.

**443 Offline Participants**

**637 Online Participants**
56 Startups
Argentina, Australia, Brazil, Cambodia, Germany, India, Indonesia, Mexico, Republic of Korea, Russia, Saudi Arabia, Singapore, UAE, Türkiye, and UK

15 Countries

43 Venture Capital Funds
Argentina, Australia, Brazil, Germany, India, Indonesia, Japan, Republic of Korea, Russia, Saudi Arabia, Türkiye, Singapore, UAE

13 Countries
168 Corporates

G20 Member Countries & Invitees

25 Institutions

12 Countries

Argentina, Australia, Cambodia, Germany, India, Indonesia, Japan, Russia, Singapore, Saudi Arabia, South Africa, Thailand
The Indonesian G20 Presidency: Recover Together, Recover Stronger
The G20 holds a strategic role in securing future global economic growth and prosperity. Together, the G20 members represent more than 80 percent of world GDP, 75 percent of international trade, and 60 percent of the world population.

Recognition of the importance of collective actions and collaboration among major developed and emerging economies around the world to solve pressing global challenges is the core purpose of the G20 since its establishment.

Today, the world is starting to experience a fragile recovery from the pandemic but other global challenges are affecting every aspect of our societies: from health, rising geopolitical competition, education, food security, to international trade. Gaps in countries’ capacities to address the crisis continue to prevent the world from tackling common challenges and crises in the most effective way. The future of our shared prosperity relies on our collective ability to create an inclusive and sustainable foundation for growth. This shared vision is at the essence of the theme of the Indonesian G20 Presidency: Recover Together, Recover Stronger.

Indonesia has been focusing on three main pillars for its G20 2022 Presidency: Global Health Architecture, Sustainable Energy Transition, and Digital Transformation. Digital innovations are a key tool at our disposal to advance each of these three priorities. The G20 Digital Innovation Network contributes to showcase global digital innovations in both the health-tech and cleantech and renewable energy space to Recover Together, Recover Stronger.
It’s about time to get the most out of global startup ecosystem network.

Build network. Showcase innovations. Make impact.
Keynote speeches: Main Takeaway Messages
During the three-day event, several innovation leaders from both government institutions and the corporate world delivered keynote speeches to introduce and bring innovative thinking into the conversation. These leaders highlighted the key role that the digital economy and digital innovations are playing to foster the post-pandemic recovery, globally, at ASEAN level and in Indonesia. They also emphasised the need to strengthen global collaborations and partnerships among all actors in innovation ecosystems.

Despite the geopolitical and geoeconomic forces at play that could destruct this recovery process, *let us set our minds to promoting mutual cooperation and strengthening the channel communication so that our business ecosystem can continue to interact seamlessly with each other and identify opportunities that can bring further growth to our digital economies.*

Josephine Teo
Singapore’s Minister for Communications and Information and Minister-in-charge of the Cyber Security Agency and Smart Nation Initiative
Another key message that clearly emerged from the speeches is the importance of fostering efforts to use digital technology to promote inclusion and sustainable development to Recover Together, Recover Stronger.

Josephine Teo, Singapore’s Minister for Communications and Information and Minister-in-charge of the Cyber Security Agency and Smart Nation Initiative reminded participants about the importance of mutual cooperation to expand the digital economy. She also emphasised how three-quarters of unicorns during the last 5 years were from either Indonesia or Singapore.

Houlin Zhao, Secretary General of International Telecommunication Union (ITU), highlighted how ICT has further accelerated innovation and built interconnectedness amongst all members of society, especially for the micro, small, and medium enterprises (MSMEs).

The world really has changed with ICT.

We have to extend the benefit of new innovation, ICT technologies and services for the benefit of MSMEs – reaching out to local markets, communities and remote areas. Therefore, we need more young talent to support the infrastructure, investment, and innovation to build an inclusive digital ecosystem.

Houlin Zhao
Secretary General of International Telecommunication Union (ITU)
The beauty of entrepreneurship is that it creates value.

It’s a very unique time in history because it was never the case that you could have young people in so few years getting in a situation that they can actually solve problems that impact people worldwide.

Yossi Matias
VP Engineering & Research
at Google

Leaders from the corporate world discussed the importance of entrepreneurship and technologies for younger generations of innovators globally. Yossi Matias, VP Engineering & Research at Google presented findings on how innovators can help people and improve our lives with the help of artificial intelligence (AI), such as Climate AI, Conversational AI, and Health AI.
With the pandemic, the world has changed, and expectations have evolved.

The key question now is, what lies beyond? I believe the world has now just begun a new period in what I called as Collaboration Era. The Zoom Era.

Abhisht Arora
Head of Corporate Strategy at Zoom

Abhisht Arora, Head of Corporate Strategy at Zoom discussed how technology has become an enabler of global collaboration, especially since the pandemic started.
Insights from the Panel Discussions
Insights from the Panel Discussions

4.1 The Future of Tech Industry from Indonesia’s Early Unicorns

Speakers

- Teddy Oetomo, President, BukaLapak
- Albert, Co-founder, Traveloka
- Rohit Sethi, Senior Principal, Kearney

Moderator

Mohan Belani, CEO, e27

For the past two years, the COVID-19 pandemic has brought unprecedented challenges and generated opportunities the world has never seen before. While many sectors have experienced setbacks, some have also thrived and bounced back stronger with more innovative solutions, with tech industry being one of them². Across the region, technology companies and startups are key drivers for making tools and resources available to the public as digital adoption has taken a rapid shift at the organizational and industry level at the onset of the pandemic³. Key messages from the panel discussion include:

• Tech companies’ responses and strategies to adjust to the pandemic situation varies. For some of them, digitalization and the ability to adjust the business models quickly have helped to provide some level of preparation for a dire environment. Others were pushed to transform their approach and built stronger stakeholder management. However, working intensively with the partners including the government and policymakers is key to sustaining the business during the crisis.

• Critical sectors such as healthcare, education, and tourism were more vulnerable to the impact of COVID-19, yet these sectors also experienced the most robust growth in technology adoption over the past years. For instance, before the pandemic, Edtech was defined by technology being in the classroom, whereas after the pandemic, technology now becomes the virtual classroom. Therefore, looking at the future, the presence and use of technology are becoming valuable across industries.

• Building a sustainable post-pandemic recovery means that tech industry players need to emphasize flexibility and adoption of innovations that are well-tailored to fit into market uniqueness in each developed or developing market. Changes such as consumer behaviour that are looking for a highly personalized and self-service experience, increased awareness of safety protocol, and demand for easier access for small businesses to get into the global market are some of the highlights of the recovery phase.

• Through technology, small businesses are enabled to be on a level playing field with larger retailers. The post-pandemic recovery should also emphasize how online and offline businesses are collaborating in partnership to come up with solutions. In the case of ASEAN countries with over 70 million MSMEs⁴, this provides big opportunities for digital adoption and presents a pool of entrepreneurs that can foster new business ideas and tech companies.

• The race for talent has important implications for the post-pandemic recovery. Talented individuals are key for the development of thriving startups ecosystems. The government, educational institutions and private sectors must work together to foster the development of entrepreneurial mindsets and to connect global talents to promote the development of future ICT/digital professionals.

• Whilst reaching unicorn status is a huge milestone for any startup, the ability to anticipate and navigate through global recession and crisis is key. Many investors are looking for a sustainable growth path for new businesses, therefore it is necessary for tech companies to build an equitable and sustainable brand for the future.

Environmental, Social and Corporate Governance (ESG) factors have been a framework guiding investors willing to support companies to develop solutions to address global challenges. The COVID-19 pandemic has had a profound impact on investments relevant to the UN Sustainable Development Goals (SDGs), such as infrastructure, where international private investment decreased by 54% in developing countries.

As the world now looks towards a post-pandemic economic recovery phase, both the public and private sectors are now looking to advance sustainable investments with a renewed focus on ESG guidelines, requirements, and impact. These sentiments were echoed throughout the panel discussions. Some of the discussion highlights include:
The role of governments and public sector organizations to support the growth and development of the startup ecosystem should not be underestimated. A conducive space for growth must be supported by robust regulations to facilitate such growth. Rather than compete with the private sector, the public sector could play a bigger role in catalyzing capital into areas that the private sector may not be willing to enter. Governments can also take the lead by supporting the use of technology developed by startups and partner them to improve the technology and user experience.

VCs and investors can then ride on this momentum by supporting the government to promote sustainable investments. Support could include capacity building initiatives such as training startups to develop ESG related metrics into their businesses. ESG implementation, impact measurement and profitability are equally important. Instead of viewing sustainability and profitability as trade-offs, startups should focus on striking a balance between the two, and by focusing efforts at the onset to build a long-term sustainable business.

Startups are encouraged to incorporate ESG frameworks as early as possible, and to view it as a risk management tool, not a compliance requirement. It would be important to understand internal capabilities when initially incorporating an ESG framework, by looking into areas such as energy efficiency, circular economy, working conditions, inclusion, diversity, cybersecurity, corporate governance. These would help startups develop the right performance metrics and support their continuous improvement efforts.

Panellists all agreed that the need to deepen engagement between all stakeholders is key to recovery and future growth. To look beyond competition but focus on collaboration, to recover stronger, and recover together.

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5World Economic Forum (August 11, 2022). Why deep metrics and a strong learning culture are needed to drive effective ESG performance, https://www.weforum.org/agenda/2022/08/why-deep-metrics-are-necessary-for-effective-esg/
As the world recovers from the physical and socio-economic impact of the pandemic, it is also facing yet another storm of political uncertainty and global economic recession. Startups, investors, and VC are expected to navigate through the predicted slow of global growth from 5.7 percent in 2021 to 2.9 percent in 2022.\(^8\)

Lesson-learned from the panel discussion include the following:

• In the past two years, the market cycle has been impacted by central banks’ policies with a slight change in investment appetite and trends. In terms of types of companies that are being funded, VC investors will have a strong focus on AI, cleantech, corporate tech-based investment and startups will continue to improve their own digital skill sets in order to keep up with the increasing competition. Another trend that emerged is that many more young startups founders are driving disruptive innovation, in addition to experienced founders and investors.

• However, the macroeconomic landscape and emerging global challenges constitute the main risks when looking at the global tech investment outlook. Obstacles such as inflation, supply chain problems, climate change, and market resiliency are some of the main issues that add up to the uncertainty of the macroeconomic situation. Companies are expected to face these challenges longer than previously expected.

• To survive, companies need to constantly re-think their business model and not only rely on external funding. Startups and emerging companies also should constantly look for new innovation pipelines, strengthen key talent, and foster synergy between entrepreneurs across the region. In addition, by checking the product market fit, companies can choose their strategy depending on the level of support from the investors. Collaboration between cross-border companies in the region is also becoming more important.

• Speakers also emphasized the importance of selecting the right people in management positions during uncertain times. Whilst market conditions are hard to control, it is important for founders and the management team to be able to focus on core parts of their business. Agile and flexible management teams are key for companies to make necessary changes to survive in the long storm.

• Founders also need to re-learn some of their approaches on raising capital during a tough market environment. While taking examples from successful companies globally is important, founders need to re-think carefully and consider that those examples are not always applicable due to different market dynamics in each country or region.

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4.4 Strolling in a Pandemic: Learning from Unicorns During Times of Challenges

Speakers
- Ridzki Kramadibrata, President, Grab Indonesia
- Anderson Sumarli, Co-founder & CEO, Ajaib
- Aaron Tan, CEO, Carro

Moderator
- Joji Philip, Founder, DealStreetAsia

In 2014, there were only 3 unicorns in Southeast Asia. Barely a decade later, the region has seen a significant increase, and as of April 2022, Southeast Asia had seen the emergence of 50 unicorns\textsuperscript{10}, and despite the COVID-19 pandemic, optimism remains high for the future of the tech scene in this region.

Participants present at the final panel discussion of the conference heard first-hand from 3 unicorns, Ajaib, Carro and Grab, as they shared their views on lessons learnt during the pandemic, as well as the growth potential of Indonesia and the rest of the region. Discussion highlights include in the following:

• Indonesia continues to demonstrate its growth potential and attractiveness in the digital economy. The country’s digital economy is estimated to triple from USD 50 billion currently to approximately USD 150 billion in the next 5 years. The pandemic led to an estimated 15% increase in internet penetration within the country, and increased usage of online and mobile services. This trend reflected the greater Southeast Asian region, where the large population, strong momentum of economic development and high rate of tech penetration and adoption made it an attractive region for investments.11

• Fintech enables marketplaces to better service customers and business partners, especially in developing countries. Enriching offerings in fintech help to strengthen the ecosystem. However, as the economy develops further, the roles of agents and micro-entrepreneurs may diminish, and hence they must rethink their roles within the larger ecosystem.

• The pandemic brought about unprecedented challenges that can now be drawn as learnings. Resilience will enable companies and people to thrive in challenging times. Founders in the fintech space need to understand the cyclical nature of the sector, and during challenging times, should build and prepare for the bull run. The pandemic also taught the importance of streamlined processes, and better usage of data. Moreover, the increasing gross profit remains a challenge, because competition is still focused on lowering prices at the expense of gross profit.

• The pandemic created opportunities for digital players like Grab to grow their partnerships with MSMEs by facilitating the use of their digital platforms to reach out to customers. In the recovery environment today, startups and tech providers need to explore integrating deeper into the service offering ecosystem and continue to find ways to improve customer experience. The panelists shared that integration could include working with, or investing into, banks to support the financial services being provided by their companies.

Progress Report of Award Winners from the Previous Edition
5.1 ACT Blade

**Company Profile**
ACT Blade expands the boundaries of current blade technology by addressing the core problems of the wind energy industry.

**Interviewee(s)**
Sabrina Malpede, Executive Director, ACT Blade & Allessandro Rosiello, Non Executive Director, ACT Blade,

**Company Updates**
The G20 Innovation League served as the platform and opportunity for the company to present their work to a diverse range of Italian institution both public and private institutions. After their attendance and through the distributed white paper, ACT blade has obtained an exposure, covered in the news coverage which supports them to obtain public exposure and generate better funding investment.

As the result of the pandemic, the company had several adjustments in term of reshaping the activities and strategy of the company, including reorganise the manufacturing and distribution chain, flexibility and agility to work remotely and swift movement to obtain updated information regarding the government mitigation during the pandemic, for instance lock down & reallocation of resources between UK and Italy.

In regard to the post-pandemic recovery, the team envisages that there will be a growing need and awareness to produce renewable energy as ESG implementation for business is increasing. The company also plans to make forward-looking innovative plans for industry restructuring moving out of coal / the transition to new sources of energy.

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**Note:**
The G20 DIN co-writing team has reached out to 5 representatives of last year’s winners, however as 3 responded we conducted the interview only with ACT Blade, NechLab, and Nalagenetics.
Nalagenetics

Company Profile

Nalagenetics is a medical technology company focusing on personalized screening and intervention. The company has four product pillars: Clinical Decision Support for providers, Genetic Testing services, Knowledge Base and algorithms to generate clinically actionable reports, and continuous patient engagement via mobile app.

Interviewee(s)

Levana Sani, CEO

Company Updates

Winning award helped put the company on the global stage, especially with Indonesia helming the G20 presidency. With growing interest in the company, it is now focusing on growing its business in the existing three markets Nalagenetics operates in, and working on local population genomics initiatives.

The team also grew by more than 300% during the pandemic and attracted greater interest from the hospitals and labs to explore solutions based on their technology. They also see opportunities for the post-pandemic recovery, introducing different types of testing to their existing customer base and working more closely with the insurance sector, where their services can be extended into screening packages. Looking forward, the company also plans to widen collaboration with sequencing companies to build clinical-grade genetic analysis and reporting software.
5.3 NtechLab

**Company Profile**

NtechLab is a recognized global expert in video analytics solutions powered by artificial intelligence. Its core product, FindFace Multi, provides record-breaking accuracy and high speed with face, body, and human action recognition as well as vehicle detection.

**Interviewee(s)**

Andrew Telenkov, CEO

**Company Updates**

Winning the award of the previous G20 Innovation League has boosted morale of the entire team as it added a confirmation of the business, its technology, and helped to attract top talent into the company. With the added credibility, the company managed to attract new investment and expanded to more than 30 countries with more business opportunities to come.

Amidst the pandemic, the company grew from 60 to 250 staff – largely due to commitment by team, unified goal, leadership by example that gave people confidence that business could continue despite the uncertain situation. The pandemic also opened new opportunities where it gave new dimension to other tech scenarios like retirement homes, protecting seniors in the homes, alerting the staff and doctors.

Looking forward, the company sees that the future in recognising actions, such as in production facilities and business processes is becoming imperative. The company plans to move beyond facial recognition to neural networks and E2E products and expand the market to Southeast Asia.
Startup Pitching Winners
6 | Startup Pitching Winners

6.1 Healthcare

The significance of a global health architecture was emphasized as part of Indonesia’s G20 Presidency 2022 commitment. The pandemic has helped catalyze the transition to a digital healthcare ecosystem, allowing healthtech startups to play an important role as ‘hospital without walls’ as well as changing the game of innovative solutions in the healthcare ecosystem. Stressing the critical role played by the private sector, digital technology is becoming imperative in shaping the future of resilient and sustainable global health.

UCARE.AI

Singapore
hello@ucare.ai

UCARE.AI is a deep-tech company, with a proprietary award-winning online ML and AI platform built on a cloud-based microservices architecture that provides real-time predictive insights, which can be applied to the healthcare sector and beyond, including but not limited to, insurance, finance, travel and government. In addition, UCARE.AI’s proprietary, cloud-based AI platform (AlgoBox) accelerates ML production lifecycles and enables any organisation regardless of sector, to become an AI powerhouse. It is a cost effective solution that allows users to easily train, develop and deploy new AI models.

Neurobots

Brazil
contato@neurobots.com.br

Neurobots aims to stimulate the neurological rehabilitation of stroke patients through techniques that directly exercise the brain. In addition, the startup provides remote monitoring for physical therapy patients that allows the physical therapist to assess the patient with scientifically recognized scale and data. Neurobots also offers solutions for improving cognitive and behavioural processes through neurofeedback.
Judges

- Rohit Sethi, Senior Principal, Kearney
- Dessislava Dimitrova, Deputy Head of WHO Innovation Hub, WHO
- Rema Subramanian, Ankur Capital Fund, Cofounder and Managing Partner

Nusantics

Indonesia
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Nusantics or Nusantara Genetics is the Indonesian genomics application company with the ever-growing belief in the importance of microbes and microbiome balance in life. Founded in 2019, the company believes that microbes and microbiomes will play an active role in realizing more personalized health solutions and sustainable development.

Qapsula Inc

Russia
maznitsa@qapsula.com

Qapsula Inc is a digital health platform that helps to increase patients’ compliance with therapy and adherence to treatment. The system provides remote care, personal medical recommendations, navigation through the healthcare system, and strong data analytics.
6.1.1 Market Insight on Healthcare

At the onset of the pandemic, healthcare is found to be one of the sectors vulnerable and unprepared to handle a global disruption, especially of the scale of the Covid-19 pandemic. At peak of the pandemic, healthcare systems everywhere seemed hugely strained with thousands of people unable to access essential services including emergency care – 36% countries experienced disruption to ambulance services, 32% countries to 24-hour emergency room services, and 23% countries to emergency surgeries.\(^{15}\) It became evident that the recovery from the widespread infection does not only require prevention on the transmission side. It is also critical to enhance the healthcare system’s ability to respond quickly and effectively to avoid unmet health needs and the corresponding adverse economic impact. For instance, in high-income countries, hospitals spend about 15% of their expenditure to correct preventable complications of care and patient harm.\(^{16}\)

Despite the challenges, the tech sector came forward and played a role in digitalizing the healthcare industry, as seen in the rise of usage of telemedicine and innovative medical devices, providing a strong push for even more widespread adoption of the digital advancements in the healthcare industry moving forward. The development of digital in healthcare is substantiated by the global health tech funding becoming twice from USD 22 billion in 2020 to USD 44 billion in 2021.\(^{17}\) Significant sectoral challenges still however remain to be addressed along three key areas: (i) need for more streamlined regulations for digital deployment/ adoption, especially with respect to availability/ sharing of data (ii) need for more skilled/ trained healthcare professionals, and (iii) need for more physical and digital infrastructure.

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\(^{19}\)Compound Annual Growth Rate


In Indonesia as well, healthtech saw an acceleration, starting with the public health management app, PeduliLindungi (already crossed 100 million users\textsuperscript{18}) playing a critical role in providing Covid-19 related information and monitoring systems to effectively measure its spread. Additionally, Indonesian healthtech market showed 31.5% CAGR\textsuperscript{19} over 2018-2020\textsuperscript{20}, supported by technological advancements and increased health awareness. These healthtech players are covering various healthcare services, including booking platforms, online consultation, and e-pharmacy.

In other G20 countries such as the United Kingdom (UK) and the United States (US), usage of digital technologies is even more mainstream.

Digital management systems and technologies such as surgical robots and exoskeleton robots for rehabilitation therapy have already been adopted in many hospitals and clinics.

Such digitalization in operations has transformed the healthcare services in the UK and the US through higher efficiency and increased service quality.

As the world continues to battle Covid-19 pandemic, other impending challenges such as ageing population, that is, two times more people over 65 years of age by 2050\textsuperscript{21}, and increased prevalence of diseases, which accounts for 74\%\textsuperscript{22} of all deaths globally, the implementation of digital technologies in healthcare is expected to expand both access and delivery of quality healthcare.

**Total Global Healthcare Startups Funding Raised**
In Billions of USD

![Graph showing total global healthcare startups funding raised from 2012 to 2021](image_url)

*Source: startuphealth.com/insight. Note: Report based on publicly available data through 12/31/21 on seed (incl. accelerator), venture, corporate venture, and private equity funding only*
The transition towards more sustainable economic development is a central agenda of most G20 countries and it lies at the core of the Sustainable Development Goals (SDGs). Innovation has a central role to play to advance and facilitate the green and sustainability transition. For example, the IFC estimates that in the post-pandemic phase the green transition can lead to more than 10 billion USD in investment opportunity and 213 millions of jobs, across emerging markets alone.23 The business sector has a major role to play to enable green and sustainable innovations, as it emerged clearly during the Green and Renewable Energy pitching session of the G20 Digital Innovation Network 2022.

Xurya Daya
Indonesia
sales@xurya.com, contact@xurya.com

Xurya Daya Indonesia was established in 2018 to assist Indonesian companies to use solar energy with a mission to ignite public desire for sustainable energy. The company supports customers with feasibility studies, managing installations, operation and maintenance and rental schemes to make solar energy more cost effective. The company regularly assesses its greenhouse gas footprint.

Uali
Argentina
hello@uali.co

Uali is an Argentinian startup using robotics, AI and IoT to develop ex-ante analytics, monitoring and forecasting to help companies to become greener and more environmentally sustainable and to save money thanks to Uali’s predictions and tools. Uali has been through several rounds of investments and works with customers around the world.

Judges

- Giulia Ajmone Marsan, Director of Strategy and Partnership, Economic Research Institute (ERIA);
- Andrew Schoen, Partner, NEA

**EINHUNDERT Energie GmbH**

Germany
info@einhundert.de

EINHUNDERT Energie GmbH supports real estate and energy companies with software and scalable services for multi-tenant self-consumption roll out. The startup is operating across municipalities in Germany, where the innovative software can link the multi-tenant self-consumption with submetering, e-mobility, and their existing IT architecture.

**MVL Labs**

Republic of Korea
support@mvlcahin.io harry@mvlchain.io

MVL Lab is a blockchain-based mobility company that is building a web3 mobility ecosystem in Southeast Asia. The major subsidiaries include: TADA, a ride-hailing service that is being operated in Singapore, Vietnam and Cambodia. ONiON Mobility, a manufacturer, makes eco-friendly electric Tuktuk and charging infrastructures and linked to ride-hailing services. MVL is growing into the most competitive platform by spreading the blockchain-based mobility ecosystem with about 150,000 drivers.

*) For more information on the winners please see the startups compendium section.
6.2.1 Market Insight on Green & Renewable Energy

The global temperature rise is expected to breach the 1.5 degrees Celsius warming limit as set by the 2015 Paris agreement, and has now put an alarming pressure on countries to switch towards greener resources. From that perspective, the Covid-19 pandemic becomes a turning point for green and renewable energy, taking it from a ‘good-to-have’ to a ‘must-have’. Despite the pandemic and its associated ramifications, such as supply chain challenges and construction delays, 2020 was a record year for expansion in green and renewable energy adoption. Renewable capacity additions in 2020 surged by more than 45% over 2019, and it is anticipated that renewable energy would account for 90% of total global power capacity increase in both 2021 and 2022. 24

With the increased push for digitalization post the pandemic, digital technologies have also been transforming the energy sector in order to promote more sustainable sources. Data centers, for instance, are estimated to have been responsible for 200-250 Terawatt-hour (TWh), or around 1% of global electricity demand in 2020. 25

In order to increase energy efficiency, some data centers already utilize sources such as solar, wind, and geothermal energy for their operations. Moreover, Artificial Intelligence (AI) is used for energy management systems, enabling businesses to identify who needs energy and when, and deliver it at the lowest possible cost. It is expected that digitalization will contribute to one-fifth of emission reductions required to reach net-zero by 2050. 26

Indonesia’s energy mix is highly centered around coal and liquid fuels, and the country’s exports are heavily reliant on these high-carbon resources. In 2020, the energy consumption from renewables is only 7%, lower compared to global average at 13%. 27 However, under the national Electricity Supply Business Plan 2019 (RUPTL 2019-2028), Indonesia plans to increase its use of renewable energy sources. The target of 23% (5GW) renewable share is expected to be met in 2025, with 10.4% coming from hydropower, 10.6% from geothermal, and 2% from other renewables.

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Digital technologies can be leveraged for taking Indonesia towards net zero, with green technologies also improving consumption efficiency and lowering contribution to climate change. For instance, smart grid technology has been installed in Java-Bali from 2020 (targeting 25 smart grid system by 2024) to increase energy efficiency and better utilization of new renewable energy to reduce CO2 emission.

In other G20 countries, the use of renewable energy is also pushed through national roadmaps.

For example, Germany is rapidly accelerating installation of sun and wind power facilities, with a target to generate 80% of Germany’s gross electricity use from renewable energy by 2030, while cutting greenhouse gas emissions from all sources to “net zero” by 2045. As the world comes out from the pandemic, it becomes critical to support renewable energy implementation. Besides reducing greenhouse gas emissions, investment in renewable energy can also speed up global economic recovery, for as much as 2 to 2.5 times more jobs have been created for every USD 10 million invested in renewable energy than in fossil fuel sector.

**World energy consumption by energy source**

(Consumption in Exajoules, 2019 to 2045)

![World energy consumption by energy source](image)

Source: British Petroleum (BP) Energy Outlook 2022

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6.3 "Education Technology"

Innovation and digital technology are dramatically changing the education landscape. During two years of pandemic, remote and distance learning via digital technologies has been the only way for millions of students around the world to access education. While there is broad consensus that people-to-people interaction in the classroom is fundamental for skills development, EdTech solutions are increasingly crucial to provide innovative learning experiences to be blended with traditional education. EdTech innovations offer a way to make education systems more resilient to future shocks and can be an important tool to advance sustainable development goals.33

Edubuk

India
apoorva@edubuk.com, shivani@edubuk.com, support@edubuk.com

Edubuk is an Artificial Intelligence driven Full Stack Skilling Ecosystem on the Blockchain. Their AI driven MIIT Screening (Multiple Intelligence and Interest Test) helps learners convert their passion and interest into a profession driven by emerging technologies. Through the use of blockchain technology, Edubuk creates learners tamper-proof fully verifiable CV and connects learners with global internships and job opportunities. This startup is also committed to accomplishing SDGs in the area of quality of education, gender equality, decent work and economic growth, and partnerships for the goals. The startup is globally award winning from MIT University, Harvard University, IIT Bombay, IIM Calcutta, Govt. of India, Dubai Expo, Polygon Blockchain, Financial Times, Seedstars, TiE Delhi & Mumbai, Cardano Blockchain, among other reputed organizations.

Accredify

Singapore
contact@accredify.io

Accredify is Asia Pacific’s leading verification solutions provider. Accredify’s Web3 tech stack solution enables educational institutions to enhance their offerings to learners with verifiable education credentials and an app called the Digital Education Passport. This holistic provision of Accredify’s services has been coined as TrustTech. To complement the use of verifiable education credentials, Accredify also provides a Digital Education Passport (DEP), a secure digital web app, that enables learners to consolidate all their verifiable education credentials they have received for easy storage, access, and sharing. The combination of verifiable education credentials and the DEP hence streamlines the verification process, allowing for improved student mobility, and enhanced trust during interactions of information exchange such as during job applications (and more) and between students, institutions, and employers.
Judges

- Dini Indrawati Septiani, Country Director Indonesia, AVPN;
- Paula Wang, Managing Director, AppDev APAC, Google;
- Ricky Kapur, Head of Asia Pacific, Zoom


*) For more information on the winners please see the startups compendium section

Cakap

Indonesia
business@cakap.com, publicrelationscakap@gmail.com

Cakap is a leading upskilling company in Indonesia that develops learning applications. The applications connect students with professional teachers and industry experts through video calls and text conversations. The Cakap education platform provides two-way learning interactions for learning the latest skills in various Asia Pacific countries. Cakap believes everyone deserves a quality education. Cakap provides educational solutions with an international standard learning curriculum to provide the best online learning experience.

Sarente GameOn

Turkiye
sales@gameontech.co.uk

GameOn is the digital engagement & collaboration platform for students and employees supercharged with a rich gamification suite and a vivid graphical user experience. The startup provides an interactive game-like experience for schools and enterprises and enables personalized success paths for individuals, while also being a data-source within organizations.
6.3.1 Market Insight on Education Technology

More than 870 million students globally are facing disruption in education due to Covid-19 pandemic.\textsuperscript{34} Across the globe, students missed the status quo in-person learning opportunity as school closures took place, estimated to result in 24 million additional students dropping out from schools and a potential loss of USD 17 trillion in future earnings.\textsuperscript{35} However, the pandemic brought about a paradigm shift in the education system globally, where we are going from usage of technology in schools/universities to technology becoming the schools/universities themselves. Besides that, the education scene is also shifting from a teaching culture into a learning culture. Virtual learning has now become the norm with the emergence of a plethora of technologies/platforms that can be utilized by both the education providers and learners.

Even as the world is entering its recovery phase from Covid-19’s impact, many educational institutions are continuing to adopt online or hybrid learning methods. Edtech startups that have entered the education ecosystem either as stand-alone players or as partners to educational institutions in providing various learning materials through online platforms, are now becoming more mainstream. Learning management systems combine a number of features that streamline tasks for teachers and help them to deliver educational content as well as grade assessments. The rise of VR\textsuperscript{36} and AR\textsuperscript{37} enables virtual learning to become more experiential through direct interaction with learning material, increasing students’ engagement in their learning processes.

\textsuperscript{34}“Education disrupted: The second year of the COVID-19 pandemic and school closures”. 2021. UNICEF. https://data.unicef.org/resources/education-disrupted/
\textsuperscript{36}VR refers to virtual reality, a technology that allows a user to carry out actions in a digital environment
\textsuperscript{37}AR refers to augmented reality, a type of technology that allows digital images and information to be displayed on the physical environment
\textsuperscript{38}More information about Rumah Belajar can be found at https://belajar.kemdikbud.go.id/
\textsuperscript{39}More information about Merdeka Belajar can be found at https://kurikulum.gk.kemdikbud.go.id/
\textsuperscript{44}CAGR or Compound Annual Growth Rate is the annualized average growth rate over a specified period of time
Adoption of digital education in Indonesia is supported through the development of national learning platform “Rumah Belajar”, that provides learning management system and materials currently used by more than 278,000 teachers and 667,000 students in K-12 education.\(^\text{38}\) Moreover, enhancement in national curriculum with “Merdeka Belajar” that emphasizes personalized learning, has been implemented in more than 140,000 educational units in Indonesia.\(^\text{39}\) Through the Merdeka Belajar curriculum, students can explore concepts and strengthen their competencies, thereby making it play an important role in Indonesian education sector recovery, post the pandemic. Ed-tech spending, that is essential to push digital transformation in the sector, grew at 12% CAGR over 2018-2020 in Indonesia, is expected to accelerate pace, even potentially reaching closer to 20% CAGR 2020-2030 in an enhanced scenario.\(^\text{40}\)

Other G20 countries are also implementing digital use cases to enhance their education sectors in the post pandemic world. Online Student Evaluation Portal was created in Nagaland, a state in India, which could be used on any device and functioned well even with 2G internet connections.\(^\text{41}\) In China, the government launched a national cloud learning platform, providing free education resources for primary and secondary students.\(^\text{42}\) The positive outlook on Edtech development continues, with funding for Edtech companies almost tripling between 2019 to 2021 to reach USD 20 billion in 2021.\(^\text{43}\) Online learning users has also seen an upward trend, with CAGR\(^\text{44}\) of 23% from 2019 to 2021.\(^\text{45}\) It is also expected that the number of online learning users will continue to grow in the upcoming years. Going forward, these technologies continue to have the potential for broadening access and improving the quality of education.

**Global Online Learning Platform Users**

In million user

![Graph showing the growth of online learning platform users from 2017 to 2027 with significant increases marked at 26%, 23%, and 6%. Source: Statista](image-url)
6.4 Financial Inclusivity

The COVID-19 pandemic has boosted popularity to utilise digital platforms for financial access, which bring new opportunities to make financial systems more inclusive. However, the pandemic has also brought greater attention to the digital divide between those who have the resources and capability to embrace the digital transformation, and those who have not. Bridging the digital divide is critical for leveraging the digital economy, including its potential to support an inclusive recovery. Bridging digital divides is an important focus area of the G20 Indonesia. Fintech has an important role to play to expand usage of financial services across MSMEs and the underserved, such as women and youth. Leveraging on fintech, there is a significant opportunity to incubate and develop MSMEs recover in the short term and become more efficient in the medium-to long term.

WireBarley Corp.
South Korea
help@wirebarley.com

Wirebarley is a fintech startup that provides online or mobile-based cross-border remittance services for individuals or businesses across the world. The startup’s mission is to allow people to have the same financial benefits and financial access. WireBarley grew exponentially with a strong foothold in the Asia Pacific region and further strengthened its presence as a global brand with its expansion into the U.S. and Canada markets. WireBarley now operates in 8 global offices and works with 50+ partners worldwide with lawful remittance business licenses in each country. It seeks to be not only Asia’s leading remittance company but to leap forward to become a global total payment platform.

Lendo
Saudi Arabia
info@lendo.sa

Lendo is the first Saudi marketplace lending fintech offering sharia compliant invoice financing to small and medium businesses. It aims to connect SMEs directly to investors, allowing SMEs to grow by helping them land affordable short-term financing. The startup mission is also in line with the Saudi Vision 2030 – to improve the business environment of the country by widening and strengthening investment and employment opportunities.
 Judges

- Lydia Ruddy, Director of Communications and Special Advisor to the President on US-ASEAN Affairs, ERIA;
- Kiran Bapna, Head of VC and Startup Partnerships, Google;
- Weihan Liew, Venture Partner, GGV Capital

Komunal

Indonesia
hello@komunal.co.id

Komunal is a financial technology startup that provides financial services to the underbanked population through its unique partnership with the rural banks in Indonesia. By being a platform that combines Komunal’s breakthrough innovations with the rural banks’ extensive local presence (“Neo-rural-bank”), the company offers an innovative solution to improving financial inclusivity in the country. Komunal’s platform currently enables the rural banks to obtain funding (Deposit Channelling), channel loans (Lending) as well as access to digitalized banking services.

Lendo

Saudi Arabia
info@lendo.sa

Lendo is the first Saudi marketplace lending fintech offering sharia compliant invoice financing to small and medium businesses. It aims to connect SMEs directly to investors, allowing SMEs to grow by helping them land affordable short-term financing. The startup mission is also in line with the Saudi Vision 2030 – to improve the business environment of the country by widening and strengthening investment and employment opportunities.


6.4.1 Market Insight on Financial Inclusivity

Globally, 24 percent (1.4 billion) adults are still unbanked, with more than 50 percent living in seven developing countries: India, China, Pakistan, Indonesia, Nigeria, Bangladesh, and Egypt.\(^48\) Besides individuals, SMEs, that represent 90% of businesses and more than 50% of employment globally, are also facing financial access issues.\(^49\) They generate significant economic output (up to 40% of GDP in emerging economies) but suffered most during the pandemic, largely due to revenue reduction and corresponding liquidity concerns owing to disruption to their businesses. Advances in financial technology are enabling closing of the gap in unmet financing needs for both individuals and SMEs. E-KYC, which is user registration process simplified with the help of AI (e.g. Optical Character Recognition, Facial Recognition), enables digitalization of the traditionally manual KYC processes.

Big data for credit scoring enhances the credit scoring capabilities of financial providers, enabling them to improve loan quality and acceptance rates. Peer-to-peer (P2P) lending helps connect MSMEs as borrowers with potential investors through use of digital platforms, enabling MSMEs to leverage these funds for scaling up their businesses.

MSMEs make 99% of Indonesian enterprises and account for more than 60% of Indonesia’s GDP.\(^50\) By 2024, Indonesia targets to achieve 90% financial inclusion, with MSMEs being the key focus.\(^51\) As financial inclusion within MSMEs increases, it allows them to fulfil capital needs to develop their businesses, which can lead to sustainable local and national economic growth. Similar to Indonesia’s situation, countries in G20, such as India, also leverage startups with technology-driven solutions to enable Indian MSMEs to access credit. Credit gap in Indian MSMEs is estimated to be around Rs 20-25 lakh crores (trillions).\(^52\)

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\(^49\)Ibid.


\(^54\)Gini coefficient refers to a summary measure of income inequality

These startups in fact managed to close the credit gap as they utilized AI-driven algorithms to produce credit scores for MSME applicants. Additionally, some startups are deploying e-KYC to make both application and approval processes quicker and more convenient.

As more people continue to get access to better financial services, more countries can expect improvement on their overall national economic growth, and reduction in poverty and equality. It is estimated that a 1% increase in the financial inclusion index in low-income developing countries will increase

Furthermore, reduction in poverty in the Asia-Pacific region by approximately 4 percent and lower Gini coefficient by about 10-20 percentage points are expected as financial inclusion improves. GDP per capita by 0.14%. Furthermore, reduction in poverty in the Asia-Pacific region by approximately 4 percent and lower Gini coefficient by about 10-20 percentage points are expected as financial inclusion improves.

More than half of the world’s unbanked adults live in seven economies

Adults with no account (%), 2021

Source: Global Findex Database 2021
Supply Chain

The repercussions of the global supply chain disruptions caused by the pandemic, as well as on-going trade tensions, are still being felt far and wide. Yet, consumer behaviour remains price sensitive in this post-pandemic recovery phase, signalling to companies the need to make their supply chains more resilient without compromising competitiveness.\(^{56}\)

Resiliency signals a need to collaborate with key stakeholders across the entire supply chain ecosystem, to ensure companies can recover stronger together. This echoes the central theme of “Recover Together, Recover Stronger” under Indonesia’s G20 presidency. Against this backdrop, the G20 Digital Innovation Network’s Tech Conference provided an ideal platform for startups from G20 countries to pitch their businesses, increase their networks and gain knowledge through peer learning.

Moova

Argentina

[tony@moova.io](mailto:tony@moova.io)

Moova is a digital platform that captures idle logistics capacity and transforms it into highly efficient and cost-competitive solutions, allowing for last-mile deliveries without adding additional vehicles to the streets.

Using proprietary technology based on artificial intelligence to optimize routing and operations, Moova works with traceability systems that allow efficient routes and real-time tracking of shipments. They provide deliveries and license their different technology products to corporations, couriers, and logistics companies of various sizes, globally.

Sinbad

Indonesia

Sinbad’s mission is to maximise efficiency in the supply chain industry through technology. The startup developed a platform that retailers, outlets, and merchants can use to place orders directly to principal manufacturers and product distributors. Sinbad plans to make a real difference in the way consumer products are circulated within the economy of Indonesia.
Judges

- Mohamed Salim, Director, Salim Group;
- Tanvir Walia, Head of Startups Sales, ASEAN Growth Markets, AWS;
- Pravan Malhotra, Managing Director, Malacca Ventures

Eunimart

India

Eunimart is on a mission to unleash global prosperity and opportunity through empowering small and medium sized businesses to sell across the globe. Today, the startup’s AI enabled solutions have helped SMEs to go global; enabled mid-market companies to set up for the next phase of growth; and supported large enterprises to set up cutting edge omnichannel experiences for their customers.

FairSupply

Australia
info@fairsupply.com.au

FairSupply is a fast-growing, cutting-edge global ESG data provider and consultancy. Their mission is to enable ethical investment choices through unrivalled global supply chain transparency and intelligence and their vision, to see markets mobilised in the achievement of sustainable development goals. Through world-leading proprietary technology, FairSupply provide their business and institutional clients with unparalleled visibility over ESG risk along their entire supply chain.

### 6.5.1 Market Insight on Supply Chain

Along with Healthcare, Logistics & Supply Chain was also one of the first sectors to get exposed for its dependencies and lack of readiness to handle a pandemic. Covid-19 put a huge strain on both national and international supply chains due to restricted movements and other disruptions e.g. reduction in labor supply, inflation in production and shipping costs.

The initial slump in demand was quickly followed by an increase in demand for goods due to the rise in e-commerce activity. In the midst of slowing global economic activity, the pandemic led to a surge in e-commerce, driving a shift in customer behavior, and putting greater emphasis on convenience as key. Global parcel shipping volume has been continuously increasing year on year and is expected to reach 266 billion parcels by 2026, more than double, compared to 131 billion parcels in 2020.57

More digital ecosystem players, such as startups, are revolutionizing supply chain using technology to increase delivery times, cost optimization, and flexibility of supply chain solutions. It is estimated that digitalization can lead to lower procurement costs by 20 percent, lower supply chain costs by 50 percent, and higher revenue by 10 percent, across all industries.58

In 2020, Indonesia launched National Logistics Ecosystem (NLE), an integrated platform that connects and harmonizes the flow of end-to-end logistics and supply chain processes in the country. Through NLE, Indonesia targets to lower its logistics cost to 17 percent of the GDP by 2024, from the current level of up to 26 percent of the GDP, which is considered higher than peer countries.59 Furthermore, rapid growth of online shopping (e-commerce) in Indonesia has also contributed to enhancing focus on logistics and supply chain services.

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For instance, JNE, a last-mile delivery services company in Indonesia reported that their package delivery is dominated by e-commerce customers, which accounts for 70 to 80 percent.\(^{60}\) Logistics tech startups are rising post-pandemic, substantiated by the amount of funding received in 2021, accounts for ~42 percent of total Indonesia startups funding, the highest compared to other sectors.\(^{61}\) These startups provide digital services in supply chain activities, including procurement, warehousing, and in-land delivery.

Digital use cases can also be seen in other G20 countries, such as Germany and China. Under the Logistics 2030 Innovation Program, Germany has created a national digital logistics infrastructure plan to support adoption of advanced technology, namely radio frequency identification (RFID), intelligent transport, data processing, and platform solutions. China has developed LOGINK, a national logistics platform, that enables sea, air, and land transportation systems to be tracked over a single platform.

Continued advances in supply chain technology, such as automation, analytics, and new processing technologies, will enable businesses to keep lowering their costs and increasing efficiency of supply chain management.

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**Global Parcel Shipping Volume: Actual and Forecasted**

Billions of parcels; Actual 2013-2020, forecast 2021-2026

Source: Statista

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The G20 Digital Innovation Network and Its Legacy: Past, Present, and Future
The G20 Digital Innovation Network was born under the previous G20 Presidency in 2021 and was called at the time “G20 Innovation League”. It was the first G20 event with the ambition to establish and grow global cooperation between public and private innovation players, startups and larger well-established companies. The G20 Innovation League had been created with the idea of continuity and to support future activities, the previous G20 Presidency has established a Coordination Desk to support incoming G20 Presidencies.

The Indonesian G20 Presidency decided to continue and grow the initiative during 2022. This is how the G20 Innovation League was renamed into G20 Digital Innovation Network, to emphasise fruitful collaboration among both public and private innovation players to work together towards common goals to promote an inclusive post-pandemic recovery. This idea is at the very essence of the Indonesian G20 Presidency: Recover Together, Recover Stronger.
Now, after the official Handover Ceremony that took place in Bali at the G20 Digital Innovation Network 2022 meetings, India has become the official G20 Digital Innovation Network host and plans to carry out the initiative in 2023 are already underway. With the momentum of celebrating 100 unicorns of India in 2022, the country is looking to embrace and engage the global startup ecosystem through a collaborative framework next year. Director General of Informatics Applications from the Indonesian Ministry of Communications and Informatics, Semuel Abrijani Pangerapan handed over the G20 Digital Innovation Network to Naman Upadhyaya, Under Secretary Ministry of External Affairs of India, which is one of the largest digital innovation ecosystems in the world.

During the handover ceremony, participants had the opportunity to get a “glimpse” of priorities under the Indian 2023 Presidency. These include digital innovation, ESG framework, cyber and digital security, gender neutral policy in funding, connectivity and digital literacy. Under the India 2023 Presidency, a new engagement group for startups, the Startup 20, will be established, to bring the initiative to the next level.
It is now the time to continue to grow and scale-up the G20 Digital Innovation Network community of innovators and bring initiatives to a new level. It is now time for you to start the next action with the knowledge and network acquired during the event.

From Bali, Indonesia, the next G20 Digital Innovation Network will bring you to India.

See you in 2023 with more engaging discussions.

Farewell, sampai jumpa!

Welcome to India!
List of Startups, VCs, Corporates and Institutions from Participating Countries
## Annex 1: List of Startups, VCs, Corporates and Institutions from Participating Countries

### A. List of Startups

<table>
<thead>
<tr>
<th>Country</th>
<th>Startups</th>
<th>Industries</th>
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<tbody>
<tr>
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<td><strong>Aplife Biotech Corporation</strong>&lt;br&gt;STÄMM&lt;br&gt;UNTECH&lt;br&gt;Uali&lt;br&gt;MOOVA</td>
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<td><strong>Heidi Health</strong>&lt;br&gt;FairSupply</td>
<td>Healthcare&lt;br&gt;Supply Chain</td>
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<td>Brazil</td>
<td><strong>Neurobots</strong>&lt;br&gt;Intuitive Care&lt;br&gt;Vida Veg</td>
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<td>Green &amp; Renewable Energy</td>
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<td>Türkiye</td>
<td>GENOME INSIGHT, MVL Labs</td>
<td>Healthcare, Green &amp; Renewable Energy</td>
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United Kingdom

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Umazi
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Healthcare
Green & Renewable Energy
Green & Renewable Energy
Supply Chain
Supply Chain
### B. List of Venture Capitals

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<td></td>
<td>Saudi Aramco</td>
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<td></td>
<td>Startups House</td>
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<td>STV</td>
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<tr>
<td></td>
<td>Venture Capital and Private Equity Association</td>
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<tr>
<td>Türkiye</td>
<td>500 Istanbul</td>
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<td>Bilişim Vadisi GSYF</td>
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<td>Türkiye Kalkınma Fonu</td>
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<tr>
<td>Singapore</td>
<td>East Ventures</td>
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<td>Openspace Ventures</td>
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<tr>
<td>Uni Arab Emirates</td>
<td>DIFC FinTech</td>
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<td></td>
<td>In5</td>
</tr>
<tr>
<td></td>
<td>StartAD</td>
</tr>
</tbody>
</table>
## C. List of Corporates

| A | Accel  |
|   | Access Ventures |
|   | ADB Ventures    |
|   | AddVentures    |
|   | Agrarise       |
|   | AIForesee      |
|   | Ajaib          |
|   | Alami          |
|   | Aman           |
|   | AmarisEdu      |
|   | Amazon Web Services |
|   | Ankur Capital Fund |
|   | APP Sinarmas   |
|   | Arimba Tualang |
|   | Aruna          |
|   | Asia Group Advisors |
|   | Association of Healthtech Indonesia |
|   | Association of Indonesian Venture Capital and Startups (AMVESINDO) |
|   | Australian Information Security Association |
|   | Azura Indonesia |
|   | Azurbali       |
|   | Bharat Vikas Ltd |
|   | Bioenergy LLC |
|   | Bizhare        |
|   | Block71 NUS Enterprise |
|   | BukaLapak      |
|   | Bytebox Meta Verse |
|   | ByteBox Meta Verse |
| C | Cakap          |
|   | Carro          |
|   | CoLearn        |
|   | Constant       |
|   | Coop Coffee Indonesia |
|   | Credibook      |
|   | Credit Suisse  |
|   | CV Bizplus Indonesia |
|   | CV Mekanira Nusantara |
|   | CV Timuras Indonesia |
| D | Dagangan       |
|   | DealStreetAsia |
|   | Deloitte Consulting |
|   | DEPATU (PT Kreativitas Aset Indonesia) |
|   | Deutsche Gesellschaft fuer Internationale Zusammenarbeit - GIZ |

**Bank of China Hong Kong Jakarta Branch**

**BantingMed Pty Ltd**
Deutsche Investitions- und Entwicklungsgesellschaft (DEG)
Digital Solutions
Djoin
Drixit Technologies

E

E27
EdenFarm
Educourse.id
E-Fishery
Enevti
Enuma Inc
Erajaya Swasembada
Euroclear

I

illumiShare SRG
IMM Investment Global
IncQuery
Indonesian Internet Service Providers Association (APJII)
Inngeniar
Instellar Indonesia
International Pharmaceutical Federation (FIP)
Foundation for Education and Research

J

Jubelo
Jungle Ventures Pte Ltd

K

Kaizen Room
Kearney
Kendali
Kepeng.io
KINCHIT Technologies, Inc.
Knowledge Catalyst
Kripto.co.id
Krungthai Card PCL
Kumpul

L

L. Catterton
LingoTalk
Lintas Expansi Usaha
Lion of Informatics

F

Finku

G

Geekhunter International
GGV Capital
Global Governance Project
Gobi Partners ASEAN
Google
GoTo
Grab Indonesia
Greenhope
GSMA

H

Halodoc
Handyman Smart Home
Mack Real Estate Group
Maguru Edu
Malacca Ventures
Mastercard Indonesia
Matchadreamy.com
Mattel Indonesia
META
MOH Holdings

Nakama
Neurabot
New Enterprise Associates (NEA)
Nikkei Group Asia
NtechLab

ODI GROUP
Oppenheimer Generations Asia

Paysenger
Paysgift
Perfect Fit Indonesia
Petrichor Planet Ltd
PintarSaham.id
Pointmeal by Komumeal
Probicient
PT Good Doctor Technology Indonesia
PT Gudang Ada
PT Idooh Bersama Indonesia

PT Kuark Internasional
PT Madebyhumans Digital Studio
PT Ruang Teknologi Kreatif Nusantara
PT RUANG TEKNOLOGI KREATIF NUSANTARA
PT Solusi Intra Prawara (SIP Advisory)
PT WAH Inovasi Bangsa
PT Zulin
PT Campina Ice Cream Industry, Tbk
PT Indonesia AppliCAD
PT Quipster Mitra Solusi
PT Tiga Token Digital
PT Kreativa Medika Sejahtera

Qapita
Qualgro

Ruangguru
Russian Venture Company

Sadu Capital
Salim Group
Selaksa
Semen Indonesia
Sensosan Società Benefit
Serano Africa Ltd
Simulate Indonesia
Sirka
Skuad Pte Ltd
Social Bread
Society of Renewable Energy
Softbank Vision Fund
Squareble
Suitmedia

Tekne Capital Management
Telkom Indonesia
Telkomsel
The Asian Network
The Concept
The Norinchukin Bank
Thermy
Tlusure
Topremit
trackNOW pvt ltd
Traveloka
Tropical Nomad

VEB Ventures
Vertex Ventures

WalletChat
Waste4change
Wiloma.id

Xendit
Xiaomi Indonesia
# D. List of Institutions

- Asian Venture Philanthropy Network (AVPN)
- Cambodia Academy of Digital Technology
- Coordinating Ministry for Maritime & Investment Affairs of Indonesia
- Department of Communications and Digital Technologies of the Republic of South Africa
- Department of Industry, Science and Resources of Australia
- Digital Agency of Japan
- Economic Research Institute for ASEAN and East Asia
- Federal Ministry for Digital and Transport of Germany
- Hawai‘i Department of Education
- Infocomm Media Development Authority of Singapore
- International Telecommunication Union
- Islamic Development Bank
- Ministry of Communications and Information of Indonesia
- Ministry of Communications and Information of Singapore
- Ministry of Communications and Information Technology of Saudi Arabia
- Ministry of Economic Development of the Russian Federation
- Ministry of External Affairs of India
- Ministry of Foreign Affairs of Indonesia
- Ministry of Foreign Affairs of Singapore
Ministry of Foreign Affairs of the Republic of Korea

Ministry of Foreign Affairs, International Trade and Worship of Argentina

Ministry of Post and Telecommunication of Cambodia

The Digital Attache of the US Department of Commerce

The United Nations Economic and Social Commission for Asia and the Pacific

the US Foreign Commercial Service

World Health Organization
9

Startups Compendium

Co-author: KEARNEY
Healthcare
Aplife Biotech Corporation

Website
aplifebiotech.com

Origin Country
Argentina

Value Proposition
Biosensor technology for biosensor manufacturers with higher success rates and faster turnaround times

Contact
info@aplifebiotech.com

Business Model
Diagnostic device

Products/Features
APTVEX system which can measure molecular interactions of millions of probes at a time digitally, dramatically increasing the speed at which new probes can be tested and developed

Founding Team Members
• Palo Baron (CEO)
• Guido Rozenblum (CTO & co-founder)
• Pablo Belluscio (CFO & co-founder)

Additional Highlights
—
<table>
<thead>
<tr>
<th><strong>Website</strong></th>
<th>cura.healthcare/ar</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Origin Country</strong></td>
<td>Saudi Arabia</td>
</tr>
<tr>
<td><strong>Value Proposition</strong></td>
<td>Enables people to get 24/7 consultations, diagnosis and prescriptions and well-being therapy sessions through instant messaging and live video calls</td>
</tr>
</tbody>
</table>
| **Products/Features** | • Urgent care services  
• Specialty care services  
• Health and wellness programs  
• E-prescriptions  
• Corporate benefits programs  
• Accepting health insurance |
| **Founding Team Members** | • Wael Kabli (CEO and co-founder)  
• Mohammad Zekrallah (CTO and co-founder) |
| **Contact** | cura@cura.in |
| **Business Model** | Telehealth |
| **Additional Highlights** | — |
**Origin Country**
United Arab Emirates

**Value Proposition**
A unified patient-centric ecosystem with a unique combination of the best of AI and IoT; focusing on preventive healthcare that guides users and medical institutions easily, safely and accurately towards better and effective care.

**Founding Team Members**
- Gabriel Kadjo, PhD (CEO & Board Member)
- Sam Taleb (Chairman)
- Rashed Alshaali (Board Member)
- Dr. Philippe Basmacioglu (Medical Lead & Board Member)
- Anthony Webb (Business Lead)
- Alain Issa (Technology Lead)
- Ben Taleb (MENA Regional Manager)
- Kristofer Vahlström (UX & UI Lead & Board Member)
- Andreas Lundbäck (Product Design Lead)
- Prof. Marino Gran (AI Advisor & Board Member)
- Khaled Alshaali (Board Member)
- Bart Jordens (Business Relations for Health Insurances)

**Business Model**
Smart device and application for remote patient monitoring.

**Products/Features**
- Unique health device (IoT) with 6 health parameters
- Smartphone application with AI algorithms
- Health Corner (IoT & AI) device

**Additional Highlights**
-
## Website
fuse-ai.de

## Origin Country
Germany

## Value Proposition
Fast and accurate diagnostics for various indications such as prostate-, breast-, and lung cancer

## Contact
—

## Business Model
AI-software for MRI analysis

## Products/Features
- Medical image analysis: using algorithms to learn specific characteristics of a disease from medical images
- AI in bioinformatics: develop convolutional and deep neural networks (CNN / DNN), carry out exploratory data analyzes, develop intelligent algorithms and use visualizations and computer simulations to uncover new, previously unknown relationships in biomedical data

## Founding Team Members
- Sabrina Reimers-Kipping (Co-founder and head of scientific and medical affairs)
- Matthew Steffen (Founder and CEO)
- Andreas Raguse (Co-founder and product owner)
- Hans Joachim Kreberger (Founder)

## Additional Highlights
Billing model includes basic license, service/maintenance, and installation fees
Website
genomeinsight.net

Origin Country
Republic of Korea

Value Proposition
Using whole-genome sequence (WGS) that reveals all genetic aberrations (mutation types, base substitutions, copy number changes, and structural variants), thereby permitting clinicians to detect mutation signature.

Founding Team Members
- Young Seok Ju (Co-founder/CEO)
- Jeong Seok Lee (Co-founder/CEO)

Contact
general@genomeinsight.net

Business Model
Genome sequence analysis and interpretation

Products/Features
- Cancer whole genome analysis
- CancerVision™, an interactive cancer genome browser with clinician-ready interpretation

Additional Highlights
Combination of engine and big data will help to enhance:
- Patient care: precision diagnosis, treatment decision support, recurrence surveillance
- Therapeutic R&D: genomic biomarkers, patient stratification, reverse translation
- Fit-for-genome IT: genome browser, elastic storage, security & compliance
Gro Health by DDM Health

Website
grohealth.com

Origin Country
United Kingdom

Value Proposition
Personalized treatment platform to support sustainable weight loss, blood glucose control, and improvements in mental health and wellbeing

Contact
contact@ddm.health

Business Model
Digital treatment platform for B2C and B2B2C

Products/Features
• Behavior change tools
• 24/7 health coaching
• Clinically-validated education content
• Personalized workout tailored to fitness level
• Peace of mind for yoga and guided meditations
• Relaxing sleep audio
• Tailored recipes library
• AI food recognition which enables to search, scan a barcode or take a photo of food
• Health tracking using phone or sync with wearable device
• Curated content in digital magazine
• Patient community

Founding Team Members
• Arjun Panesar (CEO)
• Charlotte Summers (COO)
• Dr Amit Kaura (CMO)
• Matthew Stopp (CFO)
• Dominic Otero (CTO)

Additional Highlights
Strategic partnership closing includes: (i) World-leading device manufacturer, (ii) Large UK health/life insurance company, (iii) Australia expansion, (iv) Germany reimbursement
Heidi Health

Website
heidihealth.com.au

Origin Country
Australia

Business Model
Telehealth

Value Proposition
Personalized healthcare using AI technology. Heidi allows patients to create personalized profile and books GP based on their profile.

Products/Features
• Find local GP (general practitioner)
• Health consultation in preferred mode: chat, telehealth, or in-person
• Keep personalized medical document (referrals, prescriptions, test results, follow-ups)

Founding Team Members
• Dr. Thomas Kelly (CEO)
• Yu Liu (CTO)
• Eliza Materia (Design Lead)
• Waleed Mussa (CFO)
• Dr. Jackie Rabec (Head of Product)
• Dr. Tim Lai (Head of Medical Knowledge Engineering)

Additional Highlights
—
Website
mayamd.ai

Origin Country
India

Value Proposition
Using AI algorithms to process any number or combination of patients’ symptoms, physical signs and past medical history in less than half a second

Contact
info@mayamd.ai

Business Model
Digital health assistant

Products/Features
- Patient engagement
- AI health assistant
- Triage & telemedicine
- Remote patient monitoring
- Medical education
- Clinic support

Founding Team Members
- Vipindas Chengat (Founder and Chairman)
- Mark Kozak (Co-founder and interim COO)
- Christian Habermann (Co-founder and CMO)
- Gaurav Jain (Co-founder and Chief Medical Officer)

Additional Highlights
—
# Medhini by Arficus Private Limited

**Website**
arficus.com

**Origin Country**
India

<table>
<thead>
<tr>
<th><strong>Value Proposition</strong></th>
<th><strong>Products/Features</strong></th>
</tr>
</thead>
</table>
| Fast and customer-friendly screening, diagnostic and future disease prediction solutions for healthcare establishments, workers and patients covering wide areas (rural, remote, far-flung, poor, tier 2, tier 3, tier 1 cities) | • Accurate disease diagnosing for 10 diseases  
• Pre-screening of diseases and support for cure and treatment  
• Prediction modeling and susceptibility based on current co-morbidities/lifestyle/diet  
• Effects and new drug discovery analysis and support |

**Founding Team Members**
- Sandeep Sinha (Founder and CEO)  
- Anurag Jain (Co-founder and COO)  
- Mr. Soumyadeep Ghosh (CTO)  
- Ms. Janani Natarajan (CFO)

**Additional Highlights**
- Three pricing models:  
  1. Transactional basis (based on number of tests done)  
  2. License basis for hardware and software  
  3. License basis for software only  
- Has projected revenue of USD 5mn in 2023 (current: USD 1.3mn)
Website
neurobots.com.br

Origin Country
Brazil

Contact
contato@neurobots.com.br

Business Model
Rehabilitation technology
(device and software)

Value Proposition
Using Brain Computer Interface (BCI) for patient rehabilitation which proven to be the most effective if compared to other studies

Products/Features
• Exobots: Motor rehabilitation for stroke victims
• Monitor: Remote monitoring for physical therapy patients
• Mindbots: Recovery from cognitive disorders by neurofeedback

Founding Team Members
• Julio Dantas (CEO)
• Vitor Hazin (CTO)

Additional Highlights
—
**Website**
nusantics.com

**Origin Country**
Indonesia

**Value Proposition**
Human health diagnostics and livestock and environment diagnostics

**Contact**
contact@nusantics.com

**Business Model**
Genomics technology

**Products/Features**
- BioSaliva: swab-free viral transport medium for PCR specimen collection
- mBioCOV-19: multiplex qRT-PCR test kit, designed to detect conserved target genes to detect all COVID-19 strains
- VarScreen RxReady: PCR test kit specifically designed to accurately and rapidly detect different variants of COVID-19 within 52 minutes
- Nusantics Air (AirScan): indoor air diagnostic device
- Nusantics Skin: (i) BiomeScan: skin microbiome analysis using PCR method, (ii) BiomeBeauty: skin care marketplace, (iii) BiomeSpa: face spa marketplace

**Founding Team Members**
- Sharlini Eriza Putri (CEO and co-founder)
- Revata Utama (CTO and co-founder)
- Vincent Kurniawan (COO and co-founder)

**Additional Highlights**
-
**Website**
quapsula.com

**Origin Country**
Russia

**Value Proposition**
Healthcare support system for patients and doctors. Qapsula enables doctors to communicate with patients online and help them actively manage treatment. For patients, Qapsula allows them to undergo treatment and analyze personal health information using smart algorithms.

**Founding Team Members**
- Dmitry Shatalin (co-founder and CMO)
- Dmitry Maznitsa (co-founder and CEO)
- Nikita Trukhanov (co-founder and CPO)

**Contact**
support@qapsula.com

**Business Model**
Telehealth

**Products/Features**
- Compliance database
- Automatic algorithms for drug-takers support
- Behavior and habit tracker
- Healthcare navigation
- AI-powered chatbot
- Telemedical system
- Medical data engine

**Additional Highlights**
—
Website
stamm.bio

Origin Country
Argentina

Value Proposition
Easy, scalable, and repeatable biomanufacturing process for startups, small and mid-sized companies, big pharma, and government

Contact
info@stamm.bio

Business Model
Biomanufacturing technology

Products/Features
• The Bioprocessor: all-in-one, plug & play desktop unit with continuous, unidirectional, and laminar flow
• Kämbium: Micro resolution 3D printers that can print large surfaces without compromising the size of the pixels
• Cäster: large-scale microvascular system design

Founding Team Members
• Yuyo Llamazares Vegh (Co-founder and CEO)
• Federico D’Alvia Vegh (Co-founder and COO)

Additional Highlights
—
Website
ucare.ai

Origin Country
Singapore

Value Proposition
Integrated and real-time AI system for E2E healthcare journey (pre-admission, discharge, aftercare) and customizable for companies across industries and verticals

Contact
hello@ucare.ai

Business Model
AI solution for B2B

Products/Features
• AlgoExpectTM: Cost Predictor that provides accurate, personalized total hospital bill estimates at the point of admission
• AlgoDetectTM: Anomaly Detector that optimizes the claims procedure by flagging out outlier medical claims that do not meet the appropriate financial schemes or medical plans such as over-servicing, over-charging, fraud as well as possible abuse cases
• AlgoProtectTM: Risk Predictor that predicts if a person is at high risk for: (i) Re-hospitalization in the next 12-months; or (ii) COVID infection to provide an E2E solution for scalable COVID-19 testing at low cost

Founding Team Members
• Neal Liu (Founder & CTO)
• Christina Teo (Co-founder & CEO)

Additional Highlights
—
Website
untech.bio

Origin Country
Argentina

Value Proposition
Accelerating the healing process from years to months, reducing the possibility of amputations, and allowing patients to remain ambulatory

Contact
info@untech.bio

Business Model
Drug development

Products/Features
All-in-one gel solution for chronic wound that covers three main therapeutical requirements, working as:
- Anti-pathogenic (Bacteriostatic, bactericidal and biofilm disruptor of 95% infecting bacteria)
- Anesthetic
- Pro-healing (inhibition of MMPs and free radicals, wound oxygenation, collagenization

Founding Team Members
- Rubén Salim Brovia (CEO and co-founder)
- Alberto Ramos Vernieri (CSO and co-founder)

Additional Highlights
—
<table>
<thead>
<tr>
<th><strong>Website</strong></th>
<th>wefor.co</th>
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<tbody>
<tr>
<td><strong>Origin Country</strong></td>
<td>Mexico</td>
</tr>
<tr>
<td><strong>Value Proposition</strong></td>
<td>Assessment based on &quot;people analytics&quot; and AI for companies, with main focus on creating organizational well-being, personal happiness, grit and resilience, and high-performance teams</td>
</tr>
<tr>
<td><strong>Contact</strong></td>
<td>—</td>
</tr>
<tr>
<td><strong>Business Model</strong></td>
<td>Software as a Service (SaaS)</td>
</tr>
</tbody>
</table>
| **Products/Features** | • Yearly Assessment to identify the most sensitive opportunities  
• Monthly or bimonthly pulse to create a monitor of corporate well-being and progress of the action plans.  
• Development programs to support culture transformation  
• Annual community membership to share with more companies, best practices and learning |
| **Founding Team Members** | —                                                                        |
| **Additional Highlights** | —                                                                        |
Green & Renewable Energy
# Website
einhundert.de

## Origin Country
Germany

## Value Proposition
Help real estate companies decarbonize building portfolios with solar electrification

## Products/Features
- Photovoltaics: handles all processes to the implementation of your PV system
- EINHUNDERT cloud: energy data management and billing to user portals with real-time data
- Smart metering: digital metering point operator
- Energy market: support services including grid operator communication, third-party switching processes, balancing and clarification cases
- End user service: customer service center and customer base management in CRM system
- Heat & E-mobility: supply heat pumps, wallboxes and e-charging points

## Founding Team Members
- Ernesto Garnier (CEO)
- Kristin Müller (VP Finance)
- Markus Reinhold (COO)
- Marcel Konrad (Chief SW Architect)
- Martin Gebauer (VP Operations)
- Sarah Seiler (VP Customer)

## Additional Highlights
-
Fandoro Technologies Pvt Ltd

Website
terprise.fandoro.com

Origin Country
India

Value Proposition
Integrated solution for enterprises (startups, small/medium business, sustainability academy) to identify the sustainability related risks and the right SDG aligning with their businesses

Contact
support@fandoro.com

Business Model
Consulting and SaaS platform for B2B

Products/Features
• Sustainability roadmap: SDG mapping and materiality assessment to prioritize investment in SDGs
• Program management: designing and implementation of improvement programs and E2E program governance
• Sustainability reporting, review the progress and generate sustainability reporting, map the report with other leading frameworks
• Assurance services: data audit, work product reviews, in-process inspections, program management audits, facility assessment

Founding Team Members
Smita Mishra (Founder & CEO)

Additional Highlights—
Website
farad.ai

Origin Country
United Kingdom

Value Proposition
Integrated data platform with 600mn data points over 60 independent datasets across 10 core fields for B2B (EV charging points developers and renewable energy developers & grid operators) and B2G (city council)

Contact
info@farad.ai

Business Model
Software as a Service (SaaS)

Products/Features
• Find the most optimum location of EV chargers based
• Find future development footprint for the grid
• Find sustainable housing location that can go full-electric
• Find the location for renewable energy development

Founding Team Members
Ali Safari (Founder & CEO)

Additional Highlights
Go-to market strategy:
• Online sales: In-house system utilizing Linkedin, Apollo, and Google Suites to find and convert customers
• Offline sales: participation in industry events, awards, government recommendation, and founder & advisors’ network
• Enablers: Whitepaper publication, hackathon, technology showcase, and social media & website
Website
laska.com.tr

Origin Country
Türkiye

Value Proposition
Upcycles end-of-life tires with innovative, eco-friendly and sustainable approaches, and brings them into the economy as energy and raw materials

Contact
info@laska.com.tr

Business Model
Waste upcycling technology

Products/Features
• Reduce carbon dioxide emission
• Reduce sulfur and nitrogen oxides
• Eliminate the dependence of carbon black production on crude oil

Founding Team Members
Onur Güdü (Founder and CEO)

Additional Highlights
—
Website
en.mvlchain.io

Origin Country
Republic of Korea

Value Proposition
Building community web 3.0 which combines real and virtual economy for users (drivers and passengers)

Contact
support@mvlchain.io

Business Model
Blockchain-based mobility ecosystem

Products/Features
• TADA: 0% commission ride-hailing
• Onion: connected EV and energy infrastructure (station, battery, data monitoring system)
• Clutch wallet: connecting drivers and passengers through crypto financing

Founding Team Members
Kay Woo (founder)

Additional Highlights
—
<table>
<thead>
<tr>
<th><strong>Website</strong></th>
<th>uali.co</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Origin Country</strong></td>
<td>Argentina</td>
</tr>
<tr>
<td><strong>Value Proposition</strong></td>
<td>Fuse IoT &amp; AI into an integrated platform with data delivery solutions for B2B clients</td>
</tr>
<tr>
<td><strong>Contact</strong></td>
<td><a href="mailto:hello@uali.co">hello@uali.co</a></td>
</tr>
<tr>
<td><strong>Business Model</strong></td>
<td>Data as a service</td>
</tr>
</tbody>
</table>
| **Products/Features** | • Aerial solution to detect leaks and incidents, collecting relevant data  
|                     | • Data processing with AI and machine learning  
|                     | • Platform to access relevant and actionable information |
| **Founding Team Members** | • Diego Montesano (CMO)  
|                     | • Amelia Balsamo (CTO)  
|                     | • Ian Bogado (CEO)  
|                     | • Nicolas Portela (CFO)  
|                     | • Francisco Diaz Telli (COO) |
| **Additional Highlights** | — |

Green & Renewable Energy  Winner of Judges’ Vote  G20 DIN Compendium 102
VflowTech Pte Ltd

Website
vflowtech.com

Origin Country
Singapore

Value Proposition
Higher round-trip efficiency, lower cost, and higher operating temperature Vanadium Redox Flow Batteries (VRFB) for energy and utilities industry

Founding Team Members
• Dr. Avishek Kumar (CEO)
• Dr. Arjun Bhattarai (CTO)
• Eugene Kizhnerman (Design)
• Jian Cui (Procurement)

Additional Highlights
• Leads mainly coming from SEA, south Asia, Japan, Australia, Africa
• Multiple revenue stream: (i) Sale of battery, (ii) Service contract (equivalent to 3% of purchase price) and VAS such as battery analytics and energy management optimization services, (iii) Sale of power stack/hardware to other VRFB manufacturer
• Since 2018 raised over USD 4mn in grant and equity funding

Contact
info@vflowtech.com

Business Model
Battery technology

Products/Features
• PowerCube 5-30 kWh: (i) Residential energy storage, (ii) Telco towers in remote areas, (iii) solar tracker in remote areas
• PowerCube 10-100 kWh: (i) Micro-grid for commercial & industrial applications, (ii) Off-grid situations in remote / rural areas, (iii) Replace diesel genset currently used for backup power
• PowerCube 100-500 kWh: (i) Increase economic yield of solar & wind farms with batteries through peak shifting, (ii) Stabilize grid balancing supply and demand for power, (iii) Large industry/data center
• Energy Management System (EMS): manage various dynamic energy supply, load demand and stabilizes the grid infrastructure
Website
wisesoil.org

Origin Country
Russia

Value Proposition
Industrial-scale solution for biogas plants and wastewater treatment facilities that make organic waste recycling profitable

Products/Features
- Substrate Pretreatment Module: integrates five pre-treatment functions on feedstock, installed as add-on before any digester
- Non-thermal effluent dewatering system: producing clean water and dry fertilizer instead of wet digestion products
- Inline Macerator: tool to reduce solids and fibers in pumped products

Founding Team Members
- Alex Smotritskiy (CEO)
- Nikolai Finsov (Microbiologist)
- Andrei Smotritskiy (CTO)

Contact
info@wisesoil.org

Business Model
Waste recycling technology

Additional Highlights
-
Xurya Daya Indonesia

Website
oxurya.com

Origin Country
Indonesia

Value Proposition
Targeting commercial and industrial building owners (C&I), Xurya offers support in investment feasibility studies, installation management, operation and periodic maintenance by providing rental schemes for roof owners to enjoy electricity savings without investment.

Contact
sales@xurya.com

Business Model
Solar developer for B2B

Products/Features
• Solar/PV modules
• Inverter
• IoT and monitoring system
• Mounting and installation
• 3 payment method: (i) cash, (ii) Xurya lease, (iii) Xurya Flexi

Additional Highlights
Xurya Master Plan:
• Stage 1: Start with Commercial & Industrial Solar Rooftop PV as lower volume, high profit business given its scale per site
• Stage 2: Use existing operations base and profits to build small commercial and residential business
• Stage 3: With Phase 1 and Phase 2, build a battery product to cater to Commercial, Industrial and Small-scale customers (Distributed Storage)
• Stage 4: Connect the Distributed Generation and Distributed Storage Systems to build Virtual Power Plant capability i.e. Power Trading
• Stage 5: Replicate the VPP Model across Industrial Estates in Indonesia and in the region

Founding Team Members
• Eka Himawan (Founder and managing director)
• Dr. Edwin Widjonarko (Co-founder and director of technology)
Startup Compendium

A Special Event Hosted by The Indonesian G20 Presidency

g20innovationnetwork.org
Education & Technology
Accredify

Website
accredify.io

Origin Country
Singapore

Value Proposition
Empower enterprises to issue Web3 compatible credentials and allow their recipients to have ownership of these trusted, verifiable credentials

Founding Team Members
- Quah Zheng Wei (Chief Executive Officer & Co-founder)
- Derrick Lee (Chief Technology Officer & Co-founder)
- Shaun Cheetham (Chief Information Officer & Co-founder)
- Edmund Chew (Chief Risk Officer & Co-founder)

Contact
contact@accredify.io

Business Model
B2B data verification service provider

Products/Features
- Document creation and issuance
- Document verification
- Document management

Additional Highlights
—
| **Website** | cakap.com |
| **Origin Country** | Indonesia |
| **Value Proposition** | E2E learning ecosystem (upskilling, certification, and career enhancement) for adults and kids through cross platform access (mobile and web) |
| **Contact** | cakap.com |
| **Business Model** | Online learning platform |
| **Products/Features** | • Language Learning: General, Business, Industry Specific, Language for Special Purposes  
• Upskill: High Demand Skills and Vocational Courses (ICT, Marketing & Hospitality) |
| **Founding Team Members** | • Tomy Yunus (CEO & co-founder)  
• Yohan Limerta (CTO & co-founder) |
| **Additional Highlights** | — |
Classera

**Website**
mea.classera.com/en/home

**Origin Country**
Saudi Arabia

**Value Proposition**
Personalized and gamified learning management system that covers entire value chain for government, education institutions, and corporates

**Founding Team Members**
- Mohammad Almadani (CEO and co-founder)
- Mohammad Alashmawi (CTO and co-founder)

**Contact**
info@classera.com (Head Office)
me@classera.com (Middle East Office)

**Business Model**
Learning management system

**Products/Features**
- School admission
- Daily activities
- Virtual classrooms
- Digital libraries
- Exams & assignments
- Grade book

**Additional Highlights**
—
Deutschfuchs Gesellschaft für
digitalen Unterricht GmbH

Website
deutschfuchs.de

Origin Country
Germany

Value Proposition
Blended learning experience which accessible via app and web for school and companies

Founding Team Members
• Caro Aschemeier (CEO & Co-founder)
• Sion Aschemeier (CEO & Co-founder)

Contact
info@deutschfuchs.de

Business Model
• Learning management system
• Digital content

Products/Features
• German digital textbook (levels A1 to B2)
• Modern LMS to review learning progress
• Create and manage teaching materials

Additional Highlights
—
Website
edubuk.io

Origin Country
India

Value Proposition
AI driven full stack customized & decentralized skilling ecosystem on the Blockchain that help Learners (school and college students) to convert their passion & interest into a profession

Founding Team Members
Shivani Mehrotra (Co-founder and CEO)
- Apportva Bajaj (Co-founder and CTO)

Contact
experts@edubuk.com

Business Model
Online learning platform

Products/Features
- Passion discovery
- Customized learning plans
- Online skilling courses
- Learners’ blockchain profile
- AI driven job assistance

Additional Highlights
-
ROBBO JSC

Website
robbo.world

Origin Country
Russia

Value Proposition
Created robot that enables kids aged 5-15 years old to be truly creators and develop their Technology and Engineering skills

Founding Team Members
Pavel Frolov (Founder)

Contact
info@robbo.world

Business Model
Robot technology

Products/Features
• Lab: very easy robot to enter the world of technology
• Robot kit: Comprehensive robot construction kit with 5 simple magnetic-mount sensors and led light

Additional Highlights
—
Website
sala.co ; sala.tech

Origin Country
Cambodia

Value Proposition
Enable student to seek advice and guidance to find their best fit major and professional career, provides school management system tailored to fit the needs of every Cambodian school

Contact
leap@sala.co

Business Model
• Information portal
• School management system

Products/Features
• Sala.co (College & School Enrollment): portal and app for students to search, compare, get advised, and apply to college/university
• Sala.tech (College & School Management Suite): system that allows (i) school to manage academic operations, (ii) students to keep track their academic performance, (iii) teachers to keep track students’ performance and obtain school information

Founding Team Members
• Leap Sok (CEO)
• Thavoac Chun (CTO)

Additional Highlights
—
**Vinco**

**Website**
vincoed.com

**Origin Country**
Mexico

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**Value Proposition**
Empowering businesses to attract, retain, and nurture tomorrow’s workforce through education benefits

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**Founding Team Members**
- Lissy M Giacomán Colyer (CEO and co-founder)
- Miriam Fernandez (COO and co-founder)
- Sofía Sada (CTO and co-founder)

---

**Contact**
hola@vincoed.com

**Business Model**
Online learning platform

---

**Products/Features**
2k+ learning programs for high school, college, master’s degrees, language learning, certificates & courses

---

**Additional Highlights**
—
Wink by Danbi Education Co., Ltd.

Website
wink.co.kr

Origin Country
Republic of Korea

Value Proposition
Smart learning services with edutainment and self-directed learning content for toddlers/pre-schoolers

Contact
wink@danbiedu.co.kr

Business Model
Learning management system

Products/Features
• Digital learning for students
• Remote tutoring for teachers
• Remote monitoring for parents

Founding Team Members

Additional Highlights

---
Website
gameontech.co.uk

Origin Country
Türkiye

Contact
hello@gameontech.co.uk
support@gameontech.co.uk
investor@gameontech.co.uk

Business Model
• B2B
• Software as a Service (SaaS)

Value Proposition
Learning gamification that can help all levels of schools engage seamlessly and collaboratively with students

Products/Features
Features in GameOn platform includes avatar studio, personalized tasks and quizzes, clubs and projects, badges and rewards, and leaderboard and game points

Founding Team Members
Ahmet Sukuroglu (Founder & CEO)

Additional Highlights
—
Financial Inclusivity
**Website**
fabit.app

**Origin Country**
Germany

**Value Proposition**
“Weight Watchers for Finance”, accompanies people in their daily lives to develop sustainable healthy financial habits

**Business Model**
Financial management platform

**Products/Features**
- Digital coach for money management: give personal finances overview, plan budget and installments, keep track of open bills, answer questions about money
- Offers financial products: Private pensions, Insurances, Contracts, ETF/Investment, Refinancing loans

**Founding Team Members**
- Susanne Krehl (Co-founder, Business Development, IR, PR)
- Robert Heim (Co-founder, IT, Product)
- Dr. Ralf-Michael Schmidt (Co-founder, Operations, HR & Finance)

**Additional Highlights**
—
Intuitive Care

Website
intuitivecare.com

Origin Country
Brazil

Value Proposition
Provide integrated applications to ERP that digitize key processes of business (Hospitals, Laboratories and Clinics) so that they can “get paid faster” and “lose less” from their paying sources, at a lower cost

Founding Team Members
• Paulo Leite Pinto (CEO and co-founder)
• Luis Henrique Neto (CTO and co-founder)

Contact
contato@intuitivecare.com

Business Model
Data gateway

Products/Features
• Pre-eligibility and password checks
• Invoicing/billing submission
• Reconciliation and settlement of bills
• Medical accounts & resource submission

Additional Highlights
—
Website
jefa.io

Origin Country
Mexico

Value Proposition
Financial world designed for women including a personal line of credit and digital community

Founding Team Members
• Emma Sánchez Andrade Smith (Co-Founder and CEO)
• Malavika Chugh (Co-founder & CFO)

Contact
hola@jefa.io

Business Model
• Digital bank
• B2C

Products/Features
• Line of credit of up to MXN 4k, with a monthly subscription from MXN 49
• Community of women entrepreneurs

Additional Highlights
—
Website
komunal.co.id/beranda

Origin Country
Indonesia

Value Proposition
Digitalize BPR (rural banks) to drive financial inclusion in tier 2 and tier 3 cities

Contact
hello@komunal.co.id

Business Model
P2P lending

Products/Features
• Funding solution: deposit marketplace platform
• Lending solution platform for syndicated lending and credit scoring /underwriting

Founding Team Members
- Hendry Lievant (CEO and co-founder)
- Rico Tedyono (COO and co-founder)
- Kendrick Winoto (CFO and co-founder)

Additional Highlights
—
Website
lendo.sa

Origin Country
Saudi Arabia

Value Proposition
Sharia-compliant invoice financing for SME businesses

Founding Team Members
• Osama Alraee (Co-Founder, CEO, and Board Member)
• Mohamed Jawabreh (Co-Founder, COO, and Board Member)

Contact
info@lendo.sa

Business Model
P2P lending

Products/Features
• Invoice financing
• Reverse invoice financing
• E-commerce financing
• POS retail financing

Additional Highlights
—
Website
lunedata.io

Origin Country
United Arab Emirates

Value Proposition
Transaction enrichment and categorization engine that transforms raw, unstructured transactions into cleansed, categorized, and enriched data for banks, fintech companies, and retailers

Founding Team Members
• Helal Lootah (co-founder)
• Alexandre Soued (co-founder)

Contact
hello@lunedata.io

Business Model
• Software as a Service (SaaS)
• B2B

Products/Features
• Transaction enrichment: using API to transform ambiguous transaction data into clear, contextualized information at the brand-level
• Money Management: help businesses’ customers to manage their money and track their spending using Lune’s Money Management SDK

Additional Highlights
—
**Website**
talkbank.io/en

**Origin Country**
Russia

**Contact**
hello@techfoliance.com

**Business Model**
- B2B2C
- B2C
- B2B banking platform
- Financial supermarket

**Value Proposition**
A bank in messengers which allows users to have conversational banking

**Products/Features**
- Chatbot platform - AI chatbots with debit cards
- Fintech platform - debit cards with flexible replenishment and withdrawal scenarios for customers, employees and partners
- Financial supermarket - any financial instruments from MFO loans to brokerage accounts with remote opening and management of all settings through a bot
- RoboConcierge service - smart helpers in automatic mode, organizing travel, entertainment and other non-financial services with payment in 1 click
- Loyalty system - a coalition program processing with flexible logic that does not require technical integration for partners and allows users to use, along with points, cash or cryptotokens

**Founding Team Members**
- Mikhail Popov (CEO and founder)
- Aleksandr Popov (CFO and co-founder)

**Additional Highlights**
**Website**
wirebarley.com

**Origin Country**
Republic of Korea

**Value Proposition**
Fast, easy, and low on fees to send money abroad for personal and business customers (startups, SMEs, large corporations & conglomerates)

**Founding Team Members**
- John Yoo (CEO and co-founder)
- Jai Kim (CCXO and co-founder)
- Eric Yoon (COO, CFO, and co-founder)

**Business Model**
- B2C
- B2B payment platform

**Products/Features**
- Personal and business money transfer platform
- Global card: multi-currency visa prepaid card used for top-up, exchange and pay

**Contact**
help@wirebarley.com

**Additional Highlights**
—
Supply Chain
Website
ceramarketing.com

Origin Country
Russia

Value Proposition
AI smart assistant designed for retailers to automate key business processes, collect and analyze data to better manage every store

Contact
office@ceramarketing.com

Business Model
• B2B
• Software as a Services (SaaS)

Products/Features
• Queue control: detects the creation of a queue in the checkout area and notifies the responsible employee
• Shelf control: recognizes the goods on the shelf in real time, controls on shelf availability and monitors correct display
• Checkout control: control all operations of cashier or customer at the checkout and detects the violations.
• People traffic counter; counts people crossing an imaginary line with higher than 99% accuracy
• Warehouse control: detects truck’s dwell time, recognizes boxes barcodes and alerts stuff if needed

Founding Team Members
• Sergey Zaharov (CEO)
• Ivan Smolin (VP of Sales)
• Kate Latisheva (Head of Computer Vision)
• Vadim Pinchuk (CTO)
• Bhaskar Bagchi (Head of Sales)

Additional Highlights
Doxa Holdings
International Pte. Ltd.

Website
doxa holdings.com

Origin Country
Singapore

Contact
—

Business Model
• B2B
• Software as a Services (SaaS)

Value Proposition
Collaborative trade platform that enables procurement-to-payment, financing, and analytics for businesses (Main contractors, sub-contractors, developers, and suppliers)

Products/Features
‘Doxa Connex’ platform with features: automated procure-to-pay system, collaborative workspace, host-to-host direct payment, supplier portal, financing & disbursement, data analytics, and blockchain security

Founding Team Members
• Edmund Ng (CEO and co-founder)
• Leon Yeo (COO and co-founder)
• Henry Kwan (Tech implementation and co-founder)

Additional Highlights
—
Website
eunimart.com

Origin Country
India

Value Proposition
Empower brands to capture the full potential of global commerce with a platform that centralizes all sales channels, technology providers and ecosystem partners so they can scale faster, organically

Products/Features
• Multichannel & cross border (i.e. webstore integration, order management, inventory management, payment reconciliation)
• Logistics (i.e. shipping integration, warehouse management, 3P warehouse management, AI forecasting)
• Data & intelligence (i.e. automated reporting, pricing calculator)
• Marketing (i.e. marketing automation, SEO, affiliate integration)
• AI tools (i.e. content optimization, keyword optimization, competitive analysis)
• Account management (i.e. growth management, advertising advisory)

Founding Team Members
• Shayak Mazumder (Founder and CEO)
• Archana Shah (Founder and COO)

Contact
—

Business Model
B2C e-commerce

Additional Highlights
—
<table>
<thead>
<tr>
<th><strong>Website</strong></th>
<th>fairsupply.com.au</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Origin Country</strong></td>
<td>Australia</td>
</tr>
<tr>
<td></td>
<td><strong>Contact</strong></td>
</tr>
<tr>
<td></td>
<td><a href="mailto:info@fairsupply.com.au">info@fairsupply.com.au</a></td>
</tr>
<tr>
<td><strong>Business Model</strong></td>
<td>Software as a Service (SaaS)</td>
</tr>
<tr>
<td></td>
<td><strong>Value Proposition</strong></td>
</tr>
<tr>
<td></td>
<td>Provide business and institutional clients with unparalleled visibility over ESG risk along their entire supply chain</td>
</tr>
<tr>
<td></td>
<td><strong>Products/Features</strong></td>
</tr>
<tr>
<td></td>
<td>ESG predictive analytics and dashboard</td>
</tr>
<tr>
<td></td>
<td><strong>Founding Team Members</strong></td>
</tr>
<tr>
<td></td>
<td>- Kimberley Randle (CEO and co-founder)</td>
</tr>
<tr>
<td></td>
<td>- Dr. Arne Geschke (CTO and co-founder)</td>
</tr>
<tr>
<td></td>
<td><strong>Additional Highlights</strong></td>
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</tr>
</tbody>
</table>
Website
farmin.ai

Origin Country
United Arab Emirates

Value Proposition
Implement AI in the sustainable development of different Government Sectors in the UAE and across the MENA Region (i.e. agriculture, urban planning, maritime)

Contact
info@farmin.ai

Business Model
AI analytics and insights

Products/Features
• Artificial Intelligence: algorithm that is capable of analyzing, classifying, and detecting smallest changes
• Satellite imagery: leverage a daily multispectral high-resolution imagery
• Real-time monitoring: HD camera used for live analysis of objects and for efficient on-ground statistics
• IoT integration: Sensors and actuators for remote monitoring and quick action

Founding Team Members
• Ali AlHammadi (Chief Executive Officer)
• Abdullah AlShamrani (Chief Computational Scientist)
• Mohammed Abu Taqiya (Chief Technology Officer)

Additional Highlights
—
<table>
<thead>
<tr>
<th><strong>Website</strong></th>
<th>moova.io</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Origin Country</strong></td>
<td>Argentina</td>
</tr>
<tr>
<td><strong>Value Proposition</strong></td>
<td>Empower urban logistics players by giving them access to cutting-edge technology for real-time routes and cost optimization</td>
</tr>
</tbody>
</table>
| **Founding Team Members** | • Antonio Migliore (Founder and CEO)  
                          • Marcos Detry (Co-founder and CTO) |
| **Contact**       | info@moova.io |
| **Business Model**| • Last-mile delivery service  
                          • Software as a Services (SaaS) |
| **Products/Features** | • Last mile delivery that connects courier with e-commerce/retail businesses  
                          • Platform license for logistics companies |
| **Additional Highlights** | — |
PT Sinbad Karya Perdagangan

Website
sinbad.co.id

Origin Country
Indonesia

Contact
help@sinbad.co.id

Business Model
B2B marketplace

Value Proposition
Connects traditional retailers (warungs) directly with principal manufacturers or distributors, simplifying the supply chain network: with guaranteed stock availability, delivery times & price

Products/Features
• Marketplace e-commerce
• Distribution operations
• Digital marketing
• Cashless transactions
• Cold-chain operations
• Credit/term of payments

Founding Team Members
• Emilio Wibisono (CEO and co-founder)
• Jabert Hachchouch (COO and co-founder)
• David Yuhan Lim (VP of Engineering)

Additional Highlights
—
Website
sary.com

Origin Country
Saudi Arabia

Value Proposition
Synchronize all current supply chain channels digitally, and empower sellers (MSMEs) and buyers with real-time access to make faster, better decisions

Founding Team Members
• Mohammed Aldossary (CEO and co-founder)
• Khaled Alsiari (CTO and co-founder)

Contact
info@sary.com invest@sary.com

Business Model
B2B marketplace

Products/Features
• Buyers marketplace
• Drivers application
• Sellers toolkit

Additional Highlights
—
<table>
<thead>
<tr>
<th><strong>Website</strong></th>
<th>spherity.com</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Origin Country</strong></td>
<td>Germany</td>
</tr>
<tr>
<td><strong>Contact</strong></td>
<td><a href="mailto:info@spherity.com">info@spherity.com</a></td>
</tr>
<tr>
<td><strong>Business Model</strong></td>
<td>Software as a Service (SaaS)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>Value Proposition</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>Decentralized identity management solutions to power the 4th industrial revolution, bringing cutting-edge identity management to enterprises, machines, and other non-human entities</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>Products/Features</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>• Credentialing service for DSCSA compliance</td>
</tr>
<tr>
<td>• Digital Product Passport for objects (e.g. EV batteries)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>Founding Team Members</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>Carsten Stoecker (CEO &amp; Founder)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>Additional Highlights</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>• Primary focus industries in pharmaceuticals and life science</td>
</tr>
<tr>
<td>• Spherity meets both SAP Certified Cloud Solution standards and ISO 27001 information security standards</td>
</tr>
<tr>
<td><strong>Website</strong></td>
</tr>
<tr>
<td>----------------</td>
</tr>
<tr>
<td><strong>Origin Country</strong></td>
</tr>
<tr>
<td><strong>Value Proposition</strong></td>
</tr>
</tbody>
</table>
| **Founding Team Members** | • Cindy van Niekerk (CEO and founder)  
                               • Kyle Bradley (CTO and Co-Founder) |
| **Contact**     | info@umazi.io             |
| **Business Model** | • B2B  
                               • Software as a Services (SaaS) |
<p>| <strong>Products/Features</strong> | Due diligence platform with four different pricing models built for businesses of all sizes |
| <strong>Additional Highlights</strong> | — |</p>
<table>
<thead>
<tr>
<th><strong>Website</strong></th>
<th>vidaveg.com.br</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Origin Country</strong></td>
<td>Brazil</td>
</tr>
<tr>
<td><strong>Value Proposition</strong></td>
<td>Facilitating access to plant-based, tasty, and healthy foods</td>
</tr>
<tr>
<td><strong>Contact</strong></td>
<td><a href="mailto:contato@vidaveg.com.br">contato@vidaveg.com.br</a></td>
</tr>
<tr>
<td><strong>Business Model</strong></td>
<td>F&amp;B manufacturing</td>
</tr>
<tr>
<td><strong>Products/Features</strong></td>
<td>Plant-based food products, including butter and creams, vegetable milks, vegan cheese, vegan yogurt, vegan protein, and vegan cottage cheese</td>
</tr>
<tr>
<td><strong>Founding Team Members</strong></td>
<td>Anderson Rodrigues (Founder and Director)</td>
</tr>
<tr>
<td><strong>Additional Highlights</strong></td>
<td>Some business strategies:</td>
</tr>
<tr>
<td></td>
<td>• Refrigerated logistics structured to serve all states of the country</td>
</tr>
<tr>
<td></td>
<td>• Strong work with influencers</td>
</tr>
<tr>
<td></td>
<td>• Participation in the largest events in Brazil</td>
</tr>
<tr>
<td></td>
<td>• Visits to health professionals (nutritionists, doctors, prescribers)</td>
</tr>
</tbody>
</table>
Startup Compendium

A Special Event Hosted by The Indonesian G20 Presidency

g20innovationnetwork.org
Whitebook

A Special Event Hosted by The Indonesian G20 Presidency

g20innovationnetwork.org

Author

ERIA

Market Insight

KEARNEY

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