



KICKSTART VENTURES INC.
January 2013

www.kickstart.ph

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OVERVIEW

- **Kickstart**
 - **Mandate**
 - **Focus**
 - **People**
- **Partners**



MANDATE

Accelerate the growth of startups & technopreneurs.
Co-create a dynamic innovation ecosystem in the Philippines.

- USD2.4 million fund
- Wholly-owned subsidiary of Globe Telecom
- Supported by SingTel, Ayala Corporation
- Partnerships in the Philippines, Asia, USA

WHAT WE'RE LOOKING FOR

ideas that scale



THE BIG IDEA

- ❖ Digital Media businesses
 - Entertainment, Education, Commerce
 - Digital concierge services
 - Communities and networks
- ❖ Digital technology executions of traditional businesses
 - enhance customer experience;
 - improve product quality;
 - increase usership and revenues;
 - reduce the cost of operations.
- ❖ Web and mobile platform plays
 - software/apps/services vs. hardware
 - platforms vs. content
- ❖ Innovative business models

WHAT WE'RE LOOKING FOR

teams that deliver
results



THE TEAM

- ❖ Individuals committed to converting their idea into a real business.
 - ❖ Driven to action
 - ❖ Committed to results
 - ❖ Fast learners & problem-solvers
 - ❖ Resourceful & highly adaptable
- ❖ A team that can handle uncertainty and overcome adversity together.

WHAT WE'RE LOOKING FOR

Solutions to local market & regional needs, as well as plans for world domination



THE PLAN & EXECUTION

- ❖ An identified target customer,
- ❖ An insight about a problem and/or opportunity
- ❖ An initial hypothesis of the business model
 - plus points for business models that are suitable for emerging markets
- ❖ A program of action
 - Focused on outcomes, dates

THE KICKSTART OFFER

- ❖ Funding
 - ❖ USD30-120K (typical range)
- ❖ Resources
 - ❖ Office space
 - ❖ AWS credit worth \$1,000
 - ❖ 12 mos. ZenDesk worth \$3,450
 - ❖ Php2M worth of free m-ads
 - ❖ GCash (mobile money) free integration
 - ❖ Mobile + Online survey tool
- ❖ Mentorship
 - ❖ Training program / workshops
 - ❖ Mentors' pool
- ❖ Market access
 - ❖ Globe, Ayala, SingTel
 - ❖ Community events

THE KICKSTART TEAM

MINETTE B. NAVARRETE

minette@kickstart.ph

❖ **President, Kickstart Ventures Inc.**

- ❖ Member of Globe Senior Leadership Team
- ❖ Vice-Chairman, Entertainment Gateway Group
- ❖ Previously:
 - Managing Director, Level-Up Philippines
 - Country Manager, Levi Strauss Philippines & Guam
 - President and CEO, Shangri-La Plaza Corporation

DAN I. SIAZON

dan@kickstart.ph

❖ **Senior Vice-President & Treasurer, Kickstart Ventures Inc.**

- ❖ Previously:
 - Head of Business Development, Globe New Business Group
 - JAFCO Investments (APAC) Ltd., Senior Director, S. Asia
 - Non-executive Board Directorships: Avega Systems; RPO Inc; Sensory Networks Inc.; Software Ventures International Corp; Dilithium Networks Inc.; PSI Technologies Holdings Inc.

CHRISTIAN BESLER

christian@kickstart.ph

❖ **Vice-President and Head of Community Engagement, Kickstart Ventures Inc.**

- ❖ Co-founder, Mobile Mondays Manila
- ❖ Previously:
 - Advisor to Globe Telecom New Business Group
 - RRD

PIA ANGELI C. BERNAL

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❖ **Manager, Social Enterprise & Education portfolio, Kickstart Ventures Inc.**

- ❖ Previously:
 - Globe Corporate Social Responsibility, Education portfolio
 - League of Corporate Foundations
 - RFM Foundation

RUTH F. CANILLAS

ruth@kickstart.ph

❖ **Office Manager, Kickstart Ventures Inc.**

- ❖ Previously:
 - Executive Assistant to Globe Head of New Business Group
 - Executive Assistant to the Country Manager, Levi Strauss Philippines
 - Executive Assistant to the Country Manager, American Express International - Philippines

INVESTMENT COMMITTEE

PETER BITHOS

- ❖ Senior Advisor, Globe Consumer Business
- ❖ Formerly CEO, Virgin Mobile, Australia

BOBOY ROMERO

- ❖ Head, Globe Business Customer-Facing Unit (BCFU)

ERNEST CU

- ❖ CEO, Globe Telecom
- ❖ Chairman of Kickstart Investment Committee
- ❖ Formerly CEO of SPI

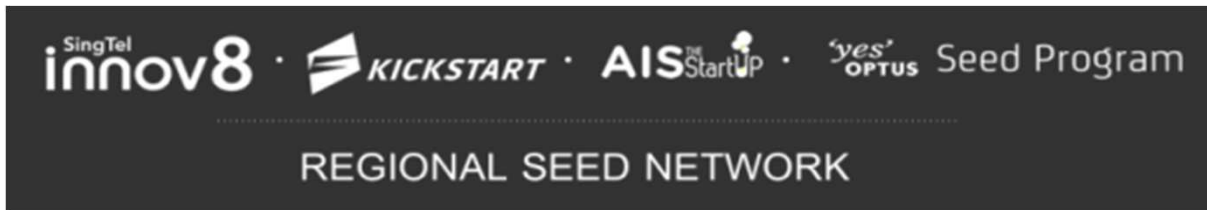
ALBERTO DE LARRAZABAL

- ❖ CFO, Globe Telecom
- ❖ Chairman of Kickstart Board of Directors
- ❖ Chairman, EGG
- ❖ Formerly San Miguel Corporation

MINETTE NAVARRETE

- ❖ President, Kickstart Ventures Inc
- ❖ Concurrently Vice-Chairman, EGG
- ❖ Formerly MD Level-Up Phils; Levi Strauss Phils & Guam

PARTNERS & CONTRIBUTORS



PHILIPPINES

- ❖ Ayala Foundation
- ❖ Ayala – Technology Business Incubator
- ❖ Launchgarage
- ❖ MINT College
- ❖ Mobile Mondays



ASIA / EUROPE

- ❖ SingTel
- ❖ Singtel Innov8
- ❖ Pollenizer
- ❖ ZenDesk



UNITED STATES

- ❖ Startup Weekend
- ❖ Amazon Web Services

