

# MDI Ventures: Global Multi-Stage VC Firm

PT Metra Digital Investama Ventura

## About MDI Ventures

One of the largest venture capital firms in Indonesia.



**MDI Ventures** is a strategic VC originally anchored by evergreen funds from **Telkom Indonesia**. We have since grown to manage investments from other third party LP Investors.

At MDI Ventures, we are **driving the digital future** through strategic and active investments and partnerships. We focus on harnessing the potential of **corporate synergy** to deliver **measurable impact** and **tangible results**. We pride ourselves on maintaining the highest standards of **Good Corporate Governance (GCG) Compliance** and ensuring **liquidity** across our investment portfolio.



2024 Indonesia GCG Awards by SWA  
**Building Excellence in GCG Operations**



2023 Stevie® Award 20th annual IBAs  
**Company of the Year, Financial Services**



2022 Stevie® Award 19th annual IBAs  
**Company of the Year, Financial Services**



CNBC Indonesia 2021 Award  
**Best Venture Capital**



**\$ 656 Mn**  
Total AUM  
of \$ 1.1 Bn Committed



**99**  
Total Portfolio  
Under Management



**IDR 15,8 Tn**  
Synergy Value 2016 to 2024  
(IDR 4.24 Tn in 2024)



**7**  
Active Funds



**3**  
Unicorns



**17**  
Investment Exit  
(including 4 IPO)

# What Makes MDI Ventures Different?

We have 6 strategy pillars that differentiate us from other VC firms in the region.



## Financial Performance

MDI Delivers Robust Returns by Investing in Scalable Firms in Growing Sectors



## Grow Fundraising Platform

MDI Continuously Expands Our Capabilities in Raising Funds from External LPs



## Active Investor

MDI Takes a Hands-on Approach in Overseeing and Supporting Our Investments



## Synergy

MDI Creates a Win-Win Synergy Bridge Between TELKOM, SOEs, and Startups



## Enabling Impact through Digital

MDI Leverages Technologies to Drive Positive Social Outcomes to the Society



## Risk & Compliance

MDI Adheres to Global Fund Management Laws and Regulatory Standards

# MDI Creates a Win-Win Synergy Bridge Between TELKOM, SOEs, and Startups

By continuing to double the synergistic revenue delivery to Telkom.



Audit by:  skha

**1st Nex-Be Fest Telkom Group**  
Pitching & Business Matchmaking  
2 Days event at Bali Island,  
With 150 Participants



2019

**3rd Nex-BE Fest**  
Pitching & Business Matchmaking  
2 Days event in Bali  
With 170 participants.



2021

**Hub.id x Nex-BE Fest 2023**  
Business Matchmaking, Panel Discussion, and Synergy Award  
2 Days event in Bali with 500+ participants, 80 Startups & 80 Business Partners (incl. Telkom)



2023



2024

**MDI first operates**

**1st NexBE Fest BUMN by Cluster**  
Pitching & Business Matchmaking  
Healthcare | Agriculture | Fintech | Logistic

**2nd NexBE Fest Telkom Group**  
Pitching & Business Matchmaking  
2 Days event by ZOOM Online,  
with 451 participants



**Nex-BE Fest 2022**  
Business Matchmaking, Panel Discussion,  
MOU signing and Synergy Award  
2 Days event in Bali with 230 participants.



**Nex-BE Fest 2024**  
Business Matchmaking, Impact Report Launching,  
MOU Signing, Nex-PERT Insight, and Synergy Award  
2 days event in Jkt with 470+ participants.



# MDI Leverages Technologies to Drive Positive Social Outcomes to the Society



We contribute to the UN SDGs, focusing on several themes, measured by IRIS+. Several Impact highlights generated by our portfolio in 2023:

| Theme | Prioritized Impact                                                                                                                           | amarcha                                                              | aruna                                                               | cermati                                                                     | D3LOS                                                    | JULO                                                                              | paxel                                        | Qoala                                                                         | SwipeRx                                                                |
|-------|----------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------|---------------------------------------------------------------------|-----------------------------------------------------------------------------|----------------------------------------------------------|-----------------------------------------------------------------------------------|----------------------------------------------|-------------------------------------------------------------------------------|------------------------------------------------------------------------|
| I     | <b>Digital Empowerment</b><br>8 DECENT WORK AND ECONOMIC GROWTH<br>9 INDUSTRY INNOVATION AND INFRASTRUCTURE<br>17 PARTNERSHIPS FOR THE GOALS | <b>59% employees are female</b><br>out of 5,156 personnel hired      | <b>±150 Operational Points</b> of Aruna Hubs in <b>31 Provinces</b> | Provided <b>28% digital loan</b> for business purposes                      | Government-certified <b>100%</b> antibiotic-free shrimp. | <b>446 employees</b> join external industry innovation and trainings              | Adopted <b>reusable</b> Alva Board Packaging | <b>42%</b> of Qoala's agents & <b>41%</b> of Qoala's employees are women      | <b>144.6 million</b> patients reached through <b>50,000 pharmacies</b> |
| II    | <b>Financial Inclusion</b><br>1 NO POVERTY<br>8 DECENT WORK AND ECONOMIC GROWTH                                                              |                                                                      |                                                                     |                                                                             |                                                          |                                                                                   |                                              |                                                                               |                                                                        |
| III   | <b>Access to Education</b><br>4 QUALITY EDUCATION<br>11 SUSTAINABLE CITIES AND COMMUNITIES                                                   | <b>827 employees</b> received career promotions                      | <b>3-12x Increase</b> in the Income of Aruna's Fishers              | Saved <b>36,339 trees</b> and <b>1,566 tons of paper</b> from paperless ops | Certified by <b>Aquaculture Stewardship Council</b>      | <b>403% increase</b> in CSR activity compared to 2022                             | Launched <b>EV bike program</b>              | Saved <b>363,296 trees</b> and <b>14,532 tons of paper</b> from paperless ops | <b>±30,000 pharmacy professionals</b> taken courses on SwipeRx         |
| IV    | <b>Clean Energy</b><br>9 INDUSTRY INNOVATION AND INFRASTRUCTURE<br>11 SUSTAINABLE CITIES AND COMMUNITIES<br>13 CLIMATE ACTION                |                                                                      |                                                                     |                                                                             |                                                          |                                                                                   |                                              |                                                                               |                                                                        |
| V     | <b>Health</b><br>3 GOOD HEALTH AND WELL-BEING                                                                                                | <b>16,727.07 metric tons of CO2</b> total carbon emissions generated | Managing <b>1.6 Tons</b> Household Waste                            | Insured <b>2,500+ electric vehicles</b> and 50 charging stations            | <b>Waste Water Treatment</b> used in all partner farms.  | Supported <b>&gt;10,000</b> Indonesian fulfilling educational expenses            | Trained <b>96 Paxelians &amp; 935 Heroes</b> | <b>IDR 100 mn</b> donated to orphanages across 5 Indonesian cities            | <b>&gt;8000 Pharmacies</b> received Financial Support                  |
| VI    | <b>Sustainable Agriculture</b><br>2 ZERO HUNGER<br>13 CLIMATE ACTION                                                                         |                                                                      |                                                                     |                                                                             |                                                          |                                                                                   |                                              |                                                                               |                                                                        |
| VII   | <b>Sustainability Reporting</b><br>9 INDUSTRY INNOVATION AND INFRASTRUCTURE<br>16 PEACE, JUSTICE AND STRONG INSTITUTIONS                     | Providing <b>150 scholarships</b> to girls in villages               | <b>2,000+ Women Empowered</b> from Aruna's Value Chain              | Women fill in <b>33%</b> of senior management positions at Cermati          | Donates shrimp to <b>300+ households</b> every harvest.  | Utilized <b>490K kWh</b> of electricity & <b>17K (m3)</b> of water for operations | Paxel <b>Recycle Program</b> for recycling   | Supported surgeries of <b>19 children</b> with cleft lips & palates           | <b>95% Supported MSMEs</b> or Small Pharmacies                         |

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