

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 Deliver Robust Returns by Investing in Scalable Firms in Growing Sectors

From 2023 onwards, MDI has focused on 6 sectors: **Healthcare, Fintech, Logistics, Agritech, Edutech, and Enterprise**. We identify and invest in promising companies, preferably as the lead investor.

90+

Company

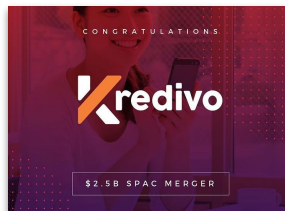


and many more...

Our portfolio achievements:

 Deal
street
Asia

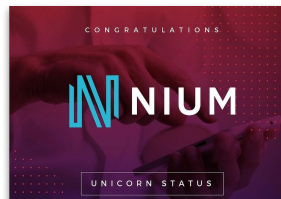
FinAccel turns unicorn with more than \$1.6bn in series D valuation



FinAccel, the parent company of Indonesia-based buy now, pay later service Kredivo, has secured almost US\$140 million as part of its series D funding round. The deal puts FinAccel's valuation at more than US\$1.6 billion

TECHCrunch

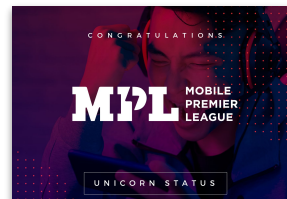
NIUM Crosses \$1 Bn Valuation after \$200 Mn Round



MDI Ventures backed Nium announce that it raised more than \$200 mn in Series D funding and saw its valuation rise above \$1 billion. It touted the investment as making it "the first B2B payments unicorn from SEA"

Bloomberg







Mobile Premier League Becomes Unicorn \$2.3 billion valuation



MDI Ventures backed Mobile Premier League became India's second gaming unicorn, raising funds at a \$2.3 billion valuation after the pandemic drove entertainment starved consumers toward mobile playing.

MDI Continuously Expands Our Capabilities in Raising Funds from External LPs


MDI currently manages 7 unique funds with different angle, contributing to all stages of investment. MDI's unified and streamlined investment operations uses a one-team, multiple-fund approach to maximize efficiency and achieve a comprehensive coverage of opportunities.


	EARLY STAGE Pre-Seed to Series A			GROWTH STAGE Series B+	PRE-IPO Series C+	THEMATIC Synergistic
	 BY MDI & KBI Est. 2020	 BY MDI & FINCH Est. 2021	 Est. 2024	 MDI 100 Est. 2016 MDI 500 Est. 2020	 Est. 2023	 Est. 2019
Sector	Fintech, Logistics, New Retail, Healthcare, Education	Healthcare, Fintech, Logistics, Agritech, Edutech, & Enterprise	MSME Enablers, Next Gen Financial services, Neo Consumer	Healthcare, Fintech, Logistics, Agritech, Edutech, and Enterprise.	Fintech, Logistics, Commerce, Education, Agriculture, Healthcare	Mobile & Enterprise
Region	Southeast Asia	Southeast Asia, primarily Indonesia	Southeast Asia, primarily Indonesia	Global	Indonesia	Southeast Asia & USA
Thesis	Investing in businesses that are ready to scale	To empower the next generation of founders in SEA	To empower extended Southeast Asian builders manifest viable vision into investible ventures.	Empowers companies to grow by using Telkom Group and SOE networks.	Indonesian-focused fund to scale-up domestic tech comp.	To improve T-Sel's business units using new tech.
Backer	KB Investments	Finch Capital	KB investment, BCA, Telkom Group	Telkom Group	MDI, TMI, MCI, BVI, BNV	Telkomsel
Size	US\$ 150 Mn Committed	US\$ 40 Mn Committed	US\$ 105 Mn Committed	MDI 100: US\$ 100 Mn Committed MDI 500: US\$ 500 Mn Committed	US\$ 300 Mn Committed	US\$ 40 Mn Committed


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


We drive value creation through active portfolio management. Our hands-on approach and close collaboration with portfolio companies has resulted in significant positive outcomes for several portfolio companies.


Value creation support we provide:

- A**


Install cross-functional PMO team and cadence
to drive implementation of binding initiatives (e.g., 100 day plan, CS monitoring, etc.)
- B**


Guidance & coaching to management
through board meetings, strategic workshops and other informal contact points
- C**




Explore potential commercial partnerships
by introducing PortfolioCo to Telkom and BUMN business units
- D**


Assistance from external consultants
in areas where specific expertise is needed (e.g., product and technical consultants)
- E**


Hire new talents with the right capabilities
to close talent gaps in PortfolioCo as covered in transaction documents

Successful case studies:



Description	Description
Good Doctor Technology (GDT) is a technology-based integrated healthcare provider with a vision of “One Doctor for Every Family in Indonesia”.	Privy is an Indonesian digital identity and electronic signature provider , offering legally recognized solutions for secure online document signing and identity verification.
Value Creation Outcomes	Value Creation Outcomes
100 day plan program deployed resulting in: <ul style="list-style-type: none"> 23% increase in MRR 25% improvement in AR collection 2x growth in GPM 50% cut in operating expenses IDR 55 bn synergy value generated from collaboration with Admedika set up by MDI synergy support	IDR 119.3 bn synergy value generated since 2017, where Privy provided ID verification services for IndiHome customers <p>This collaboration allowed IndiHome to streamline its customer onboarding process through secure digital identity verification, enhancing efficiency and reducing manual verification efforts.</p>
	

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

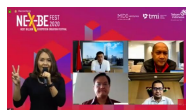


2024

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	D≈LOS	JULO	paxel	Qoala	SwipeRx
I	Digital Empowerment   	59% employees are female out of 5,156 personnel hired	±150 Operational Points of Aruna Hubs in 31 Provinces	Provided 28% digital loan for business purposes	Government-certified 100% antibiotic-free shrimp.	446 employees join external industry innovation and trainings	Adopted reusable Alva Board Packaging	42% of Qoala's agents & 41% of Qoala's employees are women	144.6 million patients reached through 50,000 pharmacies
II	Financial Inclusion  								
III	Access to Education  								
IV	Clean Energy   								
V	Health 								
VI	Sustainable Agriculture  								
VII	Sustainability Reporting  								
		827 employees received career promotions	3-12x Increase in the Income of Aruna's Fishers	Saved 36,339 trees and 1,566 tons of paper from paperless ops	Certified by Aquaculture Stewardship Council	403% increase in CSR activity compared to 2022	Launched EV bike program	Saved 363,296 trees and 14,532 tons of paper from paperless ops	±30,000 pharmacy professionals taken courses on SwipeRx
		16,727.07 metric tons of CO2 total carbon emissions generated	Managing 1.6 Tons Household Waste	Insured 2,500+ electric vehicles and 50 charging stations	Waste Water Treatment used in all partner farms.	Supported >10,000 Indonesian fulfilling educational expenses	Trained 96 Paxelians & 935 Heroes	IDR 100 mn donated to orphanages across 5 Indonesian cities	>8000 Pharmacies received Financial Support
		Providing 150 scholarships to girls in villages	2,000+ Women Empowered from Aruna's Value Chain	Women fill in 33% of senior management positions at Cermati	Donates shrimp to 300+ households every harvest.	Utilized 490K kWh of electricity & 17K (m3) of water for operations	Paxel Recycle Program for recycling	Supported surgeries of 19 children with cleft lips & palates	95% Supported MSMEs or Small Pharmacies

MDI is Led by a Team with Decades of Operations and Investment Track Records

Having diverse expertises ranging from private equity, investment bank, and consulting.

Indonesia Team



Singapore Team



US Partner



SK Partner



EU Partner



Forging Alliances and Co-Investors with Top Tier VCs in Indonesia, Singapore and Silicon Valley



Top Tier Silicon Valley and SEA Co-Investors

Local Deep-Rooted Network with World Class Background



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