

# **ANNUAL NARRATIVE**

**INOTEK**

**1 January – 31 December 2022**



Indonesian Technology Innovation Foundation

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## 1. EXECUTIVE SUMMARY

2022 is a year of self-development for INOTEK. We learn many new things and explore new sectors as a business incubator to enrich INOTEK repertoires and portfolios.

Not only exploring new things, in the 2022 INOTEK continued the role as a technology business incubator with the program called “**LET Be Indonesia**” which incubate 30 incubatees. The program was supported by LPDB-KUMKM. Through this program, we incubate cooperatives as a leverage of our incubation program.

As an accelerator, INOTEK collaborates with Ministry of SMEs and Cooperative by conducting **Business Matching Festival Nusantara Koperasi dan UMKM**. This event supported 9 SMEs & startups. They were connected with investors, buyers and other stakeholders.

In other sector, INOTEK also implements **SEED Catalyser Program** as collaboration with Adelphi Research Gemeinnutzige GmbH, an independent European forum for thought and action on climate, environment and development, implementing a 1 year program delivering support package for business eco-inclusive enterprise.

INOTEK improves it's ecosystem builder program by conducting **Build Back National Economy Better** program, a 10-month recognition program to support the development of Jakarta and Karawang entrepreneurs.

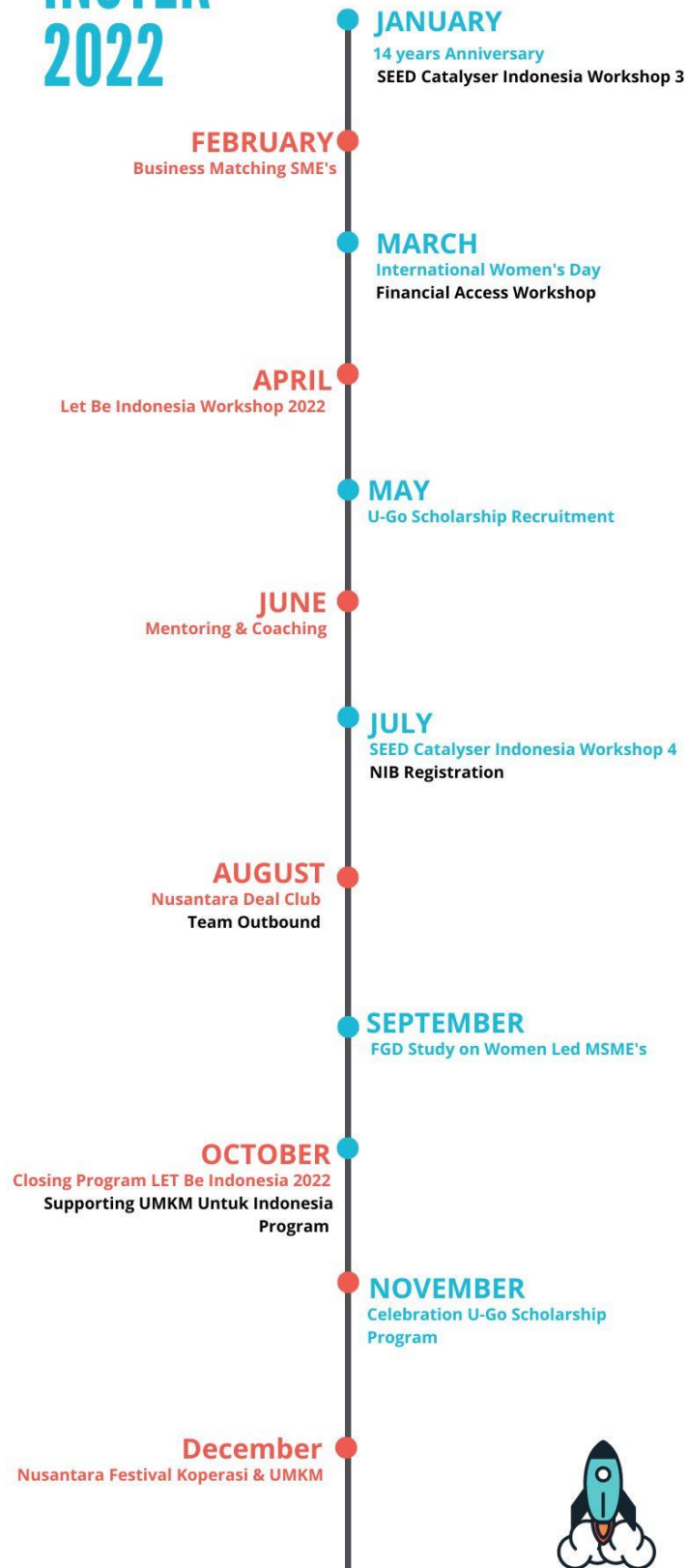
The next new learning process for INOTEK is to support youth through several programs related to education and self-character development which supporting INOTEK mission to develop entrepreneurial skills. Related to this, INOTEK collaborates with U-Go University to give scholarship for girls and supporting with soft skill education. 121 female students from national universities had join the program. INOTEK also developed a program named **PINTAR (Pemuda Inovatif, Bertoleransi dan Responsif)**, which aim to create young people to have innovative, tolerant and responsive characters.

At the end of year 2022, INOTEK receive a tremendous appreciation as **the Best Business Incubator Management**, in the 2022 LPDB – KUMKM Program Facility. This award is valuable to us as a motivation to provide excellent service in implementing business incubation programs in the future.

ACTIVITIES HIGHLIGHT

# INOTEK 2022

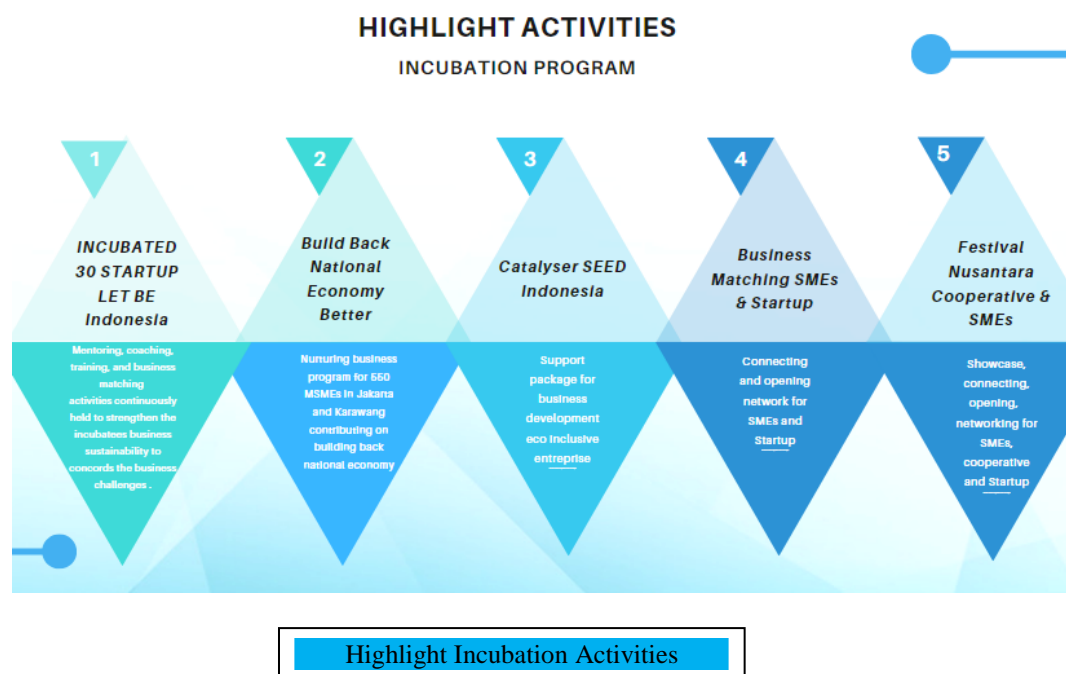
APPLIED TECHNOLOGY FOR COMMON GOOD



## 2. PROJECT PROGRESS

### 2.1. INCUBATOR

In 2022, INOTEK supports technology-based business for 30 SMEs, startups and cooperatives. The program name is LET BE Indonesia. Not only delivering coaching and mentoring, INOTEK strives to expand their markets by exploring ways to connect them with potential donors, investors and partners.



#### *Incubation and Mentoring*

The impact of Covid -19 has slowed down the economic ecosystem and created a major challenge for startup and SGBs to scale up.

Passing 2 years of the pandemic, Indonesian government reopened the economy through various national and international events to make it more enthusiastic and attractive to domestic and foreign markets.

In 2022, INOTEK has incubated 30 startups, SGBs and cooperatives with the following list:

1	Imago Raw Honey	21	KBMT Mutiara Insani
2	BUMP PT. Sinergi Brebes Inovatif	22	Koperasi Pemuda Karawang Sejahtera
3	PT. Karya Adyatma Sejahtera	23	Koperasi Produsen Sangga Buana
4	Balini organic	24	Koperasi Mambaul Rizki Investama
5	PT. Laporanku Usaha Indonesia	25	Koperasi Tawida (Koperasi Produsen Talenta Inovasi Muda)
6	PT. Semar Digitalisasi Negeri	26	Koperasi Petani Kopi Sariwangi Preanger
7	CV. Ratatia Indonesia Berkah	27	Koperasi Ambarsewu Sejahtera Bersama
8	Selsafical	28	Koperasi Bina Sukses Jejama
9	CV. Lacedream Mackrame Indonesia	29	Koperasi Simpan Pinjam BMT Insan Mandiri
10	Rimonarmas Inovasi Teknologi	30	Koperasi Jasa Profesi Cipta Prima Sejahtera
11	LARS		
12	CV. Ramu Padu Nusantara		
13	Cocopasifik		
14	Interestech Indonesia		
15	Mustav & Co		
16	Go Sampah System		
17	Batik "Bixa" Natural Colour		
18	Kreasi Bunda Gemilang		
19	PT. OmKurir delivery indonesia		
20	Bio Natural Nusantara		

In promoting our incubatee's products and technologies, INOTEK supported its incubatees in national and international collaboration platforms:

Incubatee	Date	Media
Imago Raw Honey	October 2022	Multilateral cooperation forum : B20 event
Sinergi Brebes Inovatif	December 2022	Business matching event: Festival Nusantara Koperasi & UMKM
PT. Karya Adyatma Sejahtera	October 2022	Multilateral cooperation forum : B20 event
Balini Organic	December 2022	Business matching event: Festival Nusantara Koperasi & UMKM
CV Lacedream Macrame	October 2022	Multilateral cooperation forum : B20 event
CV Ramu Padu Nusantara	December 2022	Business matching event: Festival Nusantara Koperasi & UMKM
Kreasi Bunda Gemilang	December 2022	Brilianpreneur Exhibition

Mentoring activities continuously held to strengthen the incubatees business sustainability to conquer the challenges in this pandemic. Every 2 weeks, we intensively discuss the business progress and looking for opportunities.

Result of Let Be Indonesia program:

Startup/ SMEs/ Cooperative	Type of Deals	Amount of Deals (Rp)
Imago Raw Honey	Partner	123,420,000
Balini	Investment	66,153,400
Rattan Handmade	Partner	119,598,000
Sinergi Brebes Inovatif	Funding	250,000,000
Ramu Padu Nusantara	Investment	100,000,000
Semar Cold	Partner	172,000,000
Kreasi Bunda Gemilang	Partner	120,000,000
PT. Laporanku Usaha Indonesia	Partner	57,914,414
PT. Karya Adyatma Sejahtera	Partner	500,000,000
CV. Lars	Partner	127,500,000
Bixa Natural	Partner	156,000,000
Mustav And Co	Grant	13,000,000
Manbaul Rizki Investama	Investment	1,600,000,000
Sariwangi Preanger	Investment	500,000,000
	<b>Total</b>	<b>3,905,585,814</b>

## 2.2 ACCELERATOR

### SEED Catalyser Program

INOTEK with Findolainen Business Hub and Pratisara Bumi Foundation supported by SEED Global held an Introduction Session in the Seed Catalyser Program in Indonesia. This activity was carried out as the first step in implementing the Seed Catalyser Indonesia program.

SEED Catalyser Indonesia guides eco-inclusive companies selected as runner-up at the SEED Awards, namely Biopac, Neurafarm, Perfect fit, and SukkhaCitta to refine the company's business model to optimize environmental, social, and economic impacts and increase investment readiness. In Indonesia, as a consortium INOTEK Foundation, Findolainen Business Hub, and Pratisara Bumi Foundation are organizations to implement the SEED Catalyser program. From August 2021 to July 2022 INOTEK held 4 workshops, coaching and consulting sessions in response to the challenges faced by the enterprises.



SEED Catalyser Program

### FGD Women Led Indonesia

The condition of Indonesia's entrepreneurial ecosystem related to gender lens is still underrepresented, especially in various developing sectors. Most women entrepreneurs run their businesses informally and traditionally, and more likely to run it on a smaller scale. This is where the role of business incubators is to help encourage Gender Lens, so that women must be able to unleash their potential to take part in a more developed business.

INOTEK in collaboration with Value for Women, a global organisation based in 15 countries which specialized in advisory services for promoting women's participation and leadership in business, finance and investment, received inputs, ideas and solutions for improving gender justice by supporting companies that have a positive impact on society (social impact enterprises), as well as ensuring capital flows can flow to businesses that bring added value for women.



FGD Multi-Country Study on Women-Led MSME's



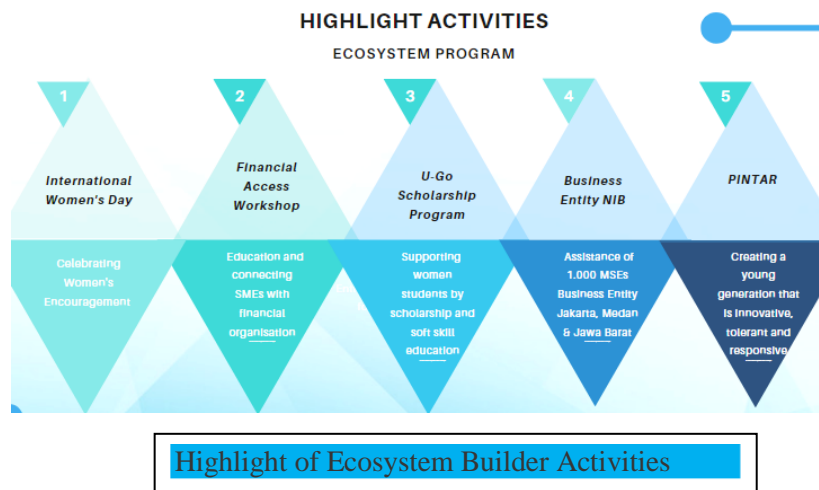
### 3. ECOSYSTEM BUILDER

Through the Ecosystem Builder program, INOTEK committed to support the improvement and dissemination of technology-based innovations that are effective and beneficial to improve the welfare of the community.

INOTEK can support an entrepreneurial ecosystem that is more conducive and has partiality for entrepreneurial actors. It is hoped that entrepreneurs can develop and increase innovation in running their business, so that it has the potential to increase competitiveness and provide employment opportunities for the surrounding community.

In 2022, INOTEK achieved to conduct :

1. Implementation Build Back National Economy Better Program
2. Capacity building in accessing funding
3. Joining SMEs Exhibition
4. Celebrating International Women's Day
5. Incubator collaboration implementation of National Deal Club
6. Implementation PINTAR program
7. Implementation U-Go Scholarship
8. Registered business entity for 1.000 SMEs



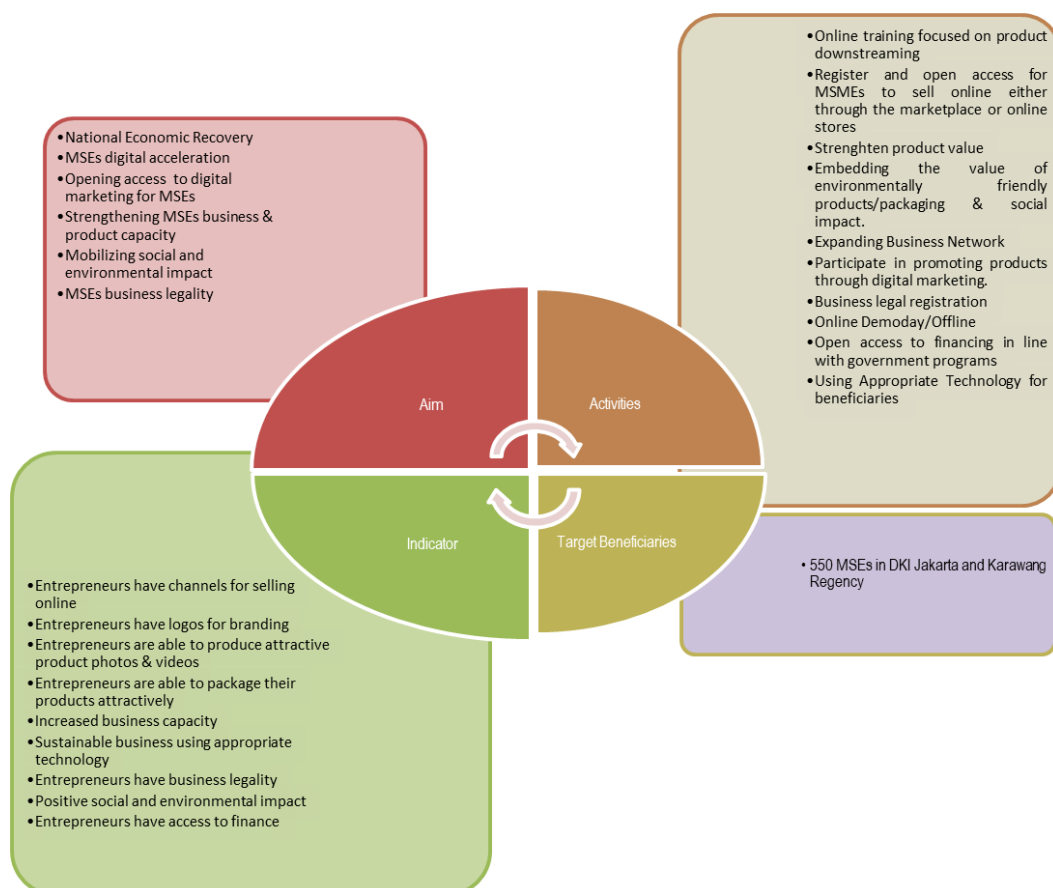
#### Build Back National Economy Better

Build Back National Economy Better is a program designed in supporting MSMEs to be revived and resilient encounter the impact of pandemic and in line with the PEN program from the Indonesia Government. The program initiated by PT. HM Sampoerna Tbk. and INOTEK Foundation to empower entrepreneurs in DKI Jakarta Flat and Karawang District.

The program gave fundamental business skill, personal business development, encourage entrepreneurs to go online, business legal registration, promoting entrepreneurs product online & offline, encouraging MSMEs established sustainable business, and giving impact with the concept triple bottom line. The program offers a mentoring and training to upgrade their business skill specifically how to commercialize online and to be competitive in the market.

The program contributes to achieve SDGs number 5. Gender Equality and number 8. Decent Work & Economic Growth.

The program figures given below:



**a. Key Activities 1 : Outreach, Clustering, Program Launching**

Launching Program and Ramadhan Bazaar in Jakarta was conducted on 29 April 2021 with 260 participants joining offline and online and receiving information and knowledge as follows:

- Strategy to revive during pandemic
- Proud to be entrepreneurs
- Basic digital marketing

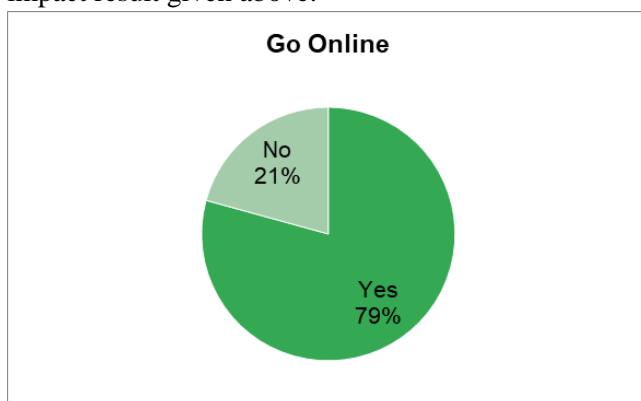
In the event, practical experience of using social media for business was shared with the top 10 #SampoernaUntukUmk. Evaluation of the program – 80% participants mentioned the program benefits to upscale their business & will share the information to other entrepreneurs.

**b. Key Activity 2: Hybrid training with mentoring and coaching to support MSEs recovery**

The purpose of this activity is to provide business assistance and mentoring to entrepreneurs. The participants have also been evaluated in relation to the various activities that have been given previously. The conclusion of the evaluation that the previous activities have provided benefits to the ongoing business. In addition they received benefits in gaining knowledge, business motivation, creative ideas and develop strategy to make sales through digital marketing.

- c. **Key Activity 3: Opening access to the market by marketplace, online shop, social media, & government program. Food and beverage micropreneurs will be aided in promotion and distribution through online food delivery services – leveraging MSEs in promoting online**

In this key activities are focusing entrepreneurs to go online by accesing to the market. The impact result given above:



79% of population are using social media, marketplace and other online platform to promote their products.

INOTEK has created an online marketing platform that covers MSEs products under brand inotek.market and includes it on social media such as Instagram as well as the e-commerce market and periodically continues to carry out promotions aimed at increasing sales of the entrepreneurs. In this pandemic period, the impact of online promotion can be felt by entrepreneurs, revenue of MSME businesses decreased, but currently it has recovered and tends to increase.

- d. **Key Activity 4 : Leveraging network & conducting Rusunawa Bangkit dan Peduli - giving back to the society and promoting MSEs product offline**

INOTEK held a sharing activity entitled “Bangkit dan Peduli”. This activity is also to showcase entrepreneur’s products physically. This activity was carried out in Jakarta and Karawang a total product distribution of 687 goody bags were delivered to potential consumers from local government, hospitals, schools, residential, entrepreneur community, etc. The method was effectively giving impact to increase the income of the entrepreneurs. Repeat orders were coming from outside Flat and new costumers were identified.

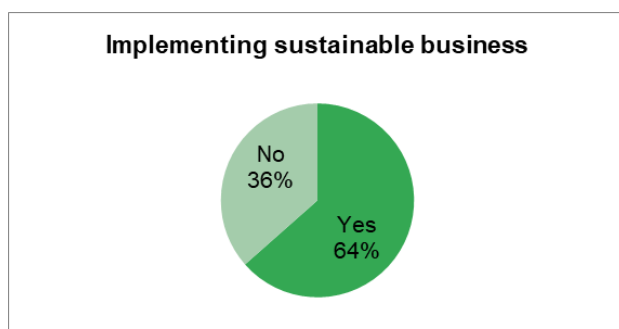
- e. **Key Activity 5 : Bringing awareness in giving impact to the society & environment - selected MSEs will be provide with the innovation tools of environmental friendly.**

The aim on this activities are:

- Raising awareness of the environment and social impact
- Equip MSEs with green & appropriate technology
- Increament of economic circular MSEs

INOTEK provide MSEs with green & appropriate technology to improve MSEs circular economy for 163 MSEs. The MSEs received a green technology to run the business more sustainable in implementing triple bottom line concept.

INOTEK conducted a final survey to get closer impact for MSEs in implementing sustainable business. Within this diagram, 64% of population implement the triple bottom line concept.

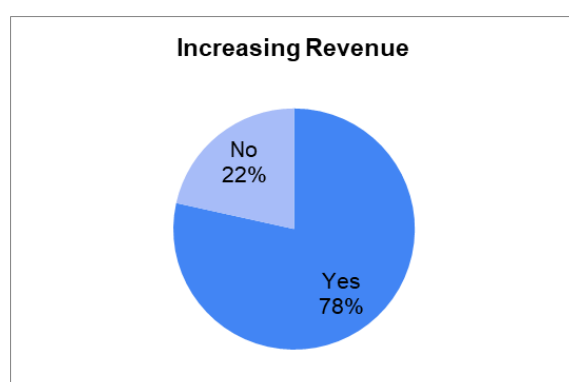


**f. Key Activity 6 : Assistance for business legal aspect - MSEs registration for legal aspect needed**

Business legality is a fundamental aspect for the entrepreneur to scale up. Business legality provided by Indonesia government named NIB (Nomor Induk Berusaha). The benefit of having NIB, SMEs has an official legality mark that can give trust to colleagues or potential business partners. SMEs will have a priority to join the program provided by Indonesia Government. INOTEK also provide IP Brand registration for 64 MSEs.

**g. Key Activity 7 : Hybrid Bazaar & Demo Day and/or Offline Promotion**

To pursue wider beneficiaries in empowering national entrepreneur due to economic impact of Covid-19 and to promote entrepreneurs products, INOTEK conducted bazaar and festival online and offline. From this event, INOTEK successfully promote products from 254 entrepreneurs by online and 107 entrepreneurs by offline. By this activity, 78% from MSEs population mentioned their revenue had increased and pictured by this diagram.



In accordance with business matching with SRC and offtaker, 13 MSEs received repeat order and continuously connect with the SRC and offtaker. Percentage MSEs received repeat order is 26%

from total MSEs joining the business matching event. Data given below:

Activities	Numbers
MSEs join business matching	50
Total SRC	15
Total Offtaker	10
MSEs received repeat order	13
Percentage of repeat order	26%

#### **h. Opening access to financial institutions that is inline to the PEN program – assistance MSEs to be funded**

In these key activities, INOTEK was able to scale up financial management of the MSEs and opened access to financial institution by an online workshop named Fundamental Financial Management for MSEs and To Get Access. These activities lead financial access **promotes growth for enterprises** through the provision of credit to both new and existing businesses. It benefits the economy in general by accelerating economic growth, intensifying competition, as well as boosting demand for labor.

INOTEK conducts a workshop to increase MSEs capability to perform financial report. On 4 March 2022, application Si Apik was delivered to 55 MSEs and use the platform for financial report. At the same day, bank institutional (BRI Bank) and non bank institutional (PT. Permodalan Nasional Madani) presenting the financial program for MSEs. The program are KUR, PNM Ulaam & PNM Mekaar. The MSEs received information on mechanism to get funded and how to encounter submission and matter and other financial problems.

#### **INOTEK x U-GO**

The effects of Covid-19 for children greatly impact their humanity. Currently, the condition of children is very vulnerable due to difficulties in meeting daily needs to educational needs. The future of children is full of uncertainty. Based on this, the need for protection and assistance for orphans is very important.

Handling Task Force data Covid-19 shows, on July 20, 2021 in Indonesia as many as 11,045 children become orphaned, orphaned, or orphaned by this pandemic. Based on BPS data, 2021, in Indonesia the school enrollment rate for women is higher than men in all age groups.

Founded by [John Wood](#), U-Go aims to help ambitious and promising young women in low-income countries to pursue higher education by providing financial scholarships funded by individuals and corporations in high-income countries. Together, we will build the next “social ladder” that will empower more young women, and creating a far-reaching ripple effect to their families and the wider communities.

The program provides support and guidance for the girls to make a better life, greater knowledge to give impact to the society, economic independency, support other people in the future and beyond. Not only administratively arrange scholarship but adding value to empower the girls to be strong impactful women that support the community and the environment. We will also provide

opportunities to collaborate and share expertise and knowledge to build an academic learning that enables women's economic empowerment.

The program is a 4 years scholarship and a continuous supporting entrepreneurial education. The first batch is in 2022 – 2026 for 121 students received the scholarship. The intention is not only to empower young women, but also to create great & strong women entrepreneurs and future leaders.



Online Empowerment Course

## INOTEK X INDIKA FOUNDATION

The PINTAR Program, which stands for Innovative, Tolerant and Responsive Youth, is a collaboration program carried out by the INOTEK Foundation and Indika Foundation which aims to create a young generation with innovative, tolerant and responsive characters. Based on the demographic surplus that is currently happening in Indonesia, it has an impact on increasing the number of productive age where the majority are only young people aged 16-30 years. Youth is the successor to the struggle of previous generations to realize the ideals of the nation. Youth is the hope in every progress in a nation. It is youth who can change people's views of a nation and become the foundation of previous generations to develop a nation with ideas or ideas that are knowledgeable, broad-minded, and based on the values and norms prevailing in society.

It is the responsibility of all of us as the people of Indonesia in directing youth who are ready to face various challenges in national and social life, so that the PINTAR program becomes a vehicle for responding to these challenges.

The PINTAR program is expected to be a solution in preparing Indonesian youth who are tolerant and responsive in facing all the challenges that will occur in the future. Youth as a pillar of the nation are also expected to be able to continue to innovate in all lines of life in order to improve people's welfare. Even though the expectations placed on youth are quite heavy, with determination and knowledge that is carefully prepared all of their goals can be achieved.

INOTEK developed a digital education platform named jadipintar.id with 5 education module named :

1. Pemuda PINTAR
2. Responsive
3. Tolerance
4. Innovative
5. Entrepreneurship



In total +400 youth registering the program and will be selected to join a mentoring & training session and competition of Habibie Game Changer.

### **INOTEK x Sampoerna Untuk Indonesia**

In supporting the national economic recovery, Sampoerna for Indonesia has organized the SMEs for Indonesia Program which includes training, online seminars and business-related go-digital activities.

### **INOTEK x Indonesia Inventors Day**

International Inventors Day was firstly introduced in 2022, previously, it was a separated exhibition in the name of International Young Inventors Awards (IYIA) and World Invention and Technology Expo (WINTEX). INOTEK supported the event as judge and giving a special prize an opportunity to be incubated by INOTEK. This event is a platform for the innovators around the world to perform and show their innovative projects to the international level and gather the innovators to create a groundbreaking project through international collaboration.

#### 4. ACCELERATOR

As an accelerator, INOTEK conducted business matching to expand startups and SMEs.

Activities	Implementation	SMEs
Nusantara Deal Club 1	July 2022	5
Nusantara Deal Club 2	July 2022	5
Nusantara Deal Club 3	August 2022	5
Festival Nusantara Cooperative and SMEs	December 2022	9

We connect startups and SMEs with investors, partners and buyers. In the aim **to connect two businesses**, INOTEK makes the use of data to make an ideal connection and a targeted match. A buyer could be seen as a corporation, multinational, federal agency or any entity looking to procure a product or a service. Investor is seen as a funding entity in supporting the companies. Partner as an intention to support the business to grow with the capacity and resources the companies owned.



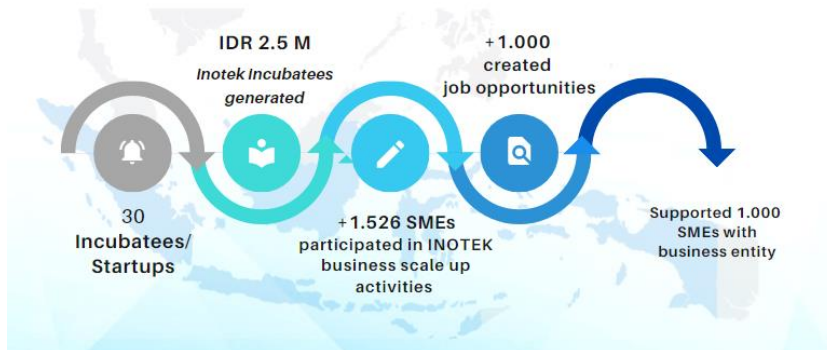
Nusantara Deal Club 1



## 5. ACHIEVEMENT 2022

Achievement in 2022 given in the figures below :

### IMPACT OF 2022



### IMPACT OF 2022



At the end of 2022, tremendous appreciation was given to INOTEK as the Best Business Incubator Management, in the 2022 LPDB – KUMKM Program Facility.

This award is important for us to provide facilities and performing excellent service in running a business incubation program. As we know, startups in Indonesia are growing and a business incubator is needed to improve startups' business is growing.

This is an achievement of our vision of becoming a reliable incubator in facilitating the development and dissemination of innovative and applicable technology based on technology entrepreneurship to improve people's lives.



## 6. OPPORTUNITY CRITERIA CHECK-IN

- a. Direct Impact  
To innovators/inventors, the project has enabled them in realizing their ideas and encourage them to build invention-based enterprises.
- b. Leverage  
The network and exposure provided by INOTEK had allowed former and current incubatees to increase their profile.
- c. Opportunity for Learning  
INOTEK strives to make the project more inclusive and impactful to all stakeholders. In strenghtening the quality of its incubatees, INOTEK engages in a co-operation agreement with the RISTEK-BRIN. In this year, INOTEK incubated cooperatives as a part to increase our capabilities as an incubator.

## 7. COMMUNICATION AND ADVOCACY

During this pandemic, INOTEK strategies for communication is done online.

Re-structuring social media platform for the use of business education and communicate with the society.

To improve our staff knowledge, we join SEED program in developing a sustainable green business program. By this program, INOTEK staff constructs new green business activities that will be implemented in the Build Back National Economy Better program.

## 8. INVENTING GREEN

Companies in INOTEK'S portfolio are already developing and commercializing environmentally-friendly technologies.

No	Portfolio	Impact
1.	Biodegradable plastic	<ul style="list-style-type: none"> <li>Reducing the use of plastic packaging</li> <li>Plastic replacement solutions</li> <li>Environmentally friendly</li> </ul>
2.	Sukkhacitta	<ul style="list-style-type: none"> <li>Work with indigenous women farmers to grow your clothes regenerative</li> </ul>
3.	Perfect Fit	<ul style="list-style-type: none"> <li>Leak-proof technology, can hold up to 20 ml of blood</li> <li>materials are OEKO-Tex Certified, free from silver and toxins</li> </ul>
4.	Neurafarm	<ul style="list-style-type: none"> <li>Increasing productivity per m2 will halt deforestation, and better use of resources.</li> <li>tastier produce and food benefit everyone, and Dokter Tania makes it possible</li> </ul>
5	Node Organic	<ul style="list-style-type: none"> <li>Biodegradable shoes &amp; sneakers from biomaterial</li> <li>Biomaterial companies</li> </ul>
6	Mustav n Co	<ul style="list-style-type: none"> <li>Plant based exotic leather</li> <li>Creative Industry</li> </ul>
7	Balini Organic	<ul style="list-style-type: none"> <li>Cocoa factory in empowering women farmers</li> <li>Organic farming</li> </ul>
8	Imago Raw Honey	<ul style="list-style-type: none"> <li>Organic raw honey with high quality and signature packaging</li> <li>Respective to the environment</li> </ul>

Self-assessed Carbon Footprints with the result as follow:

Carbon Footprint	Year	tonnes CO2e
Total Carbon	2022	19
Total Carbon	2021	17.11
Total Carbon	2020	14.3
Total Carbon	2019	33.3
Carbon Increment 2022		11%

The increase Carbon Footprint in 2022 caused of the additional 5 person in INOTEK teams. Activities in 2022 was done majority offline. In the effectiveness of working offline, INOTEK delivered impact in improving business knowledge and innovation spread virus for 1.526 SGBs and professionals.

	2019	2020	2021	2022
Participants	632	2,375	4,244	1.526
Attendance increase		276%	44%	Decreased 36%
Conducted	Full offline	hybrid : offline 20%, online 80%	hybrid : offline 50%, online 50%	hybrid : offline 50%, online 50%

## 9. ISO 26000 & SDGS

### 1. Organizational Governance:

Inotek continuously practicing accountability and transparency. Every year, we have been audited by credible auditor. Every activity continuously had been socialized in INOTEK website and social media.

### 2. Labor practices:

INOTEK management provide justice for every employee, provide safe working ambience and healthy condition. Due to pandemic, we work from home to make sure our employee is safe and healthy.

### 3. Environment:

INOTEK SOP has been improving to support environmental friendly impacts. We tried to minimize pollution and carbon print in our activity. We minimize our print out activities and re-used paper. Cause of pandemic, we done virtual activities in order for health safety and giving impact to environment. We identify and improving environmental impacts of our operations, including resource use and waste disposal.

### 4. Community involvement and development:

INOTEK continues to support entrepreneurship community from the program that was held. We continuously scale up the knowledge of the entrepreneurs by doing training, mentoring, coaching and networking.

INOTEK activity refers to Sustainable Development focus, priority needs for bottom of pyramid, environmental friendly, evaluating and improving program. INOTEK focus in sustainable development goals:

1. No. 1 No Poverty
2. No. 5 Gender Equality
3. No. 8 Decent Work and Economic Growth.
4. No. 12 Responsible Consumption and Production
5. No. 13 Climate Action
6. No. 17 Partnership for The Goals

## 10. FUTURE PLANS

Key activities that will be conducted in 2023 are as follows:

No	Activities	Remarks
1.	Fund raising and partnerships	Fine-tune engagement strategies with potential donors and/or strategic partners.
2.	Signature and supplemental program	Increase startups business capacity by supporting fundamental business skills
3.	Incubation program	Targeting 30 new incubatees
4.	Accelerator program	Targeting 2 new startup
5.	Empowering women technopreneurship	Increasing the numbers of women technopreneurship in Indonesia
6.	Promoting halal business and creative industry	Implementing curriculum for incubatees and SGBs
7.	Increasing Digital Literacy	A fundamental digital education for community
8.	Scholarship for women youth	Supporting and empowering women youth for higher education and entrepreneurship development

Jakarta, January 2022

INOTEK TEAM