

Acceleration in Asia-Pacific

Initial data from the Global Accelerator Learning Initiative

June 2019



Background



Since 2005, hundreds of accelerator programs have emerged around the world, with funding from governments, corporations, and private foundations.



Funders are investing in these accelerators for their potential to grow successful ventures, create jobs, and build investor pipeline.



Despite this interest, we knew little about accelerator effectiveness or how differences across programs influence venture performance.

To address this gap, Social Enterprise @ Goizueta at Emory University and the Aspen Network of Development Entrepreneurs (ANDE) launched the Global Accelerator Learning Initiative (GALI) in collaboration with a consortium of public and private funders. GALI builds on the Entrepreneurship Database Program at Emory University, which works with accelerator programs around the world to collect and analyze data from the entrepreneurs that they attract and support.

Background



The Entrepreneurship Database Program collects information from entrepreneurs when they apply to accelerator programs. These entrepreneurs, both those selected and not selected, are then surveyed annually to gather valuable follow-up data.



This report summarizes application data collected from ventures operating in Asia-Pacific that applied to participating accelerator programs between 2013 and early 2019.



The observations in this data summary are based on 845 early stage ventures in the Asia-Pacific region, from a full sample of 19,418 ventures operating across the globe.

Note on the dataset: Sample excludes duplicate application surveys, surveys with too much missing information, and surveys from entrepreneurs who declined to share their application information with the Entrepreneurship Database Program. Financial and jobs-related questions focus on prior calendar-year data, in other words, on business results from the year before applying to acceleration programs.

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About the data

This summary includes data on 845 ventures operating in the Asia-Pacific region that applied to one of 71 acceleration programs between 2013 and early 2019. This includes programs based in the region, as well as programs that operate elsewhere but received applications from ventures based in the region.

Partners that contributed venture application data:

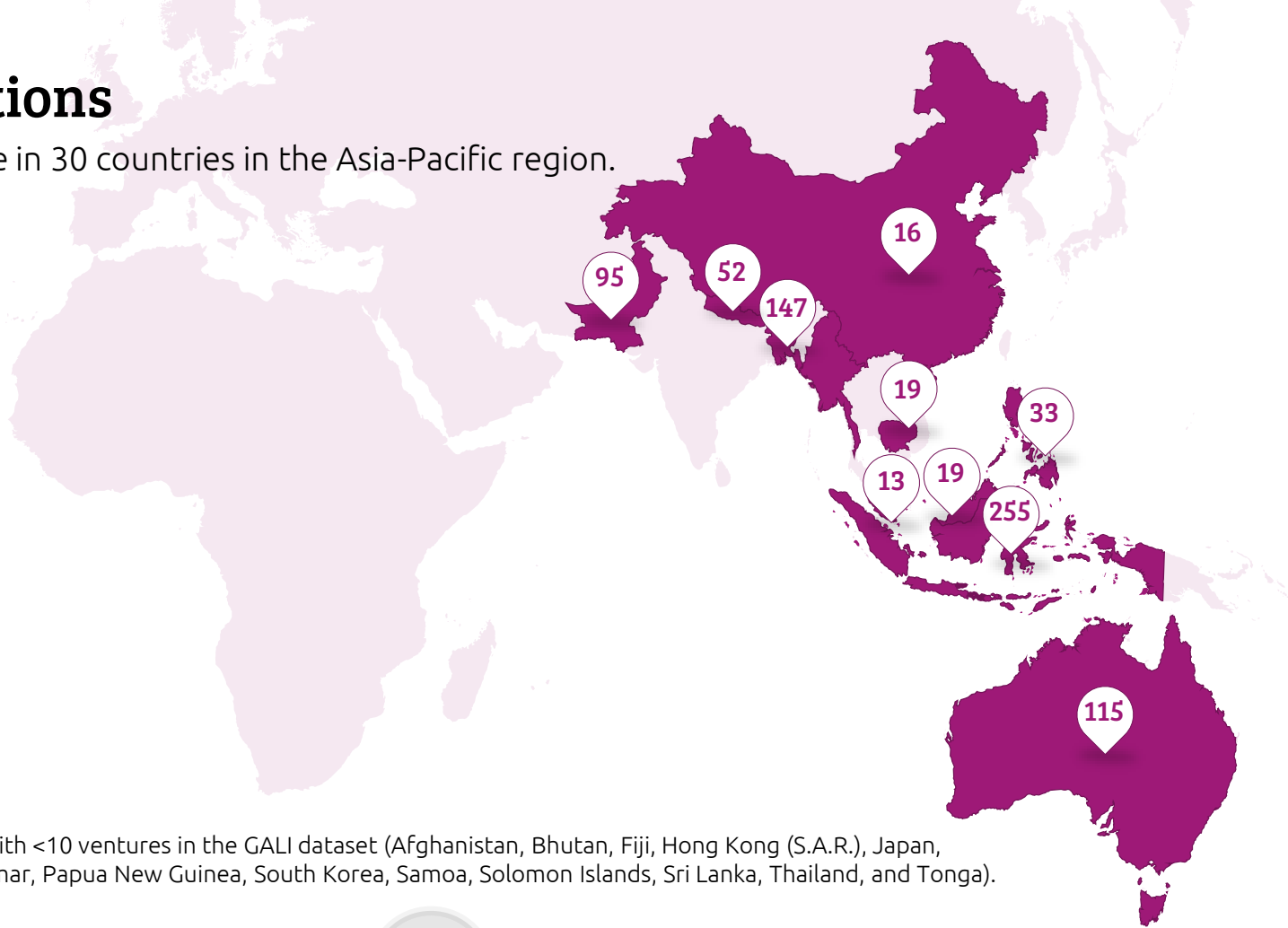


Venture locations

These ventures operate in 30 countries in the Asia-Pacific region.

Top 10 countries:

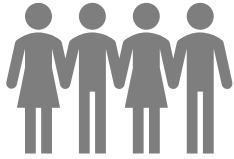
Indonesia	255
Bangladesh	147
Australia	115
Pakistan	95
Nepal	52
Philippines	33
Cambodia	19
Malaysia	19
China	16
Singapore	13
Vietnam	13
Others*	67



*"Others" includes countries with <10 ventures in the GALI dataset (Afghanistan, Bhutan, Fiji, Hong Kong (S.A.R.), Japan, Kiribati, Laos, Mongolia, Myanmar, Papua New Guinea, South Korea, Samoa, Solomon Islands, Sri Lanka, Thailand, and Tonga).

A note about sample groups

This summary often compares data from the Asia-Pacific region to the global sample. When possible, the region is also broken down into two sub-regions, including Southeast Asia (ASEAN) and South Asia.



Global Sample: Includes the entire GALI dataset of 19,418 ventures, which primarily operate in Latin America & Caribbean (34%), Sub-Saharan Africa (26%), and the US & Canada (22%).



Asia Pacific Region: Includes 845 ventures operating in 26 countries, covering Southeast Asia (43%), South Asia excluding India* (36%), Oceania (16%), and East Asia (4%).



South Asia Sub-Region: Includes ventures operating in Bangladesh (147), Pakistan (95), Nepal (52), Afghanistan (6), Sri Lanka (4), and Bhutan (2).



Association of Southeast Asian Nations (ASEAN) Sub-Region: Includes ventures operating in Indonesia (255), Philippines (33), Cambodia (19), Malaysia (19), Singapore (13), Vietnam (13), Myanmar (9), Thailand (4), and Laos (1).

*GALI has collected data from more than 1,200 Indian ventures. To see GALI's publications on India, visit www.galidata.org/india

Key takeaways for ventures in Asia-Pacific

68% of ventures had employees at the time of application

Ventures were more likely to report prior-year revenue, employees and philanthropy in comparison to the global sample.

Ventures most commonly raise philanthropic capital

The most common form of financing was philanthropic support, with roughly one-third of ventures having raised philanthropic capital at the time of application to an accelerator.

Over 50% of ventures had a woman on the founding team

56% of ventures applying to accelerators had a woman on the founding team, and 21% were all-female teams. At the time of application, these all-female teams were more likely to report revenue but less likely to report investment in comparison to all-male and mixed-gender teams.

Prior acceleration and intellectual property are consistent with more advanced performance

Ventures with prior acceleration or intellectual property more often reported revenue, employees, and investment at the time of application than those without.



Key takeaways for ventures in ASEAN and South Asia

ASEAN ventures were more likely to report revenue and equity investment

70% of ASEAN ventures were earning revenue at the time of application to an accelerator, a greater portion than the broader Asia-Pacific region and global samples (60% and 48% respectively). ASEAN ventures were also slightly more likely to report equity investment.

ASEAN ventures were more likely to have women on founding teams

69% of ventures in the ASEAN sample have a woman on the founding team, compared to only 39% in South Asia. Similar to the broader Asia-Pacific region, teams with women were more likely to report revenue but less likely to report equity or debt.

The majority of **South Asian** ventures had employees at application

80% of ventures in the South Asia sample reported having employees at the time of application. This exceeds the Asia-Pacific and global samples (68% and 61% respectively).

No **South Asian** ventures with all-female founding teams reported debt

None of the all-female founded ventures in the South Asian sample reported debt investment at the time of application.



**Dive into
the data**





Median age:
1 year

Business structure and age

Most ventures are for-profit companies,
with a median age of 1 year.



Median age:
3 years



Median age:
2 years



Median age:
2 years

Top sectors*

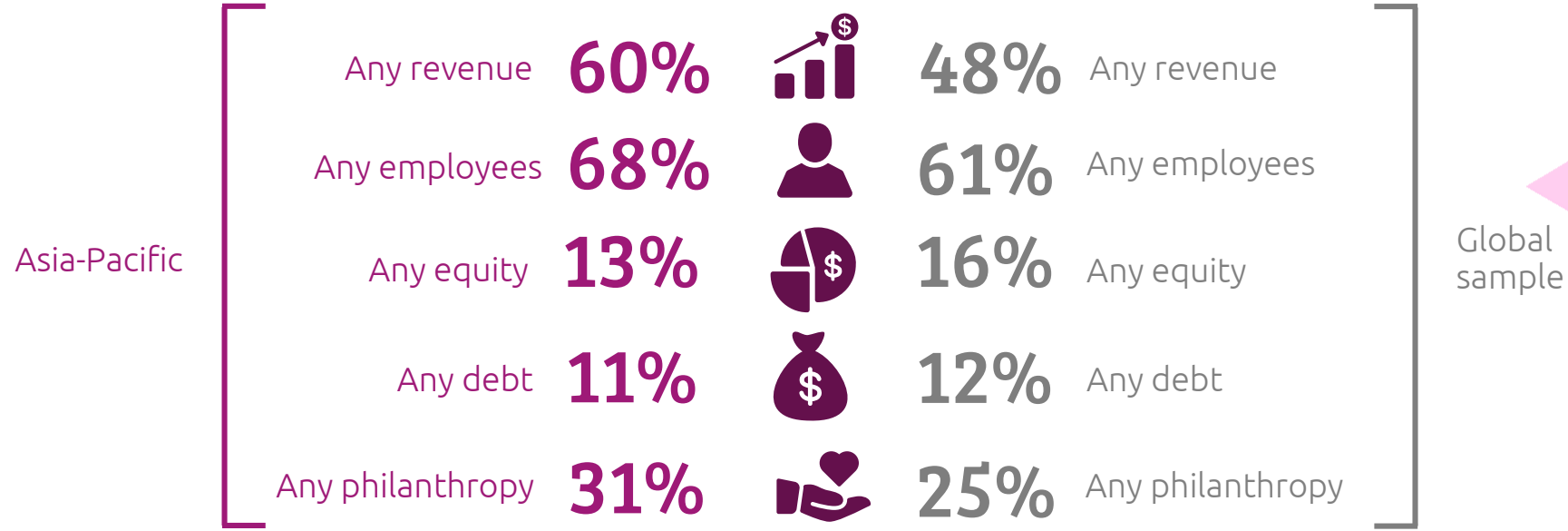
Education and agriculture were the two most common sectors among ventures in the Asia-Pacific region, similar to South Asian and the ASEAN ventures (two sub-regions of the Asia-Pacific region).



*To explore the data yourself and see the full list of sectors ventures work in, visit www.galidata.org/entrepreneurs

Venture performance

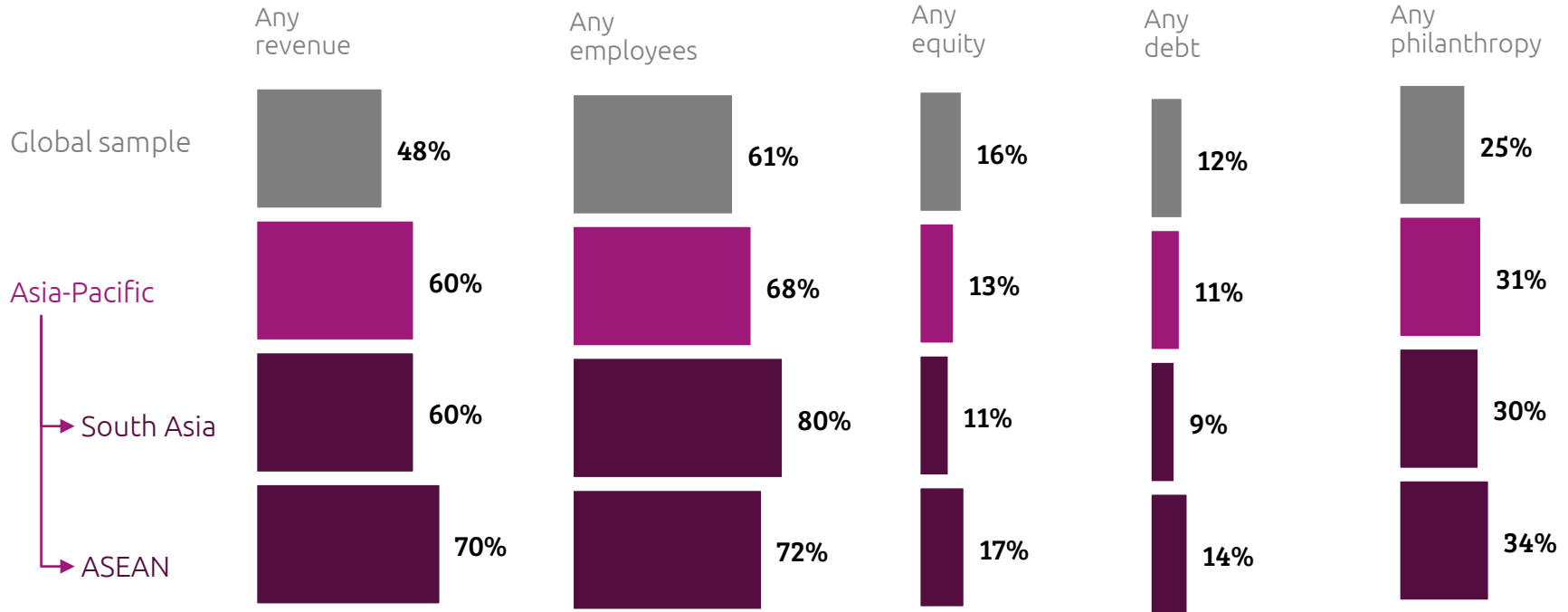
At the time of application to an accelerator, over 50% of ventures in the Asia-Pacific region had earned revenue and hired employees, and less than half had raised investment.



Note: this data represents performance in the calendar year prior to application to an accelerator program

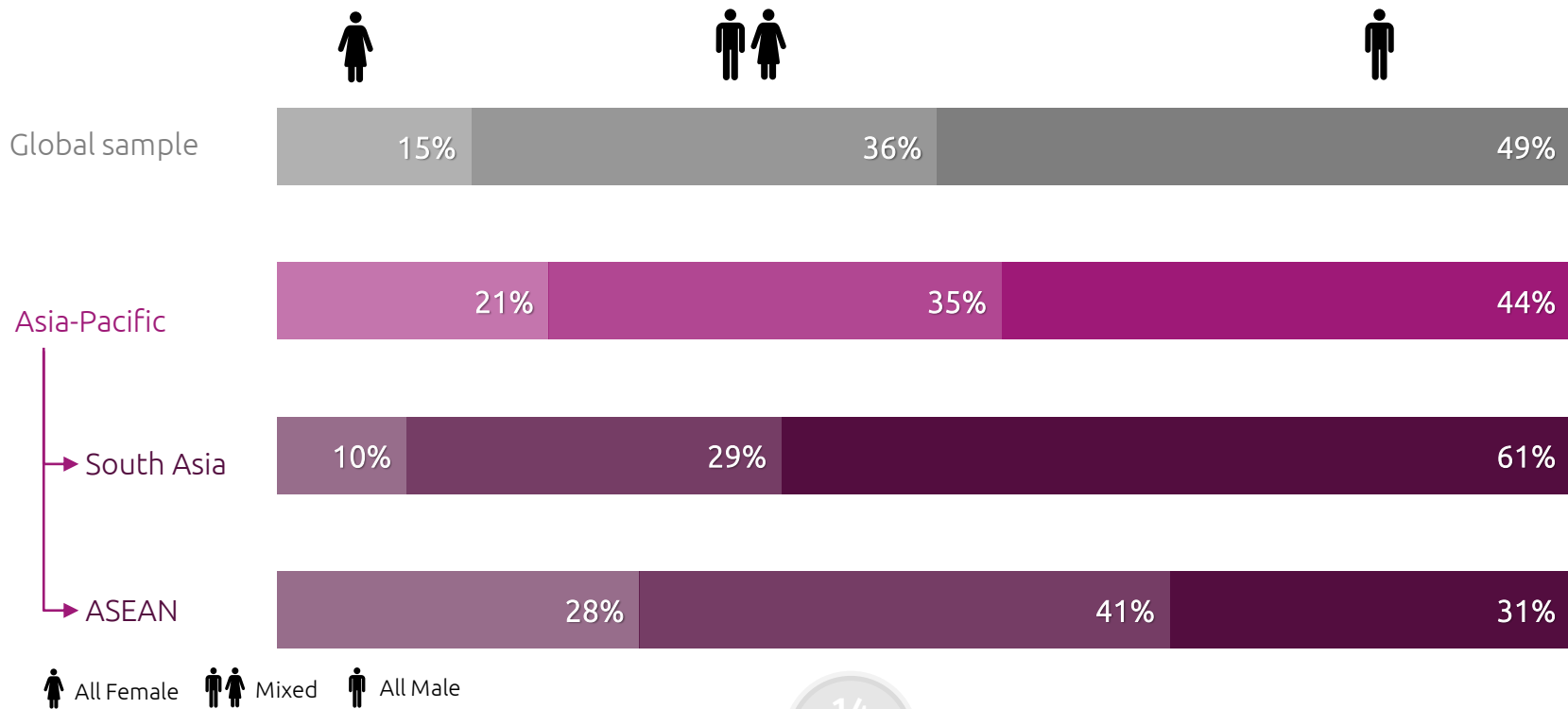
Venture performance by region and country

ASEAN ventures more often reported revenue and equity at application than South Asian ventures but were less likely to have employees. The most common type of investment across all samples was philanthropy.



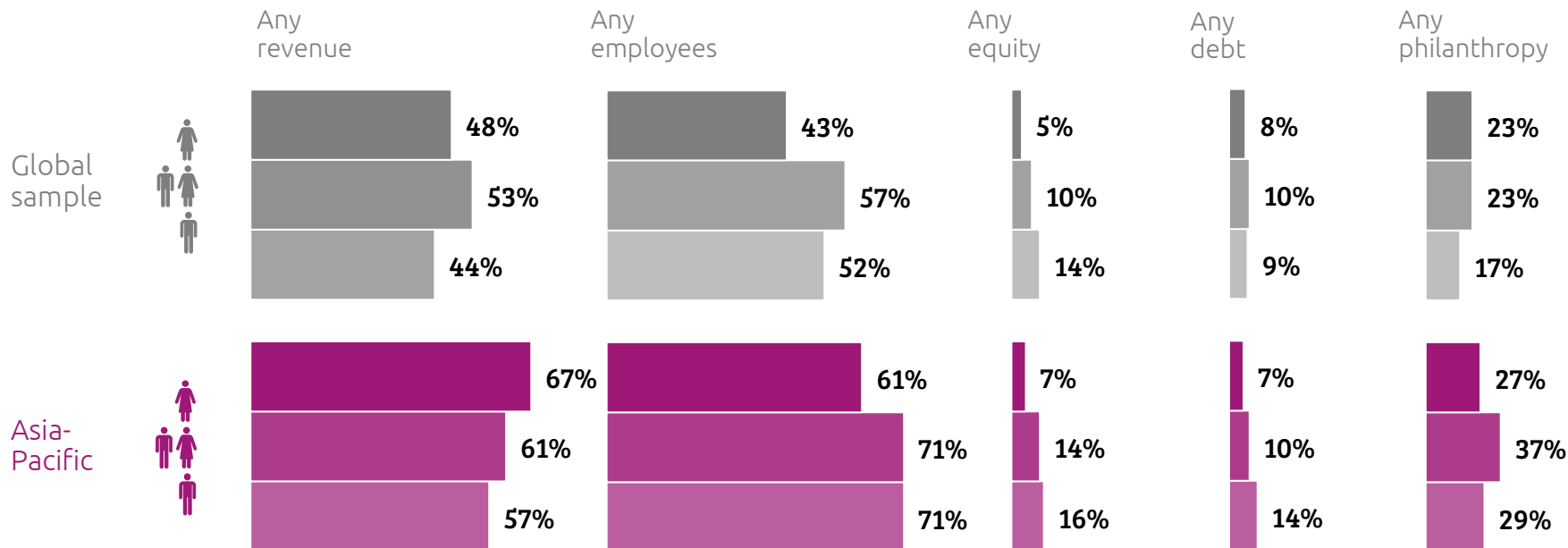
Founding teams by gender composition

Just over 50% of ventures in the Asia-Pacific region have a woman on the founding team. Teams with only female founders were most common in the ASEAN sample (28%) and least common in South Asia (10%).



Performance by gender and region

Asia-Pacific ventures with all-female founding teams more often reported revenue, but less often reported equity or debt investment, in comparison to all-male or mixed gender teams.

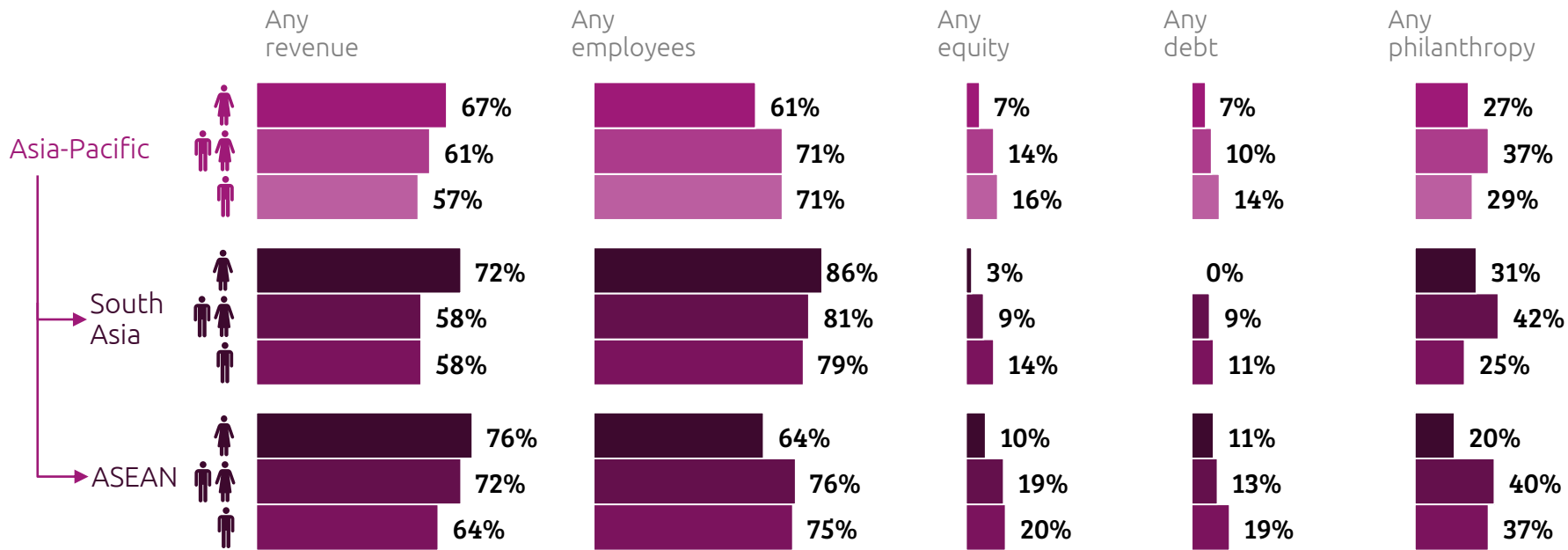


All Female
 Mixed
 All Male

Percentages reflect the proportion of the sample that has raised any revenue, employees, or investment at the time of application.

Performance by gender and region

Consistent with the broader Asia-Pacific sample, South Asian and ASEAN ventures were more likely to report revenue, but less likely to report equity or debt if founded by all female entrepreneurs. Notably, in South Asia, 0% of all-female teams reported debt financing.



All Female
 Mixed
 All Male

Percentages reflect the proportion of the sample that has raised any revenue, employees, or investment at the time of application.

Prior acceleration

27% of Asia-Pacific ventures had previously participated in an accelerator program at the time of application. Those with prior acceleration more often reported revenue, employees, and investment.

Asia-Pacific

Any revenues

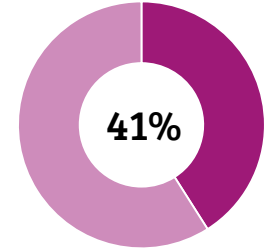
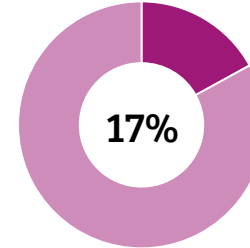
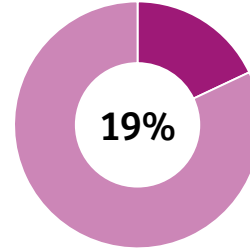
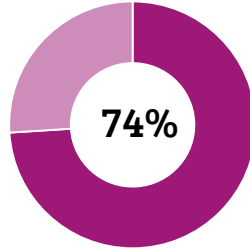
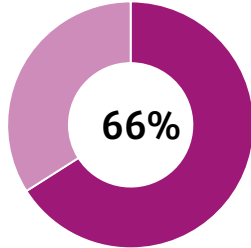
Any employees

Any equity

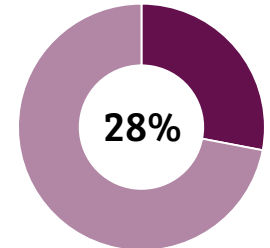
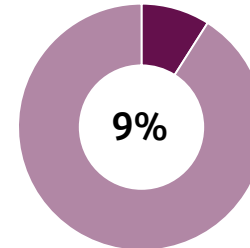
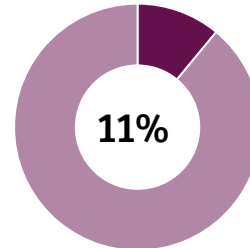
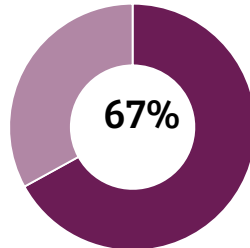
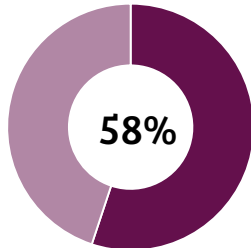
Any debt

Any philanthropy

Prior
Acceleration



No Prior
Acceleration

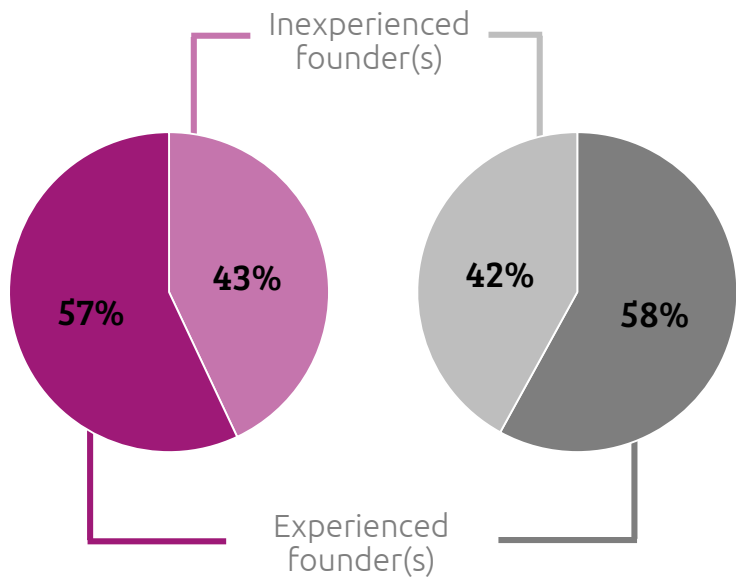


Percentages reflect the proportion of the sample that has raised any revenue, employees, or investment at the time of application.

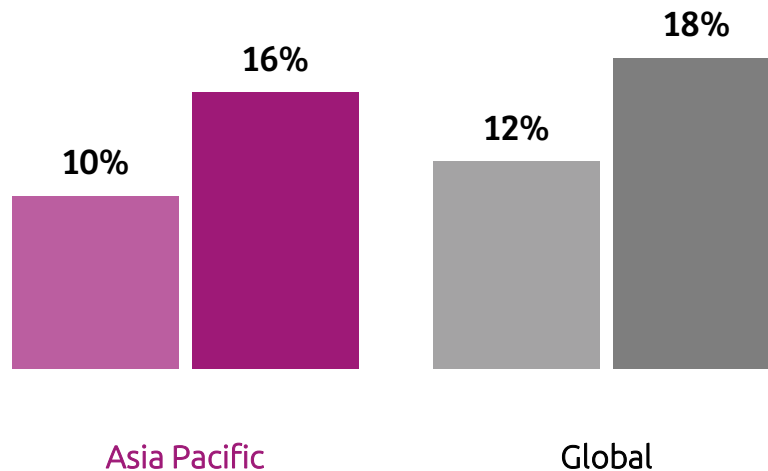
Prior entrepreneurial experience

57% of Asia-Pacific ventures have an entrepreneur on the founding team that had previously started a different venture, and teams with experience were more likely to report equity investment at the time of application.

Previously founded a venture



Founder experience and equity raised

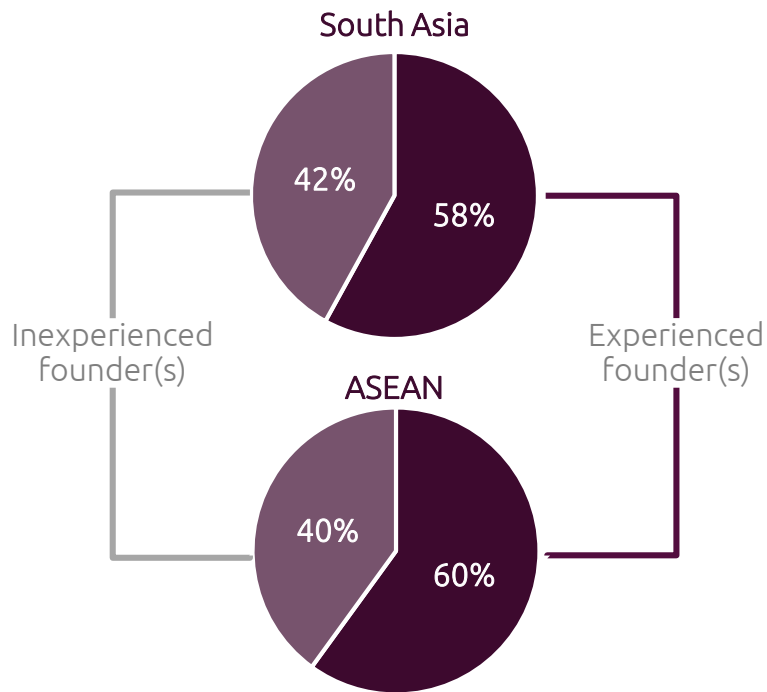


- Prior entrepreneurial experience
- No prior entrepreneurial experience

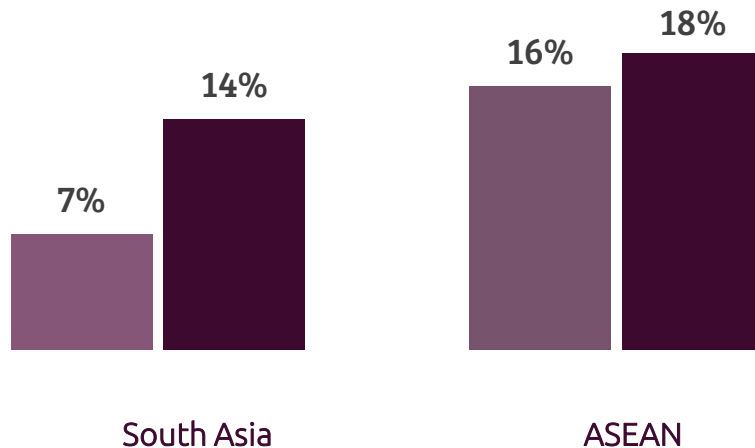
Prior entrepreneurial experience

Over half of ventures in both the South Asia and ASEAN sub-regions have prior entrepreneurial experience (58 and 60%, respectively). This experience coincides with a greater likelihood to have equity investment among South Asian ventures.

Previously founded a venture



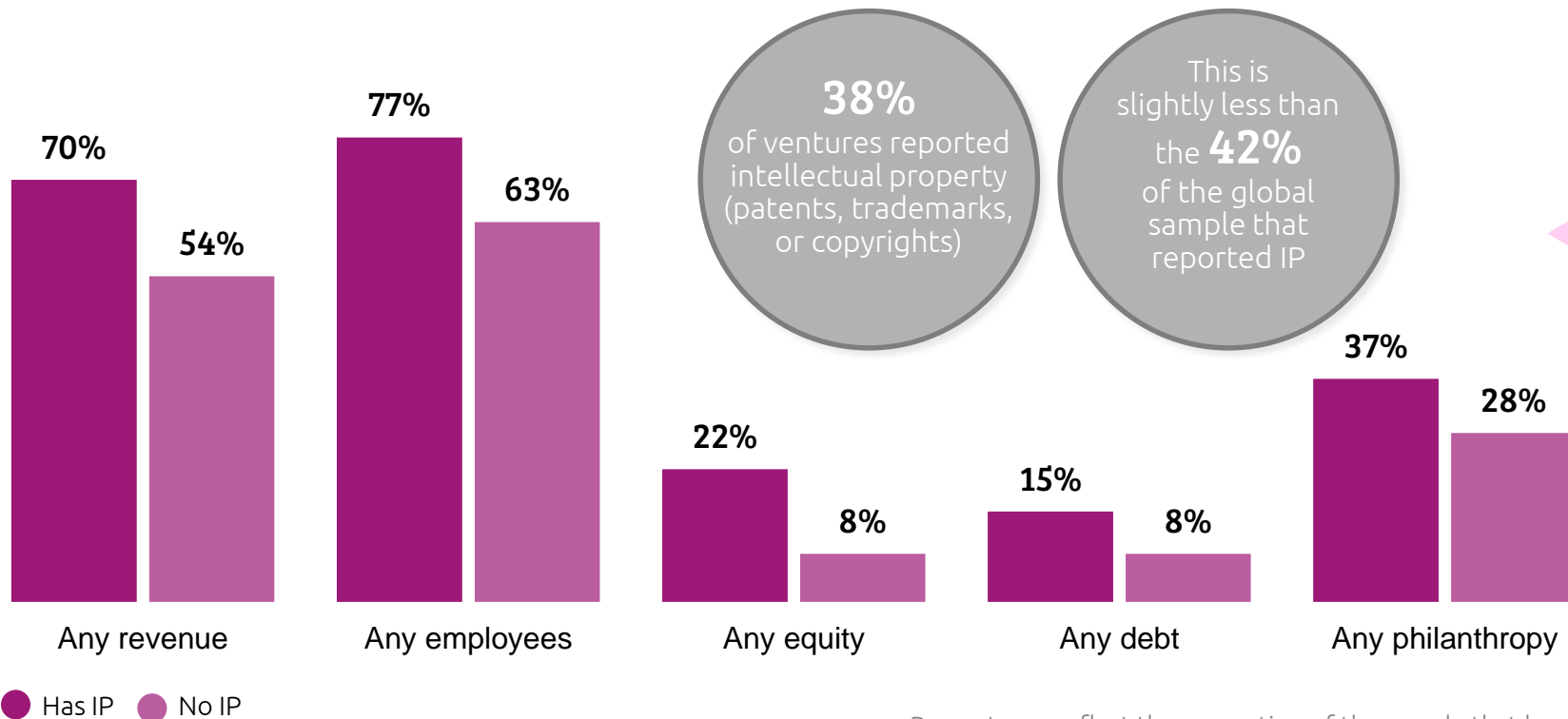
Founder experience and equity raised



- Prior entrepreneurial experience
- No prior entrepreneurial experience

Intellectual property

Asia-Pacific ventures with intellectual property more commonly reported revenue, employees, and investment at the time of application to an accelerator.



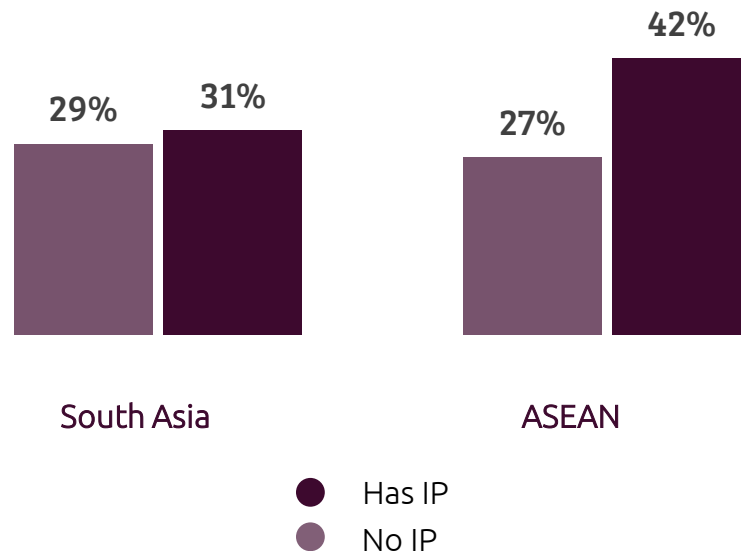
Percentages reflect the proportion of the sample that has raised any revenue, employees, or investment at the time of application.

Intellectual property

Around one-third of South Asian and ASEAN ventures reported having intellectual property (30% and 35% respectively), and those that did more often reported revenue, employees, and investment.

South Asian and ASEAN ventures were slightly less likely to report IP than the Asia-Pacific and global samples. A greater proportion of ASEAN ventures with IP reported philanthropic capital than South Asian ventures with IP.

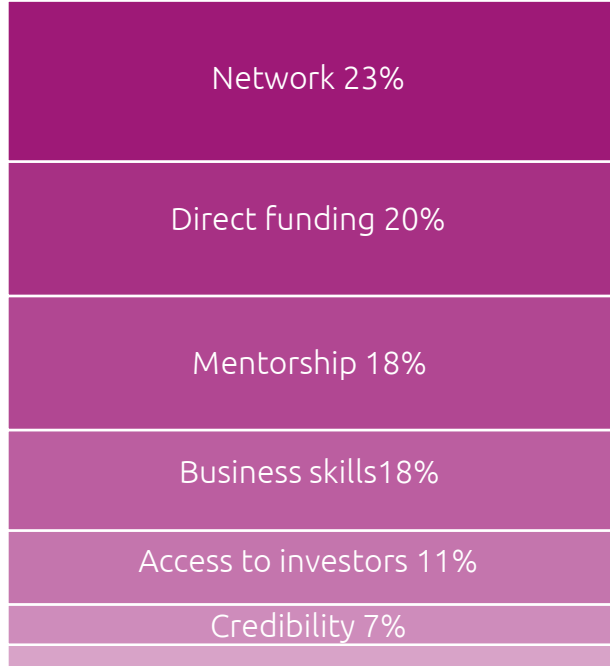
Founder experience and philanthropic capital raised



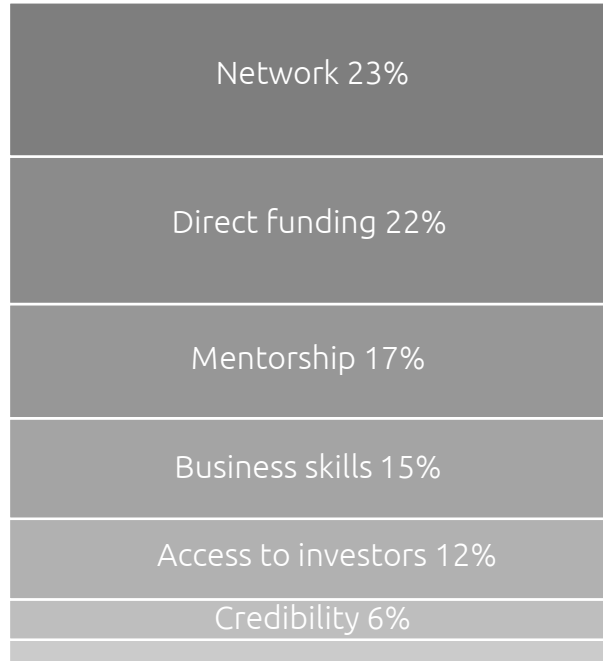
Desired benefits of acceleration

Direct funding, network building, and mentorship were most often ranked as the top desired benefit of acceleration by Asia-Pacific ventures.

Asia-Pacific



Global sample



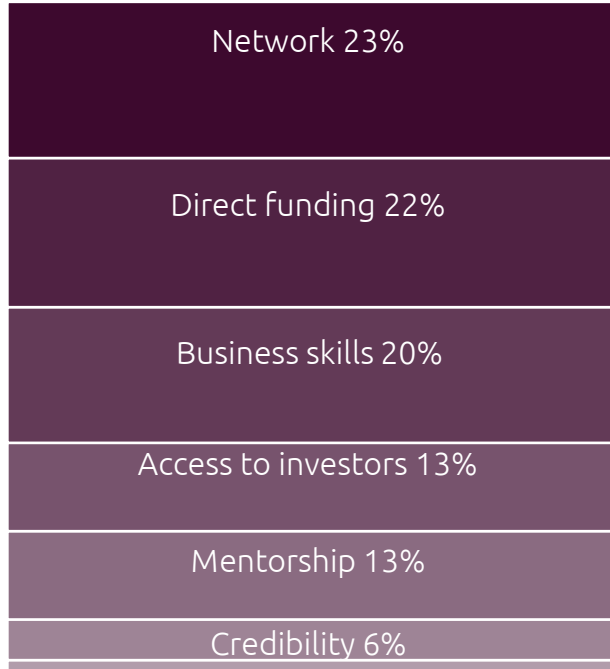
Asia-Pacific ventures commonly hope to receive **direct funding** through participating in an accelerator program, followed closely by **building a network**.

Less than 5% of both the Asia-Pacific and global samples ranked **access to fellow entrepreneurs** as a top anticipated benefit.

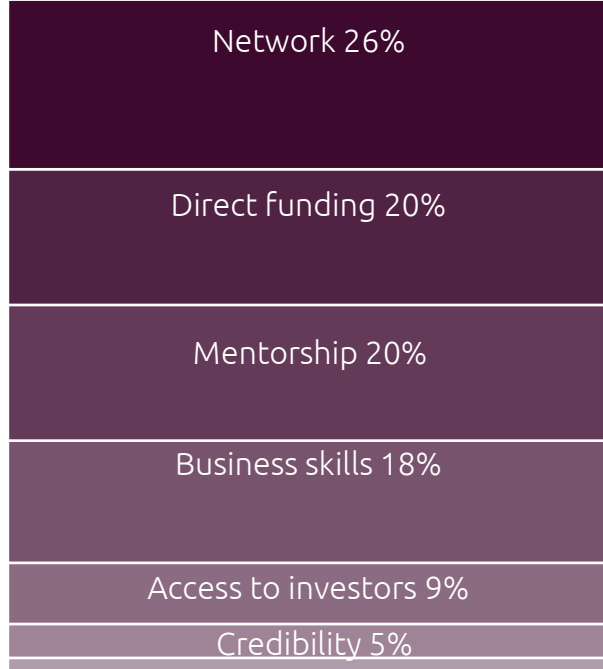
Desired benefits of acceleration

Network building and direct funding were most often ranked as the top desired benefit of acceleration by South Asian and ASEAN ventures.

South Asia



ASEAN



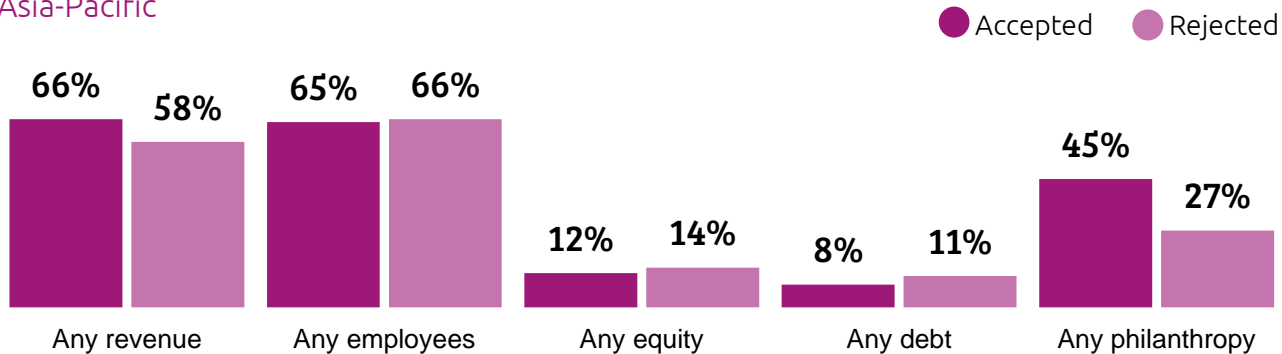
It was most common for ventures in South Asia and ASEAN to prioritize **building a network** through participating in an accelerator program, followed closely by **direct funding**.

Less than 5% of both the South Asian and ASEAN ventures ranked **access to fellow entrepreneurs** as a top anticipated benefit.

Accelerator selection

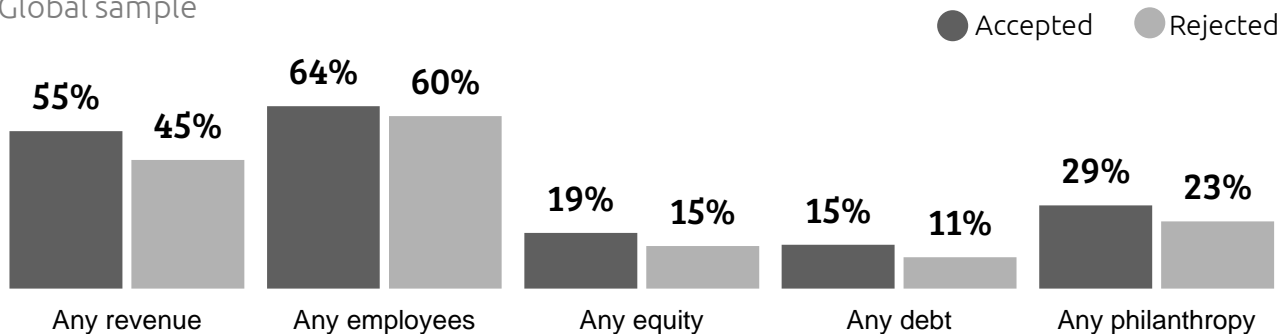
15% of ventures were selected and participated in an acceleration program.

Asia-Pacific



Ventures that were accepted into accelerator programs had similar performance at application as rejected ventures, aside from a higher rate of philanthropic support.

Global sample



Compared to the global sample, Asia-Pacific ventures that were accepted were more likely to report philanthropy at the time of application.

To learn more about GALI, please visit www.galidata.org



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