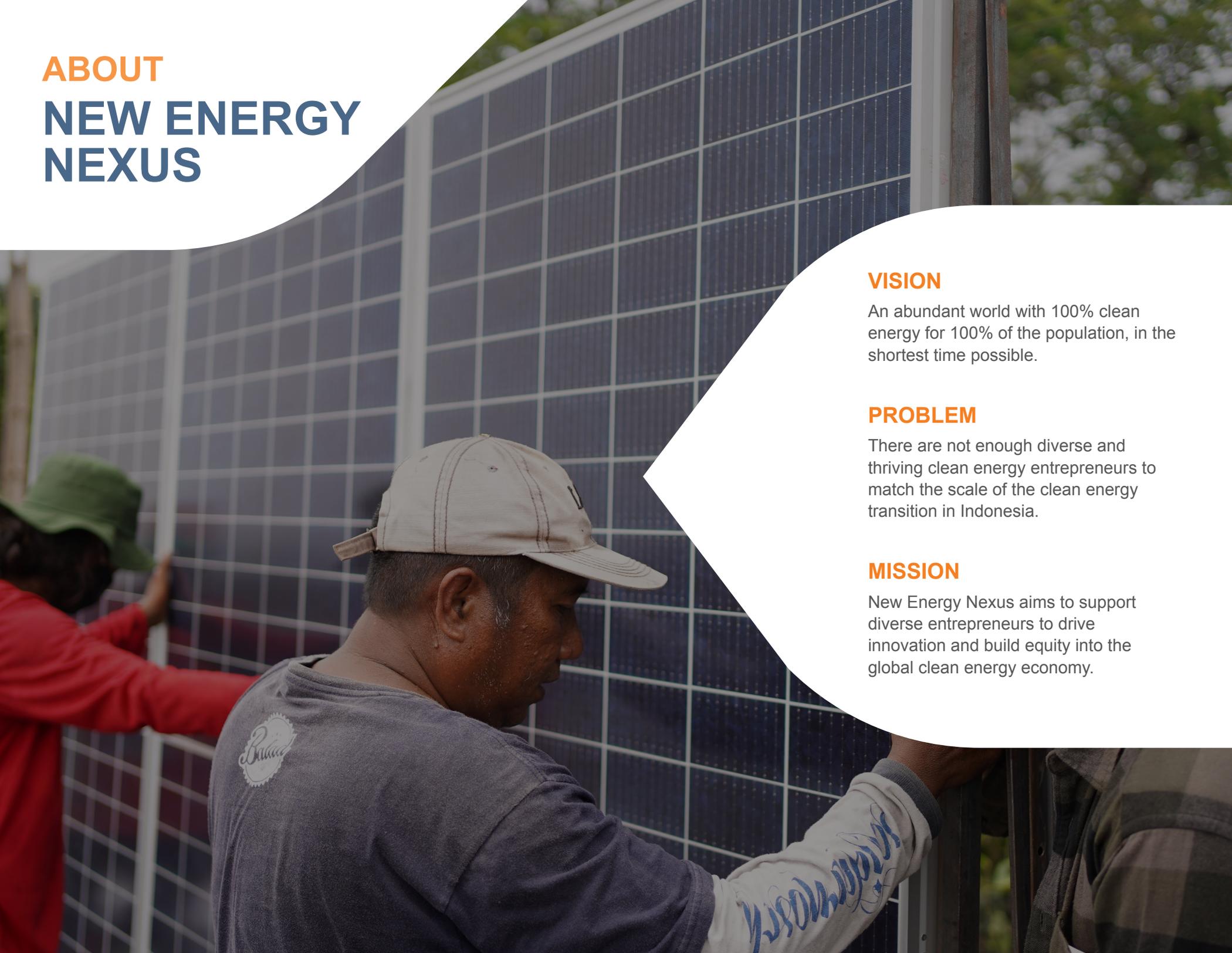




**INDONESIA
IMPACT
REPORT
2021**



ABOUT NEW ENERGY NEXUS

VISION

An abundant world with 100% clean energy for 100% of the population, in the shortest time possible.

PROBLEM

There are not enough diverse and thriving clean energy entrepreneurs to match the scale of the clean energy transition in Indonesia.

MISSION

New Energy Nexus aims to support diverse entrepreneurs to drive innovation and build equity into the global clean energy economy.

2021 IN NUMBERS



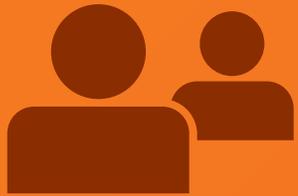
32
STARTUPS



19,585
EVENT PARTICIPANTS

51

PARTICIPANTS
COMPLETED OUR
PROGRAM



14%
FEMALE
ENTREPRENEURS
TRAINED



11,458
TONS OF CO2 MITIGATED



40
PIPELINE
BUILDING EVENTS



10%
OF CO-FOUNDERS
FROM OUTSIDE
MAJOR METRO



336
JOBS CREATED
BY STARTUPS



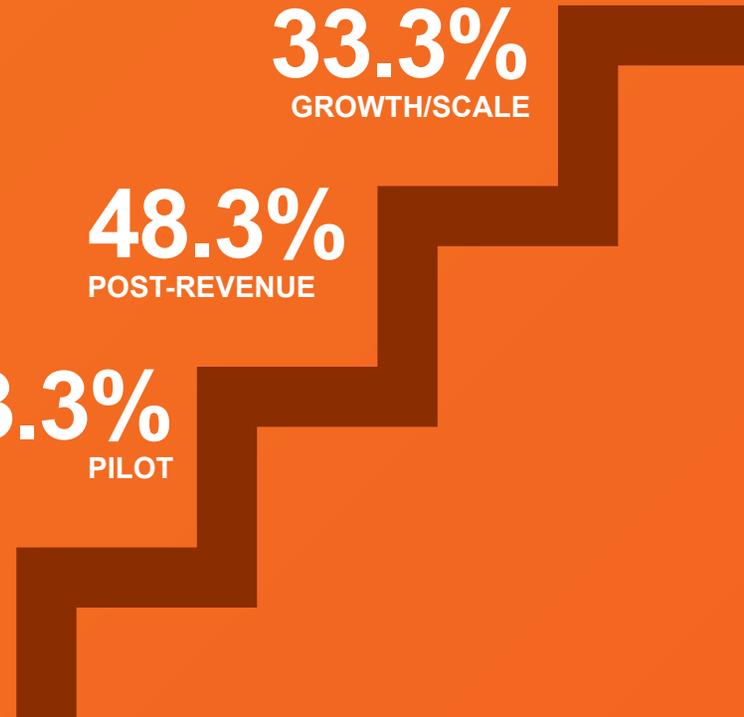
27
STRATEGIC
PARTNERS
ENGAGED

5%
CONCEPT

13.3%
PILOT

48.3%
POST-REVENUE

33.3%
GROWTH/SCALE





DIYANTO IMAM

**Program Director at
New Energy Nexus Indonesia**

What are your major achievements of 2021?

In 2021 alone, we are proud to have supported 22 clean energy and climate innovation startups through our smart energy and investment program, as well as 10 energy access startups through our pre-incubation track. And we also successfully conducted a total of 40 outreach events including our annual [RE]energize Hackathon 2021. So, it's been a big year!

What major challenges have you identified and overcome in 2021?

The prolonged pandemic has limited our ability to conduct offline outreach events. To overcome this, we continuously improved the format of our online outreach by making them more interactive and by closely engaging local.

Another issue is the relatively low startup registration for our Smart Energy Program, which led us to hypothesize that there aren't enough climate innovations startups that have reached an "incubation or acceleration" ready stage in Indonesia. We overcame this by conducting regular outreach events to increase public awareness, building partnerships, and participating in climate innovation-related events conducted by other stakeholders. We also acknowledge we need to make more progress to reach more diverse entrepreneurs in our programs, such as women and those outside of Indonesia's main metro areas.

What are you focusing on in 2022?

New Energy Nexus Indonesia team aims to support 102 startups in 2022, as well as five new startup portfolios through our Indonesia 1 Fund and five new startup teams through our Smart Energy Grant for prototyping development. We'll also host the [RE]Spark Clean Energy Festival, which will be our biggest outreach event to date. And we will increase our online and offline activities to ensure even greater support to Indonesia's clean energy entrepreneurs.

Q+A

WHAT WE DO

Indonesia's transition to clean energy needs a massive boost. Despite setting a target of 23% for renewables in the energy mix by 2025, the country only reached 11.2% in 2021. There is also insufficient investment in clean energy innovation.

That's where New Energy Nexus comes in. Since 2020, New Energy Nexus Indonesia acts as a bridge between different sectors and stakeholders, running incubation, acceleration, and funding programs to urgently develop the clean energy startup ecosystem.



WHAT WE DO



New Energy Nexus runs outreach platforms to educate, excite, and energize public and local stakeholders on all things related to renewable energy. This consists of:

- **Connex Energy Meet Up:** to provide information, current development, and real-life examples on the roles and importance of clean energy and clean energy startups in creating positive economic and environmental impact.
- **[RE]Charge Series:** a two-day deep dive bootcamp on building a clean energy startup focusing on the problem-solution statement, customer discovery, market research, team building, and business model canvas. We use [RE]Charge series to identify potential startups to join our incubation and acceleration program.
- **Hackathon [RE]Energize Indonesia:** a problem-solving based competition dedicated to finding solutions that address the key challenges in accelerating Indonesia's clean energy transition and its supporting ecosystem

Accelerate is a capacity-building platform dedicated to supporting clean energy and climate innovation startups. This consists of:

- **Incubation Track:** a three-month program for early-stage clean energy and climate innovation startups focusing on business model exploration and prototype development
- **Acceleration Track:** a three-month program for later-stage clean energy and climate innovation startups focusing on business model refinement, mentorship (human resource, finance, and marketing communication), network expansion, and investment readiness
- **Energy Access Track:** a two-month program for early-stage energy access focused startups focusing on technology readiness and business model assessment. Selected startups from the energy access track are invited to join the incubation or acceleration track.

New Energy Nexus manages the Indonesia 1 Fund, which addresses early-stage funding gaps for clean energy startups in Indonesia. As of the end 2021, Indonesia 1 Fund had six portfolio companies in which we have facilitated co-investments from other investors. We also manage grants for startup teams to improve prototyping and other specific objectives.

SOLUTION SPOTLIGHT



XURYA DAYA INDONESIA

Making it easier for companies to go solar

There's tremendous potential for solar energy in Indonesia. Xurya offers a "No Investment" scheme which makes it easier for companies to transition to solar energy by providing a "one-stop solution": from feasibility studies, installation, operation, through to maintenance.

For EPC contractors, Xurya is a long-term partner that provides a pipeline of projects as well as help to shorten partners' sales cycle by providing an alternative method of financing requiring no investment.

Impact

Xurya has mitigated around 37 million tons of CO2 emission from all of its rooftop solar power plants' operations since its inception in 2018. It achieved this by providing around 40 million kWh of 'green' electricity to replace the fossil fuel based electricity across 57 sites.

Support from New Energy Nexus

New Energy Nexus has strongly supported Xurya's fundraising process. We organized an investor-facing event, helping to explain the potential and growth of the renewable sector. We also supported by having bi-weekly updates and constantly helping to introduce new investors to create tension.



"We will allocate this funding for continuing the construction of the Rooftop Solar Power Plant which has grown rapidly and for the development of technology and human resources so that efforts to accelerate the clean energy transition can be realized immediately,"

Eka Himawan,
Managing Director at
Xurya Daya Indonesia



SOLUTION SPOTLIGHT



SWAP

SWAP ENERGI INDONESIA

Pioneering swappable battery infrastructure and e-mobility

The two biggest problems with e-motorcycles, a potentially massive mode of transport in Indonesia, are perceptions about their range and the longer time it takes to charge. Swap Energi Indonesia (SWAP) provides a battery-swapping network infrastructure to address these concerns.

SWAP develops swappable battery technology and systems so that e-motorcycle riders can exchange used batteries with fully-charged ones in just a few seconds. SWAP is creating a scalable battery-swapping infrastructure to accelerate the adoption of electric vehicles across Indonesia.

Impact

SWAP has 350+ units of e-motorcycles on the road, 250+ battery swapping stations deployed, 440,000+ cumulative kilometers driven, 37 tons of total CO2e reduced, and four cities charging station network coverage.

Support from New Energy Nexus

We introduced SWAP to several potential investors, supported the SWAP team to prepare funding documents and how to calculate their GHG reduction. We also introduced the SWAP team to people in the sustainable energy business area and offered mentoring services to help them develop their business management skills.



“Nexus has motivated SWAP to focus on the single thing that mattered - build something impactful for the new era of energy.”

Kevin Phang,
Co-founder of
Swap Energi
Indonesia



SOLUTION SPOTLIGHT

“Before we started with the New Energy Nexus accelerator, we were just dealing with problems as they came up, feeling like there must be a better way. With New Energy Nexus’ guidance, we now have a clear plan for all parts of the business and our whole team is committed to achieving the goals that we have set together.”

**Rambu Yati Radandima,
Finance Manager of
Sumba Sustainable
Solutions**



SUMBA SUSTAINABLE SOLUTIONS

Empowering rural communities through solar power

The Sumba Sustainable Solution provides technology that increases access to electricity, reduces poverty and creates decent work for people in rural communities. For the agricultural sector, Sumba Sustainable Solution provides solar power for a range of appliances, including rice mills, corn mills, coconut graters, coffee grinders, water pumps and UV water filters.

The solar-powered Productive Use Centers (PUCs) enable women in rural areas to access labor-saving equipment in their kampung, or village, without upfront investment. The PUC is managed by a local agent on a lease-purchase agreement with users accessing equipment on a user-pays basis, creating a sustainable business model that enables access to basic infrastructure for the most remote and vulnerable communities.

Impact

The distribution of solar-powered lighting solutions has significantly improved people’s livelihoods, especially women, allowing more hours for local artisans to weave tenun ikat, a traditional handwoven fabric, and for children to study at night

Sumba Sustainable Solutions also provides solar systems for people’s homes and solar-powered productivity centers, which are energy hubs for the community. These solutions are powering livelihoods in Sumba by enabling villagers to mill crops and process bamboo.

Support from New Energy Nexus

We connected the team at Sumba Sustainable Solutions to experts in HR, marketing communications and finance, through our Mentor-in-Residence Program. Sumba Sustainable Solutions is no longer a start-up struggling to survive but a sustainable business instilled with a healthy company culture that upholds transparency and communications between team members and stakeholders.

WHO WE ARE



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Yeni Tjiunardi
Investment Director



Arif Utomo
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Finance and
Administration Manager



Edmund Lee
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Crevisse Partners
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