



AWR Lloyd

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**TALKING POINTS**

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**AVPN: LANDSCAPE OF EDUCATION AND TECHNOLOGY IN ASIA**

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SLIDE 1: EXPANDING EDTECH UNIVERSE

A big hello to everyone. Welcome.

First and foremost...as Mike pointed out, these are **exciting** times.

The rapid expansion of the **edtech universe** has been an exceptional growth story.... and the **frontiers of this universe** are still pushing outwards.

As we all know, in a **knowledge** economy and **global** marketplace, education makes the difference in terms of how well an individual does, how well a company does, and for that matter, how well a country does.

The Internet and Internet of Things, combined with greater smartphone penetration, democratizes education by improving access, lowering costs, and boosting quality. We are witnessing the rise of what has been described as “Weapons of Mass Instruction” — rapidly scaling education companies attracting millions of students in a short period of time’

In a very recent report, Bank of America Merrill Lynch affirmed that edtech is indeed a game changer. It is **fundamentally transforming** the education landscape with school boards across the globe beginning to do away with text books altogether.

We’re seeing strong **partnerships** formed in transforming education:

- School boards
- Tech companies
- Telecoms
- Non-profits

And shifting from print to digital, and integrating online and blended learning is boosting test scores as well as graduation rates across education settings, globally.



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Here in Asia, emerging markets, including China and India, are significantly stepping up public investment in education. And **companies,**

***large and small, are becoming ‘champions for change’ in education.***

Across Asia, in fact, corporations are playing increasingly prominent roles in funding and nurturing innovative social ventures, with some becoming highly engaged **‘beacons of innovation’**; in some cases even ***partnering with universities*** to go upstream and equip high school students and teachers with the skills of 21<sup>st</sup> century innovators, namely critical and analytical thinking, creative communication, and leadership through design thinking programs.

So individuals, governments, and corporations see education as a key economic driver, improving income and job opportunities for all, including young people and women in emerging markets.

***And yet,*** going back to that recent BofA report...the Head of Thematic Investing stated that the pervasive education imbalance is still the ***“biggest civil rights issue of our era”***. **Our era.**

So what does this mean for the landscape in Asia?

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SLIDE 2: GREATER INSIGHTS AND STAKEHOLDERS

It means opportunity for impact.

The ed and tech landscape globally, and in Asia, is such that we have multiple stakeholders and actors continuously pushing for change using limited resources, and operating along short, medium and long-term timeframes from different perspectives, levels, and angles. And this is good. Energy is good.

We are also accessing new data, analytics, and insights that are helping us steer both public and private capital towards education-focused ideation, value-creation models, changemakers, entrepreneurs, social entrepreneurs, and ventures (from seed to IPO), and thereby offer access to new forms of capital and resource sharing that can address education challenges.



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And all this boils down to identifying challenges, champions for change, synergies, and avenues for value-creation. **In essence, linking people who ‘get it’, people who ‘fund it’, and people who ‘make it happen’.**

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SLIDE 3: ENGINES FOR GROWTH

Here in Asia, and globally, we have an ed and tech landscape with numerous engines for change, some running, some broken, some being repaired, and some being created (probably 3D-printed!), but these engines **can** at one point be **running**, and **running in harmony**, ensuring that ideas are hatched, linked to '**real** challenges', prototyped, tested, and nurtured with access to the **capital, resources, learners, and markets.**

This is the holy grail.

But I'd like to focus on **capital** and **resources**, and make a few distinctions.

While edtech innovations and impacts are by no means confined to the startup world - Microsoft, Google, Facebook, and Amazon are all active in this space - immense levels of innovation are happening at grassroots levels driven by individuals who experience challenges firsthand, identify and pursue core challenges, and inspire others to join their cause. Yet, many ideas fail to be nurtured, take shape, or ever see the light of day. Partnerships never form, ideas are never refined, and capital never flows.

Capital alone can address needs and provide the answer in many cases, but capital + shared knowledge, resources, and sales channels + best practices + access to new technologies **can be transformative.**

Enter the corporate connection. A few examples...

In China (corporate incubation)...

- Intel China Ideas2Reality
- Bayer (Grant4Apps, Germany, Pre-Accelerator, China)
- Honeywell China (partnership with Plug & Play, Silicon Valley)

In Singapore (startup accelerator)

- Telstra (muru-D)



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In Thailand:

Startup accelerators:

- DTAC Accelerator (telecoms)
- AIS Starup connect (telecoms)

Corporate venturing:

- Siam Cement Group (chemicals / infrastructure)
- Bangchak (O&G / refining)
- CP All (agriculture / retail)
- Lumini (property development)

Social enterprise incubators:

- Banpu Champions for Change (power, coal, renewables)

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SLIDE 4: CORPORATE PARTNERSHIPS

Recognizing these trends, I work with partners who believe in the power of corporate relationships, and our vision is to engage investors who want to invest in social infrastructure companies in South and Southeast Asia. We then use strategic value mapping to help these companies engage with innovation, new IP, startups, and disruptive ideas in the region, and this includes education ventures and startups, my core focus.

Our approach is, in part, due to a recognition of a few key points.

- Companies are really powerful, and that **matters a lot**
- Companies listen to strategies that are synergistic and value-creating
- Individuals matter, and that matters **enormously** (staff, employees, users, clients, consumers)
- New ideas, budding ventures, and startups matter **enormously**
- Synergy is often **underexplored** and **underutilized**
- Partnerships (and the sharing that comes along with them) are **key**

We connect corporations and ventures in the education space, and other areas deemed to be critical infrastructure sectors across ASEAN and India. However, we do this as part of a **wider corporate strategy** to embed these practices deeply within their culture and philosophy, top to bottom, from the moment a new hire is recruited to long term succession planning.



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*But this is hard work, and it requires a shift in thinking. New mindsets.*

Despite this challenge, there are opportunities for long-term growth that can have **cascading impacts** across the landscape. We engage companies in a manner that pushes them to sustain good governance, investor relations, sustainability management (ESG), shareholder and stakeholder

value management, but also adopt an openness to 'active investing' and human-centered design (at a c-suite level but also in the way that products, services, and processes further down are designed).

The idea is to remain open to change, disruption, and synergistic growth, and to actively seek out ways to support the education and tech landscape in a symbiotic manner based on **synergies**.

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SLIDE 5: CASCADING CHANGES

The good news is that this is already happening, and it's critical to engage those with the power to **drive cascading changes** based on data, analytics, powerful stories, and value creation. The landscape will only benefit from more sources of capital, resources, and corporate cheerleaders committed to edtech ideas and improved learning outcomes.

And on that note, I pass the baton to Namita.

Thank you.

Please reach out to me with any inquiries.

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