Asia Incubator Network:

*Experience and Perspectives*

By

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CONTENT OF PRESENTATION
Asia Incubator Network: *Experience and Perspectives*

- **Part I:** Asian Association of Business Incubation (AABI)

- **Part II:** Opportunities for (Fast Tracked) International Business Incubators for Gulf Countries
Part I:

Asian Association of Business Incubation (AABI)

- **Founded** in April 30, 2002 during NBIA’s Annual Conference

- **Mission**

  “To Promote Business Incubation Activities by Facilitating Information Exchanges among Asian Incubators, Incubator Clients and Related Organizations.”
Background
… 1500 incubators are in Asia !!!

<table>
<thead>
<tr>
<th>Country</th>
<th>Nos. of Incubators</th>
</tr>
</thead>
<tbody>
<tr>
<td>USA/Canada</td>
<td>1100+</td>
</tr>
<tr>
<td>China</td>
<td>500 – 1000+</td>
</tr>
<tr>
<td>South Korea</td>
<td>270+</td>
</tr>
<tr>
<td>Japan</td>
<td>200+</td>
</tr>
<tr>
<td>Taiwan</td>
<td>98+</td>
</tr>
<tr>
<td>Malaysia</td>
<td>75 +</td>
</tr>
<tr>
<td>India</td>
<td>60+</td>
</tr>
<tr>
<td>Uzbekistan</td>
<td>20+</td>
</tr>
<tr>
<td>Indonesia</td>
<td>10+</td>
</tr>
</tbody>
</table>
Asian Association of Business Incubation (AABI)  

... An Association of National Associations

- **Associations Members** cover 14 countries or economic regions in Asia and Pacific Region including:
  - Korea
  - Chinese Taipei
  - China (Shanghai, Beijing)
  - Japan
  - Malaysia
  - Singapore
  - India
  - Philippines
  - Kazakhstan
  - Kyrgyz Republic
  - Australia
  - Hong Kong China
  - New Zealand
  - Pakistan

- **USD 500 / Year Membership fee**
AABI Activities

- AABI International Conference as the exchange event (2x per year).
- AABI Award for Best Practice Incubator
- Dr. Horiba Entrepreneur Award for the excellent entrepreneur
- AABI Training Workshops for Incubator Managers (Shanghai)
- AABI Newsletter for latest information
- AABI Journal for academic articles on business incubation
- AABI website as an information platform
- AABI Accreditation for International Business Incubator
Asian Association of Business Incubation (AABI)

... Incubator Members & Potential New Ones

- Individual Incubator Membership
- US $ 50/year membership fee
- e.g countries with no association: Thailand, Vietnam, etc.

- NEW DEVELOPMENT
  - MOU to be signed between AABI and IDIANet
  - IDIANet - *InfoDev Incubator Network Asia-Pacific Network*
  - InfoDev recipient incubators in Asia-Pacific Region
  - All IDIANet members to become AABI Incubator Members
Asian Association of Business Incubation (AABI) 
... Future Activities (2008-2009)

- **Capacity Building**
  - Incubation Management Ability and Quality (Workshops)
  - Specialization of business incubation (Focus)
  - International training program for incubator managers

- **Assistance**
  - Different incubation model in Asian developing countries
  - Encouraging Policy Makers on Incubation as Tool/Process for Wealth Creation

- **Cooperation**
  - Encouraging more national associations to join AABI
  - Sharing the networking resources
  - Inter-exchange between/among AABI, tenant companies and international organizations (NBIA, etc.)
CONTENT OF PRESENTATION
Asia Incubator Network: *Experience and Perspectives*

- **Part I: Asian Association of Business Incubation (AABI)**
- **Part II: Opportunities for International Business Incubators/Soft Landings for Gulf Countries**
Part II: Future Perspectives

... International Business Incubators (IBIs)

or “Soft Landings” for Gulf Countries

- Names of International Business Incubators (IBIs)
  - International Advanced Companies DO NOT LIKE being in “INCUBATORS” or “HATCHERIES”.

- “SOFT LANDINGS” is a Description that is here to Stay

Source: Barbara L. Harley, Harley Consulting Group
TECHNOLOGY PARK IN MALAYSIA

KULIM HI-TECH PARK

MULTIMEDIA SUPER CORRIDOR
Part II: Experience & Future Perspectives

... International Business Incubators (IBIs)
or “Soft Landings” for Gulf Countries

- CASE STUDY from Malaysia
- Incubatee Company from Kulim Hi-Tech Park
- Teknologam Pte Ltd.
  - Oil & Gas Industry (Gaskets for Pressure Vessels, Mechanical Seals).
- Attempted to expand into Bahrain about 4 years ago.
- Has since moved into a neighboring country.
- More incubator companies interested to move into region
  - Engineering Equipment for Education (inst of Higher Learning)
- Opportunities for IBIs/Soft landings in Gulf Countries ???
Part II: Experience & Perspectives

- CASE Study reflect need for International Business Incubators (IBIs)/Soft Landings in Gulf Region.

- Clients interested in the honesty of those helping them enter new mkt
  - They want to trust”primary” contact to link them with appropriate advisors, distributors, sources of clients, etc.
  - Many horror stories about untrustworthy consultants and advisors

- Third party accreditation by Experienced panel

- Criteria: Sound Track Record in helping foreign clients, strong domestic network

- AABI Accredited IBIs/Soft landings – Six (6)

- US NBIA Accredited IBIs/Soft landings – Eight (8)
OPPORTUNITIES FOR (FAST TRACK) INTERNATIONAL BUSINESS INCUBATORS FOR GULF COUNTRIES

- Additional Source of Revenue (other than rental)

- Most Important IBI Services:
  - Market Assessment and Strategy Consulting
    - Market Environment, Operational Plans, Procurement, etc
  - Revenue Generation Services
    - Partner Development, Customer Development
  - Home Office Services.
    - Regulatory Assistance, Translation, Housing

- Attracting more non-domestic companies related
  - Oil & Gas
  - Semiconductors
  - Halal (Food)

- US IBIs/Soft Landings charging > USD 75,000 /client
President:  
Mr. Wang Rong (China)

Vice President:  
Mr. Annuar Mohd Saffar (Malaysia)

Advisors:  
Mr. Rustam Lalkaka (USA)  
Mr. Wu Yikang (China)

Secretariat:  
Shanghai Technology Innovation Center (China)

Permanent Honorary President:  
Dr. Horiba (Japan)

Honorary President:  
Dr. Kim Hong (Korea)

Asian Association of Business Incubation (AABI)

... Malaysia taking over Presidency in Jan 2008
CLOSING REMARKS

... Majority of AABI member countries are in East Asia

Initiative to attract Middle East/West Asian Countries & Incubators to join AABI
CLOSING REMARKS

… Assisting Entrepreneurs is a Never-Ending Process

BUSINESS INCUBATION PRACTICAL INITIATIVES

1. Incubator must LEAD BY EXAMPLE !!!
   - Sound Business Plan, Financial Plan, Profitability, Sustainability etc.

2. Encourage and Facilitate Education and Training for Resident Companies/Clients


Source: R. White, NZTE, AABI Council Member
## Upcoming AABI Events

1. **AABI Fall 2007 International Conference on Business Incubation**  
   - **Location:** Kaohsiung, Taiwan  
   - **Dates:** 20-24 Nov 2007

2. **AABI Spring 2008 International Conference on Innovation & Business Incubation**  
   - **Location:** Kuala Lumpur, Malaysia  
   - **Dates:** 26-30 May 2008

3. **AABI Fall 2008 (Submission of Bids)**  
   - **Location:** South Korea or Xian, China  
   - **Dates:** Oct/Nov 2008

4. **Other Events Regional Conferences**  
   - a. **Trivandrum, Kerala, India**  
     - **Location:** India  
     - **Dates:** End Jan 2008

5. **MOU with IDIANet**  
   - **Location:** Malaysia  
   - **Dates:** May 2008  
   - **Details:** Asia-Pacific InfoDev Recipients Incubator as member of AABI
THANK YOU from AABI

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www.aabi.info
www.nina.com.my

See also  www.btds.biz (publications)