

DARE دارالسلام اينترفرايس  
Darussalam Enterprise

DARE  
Darussalam Enterprise

2022/2023

# ANNUAL REPORT

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## WHO ARE WE

**DARe was established on 18th February 2016 to spearhead growth of local Micro, Small and Medium Enterprises (MSMEs) towards increasing contribution to the economy, employment and export. DARe bridges the public and private sectors to facilitate a conducive business environment.**





About Us

OUR VISION

To build enterprises into dynamic and resilient drivers of economic growth

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Annual report 22/23

## MISSION AND VISION

**Enabling enterprise growth through a pro-business ecosystem with necessary infrastructure, reliable support and effective development programmes**

**To build enterprises into dynamic and resilient drivers of economic growth**





# Building Enterprise Capacity

**Building Enterprise  
Capacity**

**CONDUCTED**

**7** Bootcamp  
Cycles

**156** Participants

**MCYS and i-Usahawan**

**3** Micro  
Bootcamp

05

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**BUSINESS  
BOOTCAMPS**







## **MICRO BOOTCAMP**

The curriculum was delivered in Malay to promote inclusion and increase reach to individuals beyond those in the regular cohorts.

Introduced hybrid format of day-time and night-time classes for the regular Micro Bootcamp cycles to cater to founders who run their businesses while working full-time



## **ACCELERATE BOOTCAMP**

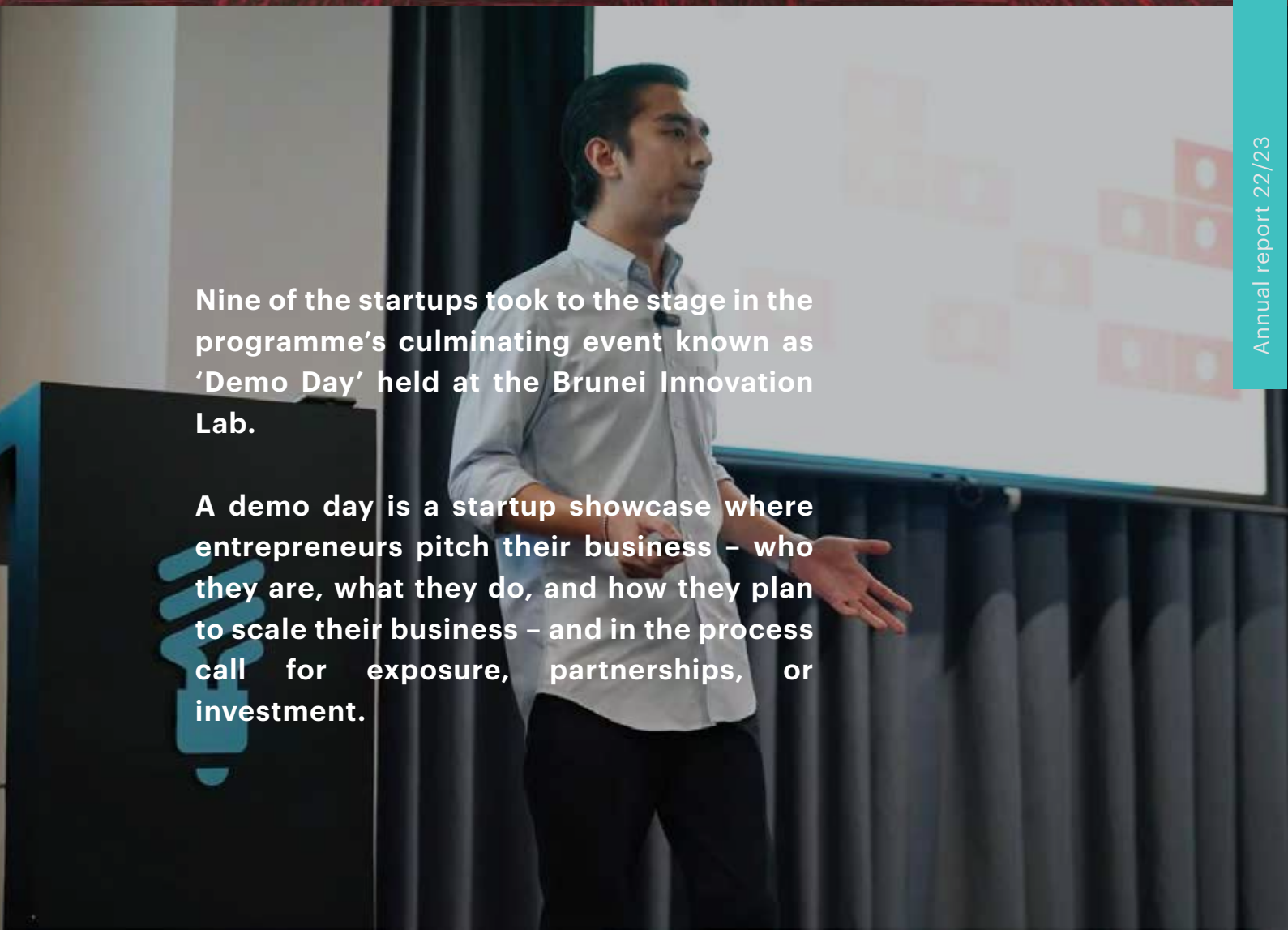
**Darussalam Enterprise's (DARe) 100-day startup development Programme Accelerate has enrolled more than 300 entrepreneurs, who have collectively raised more than \$3.25 million in investment.**





**Building Enterprise  
Capacity**

08



**Nine of the startups took to the stage in the programme's culminating event known as 'Demo Day' held at the Brunei Innovation Lab.**

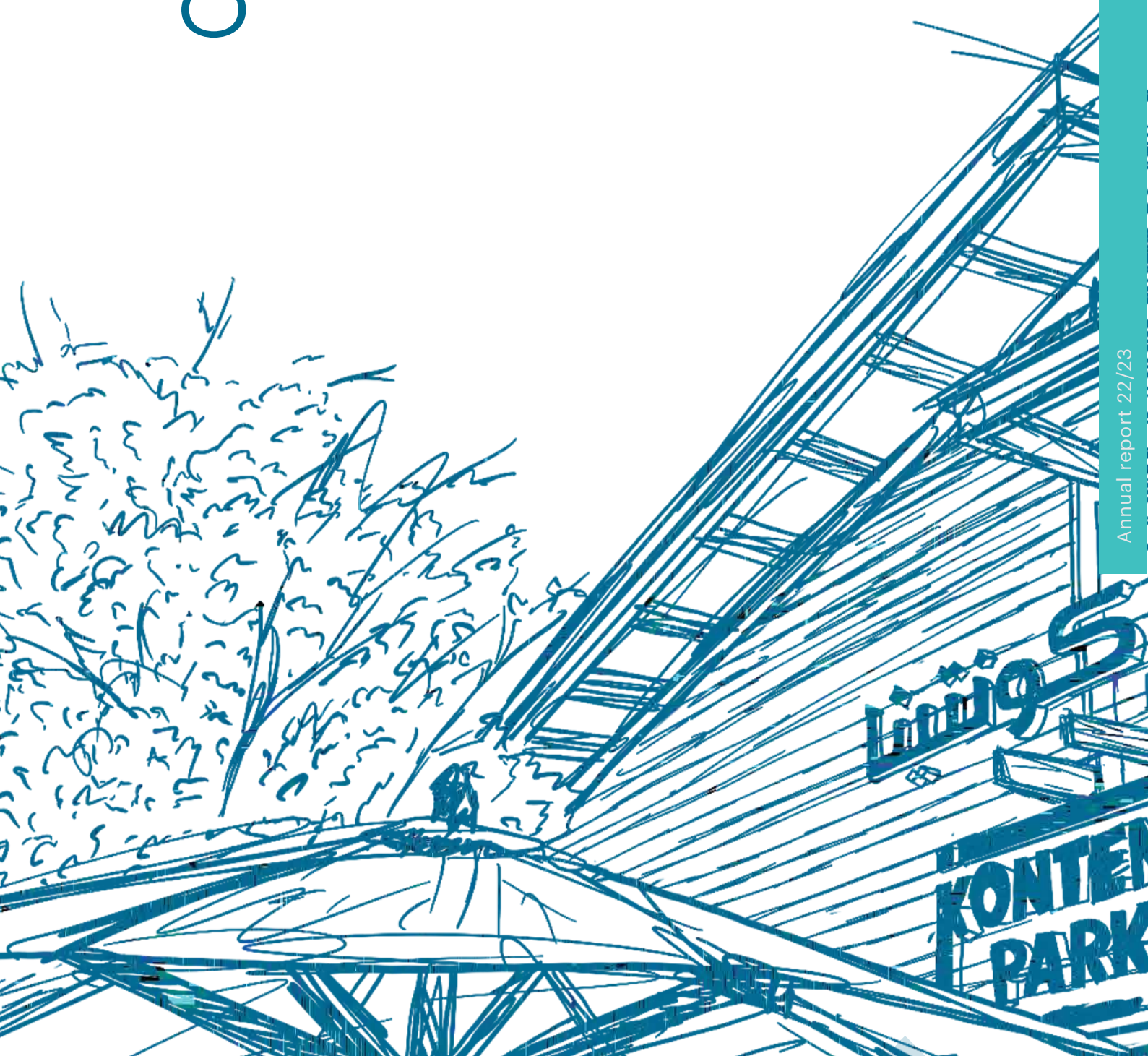
**A demo day is a startup showcase where entrepreneurs pitch their business – who they are, what they do, and how they plan to scale their business – and in the process call for exposure, partnerships, or investment.**

## KONTENA PARK

# \$353,459.25

total revenue

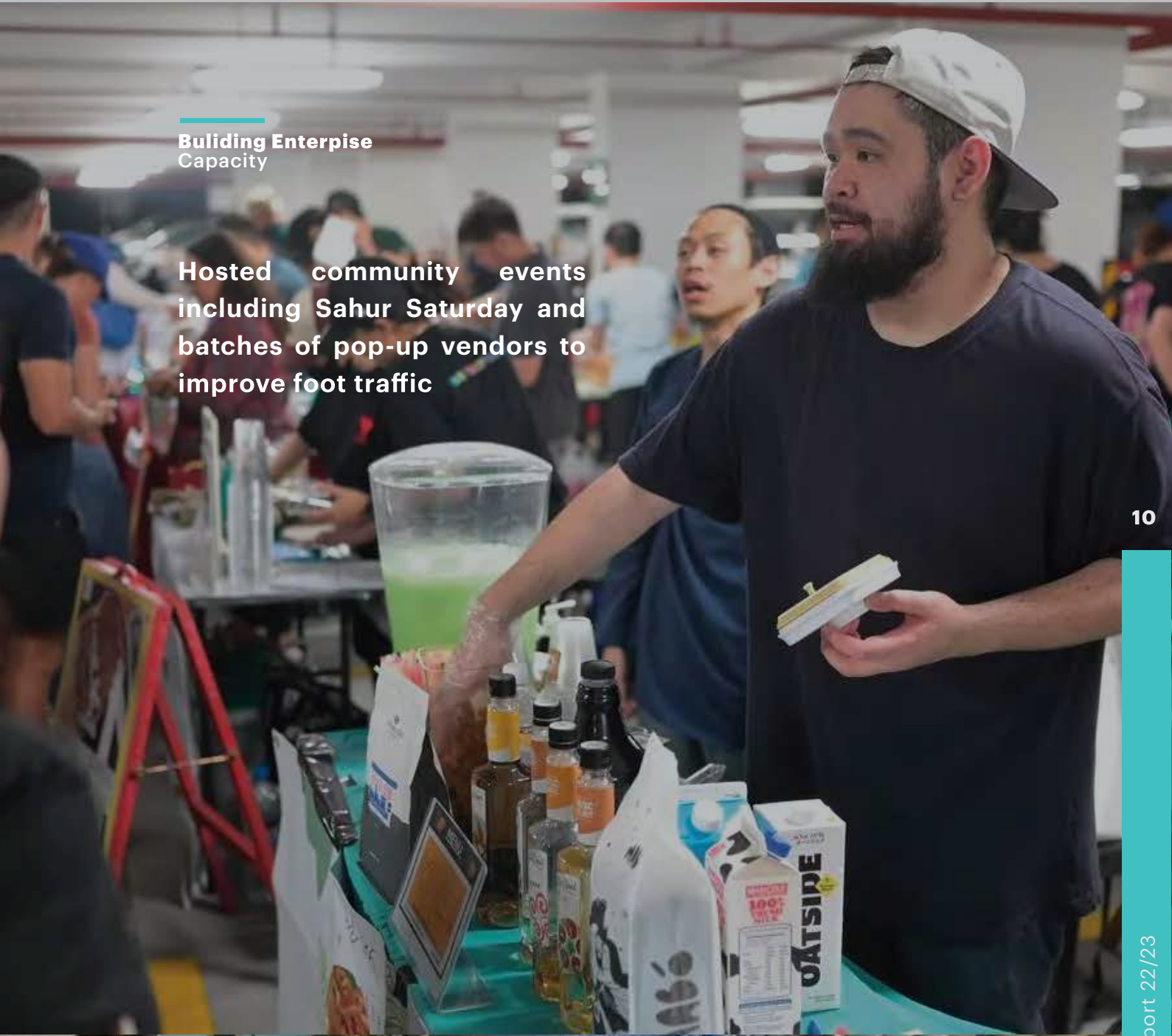
8 Vendors





**Building Enterprise  
Capacity**

**Hosted community events  
including Sahur Saturday and  
batches of pop-up vendors to  
improve foot traffic**





**Building Enterprise  
Capacity**

Incubation

# iCENTRE

Introduced a new community event 'iCentre Jam Sessions' held on a monthly basis for founders to practice pitches, share new products and explore potential partnerships.





**Building Enterprise  
Capacity**

**In FY 22/23**

**148** classes

**2881** participants

## **IBA**

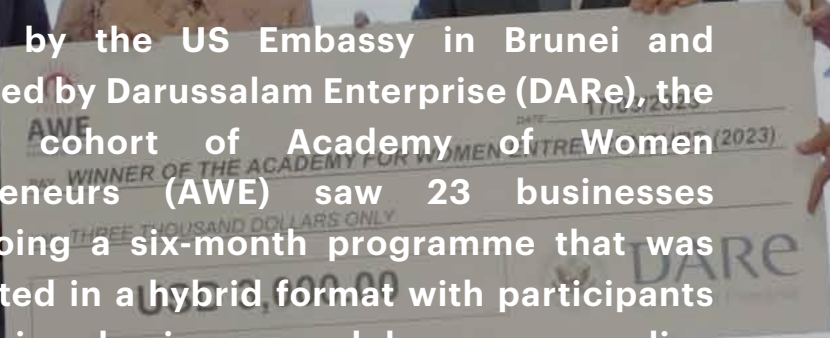
**DARe's flagship business capacity building programme, IBA continues to provide courses in general and industry specific related areas**



**Building Enterprise  
Capacity**

## AWE

Funded by the US Embassy in Brunei and facilitated by Darussalam Enterprise (DARE), the second cohort of Academy of Women Entrepreneurs (AWE) saw 23 businesses undergoing a six-month programme that was conducted in a hybrid format with participants undergoing business modules on an online training platform called DreamBuilder, supported by in-person sessions by DARE.





## **BMEN**

ASEAN Mentors for Entrepreneurs (AMEN)

As part of our commitment to ACCMSME, DARE is committed to the success and the implementation of the ASEAN Mentorship for Entrepreneurs Network (AMEN) project that is led by the ASEAN Business Advisory Council (ASEAN-BAC) Philippines.

Building Enterprise  
Capacity

## BRUNEI INNOVATION LAB (BIL)

Brunei Innovation Lab (BIL) was launched in July 2022 to improve the pipeline of innovative solutions and technology businesses in the country by developing an integrated technology and innovation ecosystem.

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BIL is a joint collaboration between Brunei Shell Petroleum (BSP), Shell LiveWIRE Brunei (LiveWIRE), Datastream Digital (DST), and Darussalam Enterprise (DARE).





## **ELEVATE COHORT 2 NETWORKING LUNCH**

Organized a networking lunch attended by 19 individuals representing 10 companies under the Elevate Programme. The objective of the event was to highlight achievements and allow participants to forge connections with other businesses.







2023

EMPOWERING BUSINESSES  
AT ALL STAGES OF GROWTH



Community Management

## ENTERPRISE GROWTH CONNECT

Organized a forum with the theme 'Empowering Businesses at All Stages of Growth' to connect businesses to DARE's ecosystem and encourage integration of MSMEs into the value chains of established companies.





**IRVINS is a high-growth homegrown consumer food brand expanding quickly on the global stage, with 5 offices and 12 markets worldwide, and a product lineup that redefines the food industry. Founded in 2008, over the years IRVINS have pivoted and evolved from an F&B restaurant into a modern food CPG startup**



**Building Enterprise  
Capacity**

Community Management

## **CHAT & CHEW**

Networking event held on 23-24 July in Temburong for startups to explore business opportunities and raise awareness of DARE's initiatives among Temburong communities. Participated by Bank Usahawan, 24 MSMEs under DARE and 3 under MPRT.







Community Management

## **ENTERPRISE DEVELOPMENT APPRECIATION NIGHT**

Appreciation event for alumni of Micro and Accelerate Bootcamps to share their entrepreneurship journey and network with fellow entrepreneurs and industry players.







### Community Management

## BMEN

Power Brunch International  
Women's Day

**Organized an all-women Power Brunch with BMEN Mentors from areas of Marketing, Administration, Finance and Supply Chain Management. The event aimed to connect like-minded individuals to share challenges and achievements as businesswomen.**





Community Management

## **BMEN**

BMEN Mentor Appreciation Dinner

**Organised an appreciation dinner for mentors and partners to give thanks to those who have contributed to the initiative. The event celebrated the achievements of BMEN and encouraged other mentors to continue to actively volunteer in the business community.**



Building Enterprise  
Capacity



23

Community Management

## NATIONAL YOUTH DAY

Launched the 2022 Youth Entrepreneurship Ecosystem (YEE) Handbook in collaboration with Department of Energy (DoE) and Ministry of Culture, Youth and Sports (MCYS) as members of the Youth Entrepreneurship Committee (YEC).





### Strategic Partnerships

## FOODIE

**FOODIE** will utilise UTB's Centre for Research on Agrifood and Technology (CrAFT) – Brunei's first and only Institute of Higher Learning (IHL) research facility focusing on agriculture, food science and nutrition.





## Building Enterprise Capacity



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### Strategic Partnerships

## DOMESTIC ENGAGEMENTS

In FY 22/23, DARE strengthened its relationships with domestic counterparts including trade associations to discuss areas of collaboration and various embassies to discuss key projects that can be pursued by foreign investors and opportunities to connect local business owners to international companies.



### Strategic Partnerships

## OUTREACH WITH GOVERNMENT AGENCIES

To further bridge the public and private sectors, DARE conducted outreach activities with businesses and relevant government and non-government agencies.





# Access to Finance

## CO-MATCHING

DARe's co-matching scheme assists businesses with startup costs of up to BND\$10,000 or expansion costs of up to BND\$20,000. The grant is offered on a co-matching basis where DARe covers up to 70% of costs, and businesses will co-match at least 30%.

**In FY 22/23**

**38**

Process applications

**17**

Approve applications

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**B\$260,373.92**

total amount



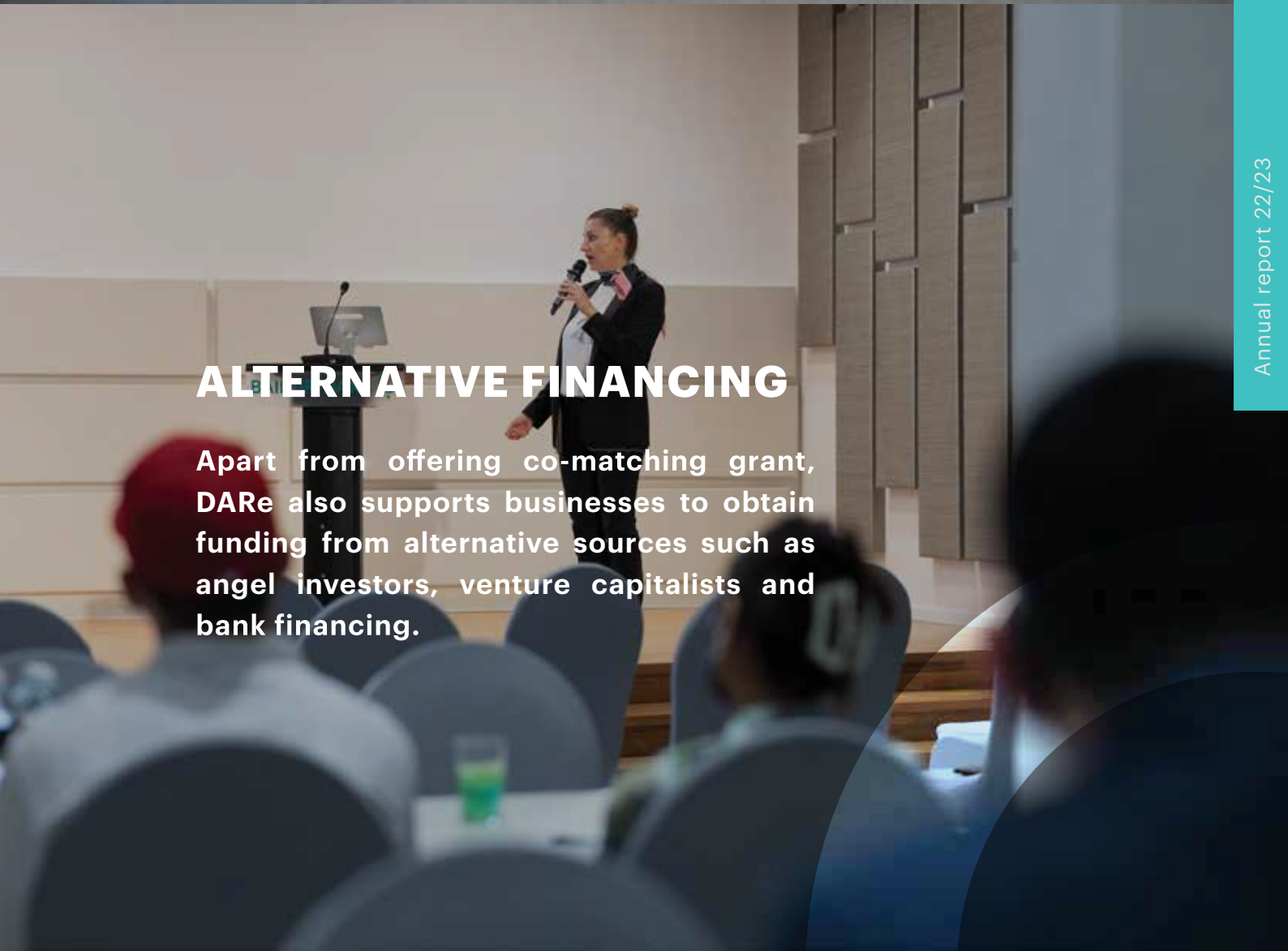
Access to  
Finance



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## ALTERNATIVE FINANCING

Apart from offering co-matching grant, DARE also supports businesses to obtain funding from alternative sources such as angel investors, venture capitalists and bank financing.





BRUPHAR

BRUNEIAN  
MADE

A091

BRUPHAR

# Access to Markets



## BRUNEI MSME FESTIVAL 2023

After a three-year hiatus due to the pandemic, the Brunei MSME Festival returned for its second edition with the theme 'DARe to Innovative: Growth & Resilience through Innovation'.



211  
exhibitors

\$321,568.50  
total sales

20  
business seminars  
and conference

419  
products

41  
vendors

## BRUNEIAN MADE HUB

DARe launched the Bruneian Made Hub in December 2022.

The Bruneian Made Hub is envisioned as an affordable, strategically located space for MSMEs to sell their products while offering a one-stop store for residents and tourists to discover local brands.



## I USAHAWAN NON ENERGY SECTOR

i-Usahawan was introduced in 2018 for the energy sector under the Department of Energy of the Prime Minister's Office, before being expanded outside the energy sector earlier this year by DARE under the Ministry of Finance and Economy.

\$412,383 4 contracts awarded

58

ring-fenced  
contracts

11

clients



**BRUNEIAN**  
MADE

**BRUNEIAN**  
MADE

**BRUNEIAN**  
MADE

**BRUNEIAN**  
MADE

**BRUNEIAN**  
MADE

**BRUNEIAN**  
MADE

**BRUNEIAN**  
MADE

## ROADSHOWS AND EXPOS

Throughout the year, DARE also participated in local and international expos to improve the exposure of local companies to new audiences



Access to Markets

Showcased

69  
products

Registered

39  
unique leads

10  
vendors

76  
inquiries

DOMESTIC

## MYCE ECONOMY WEEK

Participated in panel discussion titled 'Building Blocks for Catalysing Growth'



## MYCE ENERGY WEEK

Participated in panel discussion titled 'Vision for the SME's Future (in the Energy Industry)'



Access to  
Markets

Business speed-matching | MYCE ECONOMY WEEK

14  
mentors

12  
mentees

37

Business speed-matching | MYCE ENERGY WEEK

14  
mentors

18  
mentees

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## VIETNAM, BRUNEI TRADE, CULTURE FOOD AND ARTS FAIR 2022

Participated in the fair with a booth that showcased products of 11 Bruneian Made vendors. 32 companies also participated in a business networking event with attendance from Vietnam companies in industries such as F&B and construction.





Access to Markets

## KARNIVAL KENALI NEGARA KITANI

Participated in the roadshow organized by MPRT and exhibited a mini Bruneian Made showcase to increase awareness of local products available ahead of the launch of the Bruneian Made Hub

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## LOCAL PRODUCT EXPO \$304,780.31

Sales

Collaborated with MPRT, MOHA and MOFE to coordinate MSME sharing sessions, vendor participation and a DARE pavilion to promote initiatives for MSMEs with 41 enquiries logged.

A survey was also conducted to understand MSMEs' current challenges and identify trends of assistance required



Access to Markets

## HARI PELADANG, PETANI DAN NELAYAN

Participate in the event and showcase DARE's assistance to aspiring entrepreneurs and businesses namely Co-Matching Scheme, Elevate, Bruneian Made and Industrial Sites.

40

## CONSUMER FAIR

\$11,924.05

Exhibited a DARE booth to socialize programmes and assistance available to entrepreneurs and businesses

sales generated





## INTERNATIONAL

### **ASEAN TRADE FAIR (KOREA)**

**5 businesses in the F&B sector exhibited their products at the Korea International Exhibition Centre (KINTEX).**

**16 distributors were given product samples and indicated interests to proceed with further engagements.**



## IMPORT GOODS FAIR 2022

5 businesses exhibited their products to be at the tradeshow in Korea where 11 distributors were given product samples and indicated interests to proceed with further engagements with business meetings with 6 Korean distributors secured. The Brunei Embassy in the Republic of Korea assisted in the management of the booth and distributor engagement.





## "PROJECT ON IMPROVING QUALITY OF BRUNEIAN PRODUCTS" BY ASSOCIATION OF INTERNATIONAL BUSINESS ADVISORS (AIBA), JAPAN

6 MSMEs participated in product sampling and market testing exercises in preparation for their products to be displayed on a designated supermarket shelf in Japan as part of an initiative by AIBA, Japan. The project aims to improve the quality of Bruneian products and will officially launch in November.

Showcased products of

12

local companies

15

Businesses from  
DARe that include from  
Elevate, Bruneian Made  
and Kontnea Park  
Alumni

Welcome  
*Back*  
www.fhaFnB.com  
#FHAFNB #GLOBALGATHERING  
Follow us @ FoodHotelAsia on Instagram

FOOD &  
BEVERAGE

05 TO 08  
SEP  
2022

## FHA FOOD & BEVERAGE EXPO (SINGAPORE)

The Food Hotel Asia (FHA) Food and Beverage Expo is the largest international food and hospitality trade event in Asia. The tradeshow hosted over 2000 booths and 50 group pavilions, recording over 50,000 visitors including distributors, importers, manufacturers and retailers.



Access to  
Markets

## FRANCHISING & LICENSING ASIA (FLASIA) 2022 (SINGAPORE)

Participated in the 3-day conference with the theme “Franchising Reset: Seizing New Franchise Opportunities in Asia Pacific” to explore franchise opportunities and network with experts with the aim to potentially offer franchising advisory services for companies under the Elevate Growth Programme

45

## CHINA-ASEAN MERCANTILE

Exchange (CAMEX): Facilitated the shipment of 64 products from 10 companies to be showcased at Brunei Exhibition Hall. The mercantile exchange aims to build a one-stop platform for online and offline economic and trade exchanges for RCEP countries.



MS. AYU LINGGIH

CV. Rosalie Kalyana Bali /

Rosalie Cheese

INDONESIA



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# Key International Engagements

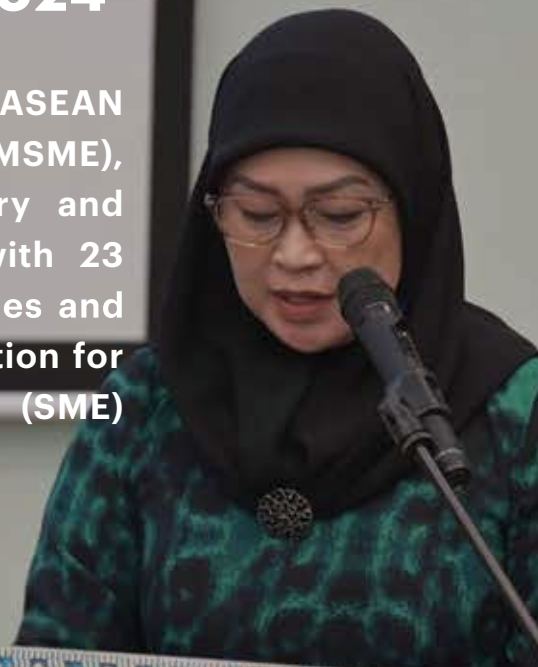




## Key International Engagements

## ASEAN SME POLICY INDEX 2024

As Brunei's representative to the ASEAN Coordinating Committee on MSMEs (ACCMSME), DARE is working closely with the Industry and Business Ecosystem (IBE) to coordinate with 23 national stakeholders from different ministries and agencies to provide data and policy information for the ASEAN Small and Medium Enterprises (SME) Policy Index (ASPI) 2024



## **BIMP, EAGA**

In July 2022, DARE hosted the 9th BIMP-EAGA SMED Working Group Meeting in Brunei Darussalam to discuss potential and ongoing projects, and its implementation and alignment with the BIMP-EAGA Vision (BEV) 2025.





Mothy D. Dattels  
Senior Advisor,  
TPG Global.

Leigh Howard  
CEO, AsiaLink Business,  
Australia.

Agnete Johnsgaard-Lewis,  
Managing Director,  
Brunei Shell Petroleum.

Jerome Saniez  
General Manager & Country  
Chair, TotalEnergies EP  
(Brunei).

### Key International Engagements

MODERATOR



Monica Hardy Whaley  
President, National Centre  
For APEC, USA.

Join us at  
[slido.com](https://www.slido.com)  
#BBCPANEL3



## 2022 APEC SME Week

As Chair to the SME Working Group, DARE chaired the 54th APEC SME Working Group Meeting and the 28th APEC SME Ministerial Meeting in Phuket, Thailand.

The purpose of the meetings was to share best practices and policies on the growth of MSMEs in Asia Pacific.



# Developing Industrial Infrastructure





## MARINE MAINTENANCE YARD & DECOMMISSIONING YARD (MMYDY)

In FY 21/22, DARe completed the construction of earthworks platform, road access and utilities (power and water) tapping points in Pulau Muara Besar for the development of an Integrated Marine Maintenance and Decommissioning Yard.

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**Growing**  
DARe Revenue

The joint venture of Anson consists of local lead partner Qaswa Holdings of the Adinin Group of Companies, MoFE's Strategic Development Capital Fund, and two foreign companies serving as lead technical partners – South Korea's Dongil Shipyard for marine maintenance, and UK's CessCon Decom for decommissioning.







## **ROAD RECTIFICATION**

**DARe initiated a Road Rectification Project in May across various DARe's industrial parks and sites in the Belait, Brunei-Muara and Temburong districts, to improve the road conditions in the industrial parks and to give a more conducive environment for DARe's tenants.**

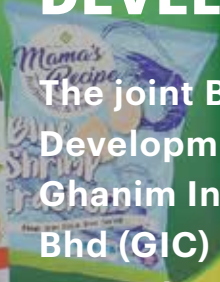




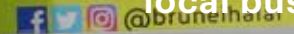
Growing  
DARE Revenue

brunei**halal**foods

Serving  
the best of  
**BRUNEI**  
to the World



www.brunei-halal.com



## BRUNEI FOOD INDUSTRY DEVELOPMENT (BFID)

The joint Brunei Food Industry Development (BFID) project by DARE and Ghanim International Corporation Sdn Bhd (GIC) aims to develop the agriculture sector by aggregating agricultural produce to enhance the competitiveness local businesses.

DARE continues to work with GIC to channel MSMEs to BFID to expand their production capacity. This includes facilitating site visits to introduce facilities available for processing and packaging of their products.





**Growing**  
DARe Revenue

## LABU SQUARE PHASE 1- INFRASTRUCTURE WORKS

Juramas Technologies Sdn Bhd was appointed as the contractor to carry out the design and construction of Labu Square Phase 1 development.

DARe was appointed by Autoriti Kemajuan Daerah Temburong under the Ministry of Finance and Economy, to administer and develop the land in Kg Perdayan, Mukim Labu, Temburong District.







# Improving DARe Capability





**In FY 22/23**

**635 man-**  
**days**

of training in technical domains and soft skills for all staff



## TEAM BUILDING

To support the integration of BEDB and DARe, the BEDB-DARe Team Building Committee organized an away day at Jerudong Park for all staff.





## COLLABORATION WITH ENTERPRISE SINGAPORE

In line with our continuous efforts to strengthen internal capabilities, identify new business opportunities and improve access to international networks, we signed an MoU with Enterprise Singapore (EnterpriseSG) in February 2023.





Improving  
DARe Capability

## EMPLOYEE ENGAGEMENT

DARe strives to create a conducive work environment and understands that productivity is strongly linked with employee engagement.

60





## CREATING A HEALTHY AND SAFE WORKING ENVIRONMENT

We recognise that our employees are our significant asset. During the year, DARe had organised numerous health talks and a medical screening programme as part of promoting a healthy lifestyle.





## COMMITMENT TO GIVING BACK

DARe is deeply committed to being an engaged and responsible community member, making meaningful contributions to society. To achieve this, DARe actively organizes and joins a variety of charity, religious, and social events. These gatherings not only help improve the community but also foster open dialogues with the people, encouraging open discussions on pertinent issues that affect our community.



Improving  
DARe Capability



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# Annual Report

22/23

Design & Technology Building, Spg  
32-37, Kg Anggerek Desa, Bandar Seri  
Begawan BE3713, Brunei Darussalam

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