

# Orange Labs Tokyo | digital revolution and open innovation

Jean Michel SERRE, CEO of Orange Labs Tokyo

May 2017



# about Orange| a global footprint

#61 in 2014  
global brand  
ranking



263 millions  
customers  
worldwide

1.8 million  
Fibre customers  
(and 1 million in  
France)



450 000 kms  
of undersea cables  
(enough to go around the  
earth 10 times!)



16 millions  
Orange Money  
customers in 14  
countries



726  
millions  
euros invested  
in research and  
innovation



+10 million  
fans on  
Facebook



+130 000  
followers on  
@orange  
on Twitter



@Orange

6 930  
patents in our  
R&D portfolio

4G  
in 13 countries

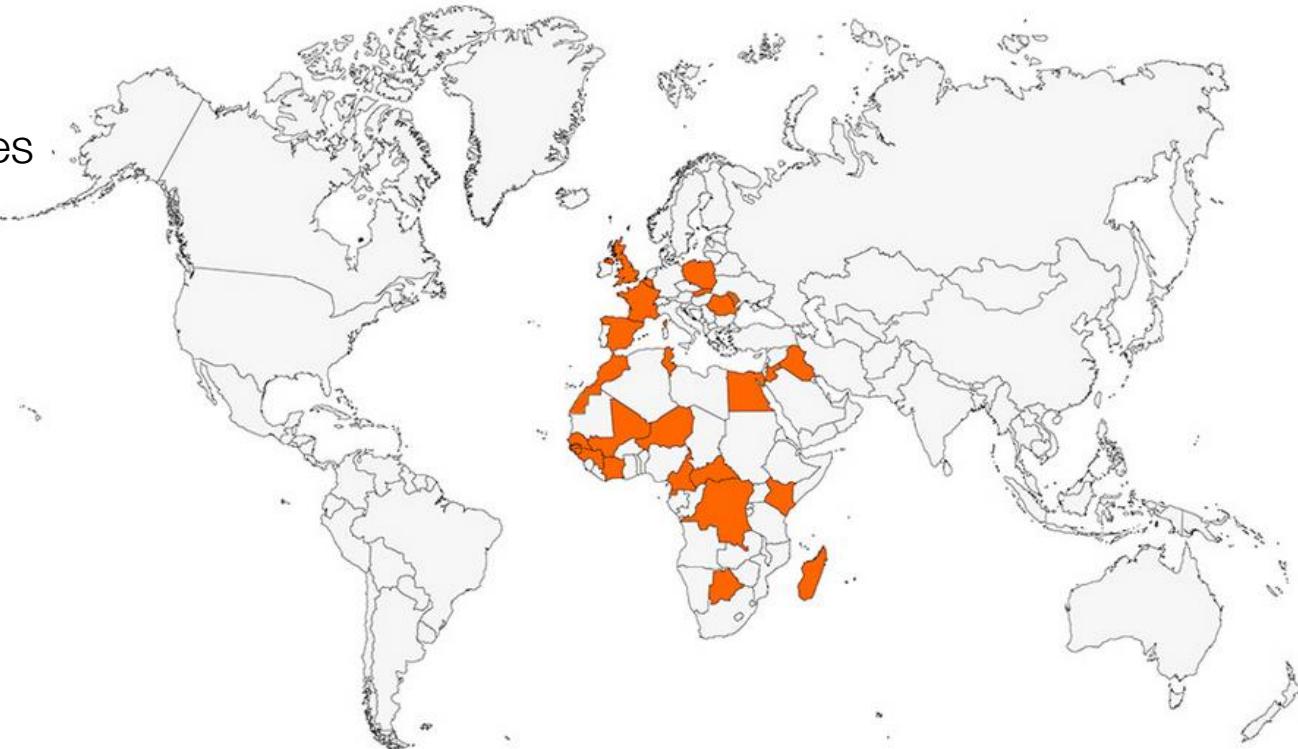


+1 million  
visits on Orange.com each month



# about Orange| a global footprint

Our Group provides services for residential customers in **28 countries** and for business customers in **220 countries** and territories.



# about Orange | business services

Orange provides connectivity services in 220 countries and territories for:

**More than 3 000**  
Global companies

**+2 million** professional customers, SMEs and companies in France



\* as of December 2015

# the digital transformation



# the digital revolution| changing what people expect and how they do things

**2:30**

per day on average spent on a smartphone (in addition to other screen activities)\*



**3.7 billion** Internet users in the world

Between  
**26 and 50 billion**

connected objects by 2020

Source : orange.com

**300** hours of video upload on YouTube every minutes\*

Source : Domo- Aout 2015

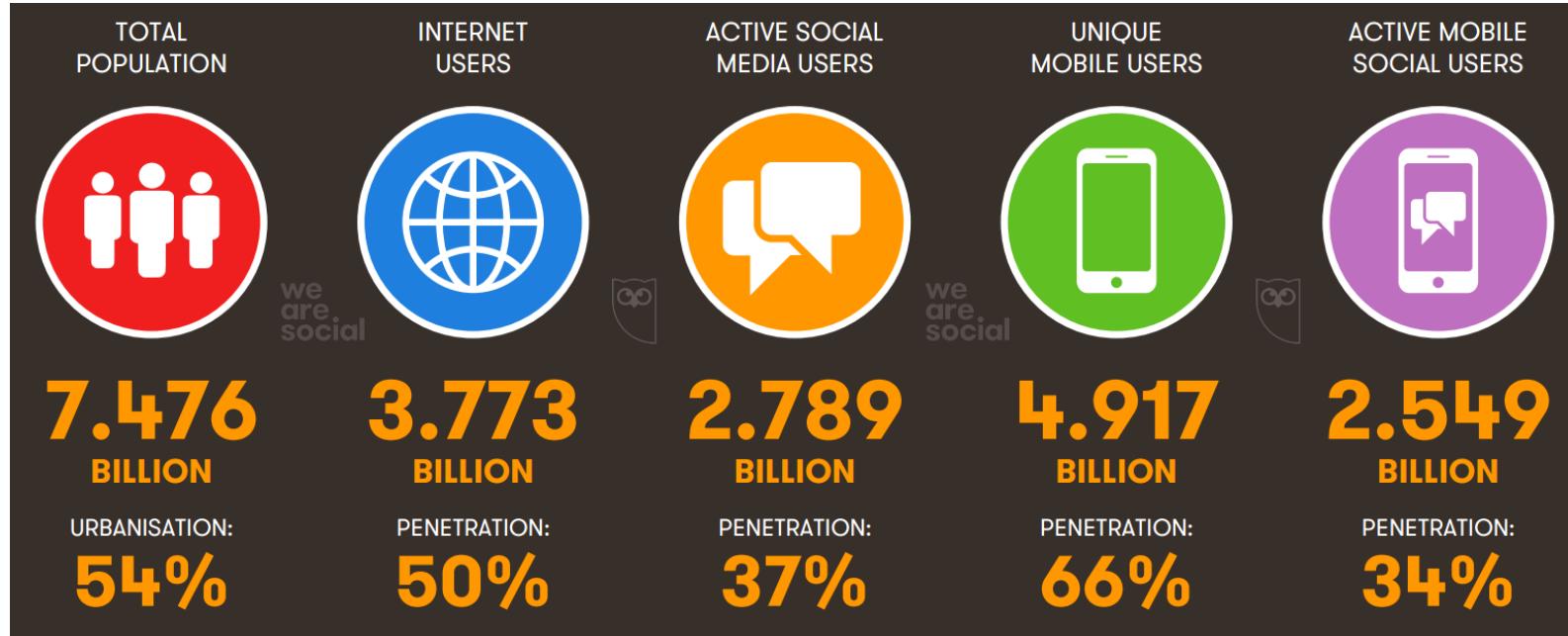


**6 billion** likes per day\*

Source : Domo- Aout 2015

# the digital revolution| global digital snapshot

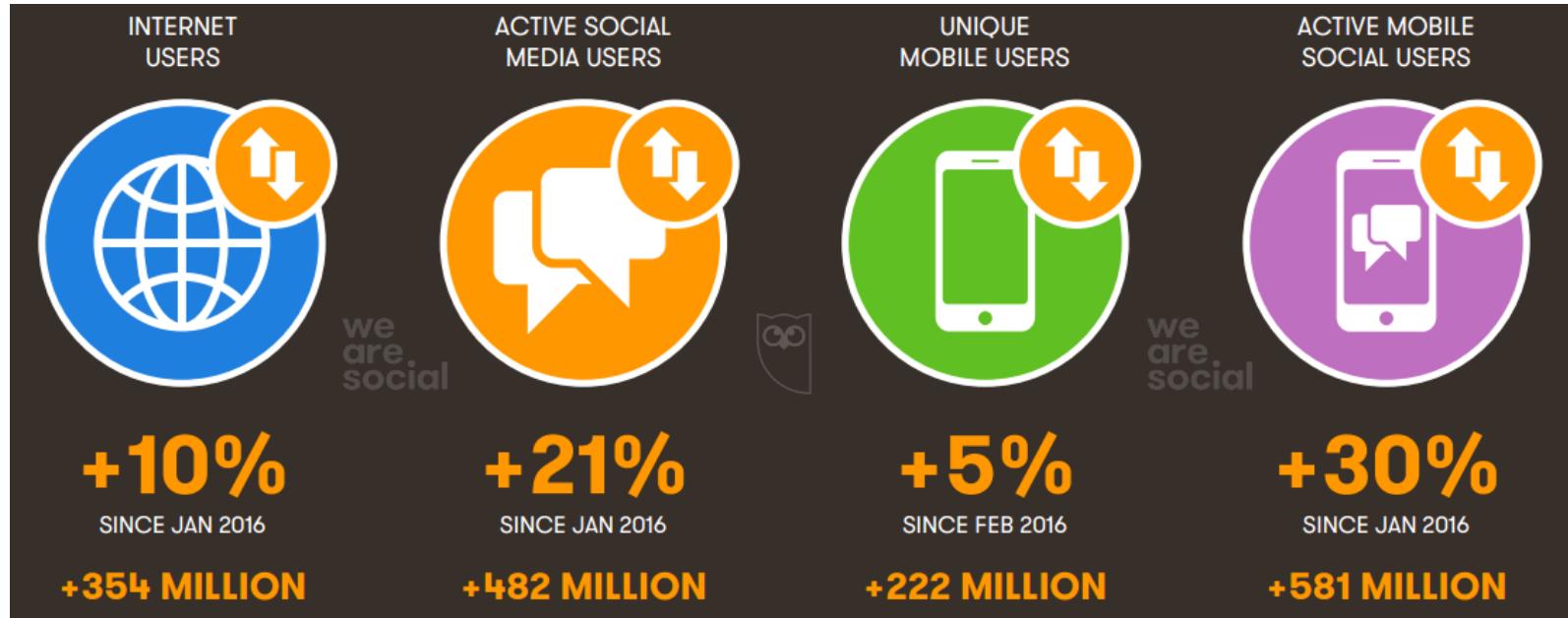
As of Jan 2017



Source: Digital in 2017: global overview,  
Wearesocial and Hootsuite

# the digital revolution| annual growth

As of Jan 2017



Source: Digital in 2017: global overview,  
Wearesocial and Hootsuite

# the digital revolution| digital user distribution by region

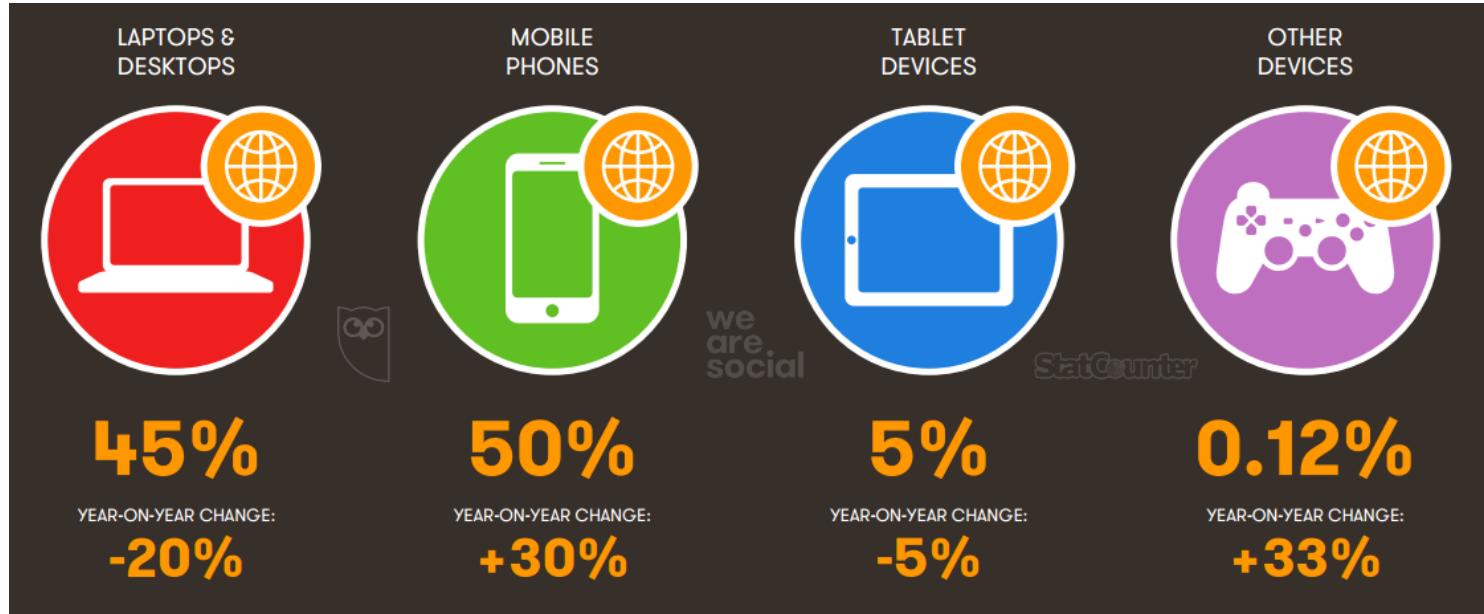
As of Jan 2017



Source: Digital in 2017: global overview,  
Wearesocial and Hootsuite

# the digital revolution| share of web traffic by device

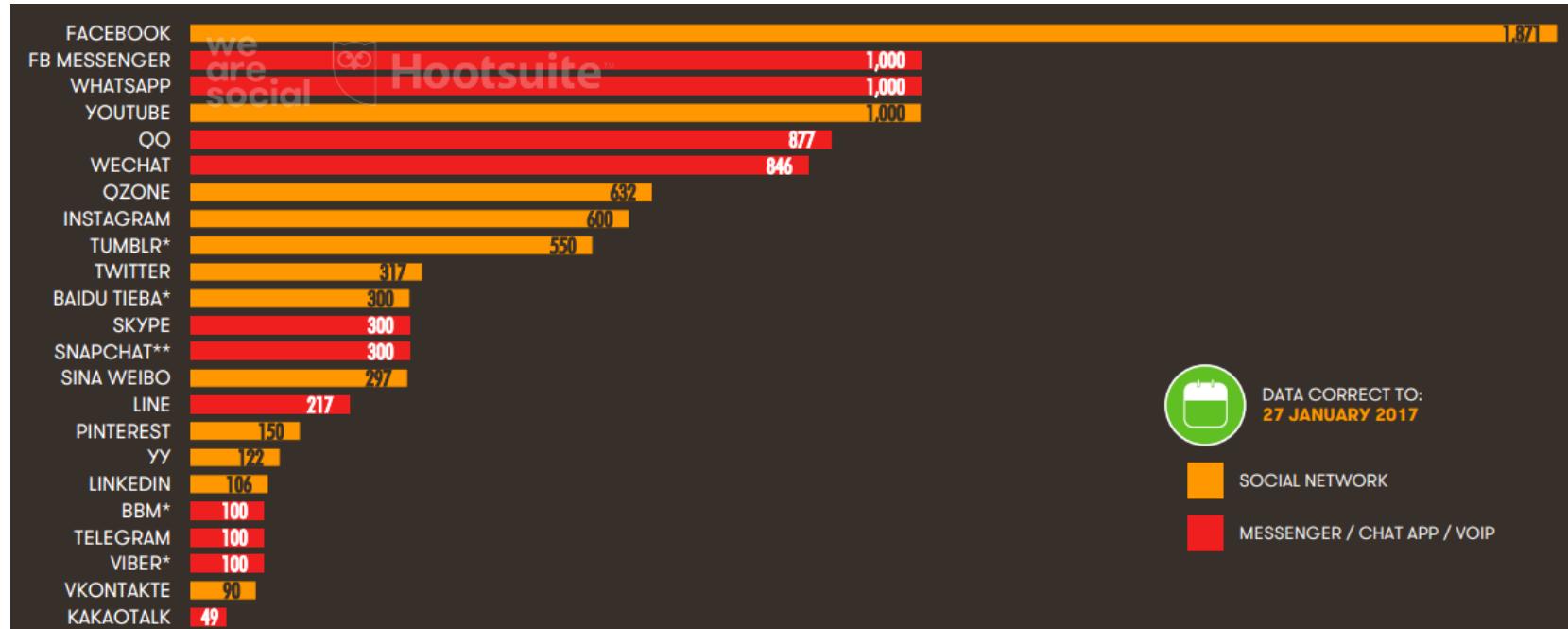
As of Jan 2017



Source: Digital in 2017: global overview,  
Wearesocial and Hootsuite

# the digital revolution| active users of key global social platforms

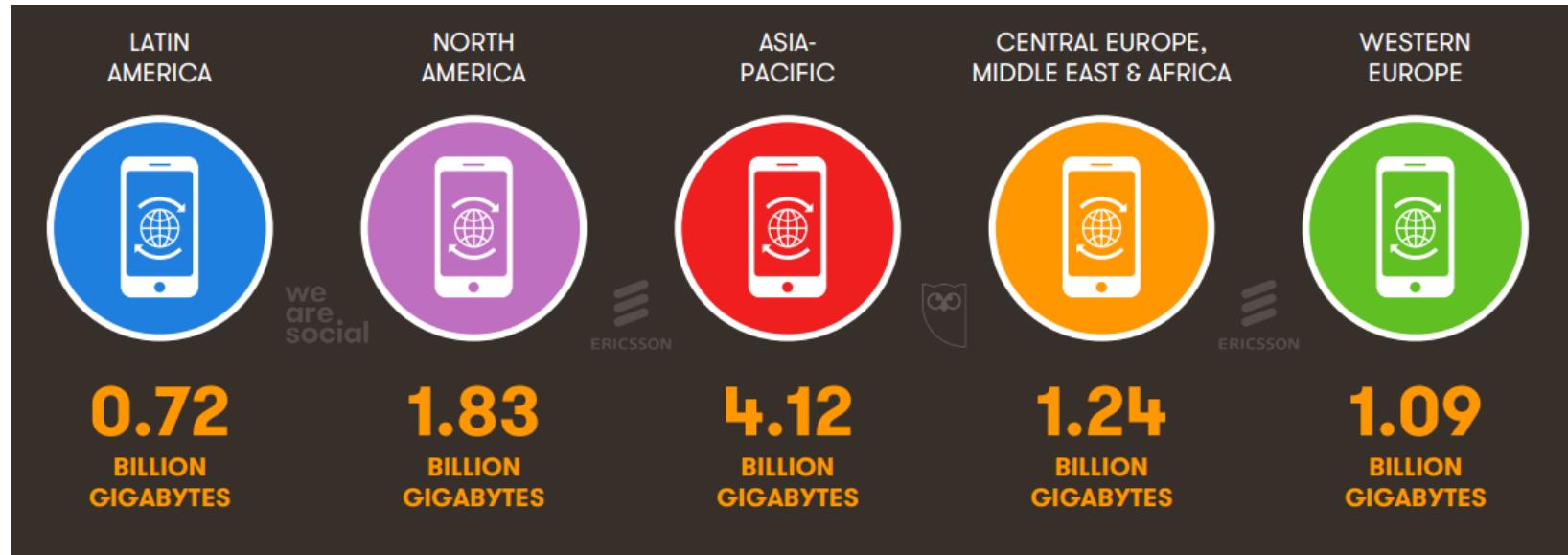
As of Jan 2017



Source: Digital in 2017: global overview,  
Wearesocial and Hootsuite

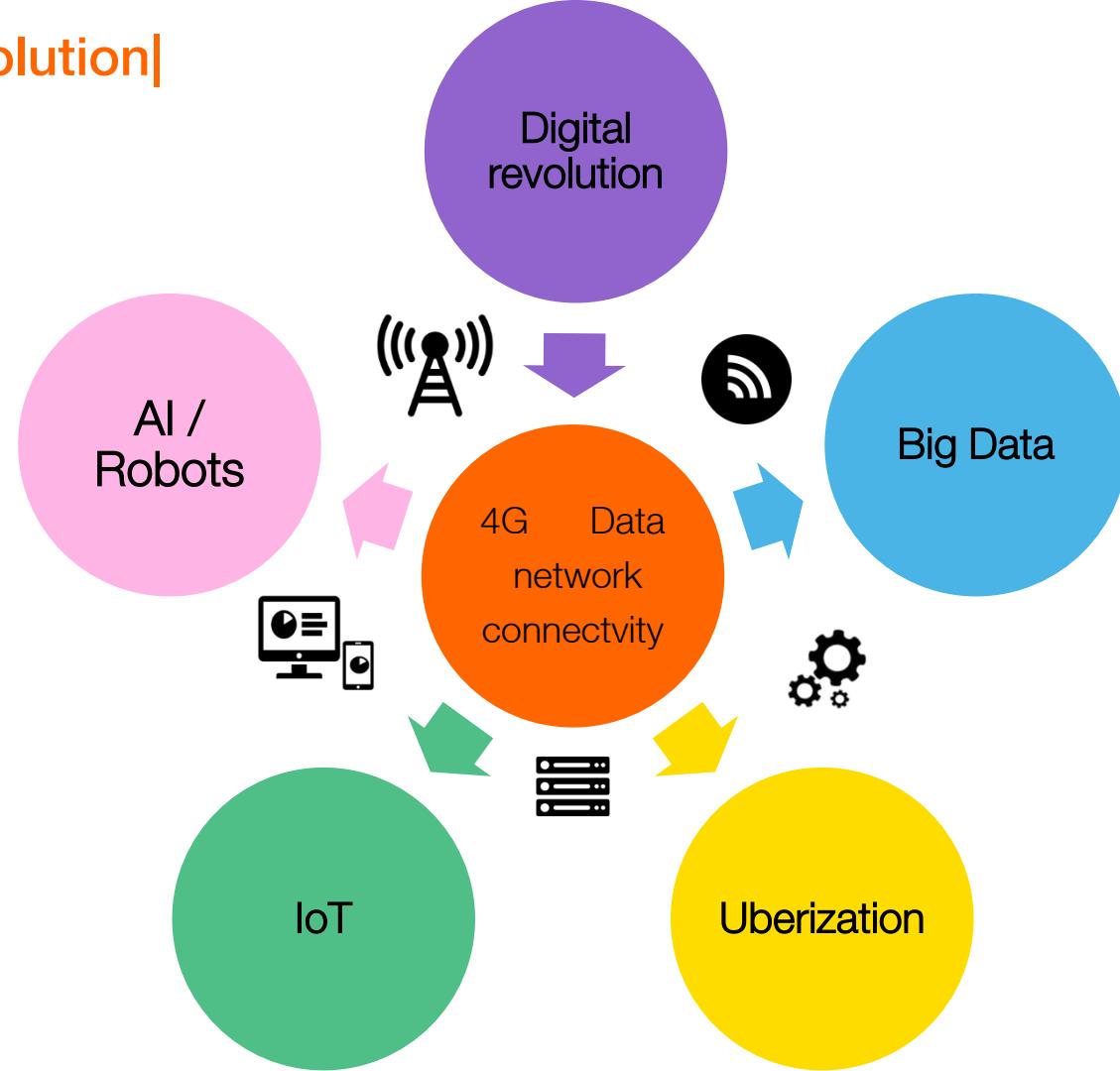
# the digital revolution| mobile data traffic by region

As of Jan 2017

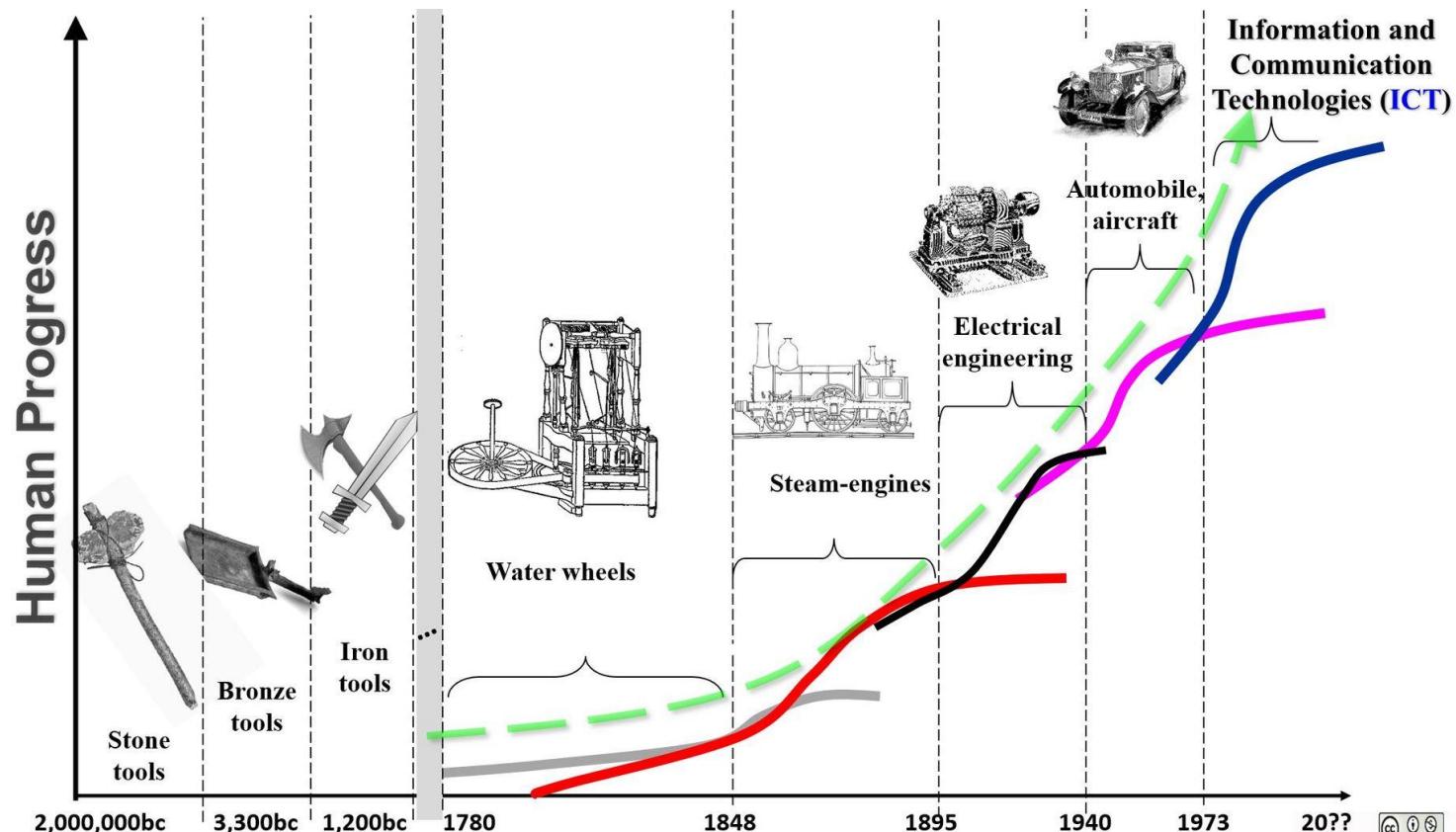


Source: Digital in 2017: global overview,  
Wearesocial and Hootsuite

# the digital revolution|



# the digital revolution| digital revolution explained



Digital  
revolution

## Transforming customer experience

- Customer understanding
- Top line growth
- Customer touch points

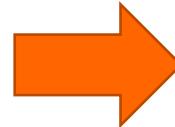
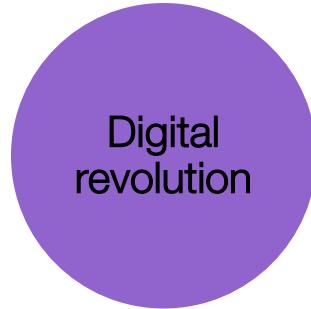
## Transforming operational processes

- Process digitization
- Worker enablement
- Performance management

## Transforming business models

- Digitally modified businesses
- New digital businesses
- Digital globalization

## the digital revolution| digital revolution example

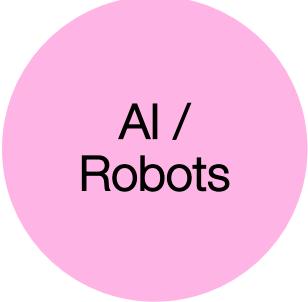


Adobe® Creative Cloud™

Adobe decided to make the transition from physical software to a cloud-based model

- ⇒ need to shift its employees' focus towards the needs of the customer
- ⇒ created a staff Experience-a-thon, employees could test and provide feedback on Adobe products as users
- ⇒ Worker enablement = key strategy during Adobe's shift
  
- ⇒ a digital initiative has to be accompanied by meaningful cultural change that will sustain the transformation into the future.

# the digital revolution| Artificial Intelligence and Robots



AI /  
Robots

# **the digital revolution| AI based multi-service virtual assistant “Djingoo”**

Orange unveiled in April its AI based multi-service virtual assistant “Djingoo” that allows user to interact with the full ecosystem of Orange content and services, to be released in early 2018.

## **outline**

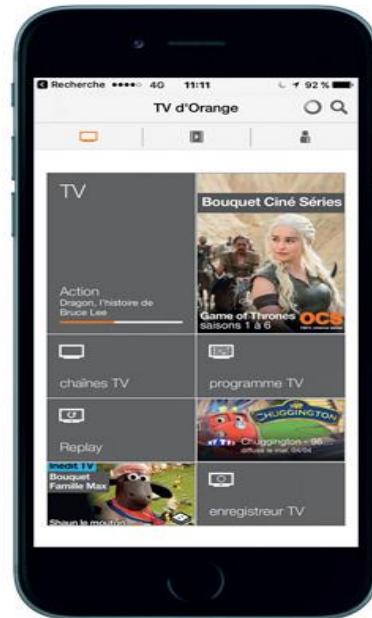
### **❖ The assistant is accessible through:**

- ✓ some Orange apps**
- ✓ new set-top box remote control**
- ✓ the speaker**

### **❖ Djingo allows users to:**

- ✓ control Orange TV**
- ✓ manage your Orange connected objects**
- ✓ access advice and personal assistance**
- ✓ make a call or send an SMS**
- ✓ ask for information or ask a question**
- ✓ Orange Bank virtual advisor**

### **❖ Applying true artificial intelligence, Djingo learns from its users to provide them with more relevant <sup>18</sup> answers.**



**user can activate the assistant by  
saying “OK Djingo”**

**the digital revolution| AI based media hub “GiGa Genie” connected to IPTV**  
KT launched its AI based media hub and speaker “GiGa Genie” which allows users to access to various content and services on their TV, in January 2017.

## outline

❖ **GiGa Genie allows users to:**

- ✓ watch media content in cooperation with olleh TV, genie (music), etc.
- ✓ AI home assistant service to help users organize their schedules and life: bus or subway information, food delivery, weather, etc
- ✓ Home IoT hub service to help control home IoT devices
- ✓ Communication service for voice and video calls

- ❖ Developed in partnership with one of the leading global audio equipment providers Harman Kardon.
- ❖ The device is priced €243 (KRW299,000)



**The device responds to “GiGA Genie”, “Hey Genie!”, “Hey friend” or “Honey” as a user chooses.**

# **the digital revolution| AI based home assistant service “NUGU”**

NUGU is SK Telecom AI based home assistant launched in September 2016.

## **outline**

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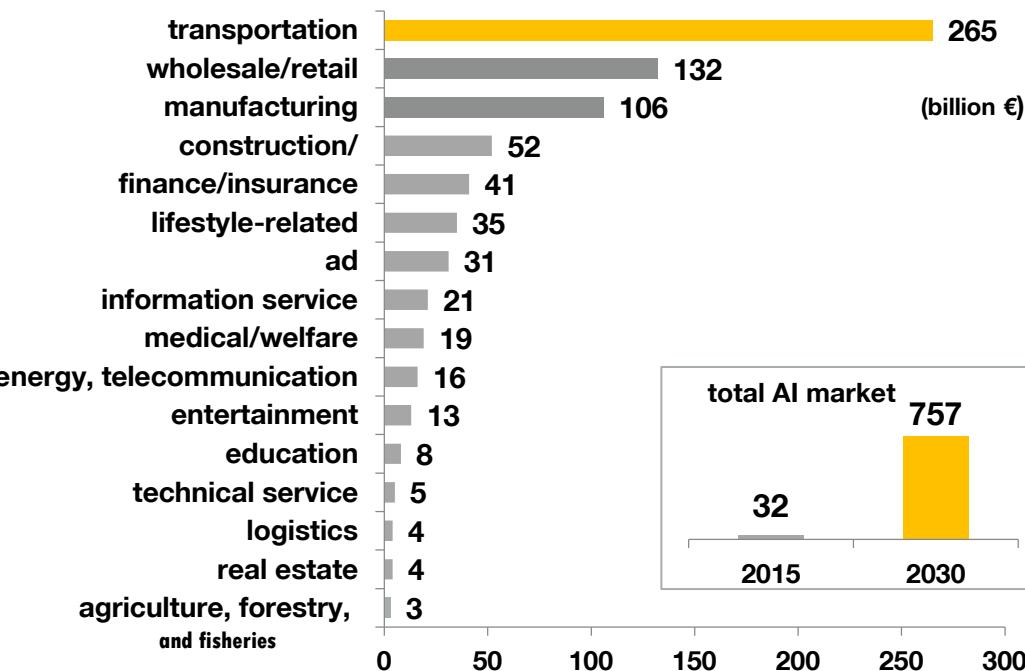
- ❖ **NUGU offers a wide variety of services including:**
  - ✓ **music service: music recommendation and playback**
  - ✓ **smart home service: control of smart home devices including smart electric plug, gas valve lock, air purifier, and dehumidifier**
  - ✓ **assistant service: weather information, schedule notification, smartphone location tracking, etc.**
- ❖ **Plans to build an enriched ecosystem around NUGU by opening NUGU's APIs and collaborating with diverse third-party developers**
- 20 ❖ **The NUGU-dedicated device is priced at \$202 (KRW 249,000)**



**The 21.9cm-tall cylinder-shaped device is also built to work as a home speaker and LED lighting. Users can call NUGU by saying Aria, Crystal, Rebecca, or Tinkerbell**

# the digital revolution| AI related market in Japan by 2030

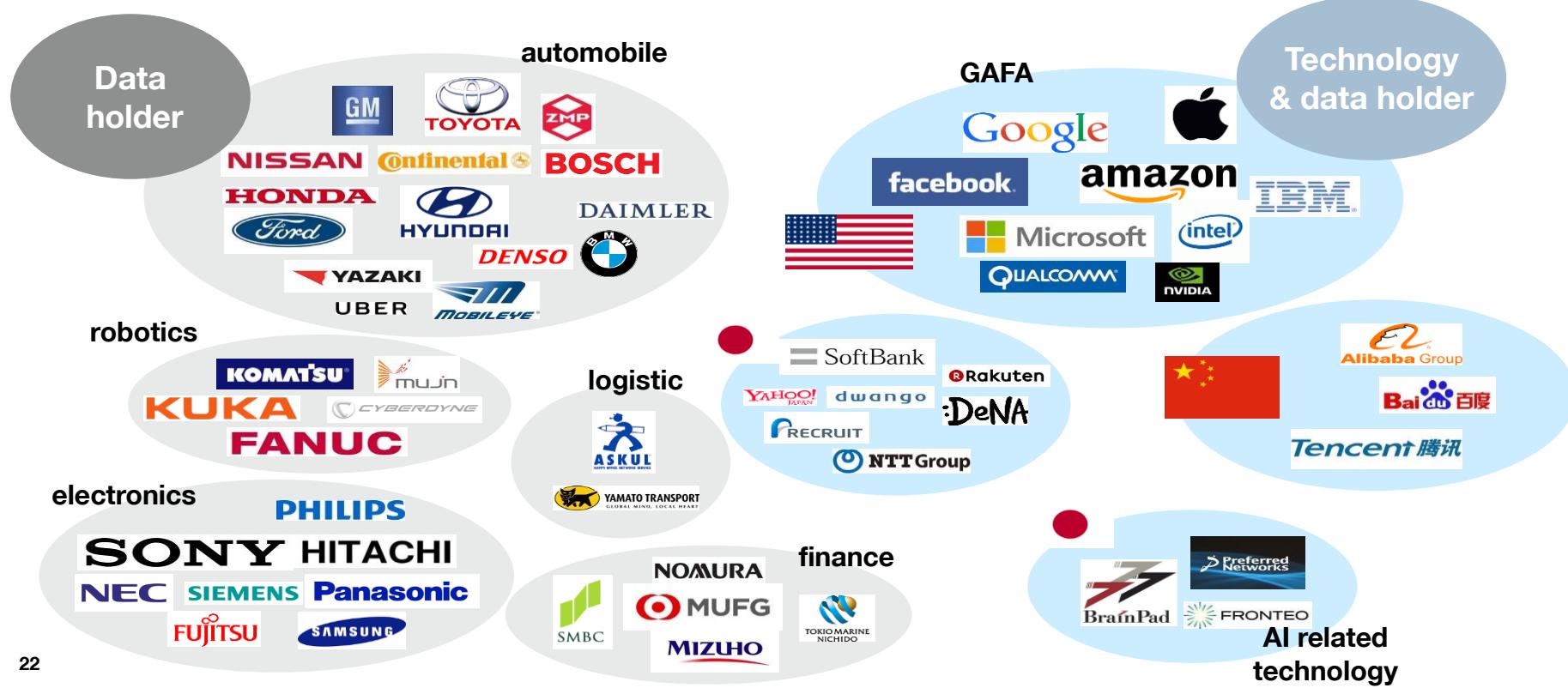
the AI market is expected to reach €757 billion by 2030, with transportation industry leading the forecast at €265 billion, linked with the development of self driving technologies.



- ❖ The AI market is forecasted to reach €757 billion by 2030 from €32 billion in 2015.
- ❖ The top three industries to benefit from AI will be transportation, wholesale/retail and manufacturing.
- ❖ The transportation industry will be driven by self-driving trucks and on demand mobility (“robot taxi”)

# the digital revolution| AI global Key players

USA are leading the AI global market with key players holding both technology and data, while Japanese players' strength is in data usage however technology developers are emerging.



# the digital revolution| Japanese MNOs' initiatives

Softbank is actively launching AI projects in the fields of transportation, fintech and robotics.  
DOCOMO is working on a transportation related project with DeNA.

## Softbank

**HONDA**  
The Power of Dreams

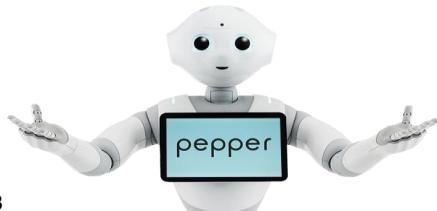


Softbank and Honda are collaborating on a joint research project toward the application of the “emotion engine”, an AI technology developed by Softbank, and to apply it to mobility products allowing them to perceive the driver's emotions and communicate efficiently.

**MIZUHO**



Softbank and Japanese megabank Mizuho established a JV to allocate loan to users based on a score automatically generated based on AI and Big Data, starting 1H2017.



Softbank has established robot business subsidiary Softbank Robotics in Jul 2014 in which Foxconn and Alibaba are investors (Jun 2015). The main robot they are featuring is the humanoid robot Pepper.

## DOCOMO



:DeNA

DOCOMO announced a partnership with Japanese internet service company DeNA to develop autonomous driving vehicles.

The two company picked buses from the French company EasyMile for the trial due to the fixed routes making them easier to control.

The trial will be conducted on Kyushu University campus as well as public roads in Fukuoka. The service launch is planned for 2018.



## AI platform for retail shops

Identifies customer behavior patterns by employing the latest technology such as **Artificial Intelligence** and **IoT**

Integrates them with existing data such as **POS** to **deliver insight and analytics** for the business needs of store owners

# the digital revolution| Japanese government strategy for robotics

The Japanese government have issued its robot strategy , the “New Robot Strategy”, in Jan 2015 to help the development of the robot market in Japan by 2020.

## 3 main goals to achieve by 2020

- ❖ Total Investment of €769 mil in government and private robot related projects to reinforce creativity, robot innovation and standardize technology with an eye on global expansion.
- ❖ Raise the robot market to €18.4bil. (€6.6bil in 2012)
- ❖ Set up a new robot field test area in Fukushima.

## 4 key sectors

### industrial/service sectors

- Creation of the service robots 100 best practices
- Improvement of robots Artificial intelligence, sensors, control
- Introduction of robots for set-up tasks and back office operation of service business



### day care/medical

- Eliminate staff injury risks when moving patients
- Implementation support to more than 100 medical robots projects.



### infrastructure/disaster prevention

- intelligent construction (Computer aided construction): reach penetration rate of 30%
- Introduction of robots to check and renovate 20% of aging infrastructure.



### agriculture



- Implement auto-driving tractors by 2020
- Introduction of more than 20 different labor-saving robots

# the digital revolution| Telcos' strategy

The three key Japanese operators have been working on partner robots by partnering with players from the robot industry.

## NTT Group



robot Sota, helping user to measure blood pressure

- ❖ NTT and robot developer Vstone have teamed to launch a service robot targeting the elderly.
- ❖ The desktop robot Sota, can talk and communicate with smart devices in the house, to provide seniors with e-health services and to control appliances.

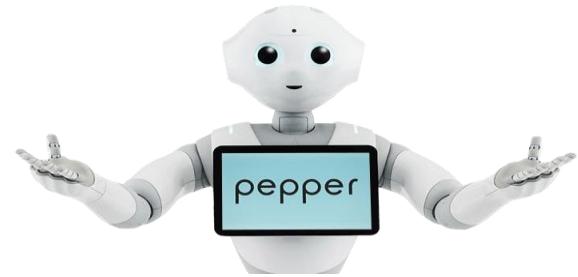
## KDDI



Jibo

- ❖ KDDI has invested through its corporate venture fund KDDI Open Innovation Fund, in the US Jibo, the start-up and developer of the partner robot Jibo.
- ❖ Jibo's functions: face recognition, email notifications, camera, cloud apps, possibilities to connect accessories to allow motion etc,

## Softbank



- ❖ Softbank has established robot business subsidiary Softbank Robotics in Jul 2014 in which Foxconn and Alibaba are investors (Jun 2015).
- ❖ The main robot they are featuring is the humanoid robot Pepper.

# the digital revolution| robots for the service sector

Humanoid robots are starting to be seen in various environment in Japan such as department stores, mobile phone stores, banks or car retailers, etc.

Hitachi



Emiew3

- ❖ Hitachi unveiled Emiew3, a humanoid robot meant to be used for customer service, with plan to be launch to the market in 2018.
- ❖ use cases: customer service in airports, hospitals, train stations, other.

Toshiba



Android Chihira Aico @ Mitsukoshi department store

- ❖ Toshiba showcased its android robot Chihira Aico at Mitsukoshi department store (Ginza, Tokyo), in Apr 2015, where it was guiding customers.
- ❖ Unlike other humanoid robot, it cannot reply to questions (although the function may be added), the focus was for the robot to act as human-like as possible.

Softbank Robotics



Pepper @ 1 week trial Softbank shop operated by robots only

- ❖ Pepper is a personal humanoid robot for entertainment purpose that can recognize human emotions via voice tones and facial expressions, and it can increase its capabilities via the cloud.
- ❖ Pepper is used by businesses for greeting customers: Mizuho bank, Toyota, Softbank shop. It was used to sell Softbank mobile products during a week as a trial at a shop operated by robots only.

## **the digital revolution| communication robots (service sector)**

Communication robots are increasingly being released and are mostly expected to be used for daily care, communication and education.

**FUJISOFT**



- ❖ **PALRO** is a connected communication humanoid robot with an open architecture that allows installation of any communication application stored in a cloud server. (mar 2010)

**SHARP/ ROBO GARAGE**



- ❖ **Robohon** is an hybrid communication robot that integrates a smartphone.
- ❖ **functions:** voice call, e-mail, camera, touch screen, project content, have a conversation, move, and recognize people.(launch Jun 2016)

**DOCOMO/TAKARA TOMY**



- ❖ **oHanas** is a communication robot co-developed by **DOCOMO** (voice recognition technology) and **TAKARA TOMY** (Oct 2015)
- ❖ The robot access to the cloud via pairing with a smartphone.

**DOCOMO/others**



- ❖ **DOCOMO, IWAYA, VITEC, MOOREdoll** have unveiled in Mar 2016 their co-developed communication robot, targeting the elderly.
- ❖ The robot can record and send/receive voice messages and have a conversation

# **the digital revolution] robots for the home care and medical sector**

Japanese makers' interest has been increasingly spreading to the home care and medical sector seen as a new source of revenue.

## **YASKAWA Electric**



humanoid robot with two arms preparing medicines

- ❖ **YASKAWA**, one of the biggest industrial robots maker in Japan, has entered the medical robotic market with robots able to prepare medicines.
- ❖ here, the robot developed in collaboration with Kyushu University, is used to prepare chemotherapy treatments.

## **CYBERDYNE**



robot suit "HAL" (Hybrid Assistive Limb)

- ❖ **CYBERDYNE**, a robot venture from the university of Tsukuba, specializes in the development of robotic equipment for the medical sector.
- ❖ **HAL** is a robot suit that increases the wearer strength. It is used for care giver to carry patients but also for patients for rehabilitation.

## **NSK**



guide robot LIGHBOT

- ❖ **NSK** is a mechanical parts maker: rolling element bearings, linear motion and automotive parts for various applications including medical robotic
- ❖ **LIGHBOT** is a guide robot helping visually impaired people to avoid obstacles via its navigation function. It is expected to be mostly used in hospitals, and commercialized in 2016.

# **the digital revolution| robots for the industrial sector**

**Japan has leading manufacturer in the global industrial robot sector. Its main makers have increasingly been releasing collaborative type robots, that can work along with humans.**

**Fanuc**



**Fanuc's collaborative robot  
“green Fanuc”**

- ❖ **Fanuc is the world's leading manufacturer of factory automation with 2.4 million CNC (computer numerical control) systems and 250,000 robots installed worldwide.**

**Kawasaki Heavy Industries**



**duAro**

- ❖ **The dual-armed industrial robot duAro needs 60cm<sup>2</sup> and can fit easily in a work space occupied by human.**
- ❖ **use cases: assembling machine parts, inserting documents into files, arranging food in lunch boxes.**

**Yaskawa Electric**



**MOTOMAN-HC10**

- ❖ **Yaskwa Electric unveiled in Nov 2015 its first collaborative robot “MOTOMAN-HC10”,**

# the digital revolution| Big Data



Big Data

# the digital revolution| Big Data at Walmart

Big Data



- In 2012, for hurricane Sandy, Walmart tried to forecast demand for emergency supplies
- Looking back at data from previous hurricanes, flashlights, emergency equipment, and... strawberry pop tarts were best sellers  
⇒ Extra supplies were dispatched to stores in Hurricane Sandy's path and sold extremely well.
- Timely analysis of real-time data is seen as key to driving business performance
- The goal is always to get information as fast as one can, so they can take action and cut down the turnaround time.  
=> It is proactive and reactive analytics.

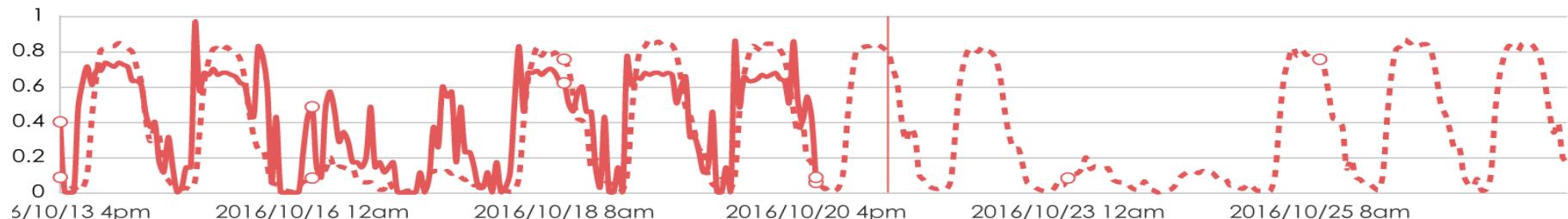
Big Data

## Predictive AI for Enterprise IoT

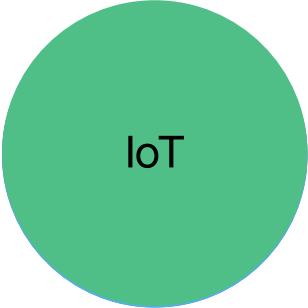
MoBagel is a cost-effective business intelligence solution that allows anyone to collect, understand, and drive decisions from IoT data.

MoBagel's Decanter™ is a **Big Data AI engine** that automatically filters out meaningless data and optimizes machine learning models.

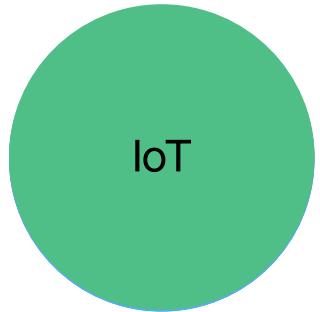
—○— Actual   —○— Predicted



# the digital revolution| Internet of Things



IoT



# fitbit®



## The Fitbit One :

- **tracks your steps,**
- **floors climbed,**
- **calories burned,**
- **sleep quality,**
- **wirelessly syncs with computers and smartphones in order to transmit your fitness data**
- **monitors your progress.**

## IoT lighting control system

NetLED allows granular control of long-lived and energy efficient LED lighting down to the tube level through a cloud system.

By controlling illumination only when, where, and to the degree needed, energy savings are optimized and lighting environment is improved.

### **Cloud**



### **Wireless**



### **Open IoT**



## Outdoor sports group-talk technology

The BONX Grip enables group conversations between outdoor athletes.

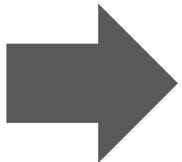
Fully customised voice activity detector enables users to initiate talk just by talking and saves battery and noise.



## the digital revolution| uberization



**Existing jobs  
and services**



**discrete tasks that  
can be requested on  
demand**

- Got its name from the taxi service company Uber.
- Makes use of a digitalised platform enabling peer to peer, or quasi-peer to peer transactions
- Minimises the distance between the provider and customer of a service
- Uses a rating system for the quality of the provider's service.

# the digital revolution| uberization and changing how business is done

Uberization

Housing



**Booking.com**

Transportation



Entertainment



Automotive



Self-Driving Car Project



Music



Funding



**KICKSTARTER**

Education



**coursera**



Retail

**ebay**

**amazon**



# the digital revolution| uberization category Funding



- These 3 companies are Crowdfunding websites
- Crowdfunding = use of small amounts of capital from a large number of individuals to finance a new business venture.
- makes use of the easy accessibility of vast networks of people
- brings investors and entrepreneurs together.
- has the potential to increase entrepreneurship by expanding the pool of investors

# the digital revolution| uberization category Education

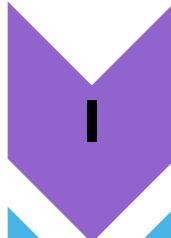
Uberization



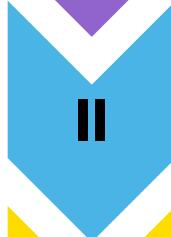
- These 4 institutions provide MOOCs (Massive Open Online Course)
- These online courses allow for unlimited participation and open access via the web
- In addition to traditional course materials MOOCs provide interactive user forums to support community interactions
- Some MOOCs offer open-access features (open licensing of content)
- Other MOOCs use closed licenses for their course materials while maintaining free access for students.

the digital revolution| is Blockchain the next step?

## the digital revolution| the impacts on the market



- New entrants: threats of uberization



- New business opportunities



- New challenges for companies: need for structural changes



- New demands from consumers

# Enterprises need to transform

## Customers



- Adapt to customers' new ways of using digital

- Develop new customer experiences

- Adapt business model and offers to support digital evolution

- Create a partner ecosystem to boost innovation

- Adapt to a more mobile, collaborative and connected workforce

- Simplify working processes and IT to become more agile

## Employees



## Operational and IT competencies



# Enterprises need to transform| Adapt to customers' new ways of using digital



- built a presence on major social media platforms around the world
- then launched social sites dedicated to specific sports, products, or major events such as the soccer World Cup
- developed Nike+ concept for runners
  - ⇒ Nike+ monitors and tracks each workout
  - ⇒ Runners can share their performance online + receive customized advice from coaches.
  - ⇒ Nike gathers detailed data about how customers use its products.
- CEO Mark Parker, “Connecting today is a dialogue.”

# Enterprises need to transform| Create a partner ecosystem to boost innovation

Business  
model  


# L'ORÉAL



- L'Oreal innovates with its suppliers during a hosted event called **Cherry Pack**
- Suppliers meet with L'Oreal executives to talk about everything around business
  - ⇒ strengthens bond with suppliers
  - ⇒ gives strategic insights and enhances comprehension of what L'Oreal wants
  - ⇒ helps improve efficiency while reducing waste of products, time, and resources.
- One example of an innovation that resulted from this : self-loading pipette used in many of the Lancome products.

**Enterprises need to transform** | Adapt to a more mobile, collaborative and connected workforce



Airbus uses Augmented Reality technology for its machine operators:

- It reduces assembling complexity and time to completion of cabin seats.
- The required information is displayed in front of the operator
- Also offers interactivity with features like barcode scanning, data retrieval from the cloud and voice command.



# Orange's Perspectives



# at Orange| the internal transformation

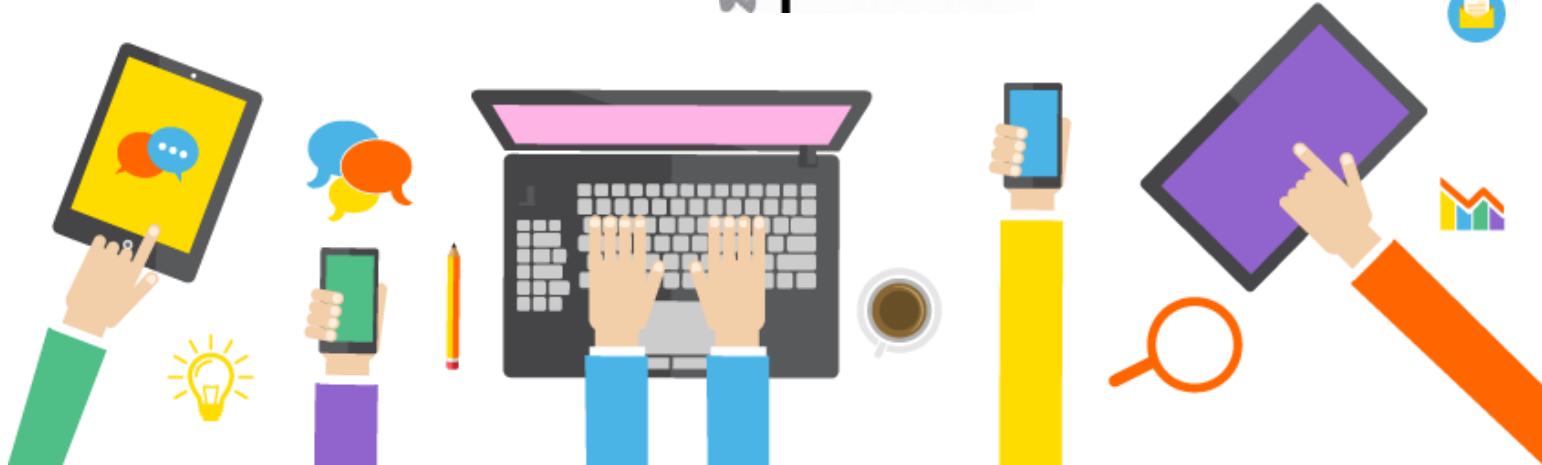
50% of all trainings through **digital** by 2018 (digital learning, MOOC, serious gaming)



80% of managers trained in **collaborative work** by 2018

A new **Corporate Social Network** launched in 2015: **Plazza**

...



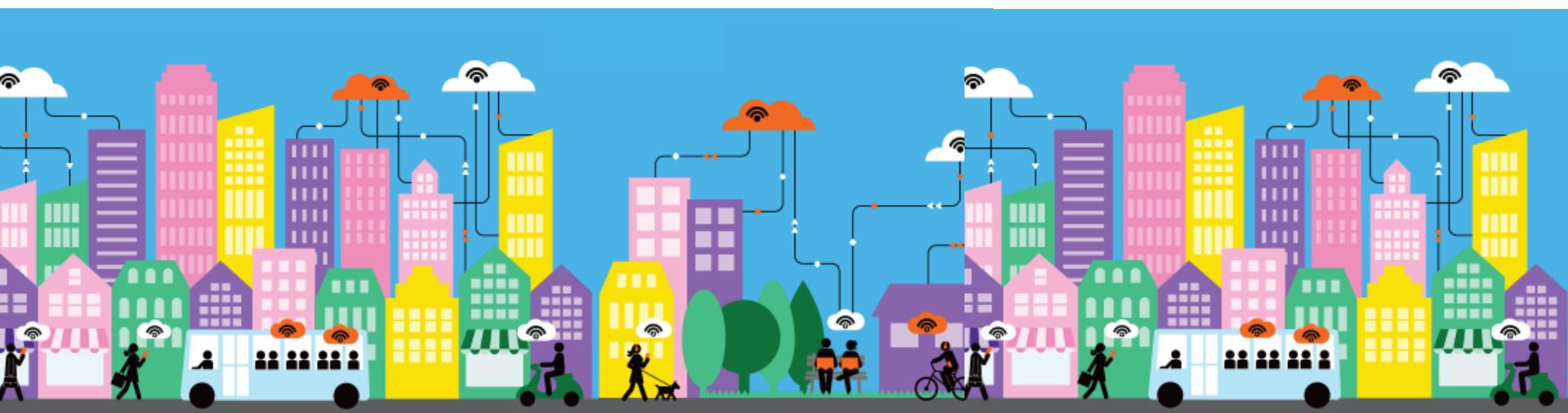
# Seizing new opportunities | Orange Bank



« 90% of the daily banking operations will be possible through Orange Bank »

« Orange aims at changing the mobile banking paradigm »

Stéphane Richard,  
Orange CEO



## Seizing new opportunities | Orange Bank

A free phygital offer to “ bring together the best of both worlds”

Mobile first with instant bank balance updates or temporary opposition of credit card.

Physical second with 850 Orange agencies available for customers.

Free services including a free debit card, no account fees and no minimum revenue required.



A customer centered service, available 24/7 and constantly learning

24/7 Virtual assistance thanks to IBM Watson's learning chatbot

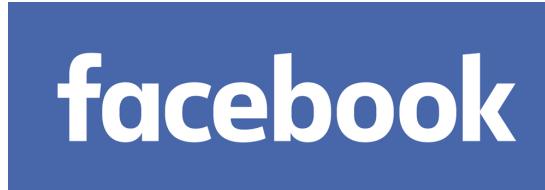
Contactless payments with your phone or credit card (up to 300€ per transaction and 600€ per day)

Send money to relatives thanks a single phone number

An ambitious goal

2 million clients and a revenue of 400 million € in 2018

## The OTT | a very early need to adapt



*« Uberization can also threaten telecoms»*

Stéphane Richard,  
Orange CEO

# Innovation| inside the company

## Expertise

5,000 employees working on innovation

6930 patents in our portfolio

221 patents registered in 2015

A significant research and innovation budget

€726 M invested in 2015.

### #1 Voice Carrier



Best Global Wholesale Carrier – Voice at the Global Carrier Awards 2015

### Watch with Twitter



Social TV Innovation of the Year at the MIPCOM 2015



# Innovation| open innovation with startups

« In a digital era, innovation means open innovation »

Stéphane Richard,  
Orange CEO



1) **Financing** start-ups via five funds, including one of its own

> invested in over 105 start-ups

2) **Accelerating** start-ups through Orange Fab

>intensive coaching programmes for young seed companies to promote their development on an international level

3) And facilitating their **development** with a combination of tools

>co-creation spaces  
>incubators and initiatives in Africa  
>Orange Partner programme



3 lieux majeurs pour co-créer en France :

- NUMA à Paris
- Cantines numériques à Nantes
- Cantines numériques à Rennes

Main aussi aux États-Unis, en Côte d'Ivoire, en Pologne...

3 incubateurs en Afrique :

- CTIC à Dakar
- Ébène à l'Île Maurice
- CIPMEN à Niamey

7 API mises à disposition des développeurs

à travers le programme Orange Partner

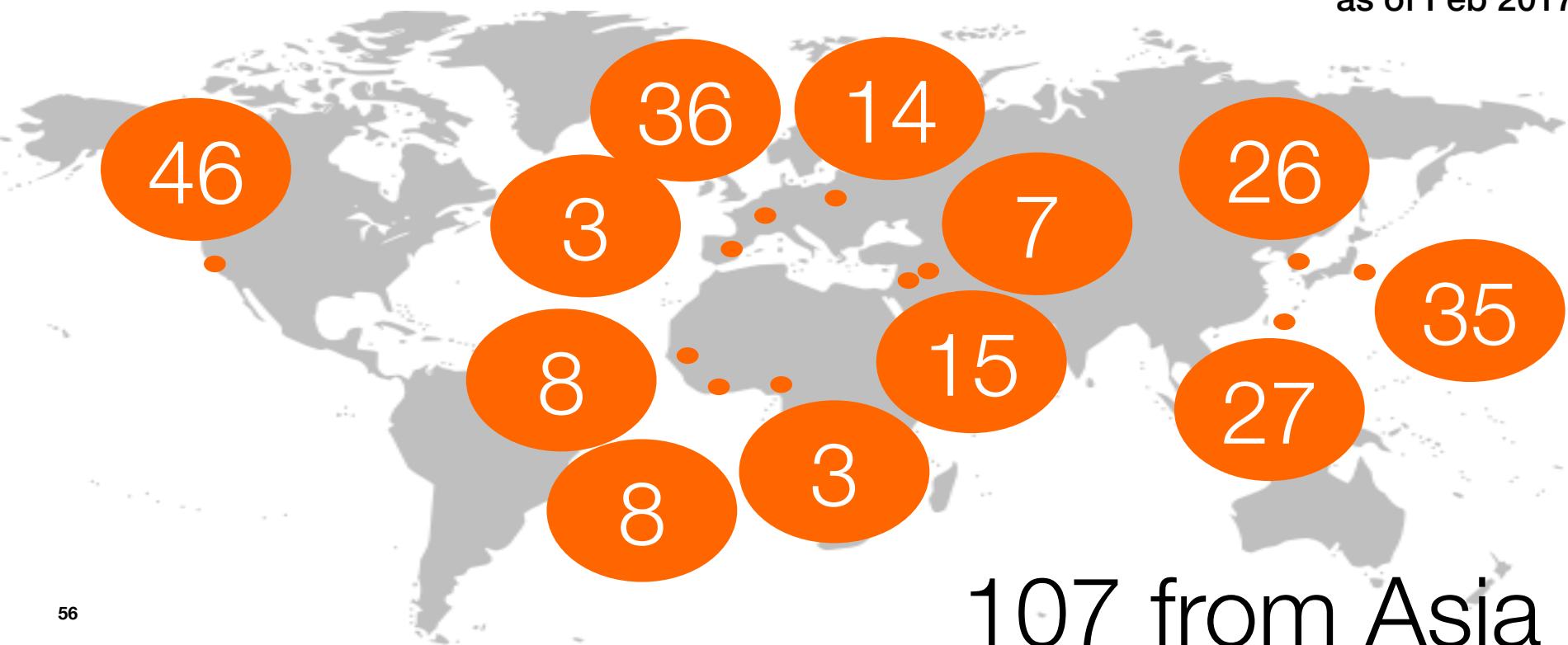




# Orange Fab Asia

**247 startups in 12 countries**

as of Feb 2017



## Orange Fab Asia | startups involved in the program

**107 startups in 7 seasons  
100% surviving !**

	Spring 2014	Fall 2014	Spring 2015	Fall 2015	Spring 2016	Fall 2016	Spring 2017	Total
Tokyo 	8	5	5	5	6	6	5	40
Seoul 		5	5	6	5	5	7	33
Taipei 		5	5	5	5	7	7	34

several startups fundraised during or after the program



AI platform for IoT

Tokyo Season 1  
(Spring 2014)  
over 7M USD



others



Braille smart watch  
for blind peoples  
Seoul Season 2  
(Spring 2015)  
5M USD



Visual search  
technology  
Taipei Season 1  
(Fall 2014)  
15M USD



# Orange Fab Asia | Awards

Won many international and local awards



Wi-Fi based retail  
analytics for specialty  
stores

Tokyo Season 1  
(Spring 2014)

Winner

DigiWorld Awards  
2015



A glove and software to  
help convenient and smart  
rehabilitation treatment

Seoul Season 2  
(Spring 2015)

Winner

BeGlobal 2015 in  
San Francisco



be GLOBAL SAN FRANCISCO 2015  
Asia's Biggest Startup - Tech Conference



Virtual house  
decoration AR tech

Taipei Season 2  
(Spring 2015)

Winner

2015 APEC Global  
Challenge



# Orange Fab Asia | B2B startups

## Retail



## Real Estate/Travel



## Automotive



## Media



## IoT for Smartcity



## IoT for Industry



## Healthcare solution



## Solution for Government



## Communication for Enterprise & Telco



## Cyber security



# Orange Fab Asia | mentors



Paul Baron

Partner, Product Manager, AQ;



Hideyuki Ebihara

Head of Social Office,  
CyberAgent Ventures.



Pierre de Fouquet

Managing Partner, Iris Capital



Jason (Jaesun) Han

Founder of Heart, Adjunct  
Professor of KAIST Business  
School.



William Liu

Investment and  
communications professional,



Anne-Catherine  
Milleron

Intellectual property Attache,  
French National Institute of  
the Intellectual Property



Nathan Millard

Founder & CEO, G2 Partners



Tak Miyata

General Partner, Scrum  
Ventures



Masahiko Honma

General Partner, Incubate  
Fund.



Mark Hsu

General Partner, Pinchurst  
Advisors.



Shin Iwata

Partner, Atamico



I-Chien (JC) Jan

Cofounder & Partner,  
AppWorks Ventures.



Olivier Mouroux

CEO & Co-founder, Arsanis



Sungeun Myung

CEO, VentureSquare



Tetsu Nakagaki

Managing Director, Draper  
Nexus Ventures



David Oh

Managing Director, Global  
Start-up Centre  
(StarGlobal)



Jihoon Jeong

Professor, Kyung Hee Cyber  
University, Co-Founder,  
Chairman, Korea Blockchain  
MagCo., Private Angel  
Investor.



Aran Jo

Attorney, Hill Jane Firm



Simon (Seokheun)  
Kang

General Partner and co-  
founder, Bokwang Venture  
Partners.



Tatsuya Kato

Co-founder & Chairman,  
Midokura



Chris Palmieri

Managing Director, AQ



Francis Perrin

Managing Partner, Iris Capital



Matthew Romaine

Co-Founder and CEO,  
Geogrids



Jung-hee Ryu

Partner and CEO, FuturePlay  
(f.e.)



Yoonyi Kim

CEO, ResunAssociates



Young-ha Koh

Chairman, Korean Business  
Angels Association, Go-  
venture Angel Club



Chien-Fu Kuo

Co-founder, Gogobill



Michael Kuo

CEO and co-founders, Hukult



Shinichi (Shin)  
Takamiya

Partner, Chief Strategy  
Officer, Globe Capital Partners



Shinsuke Usami

CEO, VOYAGE GROUP



Pascal Vialud

President, French Foreign  
Trade Advisors (Taiwan  
Chapter)



Vincent (Wei-  
Chung) Wang

Chairman, Sunrise Ventures  
Group



Robert Laing

Co-founder, Gengja



Naree Lee

Managing Director, Banks  
Foundation for Young  
Entrepreneurs



Kuo-Yi Lim

Partner, Monk's Hill Ventures



Fang-Yin Lin

President, Bright Idea  
Design Co., LLC



Koichiro Yoshida

CEO, creditmarks

# Orange Fab Asia | corporate partners



more to join...

# Thank you

