

Entrepreneurship In Asian High-Tech Industries

*Building Bridges for
Startups to Multiple
Markets in Asia*

Anis Uzzaman

General Partner & CEO of Fenox Venture Capital

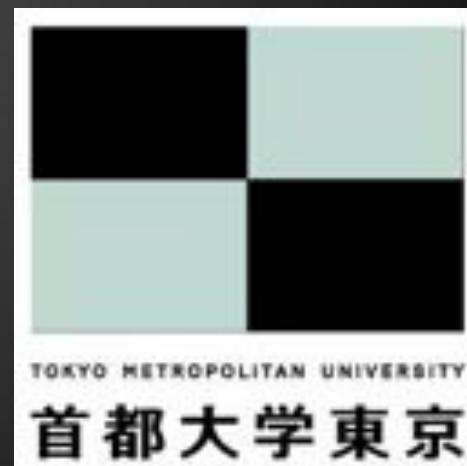


Agenda

- Who am I?
- Asia is BOOMING
- Successful Startups are Going Global
- Building Bridges for Startup Business Expansion
- Building the Ecosystem for Startup Growth
- Key Takeaways

Education

- B.S., Engineering,
Tokyo Institute of Technology
- M.S., Electrical & Computer Engineering,
Oklahoma State University
- Ph.D., Computer Engineering,
Tokyo Metropolitan University

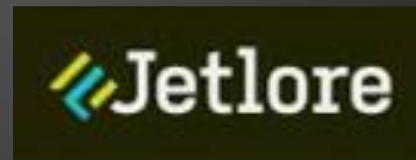


Professional Experience

- Past



- Present



Book Publication in Japan



Startup Bible
Released in September 2012

Book Publication Event in **Japan**

Book Publication in Korea

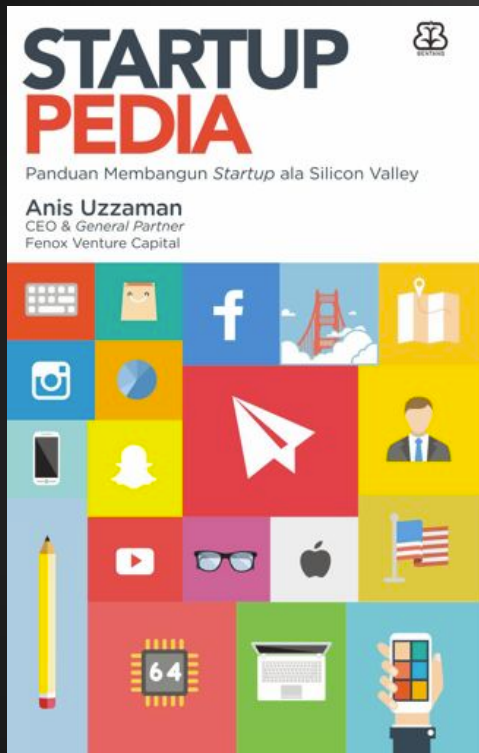


Startup Success

Released in December 2014

Book Publication Event in **Korea**

Book Publication in Indonesia



StartupPedia
Released in May 2015



Book Publication Event in **Indonesia**

Publication Interviews in Indonesia

Bloomberg TV Indonesia



Book Publication Interview in May 2015

Indonesia Morning Show



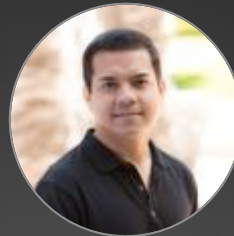
Book Publication Interview in May 2015

Let's Talk About My Company...

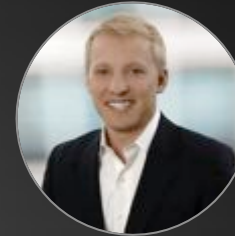
Fenox VC is a Global Company



Fenox VC US Team



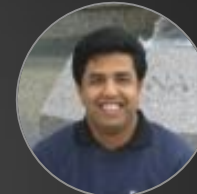
Anis Uzzaman
CEO and
General Partner



Brent Traidman
Partner



Peter Nikitaidis
Venture Partner



Puneet Gupta
Venture Partner



Hemant Bajaj
Venture Partner



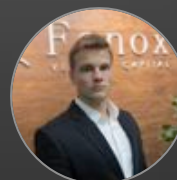
Harumi Akimoto
Finance &
Operations



Kazuki Eitaki
Bandai Namco
Representative



Shu Matsuura
Infocom
Representative



Kyle Kling
Business
Development



Pierre Berlan
DD Team
Manager



John Lim



John Zhang



Victoria Lai

Teams Investment Focus:

Global - Silicon Valley, Chicago, New York

Fenox VC East Asia Team

Japan Team:



Toshitada Nagumo
Fenox Japan
CEO



Masayuki Tadokoro
Venture
Partner

Analysts/Associates:



Sachiko Hashimoto



Sayami Toyoda



Ryoko Yamamura



Eri Ueda



Yuka Toyoda

South Korea Team:

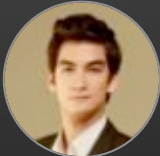


Sean Ryu
Partner



Hoseok Yang
Venture Partner

Analysts/Associates:



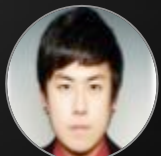
Klaus H. W.



Sejin Hwang



Jenny Lim



Daeyeon Jo

Fenox VC South East Asia Team



Eddy Lee
SEA Head of Investments

Indonesian Team:



Dinda Hervi
Country
Manager



Nicko Widjaja
Venture Partner



William Wijaya
Consultant

Analysts/Associates:



Rabbi Givatama



Aldi Adrian Hartanto

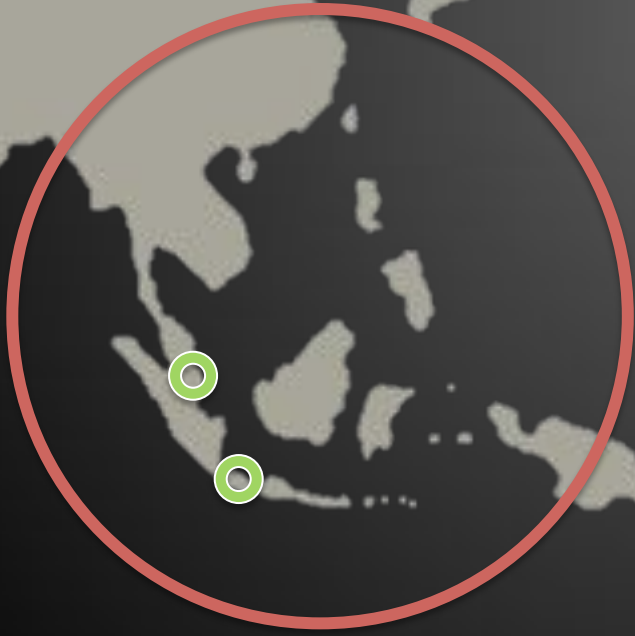


Nazier Ariffin

Singapore Team:



William Koo
Venture Partner



Fenox VC South Asia & Middle East Team

Bangladesh Team:



Shameem Ahsan
Partner



Abul Nuruzzaman
Partner

U.A.E Team:



Kamal Hassan
Partner



Ryan Gibeau
Associate



Fenox VC Europe Team

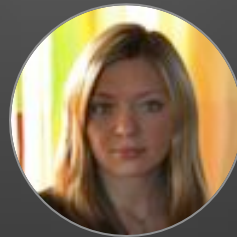
Eastern Europe Team:



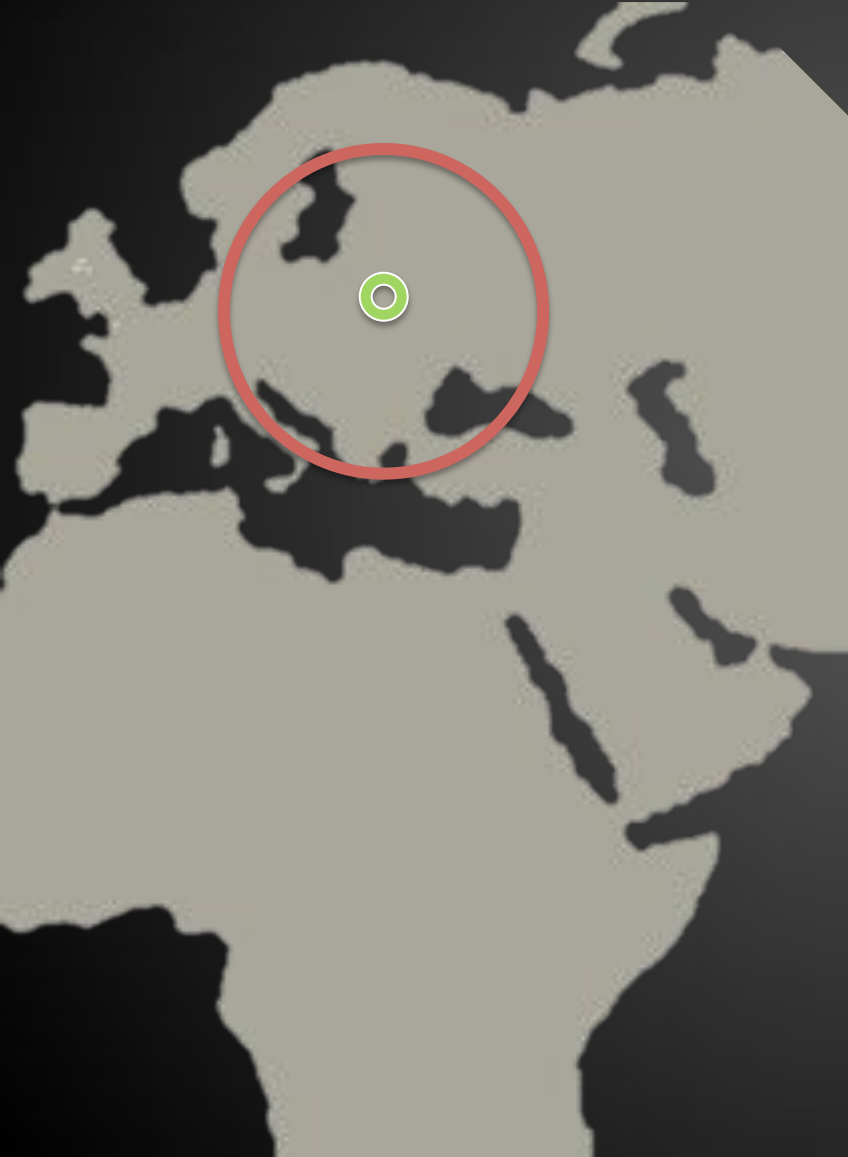
Vitaliy Arbuzov
Partner



Evgeny Zhilinsky
Advisor



Darya Gorbacheva
Manager



Fenox VC Portfolio

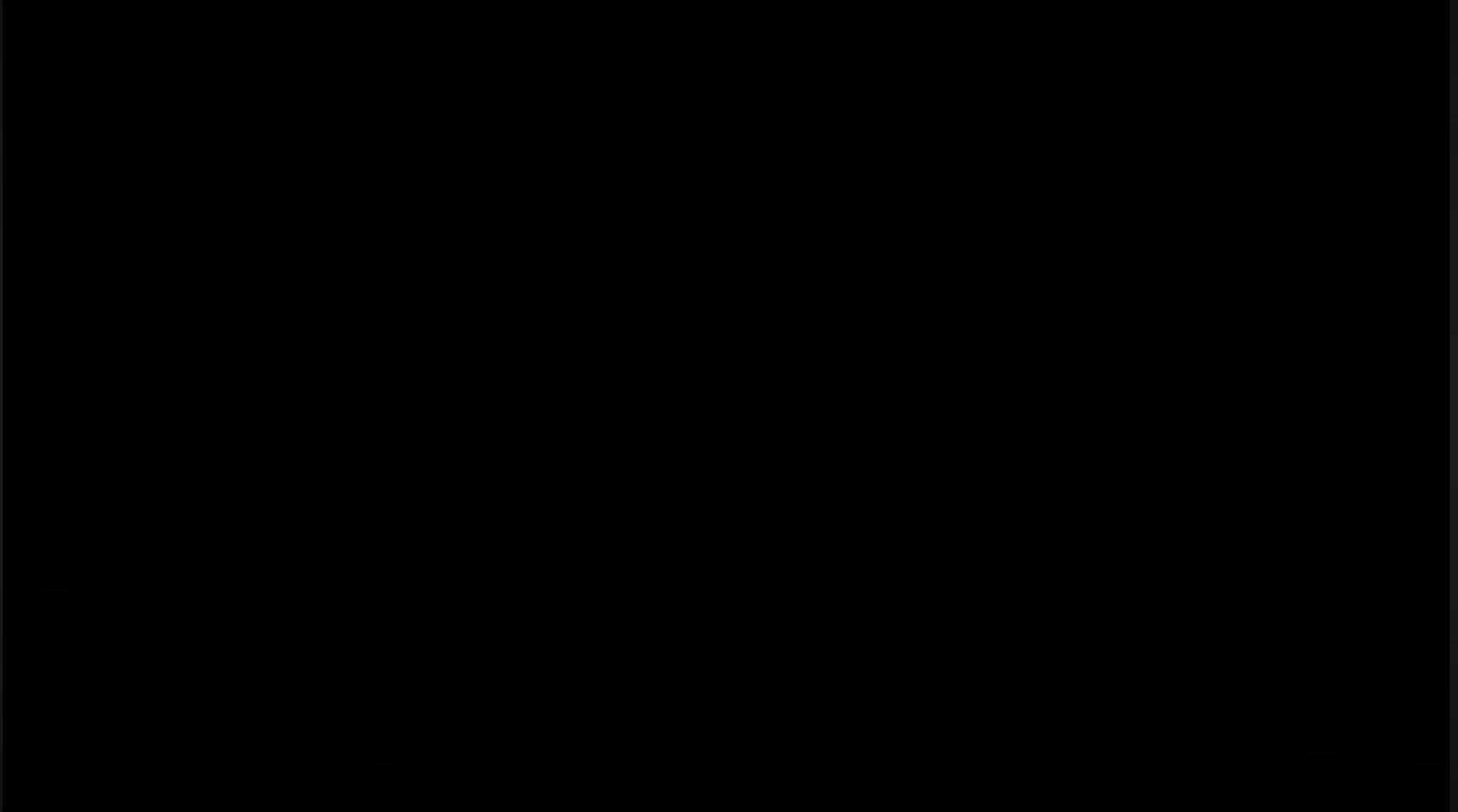


53 Investments Across **3 Continents**

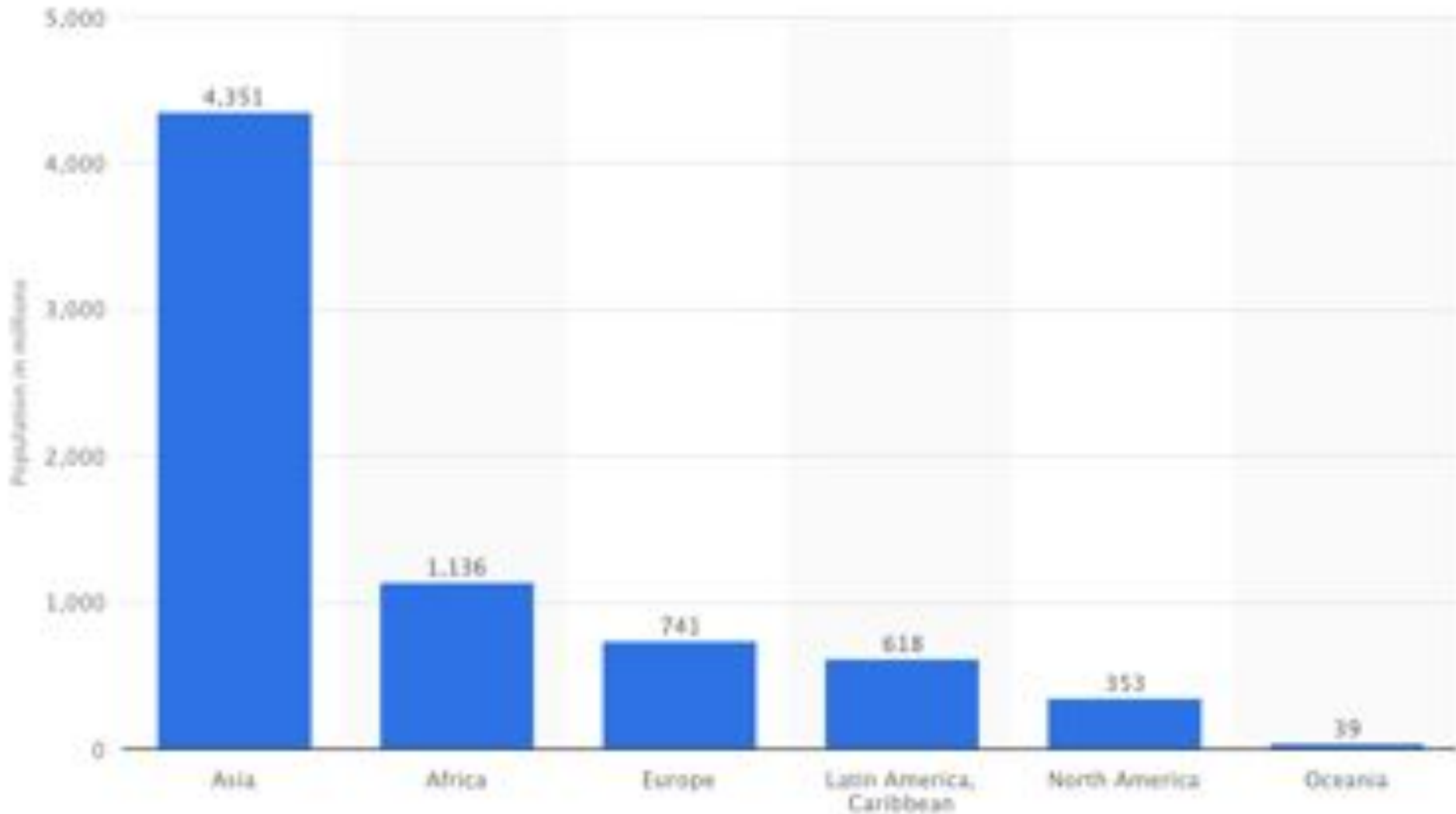
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Asia is Rising



Asia Tops World Population



67% of the World's Population Lives in **Asia**

45% of Global Internet Users Live in Asia

INTERNET USERS AND 2014 POPULATION STATISTICS FOR ASIA

<u>ASIA REGION</u>	Population (2014 Est.)	Pop. % World	Internet Users 30-Jun-2014	Penetration (% Population)	Internet % Users
<u>Asia Only</u>	3,996,408,007	55.6 %	1,386,188,112	34.7 %	45.7 %
<u>Rest of World</u>	3,185,998,558	44.4 %	1,649,561,228	51.8 %	54.3 %
WORLD TOTAL	7,182,406,565	100.0 %	3,035,749,340	42.3 %	100.0 %

Asia alone has **1.3 Billion** internet users

when the rest of the world combined has **1.6 Billion** internet users

South Asia is the Fastest Growing Region

News



THE WORLD BANK

PRESS RELEASE

South Asia, now the fastest-growing region in the world

April 13, 2015



Economic growth expected to accelerate to 7.4 percent in 2016

MEDIA CON

In Washing

WASHINGTON, April 13, 2015 – Driven by a strong ex favorable oil prices, economic growth in South Asia is among the greatest global beneficiaries from cheap oil, importers. In the last quarter of 2014 South Asia was at the world, a World Bank report said.

According to the twice-a-year South Asia Economic Fo projected to steadily increase from 7 percent in 2015 to maintaining strong consumption and increasing investn Gross Domestic Product (GDP), the projections reflect growth acceleration, driven by business-oriented reform

The decline in oil prices has been reflected in the dome extents across the region. The pass-through exceeded Pakistan, but was nil in Bangladesh.

GDP GROWTH

ASEAN has been the second-fastest growing economy in Asia between 2001-2013.



Targeting Asian Consumers



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US Startups are Targeting Asia



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GET A QUOTE: Enter symbol(s) or Keywords

U.S. companies turn to China, other Asian nations, for growth

Featured video

Updated 7/15/2010 4:48 PM | Comment | Recommend



Enlarge 2008 photo by Greg Pearson, USA TODAY

Pedestrians make their way across a crosswalk on a busy street in front of KFC in Beijing. Yum Brands has added more than 1,800 restaurants in China since 2005.

By Kathy Chu, USA TODAY

HONG KONG — The recent global recession has whet U.S. companies' appetite for growth in Asia.

American corporations, including Wal-Mart, Pfizer and Yum Brands, are aggressively expanding, or planning to do so, in emerging economies such as China, where there's often greater growth potential than the U.S.

Besides having a relatively strong economy, the largest Asian nations also boast billions of potential consumers for everything from pharmaceuticals to cars, credit cards and clothing.

CHINA: Officials push domestic economic growth
DEBT: Asia-Pacific region embraces use of credit

In 2008, nearly half of U.S. companies surveyed saw their China-based businesses perform better than company, the U.S.-China Business Council found in a poll of its members. The results show that prevalent notion that U.S. companies "cannot be profitable in China is a myth," says John Frisbie president.

<re/code>

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<TRENDING> Apple Wants Local TV in Its Web TV Service, Which Could Lead to Delays

New Rule: U.S. Startups With Eyes on Global Markets Are Picking Asia Over Europe



VOICES

pongonic/Shutterstock



By Joe Medved, Partner, SoftBank Capital

April 21, 2014, 10:59 AM PDT

<LATEST NEWS>



GENERAL
U.S. Changes Six Chinese Nationals With Economic...
By Reuters / May 19, 2013, 10:27 AM PDT



VOICES
Is the Wearable Health Movement Sustainable?
By Tom Iqbal / May 19, 2013, 5:30 PM PDT



VOICES
A Good Reason Not to Miss Meetings [Comic]
By Nitin Das & Snuggly / May 18, 2013, 2:52 PM PDT



PRODUCT NEWS
Wi-Fi Startup Eero Says Smart Routers Are Delayed...
By Ian Frock / May 19, 2013, 3:34 PM PDT



ENTERPRISE
IBM Raises Its Security Profile With Threat...
By Ark Houshian / May 20, 2013, 12:44 PM PDT

Who is Already in Asia



U B E R



airbnb



Dropbox

Benefits of Expansion

- ❑ Larger Total Addressable Market
- ❑ Cheaper Labor with Wide Pool of Highly Educated Labor Force
- ❑ Diverse Partnership Opportunities
- ❑ Greater Exit Potential



Challenges of Expansion

- ❑ Increase in Competition
- ❑ Communication Barrier
- ❑ Branding
- ❑ Partnership
- ❑ Culture & Regulation
- ❑ Fundraising



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A night-time photograph of the Golden Gate Bridge in San Francisco. The bridge's towers and suspension cables are illuminated with a warm orange glow. Light trails from traffic on the bridge create a sense of movement. The city lights of San Francisco are visible in the background under a dark sky.

Bridging: ASIA – USA



SEA-based **Largest Technology Startup News Media** in Asia

A screenshot of the TechInAsia website homepage. The header is red with the TechInAsia logo and navigation links for 'STARTUPS', 'ASIA', 'MORE', 'EVENTS', 'GAMES', and 'TALK'. Below the header, there are social media links for Facebook (138k likes) and Twitter (73.9k followers). The main content area features a 'LATEST' section with two articles: 'There are no rules!' Housing CEO Rahul Yadav answers burning questions on Reddit' and 'Indonesian telcos have dived headfirst into the startup world. Who's doing it best?'. To the right, there is an 'INSIGHTS' section with a search bar and a list of featured articles including 'Angels rush in where VCs fear to tread in India', 'O2O overload: the past, present, and future of China's on-demand explosion', and 'Philippines pushing for cashless society, but it's a long way off'.



Willis Wee
CEO, Tech In Asia



Strong Presence in Asia

Focused on **11** countries

China • India • Japan • Indonesia
Singapore • Vietnam • Philippines
Thailand • Malaysia • Korea • Pakistan

Team of **54**

150 Articles per Month

14 Interviews per Month

5.59 Million Pageviews per Month



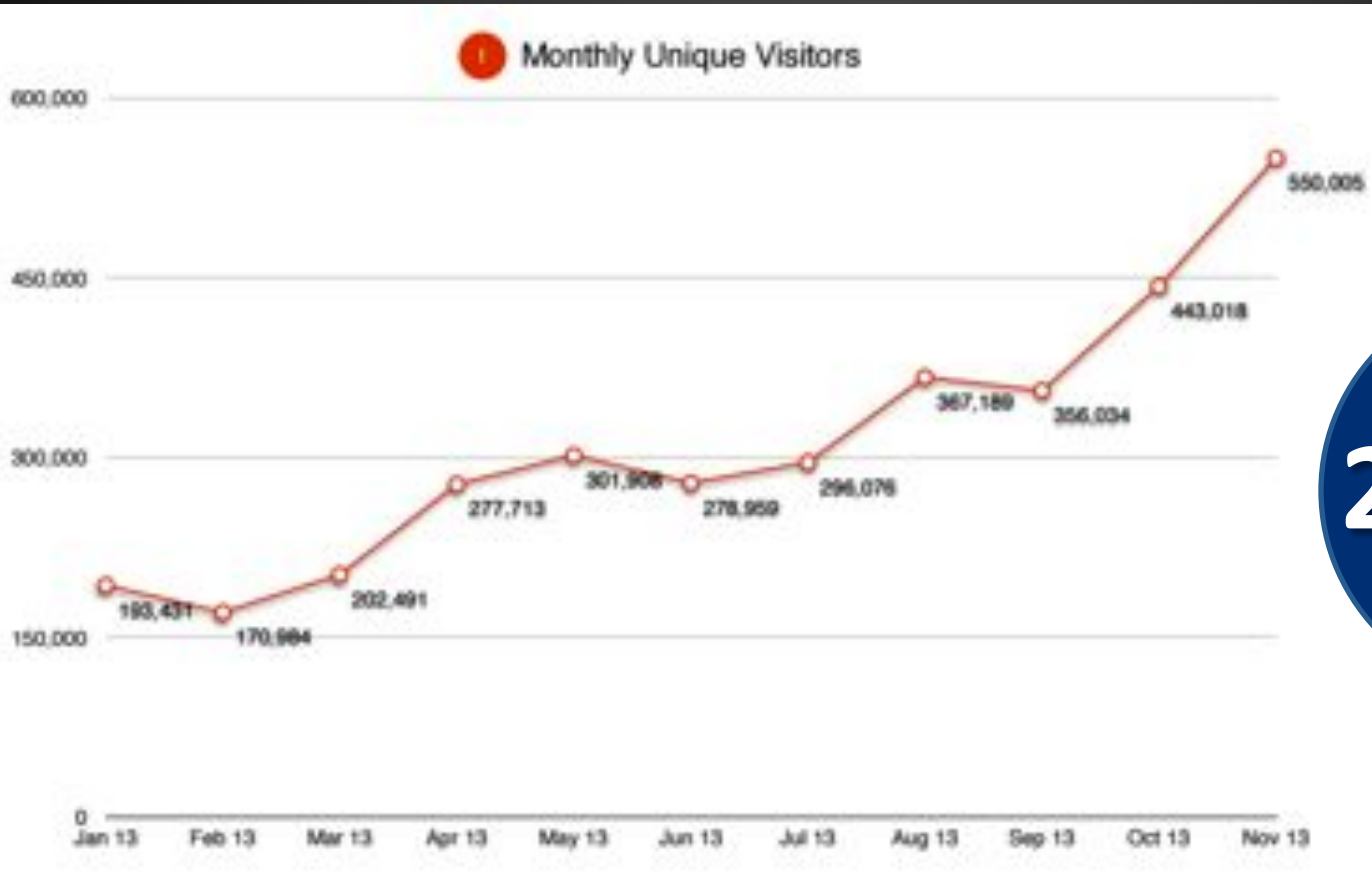
4x Traction Growth in 1.5 Years

550K

Nov 2013

2.2MM

Apr 2015



Hosts Largest Startup Conferences in Asia

Hosting Premier
Conferences

STARTUP ASIA

Events Include:

Featured Key Note Speakers
Startup Arena
Startup Exhibition
Startup Investor Speed Dating
Meet the Bloggers
Office Hours



Larger than **TechCrunch Disrupt** of the US

Fenox Invests in Tech In Asia

The image is a screenshot of a news article on the e27 website. At the top left is the 'e27' logo. To its right is a search bar with the text 'SEARCH ARTICLES, STARTUPS, JOBS, EVENTS AND MORE'. Below the search bar is a navigation menu with 'NEWS', 'EVENTS', 'DATABASE', and 'JOBS'. The article's breadcrumb trail reads 'INDONESIA INVESTMENT NEWS SINGAPORE'. The main headline is 'Media company Tech in Asia receives funding from Fenox Venture Capital'. Below the headline is a sub-headline: 'Formerly known as Penn Olson, Tech in Asia closes its Series B funding round with new investor Fenox Venture Capital in the lead.' The author is 'By Elaine Huang', with a 'Follow @e27' button and '763 followers' next to it. The date is '27 Aug, 2013'. Below the article text is a 'SHARE' section with buttons for 'TWITTER', 'FACEBOOK', 'GOOGLE+', 'LINKEDIN', and 'EMAIL'. At the bottom is a red banner for 'TECHINASIA' with a 'MENU' button and social media icons for LinkedIn, Facebook, and Twitter. Below the banner is a navigation menu with 'STARTUPS', 'GAMING', 'MOBILE', 'SOCIAL', 'E-COMMERCE', 'OPINION', and 'ASIA'.

e27

SEARCH ARTICLES, STARTUPS, JOBS, EVENTS AND MORE

NEWS EVENTS DATABASE JOBS

INDONESIA INVESTMENT NEWS SINGAPORE

Media company Tech in Asia receives funding from Fenox Venture Capital

Formerly known as Penn Olson, Tech in Asia closes its Series B funding round with new investor Fenox Venture Capital in the lead.

By Elaine Huang [Follow @e27](#) 763 followers

27 Aug, 2013

SHARE

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TECHINASIA

STARTUPS GAMING MOBILE SOCIAL E-COMMERCE OPINION ASIA

Multiple Investments Since August 2013

Tech In Asia Grows With a Major Acquisition

The screenshot shows a Yahoo Finance news article. The main headline is "SGE acquired by Tech in Asia!". Below the headline is the "sge" logo. The article is by Gwendolyn Regina T | SGE.io, dated Fri, Sep 6, 2013 11:00 AM SGT. The article text reads: "Some saw it coming, some didn't think it could ever happen -- am happy to announce today that SGE and Tech in Asia have joined forces! Tech in Asia has acquired us for an 'undisclosed sum' -- yeah, we've become one of those annoying companies who refuse to divulge details of a deal. (I'm not really sorry about that.) As part of the deal, all of SGE's 8 years of history will be archived on TechnAsia.com so all our hard work and that of the numerous guest contributors' over the years is not lost. Terence and myself will also be joining the great team there. We're truly excited about combining forces with Tech in Asia -- they've done a fantastic job over the last several years pushing English-language Asia tech startup news to the world. They also have an events arm with a kick-ass conference and series of meetups around Asia. Our new parent has also just raised a new round of funding."

On the right side of the page, there is a "TOP STORIES" section with several news items, and a "Recent Quotes" table.

Symbol	Price	Change	% Chg	
T	34.71	-0.36	-1.03%	x
VZ	49.61	-0.29	-0.58%	x
USDCNY=X	6.1981	0.00	0.00%	x
WFM	42.30	-0.26	-0.61%	x
COV		0.00	0.00%	x

Tech In Asia acquires **SG Entrepreneur** and secures #1 position

Tech In Asia Hosts Startup Asia in Japan

STARTUP ASIA
🇯🇵 TOKYO 2014

STARTUP ASIA
TOKYO
3 - 4 September 2014

Expansion into Japan – **“First Startup Asia in Tokyo”**

We made introductions to **Keynote Speakers & Sponsors**

2015 Winter Batch Demo Day

Y

Combinator



First Series B Stage Company

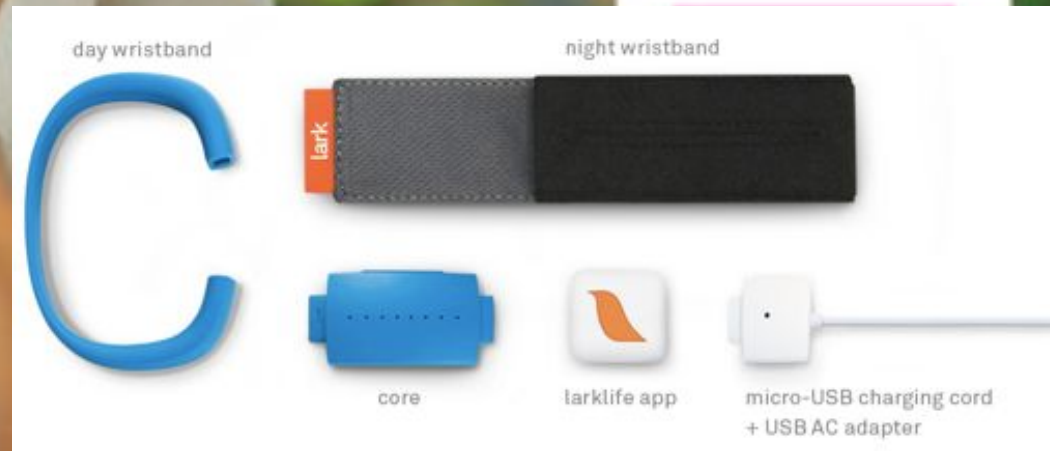
to be accepted into Y Combinator - **March 2015**

A night-time photograph of the Golden Gate Bridge in San Francisco. The bridge's towers and suspension cables are illuminated with a warm orange glow. Light trails from traffic on the bridge create a bright yellow streak across the lower half of the image. The city lights of San Francisco are visible in the background under a dark sky.

Bridging: USA – ASIA

lark

24/7 Mobile Health Coach



Startx

One of the **First Wearable Devices** (2011)

CEO – Julia Hu



Top Inventor

Julia Hu, 26, founder and CEO, Lark

Résumé: The savior of sleep-incompatible couples, Hu dreamed up the Lark in 2009 after her boyfriend's early-morning alarm constantly left her groggy. Apple pounced to sell the product — a vibrating wristband that syncs with your iPhone — exclusively in 2011. And Hu's relationship survived: Her boyfriend, now a Lark user, proposed onstage this summer at the company's national launch.

Background Check: "I grew up in L.A. and met my boyfriend on our high school science bowl team. In 2009, we both went to MIT's Sloan School of Management. His alarm went off at 5:30 every morning — he wanted to exercise — but I didn't need to be up until 7:30 a.m.! I was so tired I couldn't function. When I pitched my idea, a silent alarm clock, in MIT's



Team & Advisors



Stanford
University



HARVARD
UNIVERSITY



Massachusetts
Institute of
Technology



Lark's Solution Consisted of Both Software & Hardware



Lark has its Headquarter in **Mountain View**
and Outsourced Manufacturing to **China**

Success as a Hardware Company

Lark's Silent Alarm And Sleep Monitoring System Lands At Apple Retail Stores

Posted May 24, 2011 by [Leena Rao \(@leenarao\)](#)

759
SHARES



 Lark, a silent waking system that wakes you silently and naturally, is announcing big news today. After launching at TechCrunch Disrupt in San Francisco last Fall, the company is announcing the public availability of its product and a retail deal with Apple stores in North America.



Lark's system involves an iPhone app and a small band that you wear across your wrist while sleeping. You set the iPhone app to the time you need to wake up and the app will transform your phone into a night time alarm clock. The band includes a small device and sensor with bluetooth technology that will vibrate at the time you are supposed to wake up. Plus there's no more jarring, loud alarms; so your boyfriend, girlfriend, wife, or husband won't be woken up by your alarm.



Wearable Competition Becomes Fierce



JAWBONE



 fitbit®

Today's popular **Wearable Devices** were introduced after **Lark**

Pivots to a Software Company



Lark Welcomes Weili Dai to the Board



Weili Dai

Co-Founder & President



M A R V E L L®

Weili Dai on Forbes Lists

#97 Power Women (2014)

#88 in 2013

#891 Billionaires (2007)

#374 Forbes 400 (2006)

Introduced a new **Investor & Board Member**

Lark Attracts Great Partners

10 YEARS AT TECHCRUNCH join Us As We Celebrate Our 10 Year Anniversary In SF Get Tickets Now

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Health

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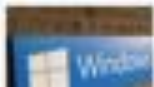
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The Light Phone Is The Anti-Smartphone
3 days ago



How Microsoft Took The Lead In Social 3.0 And What Facebook And Google Are Doing About It
2 days ago



Microsoft Drops Yet Another Windows 10

With Its New Samsung App, Health Startup Lark Moves Away From Hardware

Posted Apr 11, 2014 by Anthony Ha (@anthonyha)

427

SHARES



Preinstalled on every Samsung Galaxy S5 in Galaxy Gifts and S-Health



CrunchBase

lark

FOUNDED
2010

OVERVIEW

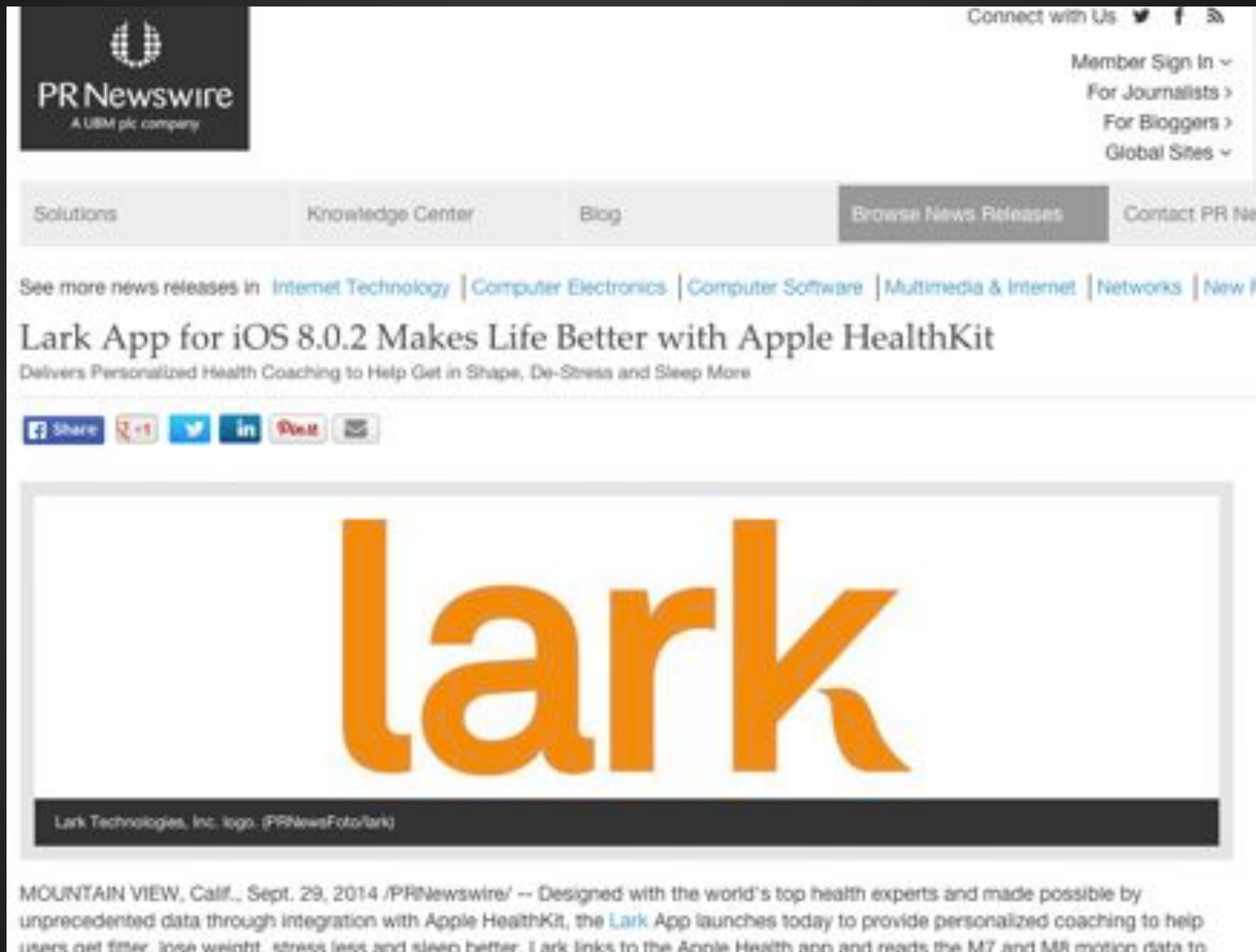
At lark, they're on a mission to improve health and happiness. Their most recent Lark for iPhone, was named "Best HealthKit" by Macworld. The lark app for Android is pre-installed on all Samsung phones. And their other products are available on the Apple store globally.

LOCATION

Mountain View, California

CATEGORIES

Lark Attracts Great Partners



The image is a screenshot of a PR Newswire news release. At the top left is the PR Newswire logo, which includes a globe icon and the text "PR Newswire A UBM plc company". To the right, there are social media icons for Twitter, Facebook, and LinkedIn, along with a "Connect with Us" link. Below this is a navigation menu with links for "Solutions", "Knowledge Center", "Blog", "Browse News Releases", and "Contact PR Newswire". A secondary navigation bar lists categories: "Internet Technology", "Computer Electronics", "Computer Software", "Multimedia & Internet", "Networks", and "New Products". The main headline reads "Lark App for iOS 8.0.2 Makes Life Better with Apple HealthKit" with a sub-headline "Delivers Personalized Health Coaching to Help Get in Shape, De-Stress and Sleep More". Below the headline are social sharing icons for Facebook, LinkedIn, Twitter, and Email. A large orange "lark" logo is centered in a white box. Below the logo is a caption: "Lark Technologies, Inc. logo. (PRNewsFoto/lark)". The bottom of the screenshot shows the start of the news release text: "MOUNTAIN VIEW, Calif., Sept. 29, 2014 /PRNewswire/ -- Designed with the world's top health experts and made possible by unprecedented data through integration with Apple HealthKit, the Lark App launches today to provide personalized coaching to help users get fitter, lose weight, stress less and sleep better. Lark links to the Apple Health app and reads the M7 and M8 motion data to

Lark provides **Personalized Coaching** based on data collected from **Any Mobile & Wearable Device**

A night-time photograph of the Golden Gate Bridge in San Francisco. The bridge's towers and suspension cables are illuminated with a warm orange glow. Light trails from traffic on the bridge create a sense of movement. The city lights of San Francisco are visible in the background under a dark sky.

Bridging: ASIA – ASIA



TERRA MOTORS

Asia's **Largest Electric Vehicle Manufacturer**



Toru Tokushige
CEO, Terra Motors



TESLA

Latest Products



How to Ride Smart



Fenox Invests in Terra Motors



23

MAY

0

Silicon Valley Venture Capital Invests \$10M in Japan's Terra Motors

Posted by [Richard Wilson](#) // [Blog](#) // [No Comments](#)

Silicon Valley-based venture capital investor Fenox Venture Capital has led a \$10 million funding round for Terra Motors, a Japanese manufacturer of electric two and three wheel electric vehicles.

Fenox Venture Capital showing that even in the hottest technological spot in the US – and home of Tesla Motors – people see the need for non-car electric vehicles.

Toru Tokushige, CEO and founder of Terra Motors said, "Through this funding we hope to obtain the cooperation of Asian business groups. Generally speaking, electric vehicles tend to be thought of as a means of mobility in Europe and in America. But with regards to electric two and three wheelers, their main market is Asia.

"More than 30 million units of electric two wheelers were sold in China in 2013, and hundreds of thousands of electric three wheelers have already been sold in India and in Bangladesh because of the high price of gasoline. Therefore, we need to focus on Asian markets."

[Source: Transport Evolved](#)

Tags: Venture Capital, Venture Capital Firm, Venture Capital Group, Venture Capital Industry, Venture Capital Investment, Venture Capital Investor, Venture Capital Fund, VC Funding, VC, Silicon Valley, Silicon Valley Venture Capital, Fenox Venture Capital, Terra Motors, Japan, Electric Vehicle, US, Tesla Motors, Toru Tokushige, Asia, Asian Business Group, Europe, America, China, India, Bangladesh.

May 2014

Terra Motors Attracts Media Attention

Home > National > Exclusive: Japan's Terra Motors to start India business with electric...

Exclusive: Japan's Terra Motors to start India business with electric three-wheeler

by Autocar Pro News Desk Aug 19, 2014

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TECH IN ASIA GET INSIGHTS Search ...

STARTUPS ASIA MORE EVENTS GAMES TALK

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ASIA

How Asia's top tech entrepreneurs stay productive

Daniel Tay

11:55 am on May 21, 2014

Follow @legends 1,400 followers

A group of people are gathered around a large conference table in a meeting room. They appear to be in a discussion, with some looking at laptops and others gesturing. The room has large windows and modern decor.

Productivity seems to be the in-thing today, and that's not very surprising. After all, who doesn't want to get more high-quality stuff done in a shorter time? When it comes to work routines, though, opinion is divided on whether it is good to have one or not. The word 'YouTime' does indeed have a stigma of mundanity attached to it.

INSIGHTS

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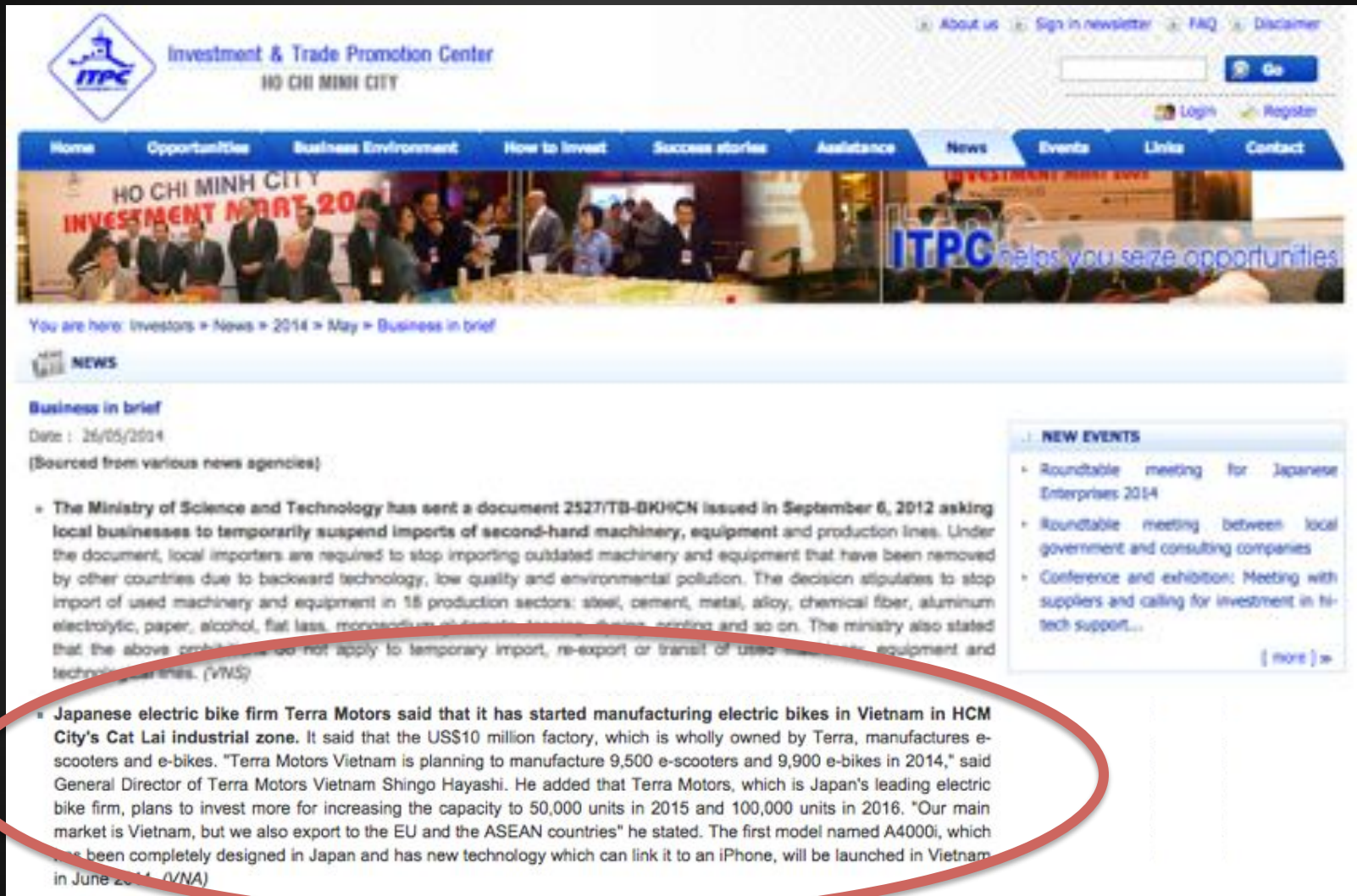
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1 COMMENT
BY C. CLUSTER
- Philippines pushing for cashless society, but it's a long way off
1 COMMENT

Terra Motors CEO interview featured in **Tech In Asia**

Signing Gov't Contract in Vietnam



The screenshot shows the website of the Investment & Trade Promotion Center (ITPC) in Ho Chi Minh City. The page features a navigation menu with options like Home, Opportunities, Business Environment, How to Invest, Success stories, Assistance, News, Events, Links, and Contact. A banner at the top reads "HO CHI MINH CITY INVESTMENT MORT 2014" and "ITPC helps you seize opportunities". Below the banner, a breadcrumb trail indicates the current page is "Business in brief". The main content area is titled "Business in brief" and dated "26/05/2014". It contains two news items. The first item, regarding the Ministry of Science and Technology's decision on machinery imports, is partially obscured by a red oval. The second item, which is circled in red, reports that Japanese electric bike firm Terra Motors has started manufacturing electric bikes in Vietnam in HCM City's Cat Lai industrial zone. The article mentions a \$10 million factory, production of 9,500 e-scooters and 9,900 e-bikes in 2014, and plans to increase capacity to 50,000 units in 2015 and 100,000 units in 2016. A sidebar on the right lists "NEW EVENTS" including a roundtable meeting for Japanese Enterprises 2014, a meeting between local government and consulting companies, and a conference and exhibition.

Investment & Trade Promotion Center
HO CHI MINH CITY

Home Opportunities Business Environment How to Invest Success stories Assistance News Events Links Contact

HO CHI MINH CITY INVESTMENT MORT 2014

ITPC helps you seize opportunities

You are here: Investors » News » 2014 » May » Business in brief

NEWS

Business in brief
Date : 26/05/2014
(Sourced from various news agencies)

- The Ministry of Science and Technology has sent a document 2527/ITB-BKH/CN issued in September 6, 2012 asking local businesses to temporarily suspend imports of second-hand machinery, equipment and production lines. Under the document, local importers are required to stop importing outdated machinery and equipment that have been removed by other countries due to backward technology, low quality and environmental pollution. The decision stipulates to stop import of used machinery and equipment in 18 production sectors: steel, cement, metal, alloy, chemical fiber, aluminum electrolytic, paper, alcohol, fat less, monosodium glutamate, textile, fishing, printing and so on. The ministry also stated that the above prohibitions do not apply to temporary import, re-export or transit of used machinery, equipment and technology lines. (VNS)
- Japanese electric bike firm Terra Motors said that it has started manufacturing electric bikes in Vietnam in HCM City's Cat Lai industrial zone. It said that the US\$10 million factory, which is wholly owned by Terra, manufactures e-scooters and e-bikes. "Terra Motors Vietnam is planning to manufacture 9,500 e-scooters and 9,900 e-bikes in 2014," said General Director of Terra Motors Vietnam Shingo Hayashi. He added that Terra Motors, which is Japan's leading electric bike firm, plans to invest more for increasing the capacity to 50,000 units in 2015 and 100,000 units in 2016. "Our main market is Vietnam, but we also export to the EU and the ASEAN countries" he stated. The first model named A4000i, which has been completely designed in Japan and has new technology which can link it to an iPhone, will be launched in Vietnam in June 2014. (VNA)

NEW EVENTS

- Roundtable meeting for Japanese Enterprises 2014
- Roundtable meeting between local government and consulting companies
- Conference and exhibition: Meeting with suppliers and calling for investment in hi-tech support...

[more] >

Great marketing led to significant **Government Contracts**

Signing Gov't Contract in Philippines



The image is a screenshot of a CNET news article. At the top, the CNET logo is on the left, and navigation links for Reviews, News, Video, How To, Games, and Download are in the center. On the right, there are social media icons and a 'US Edition' link. The article title is 'Terra Motors launches electric tuk-tuk for Philippines'. Below the title is a sub-headline: '"E-trikes" are part of a movement to cut CO2 emissions and fuel costs in Asian cities. Manila wants 100,000 by 2016.' The author is 'by Tim Hornyak @protopia / March 26, 2013 6:00 AM PDT'. There are social media share buttons for Facebook, Twitter, LinkedIn, and others. The main image shows a white and blue electric tuk-tuk. To the right of the image is a 'THIS WEEK'S MUST READS' section with five items. Below the image is a caption: 'Terra Motors' e-tricycle can carry six and travel 31 miles per charge.' Below the caption is a paragraph: 'Tuk-tuks are a common way to get around in many Asian cities, but they contribute to urban pollution and high fuel costs.' Below that is another paragraph: 'Tokyo-based startup Terra Motors wants to put more non-polluting vehicles on the streets with an electric tuk-tuk unveiled this week for the Philippines.'

CNET • Tech Culture • Terra Motors launches electric tuk-tuk for Philippines

Terra Motors launches electric tuk-tuk for Philippines

"E-trikes" are part of a movement to cut CO2 emissions and fuel costs in Asian cities. Manila wants 100,000 by 2016.

by Tim Hornyak @protopia / March 26, 2013 6:00 AM PDT

f t in g e



THIS WEEK'S MUST READS /

- 1 Terra Motors launches electric tuk-tuk for Philippines. Tech Culture
- 2 Virtual reality may rule video games. Here's who will rule VR. Gaming
- 3 Mozilla overhauls Firefox smartphone plan to focus on quality, not cost. Mobile
- 4 Microsoft's Windows app stores still 'cesspool' of copyright infringement. Mobile Apps
- 5 The new Spotify: Part tunes, part TV, part fortune-teller. Digital Media

Terra Motors' e-tricycle can carry six and travel 31 miles per charge.

Terra Motors

Tuk-tuks are a common way to get around in many Asian cities, but they contribute to urban pollution and high fuel costs.

Tokyo-based startup Terra Motors wants to put more non-polluting vehicles on the streets with an electric tuk-tuk unveiled this week for the Philippines.

Great marketing led to significant **Government Contracts**

Fenox Introduces Terra Motors to Top Bangladesh Gov't Officials

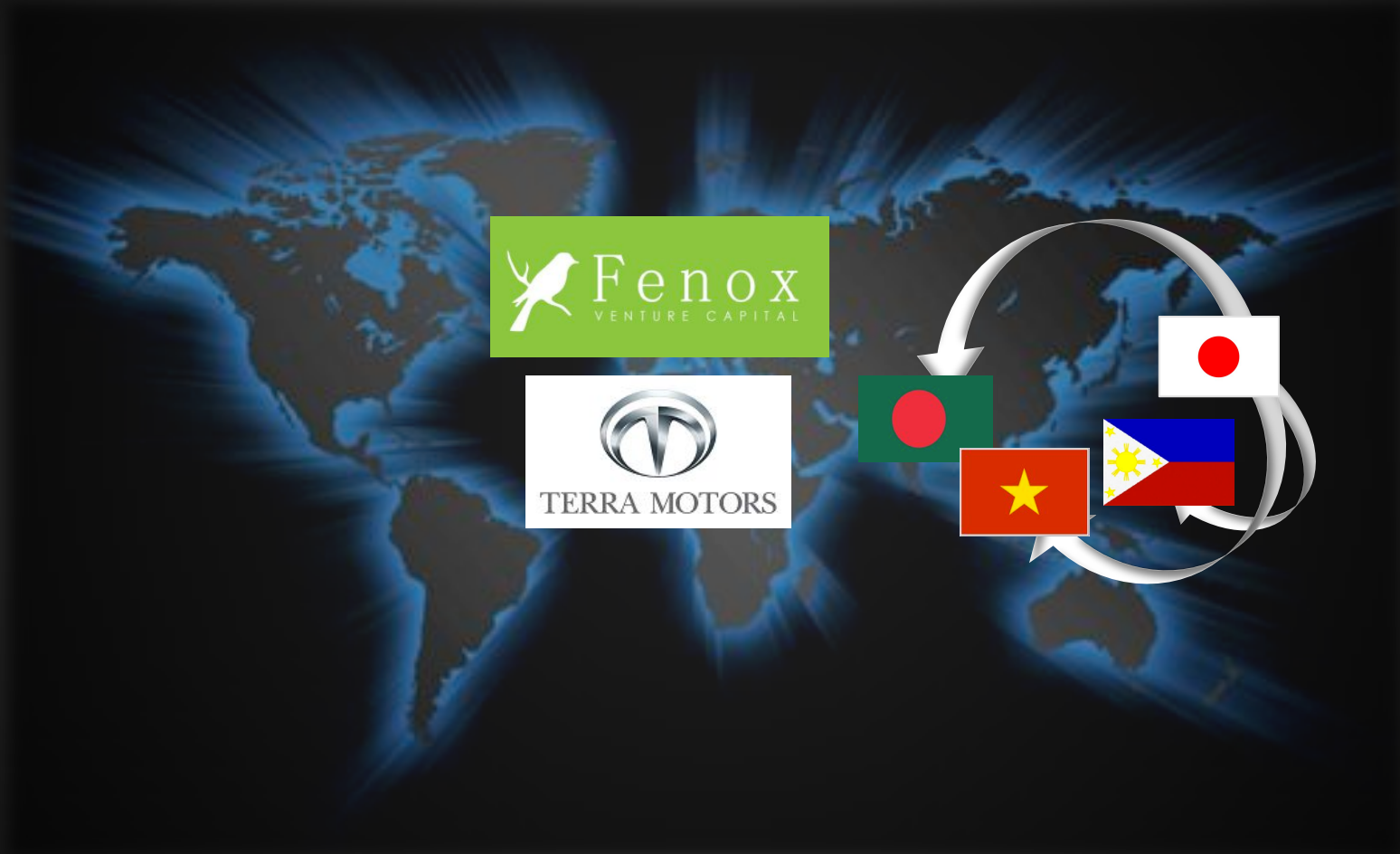


Fenox Partner Shameem Ahsan

President of Bangladesh Association of
Software & Information Services (BASIS)

Connected **Terra Motors** to **Bangladesh Government**

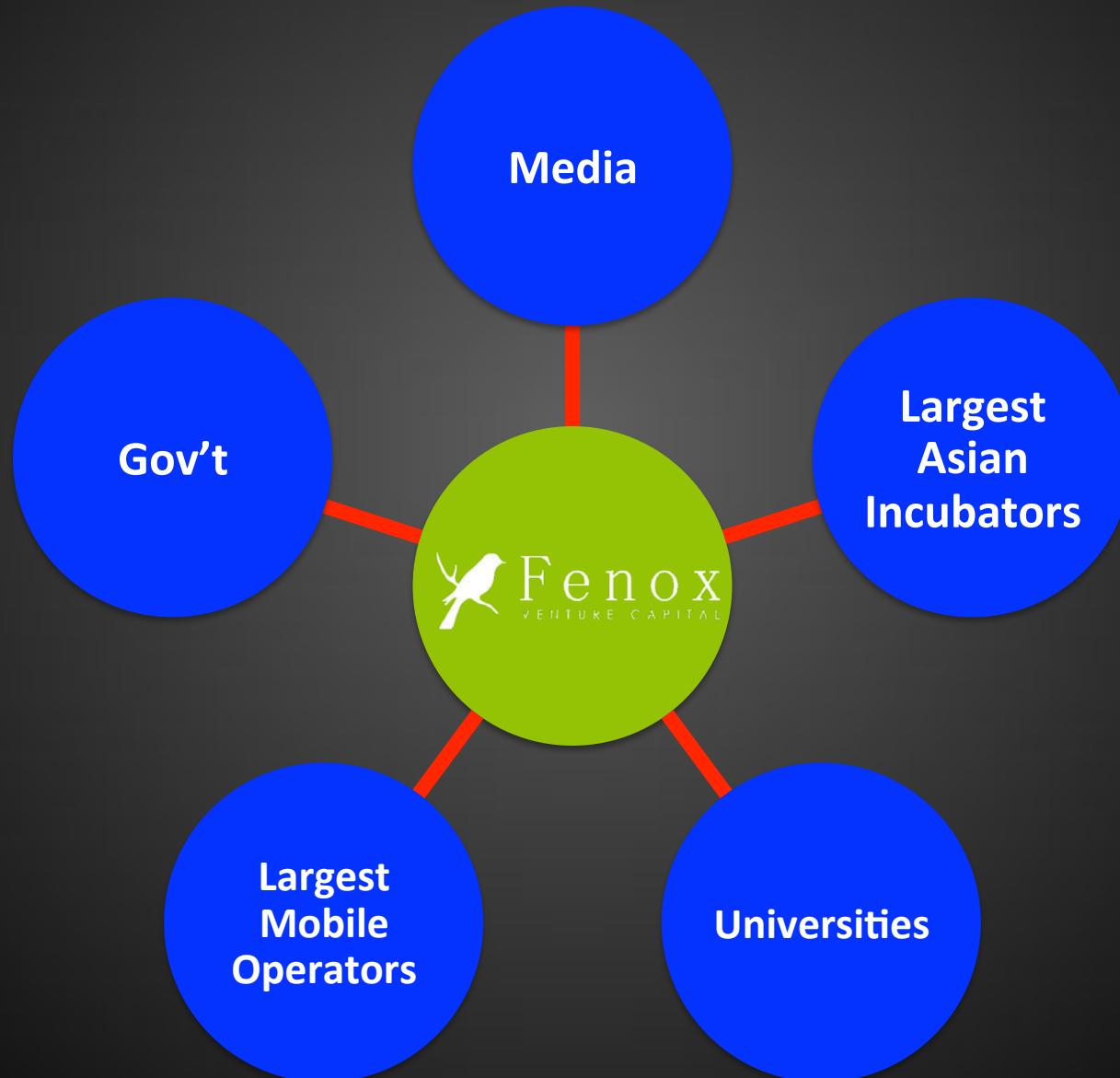
Fenox Helped with the Bridging of Asia with the Rest of Asia



Agenda

- Who am I?
- Asia is BOOMING
- Successful Startups are Going Global
- Building Bridges for Startup Business Expansion
- Building the Ecosystem for Startup Growth
- Key Takeaways

Fenox Becomes Partners with Major Ecosystem Players



Building Ecosystem Through Partnership in Asia



**JOYFUL
FROG
DIGITAL
INCUBATOR**

Gadgets Enterprise Social Europe

Trending Facebook Apple PayPal

JFDI Accelerator Raises \$2.1M To Help Singapore Become Southeast Asia's Startup Hub

Posted Mar 17, 2014 by Pankaj Mishra (@pankajontech)

434
SHARES



Singapore's *joyful Frog Digital Incubator* has raised \$2.1 million from investors led by *Infocomm Investments* to pursue the city state's ambitions of becoming the startup hub for all of South East Asia.

Russia's *SpinUp Partners* and the Silicon Valley-based *Fenox* are among other investors participating in the latest round. The idea behind getting more overseas investors is to

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OVERVIEW
joyful Frog Digital Incubator (JFDI) is a based seed accelerator modelled on has 60% success taking start-up bus to \$600k seed investment in 100 da focus is on mobile and digital produ made in Asia, for Asia. Its customer start-up teams, early stage business investor/acquirers, and organization

LOCATION
Singapore, Central Region

CATEGORIES
Startups, Automotive, Finance, Incuba

JFDI is the **Largest Digital Incubator** in **SEA**

Building Ecosystem Through Partnership in Asia



The image shows a screenshot of a news article from the Founder Institute website. The article is titled "Two Silicon Valley Leaders Join Forces to Launch and Fund Technology Companies in Bangladesh" and is dated January 9, 2015. It features a circular logo for "BANGLADESE DHAKA" with a city skyline and the Bangladeshi flag. The text describes a partnership between the Founder Institute and Fenox Venture Capital to fund startups in Bangladesh.

FOUNDER INSTITUTE

About Curriculum Mentors Graduates Blog

Two Silicon Valley Leaders Join Forces to Launch and Fund Technology Companies in Bangladesh

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FI News Posted by Joe Garza on 2015-01-09



The **Founder Institute**, the world's largest entrepreneur training and startup launch program, and **Fenox Venture Capital**, a global venture capital firm, have partnered to fund the next generation of aspiring entrepreneurs in Bangladesh, transforming new ideas into funded startups. The two Silicon Valley-based organizations pledge to guide local founders through the entire process of developing high-growth technology businesses in sectors such as mobile apps, digital health and enterprise software. The strongest companies from the upcoming Founder Institute chapter in Dhaka will each receive a \$15,000 USD investment from Fenox Venture Capital upon graduation from the intensive 3.5 month program.

Founder Institute is the **World's Largest Entrepreneur Training and Startup Launch Program**

Building Ecosystem Through Partnership in Asia



Fenox establishes brands across all of **Asia**
through our partnership with the **Largest Media**

Fenox VIP Networking Party

Singapore, Tokyo, Jakarta



Over **150+**
Guests



10+
Incubators &
Accelerators



50+ VC's



5+ Gov.
Officials



25+
Startups



Akira Kato
World Innovation
Lab

Shinji Morishita
NTT DoCoMo
Ventures

Dave McClure
500 Startups

Anis Uzzaman
Fenox Venture
Capital

Kevin Hale
Y Combinator

Batara Eto
East Ventures



Agenda

- Who am I?
- Asia is BOOMING
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- Building Bridges for Startup Business Expansion
- Building the Ecosystem for Startup Growth
- Key Takeaways

Key Takeaways

- Do Not be Limited to a Comfortable & Familiar Market**
- Go GLOBAL**
- It is Crucial to Find the Right Partners Who Can Bridge the Gaps**

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