



GLOBIS CAPITAL PARTNERS

MoMo Tokyo – August 25th – Show Me The Money!

Keis Ide

Globis Capital Partners

www.globiscapital.co.jp

About myself

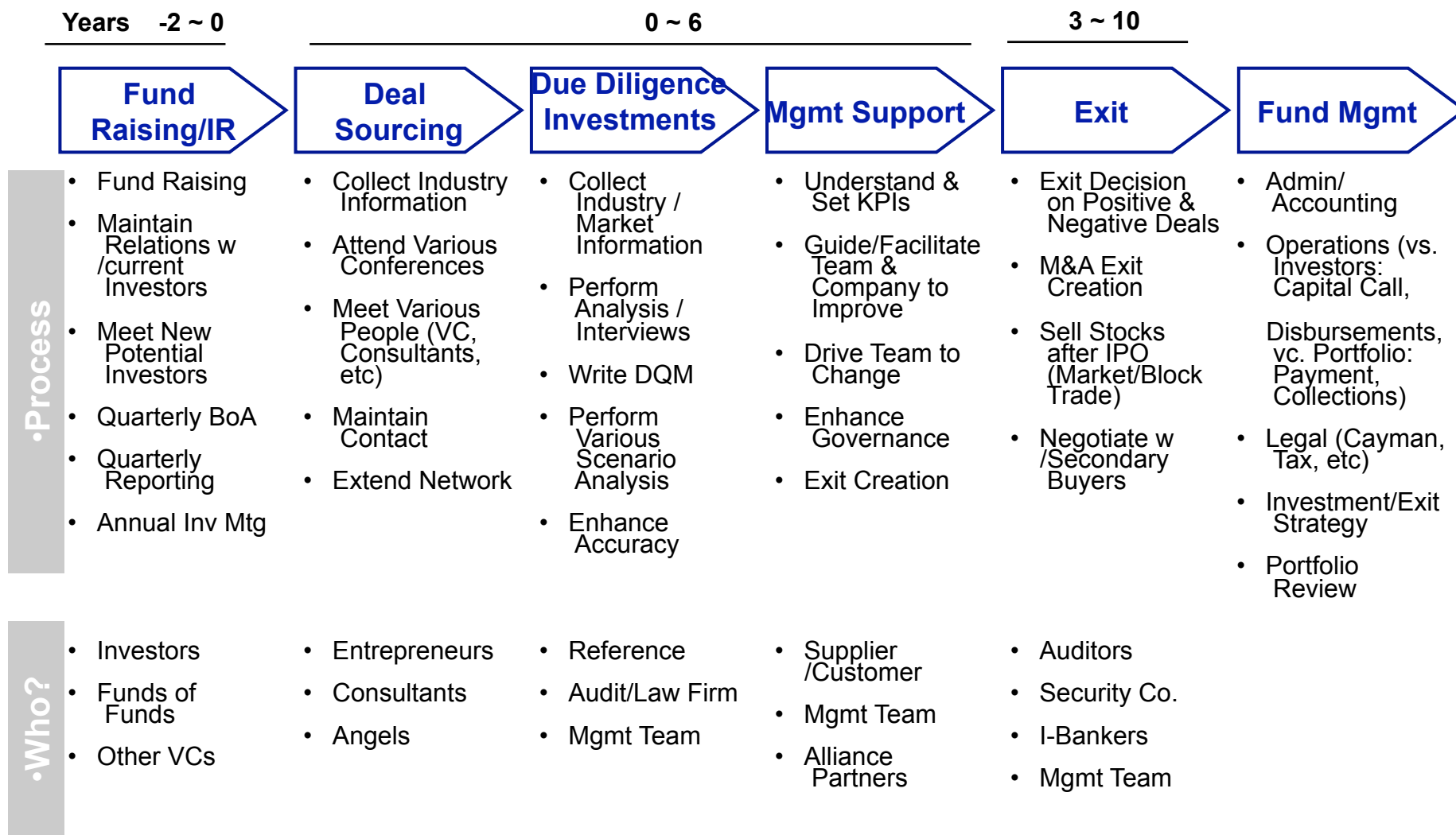
- Background
 - Born and raised in various parts of Japan, high school in New England, collage in the South, grad school and work in Northern California and Tokyo
 - Longest places of residence: Silicon valley (7 years), Tokyo (6 years and counting)
- Career
 1. Semiconductor equipment engineer in San Jose
 2. Management consulting in tech marketing. Palo Alto.
 3. Joined a processor startup venture in Tokyo, international business development
 4. Venture capital in Tokyo
- Goal...
 - World domination (...starting in niche scale –what venture business is all about!)

Definition of Venture Capitalist

- Venture Capital business is hard to define. It's not merely a deal finding, or a due diligence. Definitely not an investment banking. Those are only part of it, however, none of them describes the whole...
- Venture capital is **the Business to Build Business.** It's a **People Business**, and a **Disciplinary Business** as well. It is well said that venture capital is harder than marriage.”

*Stanley E. Pratt
Founder of Venture Capital Journal*

Venture Capital Business Cycle



Main Points to think about when looking for venture funding

- Fund strategy?
 - Geography
 - Sector
 - Stage
- Management support style?
- Who will be your capitalist?

Overview of Globis Capital Partners

- The largest independent VC in Japan w/JPY38.5B under management
- Specialization in Japan
- Management team with complementary value-add capability
- Strong local brand and exclusive deal flow

Investment Areas

- IT/Technology

- ✓ Japan advantage, global IT/technology products
... *High risk/ high return (5X+)*
- ✓ Mobile Internet service ,digital animation/gaming,
fabless semiconductor, etc.

- Service

- ✓ Fast growing domestic services deals
... *Low risk/ medium return (3X+)*
- ✓ Emerging/Niche services, Deregulation/Arbitrage
Opportunities, Innovative IT enhanced business
model, etc.

Investment Stage and Size

- Stage
 - ✓ Initial focus on series A and B rounds
 - ✓ Follow-on investments at later stages
 - ✓ Opportunistic late-stage and carve out deals
- Size
 - ✓ Typical initial size JPY100M-JPY300M
 - ✓ Target: invest JPY300M-JPY1,000M in a company over the life of investment
- Syndication Structure
 - ✓ Typical lead or co-lead investment syndicates
 - ✓ Obtain board seat and actively support management team

Recent investments



Cafegroove
Entertainment media producing company



Interactive Brains Co., Ltd.
Developer of 3D mobile games for mobile phones



iCAT
Simulation software developer for implant surgery and also sells personalized surgical guide and drill.



Japan Animal Referral Medical Center
Secondary medical service provider for animals



The New Media Group
Internet television and interactive community platform developer



a2network corporation
Operates own MVNO service under BerryMobile brand and provides MVNE (enabling) service for other MVNOs



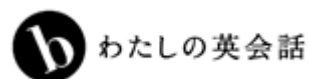
Yumemi Inc.
Mobile commerce solution, sales of mobile/PC commerce package software and operating mobile mail magazine media



Dream Dining Corporation
New style "Casual Japanese Dining" concept restaurant "Tokyo Table" in USA.



IBJ
An infrastructure for matchmaking for arranged marriage service providers.



by ZOO Corporation
Providing one-on-one tailor made English lessons specifically for females



Metacast Internet/
TV movie tagging, sharing and searching services provide



LIFENET INSURANCE COMPANY
Provides discount life insurance products mainly through the internet



ZettaCore Inc.
Develops and markets molecular memory technology and products

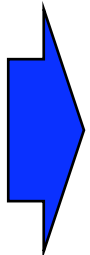
What we look for in companies

- Management
 - Good set of people?
- Market
 - Large and/or Growing?
- Product
 - Sustainable competitive advantage?
 - (Globally) scalable?
- Valuation
 - Can investors make money?

IT Industry Overview & Strategy

Trends/Observations

- ❑ Emerging Segment in Mobile
 - ❑ E-Commerce & Contents Strong (Game/Avatar)
 - ❑ Net Media Approaching "Maturity"
- | | | |
|---|---|---|
| O | - | - |
| K | - | - |
| E | - | - |
- ?Model



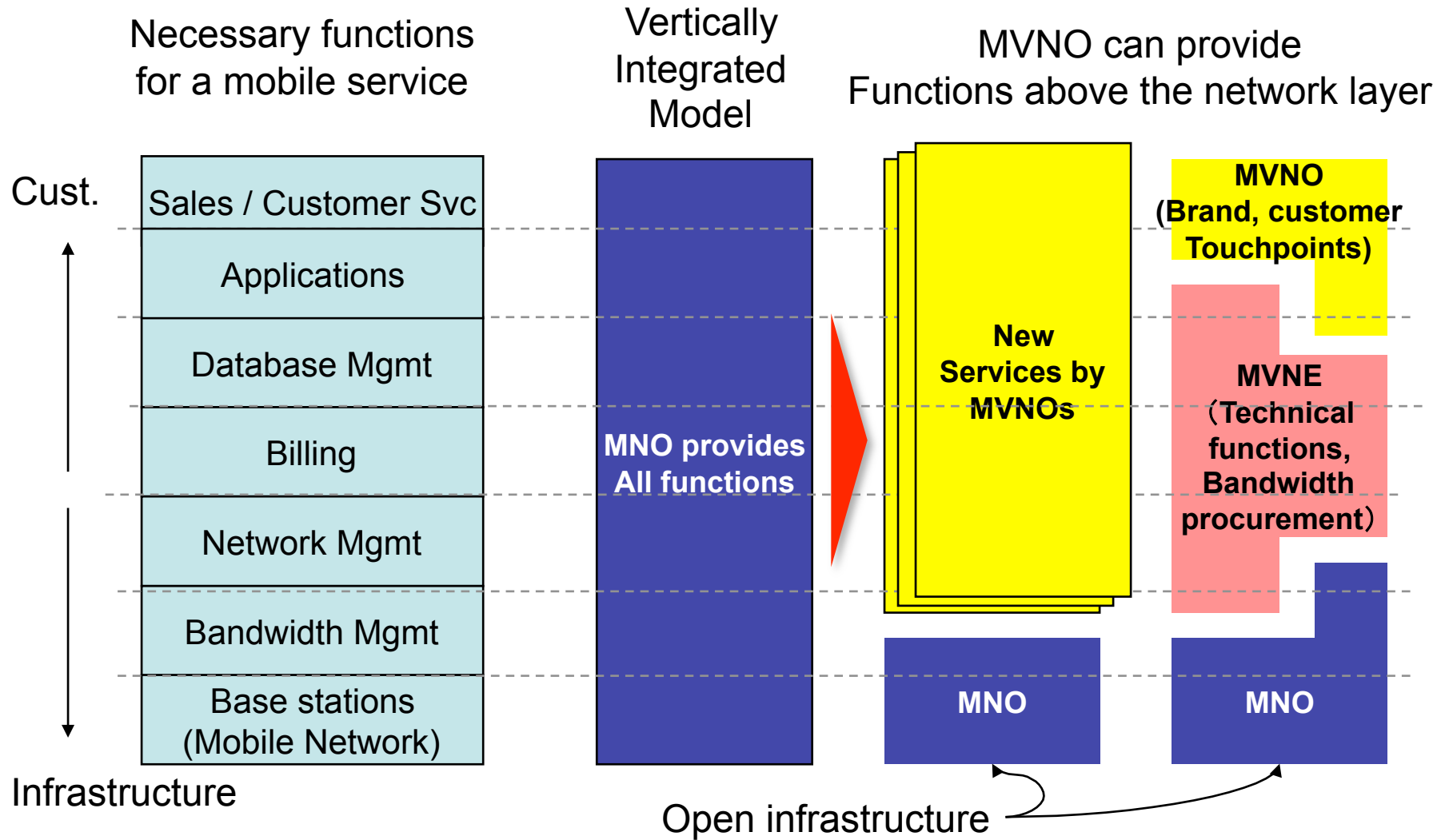
Action

- ❑ Focus on Mobile Platform Business
- ❑ Not Ads ... But Contents & EC
- ❑ Focus on Innovative Capabilities / Solutions

Portfolios



What is an MVNO?



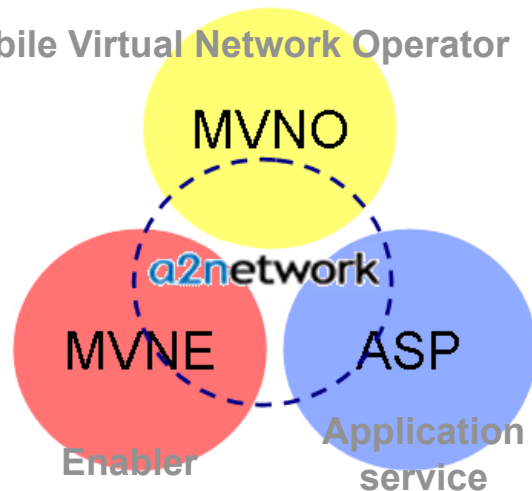
a2network business domains

MVNO (berry mobile brand): Own system, own operation

MVNE (Enabler): Providing our proven system to enterprise customers, enabling to start MVNO service quickly from small scale

ASP (Application Service): Providing part of our services to consumer, enterprise

Mobile Virtual Network Operator



MVNO (berry mobile)

- Revenue stream
- Technology/Product for MVNE
- Know-how of MVNO operation

MVNE/ASP

M(V)NO Enabler/ASP

- providing product and know-how developed in MVNO business

a2network can provide reliable, complete sets of platform for MVNO business.

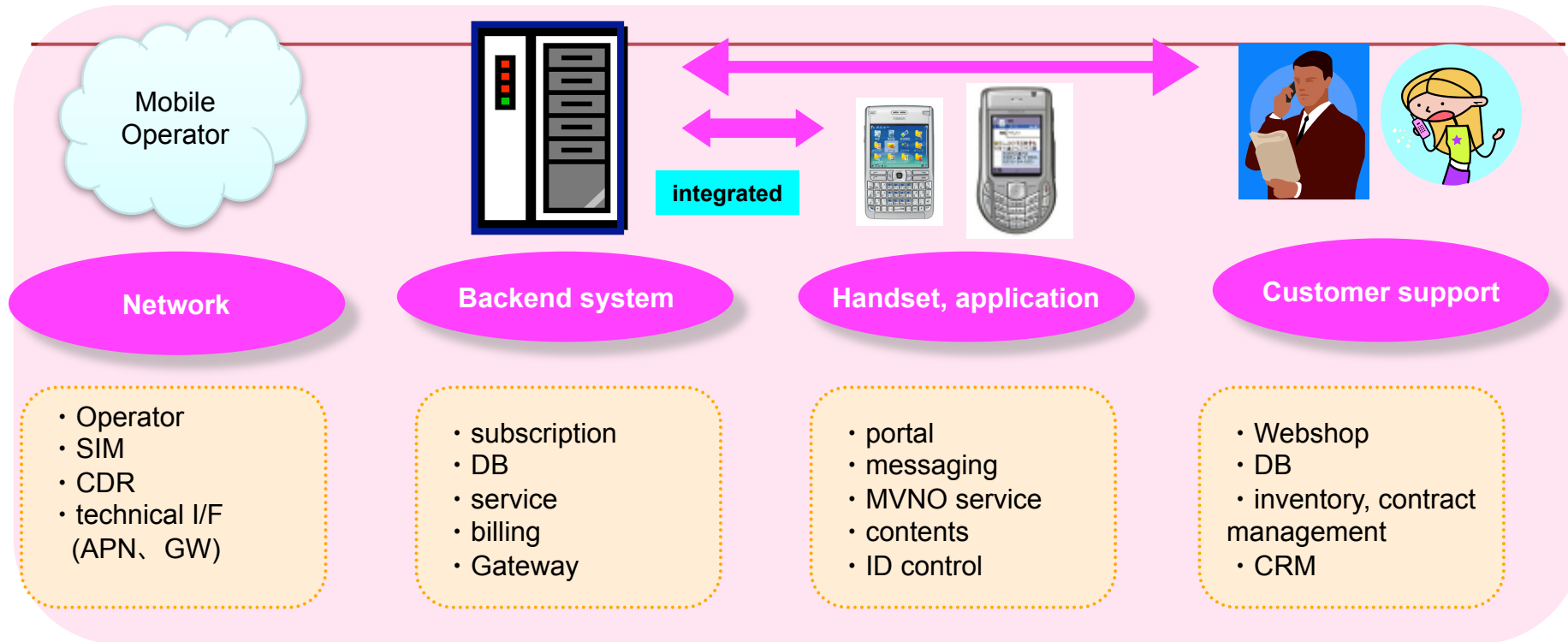
berry mobile, an MVNO targeting Japanese outside of Japan

For Japanese living in overseas,
providing services

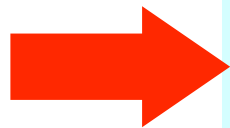
- Japanese mobile phone
- Voice, Data communication
- Japanese capable E-Mail, SMS
- Japanese mobile portal
 - News
 - Other information



Know-How of a2network

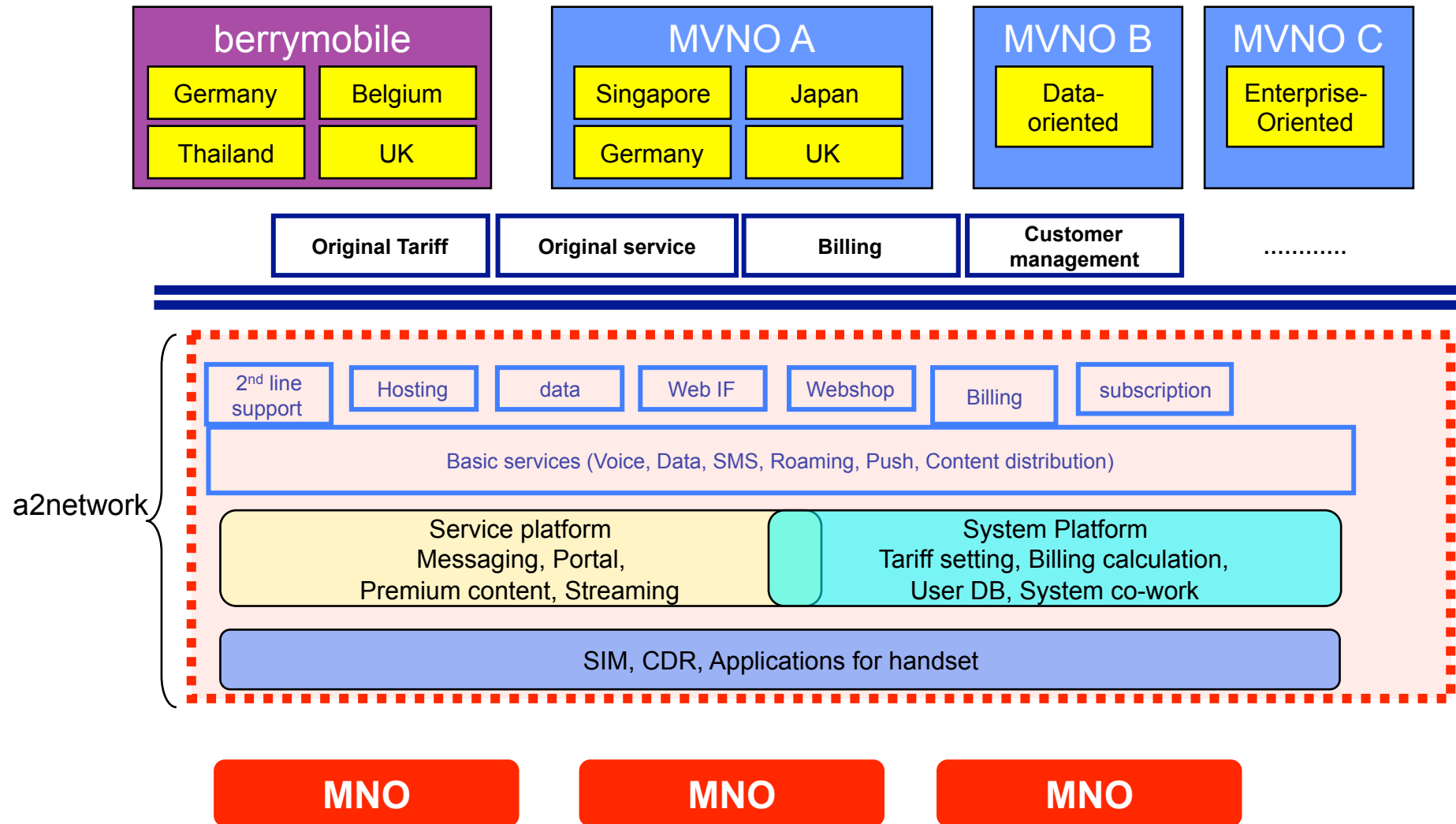


Experiences and Know-how



1. Real experiences running an MVNO service with multiple carriers in multiple countries
2. Enabling platform based on MVNO business
3. Understanding of various technologies (GSM, WCDMA, system, handset)
4. Network with mobile operators (Japan, overseas)
5. Backend System technologies
6. Handset client application technologies

MVNO Enabling Platform



Questions?