would you kindly introduce yourself?

Is there any particular reason why you changed the career to venture capitalist? Could you briefly introduce your company? Roughly 3-5min

What are routines as venture capitalist?

Creating fund and finding potential startups are your two main tasks. Which one is easier, funnier, making you more excited?

Based on two tasks, tell us about different activities?

Main question today is how do you recognize if this startup is successful.

What is the ratio of successful expectation? Is there any case you missed out and regret it?

Any suggestions for future startups and future Vcs?

Today, we're excited to welcome a CEO of a rising star company in the robotics area

"CEO Choi Jae-won is the founder of Helper Robotics, a company specializing in the development of service robots. The company currently provides automated robotic solutions for the food and beverage (F&B) industry."

The company is currently valued at 10 million dollars and has entered the Series A stage.
Also, Beyond the F&B market, the company is expanding its automation solutions into logistics, agriculture, and construction sites."

"We'll now have an in-depth conversation with CEO Choi Jae-won about value proposition and product-market fit. Now, the discussion will be conducted in Korean, but English subtitles will be provided.

대표님 안녕하십니까? 바쁘신데 출연해 주셔서 감사합니다. 먼저 간단하게 대표님 소개 부탁드립니다

개인적으로 스타트업을 시작하신 이유가 뭔가요?

헬퍼로보틱스 대해서 소개 부탁드립니다.

헬퍼로보틱스의 가치제안은 무엇인지? 고객의 job, pain point, gain,순으로 정리해서 가능할지요?

가치제안에 대한 고객들의 반응은?

Product market fit이 달성되었다 보는가? 그렇다면 근거는? 아니라면 근거는? 예를들어 정량적 자료등으로 대이터 수집자료가 있는지?

경쟁이 심하고 수익이 좋지 못 할것같은 시장에서 어떤 전략으로 유리한 위치에 서게 될 수 있었는지요?

Any suggestions for future startups?

Thank you for sharing your valuable insights. It has been a pleasure discussing value proposition and product-market fit with CEO Choi Jae-won. We appreciate your time and thank you for being with us."

"To everyone watching online, we hope you found this session valuable and insightful. Thank you for your time and attention."