

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 distinguished
guest — a widely
recognized CEO from Korea

"Mr. Gang Nam-gu is the founder of Jaksim Study Cafe, a fast-growing education and lifestyle brand in Korea. Under his leadership, the company has secured more than 10 billion KRW in funding and launched over 1,000 franchise branches nationwide."

Building on that success, he recently launched *Pico Partners*, an innovative unmanned store management software and kiosk solution, which is now being used in more than 3,000 locations all over the country."."

"He has recently appeared on popular Korean variety shows, establishing himself as a true celebrity. Today, we'll be talking with CEO Gang Nam-gu about the dynamic nature of markets and what it's like to run a startup in such an environment. From this point on, the session will continue in Korean, but English subtitles are available if you turn them on."

대표님 안녕하십니까? 바쁘
신데 출연해 주셔서 감사합니
다. 먼저 간단하게 대표님 소
개 부탁드립니다

개인적으로 스타트업을 시
작하신 이유가 뭔가요?

작심 스터디 카페에 대해
서 소개 부탁드립니다.

작심 당시 시장 상황에 대해서 말씀해주실 수 있나요?, 예를 들어, 전통적 독서실, 신규 모던한 독서실, 스터디카페로 진화하는 모습, 잠재적 경쟁자들, 사람들 니즈 변화 등 여러 가지 역학 관계가 있을 것 같은데요

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

유리한 위치가 되었을 때 기존
의 경쟁 상황이 어떻게 변
화되었을까요? 예를 들어, 잠
재 경쟁자가 진입을 포기했다,
고객 충성도가 올라갔다. 등

최근 피코파트너스를 런칭하
셨는데, 그 과정에 대해서 간
단히 말씀부탁드립니다.

피코파트너스로 회사가 다른
모습으로 변모를 하였는데,
이후 경쟁 상황에 대한 변화
가 있었을까요?

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가 있었을까요?

Any suggestions for
future startups?

We hope it was a valuable time full of insights. That wraps up our conversation with CEO Gang Nam-gu. Thank you so much for watching."