

LUXKO Consulting

Providing a gateway for Korean & Japanese innovation to Europe

Our Consulting Services

1. Market research for European markets entry (B2B, B2C)

Performance: Luxembourg Space Industry & European FinTech Market Entry & incorporation. **Status: Specialist in-house market research team at LUXKO*

2. Export and trade consulting (matching with European retailers), on-site testing

Performance: Designated with KOTRA Overseas FDI (Foreign Direct Investment) Network

**Status: Working with local consulting firm specializing in trade distribution, holding local social media manager staff.*

3. Localization of Korean & Japanese brands to European brands, collaboration with local promotional video production partners (subtitles in five major European languages)

Performance: Startup and SME promotion videos produced by LUXKO Media >>>

**Status: Collaboration of video production specialists, translation available in five languages of choice (Korean, Japanese, German, French, English, Luxembourgish), partnership with Italian graphic design company*

4. Incubating services for start-ups

Performance: CONTEC, INFINIQ (both companies decided to establish a Luxembourg branch after a year of incubation)

5. Local investment support (investment feasibility review)

Performance: Provided support to Streami (Fintech) in obtaining 1.1 Million Euros investment from 2be.lu VC, which included services ranging from company sourcing to execution.

**Status: Working with local accountants on investment for CONTEC Space (Luxemburg branch) to fill out IR data and pitch to local investors.*

6. Data based expert consulting support

Performance: In process of inquiring to use Infiniq AI based data management solutions for local automotive companies.

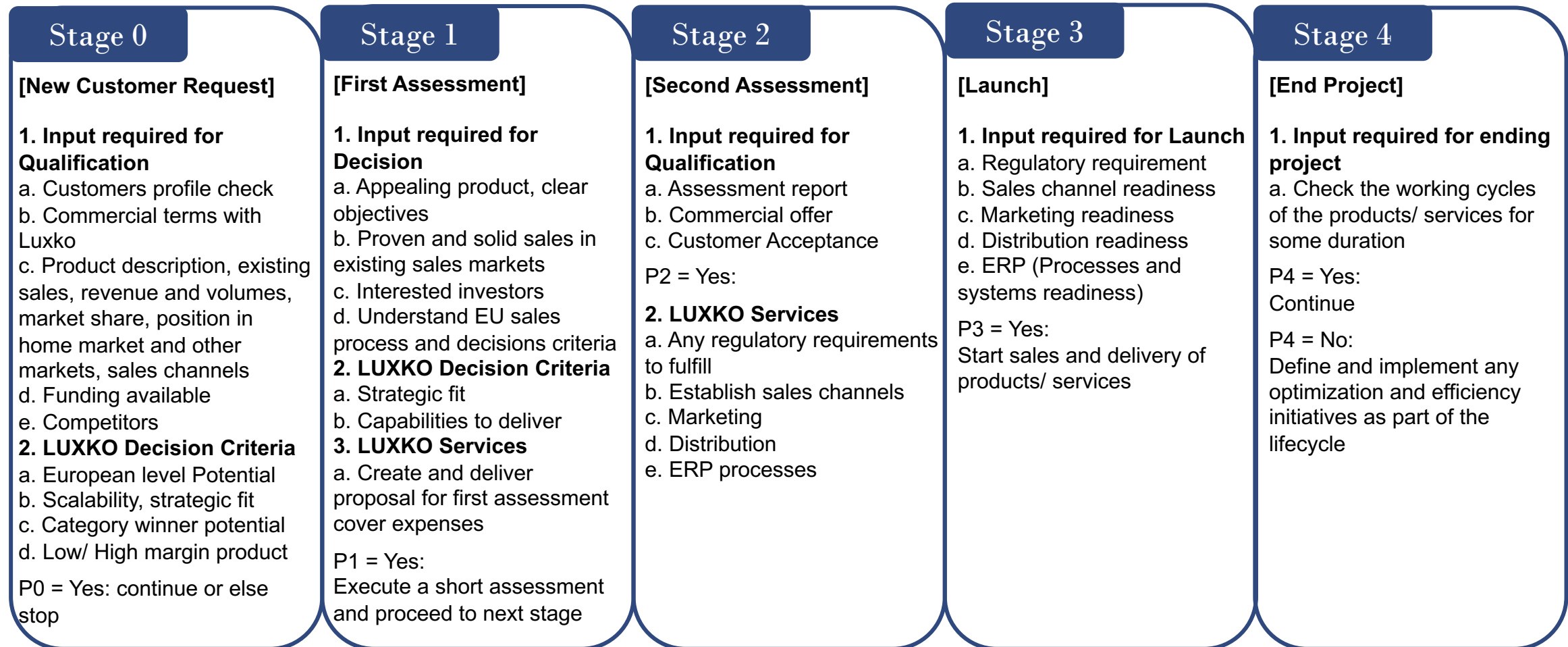
**Status: PoC (Technical Verification) successfully done!// Incorporated in Luxembourg*

7. Patent and legal support

Performance: Consultation with local law-related agencies to ensure enterprises entering EU can protect their intellectual property rights in negotiations with local companies.

**Status: Working with two local patent and trademarks companies*

Incubation Process



Note: where P means Process Stages

2021 – New Market –

JAPAN

- LUXKO Project Manager for JAPAN
 - Experience: **+ 20 years** of Global Sales and Marketing with multinational companies (*i.e. Fuji TV, L'Oreal, Japan Tobacco International, Ferrero.*),
 - *Japanese born and raised in Japan -understanding both Japanese business culture and Western business way of operating) : graduated from top business school ESCP –EAP (native in **Japanese, and Spanish** fluent in **French & English**)*
 - Track record: Sales (From 'Zero' to 3 Millions) development to “*BeneLux, UK, Ireland, Japan (built from 0 to 1 million USD market), China, Malaysia, Vietnam.*”
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- Expert area:
 - 1) Global export & import (Country Manager, C-level)
 - 2) Expanded **Japanese company activities in Europe** : ex : Ebara, King Jim, etc..
 - 3) **Go to market sales**: prepared ad-hoc strategy for the Japanese company to expand in Europe
 - 4) open up new business from ground : open up distribution channel / sales for consumer goods companies



Our new goal in 2021 is to bring the successful Japanese company to Luxembourg to make here as their EU HQ. To combine LUXKO's experience with the Japanese speaking local expert!

Business Partners



2be.lu Venture Capital: Investment fund founded in 2014 Luxembourg with the purpose to help start-ups make their way into the global market. Focused on supporting platform-based IT businesses, AI and FinTech technologies. Holds excellent investment performance as an investor and a strong global sales network and provides various financial and management support.



LBAN (Luxembourg Business Angel Network); Goal of LBAN is to match highly scalable start-ups with individual investors. They manage investor communities, forge partnerships with domestic and international start-up ecosystem related entities and develop investment capabilities. The board of directors are industry's most capable and advanced personnel and are sponsored by the Luxembourg Chamber of Commerce.



LPEA (Luxembourg Private Equity and Venture Capital Association): The representative institution is trusted by most private equity and venture capitalists in Luxembourg. Focused on actively promoting private equity funds and VCs in Luxembourg. It provides an interactive platform that enables investors and advisors to explore the latest trends in the industry.

Business Partners



Luxembourg Chamber of Commerce: Public institution that brings enterprises in all economic sectors (excluding craft and agriculture) together. Their main mission is to express and defend members' interests based on fairness. Holds more than 90,000 members accounting for 75% of the working population and 80% of GDP. Members' contributions are essential resources of the Chamber of Commerce; thus, they boast financial autonomy.



Ziffer (Family Office): UHNWI (Ultra High Networked Individuals) is a family office in Luxembourg, providing asset management services. Has a team in Europe having more than 10 years of experience specializing in international law and finance. Provide services in areas such as management advice, private equity fund management, and financial planning and reporting.



VNX (Fintech Company): Founded in 2018 with the aim of democratizing traditional private capital markets with new Fintech technologies. Launched an innovative block chain platform in 2019 that can tokenize various assets and digitize funds to effectively consolidate transactions. Provides previously inaccessible alternative investment opportunities through digital assets and a portfolio of startups.

Business Partners



CONTEC: It is a spin-off company of KARI (Korea Aerospace Research Institute) founded in 2015. It provides space ground station services and satellite image processing and application services. More than half of their engineers have master's degrees with more than 10 years of experience in the space industry. In 2019 they established a Luxembourg branch to attract global customers.



Infiniq: It was founded in 2001 and specializes in software testing that provides a variety of quality services to meet customer requirements in different areas, including mobile HW and applications, solutions (web/platform/SI), and hybrid (embedded). Provides testing services for different product lines through testing specialists, testing devices, and a crowd pool of people. They are planning to establish a European branch to target the European market.



ICTK Holdings: It is a Korean company, founded in 2001 with the aim of developing technology that can mass-produce PUF chips using physical replication prevention. Hardware (HW) security technology PUFs are expected to be the next-generation security technology replacing software (SW) security methods. ICTK has a successful history of collaboration with LG, KT, and Haier etc based on this core technology.

Partner Accelerators



Technoport: It is a technology business incubator. Its objective is to promote and support the development of Luxembourg's innovative technology enterprises. Provides management support services and infrastructure resources that are generally lacking for individual entrepreneurs or innovative foreign enterprises. Incubates 40 companies on average, and 25% of companies that left Technoport were successfully acquired by foreign companies.



LHoFT (Luxembourg House of Financial Technology): It is a public-private sector initiative for financial technology. Connects FinTech communities at home and abroad to drive technological innovation in Luxembourg's financial services industry. Representatives of Luxembourg's government, including executives of 13 major private institutions, Luxembourg Finance Minister Pierre Gramegna and representatives of the Luxembourg Chamber of Commerce, forms the board of directors at LHoFT.



SEOUL
FINTECH LAB

Seoul Fintech Lab: It was established to support domestic FinTech startups in Korea. Since 2018, Seoul City has been funding Mapo FinTech Lab and Yeouido FinTech Lab. Seoul FinTech Lab is the largest FinTech community in Korea, 70 percent of which are in Korea, and the remaining 30 percent are based overseas. Two private companies, K accelerator and teamw.e., operate SFL in cooperation.

Partner Accelerators



Commax Venturus: It is a Korea based IoT startup accelerator. Its objective is to establish an ecosystem in which startups & SMEs in the field of home IoT, smart home, and AI can work together. They achieve this by providing systematic development programs, creating collaborative models, thus supporting the whole value chain, so that startups can enter the market and continue their growth independently.



Kaccelerator: Their objective is to build a Fintech ecosystem in Korea where 'innovation' and 'growth' are in a virtuous cycle. They are trying to establish networking community of domestic conglomerates, SMEs, investors, and startups in the field of Fintech by providing specialized programs for supporting and fostering startups. They are seeking to continue to expand their initiatives to global space, including China, Vietnam, Singapore, and Malaysia as well as Korea.

Press Release

[LUXKO media projects \(Luxembourg, Paris, Seoul\)](https://vimeo.com/luxko) <https://vimeo.com/luxko>

[LUXKO's ICTK innovation award project in France](#) ETNEWS 2016.10.5

[Why Luxembourg is good to work and study for talented foreigners \(IT, Bluecard\)](#) Yonhap News 2018.6.29

[LUXKO and its investors who are interested in Korean high-tech companies](#) Maeil Economy 2019.3.8

[LUXKO interview about Luxembourg's finance center and fintech \(with Lhoft, BIL\)](#) Maeil Economy 2019.3.29

[LUXKO's Korea media support, VNX Exchange at Chosun Media](#) 디지털조선TV 2019.4.3

[LUXKO Demo Day in SEOUL 2019 at TIPS Town with Luxembourgish investors](#) FinancialNews 2019.7.16

[LUXKO's client, CONTEC 's expansion, the 1st Korean space tech to Luxembourg](#) SIGNAL 2019.7.17

[PORTRAIT of Mrs Semi Park – Koreans Living and Working in Luxembourg](#) Chamber of Commerce 2019.7.18

[VNX Exchange, Streami and ABT issues digital assets](#) Money Today 2019.11.25

[LUXKO's partnership project between VNX and Streami](#) Maeil Economy Newspaper 2019.12.2

[LUXKO interview to introduce the Luxembourg's family office environment \(with LPEA\)](#) Maeil Economy 2019.12.6