PARTNER BRIEF

Technology needs of the global corporations and profiles of the overseas investors attending the 1:1 Partner Meetings on November 12, 2026 at Pangyo Startup Zone. Startups should align their proposal with the needs and investment focus below.

2026 CCEI Global Innovation Summit 1:1 미팅에 참여하는 글로벌 대기업의 수요기술과 해외 투자자 정보입니다. 대기업 미팅은 해당 수요기술을, 투자자 미팅은 각 VC의 투자 분야·단계를 기준으로 준비해 주세요.

CONTENTS Global Corporations: Michelin · Nestlé · Paxon | Overseas Investors: The Radical Fund · Startup Wise Guys · Asia2G Capital · Boost Capital Partners

FORMAT
15-minute 1:1 meetings, pre-matched by GCCEI

WHO ATTENDS
CEO or C-level able to discuss technology and terms on the spot

LANGUAGE
English only, no interpretation provided

MICHELIN

HQ France · Tyres, mobility services and solutions · Michelin Innovation Lab, ventures and partnerships

SUMMARY · 요약

Need	세부 분야
Autonomous & Connected Tyres	AV·로보택시·배송차량 대상 센서·커넥티드 타이어, 정비망 연계
Maintenance Robotics	타이어·차량 정비 자동화 및 디지털화
Fleet Energy Management	플릿 에너지 관리 효율화
Vehicle Condition Certification	생애주기 상태 인증·등급화, 잔존가치·규제 대응

DETAILS

Autonomous vehicles, robotaxis, delivery vans and trucks	• Solutions bridging the gap between tyre condition, driving conditions, vehicle calibration and maintenance requirements • Sensors and connected-tyre technologies linking vehicle condition with maintenance needs • Solutions for autonomous-vehicle fleet operations, including those that could leverage Michelin's physical maintenance capabilities through Euromaster, Tyreplus and related networks
Robotics	• Technologies that automate and digitise tyre maintenance and wider vehicle maintenance for fleets
Energy management for fleets	• Solutions that improve fleet energy management, a key performance indicator for fleet customers
Vehicle condition certification	• Technologies enabling vehicle-condition certification and grading throughout the vehicle lifecycle • Solutions supporting regulatory compliance, residual-value assessment and better use of fleet-management data

NESTLÉ

HQ Switzerland · Food and beverage, nutrition, health and wellness · Nestlé R+D Accelerator, HENRi@Nestlé

SUMMARY · 요약

Need	세부 분야
E-commerce Primary Packaging	1차 포장 직배송, 재포장 축소, 물류·EPR 비용 절감
Glass Alternatives & Lightweight Materials	유리병 대체, 경량·내충격 소재, 배리어 성능 유지
Sustainable & Recyclable Packaging	재활용 설계, 종이·바이오 폴리머, 버진 플라스틱 저감
Food Safety & Ambient Shelf Life	상온 유통 적합성, 유통기한·품질 유지, 운송 파손 저항
Consumer Experience & Shelf Differentiation	프리미엄 언박싱, 선반 차별화, 손쉬운 개봉·재밀봉

DETAILS

E-commerce optimised primary food packaging	• Primary packaging formats, materials and technologies suitable for direct-to-consumer shipping • Packaging that ships in its primary format without additional repacking • Solutions suitable for e-commerce platforms and direct shipping
Alternatives to glass jars	• Alternatives to glass jars for high-volume SKUs such as Nescafé • Lightweight, durable materials that resist fracturing • Barrier performance equivalent to existing packaging
Rigid and ergonomic packaging	• Rigid, ergonomic designs suited for e-commerce platforms • Convenience, unboxing experience, brand alignment and a premium impression • Meets both consumer and retailer requirements
Food safety, stability and shelf life	• Food safety and optimal shelf life under ambient conditions • Compatibility with ambient storage and distribution • Resistance to breakage and transport damage
Sustainable packaging materials and formats	• Improved life-cycle environmental impact; design-for-recycling • Reduced packaging waste in e-commerce logistics • Paper-based formats, bio-based polymers and lightweight structures • Limited focus on coating or lamination technologies for paper-based packaging
Repackaging and logistics reduction	• Cut or eliminate repacking during order fulfilment and reduce repacking fees • Lower logistics complexity, handling costs and Extended Producer Responsibility costs • Ships-in-own-container (SIP) and repackaging reduction strategies

Commercially viable and scalable solutions	• Technical feasibility, scalability and integration within Nestlé's packaging ecosystem • Economic sense compared with current glass packaging; logistics and repacking cost reduction • Packaging equipment implications and indicative CAPEX ranges, where available
Relevant product categories	Out-of-home and cold coffee · Air fryer products · Noodles · Snacking bars · Vitamins, minerals and supplements
Relevant e-commerce channels	Social e-commerce (e.g. TikTok) · Marketplaces (e.g. Amazon) · E-B2B platforms · Online grocery retailers · Europe and global markets
Shelf differentiation	• Packaging that acts as a "silent salesman" in retail • Distinctive shapes, materials, colours and structures; premium perception and brand identity • Memorable e-commerce unboxing that strengthens engagement
Consumer centricity and accessibility	• Easy opening and resealability, ergonomics and clear information • Packaging usable by a wide range of consumers, including elderly or physically impaired people
Out-of-home	• Portable, robust, convenient and portion-controlled formats for on-the-go, work or travel • Formats that deliver on sustainability and brand experience
Virgin plastic reduction	• Material substitution with paper-based or recycled content; lightweighting and redesigned structures • Balance plastic reduction with barrier properties, durability and shelf life • Scalable paper-based alternatives meeting sustainability and performance requirements
Thin-film laminates	• Multi-layer high-barrier structures using minimal material • Balance of performance, cost, recyclability and regulatory compliance; lower supplier and legislative risk • Thin-film laminates and coated-paper alternatives

PAXON

Unified 3PL brand of Bnode · Radial, Staci, Active Ants and Base Logistics · North America, Europe and Asia

Paxon is the unified third-party logistics (3PL) brand of Bnode, whose other brands include bpost and Landmark Global. It brings together Radial, Staci, Active Ants and Base Logistics under one identity, drawing on more than 40 years of commerce expertise across North America, Europe and Asia. Its services cover e-commerce fulfilment, omnichannel and integrated payment solutions, fraud detection and marketing logistics.

Paxon은 Bnode 그룹(bpost, Landmark Global 운영)의 통합 3PL 브랜드로, Radial·Staci·Active Ants·Base Logistics를 하나로 통합했습니다. 북미·유럽·아시아에서 이커머스 풀필먼트, 옴니채널·통합 결제, 사기 탐지, 마케팅 물류 서비스를 제공합니다.

SUMMARY · 요약

Need	세부 분야
E-commerce & Omnichannel	심리스 온·오프라인 통합, AI 기반 머천다이징
Warehouse Automation & Robotics	AI 기반 처리, 자율 시스템, 스마트 분류
Last-Mile & Logistics Optimisation	배송 경로 효율화, 실시간 추적, 지속가능한 배송
Supply Chain Visibility & Analytics	수요 예측, 재고 관리, 블록체인 추적
Fraud Prevention & Payment Innovation	AI 기반 위협 탐지, 안전한 거래, 결제 솔루션

DETAILS

E-commerce and omnichannel solutions	Seamless online and offline integration, and AI-driven merchandising
Warehouse automation and robotics	AI-driven processing, autonomous systems and smart sorting
Last-mile and logistics optimisation	Efficient delivery routing, real-time tracking and sustainable delivery
Supply chain visibility and analytics	Predictive demand planning, inventory management and blockchain traceability
Fraud prevention and payment innovation	AI-driven risk detection, secure transactions and seamless checkout solutions

Source: 2026 CCEI Global Open Innovation Program partner demand specifications (Michelin, Nestlé, Radial/Paxon).

OVERSEAS INVESTORS

Early-stage investors active in Korean startups, matched through GCCEI's 2026 Overseas Investment Fast-Track. Profiles are compiled from public sources and may not reflect each firm's latest fund status.
공개 자료 기준 정리로, 최신 펀드 현황은 미팅 시 직접 확인해 주세요.

THE RADICAL FUND

Attending: Alex San

동남아 기반 초기 단계 기후·임팩트 VC. 투자 그룹 Utopia Capital Management 계열로, 방콕·싱가포르·런던에 팀을 두고 있습니다.

Base & team	Southeast Asia base; team in Bangkok and Singapore, with members in London. Part of Utopia Capital Management (UCM), which has backed 130+ early-stage ventures across emerging markets
Fund	US$40M target climate-tech fund for early-stage Southeast Asian startups (first close announced 2023); LPs include regional family offices from the Philippines, Singapore and Thailand
Stage & ticket	Pre-seed to pre-Series A · US$250K–800K per company, plus hands-on operational support
Focus	Climate adaptation and mitigation, and scalable businesses with climate impact built in: agriculture, food, circular economy, financial services, mobility and logistics
Portfolio	Specific portfolio companies are not publicly disclosed. GCCEI understands the current portfolio also spans Taiwan, Japan and the UK

ASIA2G CAPITAL

Attending: Jihoon Jeong, Partner · 1:1 meetings 13:30–15:00

실리콘밸리 기반으로 한국·아시아 기술기업의 미국 진출을 돕는 VC(구 K2G Fund). GCCEI와 2024년 MOU를 맺고 클럽딜 공동투자를 진행해 온 파트너입니다.

HQ & network	Santa Clara, California (Silicon Valley), with a network across the US, Japan and Korea. Formerly K2G Fund
Fund	US fund; filed in 2026 to raise a second fund targeting US$70M. LPs include Joe Lonsdale (PayPal, Palantir co-founder) and Jang Byung-gyu (Krafton chairman)
Stage	Pre-seed and seed, with follow-on rounds in portfolio companies
Focus	Deep tech and B2B: enterprise SaaS, cybersecurity and identity, AI infrastructure and applications, robotics, cross-border logistics, energy and climate, digital health
Portfolio	Theori, HyperAccel, BalkanID, Argos Identity, Monoly, acrossB, Portlogics, Celltrio, Factagora AI (seed co-led with GCCEI, 2026), Viologen and others
Partner track record	Jihoon Jeong: early angel investor in Lunit (KOSDAQ IPO 2022); co-founder of Big Bang Angels and Digital Healthcare Partners

STARTUP WISE GUYS

Attending: Rasmus Kutt

2012년 에스토니아 탈린에서 시작한 B2B 초기 투자사·액셀러레이터(400개사 이상 투자). 이번 미팅에서는 규제·데이터 집약 B2B 분야 응용 AI, 국방·사이버보안·이중용도 기술, 에너지·전력망·산업 회복력 분야를 중점적으로 보며, 유럽 시장 진출·운영·협업 계획이 있는 기업을 선호합니다.

HQ & locations	Tallinn, Estonia (founded 2012). Programs run in Tallinn, Riga, Vilnius, Milan, Copenhagen and Bucharest; expanded to Latvia in 2016 and Lithuania in 2018
Fund	EUR 25M fund raised in 2023 · 400+ startups backed, 600+ alumni, 350+ mentors
Stage & ticket	Pre-seed and seed · accelerator investment up to EUR 65K (EUR 48K cash + program value); follow-on checks reported up to around US$500K
Investment focus Provided by Startup Wise Guys, Nov 2026	• **Applied AI in regulated and data-intensive B2B:** startups with moats in regulatory approval, proprietary outcome-labelled data or compliance assets that gain value as models commoditise. No thin AI wrappers. • **Defence, cybersecurity, resilience and dual-use:** subsystems and software for autonomy, sensing, counter-UAS and secure communications. • **Energy, grid and industrial resilience:** the electrification and compute-power bottleneck, including grid flexibility, storage and efficiency. Capital-light, software first. • **Opportunistic generalist:** outstanding teams outside the above, mainly B2B software, fintech infrastructure and vertical SaaS.
What they look for · 선호 조건	European focus, operations or collaborations · 유럽 시장 진출·현지 운영·협업 계획 또는 실적
Portfolio & exits	Welltrado, CallPage, Fractory, RebelRoam · exits include VitalFields (agri-tech) and StepShot; the firm reports 11 major exits across its portfolio

BOOST CAPITAL PARTNERS

Attending: Benjamin Torrero, Principal

런던(메이페어) 기반 초기 단계 VC(2022년 설립). 게임 업계의 사용자 경험 기법(지속적 테스트, 개인화, 리텐션 설계)을 핀테크·헬스케어·교육 등 실물 산업에 적용하는 스타트업에 투자하며, 유럽·중남미·미국을 커버합니다. 이번 미팅에서는 핀테크·헬스케어 B2B SaaS와 유럽 진출 기업을 중점적으로 봅니다.

HQ & coverage	Mayfair, London (founded 2022) · invests across Europe, Latin America and the US
Fund	First fund (Fund I) reported at around US$40M; first close of US$30M announced
Stage & ticket	Pre-seed and seed · initial checks up to US$750K, with follow-on capacity
Thesis	Backs startups that bring consumer and mobile-gaming UX practices, such as constant testing, personalisation and retention mechanics, to fintech, health, education, sustainability and infrastructure. Provides hands-on support on user acquisition, engagement and revenue
Focus for this summit	Fintech and healthcare B2B SaaS; startups expanding into Europe · 핀테크·헬스케어 B2B SaaS, 유럽 진출 기업 선호
Portfolio	1TK, Aurora, BePresent, Capably, Centinel, Cuvama, Curvestone AI, Ximple, Volta, Howbout, Stitch, Krew, Pulppo and others
Team track record	Founder Alvaro Alvarez del Rio has backed around 100 companies at or before seed, including early bets on Deliveroo, Supercell, Hutch Games and Tenor earlier in his career. Partners bring prior leadership experience at Google, Meta and Blackstone. Benjamin Torrero is a former financial lawyer and founded a Latin America-focused angel syndicate

Questions: ericchang@ccei.kr