UNIITY

ENABLING STARTUP GROWTH

Based in **Vietnam**, **France** and **UK**,

we are providing outsourcing and access to IT ecosystem in Asia and Europe

Services

STARTUP GROWTH SUPPORT

We choose the best tech startups and provide with support to create a secure business strategy and exclusive services.

When our startups are ready we introduce them to the best incubators and accelerators.

BILATERAL ASIA-EUROPE REPRESENTATION

We represent European Startups in Asia and help bring Asian Startups to Europe.

OUTSOURCING TO IN-HOUSE

We provide outstanding outsourcing management and services in Vietnam. Software Development and Testing; Application Support and Managed IT Services.

Market fit

Target market

- Early-stage IT Startups
- IT companies and Start-ups willing to expand either Asia and in Europe
- Companies with IT outsourcing needs

Vietnam tech ecosystem

- In Vietnam, the tech industry has grown an average of 20-25% year over year since 2001.
- The vietnam market for smartphone penetration is 25.23% with 22.000.000 user base.
- There are 14,000 mobile developers in VN.

Goals

- To identify 5 startups each month with solid business growth potential for our incubation partner Pentalabbs.
- Building our ecosystem based in Vietnam to provide our partners with tech support and detect business opportunities.
  Our ecosystem includes mentors, financial partners, and resources in development, marketing, design and sales.

Startups

Be-Bound — MOBILE

ECHOES — MOBILE WEB

People Centric — WEB

Like a Bird

FIRELIGHT.TV — WEB

MOBILE WEB

stickie.co — WEB

And more Corporate Clients...

Mentors

Eric Gouin
CEO at Pentalabbs
France

Aude Rotalier
Head of Finance at
Ubisoft *Singapore*

Hervé Naudin
Orange IT and Services
France

Cao Phong Duong
Officience Founder
Vietnam

Partners

Pentalabbs' startup incubation model associates business acceleration support with venture capital, thus offering young companies from the IT, software, e-commerce and web services fields unique services in a top of the range environment.

Founded: 2010

Type: Accelerator that does Seed, Early Stage Venture, Later Stage Venture, and Private Equity Investments

Investment Size: 10k - 500k

Sectors: Software, e-commerce, web services, M2M, IOT, ...

Regions: Europe, USA, Asia

https://www.crunchbase.com/organization/pentalabbs

MICA: Multimedia, Information, Communication & Applications is an international research institute affiliated to the Hanoi University of Science and Technology in Vietnam. MICA is followed by CNRS InS2I, InSHS, InSIS.

Founded: 2002

The MICA Institute consists of 3 research departments:
- Speech Communication (Computer Vision, Pervasive Spaces and Interaction,
- A centre for Technological Transfer and Applications
- A scientific and technological platforms.

Mica and Uniity partnership aims to convert Mica's research achievements into thriving businesses.

Get connecting to asian and european ecosystem
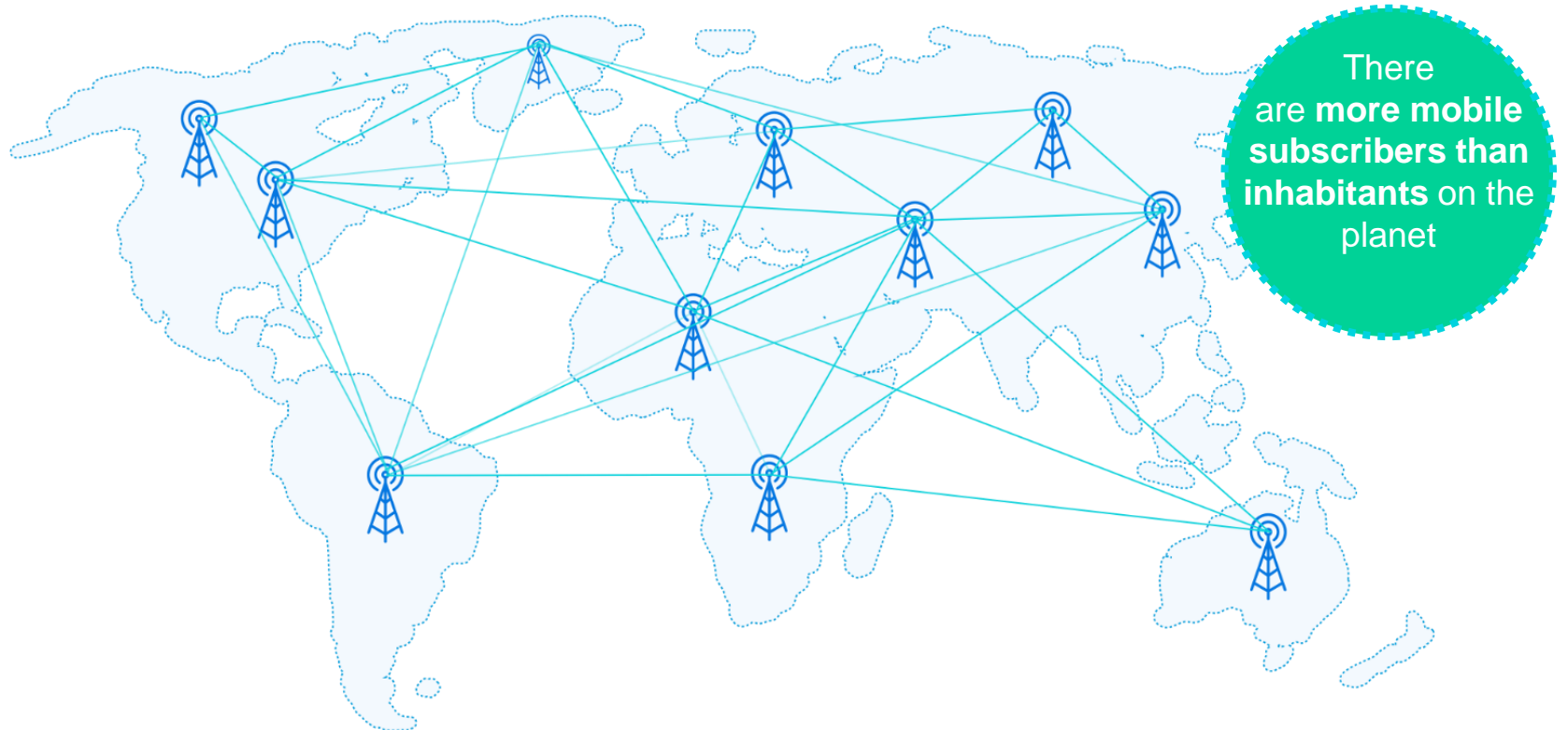
www.uniity.net

May 2016

Be-Bound

Aurèle TABUCHI – Head of Marketing – *Be-Bound Paris*

BE‑BOUND®

Tomorrow is a mobile World, Everybody is connected

There are **more mobile subscribers than inhabitants** on the planet

Be-Bound accelerates the digital transition

But today 4 billion people are still unconnected

Availability

Insufficient infrastructure

Affordability

High cost of access

Relevance

Content not local and relevant

BE-BOUND®

How does Be-Bound breaks the major 3 barriers

Availability
Insufficient infrastructure

Affordability
High cost of access

Relevance
Content not local and relevant

Constant connection
Stay connected even on SMS network
Compress data, use less bandwidth,
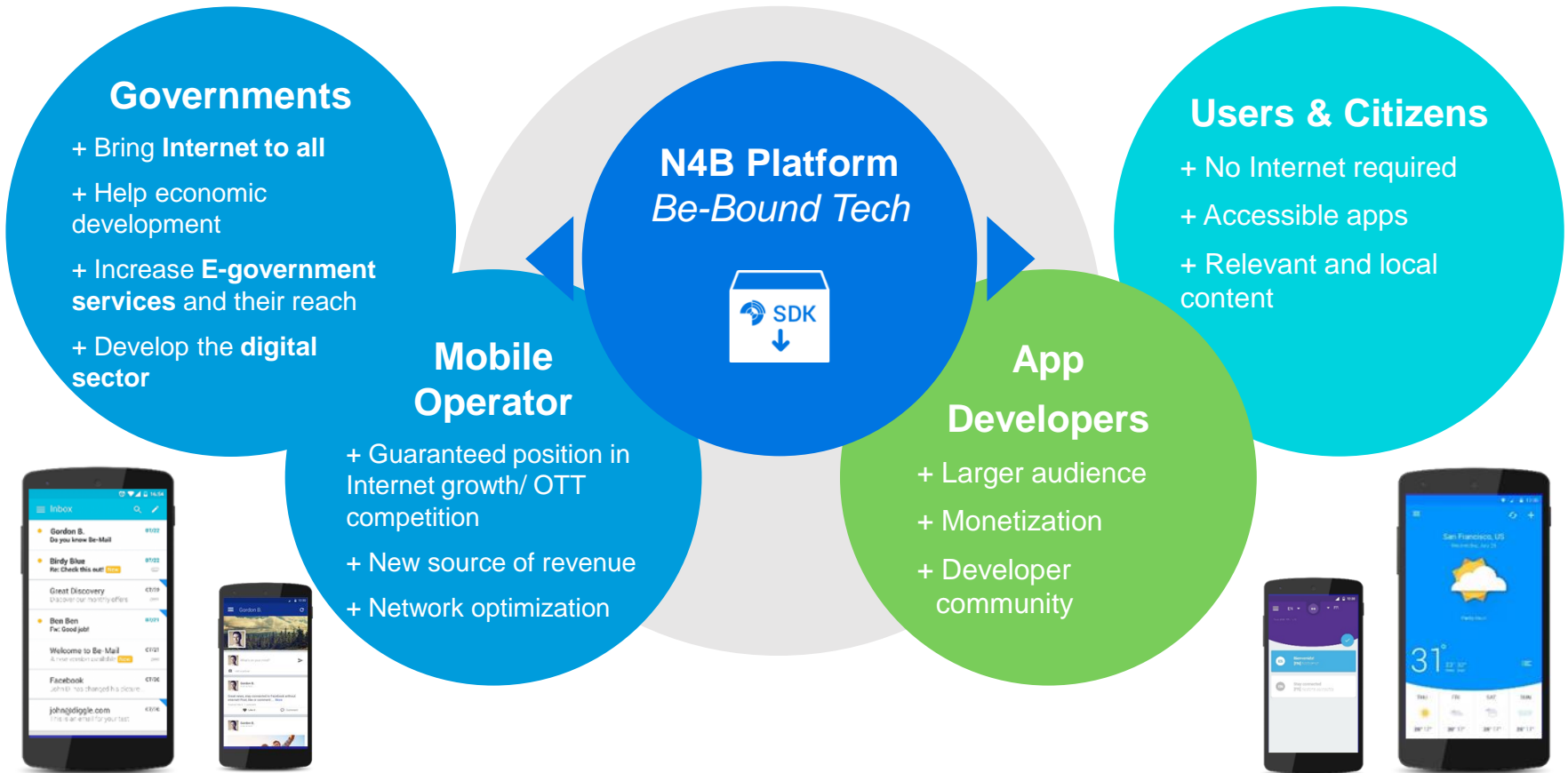works regardless of the network

Monetization
Connected to MNO billing system
In-app purchase credited on user's
MNO account
App developer paid for their app

Open Tech
Open Tech for local developers to
create relevant content

How do we provide our solution to users and citizens?

Governments

+ Bring **Internet to all**

+ Help economic development

+ Increase **E-government services** and their reach

+ Develop the **digital sector**

Mobile Operator

+ Guaranteed position in Internet growth/ OTT competition

+ New source of revenue

+ Network optimization

N4B Platform
Be-Bound Tech

SDK

App Developers

+ Larger audience

+ Monetization

+ Developer community

Users & Citizens

+ No Internet required

+ Accessible apps

+ Relevant and local content

Thanks'

BE‑BOUND®

www.be-bound.com/blog/

www.facebook.com/BeBound/

@BeBoundTech

www.linkedin.com/company/be-bound
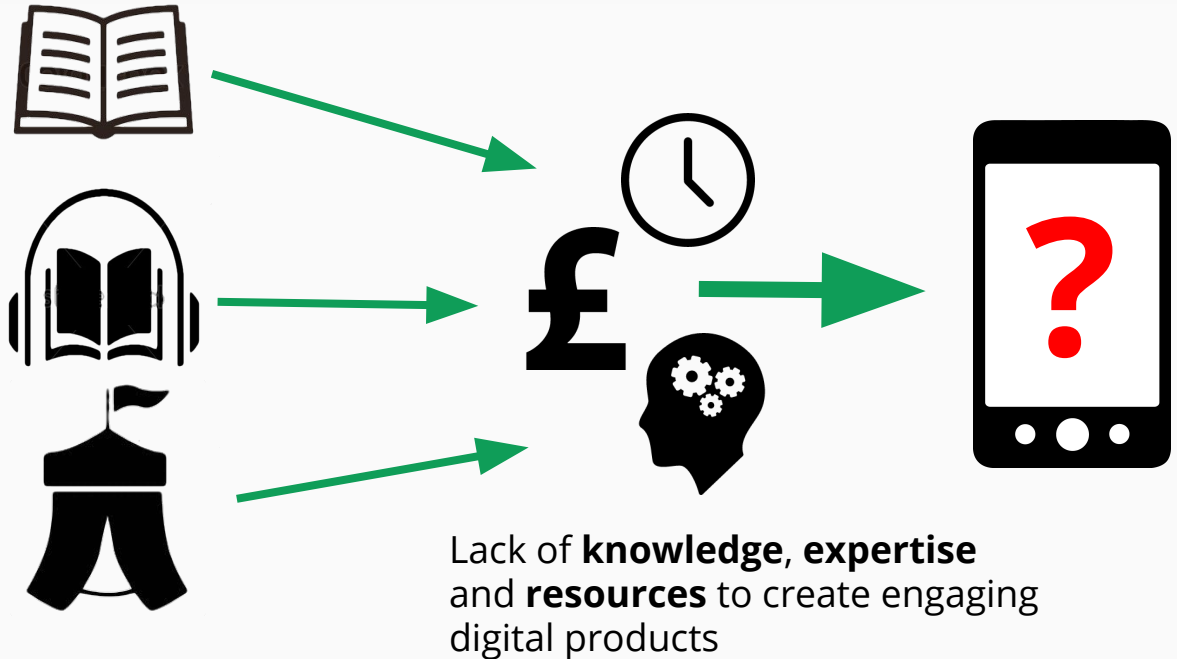
ECHOES

Beautiful location-based experiences

The problem

Guidebook publishers want to go **digital**
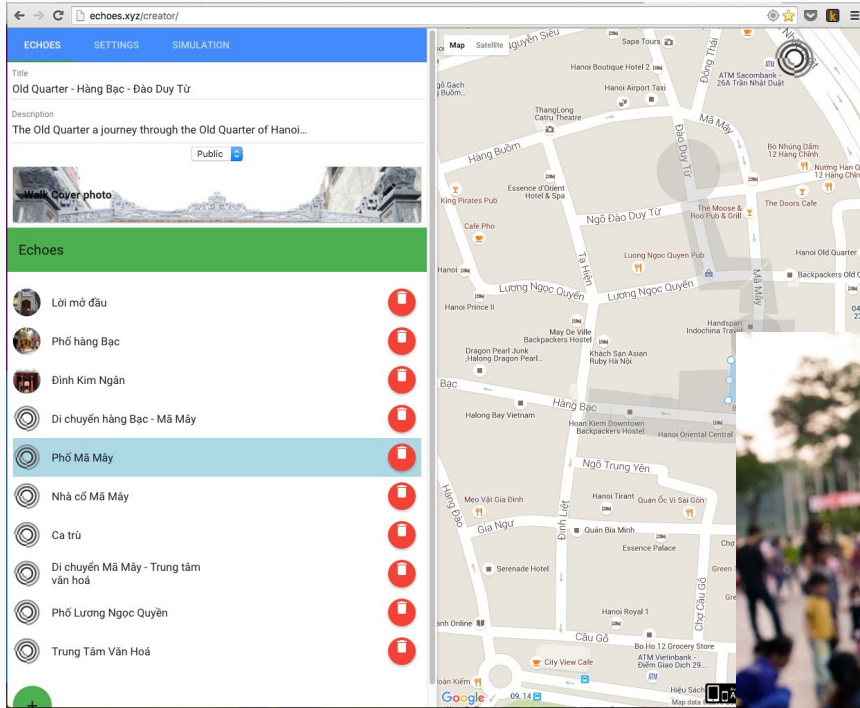
Museums and galleries want **apps**

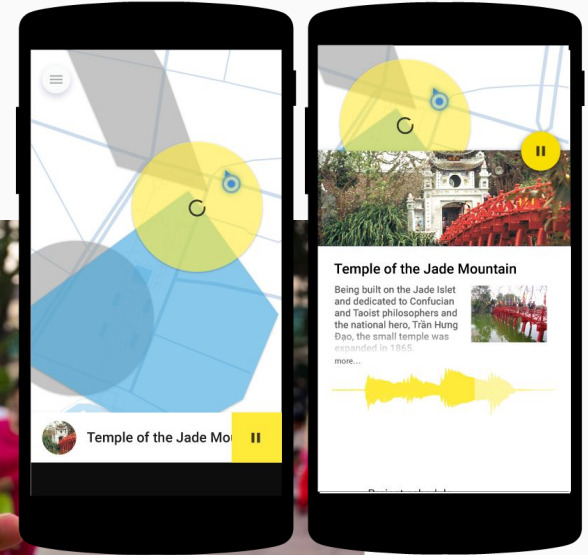Festivals, tour guides and local attractions want to **engage their customers**
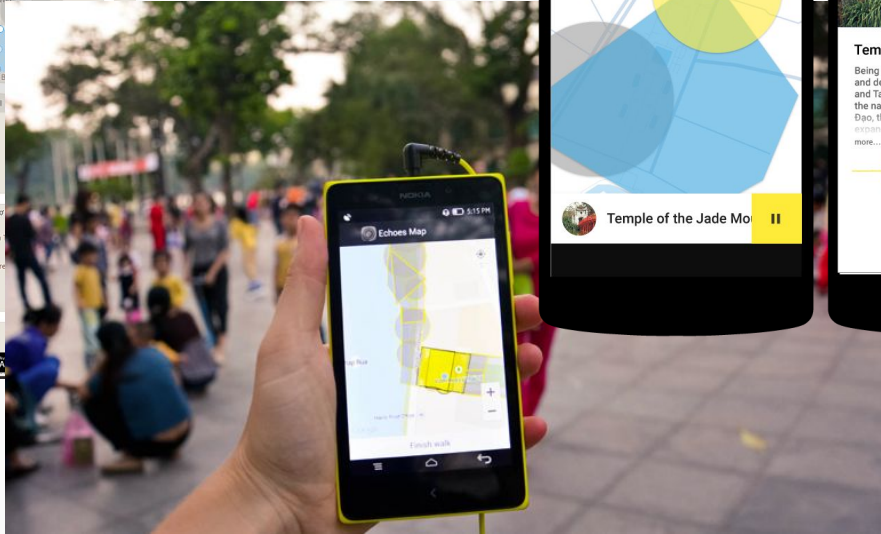
Lack of **knowledge**, **expertise** and **resources** to create engaging digital products

The solution

Online CMS to create

Marketplace for finding map based experience

Apps / IoT

Introducing Echoes

Mobile apps - android and iOS

Web app- the Creator

Field of application

Tourism / Guides / Information

Games / Treasures Hunts

Smart city / Smart building

IoT / Geolocalized API calls

Indoor / Outdoor

How are we different?

Our values:

- **Tools for everyone**

- **Free for non-commercial use**

- **Creative community**

Market

Inbound tourists to the UK spend **£7bn a year**

850m tourists went abroad with smartphones last year

55,000 museums worldwide

225 music festivals each year in the UK

3000+ national parks in the world

Traction

600 content producers on-board

Content in 5 continents
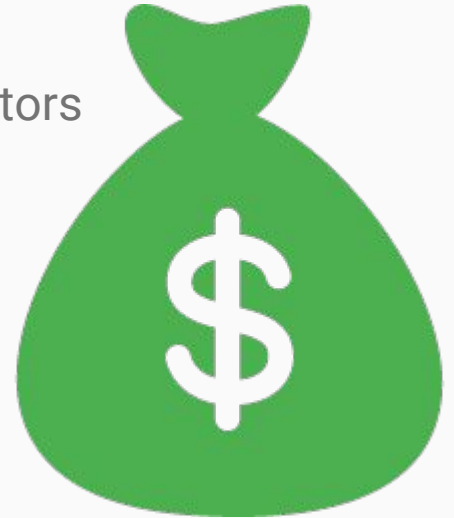
Museum, schools & universities, MICA

Mobile apps and web app prototypes online

White labels already existing

Monetisation

1. **Revenue sharing** between Echoes and the content creators

2. **White labels** apps

3. **API access fee** for IoT purposes

4. **In-map advertising** for free map based creation

Team

Europe

Josh Kopeček - CEO

Vietnam

Felix Dahmen - Android

BACK Vietnam - iOS

Uniity Vietnam - Strategy / Operation