

Emmanuel Pitsilis  
INSEAD MBA, 95J



**Venture investor  
and entrepreneur**

- Service industry transformation through technology
- Co-founder of **Dragon Law** (legaltech leader in Asia), 2014
  - Co-founder of **Velotrade** (creating a new asset class around trade receivables), 2016

**Consultant**

- Former Senior Partner with **McKinsey&Co**, joined 1993
- Leadership roles in the Financial Services practice; worked in Asia, Europe and USA
- Currently Senior Advisor to the Firm

# Fundamental technology changes

## Highly unproductive B2B service industry in Asia

- Limited use of automation
- Highly fragmented professions
- Limited competition in certain professions
- Significantly underserved segments

## Fundamental technology changes

AI



Cloud



Big data



Mobile



## Enablement and collaboration at scale

