

Deloitte Tohmatsu Venture Summit 2017

Accelerating the Growth of a Global Innovation Ecosystem

Organizer : Tohmatsu Venture Support Co., Ltd.

Cooperation: Deloitte Tohmatsu Financial Advisory LLC

At Tohmatsu Venture Support Co., Ltd., we are building a global innovation platform by collaborating with startups, large corporations, and government agencies as the largest innovation firm in Japan.

Catalysts from various industries who lead the world under the rapidly changing business environment will speak at the seminars. For Japanese corporations to achieve drastic growth in the future, we will introduce open innovation and future trends that will help combat the challenges of domestic innovation.

Furthermore, the importance of diversifying exit strategies for entrepreneurs is increasing in the Japanese innovation ecosystem. New perspectives on exit strategies will be introduced to Japanese startups while having a special focus on serial entrepreneurs and buyers in startup M&As.

Additionally, we have invited over 100 prominent startups from not only Japan but from all over the world, such as innovation hot hubs in Silicon Valley, NY, Singapore, India, Canada, and Europe for this year's Morning Pitch Expo. Please experience and come envision new services and business models that makes use of startups' cutting edge technologies to your existing business. We sincerely wish you will take upon this opportunity to rethink the "Scalable Edge" of your business.

- Target Audience: Large corporations, startups, venture capital, financial agencies, media, etc.
- Venue: Prince Park Tower Tokyo
Address: 4-8-1, Shibakoen, Minato-ku, Tokyo, JAPAN 105-8563
- Date: July 25th, 2017 (Tue)
- Capacity: 1,600 people ※Please be aware that we may refuse participation when the number of applicants exceeds the capacity.
- Fee: 10,000 JPY (tax included) per person
- Registration: Website (<http://eventregist.com/e/dtvs2017>) ※It is necessary to create an account per person to register.
- Contents: Program details and speaker information are listed on the following pages.

A·B Hall		Exhibit
10:00~10:05	Greetings from Deloitte Tohmatu CEO Yoichiro Ogawa	
10:05~10:15	Tohmatu Venture Support CEO Takao yoshimura	
5 min Break		
A·B-①		
10:20~10:55	The Big Shift in Business Strategy: Head of Strategy, Deloitte Center for the Edge Managing Director Duleesha Kulasooriya	
10 min Break		
A·B-②		
11:05~11:50	Future driven by emerging global disruptive startups	
Lunch		
12:00~13:00	Lunch	
13:00~14:30	A-③	13:00~14:00
	Designing an Exit Story: Discussion with Serial Entrepreneurs	B-③
20 min Break & networking		10 min Break
	14:50~16:20	A-④
Accelerate M&A: The Buyer's Perspective on Startups		B-④
	10 min Break	B-⑤
15:20~16:20		B-⑥

* Lunch: Networking + Pitch Booth
 · Japanese Startups x 70
 · International Startups x 50
 Total 120

■ Tohmatu Venture Summit 2017 Session Agenda and Panelist Information *Subjects to change.

A·B Hall **10:00~10:15**

10:00-10:05 Opening Speech

Yoichiro Ogawa
 CEO, Deloitte Tohmatu Group

10:05-10:15 About Tohmatu Venture Support Co., Ltd.

Takao Yoshimura
 CEO, Tohmatu Venture Support Co., Ltd.

A·B -① The Big Shift in Business Strategy **10:20~10:55**

In an era when the business market is changing from the “push model” of mass production/mass consumption to the “learning model” that picks up the consumers’ needs, Mr. Kulasooriya will reveal the secret to a successful corporation. He will explain the change in outlook that is crucial for Japanese

businesses in terms of two concepts: the “pull ability”, or the ability to attract the necessary people and resources at the necessary time, and the stock and flow of knowledge on creating new businesses in an “edge”, a place that is far from society’s mainstream.

[Keynote Lecture Speaker]



Duleesha Kulasooriya

Managing Director/Lead Strategist, Deloitte’s Center for the Edge

Duleesha Kulasooriya is a managing director and the lead strategist at Deloitte’s Center for the Edge, a Silicon Valley-based management research think tank exploring the edges of business and technology. The Center studies the implications and opportunities resulting from the exponentially evolving digital infrastructure.

Duleesha has written and spoken extensively on the use of new technologies to innovate and transform, the evolution of the manufacturing industry, building and scaling edge institutions, and practices that individuals would need to develop to thrive in a world of constant change. Duleesha has an MBA from the Wharton School of Business, at the University of Pennsylvania and a BSc in Engineering and BA in Economics from Swarthmore College.

A·B -② A Future Driven by Emerging Global Disruptive Startups

11:05~11:50

Technology is evolving rapidly on all layers: data acquisition using sensors, real-time processing on devices, data compression, new communication forms, platforms for data integration, big data analysis, deep learning, output such as robotics and drones, and cyber security. Startup founders who develop and implement state-of-the-art technologies will present how they envision technology will shape the future.

[Moderator]



Naotaka Nishiyama

Head of Asia Regional Headquarters, Tohatsu Venture Support Co., Ltd.

Mr. Nishiyama himself founded a business and raised funding, and after two years of management, sold his company. He later was involved in the IPO of a major corporation. He joined Tohatsu Venture Support (TVS) in 2013 and became the youngest department manager the following year. He served as the supervisor of the Morning Pitch for two years and supported the growth of domestic ventures.

From 2016, Mr. Nishiyama has connected Japanese companies to local startups in mainly India and Singapore, as the Asia Regional Headquarters Manager.

There are very few serial entrepreneurs in Japan; therefore, it is vital for current entrepreneurs to listen to leading serial entrepreneurs who have started new companies or became investors after the success of their first startup, in order to reflect on their paths as entrepreneurs. This talk will feature serial entrepreneurs who have exited via IPO and M&A.

[Panelists]



Kazuma Ieiri

CEO, CAMPFIRE Co., Ltd.

Born in 1978, Mr. Ieiri is a serial entrepreneur from Fukuoka Prefecture. He founded "paperboy & co." (now GMO Pepebo) in Fukuoka, and also "Lollipop", "Color Me Shop", "Bukurogu", "minne". In 2008, "paperboy & co." was listed on the JASDAQ market. After stepping down, he created CAMPFIRE Co., Ltd to manage crowdfunding "CAMPFIRE" and became the CEO. He also started BASE Co., Ltd., which operates "BASE" and "PAY.JP", partyfactory, a corporation that invests and develops numerous of startups, XIMERA Co., Ltd., a corporation that regenerates startups, and "Riba House", a unique sharehouse system. The Internet is his hobby and home, and he has over 150,000 Twitter followers.



Kahoko Tsuneczawa

CEO, Kidsline Co., Ltd.

After leading new projects, such as the president's office and Rakuten University, in the then-newly founded Rakuten, Ms. Tsuneczawa started Trender at age of 26. She worked on a female entrepreneurial school and female social marketing and became the youngest female president to be listed in TSE Mothers in 2012. Currently, she makes a regular appearance on TV Asahi's Wide Scramble and serves as a commentator on Tokyo MX TV. In 2014, she became the CEO of Colors Co., Ltd. She believes and acts on the concept that a woman's happiness is a balance of work, beauty, and partnership, and she balances her busy worklife with being a mother of three.



Yuma Saito

Director of Business Administration Division, Tohmatsu Venture Support Co., Ltd.

Mr. Saito founded Tohmatsu Venture Support Co., Ltd. as an internal venture within the Deloitte Tohmatsu group which now has approximately 150 members in 7 countries. He is also the founder of Morning Pitch, an early morning event for startups and large corporations to connect with each other.

Mr. Saito has supported 3,000 domestic startups, aided new business developments of 500 corporations, and plans and executes startup policies of municipal governments. His main writings are How to Find a Job Worth Betting Your Life On (Diamond Publication), and a series of articles on Nikkei Business Online and Diamond Online, in addition to other media publications. He was chosen as one of Nikkei Business's "100 People Who Will Create the Next Generation" in 2017.

A-④ Accelerating M&A: The Buyer's Perspective on Startups

14:50~16:20

Exit by M&A plays an important role in creating serial entrepreneurs; however, there are very few examples of M&A for startups in Japan and is still uncommon. Therefore, the panelists, who are responsible for promoting startup acquisitions in large corporations, will discuss which areas are targets for M&A and how startups are perceived from a corporate perspective.

[Panelists]



Naoki Okayama

Corporate Planning Department Manager and Executive Officer, Astellas Pharma Inc.

Mr. Okayama is responsible for business strategy, corporate governance and new business development in Astellas Pharma. While he worked in the business development department, he obtained rich experience with corporate acquisition, asset sales, licensing, joint research, and development and commercialization projects. After acquiring OSI Pharmaceuticals in 2010, Mr. Okayama supervised business integration in New York. Additionally, he was involved in formulating medium and long term management strategies and the new regional control model as the Astellas Pharma Europe, Middle East, and Africa business strategist.



Gen Tsuchikawa

VP Corporate Development, Sony Corporation, Chief Investment Manager, Sony Innovation Fund, SVP and CSO Sony Mobile Communications

In addition to being responsible for Sony Corporation's VP of Corporate Development, Mr. Tsuchikawa is also the Senior Vice President and Chief Strategy Officer of Sony Mobile Communications, and Chief Investment Manager of the Innovation Fund established in the summer of 2016. After working for the Japan Industrial Bank and Merrill Lynch, he started working for Sony Corporation from 2004. Mr. Tsuchikawa graduated Hitotsubashi University in 1984 and Stanford Graduate School of Business in 1988.

Yuma Saito

Director of Business Administration Division, Tohmatu Venture Support Co., Ltd.

(See A-③ for his profile)

B-③ Global Innovation Ecosystems

13:00~14:00

- Comparative Insights from Global Startup Ecosystems

Open innovation is attracting attention as a way to connect with external startups and cutting edge technologies to create new businesses. A key point in promoting open innovation is how to use the innovation ecosystem that is developing globally. This panel discussion will cover how to utilize the ecosystems in each country and global innovation ecosystems in the US, Israel, and Asia, where TVS has its offices.

[Panelists]

Naotaka Nishiyama

Head of Asia Regional Headquarters, Tohmatu Venture Support Co., Ltd.

(See AB-2 for his profile)



Shumon Mori

Head of Global Open Innovation and Head of Israel Team, Tohmatu Venture Support Co., Ltd.

Mr. Mori supports business alliances between Israeli ventures and Japanese corporations in the automotive, consumer electronics, communications, and devices fields. He aids various processes leading up to business alliances, such as startup

discovery, technical evaluation, and contract negotiation, as well as guide image processing, semiconductor, device/sensor, and nanotechnology startups to alliances with Japanese companies. Mr. Mori graduated from the Israeli Institute of Technology with a physics degree and is familiar with the local ecosystem since he has lived in Israel for 7 years. Moreover, he has built a network with various startups and other stakeholders.



Takezo Fukuura

Head of Technology for Partnerships, Tohmatsu Venture Support Co., Ltd.

Mr. Fukuura supports and engages in starting new business development and building a scheme for startup collaboration by utilizing his wide range of experiences in the development of semiconductor manufacturing technology to B2B new business/sales. In addition, he makes use of his own network of innovation ecosystems in locations, like Silicon Valley and Pittsburgh, to promote alliances between Japanese companies and innovation ecosystems. He graduated from the University of California, Berkeley, in chemical engineering, and completed an MBA from Carnegie Mellon University.

B-④-1. Key to Effective Collaboration

14:10~14:30

-Insights from the World's Largest Incubator

With headquarters in Silicon Valley, Plug & Play is the world's largest startup incubator. We invited over 20 representatives who come on behalf of Japanese companies that wish to sponsor global startups, and will examine key points for collaboration between Japanese corporations and global startups from a startup supporter's point of view.

[Panelists]



Phillip Vincent

Managing Partner, Japan Plug and Play Tech Center

Mr. Vincent is the founder and managing partner of Plug and Play Japan, a branch of Plug and Play, and focuses on the formation of the Japanese innovation ecosystem. Before founding Plug and Play Japan, he served as the innovation platform director for both Plug and Play IoT and Plug and Play Mobility in the Silicon Valley headquarters. He nurtured 115 startups at the Plug and Play IoT program in two and a half years, and 17 startups in the Mobility program in the first three months. Plug and Play has 16

investment projects so far in the IoT and Mobility programs.



Ryo Naiki

Silicon Valley Office Business Development Management, Tohatsu Venture Support Co., Ltd.

Mr. Naiki led the procurement department's cost reduction project at an energy company and reduced several billion. Later, he was responsible for Myanmar, India, and Indonesia in engaging in overseas business development in developing countries, which included infrastructure bidding projects, in a general trading company. He also has experience in foreign-affiliated strategic consulting firms and venture capitals and is currently engaged in planning innovation strategies and consulting for new business development of Japanese companies in Silicon Valley. Completed MBA from Columbia University, USA.

B – ⑤ Open Innovation through Strategic Alliances

14:35~15:10

This lecture will explain the efforts of large global corporations for open innovation and key points in organization alliances when collaborating with startups.

[Speaker]

(TBD)

B – ⑥ Global Open Innovation – A Japanese Catalyst for Innovation

15:20~16:20

Honda Motor Co., Ltd. and SOMPO Holdings Co., Ltd. are Japanese corporations that have utilized the global innovation ecosystem and collaborated with startups. The panelists who are new business executives from the respective companies will discuss the importance of globally promoting open innovation and establishing a structure to utilize the global ecosystem, and reveal secrets to success.

[Panelists]



Koichi Narasaki

Managing Executive Officer Group CDO, SOMPO Holdings

Graduated Waseda University in 1981, graduated from and joined Mitsubishi Corporation. After 20 years of working in the ICT international business department (of which 3 years were in Silicon Valley (SV), USA), he joined an SV venture, Lineo,

in 2000. Later, he joined SOMPO Holdings in 2016 as Chief Digital Officer after passing through ACCESS, IP Infusion, Inc., Midokura etc. He lived in SV for 12 years and has managed 4 software and venture companies in the SV area. Mr. Naraszaki holds numerous ICT technology related qualifications. He initiated global open innovation on his own



Naoki Sugimoto

CEO, Honda R & D Innovations, Inc.

Mr. Sugimoto joined Recruit in 1984. After his experiences in HR and computer business sales, Mr. Sugimoto participated in launching Internet media. He moved to Silicon Valley in 1994 to get an MBA. During his study abroad, he made his online community website into an internal venture with the help of Recruit and nurtured it into the biggest local overseas review website in Japanese. After working as a venture investment consultant, he participated in the launch of Honda's corporate VC in 2005 which reorganised as an open innovation lab in 2011 and promoted new products, services, and businesses with the collaboration between Honda and Silicon Valley's IT businesses. In April 2017, he established and became the CEO of Honda R & D Innovations, Inc. as a global hub for open innovation and in addition to becoming the Executive Officer of Honda R & D Laboratory in Silicon Valley. Lived in Silicon Valley for 23 years. Graduated from the Faculty of Engineering, University of Tokyo. Completed UC Berkeley MBA.



Masayuki Kimura

Director of Overseas Operations Division, Tohmatsu Venture Support Co., Ltd.

Mr. Kimura is the representative of the Silicon Valley office, and general manager of overseas operations. He is also the representative of the Silicon Valley Japan Corporate Business Development Community, SUKIYAKI. After working on startup IPOs, business growth, and M&A consulting, Mr. Kimura as the cofounder of Tohmatsu Venture Support in 2010. He led the worldwide startup network construction and has spoken at numerous international conferences. Currently, he provides business development consulting for Silicon Valley startups catered toward collaboration with Japanese companies.

Global Morning Pitch EXPO – Deloitte Disruptive X-tech –

We have a total of 120 startups, 70 domestic startups and 50 international startups from 7 areas, in this year's Morning Pitch EXPO.

This year's theme is "Disruptive X-tech"; we have gathered startups that could potentially cause disruptive innovation.

The startup fields to be exhibition at this booth exhibit are from the following categories.

- 1 FinTech (Finance × Tech)
- 2 HealthTech (Healthcare × Tech)
- 3 HRTech (HR Tech), EdTech (Education × Tech)
- 4 LogiTech (Logistics × Tech)
- 5 Artificial Intelligence
- 6 IoT
- 7 Robot · Drone
- 8 VR / AR
- 9 Sharing · Economy
- 10 Enterprise
- 11 Environmental Energy
- 12 Lifestyle (Food, Clothing, Housing, Entertainment and Sports)

At the venue, 50 international startups will conduct short pitches on their products or services.

Additionally, since the presentations will be in English, each company will be introduced with a short business description in Japanese.

We have planned the booth exhibition to be a place to learn about each venture in advance of the one-on-one global startup-corporation meetings.

We will update the event schedule accordingly.

■ Venue

[The Prince Park Tower Tokyo]

4-8-1 Shibakoen Minato, Tokyo 105-8563 Japan



<http://www.princehotels.com/parktower/map-direction/>

■ Access

From Nearby Spots

- From JR Tokyo Station: About 10 minutes by taxi, during normal hours
- From Tokyo City Air Terminal (Hakozaki): About 15 minutes by taxi, during normal hours

Nearest stations

- From Hamamatsucho Station of JR Line and Tokyo Monorail: about 12 minutes on foot
- From Daimon Station of Toei Subway Asakusa Line and Toei Subway Oedo Line: about 9 minutes on foot
- From Kamiyacho Station of Tokyo Metro Subway Hibiya Line: about 12 minutes on foot
- From Akabanebashi Station of Toei Subway Oedo Line: about 2 minutes on foot
- From Shibakoen Station of Toei Subway Mita Line: about 3 minutes on foot

■ Contact Tohmatsu Venture Support Co., Ltd Event Team

■ Email : tvS-tokyo.seminar@tohmatu.co.jp

TEL : 03-6213-2000

※If you encounter any issues to register on the website, please contact the above.

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