



## **Deloitte Tohmatsu Innovation Summit**

**Innovation for Society 5.0**

# Introduction

This year the Deloitte Group marked the 50th anniversary since its foundation and will hold Asia's largest innovation conference: the Deloitte Tohmatsu Innovation Summit, on Tuesday, September 11, 2018 at Tokyo International Forum.

The predecessor of this conference is the Deloitte Tohmatsu Venture Summit, which had been held by Deloitte Tohmatsu Venture Support Co., Ltd. since 2011 and had attracted local and international participants including startups, large corporations and other key stakeholders.

In recent years, open innovation has been accelerated across the globe and the construction of an innovation ecosystem has become an urgent need also in Japan. Under the circumstances, on the occasion of the 50<sup>th</sup> anniversary of the foundation, Deloitte Tohmatsu Group has come to hold this conference with more enriched contents and a larger scale, aiming to play a more active role as a Japan's largest professional firm.

A record number of about 300 domestic and international startups, including first-time visitors to Japan, will gather at the Deloitte Tohmatsu Innovation Summit, to accelerate the open innovation through networking and power matching between large corporations & startups.

Deloitte Tohmatsu Group's experts, external experts and opinion leaders will be invited to hold a number of Innovation Sessions, which will provide cutting-edge insights on innovation from multiple points of views, such as corporate growth strategies, future handling of social issues, and the achievement of Society 5.0 that lies ahead.

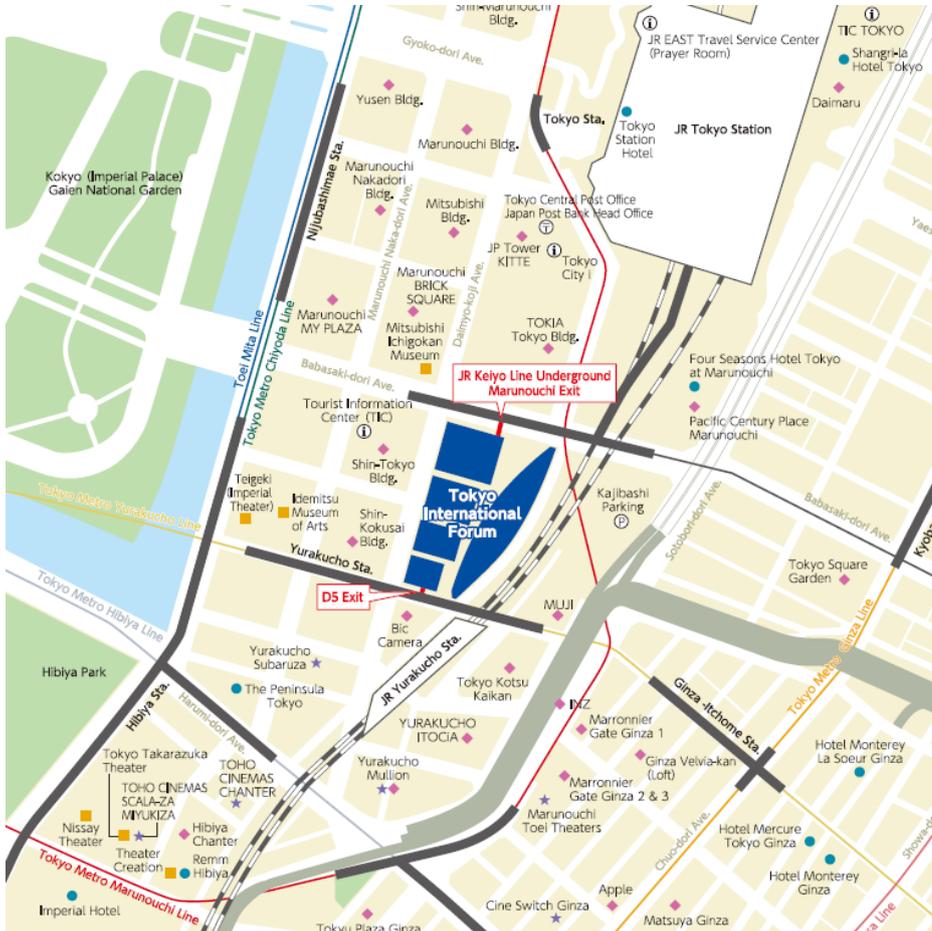
We hope Deloitte Tohmatsu Innovation Summit will help you successfully create new businesses and innovation that can make an impact on the Japanese society.

**Takashi Nagata**  
**Deloitte Tohmatsu Group CEO**

# Event Outline

This year the Deloitte Group marked the 50th anniversary since its foundation and will hold Asia's largest innovation conference: the Deloitte Tohmatsu Innovation Summit

<b>Conference name</b>	Deloitte Tohmatsu Innovation Summit
<b>Conference host</b>	Deloitte Tohmatsu Group (Deloitte Japan)
<b>Date</b>	September 11, 2018, 9:30~6:00PM
<b>Venue</b>	Tokyo International Forum Hall E, B7 and B5(3-5-1, Marunouchi, Chiyoda-ku, Tokyo)
<b>The number of the startup exhibition</b>	Approx.300 companies (Japanese domestic:200 / international 100)
<b>Total attendance</b>	Approx. 2,000
<b>Entrance fee</b>	JPY 10,000 per / person

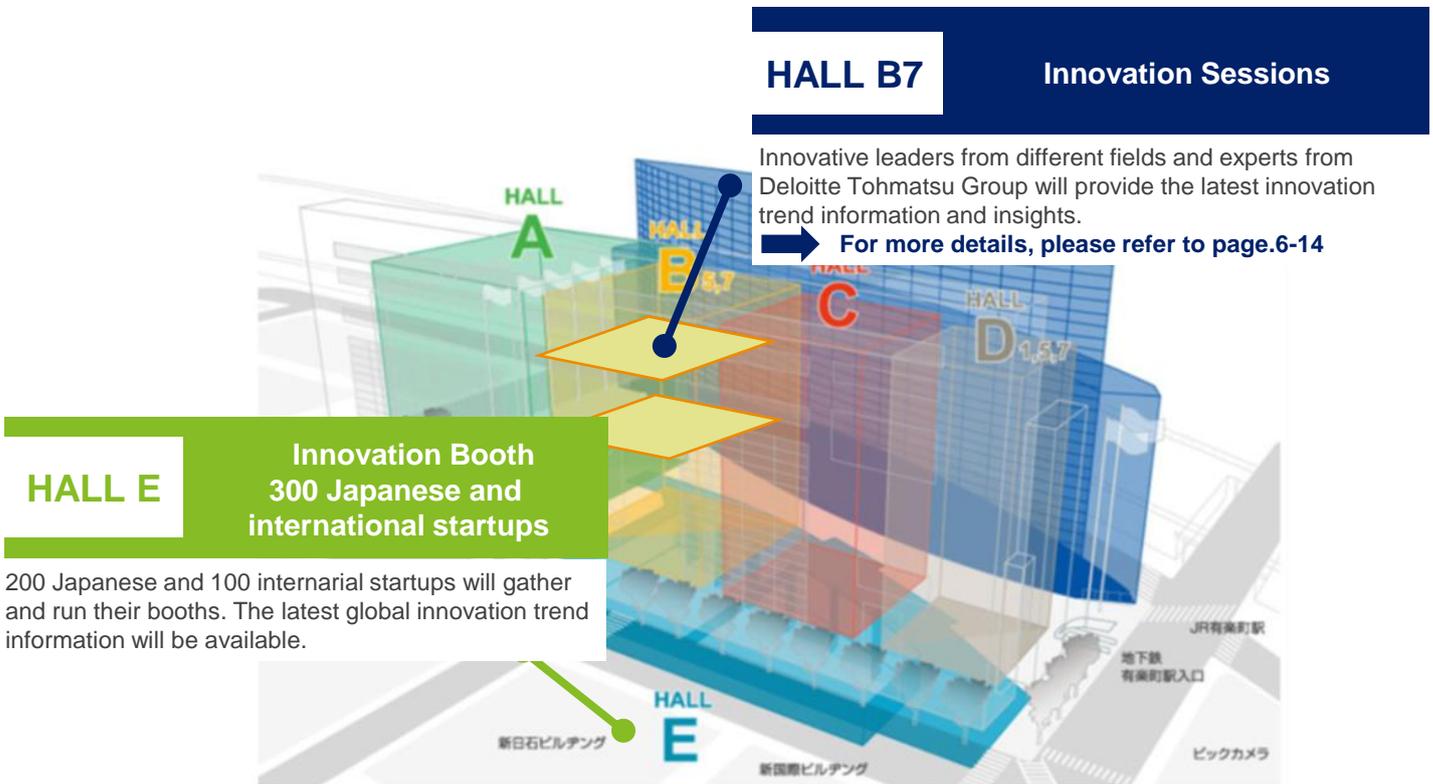


**Access Information / By Train JR**  
 1-minute walk from Yurakucho Station  
 5-minutes walk from Tokyo Station  
 (connected by B1 concourse with Keiyo Line at Tokyo Station)

**Subway**  
 Yurakucho Line  
 (connected to Yurakucho Sta. through underground concourse [Exit D5] )  
 Hibiya Line  
 5min. walk from Hibiya Sta.  
 5min. walk from Ginza Sta.  
 Chiyoda Line  
 5min. walk from Nijubashimae Sta.  
 7min. walk from Hibiya Sta.  
 Marunouchi Line  
 5min. walk from Ginza Sta.

# Core Programs

Cutting-edge innovation trend and networking opportunities with 300 Japanese and international startups will be available



## Innovation Booths (Hall E)

About 200 Japanese-domestic startups which include "J-startup" and 100 international companies will gather. You can get in touch with cutting-edge business models and innovative products and services first hand.

\*J-Startup...METI's (Ministry of Economy, Trade and Industry) new initiative aiming to incubate internationally competitive and winning startups in Japan

- |            |             |                               |                            |
|------------|-------------|-------------------------------|----------------------------|
| Fintech    | Healthcare  | Agritech                      | AI                         |
| Mobility   | Hardware    | Robotics                      | Logistics                  |
| Software   | Environment | HR                            | Education                  |
| Lifestyle  | IoT         | Marketing                     | Real estate / Construction |
| J Start up | KEIRETSU    | ACCELERATION PROGRAM IN TOKYO |                            |

\*3R=Reduce, Reuse, Recycle

# Schedule

Time	Hall B7	Hall E
	<b>Innovation Sessions</b>	<b>Innovation Booths</b>
9:00		
30	<b>9:30 Opening Remark</b>	<p><b>Innovation Booths with 300 Japanese domestic and international startups</b></p> <p>&lt;Booth theme&gt;</p> <p>【ブーステーマ】</p> <ul style="list-style-type: none"> <li>Fintech</li> <li>AI</li> <li>Robotics</li> <li>Environment</li> <li>Lifestyle</li> <li>AgriTech</li> <li>Healthcare</li> <li>Mobility</li> <li>Logistics</li> <li>HR</li> <li>IoT</li> <li>Marketing</li> <li>Real estate/Construction</li> <li>Hardware</li> <li>Software</li> <li>Education</li> <li>J Start up</li> <li>KEIRETSU</li> </ul> <p>東京都主催アクセラレーションプログラム</p>
10:00	A・B-① 9:45-10:45	
30	Keynote session1: Accelerating global innovation launched by Japan:a session in collaboration with the METI's "J-Startup" program	
11:00	A・B-②11:00-12:15	
30	Keynote Session 2: Innovations in Asia - sustainable ecosystems	
12:00		
30	Lunch Break	
13:00		
30	A-①13:30-14:30	
14:00	Challenges to sustainable development: innovation as CEO agenda	
30	B-①13:30-14:30	
14:00	Collaboration session with One JAPAN	
15:00	A-②15:00-16:00	
30	Forefront of innovations launched by large companies 1: Beyond "Open innovation"	
15:00	B-②15:00-16:00	
30	Key Trends of Global Innovation   Insights from CEO of the world's largest angel investment network	
16:00		
30	A-③16:30-17:30	
17:00	Forefront of innovations launched by large companies 2: Beyond " Design Thinking "	
30	B-③16:30-17:30	
17:00	Essence of successful open innovation	
18:00		

# Innovation Sessions

A・B-①10:00-11:00

## Keynote session1: Accelerating global innovation launched by Japan: a session in collaboration with the METI's "J-Startup" program

### Description

Nurturing startups that can fight and win in the global market and offering innovative technologies and business models that can provide new values to the world. To these ends, the Ministry of Economy, Trade and Industry (METI) is promoting a startup development support program named "J-Startup." In this session, governments and companies as well as startups selected as J-Startup companies will be invited as panelists to hear about their efforts to realize the construction of global innovation ecosystems launched by Japan, and about envisaged future strategic collaboration among them.

### Panelists

#### Mr. Fumiaki Koizumi, Executive Director and Chief Operating Officer, Mercari, Inc.

After graduating from the Waseda University School of Commerce, Fumiaki entered Daiwa Securities SMBC, where he handled IPOs for internet companies such as Mixi and DeNA. In 2007, he joined Mixi as CFO, supervising the corporate department as a whole. After stepping down in 2012, he supported various startups, and joined Mercari, Inc. in December 2013. Fumiaki became a Board Member of Mercari, Inc. in March 2014 and was named Executive Director and COO in April 2017.



#### Mr. Sankai Yoshiyuki, President and CEO, CYBERDYNE, Inc.

Mr. Yoshiyuki Sankai is a Professor and Executive Research Director at the Center for Cybernetics Research, University of Tsukuba; the President and CEO of CYBERDYNE, INC.; and a Program Manager of the Impulsing Paradigm Change through Disruptive Technologies ("ImPACT") program, which was initiated by the Council for Science, Technology and Innovation ("CSTI") of the Cabinet Office in Japan. He created the new academic field of "Cybernetics," which is centered around systems of human, robots, and information systems, and developed "HAL", the world's first cyborg robot which improves, supports, expands, and regenerates physical capability of its wearer. In 2004, he established CYBERDYNE, INC. to address social challenges through Cybernetics and the company was listed on the Tokyo Stock Exchange (TSE Mothers) in 2014. With CYBERDYNE, he succeeded on commercialization of the world's first robotic medical device "Medical HAL" as well as obtaining insurance coverage for the treatment with this product. He works to bring about further innovation and to develop his business in a global scale.



#### Mr. Genichi (Gen) Tamatsuka, President and CEO, Representative Director DIGITAL HEARTS HOLDINGS Co., Ltd.

Mr. Genichi Tamatsuka began his career at Asahi Glass Co., Ltd., where he was soon dispatched to head up the company's Singapore Office. He subsequently studied in the U.S. where he earned MBAs from Weatherhead School of Management, Case Western Reserve University and American Graduate School of International Management, Thunderbird University before returning to Japan.

He then joined Fast Retailing Co., Ltd. in 1998, and thereafter he took on the position as the President and COO in 2002. He then established Revamp Corporation in 2005 to help lead the Japanese capital investment company which brought Krispy Kreme Doughnuts and other consumer brands to Japan. In 2010, he joined Lawson, Inc. and assumed key management positions in the company running the entire convenience store operations and overseas operations. He was then appointed President and CEO of the company in May 2014, and became the Chairman and CEO in May 2016. He assumed Chairman of the Board, Representative Director in March 2017. He then joined DIGITAL HEARTS HOLDINGS Co., Ltd. a leading company that specializes on "debugging" services for digital products. Since June 2017, he is the President and CEO, Representative Director of DIGITAL HEARTS HOLDINGS Co., Ltd.



# Innovation Sessions

A·B-①10:00-11:00

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### Panelists

#### Mr. Takuya Fukumoto, Director, Industrial Finance Division & Director, New Business Policy Office, Ministry of Economy, Trade and Industry, Japan

Takuya Fukumoto joined the Ministry of International Trade and Industry in 1996 and engaged in policy making and implementation of trade and logistics policies. He studied at the London School of Economics and Political Science from 2001 to 2003, where he received an MSc. Economics and an MSc. Economics and Philosophy. After returning to Japan, he was appointed by the Ministry of Economy, Trade and Industry to take charge of the Economic Partnership Agreement negotiations with ASEAN countries. From 2006, he worked on supporting the management, revitalization, and overseas operation of small and medium sized companies and regional development policies. From 2008 through 2012, he was on duty in Brussels, Belgium, where the European Union headquarters are located. He was appointed as the Secretary General of Japan Business Council in Europe (JBCE), an organization representing Japanese companies operating in Europe. He assisted Japanese companies to communicate and gather information regarding EU public policy making, including environmental/energy regulations and corporate policies. From July 2012, he was appointed Director of the Corporate Accounting, Disclosure and CSR Policy Office, where he was responsible for corporate accounting standards, information disclosure and social responsibility. He was involved in "Competitiveness and Incentives for Sustainable Growth: Building Favorable Relationships between Companies and Investors" project ("Ito Review") and the "Study Group concerning Promoting Dialogue between Companies and Investors for Sustainable Growth." He has assumed his current position since July 2018.



### Moderator

#### Yuma Saito Organization Management Department General Manager, Deloitte Tohmatsu Venture Support Co., Ltd.

Certified Public Accountant

Coming from audit background, Yuma found his passion in supporting startups and founded Tohmatsu Venture support inside Deloitte in 2010. The company has since grown from one person to over 150 people globally. He is the pioneer of Deloitte Startup Support Business. In his Startup Ecosystem Development, he had originated Morning Pitch, an early-morning weekly pitch event that has contributed to 15 IPOs and over 200 business alliances. Engaged in support of over 3,000 startups in Japan, new business creation for over 500 large corporations and policymaking for government agencies. For his personal public appearances, he was selected on Nikkei Most Influential People in Japan list. Several newspaper appearances in major Japanese newspapers.



The Ministry of Economy, Trade and Industry (METI) starts a new initiative called the "J-Startup" program, aiming to incubate internationally competitive and winning startups and encourage them to provide new value to the rest of the world through their innovative technologies and business models

Under the program, METI will select promising startups that experts have nominated and the public and private sectors will unite their efforts to provide selected startups with intensive support measures, including those for their business development overseas. As part of this program, METI will establish a J-Startup Supporters system in which large companies, venture capitals and accelerators, collectively called "J-Startup Supporters" will collaborate with METI in providing these measures. METI will propel this program in collaboration with other ministers and agencies.

Resource: METI official website



# J-Startup

What is  
"J-startup"?

# Innovation Sessions

A•B-②11:15-12:15

## Keynote Session 2: Innovations in Asia - sustainable ecosystems

### Description

India, Singapore and Japan are leading innovations in Asia. We will invite government agencies, venture capital companies, and managers of high-profile startups that are supporting innovation ecosystems in each country to introduce innovations in Asia. In addition, we will hold in-depth, cross-country discussions about collaboration we need to establish in the future, putting the differences among us aside.

### Panelists

#### Dr. Charit Bhograj, Founder, CEO, Tricog Health Pte

Dr. Charit is the Founder, CEO of Tricog Health Pte, one of the world's leading Health AI companies focused on remote cardiac diagnosis. An Interventional Cardiologist by profession, in his 17 years of medical service, he has been instrumental in both the research and implementation of tools that will enable the reach of medicine. He founded Tricog in 2014 with the aim to use modern technology to help preserve lives.



#### Mr. RK MISRA, Nonresident Scholar, Carnegie India

Mr. RK Misra is a serial entrepreneur and technology investor. He is a key driver of start-up ecosystem in India and Technology Collaboration between India and Japan. He is a nonresident scholar at Carnegie India. Based in Bangalore, he drives Carnegie India's Technology Forum Initiative and engages with technology innovators and policymakers globally. His areas of research include the use of technology for urban planning and intelligent transportation, sustainable living, and the future of smart cities. RK leads Carnegie India's annual Global Technology Summit and Bangalore-Tokyo Technology Initiative (BTTI), a bi-lateral forum to deepen Technology Collaboration and Investment between India and Japan.



Mr. RK Misra is a graduate from IIT Kanpur and a post-graduate from Tokyo University. He is a fellow of Leaders in Development program at Harvard's Kennedy School of Government and a global leadership fellow at the Aspen Institute.

Mr. Misra is the founding director at the Center for SMART Cities, for technology driven planning and management of Smart Cities. In 2006, he founded SAHYOG—Indian Council for Public Private Partnership, a pilot to policy social initiative to provide "Livelihood Opportunities for Rural Poor and Sustainable Urban Living."

#### Mr. Dinakar Munagala, CEO, ThinCI, Inc.

Mr. Dinakar C. Munagala co-founded ThinCI and serves as CEO and a member of the board of directors. Starting as a bootstrapped development effort of a highly efficient Graph Streaming Processor (GSP), he was instrumental in assembling an experienced leadership team that now builds GSP powered products that are aimed at promoting widespread adoption of artificial intelligence. From setting up offices across geographies to bringing together marquee investors to back the vision of the founding team, he has played a key role in transforming ThinCI into a global organization. Under his leadership, the company has grown to ship products to multiple customers across automotive and other sectors and continues to hire exceptional talent to join its US, UK, Japan and India offices.



#### Mr. Jeffrey Paine, Managing Partner, Golden Gate Ventures

Mr. Jeffrey Paine is the founding partner of Golden Gate Ventures, an early stage technology venture capital fund based in Singapore investing in Southeast Asia with over US\$75 million under management since 2012 with over 35 investments. Jeff also started and manages the Founder Institute in Singapore where he is currently overseeing its expansion in Southeast Asia. Since 2010, the Founder Institute in Singapore has graduated over 60 companies. He is a recipient of the Founder Institute Director Award 2012 for "Greatest Ecosystem Impact" Worldwide (Singapore).



He is a Singapore native and graduated with a Bachelors of Business Administration (Information Systems) from the University of Southern California in Los Angeles.

#### Mr. Sean Ong, Regional Group Director, Japan and Korea, Enterprise Singapore

Mr. Sean Ong was appointed as Regional Group Director of Enterprise Singapore overseeing the Japanese and Korean market with effect from 1 April 2018. Sean is currently based in Tokyo and has been in charge of the Japanese market since Dec 2011.

Enterprise Singapore is the government agency championing enterprise development. Its vision for Singapore is a vibrant economy with globally competitive Singapore companies.

Prior to joining Enterprise Singapore, Sean was with Defense Science & Technology Agency (DSTA), the Ministry of Defense (MINDEF)'s procurement arm and project manager from 2004 -2011.

Sean graduated from Tokyo University with a Bachelor's of Engineering and also holds a Masters of Engineering from the same University. In his free time, Sean enjoys reading, travelling and catching up with friends.



# Innovation Sessions

A•B-②11:15-12:15

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### Panelists

#### Mr. SANJAY D NATH, Co-founder & Managing Partner, Blume Ventures

Mr. Sanjay co-founded Blume Ventures along with Karthik Reddy. Blume has emerged as one of India's leading early-stage funds, having invested in over 50 startups since its inception. Its portfolio includes Taxiforsure (acquired by Olacabs), Zipdial (Twitter), Qubecell (Boku), Grey Orange, Zopper, Locus, Belong, Mettl, Hotelogix, and Exotel amongst others. Prior to Blume, Sanjay was also an active angel investor through Mumbai Angels, in startups such as Inmobi, LittleEye Labs (acq. by Facebook) and Tonbo Imaging amongst others. Mr. Sanjay has earned an MBA from UCLA and an engineering degree from BITS, Pilani.



#### Mr. Toru Tokushige, Founder and CEO of Terra Motors Corporation and Terra Drone Corporation

Born 1970 in Yamaguchi prefecture, he is a graduate of the Faculty of Engineering at Kyushu University. After working on product and corporate planning at the former Sumitomo Marine & Fire Insurance Co., Ltd. (now Mitsui Sumitomo Insurance Co. Ltd.), he graduated with an MBA from the Thunderbird School of Global Management at Arizona State University. He then moved on to investing in and providing hands-on support for startups in Silicon Valley.

Terra Motors Corporation, the electric motorcycles startup Tokushige established in April 2010, became the market leader in Japan within two years of its founding, while local Terra Motors subsidiaries were established in Vietnam, India, and Bangladesh. In 2016, he set up Terra Drone Corporation, a company focused mainly on using drones to provide surveying services. Tokushige is committed to building a Japanese "mega-startup" capable of winning in the global market.



#### Mr. ST Chua, Principal, Sun SEA Capital and Sunway Ventures

Mr. ST Chua helps Sunway, one of the leading diversified conglomerates in Malaysia to execute venture capital investments via 2 funds, Sunway Ventures and Sun SEA Capital.

He was instrumental in setting up Sun SEA Capital, which is a jointly operated VC fund together with the founders of KK Fund, Koichi Saito and Kuan Hsu, with a focus on enabling Japanese companies to participate in the growth of the Southeast Asia startup ecosystem via Series A stage investments.

ST brings with him a wealth of global experience which includes co-founding multiple ventures and developing a multi-million online daily-deal business across 29 countries in a German-based VC. His past experience also includes being a part of the mergers and acquisition team of Maxis, a product specialist for Nokia, and a strategy consultant with global brands including the Gucci Group.

He graduated with a B.Eng (Hons) in Electrical and Electronics and holds an MBA from INSEAD, France.



#### Mr. Yoshiaki Ishii, Cabinet Office, Government of Japan

### Moderator

#### Yuma Saito

Organization Management Department General Manager, Deloitte Tohmatsu Venture Support Co., Ltd.

# Innovation Sessions

A-①13:30—14:30

## Challenges to sustainable development: innovation as CEO agenda

### Description

A key to enabling sustainable corporate growth is the ability to continuously transforming oneself with forward-looking mindset, or an organization's ability to transform itself. In this session, we will figure out what CEO agendas are required for Japanese companies to achieve sustainable growth and reveal secrets of transformation.

### Speaker

**Hideo Matsue**  
Chief Strategy Officer, Deloitte Tohmatsu Group  
Growth Division Leader, Deloitte Tohmatsu Consulting LLC

Visiting Professor, Chuo Graduate School of Strategic Management, Chuo University Business School, Tokyo  
Visiting Professor, The Graduate School of Project Design, Tokyo  
Director, Japan Association of Corporate Executives  
Director, The International Academy of Strategic Management



Specialties are strategic management and organizational reform. Extensive experience of management transformation, including international and domestic M&A, global-scale reorganizations, etc.

A-②15:00-16:00

## Forefront of innovations launched by large companies 1: Beyond "Open innovation"

### Description

Open innovation has long been advocated. An increasing number of Japanese companies is adopting open innovation as a slogan. These companies actively perform technology scouting or try meet-ups and acceleration programs with startups. However, the question is whether these efforts really bring tangible innovations to Japanese companies. Innovation expert of Monitor Deloitte, which was ranked world number one for the two consecutive years in the innovation industry, will give a lecture about what efforts are required to make tangible innovation along with case studies.

### Speaker

**Dr. Nobuto Yasui, Senior Manager, Monitor Deloitte**

He serves as a senior manager in Monitor Deloitte, Strategy Practice of Deloitte Tohmatsu Consulting. Prior to the current job, he has been working with R&D center of a Japanese conglomerate, a US strategy consulting firm, Deloitte's India and Singapore offices. His consulting experiences include R&D strategy, global R&D management, and technology-driven new business development.



**Satoru Tanahashi, Senior Manager, Monitor Deloitte**

Deloitte Strategic Practice "Monitor Deloitte" Senior Manager.  
Leveraging his experience as an entrepreneur, he engaged in consulting to embed Start-up organizations and culture in large companies. Mainly worked on "Business produce", through integration of Entrepreneurship and innovation strategy. He has already succeeded in launching several projects with great potential.



# Innovation Sessions

A-③16:30—17:30

## Forefront of innovations launched by large companies 2: Beyond "Design Thinking"

### Description

Innovation expert of Monitor Deloitte, which was ranked world number one for the two consecutive years in the innovation industry, will give a lecture about the forefront of innovations launched by large companies.

Beyond "design thinking" – An increasing number of companies performs design thinking in business fields. However, have their efforts actually led to expected results, in particular, successful business results? In this session, Monitor Deloitte, which was ranked world number one for the two consecutive years in the innovation industry, and external experts, will discuss the essence of generating successful business results through a human-centric approach such as the design thinking.

This session will consist of discussion with lecture and panel discussion.

### Speaker

#### Jeffrey Tull, Senior Leader, Dublin

Jeff Tull is senior leader at Dublin, the design-lead innovation practice within Deloitte. Originally trained as a designer, he works with leaders to define strategy, explore growth opportunities and prototype new offerings and systems. He is responsible for building our design and digital capabilities and an advisor on the Deloitte Digital Leaders program.

He has worked with a diverse array of clients—automotive manufacturers, financial services institutions, industrial equipment companies, telecom, hospitality, amongst others—borrowing lessons from one, to inform the next.

Jeff lead innovation programs in India & Asia Pacific for 3+ years, before returning to the US in 2017. For 10 years, Jeff served on the faculty at the Institute of Design in Chicago, plus as occasional guest faculty at design and business schools in the US, Mexico and India. He worked at design firms in New York, San Francisco and Chicago, including MetaDesign and IDEO. He is a frequent speaker on innovation, design and digital transformation.



#### Professor Kazuhiko Yamazaki, Chiba Institute of Technology

Professor Kazuhiro Yamazaki is Co-representative of X Design School, Representative of Smile Experience Design Studio, and Professor of Intelligent Media Engineering, Chiba Institute of Technology.

After graduated Kyoto Institute of Technology, he worked for Clinap Industrial Co., Ltd., IBM Corp, and UX Design Center as a Manager. Also he is a member of the Academy of Technology in IBM America, Director of the Japan Design Association, Director of the Japan Industrial Designers Association, a member of Good Design Award Selection Committee, Chairperson of Design Awareness Promotion Committee on the Ministry of Economy, Trade and Industry, Vice Chairman of the Human Centered Design Organization. He engaged in design practice, research, education and consulting.



#### Mr. Masaki Hamura, Ph.D. Executive Officer, Head of BizOps & Marketing, Corporate Business LINE Corporation

20+ years' experience in strategy and digital leadership role such as Head of Strategy & Sales Operations (Japan) at Google, Head of Brand Strategy (East Asia) at Twitter, Managing Director at AKQA, and Experience Center Lead (Japan) at PwC.

Ph.D. in Advanced Information Systems from the University of Tokyo, and MS in Urban Planning from Columbia University in the city of New York.



#### Jeffrey Tull, Senior Leader, Dublin

### Moderator

#### Masaaki Nagao, Senior Manager, Monitor Deloitte

Masaaki is an experienced design thinking and business design professional, who combines "business x design" By introducing new way of working (design thinking, lean start-up, agile, etc.) to corporate world, he drives activities such as new service design & development, experience design, digital reinvention with human-centered approach.

Also, he is a change catalyst for organizational culture transformation driven by design. He led various design transformation initiatives for his company and client companies.



Monitor  
**Deloitte.**

# Innovation Sessions

B-①13:30—14:30

**Collaboration session with One JAPAN, a community for volunteer groups of young employees working at large companies | How to create a new business from large companies**

## Description

One Japan is a community for groups of young large company employees who volunteer to get together and take actions, aiming to gain inspirations, get encouraged, and find hopes. A collaboration session will be held to reveal tips on how large companies can make innovation.

## Panelists

### Mr. Makoto Hamamatsu, Co-Founder, President, One JAPAN

Born in Kyoto in 1982 and joined Panasonic in 2006 after graduating from university. At Panasonic, after working in the Overseas Consumer Sales Department and the India Business Promotion Department, he transferred to the HR Department at Panasonic's head office. In addition to overseeing Panasonic's hiring strategies and personnel development, he formed a volunteer group called One Panasonic with the aim of organizational revitalization. In 2016, with others from his generation working at large corporations who share his awareness of the challenges facing the workforce and Japanese society, he established the volunteer organization "One JAPAN" and became its representative director. He was selected for Nikkei Business' "100 Next-Generation Creators" list for 2017

### Mr. Masahiro Yamamoto, Co-Founder, One JAPAN

Mr. Masahiro Yamamoto joined NTT East in 2010. He was first assigned to the Ishinomaki City branch in Miyagi Prefecture where he experienced the Great East Japan Earthquake. He then worked in corporate sales in Sendai City where he was engaged in the service for watching over the elderly using IoT. Afterwards, he was transferred to the New Business Development Headquarters at the head office in 2014. In 2015, he created "O-Den," a lateral activity group across the NTT group, with the aim of creating a lateral connection within the giant organization, and to change the company and society by connecting people to one another. The year after, he took on responsibility as a joint founder of One JAPAN, a voluntary group consisting of young and mid-career employees of major companies.

He was a member of the second round of "Start Next Innovator 2016," a program to train innovators hosted by the Ministry of Economy, Trade and Industry. From 2017 onwards, he has participated in activities such as launching NTT East Accelerator Program and starting up new businesses in collaboration with various startup firms.



### Mr. Yoichi Aso, President and CEO, Alphadrive Co.,Ltd.

Mr. Yoichi Aso graduated with bachelor of Business Administration from Tokyo University. After he joined Recruit Co., Ltd. (now Recruit Holdings), we set up an IT business subsidiary (Nizibox Co., Ltd.) as a founder and president and oversee incubation divisions in Headquarters after expanding our business from zero to 150 people. He established the in-house business development program "Recruit Ventures" and the startup company support program "TECH LAB PAAK" with the experience of supporting about 1,500 internal projects and incubation of about 300 venture startup companies as a new business executive.

In February 2018, he founded Alpha Drive Co., Ltd., which is engaged in incubation platform within the company.



## Moderator

### Yuma Saito

Organization Management Department General Manager, Deloitte Tohmatu Venture Support Co., Ltd.

## About One JAPAN

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# Innovation Sessions

B-②15:00—16:00

## Key Trends of Global Innovation | Insights from CEO of the world's largest angel investment network

### Description

Keiretsu Forum is the largest angel investment group in the world. Under the platform, motivated investors get together from all over the world and motivated corporate managers from different parts of the world solve global issues and challenges. In this session, Keiretsu Forum CEO and Founder Mr. Randy Williams will talk about the forefront of global innovation.

### Speaker

#### KEIRETSU Forum CEO & Founder Mr. Randy Williams

Mr. Randy Williams founded Keiretsu Forum in September 2000 to provide a disciplined and structured approach to angel investing. Mr. Williams's passion for investing and bringing together like-minded community leaders has created a powerful and giving environment for entrepreneurs. With over 3,000 angel investor members throughout 54 chapters on 4 continents Keiretsu Forum is the largest angel investment community in the world. There have been 1000 fundings since inception. Keiretsu Forum, headquartered in San Francisco, has offices throughout the United States, Canada, Europe, Asia, and India. Mr. Williams is also a General Partner of Keiretsu Capital. Keiretsu Capital's mission is to invest in its best of breed companies with the world's leading angel organizations.

Mr. Williams has 35 years of marketing, finance, and real estate experience. He was co-founder and director of Diablo Valley Bank and was President of Pacific Union Commercial Brokerage, founder of the Lamorinda Bank, and Managing Director of Kennedy-Wilson International, an international real estate investment company. Mr. Williams is chairman of the advisory board for Heritage Bank of Commerce with offices throughout the San Francisco Bay Area.

Mr. Williams is a frequent guest speaker at investment conferences, leading universities, and business schools on alternative asset investment and entrepreneurialism. He holds a Bachelor of Arts degree from the University of California Berkeley. He has a passion for swimming, enjoying swimming in oceans and bays around the world, and is a past world record holder in master's swimming. He currently holds 7 San Francisco Olympic Club swimming records, and enjoys recognition as a member of the Olympic Club Hall of Fame for the 1980s water polo team.



#### Adam Henderson, COO, Keiretsu Forum

Mr. Adam Henderson spent his career at the intersection of Technology and Real Estate. He is an early investor, board member, founder, and advisor in a number of companies ranging from trading platforms to SaaS software with successful exits including an IPO. Adam is a Founding Member of Keiretsu Forum, the world's Largest Angel Investment group, where he currently serves as COO and is an advisor to the Keiretsu Capital real estate fund. He served as Chairman of the Board of Directors for one of the early successful technology incubators. He is a Founder and COO of a technology company that is deploying a safety app for schools, banks, and other facilities. Adam's commercial real estate career began on behalf of institutional entities, family offices, and high net worth investors.

As the President and CEO of Sleepy Hollow Inv. Co. Adam built a large portfolio of commercial real estate assets over 24+ years in excess of a billion dollars in transaction value.



# Innovation Sessions

B-③16:30—17:30

## Essence of successful open innovation

### Description

We will welcome Japanese leading companies having many success cases in Silicon Valley and other countries in the world, to hear about their secrets to success in open innovation around the globe, centering on the collaboration between Japanese large companies and global startups.

### Panelists

#### **Mr. Masamitsu Kitase, General Manager, Corporate Business Development Division, NEC Corporation**



Mr. Masamitsu Kitase led a lot of new business development in university market through open innovation, established two new university, venture accelerator, the world's first project realization. Since 2014, he has been responsible for process design and human resource development of new business development as a Corporate Business Division member, accelerated about 50 global new business development projects each year. Currently, he is focusing on developing 7 themes in new business, such as established AI Venture, dotData, Inc in Silicon Valley.

#### **Panasonic Ventures LLC Mr. Masahiro Kinoshita, President, Panasonic Ventures LLC**



Mr. Masahiro(Masa) Kinoshita is a founding team member and President of Panasonic Ventures, LLC. Simultaneously he leads the Global Venture Strategy team at Panasonic Corporation which plans and executes global venture strategy for Panasonic Corporation. In addition, he has over 15 years of experience in Corporate Mergers and Acquisitions (M&A). Prior to Panasonic Ventures, Mr. Masa was a global head of M&A at Panasonic Corporation and Sanyo Electric. In addition, he successfully led and executed M&A transactions in the areas of Healthcare, Semiconductors, Telecommunications, and Appliances in US, China, and Japan. Before joining Panasonic and Sanyo, Mr. Masa served at BDO Sanyu & Co. as an auditor and assisted companies in the IPO process. He has also worked at Marubeni Corporation. Mr. Masa graduated with a B.A in Economics from Kobe University and he is a Certified Public Accountant (CPA) registered in Japan.

### Moderator

#### **Masayuki Kimura, Managing Director of Deloitte Tohmatsu Venture Support Co., Ltd, Silicon Valley Office**



In 2010, Masayuki started internal startup called Deloitte Tohmatsu Venture Support in Deloitte Japan as the starting-member. Now over 160 members work in the company in 5 countries. He provided business planning consulting and led 50 startups to successful fundraising. He also provided open innovation consulting service with Japanese large corporations. Since 2014, He have handled cross-boarder project of Deloitte Venture Support and moved to Silicon Valley as the head of SV office in order to bridge SV startups to Japanese large corporations in order to create the new business alliances. He provided open innovation consulting services and digital transformation consulting services with Japanese MNCs in Automobile, Manufacturing, Insurance and Financial industries.

Latest Presentation @ Global Conference  
Wearable Expo 2018, 2017@Tokyo  
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