



株式会社東京大学エッジキャピタルパートナーズ

〒113-8485 東京都文京区本郷7-3-1 東京大学南研究棟3F

Tel 03-5844-6671

Fax 03-5844-6672

Mail info@ut-ec.co.jp

Web <https://www.ut-ec.co.jp>

The University of Tokyo Edge Capital Partners Co., Ltd.

7-3-1, Hongo, Bunkyo-ku, Tokyo, 113-8485, Japan

Tel +81-3-5844-6671

Fax +81-3-5844-6672

Mail info@ut-ec.co.jp

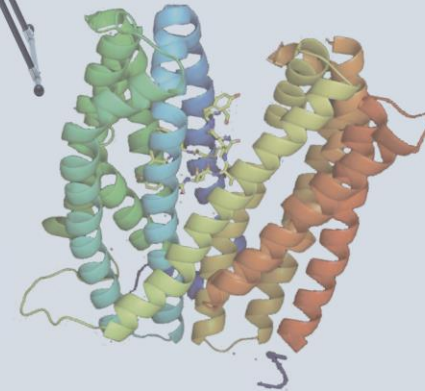
Web <https://www.ut-ec.co.jp>

Science/Technologyを軸に、資本・人材・英知を還流させ、
世界・人類の課題を解決するためのフロンティアを開拓する

*We pioneer frontiers to solve global issues of humankind, by bringing capital,
talent and knowledge, around science and technology*

郷治 友孝

Tomotaka Gōji



Cutting-edge Science & Technology

- Identifying science and technology with real-world impact, originating from universities, research institutes, corporations, and governments.
- Rolling up technologies across organizations.

Strong Team

- Focus on building strong management capabilities that propel businesses built around technology.
- Commitment to create strong R&D, operations and management.

Global Markets and Issues of Humankind

- Target global markets from inception.
- Solutions for global issues faced by humankind.



INVESTMENT STRATEGY

Track Record (Selected)



August 2010
Acquired by Yahoo



July 2011
Listed on TSE Mothers



September 2011
Acquired by mixi, Inc



February 2013
Acquired by Google Inc



June 2013 Listed on TSE Mothers
December 2015 Listed on
TSE 1st section



May 2015
Acquired by Baidu Japan Inc.



September 2017
Acquired by
O LUXE HOLDINGS LIMITED



December 2018
Listed on TSE Mothers



February 2019
MBO



December 2019
Listed on TSE Mothers



August 2020
Listed on TSE Mothers



December 2020
Listed on Nasdaq



December 2020
Acquired by Cox Automotive Inc

COMPANY OVERVIEW

Since 2004, UTEC has established 5 funds amounting to a size approx. 84.7 billion JPY.

- ▶ Founded April 1, 2004
- ▶ GP The University of Tokyo Edge Capital Partners Co., Ltd

UTEC 5 Limited Partnership

Established.....May 7, 2021
General Partners.....UTEC Partners LLP
Fund size.....About 30.4 billion yen
Number of Investments.....5 companies

UTEC 4 Limited Partnership

Established.....January 17, 2018
General Partners.....UTEC Partners LLP
Fund size.....About 24.3 billion yen
Number of Investments.....36 companies

UTEC 3 Limited Partnership

Established.....October 15, 2013
General Partners.....UTEC 3 Partners LLP
Fund size.....About 14.6 billion yen
Number of Investments.....31 Companies

UTEC 2 Limited Partnership

Established.....July 31, 2009
General Partners.....UTEC, UTEC Venture Partners, Inc.
Fund size.....About 7.1 billion yen
Number of Investments.....13 Companies

UTEC 1 Exit Limited Partnership

Established.....July 1, 2004
General Partners.....UTEC
Fund size.....About 8.3 billion yen
Number of Investments.....34 Companies

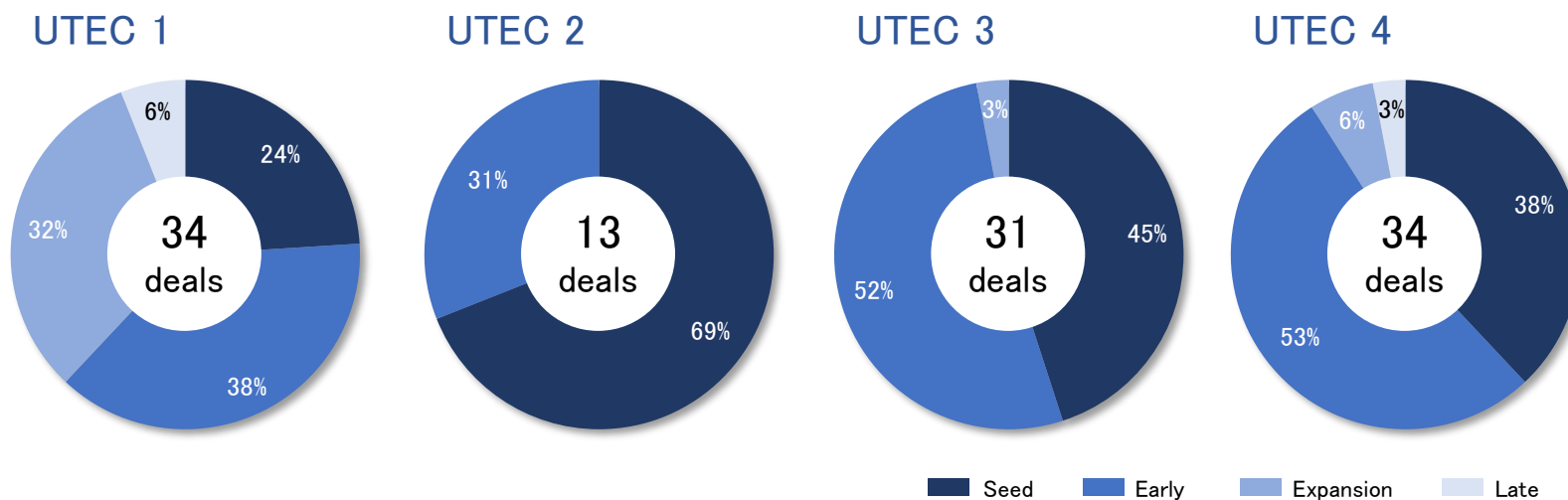
COMPANY OVERVIEW

Comprehensive Support for Seed / Early Stage Startups

UTEC invests in seed/early stage startups and provides hands-on support

Initial investment Phase

deals/%



*1 For the definition of "Phase", refer to 2017 National VC Association Yearbook.

*2 As of June 2020. Simultaneous Parallel investments from multiple funds have been accounted in the respective fund.
(FoF investments are not included.)

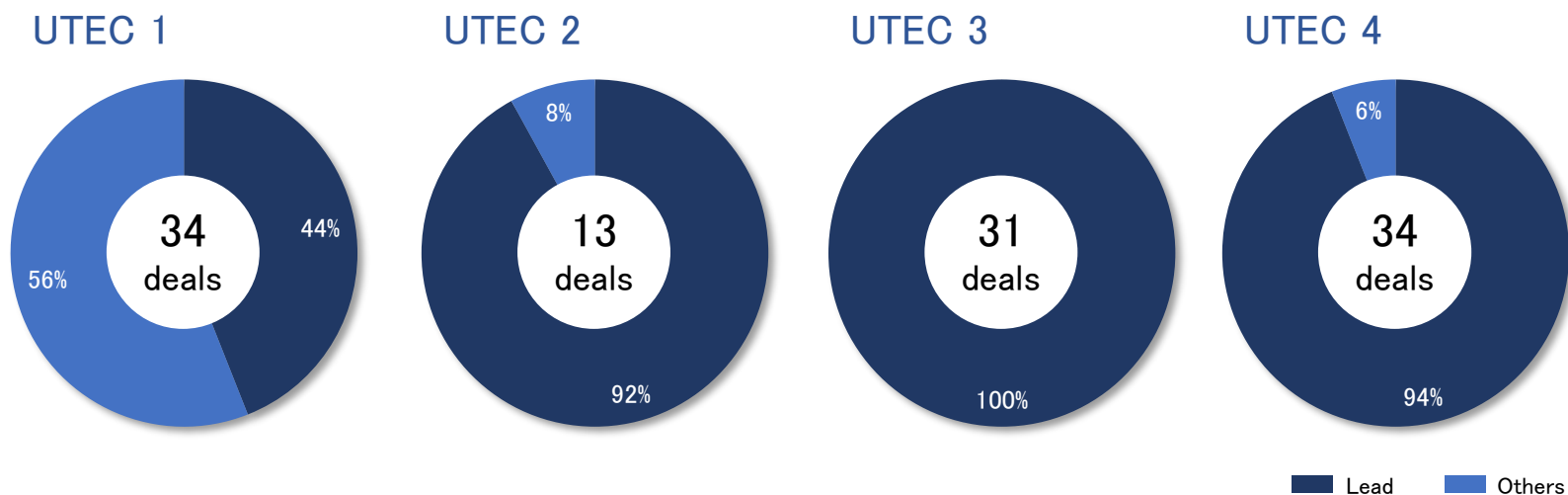
COMPANY OVERVIEW

Strong Commitment

As a lead investor, UTEC supports the portfolio companies with financing and management issues.

Number of deals where UTEC is the lead investor

deals/%



*1 Data from the past financial include deals where UTEC is the lead investor and UTEC currently is the lead investor.

*2 As of June 2021 . Simultaneous parallel investments from multiple funds have been accounted in the respective fund.
(FoF investments are not included.)

GLOBAL EXPANSION

Collaboration with global universities and research institutions/UTEC portfolios global expansion

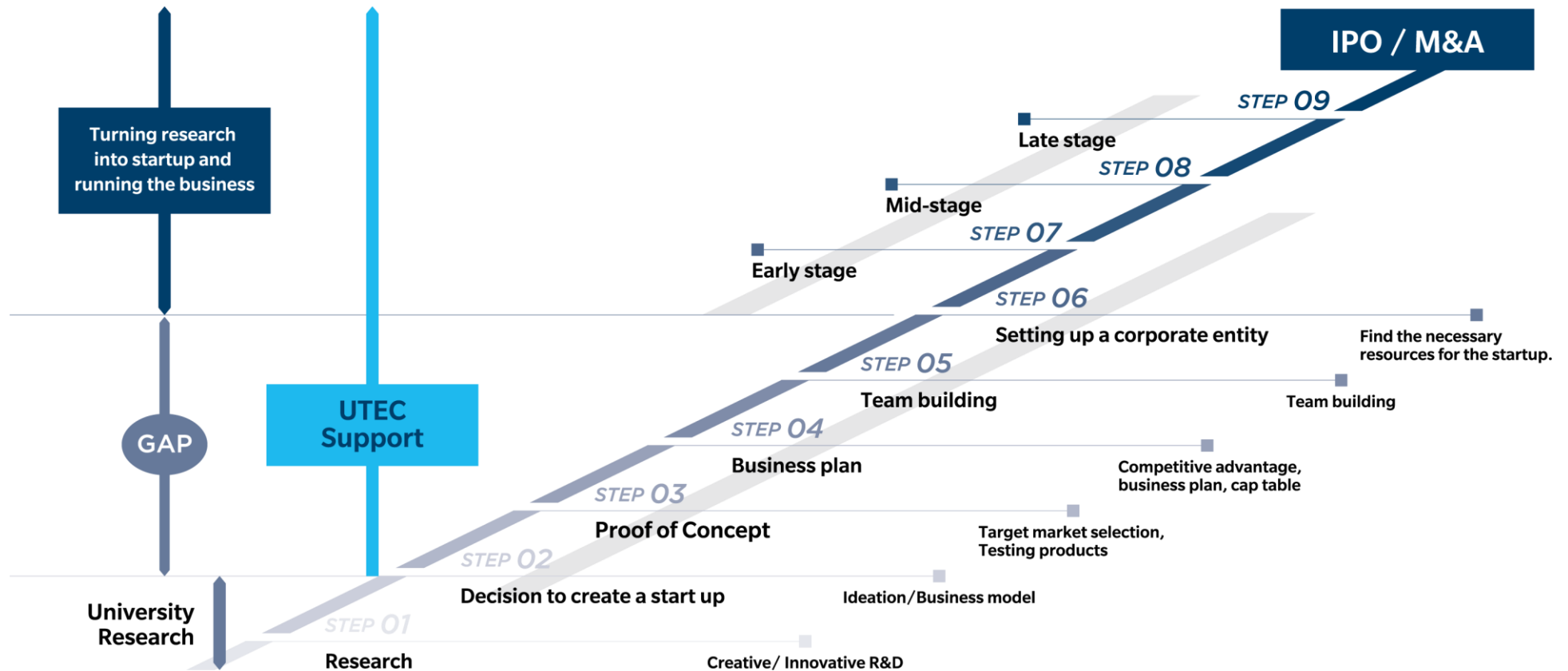
Operation Base



Network

STARTUP SUPPORT PROGRAM

Investment Flow



UNIVERSITY SPONSORSHIP

To strengthen the support for researchers and students. Based on the outcomes of our Venture Capital business., we will continue to expand our support provision to other universities and research institutions, including the University of Tokyo.



University of Tokyo Graduate School
Graduate School of Law and Politics
Utilization of cutting-edge science and technology in the field of law and politics and interdisciplinary research

University of Tokyo
Medical School Hospital
Academic Research Grant Translational Research Initiative (TR Organization)

University of Tokyo Graduate School
Graduate School of Engineering
Self-managing healthy society COI base: Donations related to medical technology evaluation laboratories

University of Tokyo Graduate School
Graduate School of Engineering
Development of human resources and strengthening the research base of Global Leadership Development Program (GSDM) as the leader of social concept management

University of Tokyo Graduate School
Graduate School of Agricultural and Life Sciences
Agricultural Emergence Fund (Support for young researchers)

University of Tokyo Graduate School
Graduate School of Pharmaceutical Sciences
Support for pharmaceutical research

University of Tokyo
Graduate School of Frontier Sciences
GSFS Foundation

University of Tokyo
Institute of Medical Science
Young Researcher Development Project

University of Tokyo
Head Office and Research Promotion Department
The University of Tokyo Outstanding Researcher Support

UTokyo Foundation
UTEC-UTokyo FSI Research Grant Program

University of Tokyo Graduate School
Graduate School of Medicine
Life Innovation Leading Program

University of Tokyo Graduate School
Graduate School of Engineering
Human Research Development Fund for Leader PhDs

University of Tokyo Graduate School
Graduate School of Engineering
Human Resource Development Fund in Deep Learning

University of Tokyo Graduate School
Graduate School of Science
Young Scientist Future Fund

University of Tokyo Graduate School
Graduate School of Economics
Grant for the Center for Advanced Research in Finance

University of Tokyo Graduate School
Graduate School of Frontier Sciences
Frontier Area Research Grant (Shigeyuki Kawano, Professor Emeritus, The University of Tokyo)

University of Tokyo Graduate School
Graduate School of Information Science and Technology
Infrastructure Development Project for Information Science and Technology Research

University of Tokyo
Institute of Industrial Science / Research Center for Advanced Science and Technology
Komaba Research Campus, UTEC Young Researcher's Challenge Support Program

University of Tokyo
Head Office and Student Support Department
Sports Promotion Fund / Sports Department Equipment Fund



Nagoya University
Academic Research and Industry-Academia-
Government Collaboration Promotion Headquarters
Entrepreneurship program 'Tongali Project'



Chiba University
Faculty of Engineering
Intelligent Flight Donation Course

Portfolio Companies

Life Science & Healthcare p12-31

ImmunoScape Pte. Ltd
 EditForce Inc
 Epigeneron, Inc
 Elixirgen Therapeutics, Inc
 OriCiro Genomics, Inc.
 Quantum Biosystems Inc.
 CREWT Medical Systems, Inc.
 GORYO Chemical, Inc
 Gelaid Therapeutics Inc.
 SOCIUM Inc.
 TAGCyx Biotechnologies
 Glytech, Inc.
 Tricog Health Pte. Ltd.
 Bugworks Research, Inc.
 bitBiome, Inc.
 Faraday Pharmaceuticals, Inc.
 MiRTeL Co., Ltd.
 Metcela Inc.
 MOLCURE Inc.
 Repertoire Genesis Inc.

IT p32-59

Aidemy Inc.
 Adacotech Inc.
 Institution for a Global Society Corporation
 VividQ Limited
 estie, inc.
 ELEMENTS, Inc.
 Money Design Co., Ltd
 OPALai Pte. Ltd.
 obniz Inc.
 Obviously AI, Inc.
 Capex, Inc.
 ConciergeU Inc.
 SEAOs, Inc.
 JDSC Co., Ltd.
 Startbahn, Inc.
 SWAT Mobility Pte. Ltd.
 DATAFLUCT, Inc.
 TXP Medical Co., Ltd.
 Tier IV, Inc.
 Tellus You Care, Inc.
 HashPort Inc.
 PM Labs, Inc. (Agara)
 Finatext Holdings Ltd.
 PaylessGate Co., Ltd.
 Retrieva, Inc.
 Locix Inc.
 ROMS, Inc.
 WASSHA Inc.

Physical Science & Engineering p60-72

Algal Bio Co., Ltd.
 ASM, Inc.
 Exergy Power Systems, Inc.
 Green Earth Institute Co., Ltd.
 3dMetal Inc.
 908 Devices Inc.
 NExT-e Solutions Inc.
 Nelumbo, Inc.
 BionicM Inc.
 FLOSFIA Inc.
 Vegetalia, Inc.
 Microwave Chemical Co., Ltd.
 Routrek Networks, Inc.

Fund p73-75

Deep30 Limited Partnership
 Blume Ventures – Fund III

Alumni.....p76-80
 Teamp81-86
 Alumni Venture Partnerp87
 Other Directors and Senior Advisors.....p88

Update the Future with
 Infinite Possibilities of
 Deep Learning

ImmunoScape Pte. Ltd.

Enabling immunotherapy through high-dimensional immune profiling

Q1

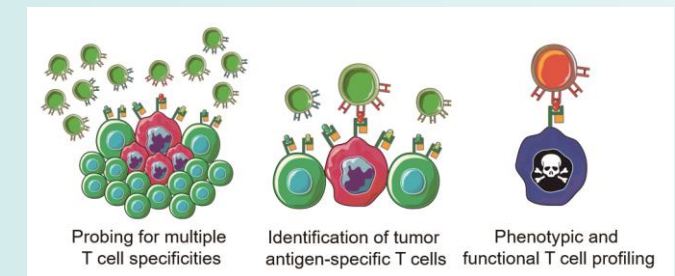
ImmunoScape was founded in December 2016 with the technology licensed from Dr Evan Newell's laboratory at the Singapore Immunology Network in A*STAR.

Q2

ImmunoScape employs cutting-edge technologies and mass cytometry to measure alterations of immune cells and in particular, antigen specific T cells specificity for biomarker and target identification, offering valuable insights on efficacy & safety of immunotherapies in R&D and clinical phase.

Q3

UTEC supports ImmunoScape in academic collaborations (especially with the University of Tokyo), business development and team-building strategy.



Immunological insights provided by ImmunoScape



Map of immune response landscape

EditForce Inc.

Contributing to drug discovery, agricultural seed development and material production through DNA / RNA manipulation technologies.

Q1

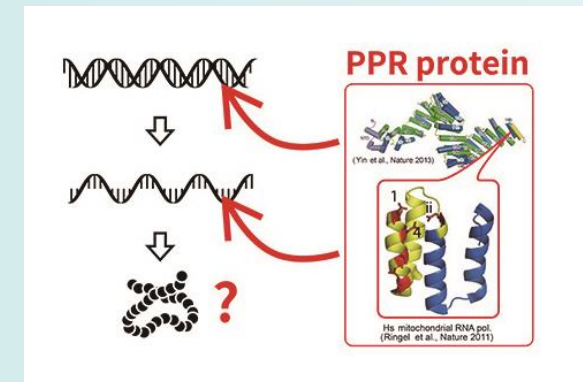
EditForce was founded based on the PPR genome editing technique invented by Takahiro Nakamura, Associate Professor at Kyushu University. EditForce aims to revolutionize the genome editing industry, which has been dominated by prior technologies such as ZFN, TALEN, and CRISPR.

Q2

PPR technology has the ability to recognize both DNA and RNA. It is the world's first genome editing tool that can edit both DNA and RNA.

Q3

UTEC has introduced management executives and external partners to EditForce and supports business planning as well as supporting its IPO process.



DNA/RNA modification by PPR

Epigeneron, Inc

Development of innovative drugs in order to realize a disease-free society.

Q1

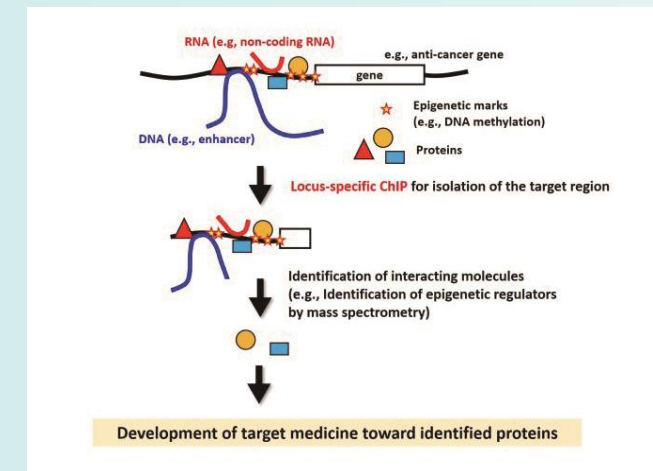
Dr. Hodaka Fujii, one of the founders and CSO of Epigeneron, Inc. and a Professor of Hirosaki University Graduate School of Medicine, and his colleagues have developed locus-specific ChIP technology which enables biochemical analysis of specific genomic regions. Using this technology, Epigeneron focuses on development of drugs against intractable diseases caused by abnormal functions of the genome.

Q2

Locus-specific ChIP and related novel innovative technologies for drug discovery and other fields. Epigeneron's technology is poised to tackle both existing and emerging healthcare issues.

Q3

UTEC helps Epigeneron in planning patent strategy and introducing business supporters which improved Epigeneron's business foundation. UTEC is expected to provide comprehensive support including financing and advice for building and updating business models and so forth.



Locus-specific_ChIP

Epigeneron is the 1st resident company at Bayer CoLaborator Kobe.



Elixirgen Therapeutics, Inc

Revolutionary cure for rare diseases using ZSCAN4 cell therapy



Q1

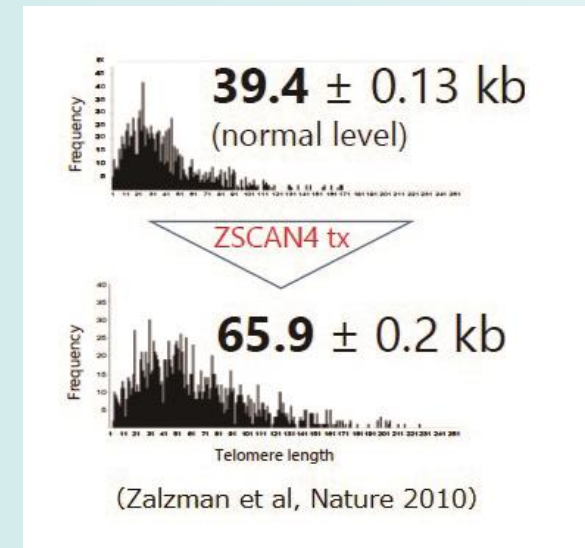
Elixirgen was founded in 2017 by Dr. Minoru Ko, currently a professor at Keio University and formerly a Section Chief at the NIH. Dr Ko aimed to apply his discoveries in stem cell biology to cure diseases.

Q2

Elixirgen's technology is based on the discovery that the ZSCAN4 gene increases the genome stability of the stem cell and elongates telomeres. The company developed the technology to introduce ZSCAN4 into cells such as hematopoietic stem cells in the form of RNA therapeutic agent that does not disrupt the genome, rendering the procedure safer. They have completed the Pre-IND with the U.S. FDA and now aim for early clinical trials for telomere disease, including congenital dyskeratosis.

Q3

With UTEC's assistance, Elixirgen Therapeutics will deliver its first therapy into clinical trials. UTEC is also supporting Elixirgen with business structure building and development, fundraising and recruitment.



Example of telomere extension by ZSCAN4

OriCiro Genomics, Inc.

Innovative cell-free DNA assembly and amplification technology for Synthetic Biology

Q1

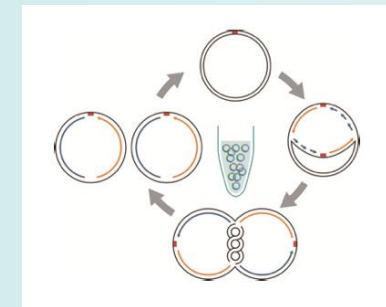
OriCiro's technology was invented by Dr. Masayuki Suetsugu of Rikkyo University, a co-founder of the company through his research under the ImPACT program funded by the Japanese government. The formation of the company was led by UTEC for the purpose of commercializing the invention as a platform technology for the emerging field of Synthetic Biology.

Q2

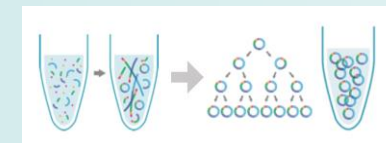
Cell-based cloning is widely used today for amplifying large DNA as an essential part of biotech research and development. However, it is a cumbersome and time-consuming process. OriCiro's technology offers a solution in the form cell-free DNA amplification. The technology allows not only the amplification of large DNA but also the amplification of sequences that are infeasible to amplify by existing methods. Furthermore, OriCiro's technology can assemble many DNA fragments into a large DNA more efficiently than current approaches. Combining OriCiro's assembly and amplification processes unlocks a new innovative and efficient synthesis of genome-size DNA.

Q3

UTEC recognized the importance of these technologies at an early stage of development and led the process of company formation. UTEC continues to support OriCiro in every aspect of the business, and also led OriCiro's Series A funding.



Reconstruction of the E.coli genome propagation process in vitro



Efficient synthesis of genome-size DNA from multiple DNA fragments



Synthetic biology company based on the innovative DNA assembly and amplification technologies

Quantum Biosystems Inc.

Development and commercialization of a single molecule DNA sequencer based on quantum mechanics.

Q1

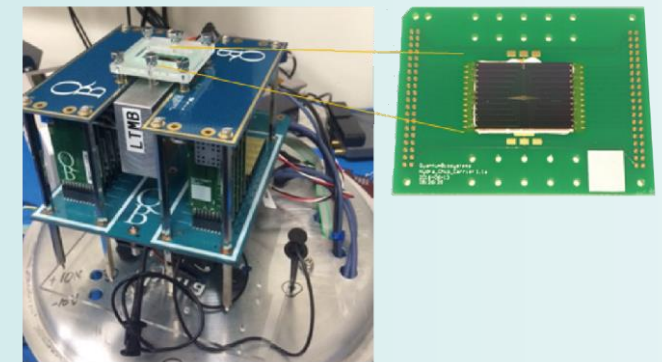
Quantum Biosystems was incorporated in January 2013, and is developing innovative DNA sequencers based on the research results of Osaka University professors, Tomoya Kawai and Masatomi Taniguchi.

Q2

Using Quantum Biosystems' technology, it is possible to carry out DNA analysis easily, with a higher accuracy rate at a remarkably lower cost when compared to conventional technologies. Furthermore, the technology overcomes the limitations of existing technologies in that it can capture DNA modification information.

Q3

UTEC offers financial support as the lead investor in the Series A and D rounds. UTEC possesses an external director seat, and proactively supports the management team by providing valuable insights and advice when making important business decisions.



Proprietary sequencer and sensors on chip.

CREWT Medical Systems, Inc.

Applying cutting edge lens designing technology for the improvement of quality of vision for a lifetime

Q1

The founders made a new business proposal while they worked at their former company, HOYA. After realizing the potential of the technology and business, the founders spun out the proposal as an independent company: CREWT Medical Systems. Professor Aihara from the University of Tokyo Hospital (Dept. of Ophthalmology) joined their team as a consultant to support the implementation of their technology.

Q2

Building medical devices and creating value through a unique combination of advanced optical technology.

Q3

UTEC supports CREWT by actively helping the management team to increase the corporate value. UTEC supports business strategy creation and offers advice on the company's fundraising activities while also providing financial and team building support such as introducing specialists and academic researchers from the UTEC network.



Head mounted device "imo"

GORYO Chemical, Inc

Development of fluorescent probes for quick diagnosis during cancer surgery

Q1

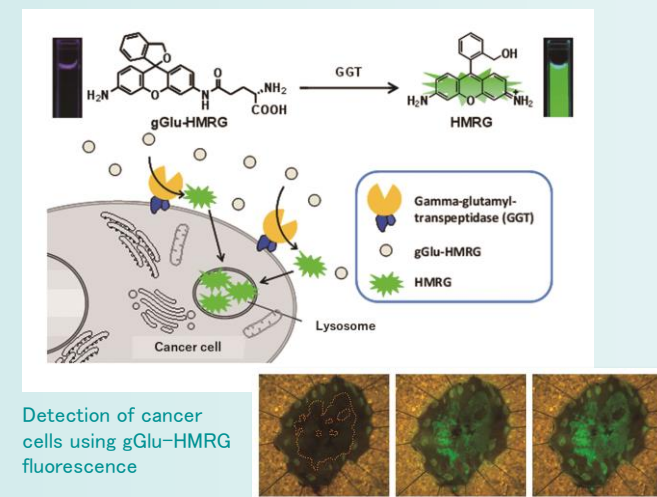
Goryo Chemical, Inc was established in 2010 in Sapporo, Hokkaido to develop fluorescent probes not only for research reagents but also for medical use.

Q2

Goryo Chemical has platform technologies of fluorescent dyes for diagnostics, which were initially developed by Urano Laboratory of the University of Tokyo. Furthermore, Goryo Chemical has the capability of synthesizing these dyes efficiently.

Q3

UTEC connected Goryo Chemical with Tokyo University and offers hands-on support for business planning, financing, recruiting to promote short- and long-term growth of the company.



Human ESD (Endoscopic Submucosal Dissection) cancer samples at each reaction state with EP-HMRG (before spraying EP-HMRG (left), after 5 min (middle) and after 10 min (right))

Celaid Therapeutics Inc.

Regenerative medicine start-up aiming to develop next-generation cell therapy products using human hematopoietic stem cell expansion technology

Q1

The team of founders, Dr. Satoshi Yamazaki of the University of Tsukuba and Dr. Hiromitsu Nakauchi of the Institute of Medical Science, the University of Tokyo, has succeeded in establishing large-scale expansion technology for mouse HSC in vitro using PVA, which is a component of liquid glue. Door to clinical applications opened when they succeeded the same with human HSC. The company was founded to accelerate its clinical application in the field of cell therapy, which is expected to grow in the future.

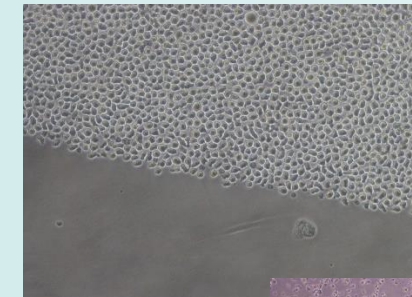
Q2

In vitro expansion of human HSC has been difficult until now. The conventional cell growth media, containing biological substances such as albumin and cytokine, carry problems such as low reproducibility, difficulty in quality control, and high cost of raw materials. Our technology enabled in vitro expansion of human HSC in an albumin/cytokine-free medium, which allows easy quality control and cost reduction. In addition, since HSC can be expanded regardless of the source (bone marrow, umbilical cord blood, peripheral blood), application to various diseases can be expected.

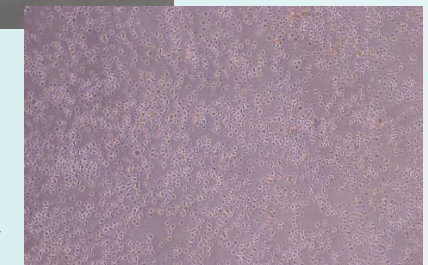
Q3

UTEC has paid attention to the innovation of this technology from an early stage and been involved in various aspects of our business development process. Furthermore, we were able to start full-scale business activities through their seed investment.

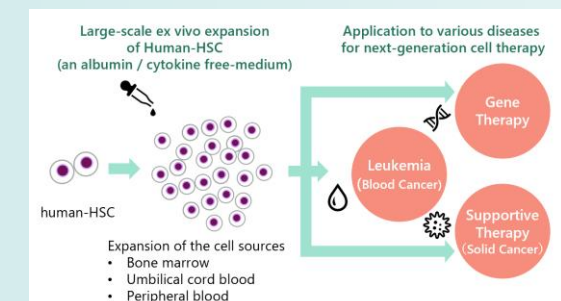
Celaid Therapeutics



マウス造血幹細胞の体外での大量増幅に成功



ヒト造血幹細胞の体外での大量増幅に成功



細胞ソースを選ばず増幅可能であり、様々な疾患への応用が期待できる

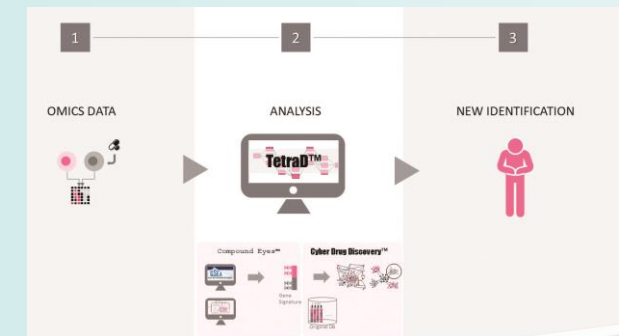
SOCIUM Inc.

Repurposing and developing pharmaceuticals using a systems biology approach to omics data analysis.

Q1 SOCIUM was established in 2017 with the aim of developing a drug discovery and development platform based on unique gene expression omnibus analysis algorithms developed by Katsuhisa Horimoto in Advanced Industrial Science and Technology (AIST).

Q2 SOCIUM's technology extracts disease-related genes and pathways with high accuracy based on biological significance. Therefore, compared to conventional analysis approaches, SOCIUM can achieve a higher success rate in drug discovery and development

Q3 UTEC supports SOCIUM in fund-raising, securing global business alliances and in recruiting management executives.



Service flow chart composed with several patents



Analysis based on SOCIUM's unique algorithm

TAGCyx Biotechnologies

Oligonucleotide based drug discovery platform to revolutionise expensive healthcare economy by discovering low cost, highly effective and safe medicines.



Q1

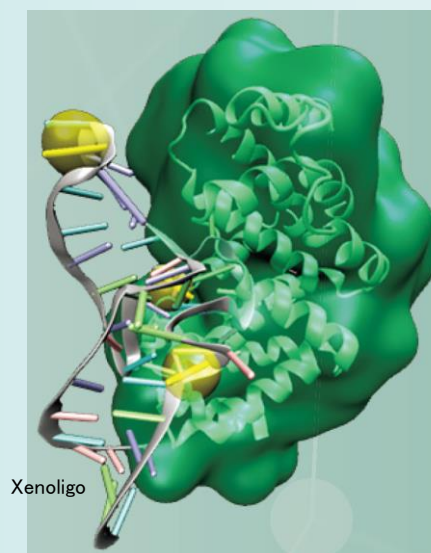
With the vision to commercialize “Artificial base-pairing technology” and its application in a wide range of Life Science fields, Dr.Hirao Ichiro and others co-founded TagCyx in 2007. From 2016, TAGCyx is targeting drug discovery and development as their main focus.

Q2

Nucleic acid drugs can be created with unprecedented efficacy using the Xenoligo™ platform which possesses high affinity and selectivity for target substances.

Q3

UTEC accelerates TAGCyx development into a global market leader in the field of drug discovery and pharmaceuticals through our network: assembling a strong team of high performing individuals and connections to the industry.



Xenoligo

Generation of Xenoligo molecules by SELEX

Glytech, Inc.

Improving drug properties through chemical generation of glycosylated peptides and proteins

Q1

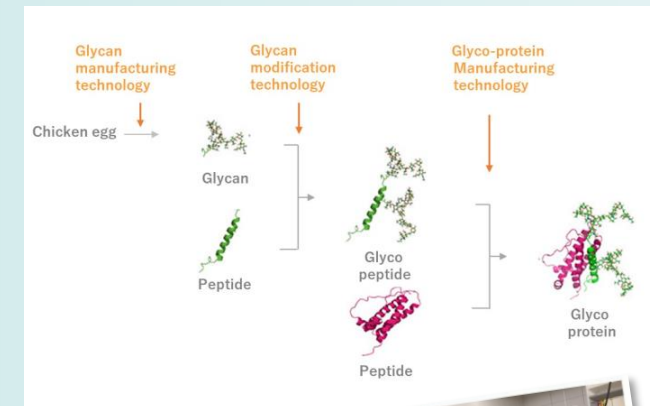
Glytech was incorporated with the goals of realizing the practical mass production of highly pure glycans and demonstrating the capabilities of glycans to functionalize biomedical products. These technologies are based on the research results of the founder's previous work at Otsuka Chemical Co., Ltd. and a collaborative research project with Professor Yasuhiro Kajihara of Osaka University.

Q2

Drug discovery screening system and commercial production of drug substance through precise and rapid chemical synthesis of biopharmaceutical drugs and compounds such as glycopeptides and glycoproteins.

Q3

UTEC leverages its strong network in the life sciences' ecosystem to introduce Glytech to various business partners and academic experts, along with supporting Glytech's fundraising activities.



Attachment of Glycans to Peptides/Proteins via Solid or Solution Phase Synthesis.



Laboratory

Tricog Health Pte. Ltd.

Tricog offers an AI-driven virtual cardiologist at health centers, with a vision to achieve accessible, affordable healthcare for all.

Q1

Tricog was founded in 2015 by Dr. Charit Bhograj, an interventional cardiologist with over 15 years of experience. Dr. Charit started Tricog with Dr. Zainul Charbiwala, an electrical engineer and a PhD from UCLA, Dr. Udayan Dasgupta, an algorithm expert and Abhinav Gujjar, a software platform architect.

Q2

Tricog is one of the world's largest healthcare AI companies with over 5 million patients in 15 countries with India, Philippines, Malaysia, Indonesia and Kenya being the major markets. Tricog offers a complete cardiology platform with products for AI-driven ECG, remote cardiac ultrasound and Arrhythmia/Holter diagnosis. Tricog has multi-faceted partnerships with major Healthcare & Pharmaceutical companies such as AstraZeneca, General Electric, Fukuda Denshi, etc.

Q3

In addition to financial support and advisory, UTEC is actively helping Tricog by introducing Japanese medical equipment manufacturers for business expansion and hospitals/university labs for collaborative research.



AI algorithms and doctors working hand in hand

Tricog communicator that can interface with multiple devices.



Expansion to 15 countries in Asia and Africa.

Bugworks Research, Inc.

Development of Novel Class of Antibiotics exhibiting Broad Spectrum Activity against all-known classes of drug resistant bacteria.



Q1

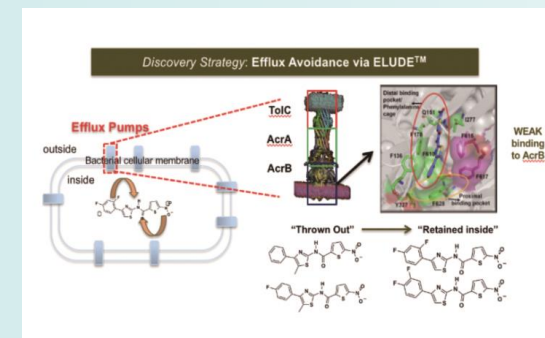
Bugworks was started in 2014 by industry veterans Dr. Anand Anankumar, Dr. Santanu Datta and Dr. V Balasubramanian to tackle the issue of global Anti-Microbial Resistance (AMR). In July 2017, Bugworks became the first Asian company to win the prestigious CARB-X grant. The Bugworks Research lab in Bangalore, India has a team of several scientists and PhDs with a combined experience over 200 years in drug discovery. Bugworks has an extended team in US and Australia.

Q2

Using proprietary ELUDE™ platform, Bugworks has come up with a first-in-class antibiotic series with the following characteristics: Efflux Unbinding, Dual-target Mechanism attacking two enzymes relating to bacterial DNA structure (Gyrase and Topo IV) and Broad-spectrum utility effective on all known classes of drug resistant bacteria (NDM, KPC, ESBL, MRSA etc.)

Q3

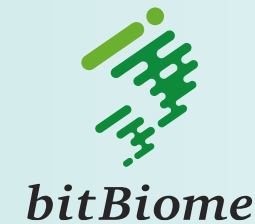
UTEC supports Bugworks by facilitating opportunities to partner with Japanese pharmaceutical companies, and collaborate with Professor Satoshi Murakami of Tokyo Institute of Technology, who clarified the crystal structure of multidrug release transporter AcrB, as the company's Scientific Advisor. UTEC also supports Bugworks by offering active financial advisory, fundraising support and strategic business advice.



Proprietary ELUDE™ platform of Bugworks

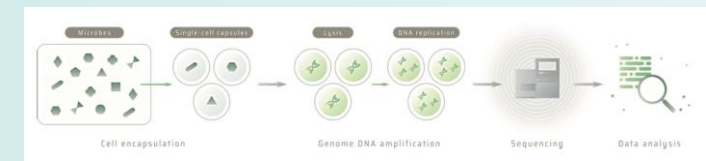
bitBiome, Inc.

Create new industries and precision medicine from microorganisms using next-generation microbiome analysis



Q1

bitBiome was founded in 2018 with the aim to create new industries using next-generation whole genome microbiome analysis that is based on the single-cell genomics technology developed by CSO Dr. Masahito Hosokawa, an associate professor of Waseda University.



Workflow of single-cell genomics

Q2

bitBiome has developed the world's first whole single cell genomics technology that can be applied to microorganisms. This technology has enabled the collection of a much higher resolution and more complete whole genome information relative to conventional techniques. bitBiome provides customers with unique joint research and contract analysis service along with plans to move into drug discovery and development.

Q3

As co-founders of bitBiome, UTEC offers support in the form of business development, IP strategy, and in assembling a high performing team.

Faraday Pharmaceuticals, Inc.

Pioneering the use of specific, reduced forms of natural elements — elemental reducing agents — to improve quality of life after acute, critical illness.

Q1

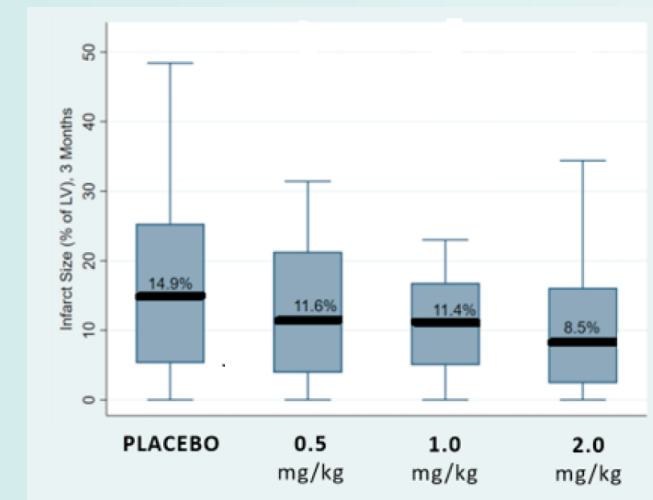
Faraday Pharmaceuticals was founded in 2014 based on the research of Dr. Mark Roth of the Fred Hutchinson Cancer Research Center, to improve the quality of life for patients suffering from acute, critical illnesses.

Q2

Faraday's proprietary therapeutic, FDY-5301, has been shown to catalytically destroy hydrogen peroxide and is therefore uniquely differentiated from sacrificial anti-oxidants such as Vitamin C, providing a key advantage in the destruction of reactive oxygen species.

Q3

UTEC supports Faraday in their academic collaborations, business development objectives, and handling regulatory affairs especially in Japan.



Infarct size assessed by cardiac magnetic resonance in a Phase 2 trial

MiRTeL Co., Ltd.

MiRTeL innovates the forefront of preventive medicine in order to increase life expectancy and reduce medical expenditure.

Q1

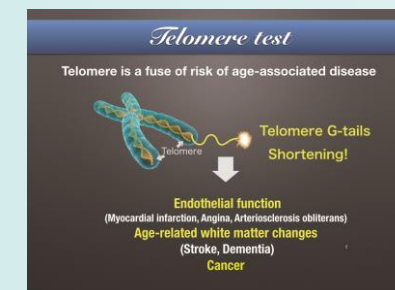
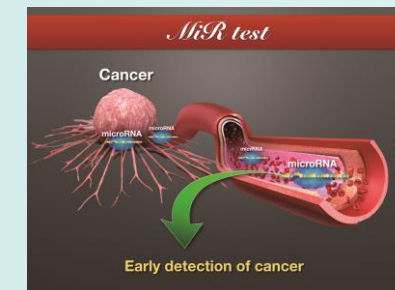
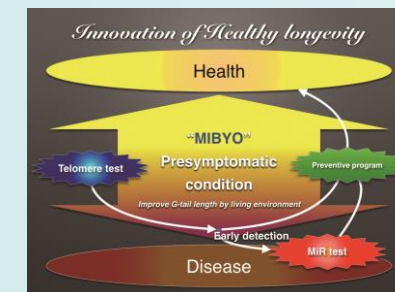
MiRTeL was established by Prof. Hidetoshi Tahara of Hiroshima University. Prof. Tahara realized the importance of practical applications of basic research when he was faced with the loss of his co-worker who died of juvenile gastric cancer. He developed the G-tail length measurement technology to enable a pre-symptomatic test for cancer. Furthermore, he endeavors to realize a healthy society and extend lifespan through early detection tests with microRNA.

Q2

The first "pre-symptomatic test" in the world using the telomere G tail length measurement technology and early detection of diseases through the examination of disease-specific microRNA in body fluids.

Q3

UTEC assists the company in business planning and strategy, fundraising, human resources management, intellectual property advisory, and license contract execution.



Metcela Inc.

Revolutionizing the Way We Treat Heart Failure

Q1

Mr. Nogami and Dr. Iwamiya founded Metcela in 2016 to commercialize Dr. Iwamiya's academic research findings at Tokyo Women's Medical University

Q2

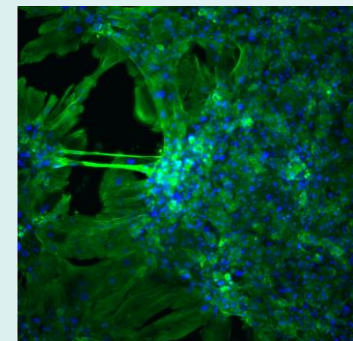
- Autologous and tissue-specific cell therapy: high efficacy and low-cost manufacturing
- Unique positioning by combining the cells with a proprietary mapping and catheter delivery technology which enables safe and accurate cell injections to the heart
- Proven mechanism of action of the therapy as a platform-enabling technology, in addition to proven efficacy in multiple animal models

Q3

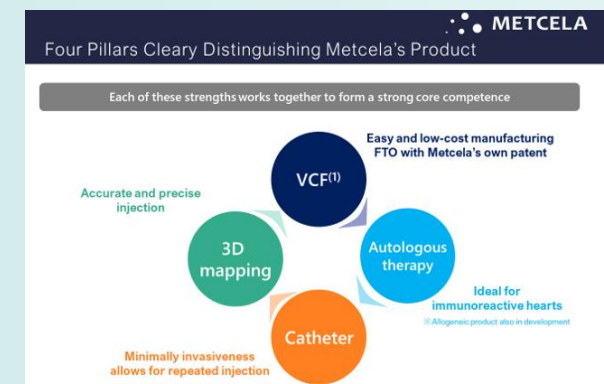
Financial strategy and hiring talents



Human VCAM-1-positive Cardiac Fibroblasts



Cardiomyocytes and VCFs forms a tight network when co-cultured together



4 clear pillars distinguishing Metcela from the rest

MOLCURE Inc.

Designing highly functional antibodies for diseases without effective treatment

Q1

Ryu Ogawa, the founder of Molcure, was striving to become a scientist at Keio University when he lost his father to cancer. This motivated him to establish a startup that enables the shortest path to cancer drug discovery and development.

Q2

By combining conventional methods for antibody production with a next-generation sequencer and Machine Learning, Molcure has developed a drug discovery platform that enables the acquisition of high-performance antibodies that could not be detected by existing methods.

Q3

UTEC provides multifaceted support in the form of funding, introducing collaborators, designing business strategies, and introducing customers.



Proprietary antibody development platform : Abtracer.



Repertoire Genesis Inc.

Innovating diagnostic and therapeutic development using next-generation immunodiversity analysis

Q1

Ryuji Suzuki (former Shionogi employee) developed bioinformatics software for fast and accurate repertoire analysis on immunity cell receptors (TCR / BCR) with his original unbiased gene amplification technology.

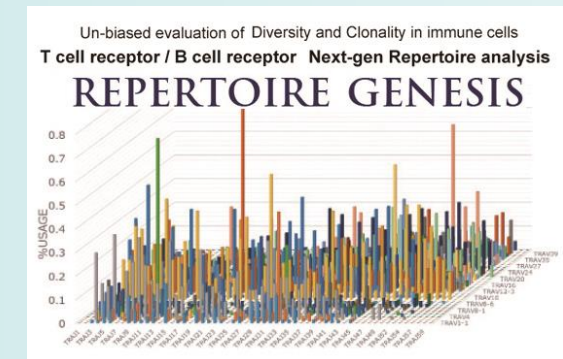
Q2

Repertoire Genesis has a unique technology to analyze immune repertoire accurately and comprehensively from both antigen and antibody factors. The company has dramatically improved the efficiency of development of therapeutic drugs and diagnostic agents for the immune system by in-depth monitoring of immune response in-vivo.

Their analysis services are being used at numerous domestic and overseas research institutes and pharmaceutical companies including The University of Tokyo School of Medicine Hospital and The University of California San Diego. The company strives to further improve the accuracy of analysis through collaborative research.

Q3

UTEC used its know-how of fostering of venture companies to play the role of a founding investor in addition to the investment. Furthermore, UTEC supported infrastructure development of Repertoire Genesis to accelerate the commercialization of technology after incorporation.



Unbiased next-gen T cell receptor (TCR)/
B cell receptor (BCR) repertoire analysis

Somatic mutation and neoantigen analysis for super-personalized medicine
Neoepitope analysis

NEOEPITOPE GENESIS

PeptID	Sequence		IC50		IFN γ secretion	
	MT	WT	MT	WT	ELISPOT	Intra
14	KTFYSSAL	KTFYSSAL	0.3	1.0	++	++
42	QLLEPAISFL	QLLEPAISFL	1.1	1.4	+	++
27	FFYSSALRV	FFYSSALRV	1.4	12.0	+	++
12	NLEKLIVF	NLEKLIVF	2.3	38.5	+	-
18	VLIINDNEPV	VLIINDNEPV	2.4	1.7	+	-
43	QYSSPALPT	QYSSPALPT	3.2	3.7	++	+
21	NISSAINTV	NISSAINTV	3.9	9.2	+	+
41	KVLQLEPOI	KVLQLEPOI	4.1	3.0	+	++
36	ALYPFERS	ALYPFERS	4.1	5.6	-	++

Somatic mutation and neoantigen analysis

Aidemy Inc.

A leading company supporting the internalization of AI



Q1

CEO Akihiko Ishikawa majored in the field of applied machine learning at the University of Tokyo's Engineering School. He realized the difficulty in acquiring AI programming skills. Thus, he developed "Aidemy", to train and increase the pool of AI engineers, who are in short supply today.

Q2

Aidemy, Inc. operates "Aidemy" for both enterprises and individuals as a training platform specifically for AI programming. It also helps enterprises clients to internalize AI-related organizations and self-operate AI-related systems.

The company's strengths lie in a great user experience that allows users to start learning within 10 seconds without any preparation, a strong track record of training more than 65,000 users as Japan's largest AI training programming service, and an accumulation of know-how that supports clients in everything from organizational design to the actual operation of AI so that they can perform AI-based data-analysis in-house.

Q3

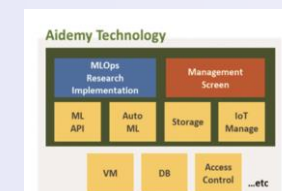
UTEC supports Aidemy with financing since their seed-stage, building management strategies, team building and introducing potential clients.



Easy to learn especially online contents



Internalization of AI-related organizations and self-operation of AI-related systems



"Aidemy Technology"
– A platform simplifying AI operation

Adacotech Inc.

Accelerate the evolution and revolution of manufacturing



Q1

Adacotech Inc. was incorporated in 2012 to commercialize proprietary anomaly detection AI products that use patented technology from the National Institute of Advanced Industrial Science and Technology.

Q2

Adacotech Inc.'s proprietary AI products provide close-to-zero false negatives (detecting abnormal objects as normal) with less amount of training data. The products achieve high speed inference and explainability, and are applied in quality assurance divisions of manufacturing companies.

Q3

UTEC is a lead investor in Adacotech, participating in its Series A financing, assisting in the development of corporate strategy, business development, as well as team building.



Anomaly detection with close-to-zero error



Actual application; automated tunnel inspection

Institution for a Global Society Corporation

People Analytics and Ed Tech startup leveraging cutting-edge technology for talent assessment and education.



Q1

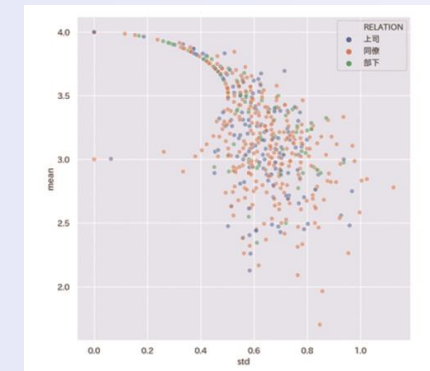
IGS's founder believed that the cause of decline and lack of competitiveness amongst Japanese companies is due to the lack of scientific thought process and conventional HR management. Hence, he established IGS to solve this problem by leveraging on his experience as a quantitative analyst and manager in the world's largest investment company and connections with UTokyo researchers.

Q2

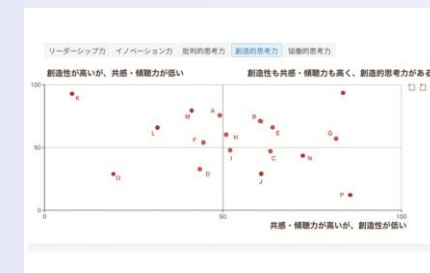
The IGS team comprises experts in machine learning and NLP. Leveraging on their expertise, they make use of big data derived from elementary school students to senior citizens to assess and educate HR. They provide such services to a wide range of customers, from international organizations, governments, schools to large corporations.

Q3

UTEC supports IGS in their corporate sales strategy, providing its wide network of connections with government entities, universities and corporates as well as fostering collaborations and providing financial support.



Temperament and competency AI measurement tool for corporations, GROW360, reveals the actual state of human resource evaluation capabilities (average multidimensional evaluation score x score distribution).



The class management function of Ai GROW, a temperament and competency AI measurement tool for educational institutions. Based on the results of the test, students are mapped according to their current abilities and challenges in the areas of leadership, innovation, and thinking skills. It also suggests grouping to most effectively develop students' abilities.



IAT, a game-style temperament measurement tool, can measure potential temperamental tendencies with the movement of a finger. Obtained an international patent.

VividQ Limited

Towards the mass adoption of 3D holographic display

Q1

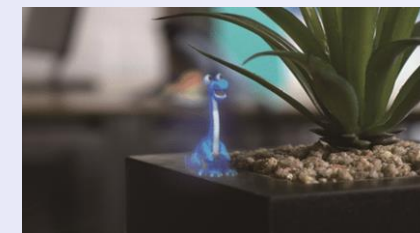
Initially founded as a data compression startup, VividQ pivoted to a software startup building commercial applications for 3D holographic displays using their patented technology, thanks to the support from Prof. Tim Wilkinson of The Centre for Advanced Photonics and Electronics, Cambridge University..

Q2

High-quality, fast and scalable implementation of computer-generated holograms, computational aberration correction technology, and GPU-enabled fast implementation. Partnerships with major suppliers for the constituent parts required for holographic display configuration.

Q3

After co-leading VividQ's seed round, UTEC is actively supporting their business development in the Japanese market, and helping them to cultivate relationships with the Japanese academia.



VividQ holographic display can express "the sense of depth"



AR HUD, one of the applications of VividQ software, superimposes information in a form that matches the object in the real world



VividQ team with many PhD talents from University of Cambridge, Oxford University, and so on

estie, inc.

Modernizing Real Estate

Q1

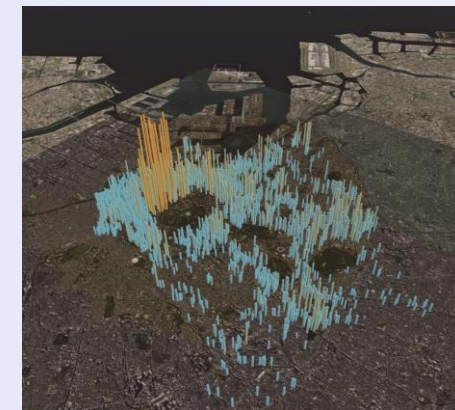
estie founder Hirai developed and implemented statistical analysis methods for real estate performance during his time engaging in overseas real estate investment and office leasing sales at Mitsubishi Real Estate. Hence, he started estie to solve the industry problem where even professionals were not making objective decisions based on sufficient logical evidence, while tenants were forced to make decisions with insufficient information.

Q2

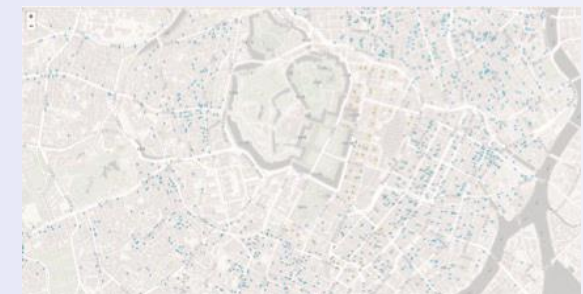
The estie team possesses deep real estate industry knowledge, which they leverage on to build algorithms for estimating rents and other real estate quantitative indicators. These algorithms are hard to imitate as they are based on one of the largest integrated databases in the market.

Q3

As a Series A lead investor, UTEC provides a range of value-add activities, including advise on strategy, operations, sales & marketing, and HR.



Algorithm to estimate rent of individual office building



Real estate integrated database on a map

ELEMENTS, Inc.

R&D of products and services to make daily life more comfortable through information analysis using computer vision x IoT sensors

Q1

Founder, Yasuhiro Hisada, graduated from Keio University School of Law with a specialization in statistical mathematics. He then started technology development with appraisal techniques and computer vision in forensic statistics. ELEMENTS has a research collaboration with Aoki lab at Keio University.

Q2

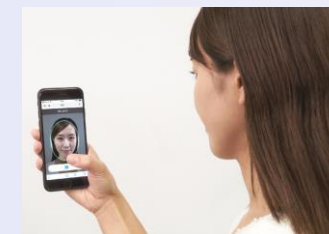
Biometric authentication index, high-speed biometrics search by deep learning and unique authentication systems

Q3

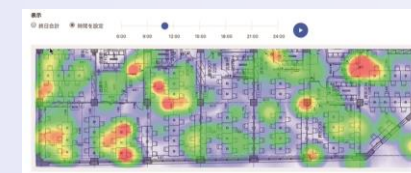
UTEC supports ELEMENTS in recruitment, business planning, sales strategies, finance, and customer introduction. In addition, UTEC actively connects ELEMENTS with large corporations and government agencies.



AI engine focusing on 3D scanning service for human body shape data



eKYC with biometric authentication cloud



Platform to connect individual and city leveraging image recognition and sensing technologies

Money Design Co., Ltd

Democratize financial services with the power of technology and create new relationships between people and money



Q1

Holding all assets in Japanese Yen is no longer an optimal asset management strategy, given the increasingly volatile JPY against a macroeconomic backdrop of USD-JPY exchange rate fluctuations and inflation. Theo's asset management engine, which was developed in collaboration with Prof. Kato Yasuyuki of Kyoto University, can be used to provide tailor-made global diversification investment algorithms to retail investors. These algorithms are on par with those used by high-end asset managers.



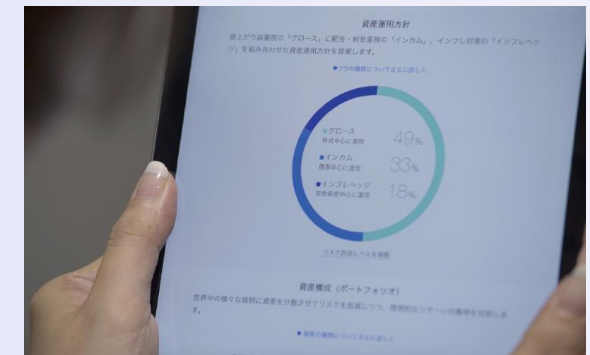
THEO service homepage

Q2

A strong, well-rounded core team comprising members from the academia, investment management, financial industry and internet service industry.

Q3

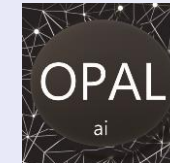
UTEC provides support to Money Design by strengthening the legitimacy and creditworthiness of investment management policies and company strategies. UTEC also provides appropriate and timely business advice to the management team.



231 (tried and trusted) highly customized private asset management plans for everyone

OPALai Pte. Ltd.

AI-driven digital financial products focused on Commodities and FX markets for Pricing, Hedging and Trading.



Q1

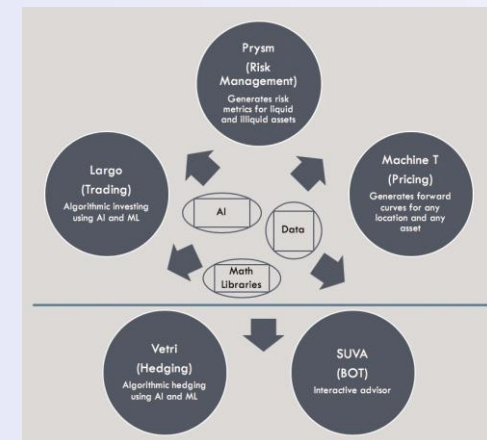
OPALai was started in June 2017 by Pravin Chandrasekaran, a Harvard alumnus, who has two (2) decades of experience in commodities derivatives across seven (7) countries in Deutsche Bank, Citigroup, Rabobank and ADM. OPALai was set up in Singapore with the help of a S\$1M non-dilutive grant by EDB (Economic Development Board).

Q2

OPALai uses an ensemble of statistical Machine Learning and Deep Learning techniques by analyzing over 400–500 features for pricing commodities. They incorporate asset pricing techniques that have been historically used to only model equities such as Continuous-Time Finance (CTF) and apply those principles to model commodities. OPALai has over 10 global clients spread across geographies, spanning sectors such as Energy/Power, Metals and Agriculture.

Q3

As the sole institutional investor in OPALai's seed round, UTEC supports them to build their footprint in Japan by facilitating recruitment of Japan-based professionals, client partnerships with Trading, Financial and Manufacturing corporations, and research collaborations with Japanese academia.



OPALai's Product Offerings for Pricing, Hedging and Trading



OPALai's Product Performance (for Illustration purpose)

obniz Inc.

Make Everything Online

Q1

Conventionally, IoT using microcontroller boards have faced various hurdles, such as the need to build a development environment, special development languages, and knowledge of hardware as well as software. Cambrian developed Obniz to realize a world where anyone can freely create IoT electronics.

Q2

Obniz specializes in doing all the implementation and development via cloud. This reduces development man-hours, increases the number of supported development languages and thus the number of available libraries, and enables complex processing.

Q3

UTEC provides advice on sales strategy, support for recruitment, introduction of corporate customers, and support for legal affairs.

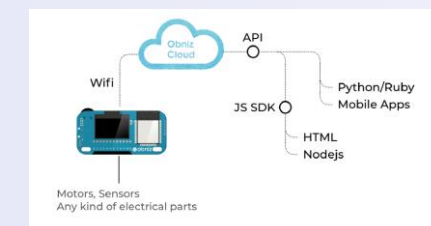
obniz



"Obniz" and the programming screen



Radio controlled car automated by Obniz



System diagram

Obviously AI, Inc.

Empower Non-technical business professionals to perform end-to-end Machine Learning using a No-Code Platform

Q1 Co-founders Nirman and Tapojit were classmates at Hampshire College in Boston where they obtained their Bachelor's degrees in Computer Science. CEO Nirman comes with entrepreneurial experience, having sold his previous startup to Intel. CTO Tapojit was formerly an AI/ML researcher at MIT. Obviously AI has a team of 10 people based in San Francisco Bay Area.

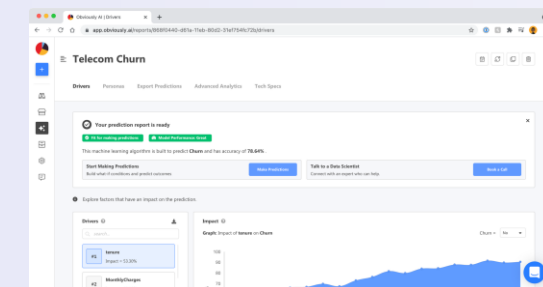
Q2 The company built a proprietary technology called “Edge-sharp AutoML” that enables building & training of ML models with superior performance in under a minute. The product is tailored to the needs of analysts and BI professionals via a complete end-to-end no-code user experience combined with seamless workflow integrations to cloud services and databases.

Q3 To support Obviously AI's expansion into Japan/APAC by facilitating client and Go- to-market partnerships. Additionally, UTEC also offers hands-on operational support to the company in recruiting, product strategy and growth.

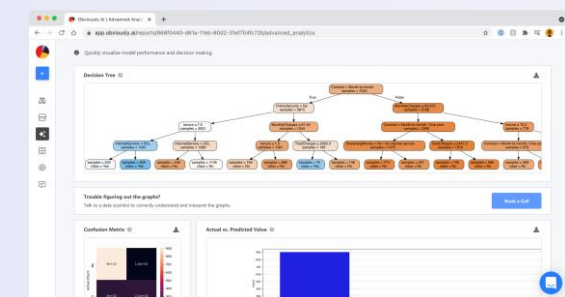
obviously.ai



Obviously AI co-founders Nirman and Tapojit – Immigrants from India and Bangladesh living in US



Prediction report built from uploaded data using AutoML technology



Visualization of model performance with explainable AI

Capex, Inc.

Virtual humans who are close to humans



Q1

CEO Kogame, who served as COO at bitFlyer, started the company with the aim of solving social issues using new technologies such as VR/AR and natural language processing.

Q2

From the UI/UX of avatars to a dialogue engine with a unique algorithm based on emotional data, we designed a total interaction experience that enhances the closeness to humans.

Q3

General management strategy, lead investment from seed round, recruitment support, product feedback, B2B expansion support



PATONA was launched for iOS and Android. Using the direct interaction with users as a starting point, we brushed up the interactive experience and expanded it to virtual humans.

ConciergeU Inc.

Changing the World by Automating Chat

Q1

Based on the founder's experience at the University of Tokyo "Entrepreneurship Dojo" and a PE fund, two graduates of the University of Tokyo founded the company when chat was about to evolve as means of communications, with the determination to create a global startup company from Japan.

Q2

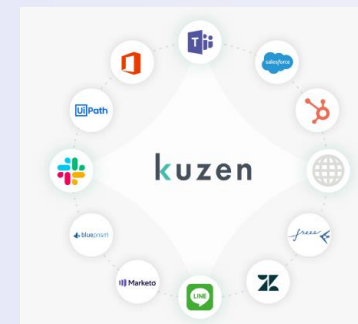
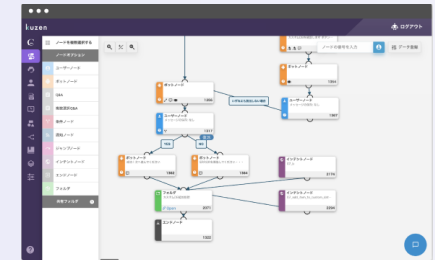
It is the only chatbot tool that provides a wide variety of functions required by enterprise customers with no code, and has been installed in more than 150 large companies. The company's strengths include its unique patented scenario creation algorithm, various dialogue interfaces that can be built according to customer needs, and flexible integration with external systems.

Q3

Finance strategy including IPO preparation, recruitment support and organization building



The "kuzen" editor screen.
No code is needed to build a chatbot quickly.



Conceptual diagram of "kuzen" Integration Hub. Various dialogue interfaces and linkage with SaaS are realized.



Image of an end-user using a chatbot.

SEAOs, Inc.

IoT, robotic, and SaaS solutions for logistics, based on proprietary algorithms.

Q1

SEAOs' founder, Akira Matsushima, started the company with an extensive experience in handling large scale global logistics projects at Accenture.

Q2

The SEAOs team understands the functional requirements of logistics IT of various industries such as medical, retail, and manufacturing – from the strategic viewpoint to operational requirements. These multi-faceted perspectives allows SEAOs to understand the kind of technology that can solve the problems faced by logistics sector.

Q3

UTEC is supporting SEAOs' overseas market expansion and, accelerating the development of their technology through Industry-academia collaboration programs.



Autonomous load carrier vehicle



WMS



Delivery management platform

JDSC Co. Ltd.

Leveraging data science to create positive impact on profit margins.



Q1

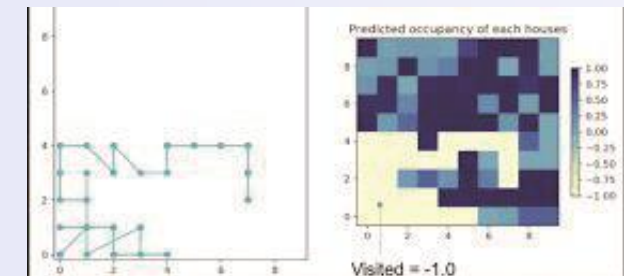
JDSC's management team founded the consortium in 2014 to leverage the lessons they learned from the corporate process transformation through data utilization from their experience at P&G and McKinsey. To grow as a business, the consortium has been reorganized as a corporation.

Q2

JDSC leverages technology from the Koshitsuka laboratory at The University of Tokyo III/GSII, IoT and data utilization and the Tanaka laboratory in the University of Tokyo Department of Systems Innovation. The team also comprises of members with technical and business expertise in AI and Blockchain.

Q3

UTEC supports JDSC with its business model development, strategy formulation, operational excellence and finance.



Optimize delivery route by predicting home absence



Automate picture reading and processing

Startbahn, Inc.

The realization of a society where art is democratized and familiarized as property and culture.

Q1

(Taihei) Shii, a contemporary artist and a graduate of the University of Tokyo's Graduate School of Interdisciplinary Information Studies was concerned about the lack of technological infrastructure in the field of art despite many technological infrastructures being already developed in other fields. This became his motivation to found Startbahn with the aim of bridging the gap between technology and art.

Q2

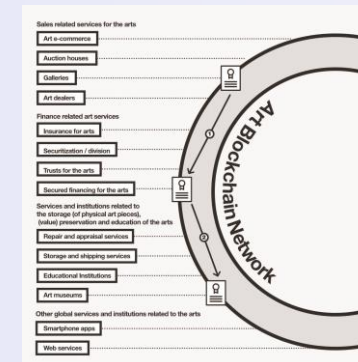
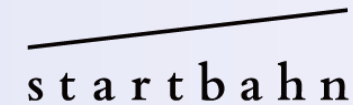
Startbahn has acquired related patents in Japan and the US. The Blockchain x Art field is blue-ocean from a competition standpoint.

Startbahn is highly recognized as a leading company in Art x Blockchain initiative in Japan and is well-positioned to propose innovative changes.

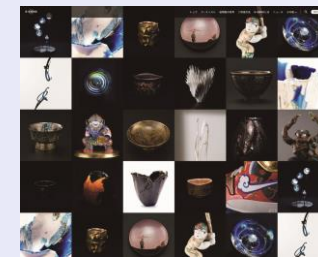
Startbahn has technical expertise in blockchain application design and development based on its continuous effort to develop and improve ABN.

Q3

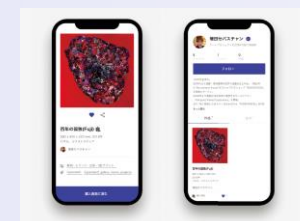
Globally, neither the legal procedures nor the social credentials of blockchain technology is established yet. However, UTEC supports Startbahn in business development strategy as well recruiting to build a strong team. UTEC's investment in Startbahn shows a global-level confidence in our commitment to blockchain technology and its application in the art industry.



“Art Blockchain Network (ABN),” developed by Startbahn, designed to be an infrastructure for art industry utilizing blockchain technology. (<https://artblockchainnetwork.com/>)



Web service “B-OWND”, developed jointly by Tanseisha and Startbahn, on which Japanese traditional craft works are sold with ABN blockchain certificates. (<https://www.b-ownd.com/>)



Web service “startbahn.org”, managed by Startbahn, on which artists and galleries sell their artworks and issue blockchain certificates online. (<https://startbahn.org/>)

SWAT Mobility Pte. Ltd.

On-demand dynamic routing technology for high-capacity vehicles



Q1

SWAT was founded in 2015 with the vision of moving smart nations with on-demand high-capacity vehicle pooling services that can reduce traffic congestions, improving travelling convenience for commuters, and optimizing resources for transportation systems.



Q2

Most vehicle-pooling players in the industry only offer either fixed-route shuttle services or dynamically-route services for smaller vehicles like cars. Unlike their competitors, SWAT goes a step further and offers dynamic routing of demand-responsive and high-capacity vehicles – using big data, machine learning and artificial intelligence.



Q3

UTEC provides holistic business strategy advice and support, ranging from financing, marketing, business partner matching and talent recruitment. UTEC is also tapping on our strong local networks to support SWAT's Japan market entry.

DATAFLUCT, Inc.

Democratization of Data Utilization with data handling and automated machine learning at its core

Q1

CEO Kumemura, who has been involved in launching more than 30 new businesses over the past 13 years and is also an invited staff member of the Japan Aerospace Exploration Agency (JAXA), founded the company in 2019 to specialize in new businesses using data science.

Q2

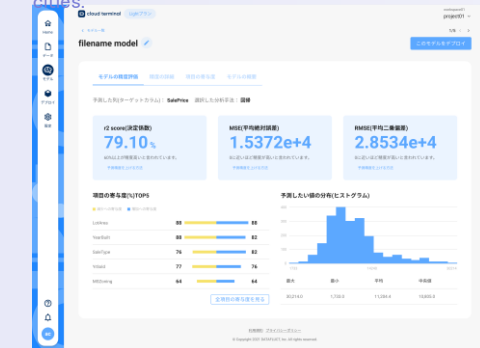
Linkage between geographic information and image analysis cultivated by JAXA, automatic machine learning technology to search for the optimal model without the need for the data scientist to be an expert, and a cloud development platform that enables the rapid launch of new applications.

Q3

Finance support as a lead investor in Series A, overall management strategy including productization, collaboration with academia, recruiting, preparation for listing



The “DATAFLUCT smartcity series” is being developed with the theme of solving urban problems with data and realizing sustainable cities.



“DATAFLUCT cloud terminal”, a multi-cloud AutoML tool for building machine learning models with no code



“DATAFLUCT co2-monitoring”, an environmental monitoring service that uses satellite data to visualize atmospheric carbon dioxide concentration and economic activity

TXP Medical Co., Ltd.

Saving Lives with Medical Data



Q1

CEO Dr. Sonoo developed software on his own to solve the problems he faced in the field of emergency medicine at Hitachi General Hospital where he was an active emergency physician. In 2017, he started TXP Medical to expand the software to hospitals across Japan.



Logiee_PV1

Q2

TXP Medical has competitive advantages in that it has a deep understanding of the needs of the medical field, a strong network of regional flagship hospitals, and a research team that continues to publish in national and international conferences and papers.



Milee_PV2

Q3

As a Series A Lead Investor, UTEC supports TXP Medical in making strategies to increasing corporate value and in recruitment to form a strong team.



Minivan_PV3

Tier IV, Inc.

Providing fully autonomous self-driving platforms and services.



Q1

Tier IV was founded in December 2015 by Dr. Shinpei Kato, currently an associate professor at the Graduate School of Information Science and Technology at The University of Tokyo. Tier IV is developing a fully-autonomous self-driving platform based on their open source software “Autoware” which Dr.Kato created while he was teaching at Nagoya University,



Logiee_PV1

Q2

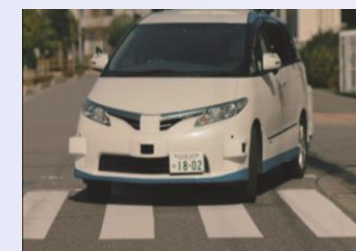
Tier IV provides fully autonomous self-driving platforms and services based on “AutoWare”, an open-source software based on Linux and ROS. Tier IV’s platform strategy involves offering optimized configuration of software and hardware necessary for each ODD (Operational Design Domain) as a Reference Design. In December 2017, Tier IV became the first company to deploy a Level 4 self-driving vehicle on Japan’s public roads.



Milee_PV2

Q3

UTEC assists TierIV in building its management team, formulating business strategy, and supporting global expansion



Minivan_PV3

Tellus You Care, Inc.

The vision of Tellus is to radically change and improve the standard of elder care with technology and service.

Q1

The founders' personal elderly care experiences revealed a large opportunity in utilizing technology to improve the quality and efficiency of eldercare services.

Q2

The founders are alumni of Google, Apple, and Stanford University, with a strong will to create a solution using cutting-edge technologies.

Q3

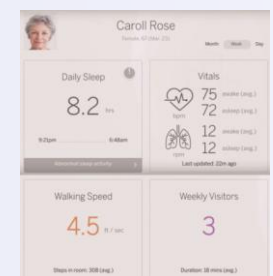
Japan is one of the world's largest eldercare markets. UTEC assists Tellus in entering Japan, as their primary target market. Specifically, UTEC supports Tellus in its team building and business development activities.



Founders



Device



Dashboard

HashPort Inc.

Innovating Japan with Blockchain Technology



Q1

Mr. Yoshida was the youngest Venture Architect in the Tokyo office of BCG Digital Ventures, the digital business development arm of the Boston Consulting Group, and worked on projects in Japan and China. Mr. Yoshida started the company in July 2018 with the rise of blockchain technology.

Q2

HashPort has been providing specialized services in the field of “tokens” in Japan, and has been engaged in many projects with major Japanese companies, financial institutions, and virtual currency exchangers. HashPort has been engaged in many projects with major Japanese corporations, financial institutions, and virtual currency exchange companies, and has accumulated knowledge and technology.

Q3

M&A, finance, CXO class hiring, listing preparation

PM Labs, Inc. (AGARA)

AI-driven Autonomous Voice Agents for Enterprises

Q1

Agara was started in 2017 by Abhimanyu, an experienced operator and Arjun, a Machine Learning expert. Abhimanyu formerly held executive positions in startups such as StayZilla, Investment banks such as MAPE & Rabobank, and is an alumnus of IIM-Calcutta. Arjun holds a MS in Computer Science from Georgia Tech, and formerly served as the Head of Applied NLP/Cortex @ Twitter HQ in San Francisco. Agara has a team of over 35 business experts and technologists spread across US and India.

Q2

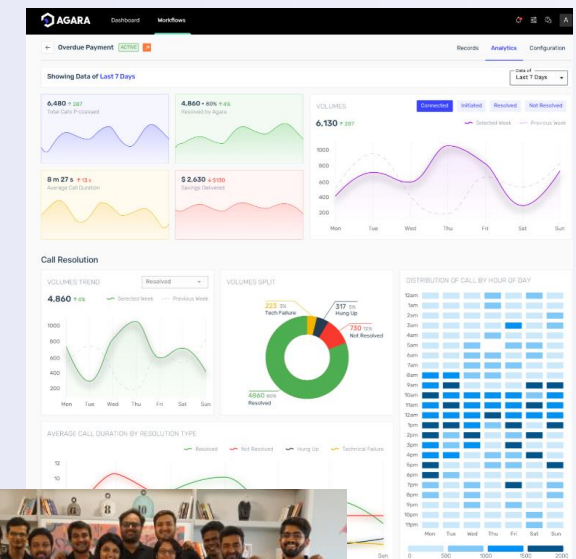
Agara's Voice bot is powered by voice-first deep learning algorithms for Spoken Language Understanding (SLU), a dynamic Dialog Management system (DM), and controlled Natural Language Generation (NLG). Agara has 6 patents and 2 publications in conversational AI. Agara's products have been adopted by Fortune 500 clients including. P&G in 10 countries, reducing Case handling time by 30%.

Q3

UTEC offers active strategic support to Agara by collaborating with its partner fund Blume Ventures in India. Additionally, UTEC supplements Agara through client and Go-to-market partnerships with Japanese Multinational Corporations.



Client-facing dashboards for demonstrating ROI of the product



Agara Team – engineers, product leaders and business experts

Finatext Holdings Ltd.

Reinvent “finance” as a “service” by developing Service/ Big data/ Platform

Q1

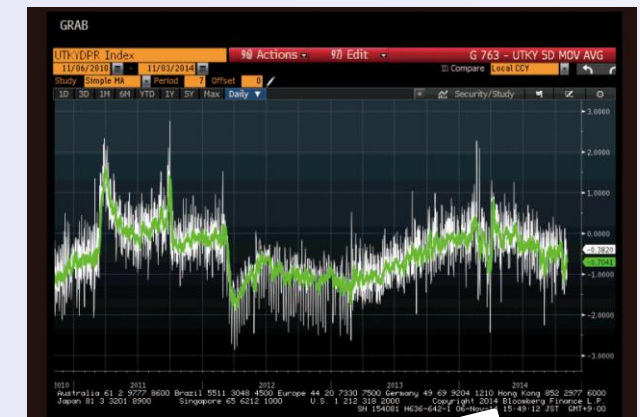
Finatext was established to develop and provide high-quality real-time information unlike any other pre-existing product or service, using big data analysis. Finatext's solutions were developed by utilizing the team's deep expertise in providing services for financial institutions and research outcomes achieved by Professor Watanabe of The University of Tokyo.

Q2

Based on deep knowledge and experience in finance, Finatext has the technological ability to rapidly analyze financial information and develop services in a user-friendly UI/UX. Finatext uses economic statistical analysis technology based on big data developed by Japan's top professionals working at the forefront of statistics and economics research at the Ministry of Internal Affairs and Communications, and the Bank of Japan.

Q3

UTEC provides overall hands-on support at both the management and startup operations levels.



Nikkei CPI Now



President and CEO Ryota Hayashi
Co-founder Tsutomu Watanabe

PaylessGate Co., Ltd.

Provide the ultimate personal authentication in the real world and make the happy world with a seamless experience.

Q1 I believe that the meaning of human life is to “create the next generation,” and one of the most important things is a seamless society. I wanted to create a seamless society by eliminating things that are easy to do online but require a lot of effort in the real world.

Q2 Authentication consists of a combination of three types of information: memory information, physical information, and biometric information. The disadvantages of real-life authentication are that it takes time to confirm memory, it takes time to retrieve objects, and once the biometric information is leaked, the person cannot use the system. However, we have patented technologies for “high-speed, high-accuracy location measurement” and “settlement-level authentication,” which enable hands-free authentication and settlement of all kinds of transactions by simply placing a smartphone in a pocket or bag.

Q3 Holistic support from seed phase

PaylessGate
Create next generation



Retrieva, Inc.

Retrieva provides business automation solutions by leveraging state-of-the-art natural language processing technology.

Q1

The founders realized the potential applications of NLP, machine learning and deep learning in several enterprise use-cases. Formerly, the team was part of Preferred Infrastructure and then spun-out to become an independent company. Mr. Kawahara, who was a manager in the Manufacturing Division of Preferred Infrastructure, and Mr. Nishitoba, an alumnus of The University of Tokyo Graduate School of Information Science and Technology, and four others founded the company.

Q2

Retrieva team has deep expertise in the fields of NLP, Machine Learning and Deep Learning. The team is also well-equipped in using the aforementioned technologies to solve the problems of enterprise customers and making the service user-friendly.

Q3

UTEC offers comprehensive pro-active support in strategy development, recruitment of top-notch talent, customer introductions, pioneering partners and future financing.



Answer Finder



VoC Analyzer

Locix Inc.

Locix's cloud-based solutions digitize physical spaces, providing unprecedented visibility and awareness to constantly changing environments, enabling streamlined decision-making, problem solving, and Artificial Intelligence solutions.

Q1

Locix was co-founded by a serial technology entrepreneur Vik Pavate, and Professors Vivek Subramanian and Elad Alon from the University of California Berkeley, who developed revolutionary wireless sensor technology.

Q2

Locix provides high-performance, highly flexible low-cost wireless sensor products by using their unique platform technology that makes full use of ultra-low power consumption technology, wireless technology, advanced sensor technology, power transmission technology, and data science.

Q3

UTEC has been involved with Locix from its inception and led Locix's Series A funding round. UTEC team has contributed significantly in crystallizing the company's business strategy. Locix has also leveraged UTEC's extensive network to engage with leading service providers, system integrators, OEMs and suppliers in the Japanese industry.



LOCIX Wireless Camera Product

ROMS, Inc.

ROBOTICS OMNI SOLUTIONS: Robotics solutions for omni channels and supply chains.

Q1

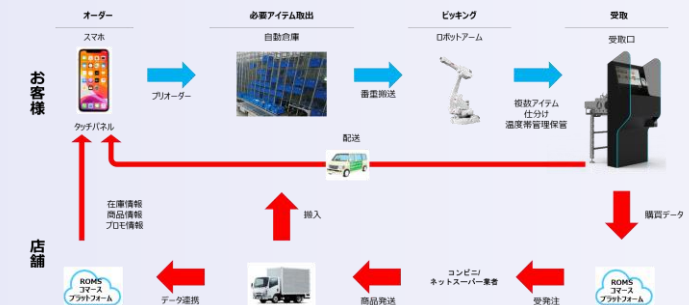
A team comprising of two Polish professionals and one Japanese professional came together through UTEC's introductions, and co-founded a company to resolve social issues by providing unmanned & automation solutions to retailers and their supply chain in June 2019. ROMS is headquartered in Japan.

Q2

ROMS adopts an issue-driven approach with a global perspective through the combination of over 10 years of automation, integration, and robotics experience, and operation, business development, and retail experience of the Japanese team.

Q3

UTEC provides ROMS with funding, corporate management support, and risk management.



Robotic unmanned store and dark store solutions developed by ROMS



A demonstration store in Tokyo using the ROMS unmanned store solution

WASSHA Inc.

Delivering electrical power to people in off-grid areas.



Q1

CEO Satoshi Akita chose to start the service in Africa because of the strong social impact WASSHA would have in Africa as well as the size of its market and flexible regulations. The company was incorporated in April 2013 by CEO Akita and Professor Rikiya Abe of the University of Tokyo.

Q2

WASSHA collected a detailed landscape of data on consumer coverage and consumption trends of millions of people in Africa by partnering with kiosks in rural areas. The management is based in Tanzania, in close operational proximity to the local communities, and leverages collaborations with Japanese corporations to deliver value

Q3

As the lead investor, UTEC advises WASSHA's management, supports its fundraising activities and introduces potential collaboration partners.



Power to the people



Kiosk image in Tanzania.

Algal Bio Co., Ltd.

Unlocking algae's potential for a better future

Q1

Professor emeritus Shigeyuki Kawano's 20 year-long algal bio research formed the basis of the company.

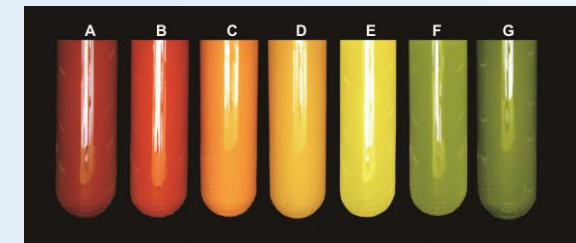
Q2

The company has unique algae strains with strong Intellectual Property in the fields of strain screening, cultivation, and production of functional ingredients.

Q3

Algal Bio has been receiving commercialization support from UTEC since the earliest stages of its R&D operations. UTEC has continued to provide management advice to increase the breadth and scope of the company's projects as its lead investor.

Algal Bio 



Algal Bio's proprietary techniques enables the company to produce "Nanairo Chlorella" which changes color corresponding to the carotenoids and long-chain fatty acids present



A typical algal body (left)
A super oil-producing algal body (right)



Mass-cultivation using a thin-layer light bioreactor

ASM, Inc.

Deliver Slide-Ring Material (SeRM), the world's first commercialized material that enables molecular topology, a concept that won the Nobel Prize in Chemistry in 2016

Q1

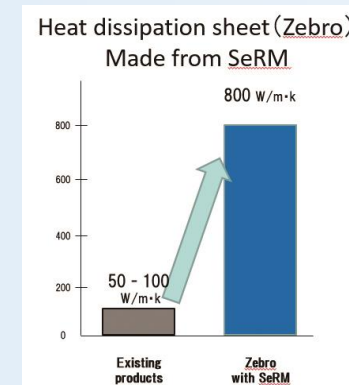
Invented at The University of Tokyo's Kohzo Ito Lab, "SeRM" is a platform technology that can revolutionize the world of polymers. ASM founders, including Prof. Ito, and UTEC grasped the potential practical applications of this supermolecule. The company was thus formed to meet the growing interests in SeRM from the material industry.

Q2

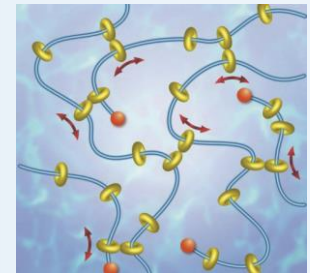
Today, ASM is the world's sole manufacturer of commercialized supermolecule that enables molecular topology. The company possesses exclusive licenses to the related patents from the University of Tokyo. ASM added various novel functions to polymers, such as toughness, impact resistance, extensibility, and resilience, to enable existing polymers to achieve radical strengthening, and excellent haptics, shape restorability, vibration absorption and heat radiation performance.

Q3

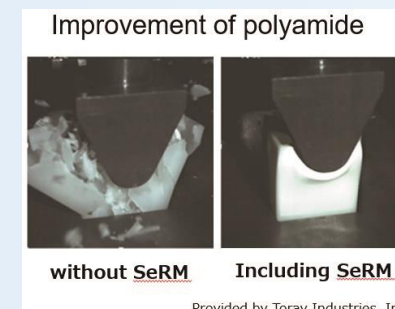
UTEC has been actively involved in ASM's business planning from before the company's establishment. UTEC is also playing a proactive lead investor role by helping ASM with financial support, team building and management.



Developed a heat dissipation sheet



SMR structure



Polyamide modification

Exergy Power Systems, Inc

Exergy Power Systems provides flexibility services which enables the adjustment off sudden fluctuations that occur when transitioning renewable energy between the US and EU regions.

Q1

Exergy, a University of Tokyo startup that develops next-generation energy-saving batteries, was founded with UTEC's support.

Q2

Exergy's business model is to provide flexibility service for Transmission System Operators (TSO) by installing and operating low capacity/high power battery energy storage systems and combining them with various distributed energy resources. Exergy's business development is focused on the European market where its main strengths lie.

Q3

UTEC has backed Exergy since the seed stage with financial support, business development, and negotiations with various stakeholders.



Exergy's 1MW battery energy storage system, installed at the E.ON Energy Research Center of RWTH Aachen University, Germany.

Green Earth Institute Co., Ltd.

Using *Corynebacterium* to solve the energy crisis, food crisis, and climate change.

Q1

GEI was established as Japan's first public foundation spin-off, in order to make practical use of innovative biorefinery technology using the *Corynebacterium* which was developed by Research Institute of Innovative Technology for the Earth(RITE).

Q2

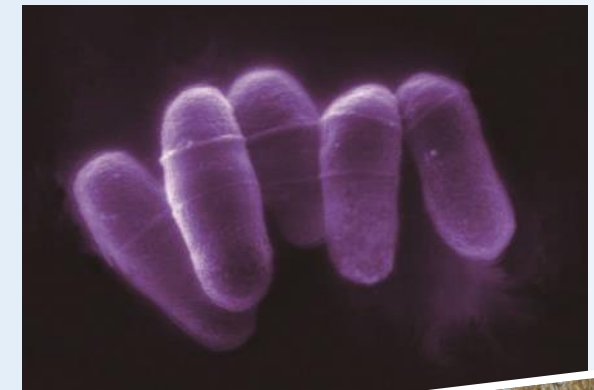
Traditional fermentation process requires biomass. However, GEI can produce bio-fuels and green chemicals at low cost from non-edible biomass such as stems, leaves, and debris. Furthermore, by leveraging a wide range of domestic and overseas networks that have been created through their business activities so far, GEI has established a brand new platform for the bio-refinery industry.

Q3

UTEC has been supporting GEI since the pre-conception stage and continues to offer comprehensive hands-on support on different aspects of their business.



Green Earth
Institute



Using *Corynebacterium* bacteria to produce biofuels and green chemicals.



Non-edible biomass such as barks, stems, leaves being used as raw materials.



A development base for the global expansion of "Green Earth Research Center"

3dMetal Inc.

Making all product ideas tangible everywhere

Q1 An innovative method of manufacturing metal parts, which began with a fresh idea from the founding team and proven at an outdoor camping site.

Q2

- Innovative metal 3d printing (ultra-fast, ultra-cheap, ultra-huge) method based on original technology and its patent.
- Founding team of top engineers with extensive experience in industry and academia, supported by a strong scientific advisory board (MIT, Oxford, University of Tokyo)

Q3

- Effective management support, based on a wealth of experience and success in the deep tech startups.
- Support for hiring executive personnel and introduction of various expert personnel (marketing, intellectual property strategy, etc.)



Original metal 3d-printing technology
(Ultra-fast, cheap and huge)



In-situ production of metal powder
from raw metal powder (CO2-free)

908 Devices Inc

Creating elegant Analytical 'tools' from mass spectrometry

Q1

The company started to commercialize innovative chemical analysis tools utilizing high pressure mass spectrometry invented by Professor Michael Ramsey of the University of North Carolina. Professor Ramsey is also a visiting professor at The University of Tokyo Global COE Program Mechanical Systems Innovation International Center.

Q2

It is the only company in the world that has succeeded in developing, manufacturing and selling truly hand-held mass spectrometers. 908 Devices has a strong core team that can deliver the value of new analysis methods and maximize the applications of compact mass spectroscopy devices.

Q3

Helping them out in partnerships and market penetration in Japan and Southeast Asia.



M908 : World's First Handheld Mass Spectrometer.

NExT-e Solutions Inc.

NExT-eS contributes to the accelerated spread of e-mobility and the widespread adoption of renewable energy by their development of original advanced battery control technologies

Q1 Through UTEC EIR, which is an incubation program sponsored by UTEC, NExT-e Solutions have developed their business plan and the first prototype BMS through NEDO's grant program.

Q2 NExT-eS provides battery rental services to customers in both E-mobility and Energy Storage fields through their advanced IoT and AI-driven battery reuse business model.

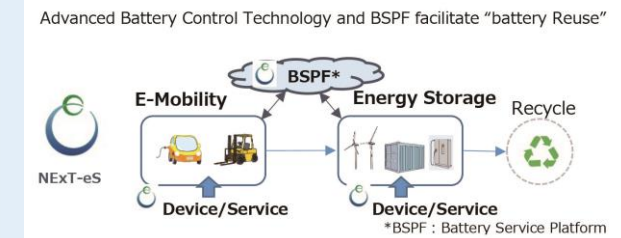
Q3 UTEC has been a partner of NExT-eS since its inception and a director from UTEC has been assisting in their operations. UTEC helped NExT-eS develop the innovative business models which leverage their strengths in riding the global megatrend of greater battery use.



Core-device
(Made in-house)



Case of Energy Storage
(Utilization of E-bus battery)



Battery Life Cycle Management

Nelumbo Inc

Materials innovation to enable the best products in energy, environment, and entertainment.

Q1

Nelumbo was founded by UC Berkeley engineers with a lifelong desire to see broad adoption and acceptance of materials science as a new path for delivering value to the world. The main product suite today targets longstanding frost and corrosion challenges with heat exchangers in Air Conditioners to deliver a bold move in a market that impacts billions of people and has decades of opportunity.

Q2

- Unique, innovative platform technology in material science
- Business model that allows customers and Nelumbo to share the benefit of superior technology and manufacturing
- Excellent team

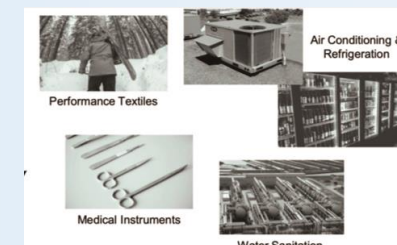
Q3

The beachhead market for the technology platform is Heating Ventilation Air Conditioning and Refrigeration (HVAC-R). Four Japanese companies are ranked in the top 10 manufacturers of HVAC-R, and in terms of customer market, Japan is ranked the second after China. UTEC is expected to assist in building a team and creating business in Asia especially Japan.

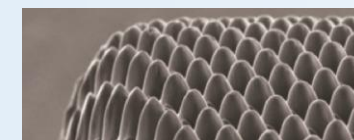
nelumbo



Cofounders Dave Walther, Ph.D., Liam Berryman, and Lance Brockway, Ph.D.



Applicable industries



Artistic Example

BionicM Inc.

Powering Mobility for All.

Q1

Having worked for SONY as an engineer for several years, Founder Xiaojun Sun, a prosthetic user himself, decided to return to The University of Tokyo to study humanoid and bionics. BionicM was founded after 3 years of Ph.D. research funded by government grant, and support from UTEC.

Q2

Based on advanced research in humanoid robotics at The University of Tokyo, BionicM's founder Sun, Engineering Ph.D., created a highly efficient powered bionic prosthetic.

Q3

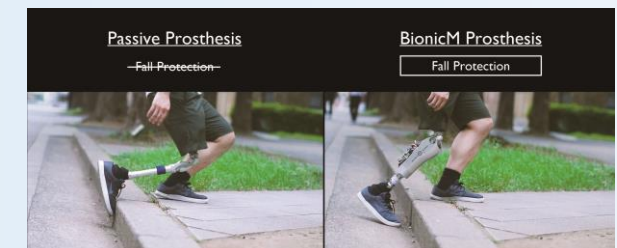
UTEC supports BionicM in its team building, business development, fundraising and governance.



Robotic Prosthesis



Founder at SXSW award



Safety Features

FLOSFIA Inc.

Next Generation Power Devices from Gallium Oxide by MIST EPITAXY

Q1

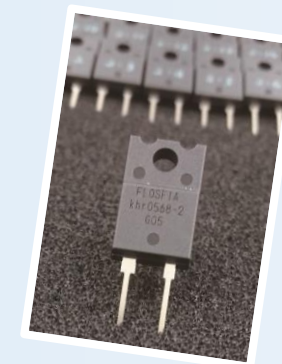
Flosfia's founder discovered a new corundum crystal material by using the technology from the Fujita Shizuo Laboratory of Kyoto University. He then collaborated with Kyoto University members to lead the product commercialization.

Q2

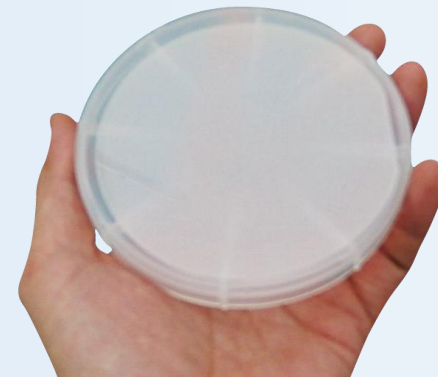
Flosfia's core technology lies in Corundum type gallium oxide fabricated by the Mist CVD technology from Kyoto University. It allows Flosfia to make high performance and high-quality metal oxide films at a significantly lower cost through non-vacuum depositions. The company is a world leading developer of gallium oxide and its innovative applications in power devices.

Q3

UTEC leveraged its experience of investing in several tech companies, and mentored Flosfia by supporting their business acceleration strategies. UTEC continues to advise and cooperate with the company in various aspects of research and development, team building, and capital policy.



Proprietary α -Ga₂O₃ SBD



4 inch gallium oxide single crystal wafer

Vegetalia, Inc.

Next-generation food and agricultural business for a sustainable environment and a healthy society.

Q1

Vegetalia's founders collaborated with experts from various fields in several universities, and started the company after being certified from the University of Tokyo EMP program. Their aim was to help resolve various food, agricultural, health and environmental issues.

Q2

Vegetalia Group's products –Paddy Watch and Field Server– allow farmers to monitor and manage their plants and agricultural lands by using sensors and ICT. The group also develops and delivers a cloud-based agriculture supporting system named Agri Note and plant pathology related services. The company's executive team have prior experience in start ups which were listed on the Tokyo Stock Exchange.

Q3

UTEC has supported Vegetalia by opening doors to research collaborations with universities, connections to government bodies, and providing advice on sales and business development.

vegetalia

Vegetation Science & Technology



Corporate firm (CEO Koike)



Paddy field sensor "Paddy Watch"



Microwave Chemical Co., Ltd.

Revolutionize Chemical Industry by using a Novel Microwave Chemical Platform Technology.

Q1

Associate Professor Tsukahara of Osaka University had always aspired to expand innovative technology to the world from Japan. His strong drive to apply his technology to form a Japanese start up that contributes to the environment through efficient chemical processes led to the foundation of Microwave Chemical. Mr. Tsukahara is now CSO of Microwave Chemical.

Q2

The company's stellar team comprises various experts such as researchers and engineers in the fields of chemistry and physics. This team has developed a proprietary platform utilizing microwave technology.

Q3

UTEC was involved from the early stages of the company including funding their pilot facility. The company credits UTEC as one of the few investors who appreciated their technical capabilities and supported their plan of building the world's first microwave factory, a feat most venture capitalists and bankers considered impossible for a start up.



Microwave **Chemical**



World's first commercial-scale microwave chemical plant(3200 t/yr)



The second commercial-scale microwave chemical plant
(Built in partner's site)

Routrek Networks, Inc.

Development of autonomous fertigation system for small- to mid-sized farmers

Q1

Routrek's fertigation system was developed based on the results of crop cultivation research by Prof. Ozawa Seiji of Meiji University. Routrek allows Agricultural equipment with AI to complement farmers' know-how and enables a remarkable reduction in the amount of water, fertilizers, and labor required while increasing crop yield. Use of this system can efficiently automate agriculture in Japan and the world.

Q2

Routrek develops and provides reliable agritech products through the application of agritech research from Meiji University. Going forward, it aims to penetrate the target markets by partnering with overseas players

Q3

UTEC contributes to Routrek's business by providing guidance in their overseas business expansion, advising the management team, and supporting the IPO process.



Automated fertigation system, priced at payback period of 12–24 months for farmers



Increase in yield of 20–30% and more than 200% for experienced and new farmers, respectively (based on actual results)

Amadeus V Technology Fund LP

A leading deep tech venture capital fund in the UK and Europe

Q1

Founded in 1997 by Anne Glover and Hermann Hauser to support the growth of British and European technology ventures into the world stage.

Q2

The management team consists of the former chairman of the British Venture Capitalist Association Anne Glover CEO and Hermann Hauser FRS along with partners with a proven track record of investing in the IT, Life Science and Engineering fields. Amadeus Capital Partners has a strong relationship with leading universities in the UK and EU such as Cambridge and Oxford as well as a wide network of venture capitals and corporates.

Q3

UTEC aims to build a strong partnership with one of the largest deep tech VCs in Europe through co-investments and supporting start-ups which have a synergy to Japan. UTEC and Amadeus Capital Partners will work together in the “AUGMENT” – Amadeus UTEC Global Market Expansion of Novel Technologies partnership to accelerate the globalization of technological and scientific start-ups from the UK, Europe, and Japan through the respective academic and industrial network, deep knowledge of cutting-edge science and technology, and access to local markets.



Deep30 Limited Partnership

Updating the future together through the unlimited possibilities of deep learning

Q1 Since coordination with hardware is so important for AI technologies, early-stage investment necessitates a higher risk than conventional investment for internet businesses. To enable this, an investor that can see the potential of realizing AI technologies, such as deep learning, is required.

Q2 While acting as a bridge for industry-academia partnerships, Deep30 provides technological advice for societal implementation and back office support. It establishes integrated support structure that provides research development in the field of AI and, training for engineers.

Q3 Guidance related to knowledge of business, legal, and financial affairs. required to establish and operate a VC fund. Introduction of potential customers and allies to the invested companies and follow-up funding.

Deep
30

**Update the Future with
Infinite Possibilities of
Deep Learning**

Blume Ventures – Fund III

Blume is India's largest homegrown and most active tech-focused early stage VC firm with an AUM of over \$200M.

Q1

Founded in 2010 by Karthik Reddy and Sanjay Nath, Blume raised its first fund of \$20M in 2011, which was supplemented with an Opportunity Fund. It subsequently raised a \$60M Fund II in 2015, a \$41M Fund IIA Opportunity Fund and a \$102M Fund III in 2018.

Q2

Blume has spurred the emergence of deep-tech ecosystem in India by investing in GreyOrange, Tricog, Locus, Carbon Clean Solutions, and many more innovation-heavy startups. Blume is also the pioneer of Platform approach in India with Constellation Blu (Advisory Services), Passion Connect (Hiring), Draper Venture Network (Cross-border support), Arka (Indo-US B2B tech) and BUDHA (deep tech investment). Some of the key exits from Blume's portfolio include Taxiforsure (acquired by Olacabs), Zipdial (acquired by Twitter), Minjar (acquired by Nutanix) and E2E (partial exit with IPO listing on NSE Emerge).

Q3

UTEC is Blume's largest LP from Japan and has partnered with Blume to launch an initiative called BUDHA (Blume UTEC Deep-tech Accelerator) to invest in Indian startups working on deep science and technology, and empower them to emerge as winners in global markets. BUDHA portfolio includes startups such as TartanSense (Precision robotics for small farm holders), Ethereum Machines (5-axis additive and subtractive printing), Euler Motors (EV for last mile logistics), Agara Labs (conversational AI for customer support automation) and RayIoT (contactless monitoring of body's vital functions)



Blume Day 2020



Partnering with Exceptional Founders

ALUMNI

Alumni of UTEC Active in the Front Lines Home and Abroad



December 2019 Listed on TSE Mothers

TAKU TOGUCHI

CEO of AI inside

Taku Toguchi started investigating business potential of Artificial Intelligence in 2004 . After founding a few startups that were successfully aquired, he started AI inside Inc. in 2015 to solve productivity problem faced by the aging society using AI platform. With a relentless focus on customer experience and leveraging on Taku's own library of technology patents, AI inside's DX Suite, an AI platform with applications like AI-OCR, has become the top selling SaaS product in Japan. AI inside went public on Tokyo Stock Exchange in December 2019.



DX Suite UI



February 2019 Implemented MBO (Management Buyout)

ISSEI TAKINO

CEO and Co-founder of Mujin, Inc.

Issei was born in 1984 in Osaka, Japan. In 2011 , he established Mujin with the world-famous robot engineering expert Dr. Rosen. Before establishing Mujin, he graduated from a U.S. university and worked for the famous Warren Buffetowned ISCAR Co. Ltd, the world's most profitable manufacturing company; he has a shining record of achievements, including many awards for his technical solution sales activities proposing manufacturing processes. Experience at competitive production sites in Japan has given him a wide range of knowledge, pragmatism and drive to make great strides in the robot venture industry, which is considered to be particularly difficult to commercialize.



The world's first fully automatic warehouse run by robots of JD.com

ALUMNI

Alumni of UTEC Active in the Front Lines Home and Abroad

ACSL



December 2018 Listed on TSE Mothers

HIROAKI OHTA

Chairman of ACSL Ltd.

Hiroaki Ohta is also an assistant professor at the Department of Aeronautics and Astronautics at Graduate School of Engineering, Kyoto University, and a research scientist of Professor Shuji Nakamura's research group at University of California, Santa Barbara. After working for McKinsey & Company, he joined ACSL as a COO in July, 2016. He has been the President of ACSL since March, 2018. He obtained a Ph.D. from Kyoto University. With "Liberating Humanity through Technology" as his mission, he developed industrial automation technologies and IoT systems by utilizing industrial drones, enabled by the company's core technology, developed with the vision, "think for themselves and fly." He has implemented various projects, including utilization of drones in the logistics industry, inspections of tunnels, water pipes, bridges, and inside of ships, as well as disaster-stricken areas at the request of Japan's Cabinet Office. The company was listed on the Tokyo Stock Exchange Mothers in December, 2018.



Fully made in Japan platform
designed for all industrial
applications

GLM



In September 2017, GLM formed a capital alliance with O Luxe Holdings, a company listed on the Hong Kong Stock Exchange

HIROYASU KOMA

CEO of GLM Co., Ltd.

He established Koma Enterprise in 2000, developed Business Process Outsourcing Operations to electronics appliances manufacturers in and out of the country, and helped the business reach annual sales of 2 billion yen. In 2010, he founded GLM Co., Ltd. (formerly known as Green Lord Motors) from the parent company, "Kyoto Electric Car Project" at Kyoto University. In 2014, the company received government safety certification for its electric sports car, which was the first to be mass-produced by a venture company. The mass production of "Tommykaira ZZ" began in 2015. In 2016, GLM announced its next-generation vehicle, "GLM G4." In September, 2017, the company formed a capital alliance with O Luxe Holdings, a company listed on the Hong Kong Stock Exchange, to expand its business globally to European and Middle Eastern countries, as well as China.



Tommykaira ZZ

ALUMNI

Alumni of UTEC Active in the Front Lines Home and Abroad

May 2015 M&A with Baidu Japan Inc.

TAO CHENG

CEO of popIn Inc.

After graduating from Tokyo Institute of Technology, Tao Cheng began his Master's degree at Graduate School of Information Science and Technology of The University of Tokyo. In 2008, while he was still pursuing a Master's degree, he established popIn to commercialize his invention. In 2014, he released "READ," a new evaluation index for Internet contents. It was employed by more than 500 major media websites in Japan, South Korea and Taiwan, along with the Recommend Service. In May, 2015, the company had a business merger with Baidu, a company that runs the largest search engine in China. Currently, they are developing Home Recommendation Project, focused on ceiling IoT called, "popIn Aladdin" for households with children.



popIn Aladdin



June 2013 Listed on TSE Mothers December 2015 Listed on 1st section of TSE

KIICHI KUBOTA

Founder of PeptiDream Inc.

He joined Nissan Motor Co., Ltd., then SRL, Inc. (formerly known as Special Reference Laboratory), and served as the president at JGS Corporation. In 2006, he established PeptiDream Inc. based on Flexizyme technology developed by professor Hiroaki Suga at the University of Tokyo. He took up his current position in 2017. Their proprietary, Peptide Discovery Platform System (PDPS) enables them to produce numerous highly diverse non-standard peptides and evaluate them, which in turn allows them to develop new therapeutics using highly potent hit candidates and select lead compounds with ease. The company executed its IPO on the Tokyo Stock Exchange Mothers in 2013 and was listed on the first section of the Tokyo Stock Exchange in 2015. The company was awarded "The 2nd Nippon Venture Award."



Synthesis of non-standard peptides and targets



ALUMNI

Alumni of UTEC Active in the Front Lines Home and Abroad

September 2011 M&A with mixi, Inc.

YUSUKE ASAKURA

Co-founder of Signifiant Inc., Former Co-founder/CEO of Naked Technology Inc.

He is originally from Nishinomiya City, Hyogo Prefecture. After attending a training institution for horseracing jockeys and training racehorses, he graduated from The University of Tokyo Faculty of Law, and subsequently joined McKinsey & Company. He later returned to Naked Technology, the company he established, while he was at The University of Tokyo, and served as the President & CEO. After selling Naked Technology to mixi, he joined mixi and became its President & CEO. He resigned after successfully improving business performance and served as a visiting scholar at Stanford University. He is now serving as a visiting scholar at National Graduate Institute for Policy Studies. He is also an Outside director for RAKSUL INC. and SEPTENI HOLDINGS CO.,LTD., and a Partner at Tokyo Founders Fund.



At the time of the foundation



July 2011 Listed on TSE Mothers

MASAKI HIRAGA

President of Morpho, Inc.

In 1997, he graduated from The University of Tokyo's Department of Information Science. In 2002, he completed his doctoral course at the same department. In 2004, he founded Morpho, Inc., a company that conducts R&D of image enhancement technology and product development using such technology, and assumed the position as its President. He founded the company based on the belief that computer science is a practical subject, aspiring to apply cutting-edge research to solve the needs of the society. Currently, the company provides various image enhancement softwares to global smart phone manufacturers and is extending its businesses to fields of dashboard cameras, security and surveillance cameras, and network services. The company was listed on Tokyo Stock Exchange Mothers in July, 2011.



Video stabilization
technology



August 2010 M&A with Yahoo Japan Corporation

GEN MIYAZAWA

Yahoo Japan Corporation Director, EVP, Managing Corporate Officer
Former Representative Director of Cirius Technologies Co., Ltd.

After graduating from The University of Tokyo in 2004, he founded Cirius Technologies and took the position of Representative Director. Upon receiving investment from UTEC in 2005, he implemented mobile SEO projects and advertising distribution projects linked to location information for mobile devices. In August 2010, Yahoo Japan acquired Cirius Technologies. He then led the interest-match project (current YDN) as a Project Leader. In April 2013, he took up positions of (the youngest) Managing Corporate Officer and Search Service Company Manager. In April 2015, he became the President of media Company, then assumed the current position in October, 2019.



A system in which
advertisements are displayed to
users who are in close proximity
to areas specified by advertisers

Cirius Technologies
The Ubiquitous Business Catapult.



Team

Support from professionals with diverse backgrounds

Investment Professional

Tommy
Goji



Tomotaka Goji

Managing Partner
& President

Supervises fund management
and startup investments

- Tomotaka (“Tommy”) Goji is Co-founder, Managing Partner, President & Representative Director of UTEC. Since the inception of UTEC in 2004, he has built the UTEC team, raised and managed four funds totaling over JPY 84 billion (Approx. USD 780 million), and guided investments, value-up and exits of science & technology-based startups. 13 of UTEC portfolio companies went public and 12 were acquired.
- These UTEC funds are established on the premise of the Japanese law called “The Limited Partnership Act for Investment” that he authored to enact in 1998 at the then Ministry of International Trade and Industry (MITI, now known as METI: the Ministry of Economy, Trade and Industry) and became the foundation for Japanese venture capital funds thereafter.
- Tommy has recently researched on data science to presume success of scientific startups and analyze its factors.

Tommy cofounded UTEC in April 2004, after his duties in the Japanese government since April 1996, at METI, the Cultural Agency and the Financial Services Agency. He is currently Managing Director of Japan Venture Capital Association. Tommy graduated from the University of Tokyo’s Faculty of Law, earned his MBA at Stanford University, and received his Ph.D. in data science at the University of Tokyo’s School of Engineering.

Nori
Sakamoto



Noriaki Sakamoto

Partner
& Board Director

IT/AI, Healthcare,
Finance

- At METI, Nori Sakamoto was engaged in developing the acts for SME finance and home appliance recycling. After leaving METI, he joined his family business in apparel logistics, establishing and organizing businesses.
- At McKinsey & Company, he worked on projects for pharma, medical devices, auto, high-tech, consumer goods and retail companies in Japan, Southeast Asia, and Europe, supporting Marketing & Sales, Supply Chain Management, R&D and M&A strategy for 4+ years.
- Noriaki served as a board member auditor in ACSL (listed in the TSE Mothers in December 2018) and a board member in Neural Pocket (listed in the TSE Mothers in August 2020).

Noriaki graduated from the Faculty of Economy from the University of Tokyo and entered METI. He left METI in 2008 and was appointed vice president of a logistics company. He earned MBA from Columbia University. He was an engagement manager at McKinsey & Company and then joined UTEC in August 2014.

Atsushi
Usami



Atsushi Usami

Partner
& Board Director

Life Science & Healthcare

- Atsushi Usami focuses on seed/early-stage life science investments. He currently serves on the boards of Repertoire Genesis Inc., Goryo Chemical Inc., EditForce Inc., MiRTel Co. Ltd., Epigeneron Inc., Bugworks Research Inc., bitBiome Inc., and OriCiro Genomics, Inc and others.
- He is a JST START promotor. He provides support for Life Science Innovation Network Japan (LINK-J). He gave a seminar on industry-academia collaboration at colloquiums in the Graduate Program for Leader in Life Innovation at the University of Tokyo.
- Before joining UTEC, he worked as a strategy consultant at Mitsubishi Research Institute (MRI), serving pharmaceutical, medical device and other manufacturing companies across a range of areas including mid-to-long term management planning and new business development.

Atsushi Usami studied pharmacology and neuroscience and received a Ph.D. in pharmaceutical sciences from the University of Tokyo and is a pharmacist. He worked as a consultant at MRI before joining UTEC in October 2013.

Team

Support from professionals with diverse backgrounds

Investment Professional

Keisuke
Ide



Keisuke Ide

Partner

IT, Physical Science
& Engineering

- Keisuke Ide focuses on innovative technologies as well as IT-enabled solutions. He spent 15 years in the US, half of which in Silicon Valley.
- He currently sits on the boards of Tellus You Care, Inc., Nelumbo Inc, BionicM, Algal Bio, Seaos, and Routrek Networks. He was the lead investor and served as board director for AI inside (IPO), GLM Inc. (M&A), IID (IPO), and played an instrumental role for Phyzios' M&A exit to Google Inc.
- He was awarded Forbes Japan Midas List (2017, 2020), Japan Venture Award (2021).

He started his career in Silicon Valley as an engineer, then worked as a management consultant before joining a startup as a director. He moved onto venture capital, first at Globis Capital Partners and then UTEC.

He has a BS Tau Beta Pi from University of Virginia, and MS Honors from Stanford University.

Maiko
Katadae



Maiko Katadae

Partner

Life Science
& Healthcare,
Medical Device

- Dr. Maiko Katadae focuses on the biotech and healthcare fields, taking charge of due diligence in life science technologies and investment operations for seed and early-stage venture enterprises.
- She invested in PeptiDream Inc. (listed in the TSE Mothers in June 2013 and the first section in December 2015) which utilizes special peptide manufacturing techniques to design new pharmaceutical drugs. She built management teams and was involved in business plans and development. She also served as an auditor.

Maiko graduated from the Department of Science at Ochanomizu University, completed the Master's program in Chemistry and PhD in Science at the Department of Biological Sciences, Graduate School of Science in the University of Tokyo. She was selected as one of the 100 Influential People of Japan in 2013 by the Nikkei Business Magazine and won the Semi-Grand Prize for Woman of the Year 2014 by Nikkei.

Naonori
Kurokawa



Naonori Kurokawa

パートナー

Physical Science
& Engineering,
Life Science & Healthcare

- Naonori Kurokawa engages in seed and early-stage venture companies utilizing physical and chemical science technologies.
- He works with a wide range of startups including the University of Tokyo-based company and other university-related companies globally.
- He is an outside director of companies in which UTEC invests: Microwave Chemical Co. Ltd., Flosfia Inc., Molcure Inc., ImmunoScape Pte. Ltd., obniz Inc and Adacotech, Inc.
- Prior to joining UTEC, he worked at a venture capital called ARCH Venture Partners which utilizes academic research from all over the U.S.

Naonori was a researcher at the Laboratory of Environmental Technology, Ricoh, Japan. He joined ARCH Venture Partners while studying abroad at the University of Chicago. He joined UTEC in August 2009. He earned his MBA from the University of Chicago and Ph.D. from School of Engineering at Osaka University.

Team

Support from professionals with diverse backgrounds

Investment Professional

Hiroaki Kobayashi



Hiroaki Kobayashi

Principal

Healthcare/Life Science

- Hiroaki Kobayashi joined UTEC in August 2019 as a venture partner and focuses on supporting portfolio companies primarily in healthcare/life science space.
- Prior to UTEC, he worked in medical device industry both in a start-up and an MNC, where he led diverse activities including alliances in manufacturing, development and distribution, industry-academia collaborations, KOL management, physician training and product marketing.
- He is an emergency medicine and intensive care physician by training, and worked 5+ years in multiple academic medical centers.

Prior to joining UTEC, Hiroaki Kobayashi worked for JOMDD, medical device start-up and a multinational medical device company. Prior to the medical device industry, he worked for the University of Tokyo Hospital and Hitachi General Hospital as an emergency and intensive care physician. Hiroaki Kobayashi graduated from the University of Tokyo School of Medicine (M.D.) and earned M.B.A from the Ross School of Business at the University of Michigan as a Fulbright Scholar.

Kiran Mysore



Kiran Mysore

Principal

Seed, Early stage investment in AI, Healthcare & IT

- Kiran is an AI-researcher-turned-VC. He joined UTEC in January 2018 and focuses on seed/early investments in IT and Healthcare. He currently has Board engagements (Director or Observer) in Agara, Tricog Health, Bugworks Research, OPALai, Obviously AI, and Blume Ventures.
- Before joining UTEC, Kiran was the head of India/SEA Operations at Deloitte Tohmatsu Venture Support (DTVS) Japan. He supported over 50 deep-tech Asian startups by connecting them with Japanese corporations and also worked closely with METI Japan, to lead CEATEC IoT Acceleration for Asian startups. Prior to that, he was an AI researcher at UTokyo and also co-founded a student-led social enterprise named 'Kriya'.
- Kiran has been selected as a Young Global Leader by Stanford ASES (USA), St. Gallen Symposium (Switzerland) and Yenching Academy (China). In 2020, Kiran was featured in the prestigious FORBES Asia 30 Under 30 list in the Finance & Venture Capital category.

Kiran led India/SEA Operations at Deloitte Tohmatsu Venture Support (DTVS) Japan and co-founded a social-enterprise named 'Kriya'. He started his career in 2013 as a Software Engineer handling business analytics at Cleartrip India, a fast-growing online travel startup. Kiran graduated with a Master's in Technology Management from The University of Tokyo in 2016. At UTokyo, his specialization was Deep Learning and his research paper was published in PICMET 2017. He was a recipient of full-scholarship from the UTokyo School of Engineering (SEUT).

Lenny Chin



Lenny (Kayo) Chin

Principal

AI & IT, etc.

- Lenny (Kayo) Chin joined UTEC in July 2021 and focuses on investments in seed / early-stage startups in the fields of AI, quantum computing, and other disruptive technologies.
- Previously, he worked at Lenovo and PwC Advisory LLC in Tokyo, Japan. Leading strategic planning and operations at Lenovo Japan, he managed the consumer business' P&L for NEC-Japan's market-leading PC brand.
- As a turnaround advisor at PwC Advisory LLC, he provided restructuring / turnaround advisory to 12+ global Japanese companies operating in financially distressed environments.

Before joining UTEC in 2021, Lenny (Kayo) Chin was a Senior Manager at Lenovo Japan and a turnaround advisor at PwC Advisory LLC. He earned a BS in Mathematics from the College of Creative Studies at UC Santa Barbara and an MBA from UCLA Anderson School of Management.

Team

Support from professionals with diverse backgrounds

Investment Professional



Yuki
Hayashi

Yuki Hayashi

Senior Associate
& Data Scientist
AI & IT, etc.

- He has been involved in UTEC as a research assistant from 2017 and has been engaged in due diligence and strategy proposal to investees. In addition, he is carrying out a data science project with the president. He has become an associate & data scientist since 2019.
- Before he joined UTEC, at the graduate school of the University of Tokyo, he conducted a research and developed a software to improve business efficiency for clients in FAS industry. At the University of Tokyo, he engaged in research on time series analysis / machine learning field. While studying at the university, he was engaged in the development of in-house data science infrastructure at a global Ad-Tech startup.

He joined UTEC as a research assistant in 2017 and has become an associate & data scientist since April 2019. He worked as an engineer for a global Ad-Tech startup while studying at a university. He graduated from Graduate School of Engineering, the University of Tokyo (Technology Management for Innovation), Department of Engineering, the University of Tokyo (Mechano-informatics).



John
Suzuki

John Suzuki

Associate
Life Science & Healthcare
Physical Science
& Engineering

- John joined UTEC in July 2020 as an intern and became an associate in November 2020. John supports sourcing and portfolio value ups in the fields of Healthcare & Life Science and Physical Science & Engineering with focus on expanding UTEC's international outreach.
- Prior to UTEC, John worked as a business development manager for the pharmaceutical division of Takasago International Corporation in London, UK after an engineering internship at Gilead Sciences, Inc in Foster City, USA. At Takasago, he was responsible promotion of continuous synthesis of API intermediates with the application of Noyori catalysis to global pharmaceutical companies, managing client accounts, product pricing, and supporting technical translations and communications ranging from project updates to arranging legal agreements.
- Raised in Geneva, Switzerland; John holds an BA and MEng in Chemical Engineering and Biotechnology from the University of Cambridge.
- He is an incoming MBA candidate to the Harvard Business School admitted in March 2020

John joined UTEC as an intern in July 2020 and became an associate in November 2020. He has experience as a business development manager at a Contract Development and Manufacturing Pharmaceutical Division of Takasago International Corporation in London, UK; following an engineering internship at Gilead Sciences in Foster City, CA, USA. John holds BA and MEng degrees in Chemical Engineering and Biotechnology from the University of Cambridge. He is an incoming MBA candidate to the Harvard Business School admitted in March 2020.

Team

Support from professionals with diverse backgrounds

Senior Expert



Atsushi
Shimada

Atsushi Shimada

Senior Expert (IP)

Venture Partner

Life Science & Healthcare

- Atsushi Shimada leads business development and intellectual property strategy for portfolio companies at UTEC. He joined UTEC in 2018 after working for Bayer Pharmaceuticals Japan from 2014 to 2018.
- Atsushi has more than 20 years experiences in business development and licensing in the pharmaceutical industry with diverse experiences in intellectual property work as a Patent Attorney. As a business development executive, he has lead triple-digit-value deals locally and globally managing multi-discipline team.
- He worked for Takeda Pharmaceuticals USA and Japan as a director and Bayer Pharmaceuticals Japan where he lead in/out licensing, strategic pipeline development, and alliance management work, and was engaged in the M&A deals with Amgen Japan KK and Nycomed at Takeda Japan.

Atsushi started his career in IP Law Firm from 2001 then joined Takeda Pharmaceutical company Japan in 2006 where he spent three years from 2011 to 2014 in the international HQ of Takeda Pharmaceutical International in Illinois USA. He joined UTEC in 2018 after working for Bayer Pharmaceuticals Japan from 2014 to 2018. He graduated from Osaka University (Engineering) and IE business school (Madrid, Spain) and is a registered Patent Attorney.



Junya
Yamazaki

Junya Yamazaki

Senior Expert

(Fund Management)

Fund Management

- Prior to UTEC, he worked at Takeda Pharmaceutical (Osaka and Cambridge, MA), where he conducted financial evaluation, commercial assessment, and financial / portfolio management for R&D assets. He also supported in-licensing deals from financial and clinical perspectives.
- Previously, he was an equity analyst at Goldman Sachs and Jefferies, and covered Japanese Pharmaceutical industry.

Junya received his BS in Pharmaceutical Sciences and Ph.D. in Life Science from Kyoto University. He was an equity analyst at Goldman Sachs and Jefferies for Pharma industry. He joined UTEC in June 2019 after working for Takeda Pharmaceutical.

Administration



Hiroyuki
Sakita

Hiroyuki Sakita

Controller

Administration

- Hiroyuki Sakita is in charge of fund administration, investor relations and corporate management.
- In Deloitte Japan, he had engaged in regulatory audit and advisory service for public companies and pre-IPO companies.
- In startups, he experienced various administration duties, such as fundraising, accounting, HR, legal affairs, etc.

He joined Deloitte Japan in 2007, and engaged in regulatory audit and advisory service as manager. After working for startups, he joined UTEC in January 2018. Certified Public Accountant (Japan)

Team

Support from professionals with diverse backgrounds

HR

Hirofumi
Oki



Hirofumi Oki

Senior Manager, HR
/ Executive Talent

Human Resources,
Executive Talent

- After joining UTEC in 2018, Hirofumi has been in charge of managing organization development of our portfolio companies, leads UTEC HR Team. His support includes the recruitment of founders, formation of management teams, recruitment branding, and organization strategy building for IPO. He also provides support for team building at all stages and at pre-incorporation. He has succeeded in recruiting over 70 management professionals in the past 3 years by matching cutting-edge scientists with management professionals. In addition, he is also responsible for operating UTEC unique invitation-only community, UTEC SOC (Startup Opportunity Club). He is in charge of HR of UTEC.
- Previous to UTEC, Hirofumi was engaged in leading and launching a recruitment consultant team for biotech ventures at a British executive firm. He provided a wide range of HR for the healthcare field from business to research, factories, and production, also working as a career consultant.
- He provided recruitment support to startup companies from when he was a student and gained experience in recruitment, employment branding and organization HR design.

Hirofumi was involved in a start-up, specializing in organization and HR consultation while still a student. He joined UTEC as an HR manager after working in HR recruitment for web/IT industry and recruitment consultation for healthcare ventures.

Yugo
Nakashima



Yugo Nakashima

HR Specialist

Human Resources

- Joined UTEC from October 2020. He manages the investee HR strategy.
- Before joining UTEC, Yugo was involved in the assembly of business team for a start up that applies machine learning to recruitment services. Yugo is proficient in the Python / GAS / R languages and their application to statistical analysis and automation.
- He has authored "A book on the basics of IT engineering for human resources personnel" and "Business Development Data Analysis"

Engaged in marketing, sales, and setting up recruiting teams for multiple start-ups and ventures

Alumni Venture Partner



Hideki
Tsuji

Hideki Tsuji

Alumni Venture Partner
Board Director of
UTEC Venture Partners, Inc.

- Hideki was a partner & board member at UTEC between 2006 and 2020 focusing on impact investments related to Energy Transition. While at UTEC Hideki led investments and served on the boards of Exergy Power Systems, Inc. (flexibility service by BESS), NEXT-e Solutions Inc. (2nd-life e-mobility batteries by digital control technology), FCO Power, Inc. (Solid Oxide Fuel Cell technology), etc.

Hideki graduated from the Faculty of Law at the University of Tokyo and worked for MITI, Government of Japan. He then joined Visionarts, Inc. as a COO. Prior to joining UTEC in August 2006, he earned his Master's degrees from the University of Pennsylvania Law School and London Business School.



Ted
Yamamoto

Ted Yamamoto

Alumni Venture Partner
Board Director of
UTEC Venture Partners, Inc.

- Ted Yamamoto was a partner & board member at UTEC between 2008 and 2020 focusing on seed and early stage information technology investments. While at UTEC Ted led investments and served on the boards of ROMS, Inc., SWAT Mobility Pte. Ltd., Locix Inc., Fyusion, Inc., Mujin, Inc.(MBO in February 2019), Autonomous Control Systems Laboratory Ltd./ACSL (IPO in December 2018 - 6232:TYO), Physios, Inc. (acquired by Google in February 2013), Naked Technology Inc. (acquired by mixi, Inc. in September 2011), etc.

Ted joined Mitsui & Co., Ltd. in 1994. He left Mitsui Ventures after working in IT-related venture capital investment between Japan and the U.S. for 10 years. He joined UTEC in July 2008. He graduated from the Department of Physics at the University of Oxford. He is currently studying for his Executive MBA degree at the Saïd Business School, University of Oxford.

Other Directors & Senior Advisors

Keiji Mogi

Chairman

- Keiji Mogi is the chairman of UTEC. He graduated from Sophia University's Faculty of Foreign Language in 1964, received a master's degree in University Catholic de Louvain in 1965, sponsored by Belgian government. At Mitsui Bank (currently SMBC), he served as the chairman secretary of the general affairs department, deputy branch manager of New York branch, head of Brussels branch after Foreign department, London branch, Brussels branch, and Head office.
- He served as the Public relations manager at Sakura Bank (currently SMBC) Director of Public Relations (assumed to be the director of the same bank in 1992). In 1996, he joined Sakura Card Co., Ltd. as a vice president, in 1997 he served as the Senior Vice President at Sony Life Insurance Co., Ltd., from 2006 to 2016, he was a Bridgepoint Capital Advisor in the UK. From 2007 to 2012, he taught as Professor of Economics at Teikyo University Faculty of Economics. Since 2006 he has served as VenCap International Advisor in the UK.

Kazuki Nakamoto

Corporate Auditor (External)

- Kazuki Nakamoto is currently a member of Asset management committee of Kindai University and an advisor to Crosspoint Advisors, Japan's leading independent advisory firm. He graduated from Osaka University's Faculty of Science Department of Math in 1976 then joined Daido Life Insurance Company. He became a Manager of Operations Planning Department in 1996, served as the Board Director in 1998, the Managing Director in 2001, the Director and Managing Executive Officer in 2006, the Senior Managing Executive Officer, Director in 2007, the Representative Director Senior Managing Executive Officer in 2008, the Senior Managing Executive Officer, Director in 2010, later the Standing Corporate Auditor, and retired the Standing Corporate Auditor in 2014.

Masao Hirano

Board Director (External)

- Masao Hirano is currently a Professor at Waseda Business School (Graduate School of Business and Finance), and the president of Japan Business Model Association. He has an extensive professional background in both private equity investment and management consulting. He graduated from Tokyo University's Faculty of Engineering, Department of Applied Chemistry in 1980 then joined at JGC Corporation as a project engineer. In 1987, he joined McKinsey. He became a partner in 1993, served as a managing partner, Tokyo. From 2007 to 2011, he was a Co-Head of Carlyle Japan, one of buy-out funds of a global asset management firm, in which he led a few private equity investments in Japan. He graduated from Stanford University, M.S. Engineering Economic Systems.

Katsuhiko Okubo

Senior Advisor

- Mr. Okubo is currently a Vice Chairman at Japan Stanford Association, and a lecturer at the Open University of JAPAN and at the Okayama University among others. He graduated from the University of Tokyo's Faculty of Electronic Engineering in 1965 then joined Furukawa Electric Co., Ltd. He completed a doctoral course in Stanford University Engineering School in 1972. In 1990, he was engaged in the acquisition of JDS in Canada then served as a Board of Directors at JDS. In 1995 he served as a Board of Directors at Furukawa Electric Co., Ltd. He established FiNet in the U.S., and served as a Vice Chairman in 1997, Managing Director R&D Headquarters in 1998, a Senior Managing Director Information & Communications Division in 2000. He was engaged in purchasing Light Division (OFS) from Lucent then served as a Chairman. In 2005 he leaved Furukawa Electric and established Okubo Technical Management Office. He is the President of the office, and served as a Director at CommScope in the U.S., a Director of SEIKOH GIKEN.

Hiroyuki Takahashi

Corporate Auditor (External)

- Hiroyuki Takahashi is an external corporate auditor of UTEC. He graduated from the University of Tokyo's Faculty of Nuclear Engineering in 1987 (Master of Engineering). In 1989, he became a research associate. He served as a Lecturer at the international cooperation and education office, Associate Professor of Research into Artifact, Center for Engineering, Associate Professor of High Energy Research Organization, Professor of Department of Nuclear Engineering and Management and Department of Bio-engineering. After that, he is now a Professor at Institute of Engineering Innovation, The University of Tokyo. Since April 2014, he serves as a Special Advisor to the Dean of Engineering, The University of Tokyo. Since November 2017, he also serves as a Vice Director of Division of University Corporate Relations, The University of Tokyo.

Kazuhiko Toyama

Senior Advisor

- Mr. Toyama is currently Chairman at IGPI (Industrial Growth Platform, Inc.) Group, a Chairman at Support Committee of METI IoT Acceleration Lab, a Vice Chairperson of KEIZAI DOYUKAI (Japan Association of Corporate Executives), an Expert member of Council on Economic Fiscal Policy (MOF), a Member of The Tax Commission (CAO), a Member of the Council of Experts Concerning the Corporate Governance Code (FSA), an Outside director of OMRON Corporation, Pia Corporation and Panasonic Corporation. He graduated from the University of Tokyo's Faculty of Law in 1985 then joined the Boston Consulting Group. He became a founding member of Corporate Directions, Inc. (CDI), where he later served as CEO. Later he received MBA from Stanford University in 1992. After that he was appointed COO at the Industrial Revitalization Corporation of Japan (IRCJ), which was established by the Japanese government in 2003. In 2007, when IRCJ was dissolved, he founded Industrial Growth Platform, Inc. (IGPI), which he currently runs as its CEO. He served as sub leader at JAL Reproduction Task Force in 2009, a Chairman at Support Committee of METI IoT Acceleration Lab in 2015.