

Kick-off event of the capacity development of commercialization of research

9th June 2021

CHITOSE GROUP



1. Insights of commercialization
of research through university start-ups

2. About this initiative

3. About us

4. How to apply for this initiative



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The roles of University researches



What is the roles of university research?

Providing higher education and human resource supply

Contribution to solve issues in society through research activities

Contribution to solve issues in society through business (university start-up)



CULTIVATING THE EARTH!

How do universities do it?

Education & human resource supply

Contribution to solve issues in society through research activities

Research activities



- Writing a paper
- Acquiring a patent

Non-business activity



Publishing a paper, academic conference etc.

Contribution to solve issues in society through businesses

Proof of Concept



Business (University start-ups)





CULTIVATING THE EARTH!

What this initiative will provide

Education & human resource supply

Contribution to solve issues in society through research activities

Research activities



Non-business activity



Publishing, academic conference etc.

Support to promote this flow

Proof of Concept



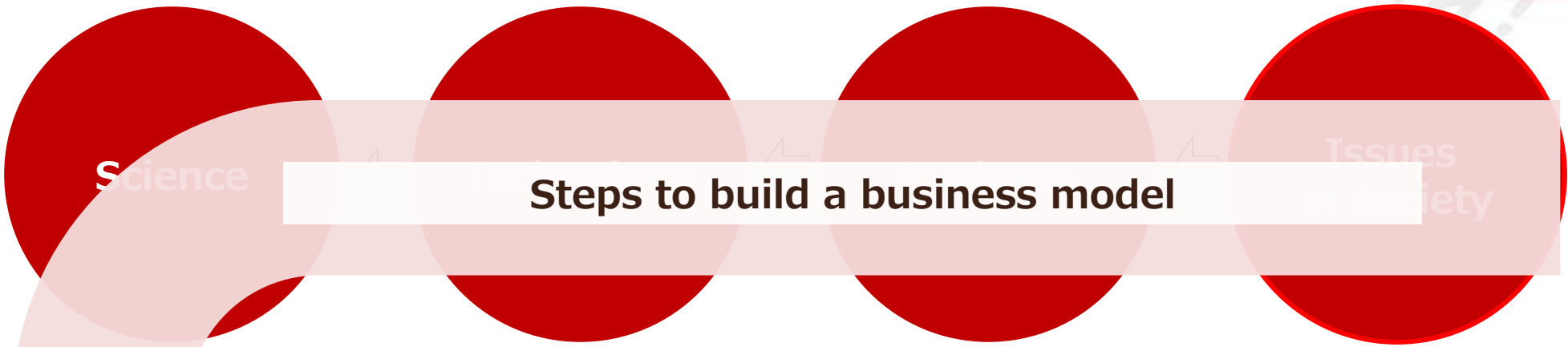
Business (university start-ups)





How start-ups create their business?

Business model and technology used for a business are needed to be determined based on a specific issues in the society



You have to start the step for commercialization after determination of the above.

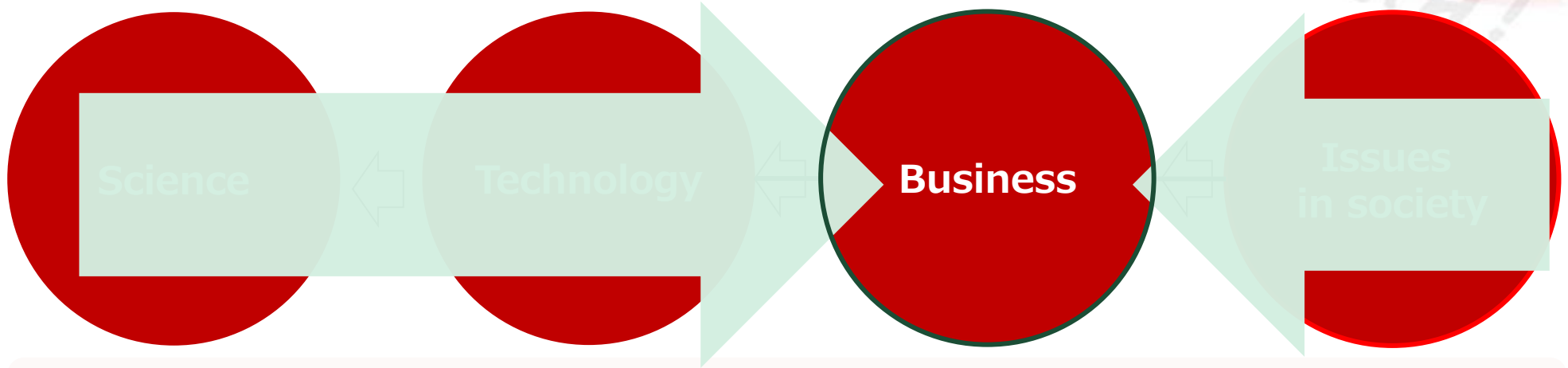




CULTURE

How start-ups create their business?

Practically, we determine businesses in consideration of both issues and technology



You have to start the step for commercialization after determination of the above.

Research activities



Proof of Concept



Business (University start-ups)





Spiber Ltd.

A Japanese university born start-up

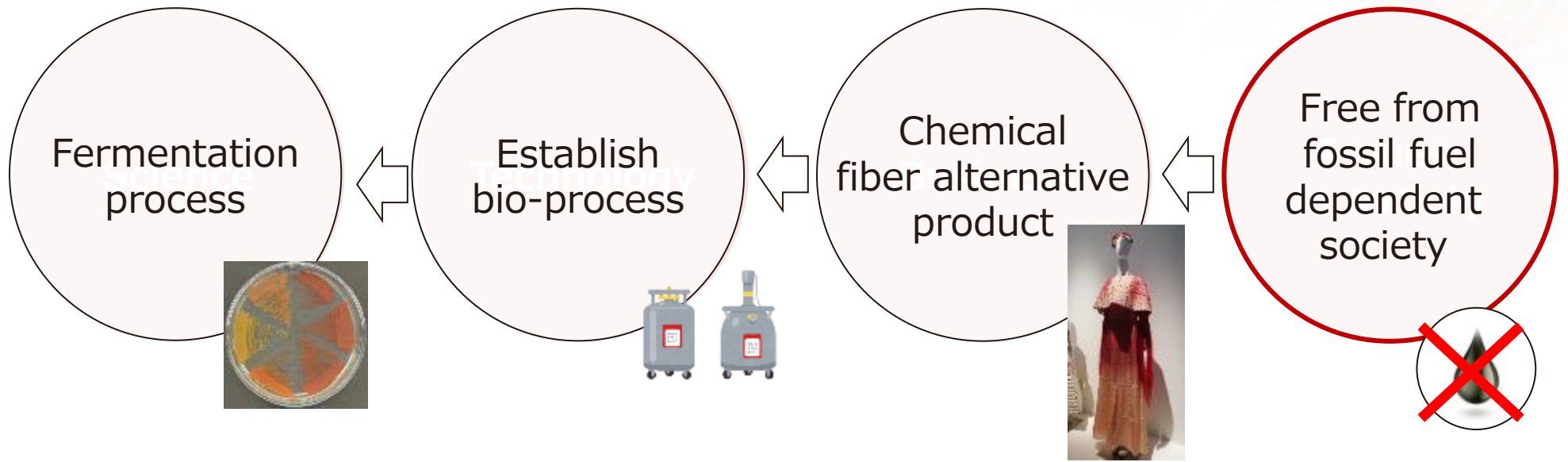
Producing chemical fiber alternative materials
through bio-process of microorganism



Launched a mass production factory in Thailand in 2021



Reference: Spiber



Research activities

Research in Keio University

Proof of Concept

Built prototype facility through grant from a national institute

Business (University start-up)

Built production facility through fundraise from a private enterprise

Details to be given in the lecture series in our initiative



Investment to Africa

CULTIVATE THE EARTH!



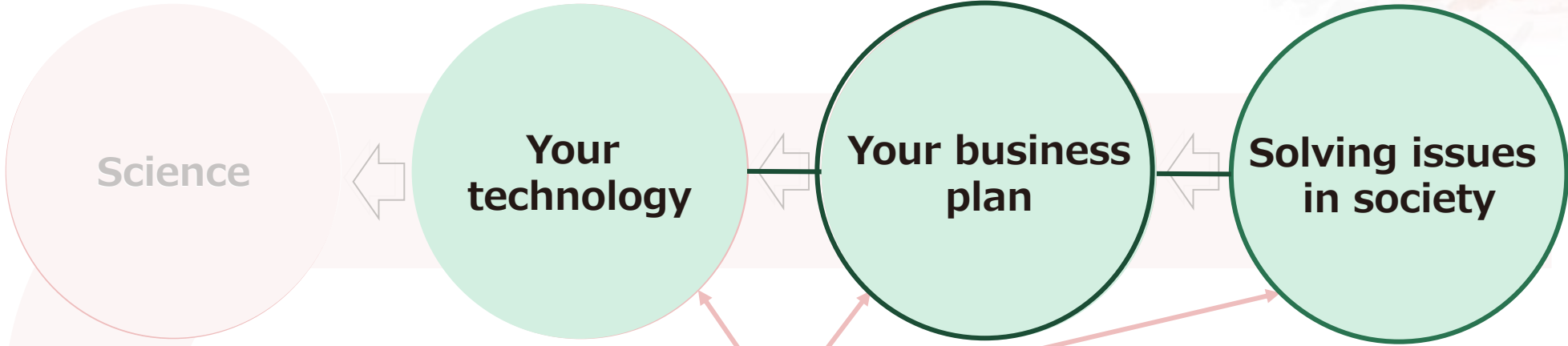
You need to be ready to follow this trend.

designed by freepik.com

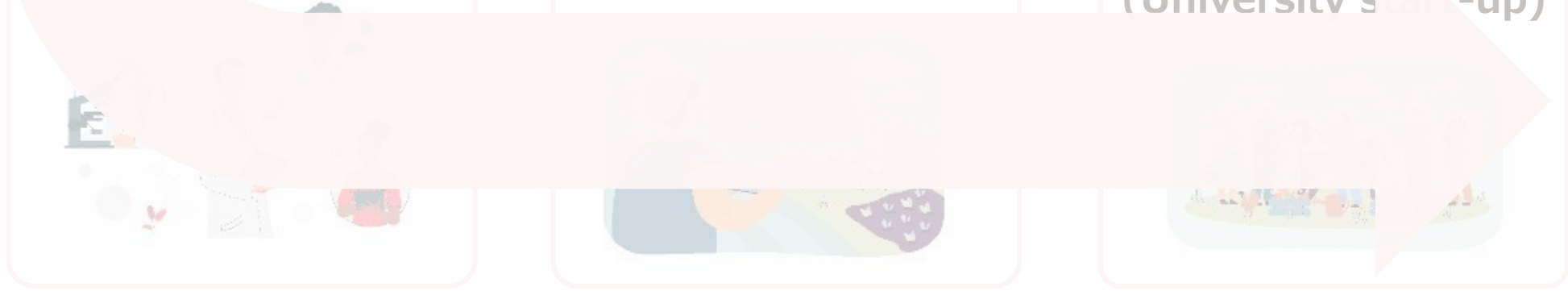


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THE EARTH

Our support through this initiative



Assisting based on our business and technology developing experiences.

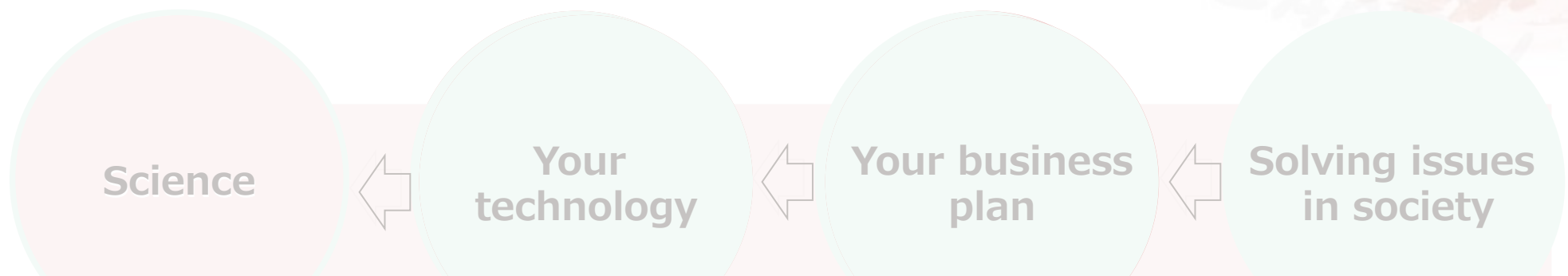


Details to be given in the lecture series in our initiative

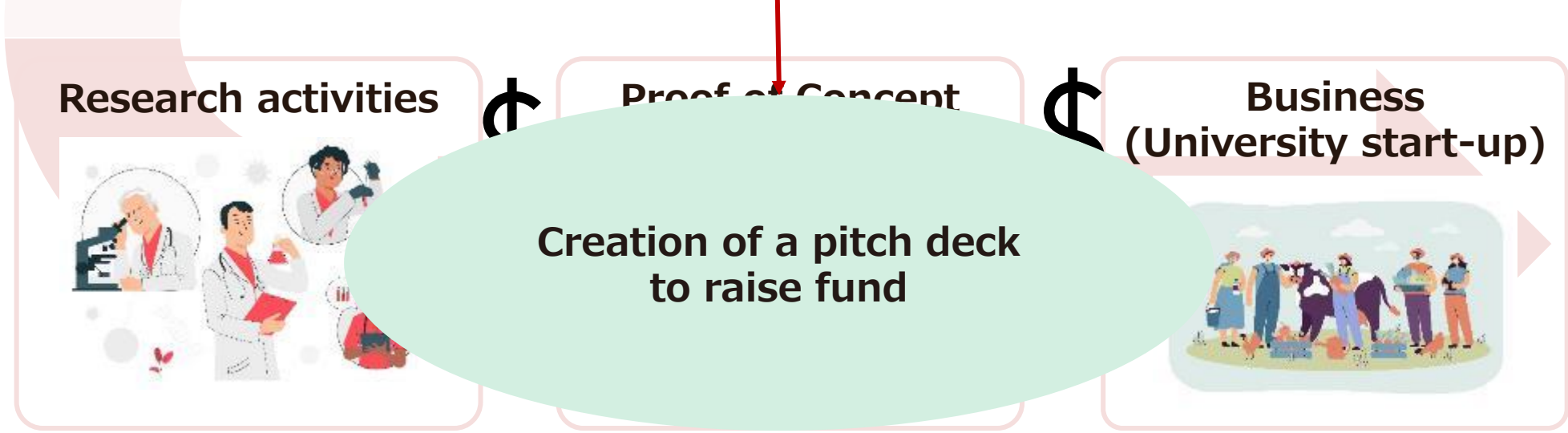


CULTIVATING THE EAST

Our support through this initiative



Assisting based on our experiences as a bio-tech start-up.



Details to be given in the lecture series in our initiative



What is a pitch deck?

A brief presentation

Present your business plan, products, services and growth traction etc.

Whenever you source financing, you use it.

You may use this not only for sourcing finance,
but also for recruitment and building networks etc.

Target could be client, investor and judge of a contest.

Example: Airbnb



Welcome

AirBed&Breakfast

Book rooms with locals, rather than hotels.

This is a PowerPoint reproduction of an early Air Bed pitch deck via Business Insider @ <http://www.businessinsider.com/airbeds-a-13-billion-dollar-startup-features-pitch-deck-2011-9>

1 Problem

- Price** is an important concern for customers booking travel online.
- Hotels** leave you disconnected from the city and its culture.
- No easy way exists** to book a room with a local or become a host.

2 Solution

A **web platform** where users can rent out their space to host travelers to;

SAVE MONEY
when traveling

MAKE MONEY
when hosting

SHARE CULTURE
with a connection to the city

Template by PkcsDeckDeck.com

Template by PkcsDeckDeck.com

Market Validation

630,000

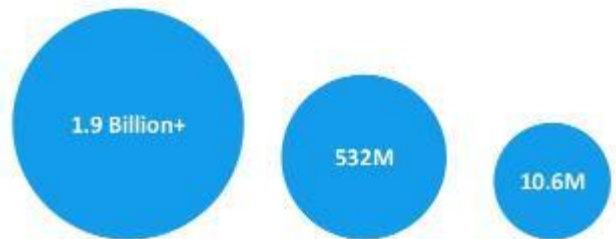
on temporary housing site
couchsurfing.com

17,000

temporary housing listings on SF & NYC Craigslist from 07/09 - 07/16

Template by PkcsDeckDeck.com

4 Market Size



TRIPS BOOKED (WORDLWIDE)
Total Available Market

BUDGET & ONLINE TRIPS
Serviceable Available Market

TRIPS W/AB&B
Market Share

Template by PkcsDeckDeck.com

5 Product

SEARCH BY CITY → REVIEW LISTINGS → BOOK IT!



Template by PkcsDeckDeck.com

etc.



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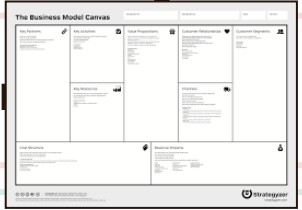


1. Lecture series and workshop Anyone who is interested

Lecture 1: Case studies

Lecture 2: Innovation eco-system

Lecture 3 and 4: Pitch deck



Submission of components of a pitch deck*

*1 submission from 1 ACE/RSIF

One-on-one feedback

2. Hands-on Assistance Selected teams

Development of and brushing up a pitch deck

Conducting market research

Conducting meeting with potential clients

Assistance on the above activities

Advise on technology development

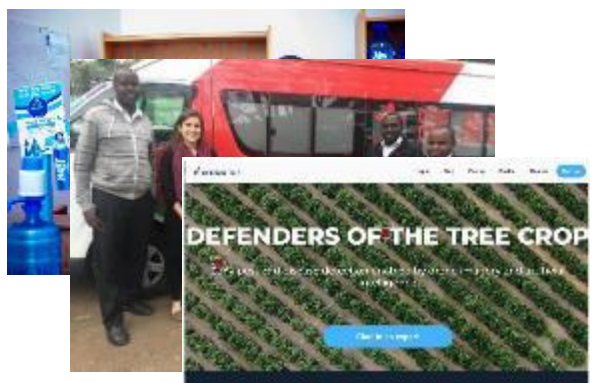
2 teams

Support described here may be changed depends on number of participants, progress and etc.



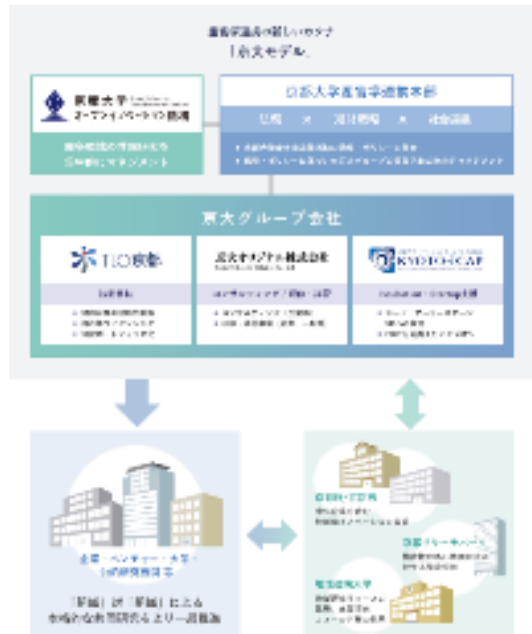
What will be presented in lecture series?

Case studies



Learn from local start-ups

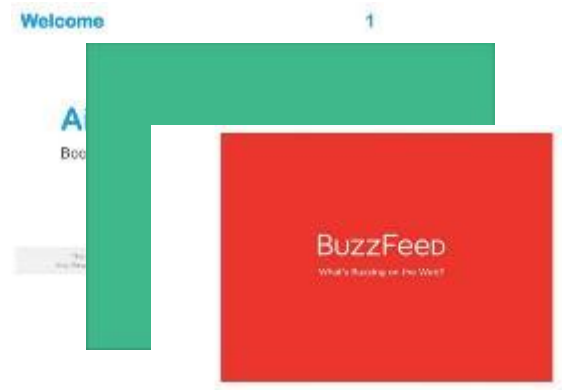
Innovation eco-system



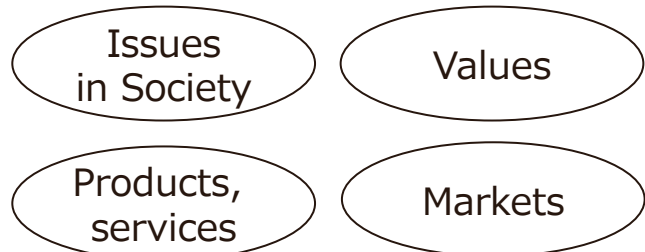
<https://www.oi.kyoto-u.ac.jp/about/model/>

Cases of universities in USA and Japan and Africa

Pitch deck



Learn from famous start-ups



Key elements of pitch deck



Pathways for commercialization



Support on incubation centers

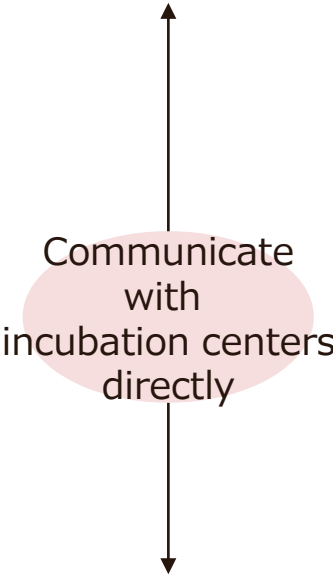
Outreach incubation centers through ACE/RSIF which need further assistance

Survey to identify necessary assistance

Deciding detailed assistance

Technical assistance to incubation centers

Need help from ACE/RSIF



Please provide us with contacts of the incubation center in your university/institute.

Event summary*

*Could be changed depending on situation



| | | | | | |
|---------------------------------------|--|---|--|---|--|
| Theme & Schedule | Kick-off event (9 th and 16 th Jun 2021) | Support A-1 Series of lecture and workshop (Jul-Aug 2021) | Support A-2 Hands-on assistance for commercialization (Sep 2021 – Mar 2022) | Support B Consultation for incubation centers (Sep 2021 – Apr 2022) | Knowledge sharing session (May 2022) |
| Party associates | ACE/RSIF | ACE/RSIF | ACE/RSIF | Incubation centers | ACE/RSIF Incubation centers |
| Participating party | Anyone interested (All at once) | Anyone interested (All at once) | 2 selected teams (Individual) | Incubation centers (Individual) | Anyone interested (All at once) |
| Responsibility of participating party | - | <ul style="list-style-type: none"> ● Participate in all lectures, workshops and feedback ● Develop components for a pitch deck ● Participate in the post-lecture and workshop survey | <ul style="list-style-type: none"> ● Improve a pitch deck ● Conduct market research ● Conduct meetings with potential clients | <ul style="list-style-type: none"> ● Incubation centers respond to survey ● Participate in technical assistance sessions. | <ul style="list-style-type: none"> ● Present the results (selected teams/centers) |

Estimated Timeline



| | | 2021 | | | | | | 2022 | | | | | |
|-------------------|-------------------------------|------|------|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|
| | | Jun | July | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May |
| Kick-off | | ● | | | | | | | | | | | |
| Support A | 1 | | ● | — | ● | | | | | | | | |
| | b. | | | | ● | — | — | — | — | — | ● | | |
| | 2 | | | | | | | ● | — | — | — | ● | |
| Support B | Support on incubation centers | | | | | ● | — | — | — | — | — | ● | |
| Knowledge sharing | | | | | | | | | | | | | ● |

*Estimated timeline could be changed depending on the situation.



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Developing business with over 160 members
40 Ph.D. holders



USD 110million have been applied to develop technology.

Mainly through joint research with private enterprises



10 business entities in 4 countries

Japan, Malaysia, Singapore, Brunei



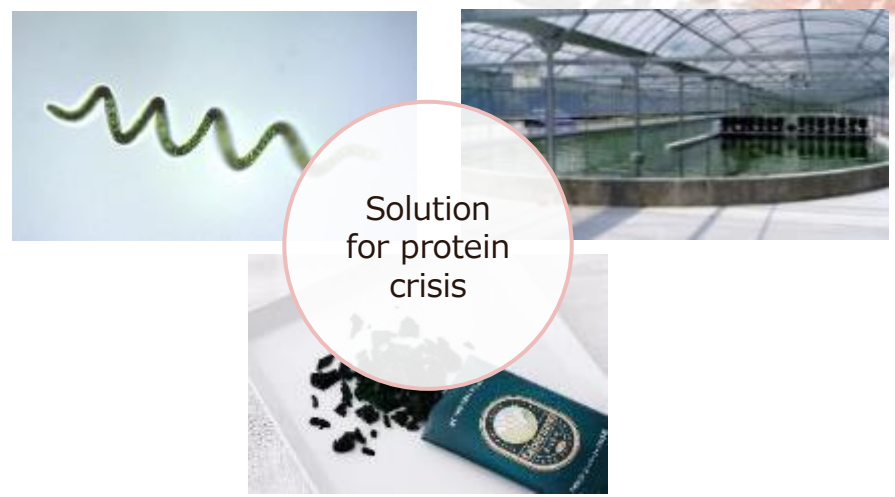
Our businesses aiming at solving issues in society

Bio-production management system



Solution for fossil fuel dependent society

Microalgae food production



Solution for protein crisis

Sustainable Agriculture with high value-added products



Development and promotion of sustainable agriculture

Sustainable plantation with water treatment system



Development and promotion of sustainable agriculture



Team members (1)

Project team



Tomohiro Fujita Ph.D. (Bioscience)
Supervisor

Founder/ CEO of Chitose Laboratory Corporation
Member of Bioeconomy Strategy Council CABINET, SECRETARIAT
Member of Japan Association of Bioindustries Executives
Professor, Kyoto University
Global Future Council on Japan.
Expertise: Biology, Bioeconomy, Lifescience, Biotech industry, bio-related business development



Kengo Fukui
Project Manager

Expertise: Bio-related business development, Biotechnology, Food tech industry, Finance



Ryo Iko
Deputy Project Manager

Expertise: bio-related Business development, project management



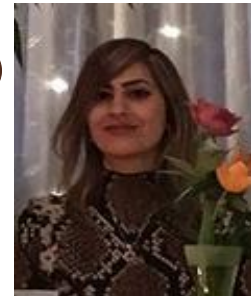
Nurezan Mohamed Ph.D. (Neuroscience)
Associate

Expertise: Neuroscience, Molecular Science



Aiko Hayashi Ph.D. (Biological Science)
Associate

Expertise: Toxicology, Microbiology



Zhaleh K. Nezhad Ph.D. (Medical Sciences-Clinical Cell Therapy)
French Language Facilitator

Expertise: Medical Science, Pharmaceutical, Microbiology



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Team members (2)

Expert team



Ken Kasahara
Ph.D. (Pharmacy)

Expert in Agriculture,
Environmental Science,
Microbiology



Takanori Hoshino
Ph.D. (Agricultural &
Biosystems Engineering)

Expert in Environmental
engineering, Mass cultivation
of microalgae



Hirotaka Chida
Ph.D. (Bioresource
Sciences)

Expert in Bioenergy,
Mass cultivation of
microalgae



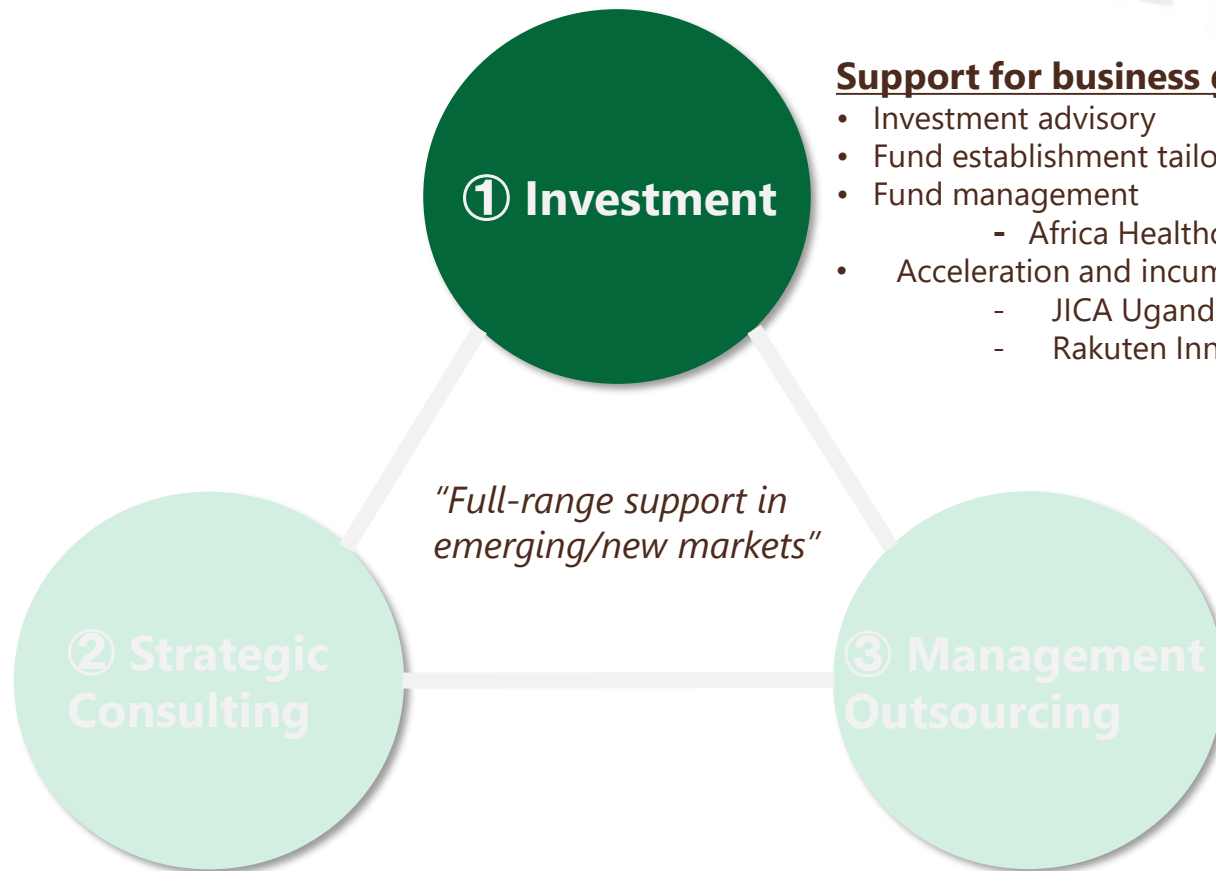
Hideki Tohda
Ph.D. (Biotechnology & Life
Sciences)

Expert in Microbiology,
Bioengineering,
Biotechnology



Yugo Hirai
Ph.D. (Life Science)

Expert in Life Science,
Pharmaceutical



Support for business growth through investment

- Investment advisory
- Fund establishment tailored to objective
- Fund management
 - Africa Healthcare Master Fund
- Acceleration and incubation for startup ecosystem
 - JICA Uganda project
 - Rakuten Innovation Project

Support for business growth by consulting

- Feasibility studies
- Strategic alignment support
- Business alliance/M&A advisory
- Strategic implementation support
- Business matching support
- Support for entering the Japanese market

Support for business growth by Human Resources

- Hands-on support for management
- Management outsourcing and dispatch
- Recruiting support in Asian region
- HRM support

Africa Healthcare Master Fund invests 25 operating companies in Africa in healthcare industry

Advanced Medical care



Medical Services



Dialysis Center



Maternity Hospital



Quick checkup

Healthcare Technologies



Customer Engagement



Teleradiology platform



Mental health online platform



Online appointment



EMR provider



Health Insurance Platform



Online dental platform



Online pharmacy



Microinsurance



Logistics platform



Logistics platform



Super App



Cross border mobile money



Pain Management Digital Device (DTx)



Healthcare related software developer

Medical Services



Emergency Services



OBGYN , AI Enabler



Blood delivery



Imaging diagnosis center

Health preservation & Public health/hygiene



Community Water

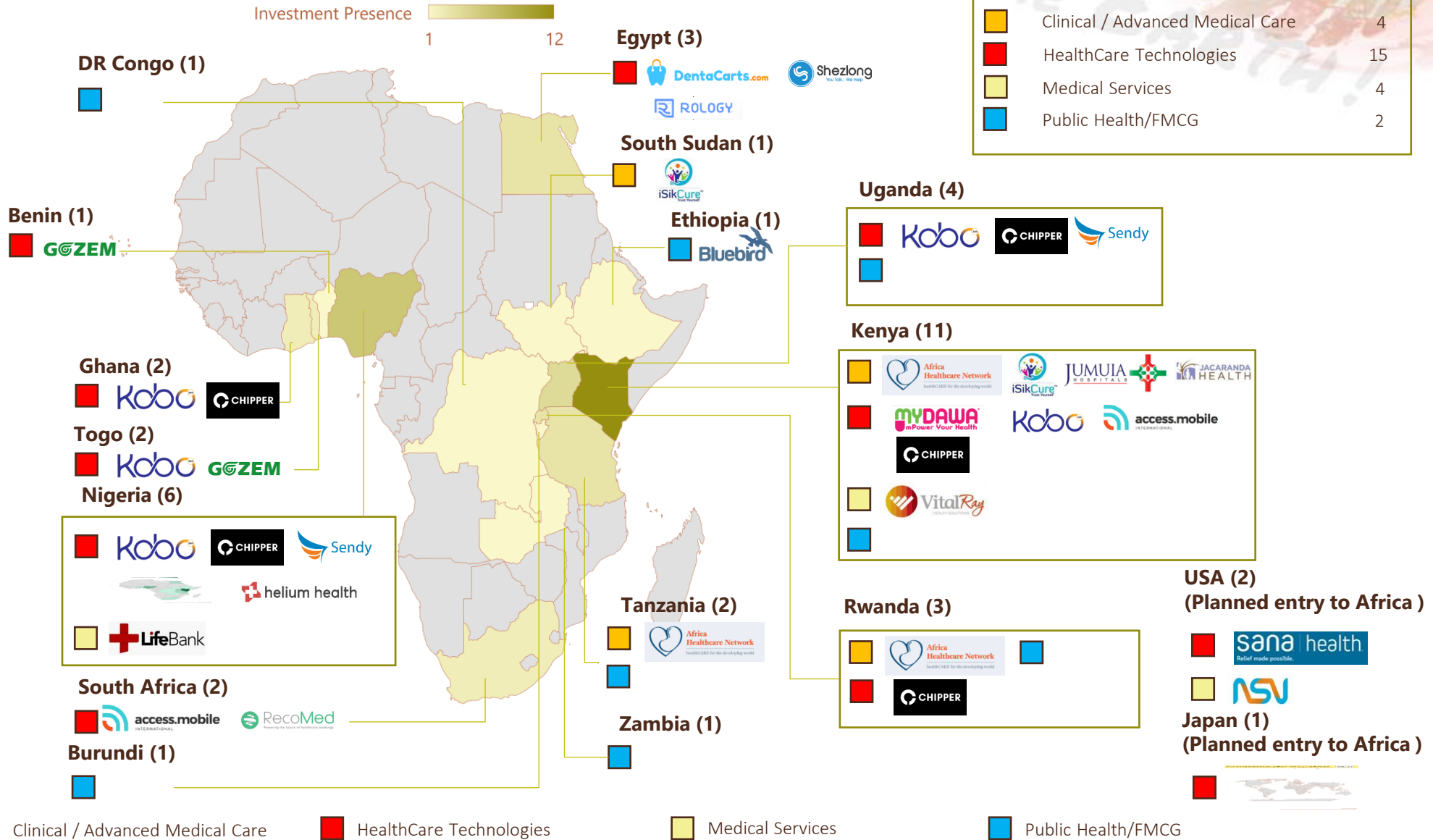


FMCG

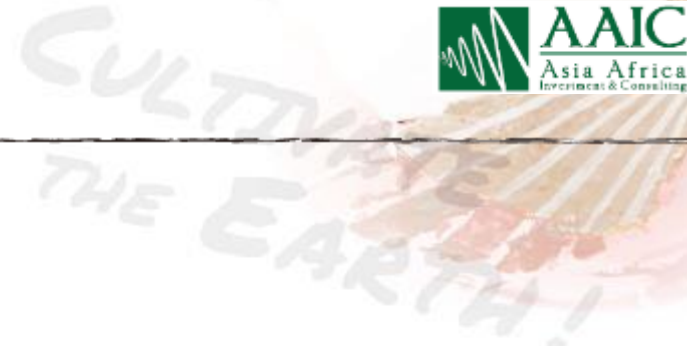
Operating Countries of Portfolio Companies

Total Investments by Category : 25

| | | |
|--|----------------------------------|----|
| | Clinical / Advanced Medical Care | 4 |
| | HealthCare Technologies | 15 |
| | Medical Services | 4 |
| | Public Health/FMCG | 2 |



Our team



Japan/Singapore



Shigeru Handa - Asia Africa Investment & Consulting Director/ Partner

Handa worked in Japan Bank for International Cooperation (now JICA) and managed development projects through concessional loans and social fund. At BCG, he provided strategic management advice to trading company, pharmaceutical company etc. He was a Director of HR and Marketing in launching a new convenience store format (Natural Lawson), targeting health conscious customers. At UNDP, he led the private sector development portfolio to support the government of Iraq to foster economic growth and diversification as well as stimulate job creation. He holds Master Degrees in Public Administration and Accounting from University of Southern California and Bachelor of Law from Kyoto University.

Nairobi, Kenya



Hiroki Ishida – AAIC Partners Africa, Director

Hiroki has professional experience of both corporate banking and management consulting. Prior to AAIC, he worked for Mitsubishi UFJ Trust and Banking Corporation and Accenture Japan Ltd. Currently, he is in charge of sourcing, due diligence and monitoring process for the Africa Healthcare Fund.

He also supports Japanese companies to start up their business in Africa and is based in Nairobi since 2015. He holds a Bachelor Degree in Managerial Accounting from Kobe University (2003), and an M.B.A from The Chinese University of Hong Kong (2012). He was part of Africa Business Idea Cup Judge (2016)

Lagos, Nigeria



Nobuhiko Ichimiya – AAIC Partners Nigeria Director

Nobuhiko was CFO of an E-commerce start-up company in Rwanda invested by Japanese IT company prior to joining AAIC. He was engaged in power infrastructure industry especially about IPP/IWPP for 7years as a Senior Manager- Commercial and Finance in Marubeni Power Asset Management in Abu Dhabi, UAE. He worked on the accounting, tax, commercial challenges of 10 projects in Middle East (UAE, Qatar, Turkey, Oman, Saudi Arabia and Tunisia). He took the board sheet of 5 companies. He worked as Financial and accounting coordinator in the Power and Infrastructure division in Taiwan, UAE, India, South East Asia. He holds a Bachelor of Arts in Commerce from Waseda University.

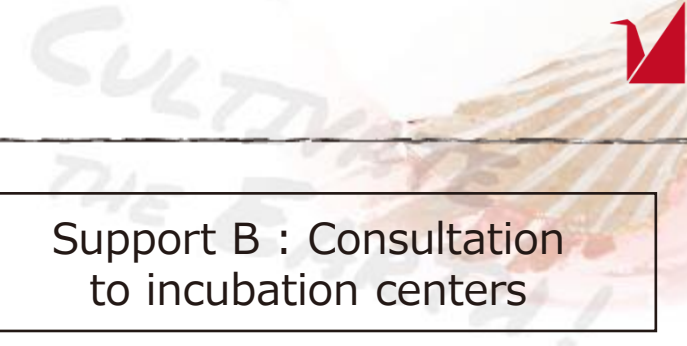


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How to apply for this initiative

| | | |
|-----------------------|--|---|
| | Support A : Lecture series and hands-on assistance | Support B : Consultation to incubation centers |
| Responsible applicant | ACE/RSIF Center Leader | Incubation center |
| Involvement | Person in charge of research commercialization (Engaging the same person throughout of the initiative is preferable) | Responsible person of the incubation center (Engaging the same person throughout of the initiative is preferable) |
| Other conditions | The research shall be aiming at: <ul style="list-style-type: none">• Commercialization• Solving issues in society | The incubation centers which need further assistance. |
| Required action | <ul style="list-style-type: none">• Respond to survey | <ul style="list-style-type: none">• Provide contacts of incubation centers |



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Any questions?

Please send via chat box below!

Contact:

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