



Startups & Innovation in Japan

What You Really Need to Know

TIM ROMERO

Startups Are Already Changing Japan

- * **The Big Numbers: Venture Capital & Dealflow**
- * **Startup-Enterprise Collaboration**
- * **Recent Changes to the Startup Ecosystem**
- * **Future Changes**

WHY SHOULD WE LISTEN TO YOU?

Tim Romero — In One Slide

- * The Present

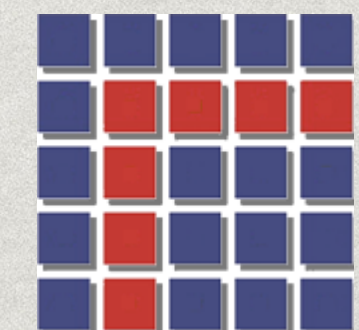
- * TEPCO Ventures, CTO
- * Corporate Innovation and startup outreach strategy
- * NYU, Lecturer, Entrepreneurship and Corporate Innovation
- * Host, Disrupting Japan Podcast
- * Investor, advisor, hacker, author, podcaster, picker, grinner, lover, sinner



TEPCO

- * The Nostalgic Past

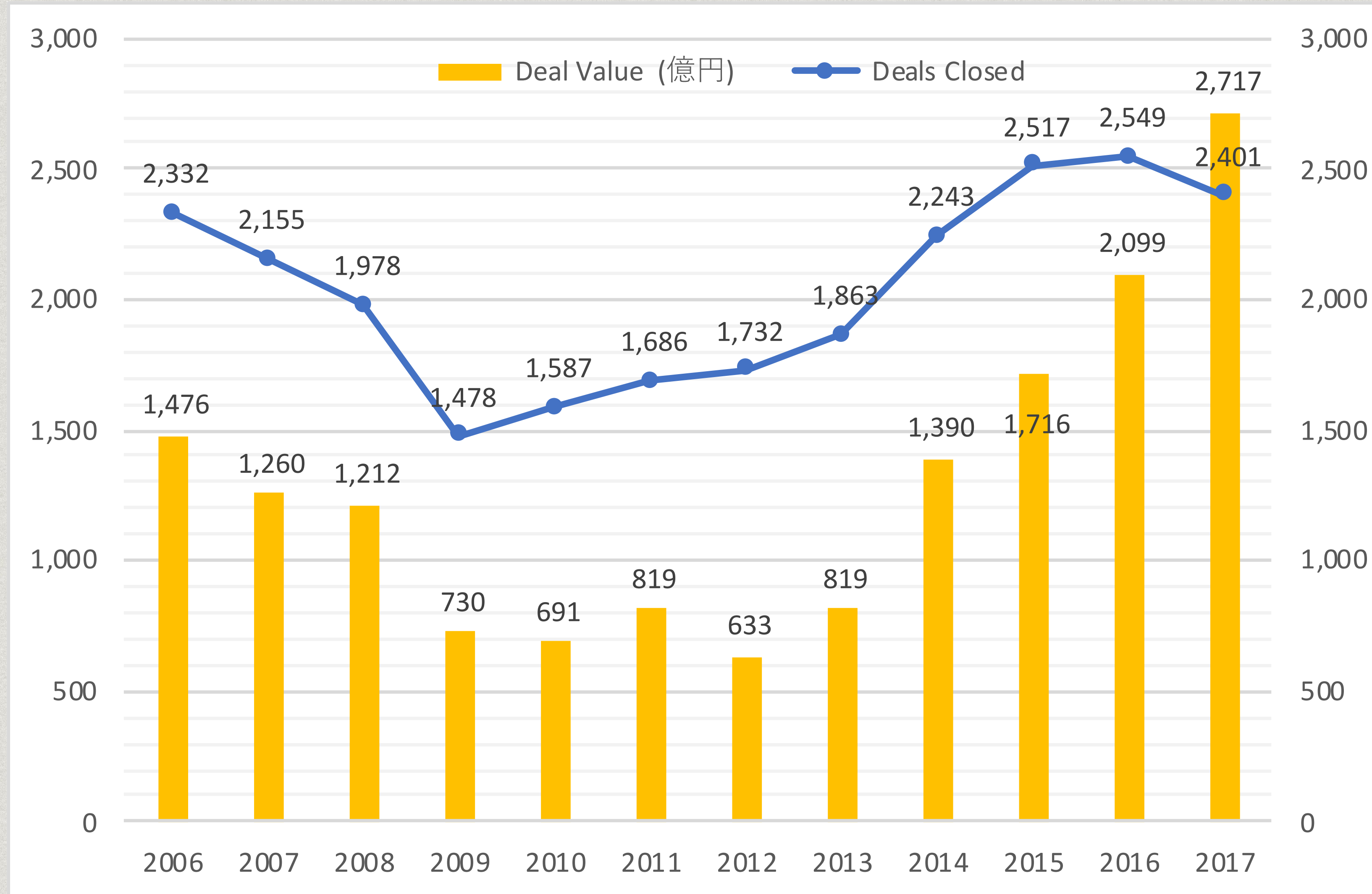
- * Vanguard - ASP E-commerce
- * PRS - Customs Clearing
- * Matrix - Online Inventory Management System
- * Wizaz - Language Neutral Text Classification Engine
- * ... other “respectable” jobs & too many startup projects to count



wizaz

VENTURE CAPITAL IN JAPAN

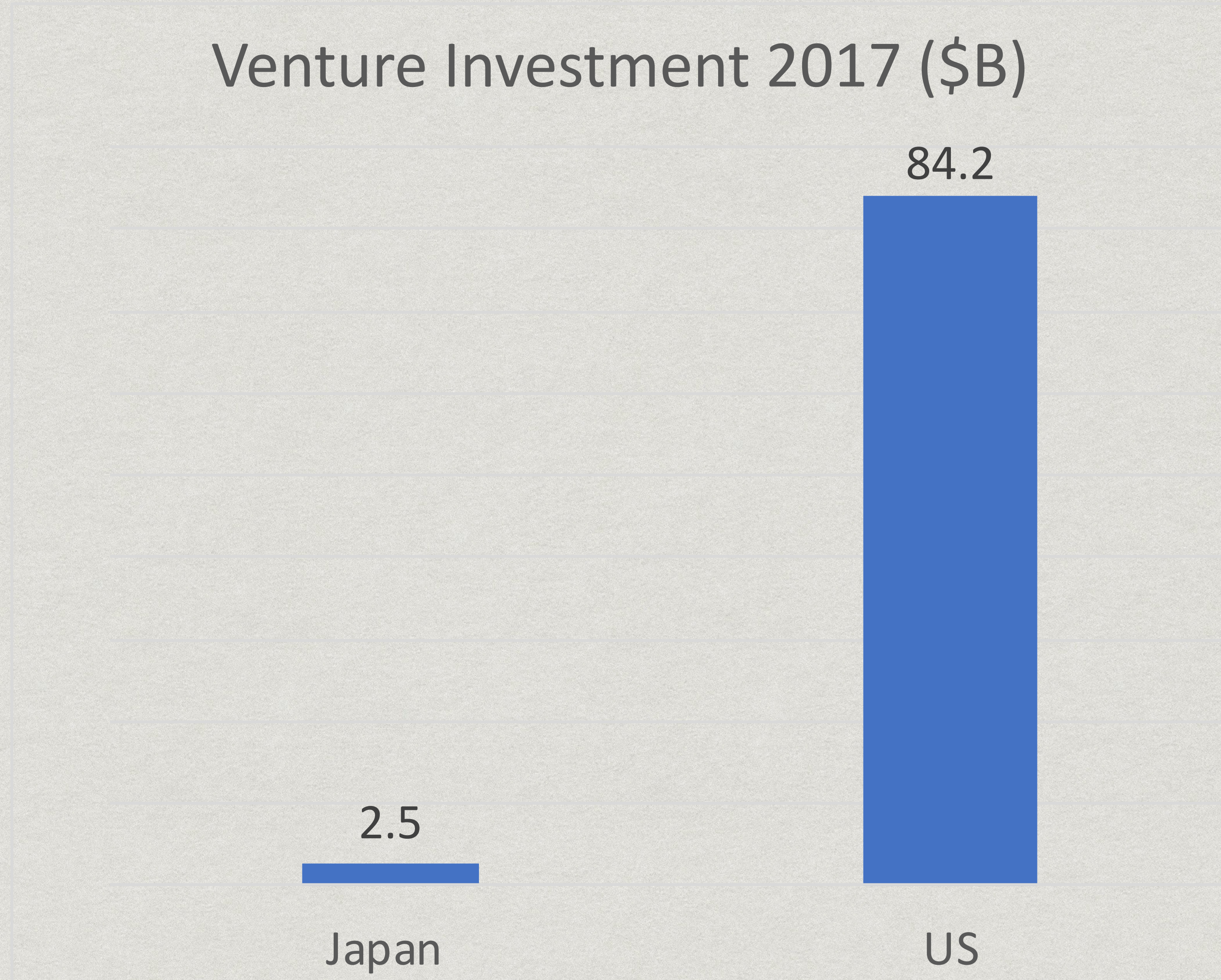
Venture Investing is Increasing



*Source - Japan Venture Research Co., LTD

Venture Investment: Japan vs US

Venture Investment 2017 (\$B)



STARTUP-ENTERPRISE COLLABORATION

Primary Means of Collaboration

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- * Corporate Venture Capital
- * Acquisitions
- * Accelerators & Open Innovation
- * Co-Development & Projects

Primary Means of Collaboration

- * Corporate Venture Capital
- * Acquisitions
- * Accelerators & Open Innovation
- * Co-Development & Projects
- * Startup Scouting
- * Innovation Training
- * Startup Events / Startup Matching
- * Community Management & Startup Outreach
- * Hackathons

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JAPAN INC'S CHANGE OF HEART



Collaboration Deep Dive

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- ✱ Corporate Venture Capital

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- ✱ Corporate Venture Capital
- ✱ Acquisitions

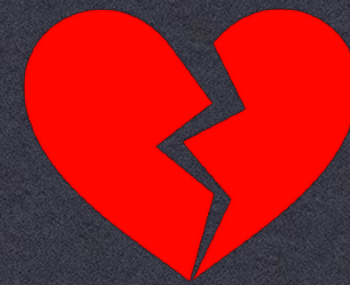
Collaboration Deep Dive

- ✱ Corporate Venture Capital
- ✱ Acquisitions
- ✱ Accelerators & Open Innovation

Collaboration Deep Dive

- * Corporate Venture Capital
- * Acquisitions
- * Accelerators & Open Innovation
- * Co-Development & Projects

PROBLEMS REMAIN



LET'S TALK ABOUT STARTUPS

CULTURE IS BULLSHIT

Important Startup Trends in Japan

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- ✦ Changing Social Attitudes

Important Startup Trends in Japan

- ✱ Changing Social Attitudes
- ✱ Startup Hotspots in Japan

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- ✦ Changing Social Attitudes
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- ✦ High-Quality Japanese Founders

Important Startup Trends in Japan

- ✱ Changing Social Attitudes
- ✱ Startup Hotspots in Japan
- ✱ High-Quality Japanese Founders
- ✱ Women Founders

THINGS NEVER WORK OUT AS PLANNED



Thank You

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