

Online reverse pitch event

-Collaboration opportunities with Japanese companies-

JETRO is going to hold an 'online reverse pitch event' to promote collaboration between European start-ups and Japanese companies.

Dates : Tuesday 7th – Thursday 9th March 2023

* Each company will have a separate session, the details of which are written on the following pages

Agenda :

1. Opening from JETRO London 3 min
2. Pitches from Japanese companies (The details of participants as followings) 15min
*Start-ups will be able to request meeting after the event from the questionnaire.
3. Q&A 15 min
4. Closing Remarks from JETRO London 3 min

Participants : **Company name(Sector)**

<Day1>

- Astellas (Life science & Medicine)
- SHIONOGI (Life science & Medicine)
- FUJIFILM Europe (Life science & Medicine)
- Dynamic Map Platform, Europe (Mobility)
- Venture Lab, NGK SPARK PLUG EUROPE (Mobility)

<Day2>

- NEC Corporation (IT)
- F.C.C Co., Ltd (Mobility)
- Mitsubishi Corporation (Multi-sector)

<Day3>

- ENEOS (Energy)

Application form

<https://forms.office.com/r/hHhNhLTkDz>


Online reverse pitch event


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Day 1 : Tuesday 7th March, 10:00-11:30(GMT)


Astellas

 **HP:** <https://www.astellas.com/en/partnering>

 **Introduction:** Astellas is a Japanese pharmaceutical company, committed to creating innovative drugs with cutting-edge science that can address areas of high unmet medical needs. We aim to help patients who have no treatment options, or do not respond adequately to existing treatments.

 **Types of collaboration with Start-ups:**

Research Collaboration, Licencing, Public-Private Partnership, Asset/Technology Acquisition, Co-development and Cocommercialization, Investment


 **Areas of interest:**


Drug discovery and development programs including new biological insights, platforms, and modalities across multiple therapeutic areas, from discovery stage to clinical stages.

#CellTherapy#GeneTherapy#Regeneration
#ImmunoOncology#Mitochondria#TargetedProteinDegradation#ImmunoSciences#AAVgene#RareDiseases#EngineeredAntibody

SHIONOGI

 **HP:** <https://www.shionogi.com/global/en/>

 **Introduction:** Shionogi is a research-intensive global pharmaceutical company having its roots in Japan. Shionogi is committed to “Protect people worldwide from the threat of infectious diseases” as our key focus. We are not limiting ourselves to the research and development of therapeutic medications, but, are also focused on the total care of infectious disease, through detection and forecast, prevention, diagnosis, and treating exacerbations, as well as the infection itself.

 **Types of collaboration with Start-ups:**


co-research, co -development, investment, in-licensing

 **Areas of interest:**


#InfectiousDiseases #Neuroscience #Pain #Vaccine
#HealthyAging #DigitalHealth


More information on their interests can be found on the above website!


FUJIFILM Europe

 **HP** : <https://global.fujifilm.com/en/>

 **CVC HP :** <https://www.fujifilm.com/us/en/news/Fujifilm-launches-life-sciences-strategic-investment-fund>

 **Introduction:** We were the imaging company, and we are diversifying it to Total healthcare company. We are focusing on Medical and Life science fields, and we have established CVC in Life science field to accelerate innovation in it.

 **Types of collaboration with Start-ups:**
investment, co-development, licensing etc.

 **Areas of interest:** #EarlyStage #BioTechnology #startups


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Day 1 : Tuesday 7th March, 13:00-13:45 (GMT)

Day 1 : Tuesday 7th March, 14:00-14:45 (GMT)

Dynamic Map Platform, Europe


 **HP:** <https://www.dynamic-maps.co.jp/en/index.html>


 **Introduction:** Dynamic Map Platform is Japan's only provider of 3Dimension High-Definition map data (HD map). We provide cm class accurate map data replicating the real world in digital space. Our super accurate HD map is indispensable for smart mobility like autonomous driving and drones. We have utilized our HD maps for various projects, including MaaS, Airport Automation, and road maintenance.


 **Types of collaboration with Start-ups:**
PoC, investment


 **Areas of interest :**
#Mobility#AutonomousDriving #Mapping

Venture Lab, NGK SPARK PLUG EUROPE

 **HP:** www.ngkntkventure.com

 **Introduction:** Business creation & investment hub with a \$100M fund. Establishing new businesses in mobility, utilities & medical.

 **Types of collaboration with Start-ups:**
PoCs, Business alliances, technology alliances, joint R&D, investment, JV, M&A

 **Areas of interest:**
Stage: Pre-seed to series F. Ideally: a startup having early signs of traction with ongoing revenues. If medical; the ones having the medical certifications already

- European team interests:
 - #FoodTech (i.e providing API for integration into our App)
 - #MedTech (i.e harness key health parameters and open to sharing their device with an SDK (software development kit))
- Global interests:
 - #Mobility (charging technologies)
 - #Utility (air handling, low energy consumption air conditioning, aquaculture)
 - #Health (home health, women's health, wound healing, and respiratory care).

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**Day 2 : Wednesday 8th March,
10:00-10:45 (GMT)**

NEC Corporation

HP : <https://www.nec.com/>

Introduction : NEC is one of the top Japanese IT companies with a wide range of the technologies and services in telecommunications, AI, biometrics, cyber securities, system integration service, etc. They are open to discuss any option for a strategic partnership with or without investment.

Types of collaboration with Start-ups:

Business alliances, technology alliances (including joint R&D, technology transfer, etc.), capital transfer (investment), JV establishment, LP investment in VC, M&A.

Areas of interest:

Any startup with a unique or valuable IP/ technology
Prefer Stage B or later for a short delivery/preparation time to market
Scale of Sales : \$140M~\$400M
Post money valuation : ~\$2B

1. Short-term scope (Existing business)

#IndustryVerticalSaaS #IndustryHorizontalSaaS#Data Processing#CyberSecurity #DataStore #DevOps #NetworkConnectivity #Edge(Robotics,IIoT/OT)

2.Mid-term (2025) scope(Related)

#APIGateway#IDManagement#Authentication #Identificaation(suchasBiometrics) #DataAnalytics(ComputerVision,AI) #Messaging/Actuation

3.Long-term (2030) scope (New business)

#Blockchain#NFT#XR#CarbonNeutral

**Day 2 : Wednesday 8th March,
11:30-12:15 (GMT)**

F.C.C. Co., Ltd

HP: <https://www.fcc-net.co.jp/en/index.html>

Introduction: F.C.C. Co., Ltd. manufactures automotive and motorcycle clutches through an integrated system extending from research and development of frictional materials to assembly of clutches. Our global production system consists of 22 manufacturing facilities covering 10 overseas countries in addition to our Japanese facilities. F.C.C. group mission is to be a company that can be counted on for safety and respect for the environment and to meet customers' every need with an uninterrupted supply of innovative products and business solutions, incorporating advanced technology.

Types of collaboration with Start-ups:

co-research, investment, technical alliance, JV

Areas of interest:

Any stages of start-ups related to below:

#Mobility#MaaS#SmartCity#CleanTech#Agritech#Biotech
#NewMaterial#CarbonFiber#Ceramic#Casting#EnergyManagement
#BatteryStorage#ThermalManagement

**Day 2 : Wednesday 8th March,
14:00-14:45 (GMT)**

Mitsubishi Corporation

HP: <https://www.mitsubishicorp.com/jp/en/>

Introduction:

Mitsubishi Corporation(MC) is a global integrated business enterprise that develops and operates businesses together with its offices and subsidiaries. Mitsubishi Corporation started on July 1, 1954, and has contributed to the development of Japan through its trading and investment activities since then. MC has more than 100 offices and subsidiaries and develops business in collaboration with approximately 1,700 group companies in some 90 countries around the world.

Types of collaboration with Start-ups:

Any types of collaboration are possible.

Areas of interest:


#EX #DX #SeriesA #SeriesB#SeriesC


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Day 3 : Thursday 9th March,
10:00-10:45 (GMT)

ENEOS

 **HP:** <https://www.eneos-innovation.co.jp/english/>

 **Introduction:** Japan's largest oil company, with a network of more than 12,000 gas stations in Japan. We provide a diverse range of energy sources, including electricity, gas and hydrogen. We have set a target of reducing its own carbon emissions to net zero by 2040, with plans to enter CCS, green carbon and blue carbon.

 **Types of collaboration with Start-ups:**

Investment, business alliances (co-development, technological collaboration), JV etc.

 **Areas of interest:**

- 1. Decarbonization:** #hydrogen#Ammonia#Battery#VPP
#Distributed#EnergyResources#RenewableEnergy#Biofuels#SyntheticFuels#SAF#CarbonCredit#CCUS#DAC#SustainableFood
#GHG#Reduction
- 2. Circular Economy:** #RecyclingUpcycling
- 3. Mobility and Community:** #EVcharging#SharedMobility
#AutonomousVehicles#Robots#Drone#eVTOL#Logistics#B2CH
ealthcareService#Smartcity#ResilienceTech
- 4. Data Science and Deep Tech:**
#AI#DigitalTwin#Robotics#Sensors#Blockchain#Satellite

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