

HVC KYOTO 2020 report

We would like to report on HVC KYOTO 2020. Detailed information will be released on the HVC KYOTO Web-page (<https://www.krp.co.jp/hvckyoto/detail/1910.html>) later.

- ◆ Title HVC KYOTO 2020
- ◆ Date 19th October 2020 (Mon)
- 9:30 Opening Ichiro Sone, Executive Vice President, JETRO
Congratulatory Dan Wang, MD, Head, Asia Pacific, J'J INNOVATION
- 9:40 Keynote Speech
"The birth episode of BioLabs"
Johannes Fruehauf, MD, PhD, Founder & CEO, LabCentral
"Some Wisdom for Start-ups"
Haruhiko Morita, President & CEO, Modalis Therapeutics Corp.
- Dialogue (Moderator: Tomoyoshi Koyanagi, PhD, Professor, University of Tsukuba)
- 10:35 Pitch Session1 5 on-site + 3 online
- 11:50 Lunch Break / Poster Session
- 12:50 Greetings Koji Murota, Head, Office of SACI, Kyoto University
- 13:00 Case Study
"Development of Novel Therapeutics Approaches for Dementia"
Mehrdad Shamloo, PhD, Director, Stanford University
- Special Lecture
"What is SPARK? - Forefront of translational research"
Tomoyoshi Koyanagi, PhD, Professor, University of Tsukuba
- Dialogue
- 14:05 Pitch Session2 4 on-site + 4 online
- 15:20 Pitch Session3 5 on-site + 3 online
- 16:35 Award ceremony
- 17:00 UK Session "The Initiatives to create healthcare ventures in the UK"
Karen Spink, PhD, Innovation lead - Precision medicine, Innovate UK
Shirley Lam, PhD, Business Development Mgr. - Asia, CGTCATAPULT
- UK Start-up Pitch 2 online
- QA Session (Moderator: Hirotaka Saso, Country Mgr., JAPAN, Cambridge Consultants)
- 18:00 Closing / Networking
- ◆ Venue B1F & 2F, Bldg#4, Kyoto Research Park & ONLINE
- ◆ Organizers • Japan External Trade Organization(JETRO) • Kyoto Prefecture • City of Kyoto
• Kyoto Research Park Corp.
- ◆ Co-Organizer Kyoto University Office of Society-Academia Collaboration for Innovation (SACI)
- ◆ Partners • Johnson & Johnson INNOVATION • Boehringer Ingelheim Japan, Inc.
• JOHNNAN CORPORATION • ROHTO Pharmaceutical Co., Ltd. • LAC Co., Ltd
• F. Hoffmann-La Roche Ltd • Shonan iPark/Takeda Pharmaceutical Company Limited

- Kyoto University Innovation Capital Co., Ltd. • Maruho Co., Ltd.
- JAPAN TOBACCO INC. • TOKYU LAND CORPORATION
- ◆ Supporters
 - Kansai Bureau of Economy, Trade and Industry (METI-KANSAI)
 - Osaka Prefectural Government • Hyogo Prefectural Government
 - Osaka City Government • Kobe City Government
 - The Kobe Chamber of Commerce and Industry
 - The Kyoto Chamber of Commerce and Industry
 - The Osaka Chamber of Commerce and Industry
 - Kyoto Wisdom Industry Creation Center • Kyoto Industrial Association
 - KYOTO Industrial Support Organization 21
 - Advanced Science, Technology & Management Research Institute of KYOTO (ASTEM)
 - Foundation for Biomedical Research and Innovation at Kobe • Urban innovation institute
 - Life Science Innovation Network Japan, Inc. (LINK-J)
 - MIT Association of Japan Venture Forum (MIT-VF)
 - Kansai Health and Medical Academic Liaison Committee
 - Kansai Health and Medical Care Innovation Council
 - Activities of the Kansai Pharmaceutical Industries Association (KPIA) • SARR LLC
- ◆ Participants 350 (including related parties, details in reference 1 - 4)
- ◆ Accounting report See table 5
- ◆ Summary report

HVC KYOTO 2020, which celebrated its 5th time, held all sessions in English as Japan's premier English pitch and partnering event where you can meet new innovations in the healthcare field. In order to prevent COVID-19, we introduced onsite-online hybrid style. Guests and speakers located in Japan were invited to the venue, overseas lecturers, mentors, and speakers participated via Zoom, and YouTube Live was streamed for the other audience. Although congratulatory address by the partner companies' representative was cancelled due to connection trouble, and 1 overseas pitch speaker had to cancel due to misunderstanding of time difference, the rest of the programme was carried out smoothly.

Following the opening remarks by Mr. Sone, Executive Vice President of JETRO and the organisers' representative, Mr. Fruehauf and Mr. Morita appeared in the keynote speech. Mr. Fruehauf is from LabCentral, a pioneer of shared lab incubators of Boston. Mr. Morita, president and CEO of Modalis Therapeutics Corp. once was with LabCentral and his company has been listed on the Tokyo Stock Exchange NASDAQ this summer. They introduced their businesses respectively and had a talk about wisdom for start-ups, ecosystem requirements, and Boston's blessed entrepreneurial environment via internet.

In the afternoon, following the guest greetings by Mr. Murota, Head of Kyoto University Office of SACI and our co-organiser, we welcomed Professor Shamloo from the USA for a special lecture. Professor Shamloo started his business through SPARK programme which is a commercialization programme that originated at Stanford University School of Medicine. We also had a dialogue between Professor Shamloo and Professor Koyanagi from Tsukuba University that develops SPARK programme in Japan.

In the previous events, HVC KYOTO provided topics related to the Boston area and the Stanford University SPARK programme. However, we paid attention to the UK as well this year, where entrepreneurs in the healthcare field are thriving, and invited 2 government-related organisations, INNOVATE UK and CGT CATAPULT, who support the start-up ecosystem, and 2 companies shortly after starting a business to hold a UK session.

At the pitch sessions, 23 companies from 6 countries, excluding 1 cancelled company and 2 companies of UK session, gave a presentation either onsite or online. As usual, we introduced the public mentoring format that the mentors advise each speaker following an 8-minute pitch. The results of the corporate

awards which we had for the first time this year are also shown below.

<Mentors>

- Chikako Saotome, Professor, Medical Innovation Center, Kyoto University
- Dan Wang, MD, MBA, MPH, Head, Asia Pacific, Johnson & Johnson INNOVATION
- Fumiaki Ikeno MD, Director of Japan Outreach, Stanford School of Medicine
- Haruhiko Morita, President & CEO, Modalis Therapeutics Corp.
- Osami Kono, Executive Manager, Business Development Officer, Kyoto University Innovation Capital Co., Ltd.
- Tomoyoshi Koyanagi, PhD, Professor, Tsukuba Clinical Research & Development Organization, University of Tsukuba/ Clinical Bioresource Center, Kyoto University Hospital
- Toshiyuki Mori, PhD, Investment Partner, Newton Biocapital SA
- Toshiyuki Nomura, PhD, Head, SiteEngineering & Operations, Shonan Health Innovation Park, Takeda Pharmaceutical Co., Ltd.

(*in alphabetical order)

<Corporate awards>

- LAC Award: FamiLeaf (Former UMENOKI)
- JETRO Award: Repertoire Genesis Inc.
- Start-up Capital KYOTO Award: MEDICUS AI
- KRP Award: bitBiome Inc.

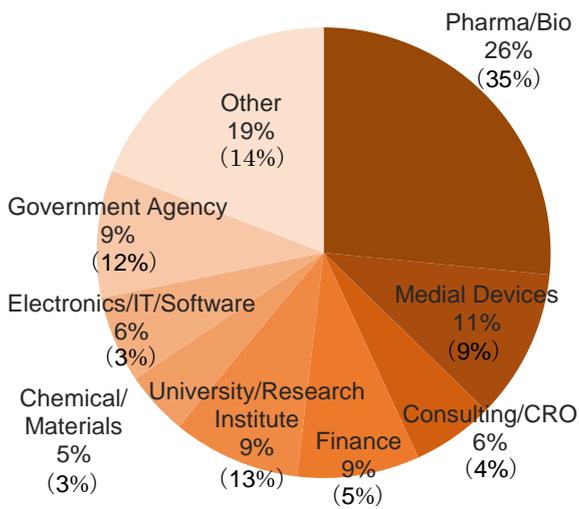
In parallel with each session, 60 individual meetings were arranged with 24 pitch speakers, except 2 UK pitch speakers, and 13 partnering companies. (2 meetings were rescheduled for 1 company cancelled.) Each speaker was given 15 minutes and received advice on the possibility of tie-ups and investment and R and D progress both face-to-face and online after pitching. There was an enthusiastic exchange of opinions among the participants at the venue even outside the individual meetings.

Our reflections on the event in terms of operation are following: 1) we could not pay enough attention to leading speakers to the stage because the YouTube broadcast was interrupted, and we focused too much on prevention measures of infection; 2) we could not flexibly cope with the replacement of projection materials, and a few problems occurred. Online networking and getting feedbacks from the participants are our next agenda. During individual meetings, not everyone exchanged business cards, and we received several requests for contact information both from partnering companies and pitch speakers. We prepared a comment section on YouTube and the questionnaire for the participants to ask whose contact details they would like to get, but not many responses were made. How to design a network opportunity comparable to a social gathering is our challenge as it is likely to be using online together moving forward.

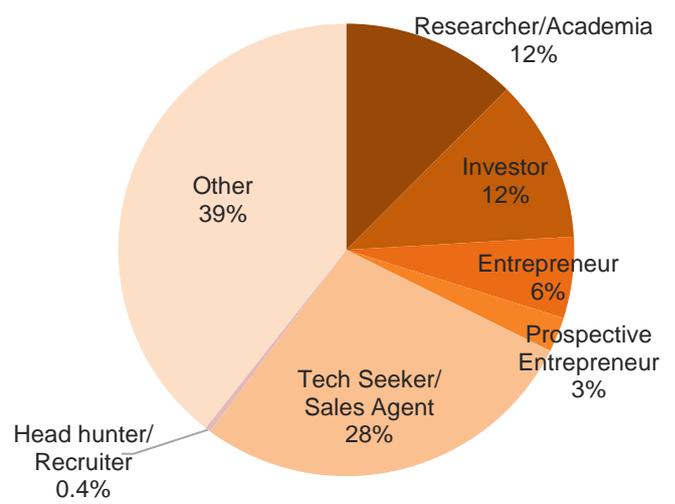
We will start accepting speakers' applications for the next event from February 2021. Your continuous support will be really appreciated.

Reference 1 Breakdown of participants

<Industry>

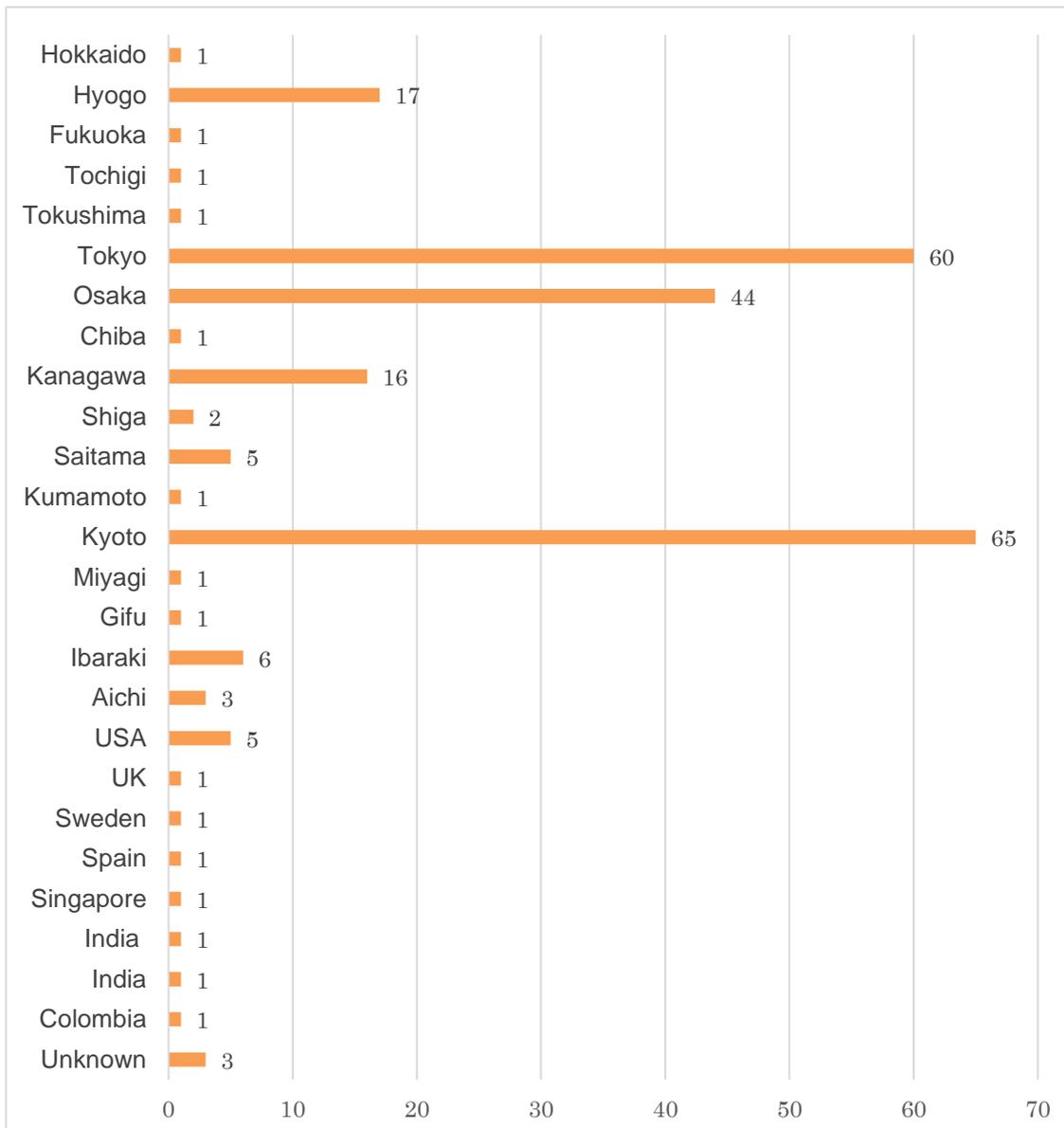


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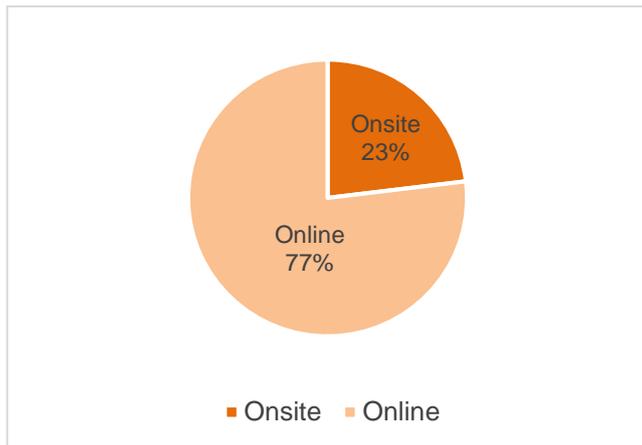
() 2019 results

<Region>

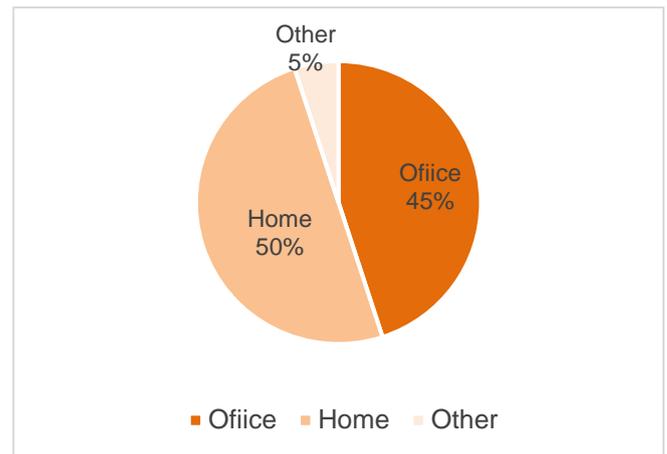


Reference 2 Questionnaire results from participants (26 answers)

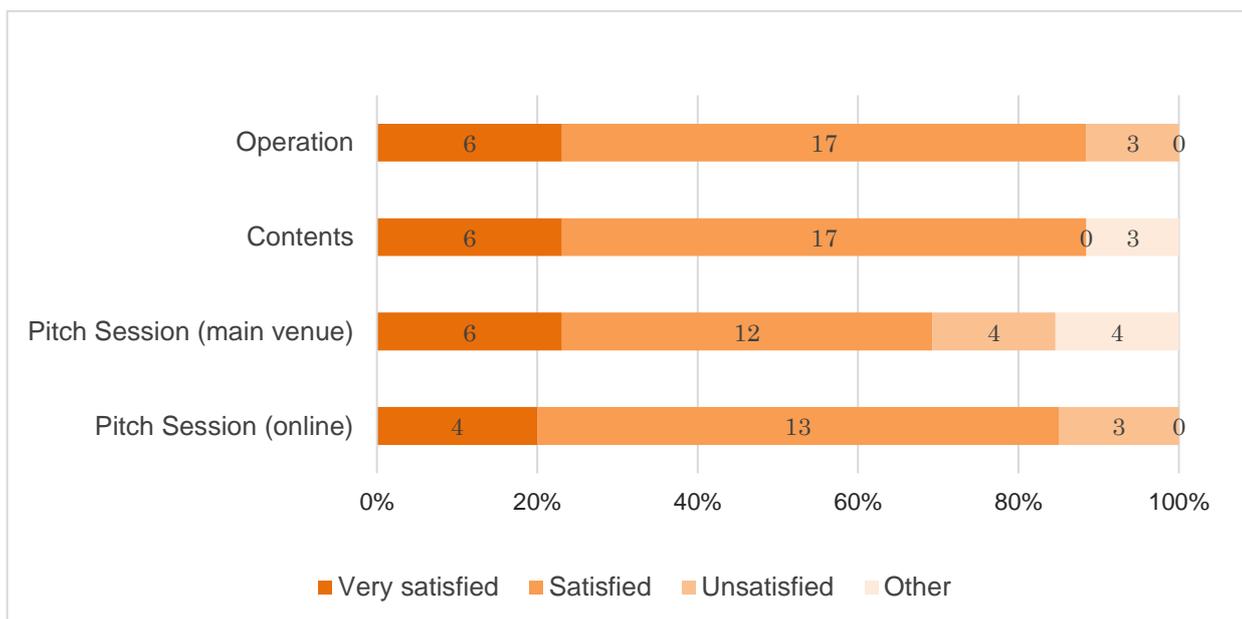
<Participation style>



<Online participants>



<Satisfaction level of the event>



Reference 3 Comments from participants

<Pitch speakers>

- I strongly felt that these events would be worthless online. I think it is essential to listen to and interact with each other on-site.
- I received detailed information from the staff until the day of the stage. Also, I was able to ask for valuable advice from mentors, including Professor Koyanagi.
- Thank you so much for this valuable opportunity.
- Since giving the presentation and winning the prize, I think I was able to increase presence in the bio area.

<Partners/supporters>

- In terms of operation, there was some room for improvement in general, but I enjoyed it. It was worth it.
- In pitch sessions, it would be better if there is interpretation to explain more for participants who cannot communicate well in English.
- I noticed that there were some connection and projection problems. I know it's tough, but it could have been avoided if you had prepared differently. I only listened to a part of the event, but some pitches were

interesting and inspiring. It is very important that this event happened in Kansai. I hope it will get exciting next year too.

<Others>

- Due to COVID-19, digitalisation was accelerated so that I was able to participate online. Attending a few conferences a year was the best I could do before, but I can take part in many online pitches now, which makes me feel that I am able to obtain prior evaluation of the business globally and simultaneously.
- It must have been very difficult to hold the event during Corona. Thank you, KRP staff. Isn't it possible for those who get registered and have paid the membership fee to be able to watch all the live footage of the event on DVD or something at any time?
- Please don't just evaluate start-ups based on market size.
- The difference from the others is that you have this amazing mentor panel. The important things are how to maintain and polish the strengths that the competition does not have and how to strategically balance with the market in terms of cash flow. What the mentors ask is basically the voices of researchers, and interactivity felt so relevant.

Reference 4 Media exposure

- Kyoto Shimbun, page 11 (Keizai Plus) on 20th October 2020
Refereed to 3 pitch speakers (UMENOKI, medilabo RFP Inc., and Quadlytics Inc.)
- JETRO, online business news on 4th November 2020
<https://www.jetro.go.jp/biznews/2020/11/a58c3909a3b42b5d.html>
- JETRO, official video on YouTube on 12th November 2020
<https://youtu.be/QRyHUT505yQ>

Reference 5 Pictures of the event



(COVID-19 prevention measures)



(Hybrid style)



(Keynote speech and dialogues)



(Pitch session and mentoring)





(Award ceremony)



(Networking)

Table 1 Pitch session 1

	Affiliation	Name	Title
1	miibio, Inc	Kensho Hayamizu	Novel photoswitching system for optogenetic control of gene editing and expression
2	Sound Corporation	Yoshitaka Nakajima	A new hearing test for spectral-temporal resolution
3	Temari, inc.	Mari Utano	HOME HEALTHCARE BUSINESS for parents and children. We support child-rearing to use Family-friendly toothbrushing attachment
4	UniBio CORP.	Hiroko Sato	Safest, cheapest, and fastest way to develop regenerative medicine materials using plant biotechnology
5	Quantum Operation Inc.	Sumitaka Maruyama	Health monitoring system based on Sensing body temperature and vital signs for Heat stroke and Infection disease prevention
Listed below are online pitches			
6	medilabo RFP Inc.	Toru Kumagai	"Never forget" New medicines protect your memory
7	Mononuclear Therapeutics	Wise Young	Novel Umbilical Cord Blood Components for Cell Culture, Spinal Cord Injury and other Clinical Indications
8	Norbert Health*	Alex Winter	Bringing preventive health care to every home

*Norbert Health was cancelled.

Table 2 Pitch session 2

	Affiliation	Name	Title
9	LinkBIO Co., Ltd.	Yuki Inami	Cutting-edge separation technology accelerates the development of diagnostics tools and drugs
10	Quadlytics Inc.	Kohei Hayashi	World-first epileptic seizure prediction system
11	UMENOKI	Prakhar Saxena	A New Interactive Way of Providing Physical and Mental Support for Pregnant Women
12	Repertoire Genesis Inc.	Eiichi Yamaguchi	Curing the Incurable" Approaching drug discovery from immunodiversity analysis
Listed below are online pitches			
13	BeCellBar LLC.	Hidekazu Hiroaki	Prevention of bowel problems by plant-derived ingredient
14	Setsurotech Inc.	Shinichiro Takezawa	Accelerate PDCA cycle for drug discovery with disease models
15	Bone's Technology Ltd.	Marvin Ma	An intelligent system for the prevention of elderly fracture
16	BioChange	Ishay Attar	Innovative technology for tissue regeneration, Bio-Changing life

Table 3 Pitch session 3

	Affiliation	Name	Title
17	Veneno Technologies	Kazunori Yoshikawa	Innovative drug discovery targeting ion channels with the molecular evolution of disulfide-rich peptides
18	Hakarel Inc.	Hikaru Sonoda	Development of prediction method for effectiveness of molecular-targeted drug by the hyper-sensitive exosome quantification assay using their surface antigens
19	Himuka AM Pharma Corp.	Hiroshi Shinjo	Drug Development of Refractory Inflammatory Bowel Diseases
20	bitBiome, Inc.	Kimihiko Sato	Single-cell genomics for microbes - Innovating novel findings to industry utilization -
21	dbE Inc.	Kazuki Arita	Comparison of highly difficult documents by machine learning
	Listed below are online pitches		
22	MEDICUS AI	Faddi Haddad	Helping people understand their health
23	Bicoll GmbH	Maria Lamottke	Patient twin on inflammatory diseases (PTID)
24	PatientFacient	Vladimir Krechikov	Innovative approach for patient enrollment in clinical trials (PatientFacient platform)

Table 4 UK session (online)

	Affiliation	Name	Title
25	VacV Biotherapeutics Ltd	Louisa Chard Dunmall	TRANSFORMING CANCER TREATMENT WITH NEXT GENERATION ONCOLYTIC VIRUS THERAPY
26	iSTEM Therapeutics	Jayden Smith	To Establish a New Era of Autologous Stem Cell Medicines through Regenerative Neuroimmunology

Table 5 Accounting report (tax included)

Revenue	Amount (yen)	Expenditure	Amount (yen)
Sponsorship money from partners (13 companies)	3,960,000	Pre-mentoring cost	297,000
		Pre-event cost	650,000
		Travelling expense	910,000
		Honorarium	260,000
		Video shooting cost (rehearsal incl.)	2,100,000
		Interpretation cost	390,000
		Streaming cost	80,000
		Venue cost	1,150,000
		Miscellaneous expense	50,000
Revenue total	3,960,000	Expenditure total	5,887,000
Balance		△1,927,000	