



AI and the Future of Society:  
A Global Approach to Understanding the Digitalization  
Revolution from the Social Science Perspective  
April 27-28, 2018

TOYO KANETSU × TC CONSULTING  
**TKCV**  
PARTNERSHIP

## “The Japanese CVC and Big Hope for AI Start-ups in San Diego”

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Investment Committee Chairman

Toyo Kanetsu Corporate Venture Investment Partnership

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# Corporate Venture Capital

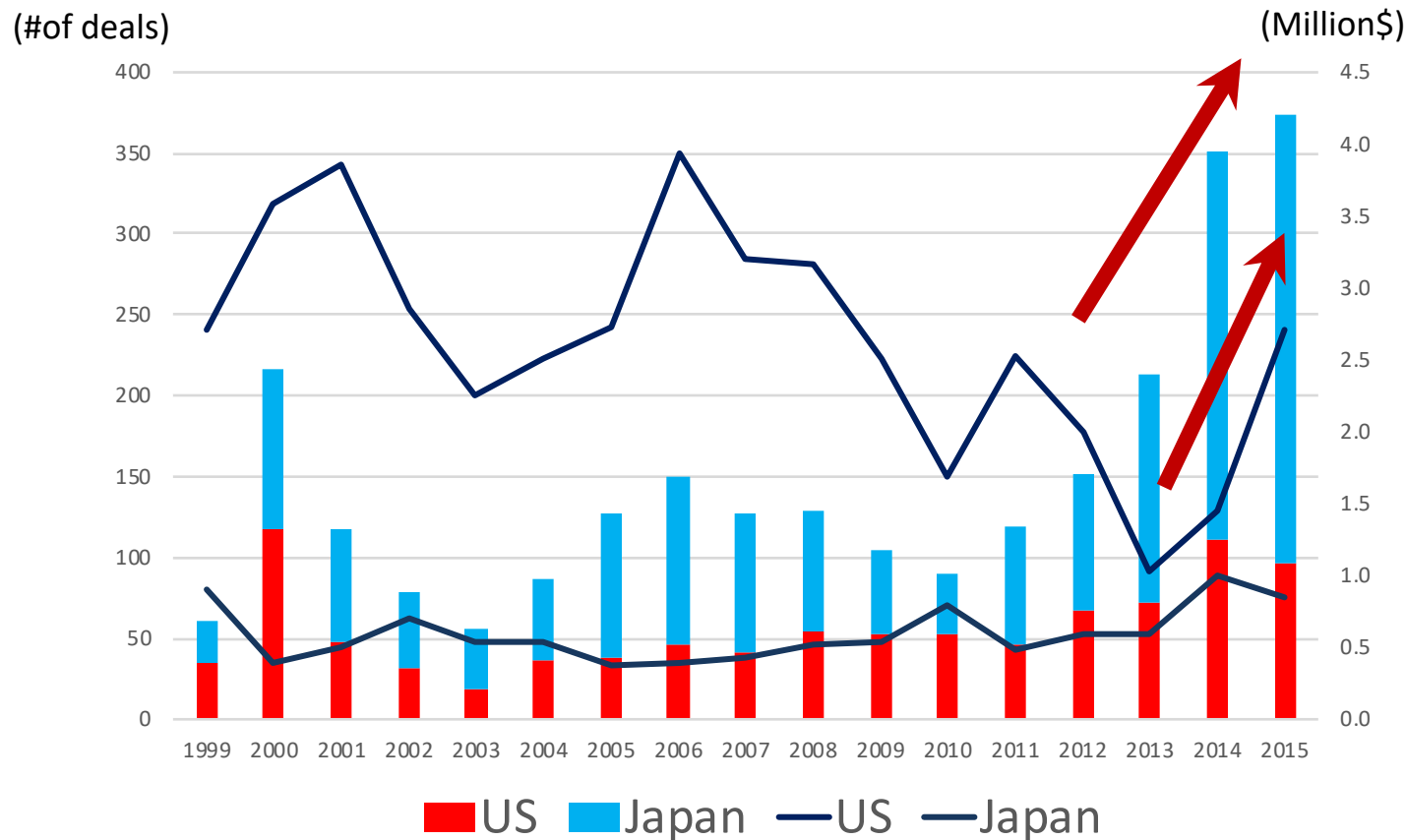
- A Corporate Venture Capital(CVC) is **not an ordinary** VC.
- Seeking new technologies and new business seeds for **developing new business** as the next profitable business
  - Promoting “**Open Innovation Strategy**”
  - Resolving “**Innovator’s Dilemma**”
  - Putting weight on “**Exploration**”, not “Exploitation”
- Acquiring not only financial returns but also **synergy** with their existing business and **contribution** to the next business



# Japanese CVC investment, by nation

## #of deals and amount of investment(median)

The amount of Japanese CVC and # of deals are sharply increasing!



Source:

**Masato Sasaki**

(Hitotsubashi University),

**Ulrike Schaedt**

(University of California, San Diego),

“CVC in Japan:

Corporate venture capital Activities by Japanese companies”,

August 8<sup>th</sup>, 2017,

Academy of

Management Annual

Meeting, Atlanta



TOYO KANETSU x TC CONSULTING  
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# Toyo Kanetsu Corporate Venture Investment Partnership ①

■ Limited Partner:

 **TOYO KANETSU K.K.**

<http://www.toyokanetsu.co.jp/global/>



Construction of new LNG tank



Maintenance Work

- Listed in the first section of Tokyo Stock Exchange
- The top manufacturer of large tanks for crude oil, LNG, LPG.

■ General Partner: TC Consulting Co., Ltd.



**TOYO KANETSU SOLUTIONS K.K.**

<http://www.tksl.co.jp/en/>



Sorting System



Picking & Allocating System



Check-in Counter



Baggage Claim

- A leading manufacturing company of logistics systems mainly material handling.
- For the most of major EC companies.
- Providing the baggage handling systems which have 90% market share in Japan.





# Toyo Kanetsu Corporate Venture Investment Partnership ①

- Total fund amount: 500 million yen (**4.5 million USD**)  
\*This fund is the first fund for TKK.
- Operating period: October 1, 2017 to December 31, 2022  
(**5 years 3 months**) \*possible due to a MAX 2-year extension
- Targeted assets for investment  
Unlisted promising startups **both in Japan and in the United States, mainly California**  
★ The main investment fields are expected to be **artificial intelligence (AI), IoT, and robotics.**
- Currently, we are **looking for startups that will collaborate with the Toyo Kanetsu Group** to develop new products, new services, and new business!



# Big Hope for AI Start-ups in San Diego!

- Why did our fund **donate** some capital to this conference?
- **AI, IoT(Internet of Things), and robotics** are the most prominent fields for new business development for TKK.
- Promising start-ups in these fields are **agglomerated in San Diego**, especially in the surrounding area of UCSD
- Actually our fund **already invested in two start-ups** through introductions of Prof. Ulrike Schaede and **JFIT**(Japan Forum for Innovation and Technology) at UCSD.
- **Jacobs School** of Engineering and the Contextual Robotics Institute at UCSD have attractive technologies for us.
- Therefore, we hope we can work together and invest in promising start-ups related to UCSD!
- For more details refer to:<http://www.tccconsulting.co.jp/tkcv>