



UNLOCK JAPAN

Monday, October 7 - [Andaz Tokyo Toranomon Hills](#), Rooftop Studio

5:30 pm Welcome Cocktail Reception

Tuesday, October 8 - [Four Seasons Otemachi](#), Grand Ballroom

7:30 am Registration

8:00 am Networking Breakfast

8:30 am **Welcome** **Phil Wickham (Sozo Ventures)**

Phil Wickham, co-founder of Sozo Ventures, will welcome everyone to UnlockJAPAN and share the goals and vision for the event.

8:50 am **Start-up 101: Gross Anatomy of Early-Stage Investing** **Moderator: Spencer Foust (Sozo Ventures)**
Mar Hershenson (Pear VC)

Nurturing nascent innovators, ideas and companies is an art form few have mastered. One of the very best at it is Mar Hershenson (Pear Ventures; #31 Forbes Midas List). Mar will talk about the challenges and strategies for early-stage investing, detail the evolution of seed investing and discuss key metrics for seed-stage companies. Spencer Foust (Sozo Ventures) will then moderate a discussion.

9:30 am **From Launch to Legend: Building Category-Leading Venture Capital Firms** **Moderator: Rob Freelen (Sozo Ventures)**
Jeff Clavier (Uncork Capital)
Taro Fukuyama (Rice Capital)
Gil Dibner (Angular Ventures)

Jeff Clavier founded Uncork Capital (FKA SoftTech VC), widely recognized as the first dedicated seed firm in Silicon Valley, in 2004. Since then, he and his partners at Uncork have helped numerous companies go from brilliant idea to billion-dollar outcome. Gil Dibner founded Angular Ventures in 2018, and began writing first-equity checks into ground-breaking Frontier & Enterprise tech companies in Europe and Israel, which has propelled him to the top of both the Forbes European and Seed Midas Lists. Taro Fukuyama, Y Combinator's first Japanese Founder, will have a first close on his first venture capital fund, Rice Capital, later this year. These three venture capital entrepreneurs will offer their unique perspectives on how to best support early-stage companies and funds, and share their origin stories.

10:00 am	Editing The Future	Moderator: Samira Daswani (Manta Cares) Dr. Jennifer Doudna (Innovative Genomics Institute) (Zoom)
	Dr. Jennifer Doudna (2020 Nobel Prize in Chemistry; CRISPR), is one of the world's most decorated academic researchers, but still introduces herself to strangers as "Jennifer," and can be found most days with her sleeves rolled-up in her lab, working on groundbreaking research she intends to see funded and commercialized across the globe. Samira Daswani, Sozo Venture Partner and Portfolio Company Founder, will talk with Jennifer about the future of gene-editing and other game-changing innovations coming out of her Berkeley-based institute.	
10:30 am	Launching an Extremely Ambitious Global Company in Asia	Moderator: Phil Wickham (Sozo Ventures) Will Polkinghorn (Need)
	The overwhelming majority of global category-leading companies have been launched in the United States, but the Los Angeles-based team at Need is launching their extremely ambitious HealthTech company in Asia, in partnership with a large insurance company. They will explain why, and talk about the next steps on their journey to provide the world's best cancer care to anyone, anywhere.	
11:00 am	Breakout Discussions Led by Global VCs	
	Global leaders will lead discussions at each table.	
11:45 am	Unlocking Japan's Potential: Welcome to Global Innovators from Japan & Around the World	Takeshi Niinami (Suntory Holdings) (Video)
	Niinami-San welcomes global innovators to the summit, and offers his take on what needs to happen next in Japan's quest to become a global innovation hub.	
12:00 pm	Typewriter: A Japanese Biotech Innovation Story	Ken Horne (AN Ventures) Haruhiko Fujiwara (Typewriter Therapeutics Inc.)
	Ken Horne talks about how he develops biotechnology innovations from ground-breaking Japanese research, and explores his personal connection to Japan.	
12:30 pm	Networking Lunch	
2:00 pm	How Remarkable Individuals Catalyze Global Economic Growth	Allen Taylor (Endeavor Catalyst) Fernando Fabre (Kauffman Fellows)
	Allen Taylor (Managing Partner, Endeavor Catalyst Fund) and Fernando Fabre (CEO, Kauffman Fellows Program) discuss how remarkable individuals have catalyzed innovation in every corner of the globe. These longtime friends will explore how one great innovator can propel an entire company, ecosystem or even country.	
2:30 pm	Future of the Semiconductor Industry	Moderator: Koh Nakamura (Sozo Ventures) Hiroshi Amano (Nagoya University) Michel Chu (ITIC)
	Professor Hiroshi Amano, Nobel Laureate in Physics, will be joined by industry professionals in a discussion guided by Sozo co-founder Koichiro Nakamura on the future of semiconductors and the re-emergence of their importance in the age of AI and the years ahead.	

3:00 pm	Building a Leading Global Pharma Company for 2050+	Moderator: Andrew Farquharson (InCube Ventures) Naoki Okamura (Astellas Pharma)
	Astellas CEO Naoki Okamura joins renowned venture capitalist Andrew Farquharson to discuss the issues confronting global pharma from the perspective of a leading Japanese pharma company. They will also discuss the challenges and opportunities of doing business in Japan, lessons Okamura has taken from global pharma companies, and how Astellas plans to continue innovating in Japan.	
3:25 pm	TED-STYLE: Innovation Theatre @ Stanford: The StartX Story	Cameron Teitelman (Start X & Nexus)
	Cameron Teitelman will tell the story of how, as a junior at Stanford, he became disheartened by the lack of support for start-ups at Stanford University. His frustrations led him to create StartX, which is now one of the world's most successful accelerators.	
3:40 pm	Break, then Breakout Tables	
4:30 pm	Fostering Real University Innovation	Moderator: Mark Rice (Babson College) Kohei Itoh (Keio University) Ade Mabogunje (Stanford University) Takao Someya (The University of Tokyo)
	Three university leaders will share how top universities foster innovation, and explore how government funding of basic research and commercialization programs, such as SBIR, impacts success rates.	
5:00 pm	TED-STYLE: Business Model Transformation	Peter Delgrosso (Bryant Stibel)
	Peter Delgrosso will dive into how Japanese corporations can unlock tremendous enterprise value by transforming their business models to incorporate subscription offerings.	
5:15 pm	Wrap-up	Koh Nakamura (Sozo Ventures)
5:30 pm	Cocktail Hour	

7:30 am Registration

8:00 am Networking Breakfast

8:30 am Welcome Phil Wickham (Sozo Ventures)

Day 2 of Unlock Japan starts with Phil Wickham's overview of the day's agenda.

8:45 am Developing a Market: How I Built SeedCamp Moderator: Phil Wickham (Sozo Ventures)
Reshma Sohoni (Seedcamp) (Zoom)

Reshma Sohoni will share her story of building a preeminent seed-stage venture capital firm in London.

9:00 am Farming in 2050: Lettuce, Meet LaserWeeder! Moderator: Rob Freelen (Sozo Ventures)
Paul Mikesell (Carbon Robotics)

Founder Paul Mikesell will tell the Carbon Robotics story and discuss how the company plans to utilize Artificial Intelligence and lasers to radically change farming, rethinking everything from driving tractors to picking weeds.

9:30 am Break

9:45 am Top Current Challenges & Opportunities in Venture Capital Moderator: Rob Freelen (Sozo Ventures)
Masashi Kataoka (Dai-ichi Life Insurance)
Mike Hurst (Turbine)
Huff Millard (Stepstone Group)

Institutional investors from the U.S. and Japan compare notes on the state of their industry.

10:15 am Breakout Discussions Led by Global VCs

Global leaders will lead discussions at each table.

11:00 am Reimagining Japanese Universities Moderator: Mark Rice (Babson College)
Joi Ito (Chiba Institute of Technology)

Joi Ito and Mark Rice explore what might happen if we started from scratch and tried to radically reimagine education, starting with redesigning and optimizing universities for maximum innovation.

11:30 am B Capital Unplugged: Understanding a Successful Corporate Partnership in Venture Capital Moderator: Rehito Hatoyama (Sozo Ventures)
Gabe Greenbaum (B Capital)

B Capital was founded by Eduardo Saverin, Raj Ganguly and Howard Morgan, in partnership with Boston Consulting Group (BCG), simultaneously launching in four countries. In fewer than 10 years the firm has evolved to manage \$7B across three fund complexes, and they continue to innovate on their model every year. General Partner Gabe Greenbaum will share insights gained from building a platform company in partnership with a leading global corporation that acts both as a Limited Partner and essential partner in helping portfolio companies achieve scale.

11:50 am	Unlocking Capital	Moderator: Phil Wickham (Sozo Ventures) Kazushige Kobayashi (MCP Capital) Yoshitaka Todoroki (GPIF)
	Phil Wickham will host a discussion with Yoshitaka Todoroki Managing Director, Private Market Investment Department at GPIF and Kazushige Kobayashi, Managing Director at MCP Capital.	
12:20 pm	Message in a Bottle: Harnessing Energy to Create Innovation	Tomoko Namba (DeNA) (video)
12:30 pm	Networking Lunch	
1:30 pm	Building Venture Ecosystems in the Decade Ahead	Fernando Fabre (Kauffman Fellows)
	Fernando Fabre, CEO of the Kauffman Fellows Program, will talk about the future of KFP in the decade ahead, and lessons learned while guiding leaders building venture ecosystems in markets across the globe.	
2:00 pm	Diamonds in the Rough: Finding and Nurturing Innovation in Emerging Ecosystems	Moderator: Spencer Foust (Sozo Ventures) Vinnie Lauria (Golden Gate Ventures) Taizo Son (The Edgeof) Mizuho Hiraguri (Recruit Co.,Ltd.)
	Investments in under-developed industries, regions and countries can be a challenge and a big risk, but the opportunities are incredibly attractive. That's why, for hundreds of years, remarkable individuals have navigated the challenges of emerging ecosystems. Vinnie Lauria, Taizo Son and Mizuho Hiraguri join Spencer Foust (Managing Director, Sozo Ventures) to share their insights from investing in global startups and guiding entrepreneurs in emerging innovation ecosystems.	
2:30 pm	Immigrants: New Talent; New Opportunities	Moderator: Koh Nakamura (Sozo Ventures) Justin Waldron (gemz) Gen Woods (Callback) Michael Carter (Playco)
	Immigrants have been foundational players in Silicon Valley for decades. Facebook, Google, Nvidia, SpaceX, Stripe, Databricks and many more of the world's biggest companies have immigrant founders, and immigrants are the CEOs of the largest companies in the US: Microsoft, Google and more. Now that Tokyo has begun to cultivate its immigrant founder scene, the panel will discuss what's working, what isn't and what should be done next.	
3:00 pm	Putting Human Capital to Work: How Universities are Helping Students Go from Zero to One	Cameron Teitelman (Start X & Nexus)
	Cameron Teitelman, the Founder of StartX, will talk about how his next company, Nexus, is orchestrating innovation for top global universities.	
3:20 pm	Break, then Breakout Tables	
	Global leaders will lead discussions at each table.	

Moderator: Andrew Farquharson (InCube Ventures)
Jenny Hamilton (Azalea Therapeutics)
Masayuki Yamamoto (Tohoku University)
Makoto Suematsu (CIEM)

4:15 pm **Gene Editing - From Lab to Living Room**

Three esteemed genetics researchers preview their current work and discuss how breakthroughs in genetics will soon improve the lives of millions of people around the world.

5:00 pm **NordicNinja: Supporting Global Economic & Environmental Goals**

Moderator: Phil Wickham (Sozo Ventures)
Tadashi Maeda (JBIC)
Marek Kiisa (NordicNinja VC)

Tadashi Maeda and Marek Kiisa join Phil Wickham (Sozo Ventures) to discuss how they built a revolutionary partnership. The creation of NordicNinja was driven by the two regions' complementary needs: Japan's hunger for digital innovation and Northern Europe's appetite for creating opportunities for talented local innovators. Today, JBIC IG Partners and Marek Kiisa power NordicNinja as a joint partnership that helps Northern European startups scale globally.

5:30 pm **Wrap-up**

Koh Nakamura (Sozo Ventures)

5:45 pm **Cocktail Hour**