

# Healthcare Venture Conference KYOTO

## Healthcare Venture Conference KYOTO



**Showcase of future innovations  
in the healthcare field  
since 2016**



# Awards received

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## ■ Japan Patent Office 4th “IP BASE AWARD ” Ecosystem Category, Incentive Award

HVC was recognized for its contribution to the transfer of IP of universities, and for the fact that IP legal experts are mentoring throughout the program. (March 2023)



## ■ Third place winner of the “2023 IASP\* Inspiring Solutions awards”

HVC was commended for an innovative and exemplary program that would be shared with other science parks around the world as the best practice to improve the quality of activities of science parks and to give visible new ideas to find solutions. (September 2023)

※IASP (International Association of Science Parks and Areas of Innovation) is an international organization with 350 science park institutions in 81 countries around the world.







**HVC is an innovation platform for healthcare startups and business companies looking to expand overseas.**



**HVC is Japan's largest all English pitch contest in healthcare field!  
From Kyoto to the world!**





# What is HVC?

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Since 2016, JETRO, Kyoto Prefecture, Kyoto City, Kyoto Research Park Corp., and Kyoto University have collaborated to create an "innovation platform" where startups and entrepreneurial-minded researchers in the relevant fields aiming to expand overseas, as well as business companies, investors, incubators, and others active in open innovation, can gather. All startup pitches at Demo Day are given in English, making it a gateway to success for startups from Kyoto to the world.

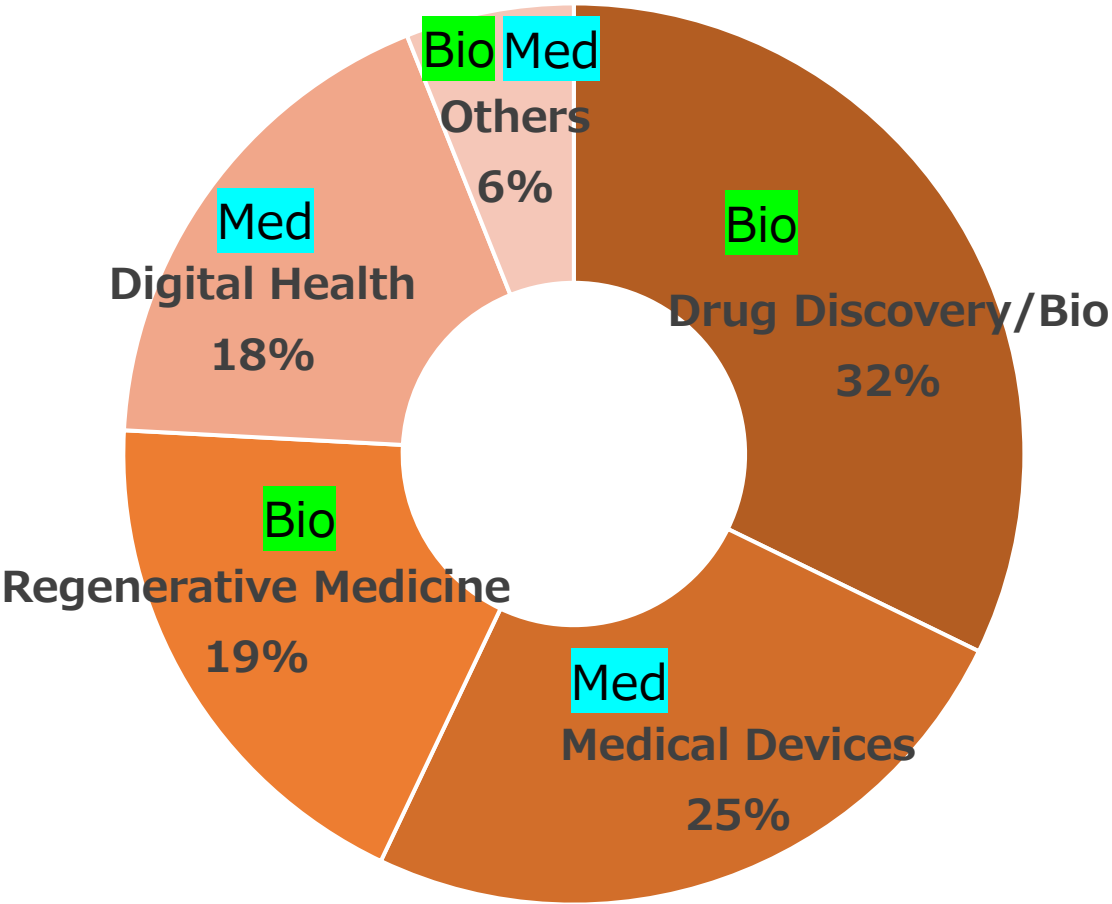
The amount of funds raised by the selected startups since they took the stage has been over 41.2 billion yen (public information, limited to Japanese companies), and the past speakers have been remarkably successful, including large-scale business alliances, selection as J-startups, and adoption as AMED(Japan Agency for Medical Research and Development) projects.



# Attributes of Alumni and Amounts of Funds



149 Innovative Alumni



**Biotech Division** : Drug Discovery/Bio・Regenerative Medicine  
**Medtech Division** : Medical Devices・Digital Health

\$ **279** M Track record of fundraising by Japanese alumni after the adoption of the HVC  
※As the rate of January 2024,  
The fundraised amount refers to their public information.

| adopted year | alumni   | amount raised( \$ ) |
|--------------|--|---------------------|
| 2022         | BioImmunorock Co. Ltd.                                       | 0.6M                |
|              | MedSONIRE Therapeutics Inc.                                  | 15.8M               |
| 2021         | BioLUCA Science Inc.   | 26M                 |
|              | BioCellusion Inc.  | 7.4M                |
|              | BioRege Nephro Co., Ltd.                                     | 9.3M                |
|              | BioBTB Therapeutics Co.,Ltd.                                 | 1.3M                |
| 2020         | BiobitBiome, Inc.  | 2.7M                |
|              | BioHimuka AM Pharma Corp.                                    | 6.7M                |
| 2019         | BioUnited Immunity, Co., Ltd.                                | 7.4M                |
|              | BioMetcela Inc.  | 21.5M               |
|              | MedLuxonus Inc.  | 9.3M                |
|              | MedMelody International Ltd.                                 | 2.8M                |
| 2018         | BioShinobi Therapeutics Co. Ltd.<br>(former Thyas Co., Ltd.) | 72.2M               |
|              | BioGlyTech, Inc.   | 6.7M                |
|              | MedMaRI Co., Ltd.  | 6M                  |
| 2017         | MedHACARUS INC.  | 8.7M                |

In 2019, Kaken Pharmaceutical to acquire ARTham Therapeutics for up to \$ 115M. (As the rate of 2019)

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### Certification to J-Startup ※After HVC adoption

(as of January 2024)

| HVC adopted year | J-Startup certificated year | alumni                     | seeds   | division                |
|------------------|-----------------------------|----------------------------|---|-------------------------|
| 2017、2018        | ※2021                       | iHeart Japan Corporation   | Kyoto Univ.   | BioRgenerative Medicine |
| 2017、2021        | ※2021                       | GlyTech, Inc.              | Osaka Univ.   | BioDrug Discovery/Bio   |
| 2017、2023        | ※2018                       | RegCell Co., Ltd.          | Osaka Univ.   | BioRgenerative Medicine |
| 2019             | 2019                        | Luxonus Inc.               | Kyoto Univ., Keio Univ.   | MedMedical Devices      |
| 2019             | ※2021                       | Melody International Ltd.  | Kagawa Univ.  | MedMedical Devices      |
| 2019             | 2019                        | Metcela Inc.               | Keio Univ.  | BioRgenerative Medicine |
| 2020             | 2019                        | Himuka AM Pharma Corp.     | Miyazaki Univ.  | BioDrug Discovery/Bio   |
| 2021             | ※2023                       | Human Life CORD Japan Inc. | Tokyo Univ.   | BioRgenerative Medicine |
| 2021             | ※2023                       | LUCA Science Inc.          | Hokkaido Univ., Tokyo University of Agriculture and Technology, Tokyo University of Science, Nagoya Univ., Kyoto Univ., Osaka Univ. | BioDrug Discovery/Bio   |
| 2021             | ※2023                       | Cellusion Inc.             | Keio Univ., Kyoto Univ.   | BioRgenerative Medicine |
| 2021             | ※2023                       | Rege Nephro Co., Ltd.      | Kyoto Univ.   | BioRgenerative Medicine |
| 2022             | ※2023                       | SONIRE Therapeutics Inc.   | Tokyo Women's Medical University, Tohoku Univ., Tokyo Medical University  | MedMedical Devices      |
| 2022             | 2021                        | PuREC Co., Ltd.            | Shimane Univ.   | BioRgenerative Medicine |
| 2023             | 2018                        | mediVR Inc.                | Osaka Univ.   | MedMedical Devices      |

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### Adoption to AMED Project ※After HVC adoption

(as of January 2024)

| HVC adopted year | AMED adopted year | alumni  | seeds                   | division                |
|------------------|-------------------|---|-------------------------|-------------------------|
| 2017、2018        | 2018              | iHeart Japan Corporation                              | Kyoto Univ.             | BioRgenerative Medicine |
| 2018             | 2022              | Shinobi Therapeutics Co. Ltd.(former Thyas Co., Ltd.) | Kyoto Univ.             | BioRgenerative Medicine |
| 2019             | 2021              | ARTham Therapeutics, Inc                              | Oita Univ.              | BioDrug Discovery/Bio   |
| 2019             | 2019              | Luxonus Inc.  | Kyoto Univ., Keio Univ. | MedMedical Devices      |
| 2019             | 2022              | Metcela Inc.  | Keio Univ.              | BioRgenerative Medicine |
| 2021             | 2023              | BTB Therapeutics Co.,Ltd.                             | Kyoto Univ.             | BioDrug Discovery/Bio   |
| 2021             | 2023              | emol Inc.   | Waseda Univ             | MedDigital Health       |

#### ■ Topics

Melody International Ltd. adopted by HVC in 2019, also recognized by J-Startup Impact in 2023.



# Results of HVC KYOTO 2023 Demo Day

HVC KYOTO



Report



# Demo Day Outline





|               |   |
|---------------|---|
| Title         | HVC KYOTO 2023 Demo Day   |
| Date          | July 6 - 7, 2023  |
| Venue         | Bldg.4, Kyoto Research Park   |
| Organizers    | Japan External Trade Organization (JETRO), Kyoto Prefecture, City of Kyoto, KYOTO RESEARCH PARK Corp.   |
| Co-Organizers | Kansai Innovation Initiative(KSII), Kyoto University Office of Society Academia Collaboration for Innovation (SACI), Kyoto University Innovation Capital Co., Ltd.  |
| Supporters    | The Kansai Bureau of Economy, Trade and Industry (METI-KANSAI), Osaka Prefectural Government, Hyogo Prefectural Government, City of Osaka, City of Kobe, The Osaka Chamber of Commerce and Industry, The Kobe Chamber of Commerce and Industry, The Kyoto Chamber of Commerce and Industry, Kyoto Industrial Support Organization 21, Advanced Science, Technology & Management Research Institute of KYOTO (ASTEM), Foundation for Biomedical Research and Innovation at KOBE, Kansai Economic Federation (Kankeiren), Kyoto Industrial Association, Kyoto Wisdom Industry Creation Center, Life Science Innovation Network Japan(LINK-J), Kansai Health and Medical Association, Kansai Health and Medical Care Innovation Council, MIT Venture Forum of Japan (MIT-VFJ), SARR LLC, Kansai Pharmaceutical Industries Association (KPIA), Biocommunity Kansai(BioCK) |





# Demo Day –Day1 Adopted Startups

|  |  |   |   |
|--|--|---|---|
|  <b>Biotech</b>     | Anbogen Therapeutics, Inc.   | Novelgen Co., Ltd.  | BioComo Inc.  |
|  | Development of targeted therapy and epigenetic modulators for cancer patients  | Bio-based innovative adhesives exploring new markets  | Development strategies for novel IN vaccines/anti-tumor agents                |
| FELIQS CORPORATION   | molmir, Inc  | RegCell Co., Ltd.   | Arktus Therapeutics   |
| Novel Drug Development Targeting Oxidized Lipids   | A new drug discovery platform by detecting molecular dynamics                  | Late pre-clinical development of Treg cell therapy which is expected to cure autoimmune, transplant rejection, and inflammatory diseases. | Regeneration of knee joints using iPS cell-derived 3D molded cartilage        |
|  <b>Medtech</b>     | IMPUTE Inc.  | AMI Inc.  | SK Fine Co., Ltd.   |
|  | Digital Therapeutics (DTx) for Autism  | Redefining stethoscopes to provide hospital-quality cardiac monitoring from any setting.  | Proposal for medical industry with 3D ceramic modeling                        |
| Ortech Japan GK  | Cristal-Method Co., Ltd.   | commissure, Inc.  | Salmontech Inc.   |
| Digital healthcare SaaS application Japan Market Expansion   | How can AI support a profesional counselor ?                                   | IoT haptic feedback devices and algorithms development to enable preventive healthcare and remote rehabilitation                          | Wearable and Replaceable Ultrasound Probe                                     |
| Graduate School of Medicine and Faculty of Medicine Kyoto University                                 | Thoracentes Co., Ltd.  | mediVR inc.   | YStory, Inc   |
| We will support fertility treatment at home and make it possible to balance the treatment with life. | Innovative drainage system using augmented reality                             | Saving the world with future rehabilitation using Virtual Reality   | Menopause Digital Therapeutics, personalized health plan for 35+ women        |
| LucasLand Co. Ltd.   | Kyoto University Hospital  | Hiroshima University Hospital   | Akiko Jitsuhiro   |
| easy-to-use, in-situ wearable chemical sensor  | Development of an early detection system for those who are truant or withdrawn | Establishment of a simple ocular fundus camera and remote diagnosis system  | Early detection and prevention services for periodontal disease for your pets |

Adopted  
Startups

22

# Demo Day –Partner Companies

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## Business Companies



## VC / Support Organizations



Partner  
Companies

24



# Demo Day –Individual business meetings

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Adopted  
Startups

22

×

Partner  
Companies

24

Individual business meetings

80



Reception party after the individual business meeting

# Demo Day –Day2 Pitches and Keynote Speeches

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local  
participation  
**135**

Archive Viewing  
Participation  
**443**

|       |  |
|-------|--|
| 10:00 | Opening Remarks<br>【Ichiro Sone, Executive Vice President, Japan External Trade Organization】<br>【Daisaku Kadokawa, Mayor of Kyoto】  |
| 10:10 | Director's message<br>【Haruka Hashimoto, CEO, Convallaria, Ltd.】   |
| 10:20 | Congratulatory speech<br>【Dan Wang, M.D., MBA, MPH, Head, Johnson and Johnson Innovation – Asia Pacific, Johnson and Johnson Innovation】   |
| 10:30 | Guest speech<br>【Kevin Grimes, Professor (teaching) of Chemical and System Biology Practices at Stanford Health Care】  |
| 10:45 | MedTech Pitch  |
| 12:30 | Lunch Break  |
| 14:00 | Greetings from Guest of Honor<br>【Koji Murota, Director-General for the Office of Society - Academia Collaboration for Innovation (SACI)】  |
| 14:10 | Keynote Speech<br>【Harm-Jan Borgeld, Ph.D., MBA, Head of Asia Partnering, Roche Pharma Partnering】   |
| 14:35 | Biotech Pitch  |
| 16:20 | Break  |
| 16:40 | Presentation of company awards   |
| 16:50 | General comments<br>【Tomoyoshi Koyanagi, Ph.D., Director, Program-Specific Professor Business Development Office Institute for Advancement of Clinical and Translational Science(iACT), Kyoto University Hospital】 |
| 17:00 | Closing remarks<br>【Atsuko Kadowaki, President, Kyoto Research Park Corp.】   |





# HVC KYOTO 2023 Advisor



## Lead Advisor



**Tomoyoshi Koyanagi, Ph.D.**

Director, Program-Specific Professor Business Development Office  
Institute for Advancement of Clinical and Translation Science (iACT),  
Kyoto University Hospital

## Program Director



**Haruka Hashimoto**

CEO, Convallaria Ltd.

## Advisors



**Dan Wang, M.D., MBA, MPH**

Head, Johnson and Johnson  
Innovation – Asia Pacific,  
Johnson and Johnson Innovation



**Seiichi Inamura, Ph.D.**

Head of Technology Partnering,  
Chugai Pharmaceutical Co., Ltd.



**Mikio Kasahara**

Business Development Director,  
Asia Partnering,  
Roche Pharma Partnering



**Takeshi Kono, Ph. D.**

Licensing Manager,  
Business Development & Licensing  
(Japan & East Asia),  
Kobe Pharma Research Institute,  
Nippon Boehringer Ingelheim Co., Ltd.



**Shin Satake**

Industry-academia collaboration  
coordinator, JETRO Kyoto



**Yu Moriguchi, Ph.D.**

Associate Professor /  
Lecturer Department of Orthopaedic  
Surgery Center for Global Health,  
Osaka University



**Harm-Jan Borgeld, Ph.D., MBA**

Head of Asia Partnering,  
Roche Pharma Partnering



**Satoshi Ogawa, Ph.D.**

Partner,  
TMI Associates Kyoto Office



**Osami Kono**

Senior Officer, BD Department,  
Kyoto University Innovation Capital



**Jun Kusunoki, Ph.D.**

Senior Director,  
Country Lead - Japan,  
Early Innovation Partnering,  
Johnson and Johnson Innovation



**Masakatsu Noguchi, Ph.D.**

Director of Business Development,  
Sanamed, Inc.



**Jun Yamadera**

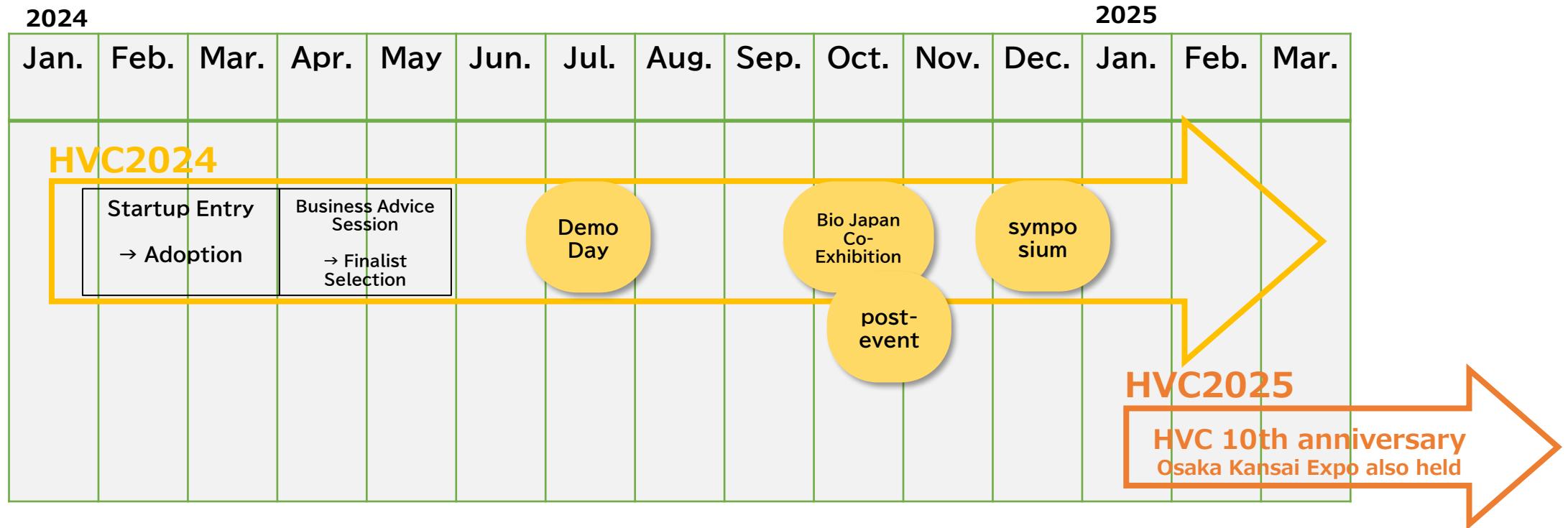
Chief Chaos Officer,  
Eyes, JAPAN co.ltd.



**HVC KYOTO Partnership  
For Business Companies  
and Support Agencies**



# HVC KYOTO 2024 Annual Schedule



- January-June: Application period for partner companies. \*Deadline mid-May
  - May-June: Individual business meeting request survey and decision on business partners.
  - July: DemoDay (Day 1: Individual business meeting and party / Day 2: Startup pitch and keynote speech)
  - October onwards: Joint exhibition with startups at BioJapan, post event to involve overseas players in conjunction with BioJapan, etc.
- Provide opportunities for contact between adopted startups and partner companies, including Alumni, through post-events, etc.

| class    | Annual fee<br>(tax included) | Right to<br>award<br>corporate<br>prizes | Right to share<br>list of adopted<br>startups | Right to<br>recommend<br>emerging<br>companies for<br>individual<br>business<br>meetings | Right to<br>participate in<br>business<br>advisory sessions | Right to speak<br>at DemoDay | Right to exhibit<br>in a booth at the<br>DemoDay<br>exhibition | Right to publish<br>company logo in<br>various media |
|----------|------------------------------|--|---|--|---|------------------------------|--|--|
| Platinum | ¥ 880,000                    | ○  | ○   | ○  | ○   | ○                            | ○  | ○  |
| Gold     | ¥ 550,000                    | ○  | ○<br>Platinum<br>Priority                     | ○<br>Platinum<br>Priority  | ×   | ×                            | ○  | ○  |
| Silver   | ¥ 110,000                    | ×  | ×   | ×  | ×   | ×                            | ○  | ○  |

- Contact with selected startups (information sharing timing, nomination rights, etc.) depends on the class.
- For the Silver Class, you can have individual business meetings with up to three companies only if they are nominated by the selected startups.
- If you are interested in participating in the HVC, we will provide you with detailed information separately.



# Past Initiatives

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## ■ Alumni Showcase 2022 -Regenerative Medicine Edition

- Yasumichi Hitoshi, M.D. / CEO, Thyas Co., Ltd.
- Ami Okuno / Manager, Business Development Dept., Metcela Inc.
- Tets Nagamoto, M.D. / Board Member, HiLung Inc.
- Nina Dudnik, Ph.D. / Chief Business Officer, BioLabs
- Laura Stevens, Ph.D. / Project Manager, Business development, BioLabs
- Osami Kono / Senior Officer, Business Development Dept., Kyoto University Innovation Capital Co., Ltd.
- Tomoyoshi Koyanagi, Ph.D. / Director, Business Development Office, Specific Professor, iACT, Kyoto University Hospital



## ■ Alumni Showcase 2022 -Collaboration with Large Corporations: How to find partners and create a point of agreement from startup to EXIT

- Hiroyuki Misawa, Ph.D. / Director, Partner, MIYAKO Capital Co., Ltd.
- Hiroshi Nagabukuro, Ph.D. / President, CEO, ARTham Therapeutics Inc.
- Kenshin Fujiwara / CEO, Hacarus Inc.
- Yuki Inami / Chief Executive Officer, Researcher, LinkBIO Co. Ltd.
- Masayo Matsumura MBA, MD / CEO, BiPSEE Inc.
- Tomoyoshi Koyanagi, Ph.D. / Director, Business Development Office, Specific Professor, iACT, Kyoto University Hospital



# HVC KYOTO Reference Materials

# HVC KYOTO

## ■ HVC KYOTO 2023 DemoDay introductory article (ASCII STARTUP)



## ■ HVC KYOTO introductory article (Kyoto migration project)



## ■ HVC KYOTO 2023 Finalists' Pitch Videos (YouTube)



Startup applications for HVC KYOTO 2024 will be available after January 2024.  
Inquiries regarding partner participation are always welcome.

