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# Hike Ventures Introduction

February 2020

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*Hike Ventures*

# Investment Team



Mikihiro Yasuda, BS, MBA

General Partner (San Francisco)

Miki is a trained executive and entrepreneur who started his career as a programmer and built an expertise in company growth and VC investment. He led executive roles in notorious tech companies such as Netscape. He was a member of the Board of Director (BOD) for several companies. At Kakaku.com he was a board member and CTO/COO wherein he built the tech team and led new business developments. He joined Digital Garage and became a board member and developed its international operations. He became CEO of Open Network Lab, an incubator for global-minded entrepreneurs in Japan, and CEO of Neo, a San Francisco based lean startup consulting company. Later on, he joined DeNA San Francisco where he led its early-stage investment.

**Keypoint:** Board member at UCSF Health Hub and McGill MBA Japan Advisory Board.

**Education:** BS from Rochester Institute of Technologies and MBA from McGill University.



Takahiro Shoji, BBA

General Partner (Tokyo)

Taka is an experienced leader and investor with expertise in startup incubation, international investment and market entry in Japan. Prior co-funding Hike Ventures, he was the managing director of Digital Garage's investment vehicle, DG Incubation, wherein he led the hands-on team, helping portfolio companies grow through data analysis support and Japan market entry. In addition, he was in charge of DG's seed to mid-stage investments in the US, India, and Southeast Asia. Before joining Digital Garage, he was PM of Baidu Japan. He helped improve real-time search engine and localized search engine to the Japanese market. Taka was also a partner at Xenon Ventures, a Japan-based VC, and at Zeroth.Ai, an accelerator for AI and machine learning companies.

**Keypoint:** Lead mentor of the Canadian Technology Accelerator (CTA).

**Education:** BBA from Ritsumeikan Asia Pacific University.

# Investment focus



Applied AI



Seed stage

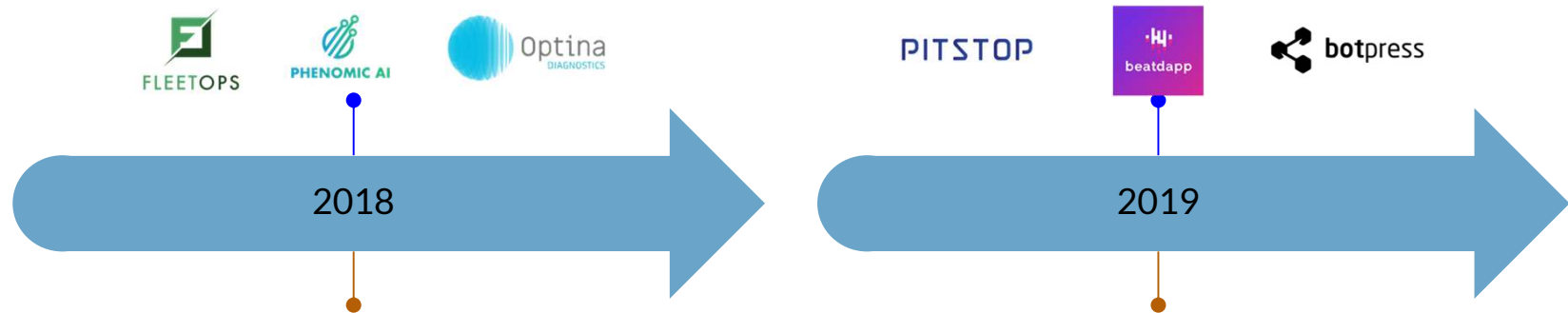


Global Application

# Our history with the Canadian startup ecosystem



## Key Investments



## Educational Activities


We worked closely with Canadian Government entities and startups to educate the Japanese market about the AI ecosystem in Canada.

We brought several Japanese corporation active in the AI space to Toronto and Montreal and introduced them to key players in North America.

Hike Ventures became a lead mentor for the Canadian Technology Accelerator.

# Healthcare Startups we back

## 1. Diagnosis Support





**RAD AI**  
(Berkeley, CA)

Automates reporting task for radiologists.



**Medmain**  
(Fukuoka, Japan)

Analytical system for pathological image diagnosis.



**Optina**  
(Montreal, Canada)

A simple eye scan to detect a key biomarker of Alzheimer's Disease.

## 2. Synthetic Data



**Syntegra**  
(San Francisco, CA)

Generate synthetic data for medical records.

## 3. Remote Patient Monitoring



**Kangaroo Health**  
(Palo Alto, CA)

Remote patient monitoring system.

## 4. Drug Discovery



**VastBiome**  
(San Mateo, CA)

Mining the microbiome for novel therapeutics.



**Phenomic AI**  
(Toronto, Canada)

Phenotypic screening technology for drug discovery.

# What we are looking for in healthcare startups

**Domain expertise (Medical and data science)**

**Unfair advantage (Technology, data acquisition, and go-to-market)**

**Regulatory environment**

**Problem-solution-fit**

**Business model**

**Go-to-market strategy**

**Strong lead investor and advisor(s)**

# Our unique position and value

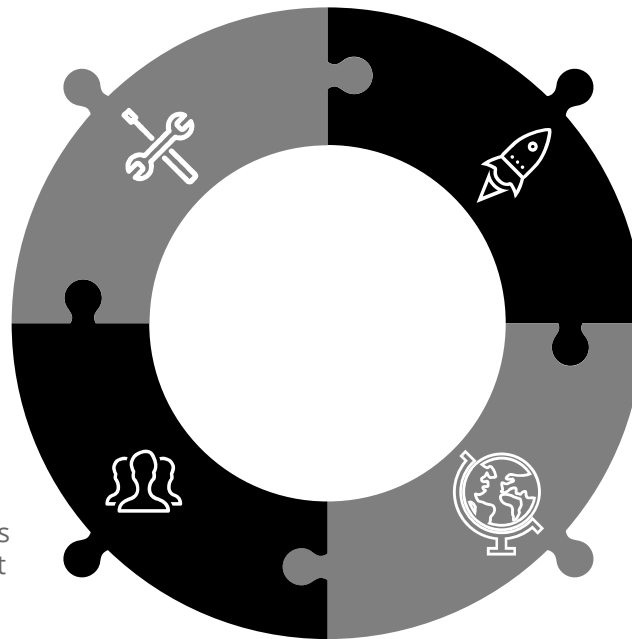
We bring Global opportunities to Canadian startups

## Run by ex-operators

Ex-operators are best suited for early stage investment as we can give practical advice to founders.

## Japan Network

Strong network with key Japanese corporations in Japan and Silicon Valley, active in investment and open innovation.



## Silicon Valley Network

We connect Canadian startups to VCs in Silicon Valley.

## Japan Market Entry Support

We work with founders to create their go-to-market strategy to Japan and execute it.

# Canada-Japan Highlights



**FleetOps received investment from Aisin**, through its CVC managed by Fenox Ventures.

FleetOps and Aisin have been working on a connected technology development project. The two companies jointly presented the project at CES 2020. ([Press Release](#))



**Optina and Marubeni entered into a partnership.**

The two companies agreed to enter into a market development partnership to bring Optina's early dementia diagnosis platform to the Japanese market. ([Press Release](#))



# Thank you, Merci

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