

Welcome to the Breakout Session
Information Technology

How Technology Will Re-define The US/Japan Economic Relationship

Coordinated by:



@jetrousa



#JETROSymp

Phillip G. Wickham

President & CEO / Chairman
Kauffman Fellows Program /
Sozo Ventures



- General Partner at JAFCO America Ventures and at Copan, based in Munich, Germany
- Serves on the board of S2 Technologies, Trilibis, and Silicon Valley Association of Startup Entrepreneurs (SVASE)



Kazuya Minami

Executive Partner

Area Brand Management Dept.

Mitsubishi Estate, Co., Ltd. /

EGG Japan

- Invited overseas IT companies to EGG Japan in Tokyo
- At Digital Garage, CVC to invest in SF Bay Area companies and funds such as LinkedIn and Twitter

EGG JAPAN

 **MITSUBISHI ESTATE**



Nadeem Sheikh

Managing Director
Opower



- Responsible for Opower's business across Asia, Japan, Australia and New Zealand
- Formerly worked at McKinsey & Company, where he was a founding member of the firm's Sustainability & Resource Productivity Practice



Sachin Kelkar

Director

Corporate Finance Strategy

Practice Fusion

- Runs corporate finance strategy and investor relations for Practice Fusion
- Led the recent \$85M series D financing round bringing in investors such as Kleiner Perkins and Qualcomm



Hiroaki Mizuno

Country Manager
Square K.K.



- Formerly Regional Head of Enterprise Sales for APAC at PayPal, Singapore
- Successfully launched PayPal in Japan by implementing the merchant acquisition strategy and developing the marketing plans for new product releases



Topic of Today

- Brief intro of the company and your self
- How your company is changing the industry
- What is your view and expectation of Japan's market and impact in Asia
- Highlight a successful case of Japanese and U.S. partnership and collaboration

How you are changing your industry

Technology radically disrupts the existing and(sometimes) very conventional industry (“software eats the world”).

Can you talk about how you drive the disruption and innovation of targeting industry.

What are the consequences of the disruption?

What is your view and expectation of Japan

Where is Japan in the list of your strategic priorities? Why?

Please expound on your view of Japanese partners, market, role and opportunities.

How did you come to choose or consider Japan (or partner with U.S)?

What were the key insights from your efforts in Japan?

Successful Case between Japan and U.S.

Can you highlight a successful case for your company in Japan?

What were the particular challenges?

Was it a matter of simply re-potting your US business in Japan, or was there an element of creativity and adaptation?

Questions?

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Thank you very much!

**Please go back to the Ballroom
For The Roundtable**

Please write your feedback on the questionnaire

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