



2024 Deep Tech Forum Kyoto

The Future of RAAI (Robotics, AI & Automation)

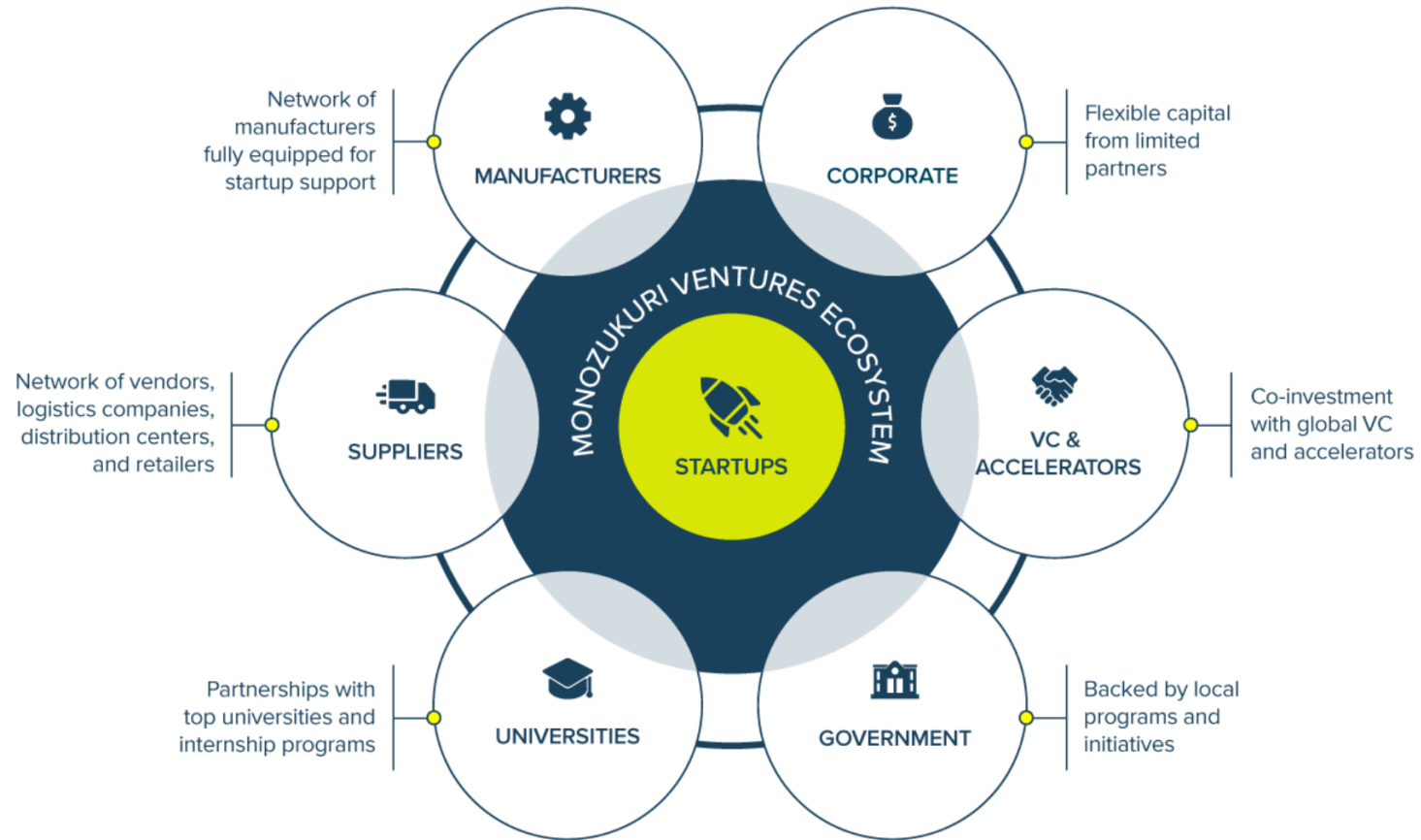
March 7th & 8th 2024

Sabrina Sasaki

Principal & Country Manager, Investment
Monozukuri Ventures Canada



Monozukuri Ventures's Mission



Our Regional Focus

Main hubs: NYC, PGH & Toronto

● Portcos: investee hubs

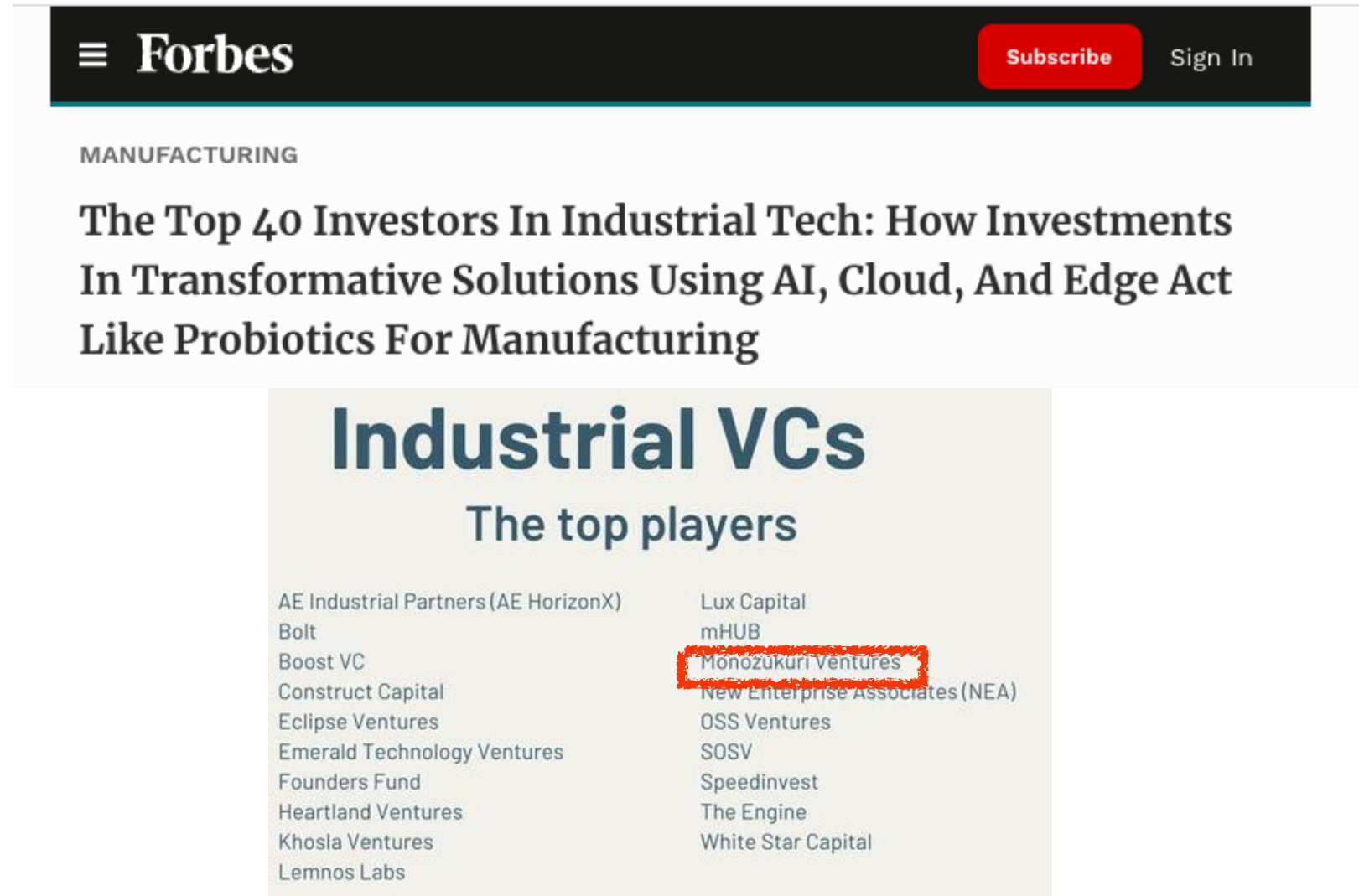
● New hubs for collaboration



Focus areas: Great Lakes/East Coast hubs - Boston, DC, Detroit, Chicago, Cleveland, Philadelphia, Pittsburgh, Montreal, Minneapolis, NYC, Toronto, etc.

How We
Make It
Happen

The only Japanese VC on the global list



The screenshot shows the Forbes website interface. At the top is a dark navigation bar with the Forbes logo, a red 'Subscribe' button, and a 'Sign In' link. Below this, the 'MANUFACTURING' section is highlighted. The main article title is 'The Top 40 Investors In Industrial Tech: How Investments In Transformative Solutions Using AI, Cloud, And Edge Act Like Probiotics For Manufacturing'. Below the title is a graphic titled 'Industrial VCs' with the subtitle 'The top players'. This graphic contains two columns of VC names. 'Monozukuri Ventures' is highlighted with a red rectangular box.

MANUFACTURING

The Top 40 Investors In Industrial Tech: How Investments In Transformative Solutions Using AI, Cloud, And Edge Act Like Probiotics For Manufacturing

Industrial VCs

The top players

AE Industrial Partners (AE HorizonX)	Lux Capital
Bolt	mHUB
Boost VC	Monozukuri Ventures
Construct Capital	New Enterprise Associates (NEA)
Eclipse Ventures	OSS Ventures
Emerald Technology Ventures	SOSV
Founders Fund	Speedinvest
Heartland Ventures	The Engine
Khosla Ventures	White Star Capital
Lemnos Labs	

Source: [Forbes 2022](#)



Deep Tech Forum North America & Japan: opportunities for deeper alliances.

Sabrina Sasaki

Principal, Investment

Monozukuri Ventures Canada



Global challenges related to Deep Tech

Japanese strategic alliances to collaborate with North American countries in key deep tech topics:

1. Manufacturing-related technologies, new facilities to alternative countries due to geopolitical concerns
2. Supply Chain disruptions: shortage of chips and components
3. Clean Energy Transition and carbon foot-print reduction (SDG goals)



POLITICS | News

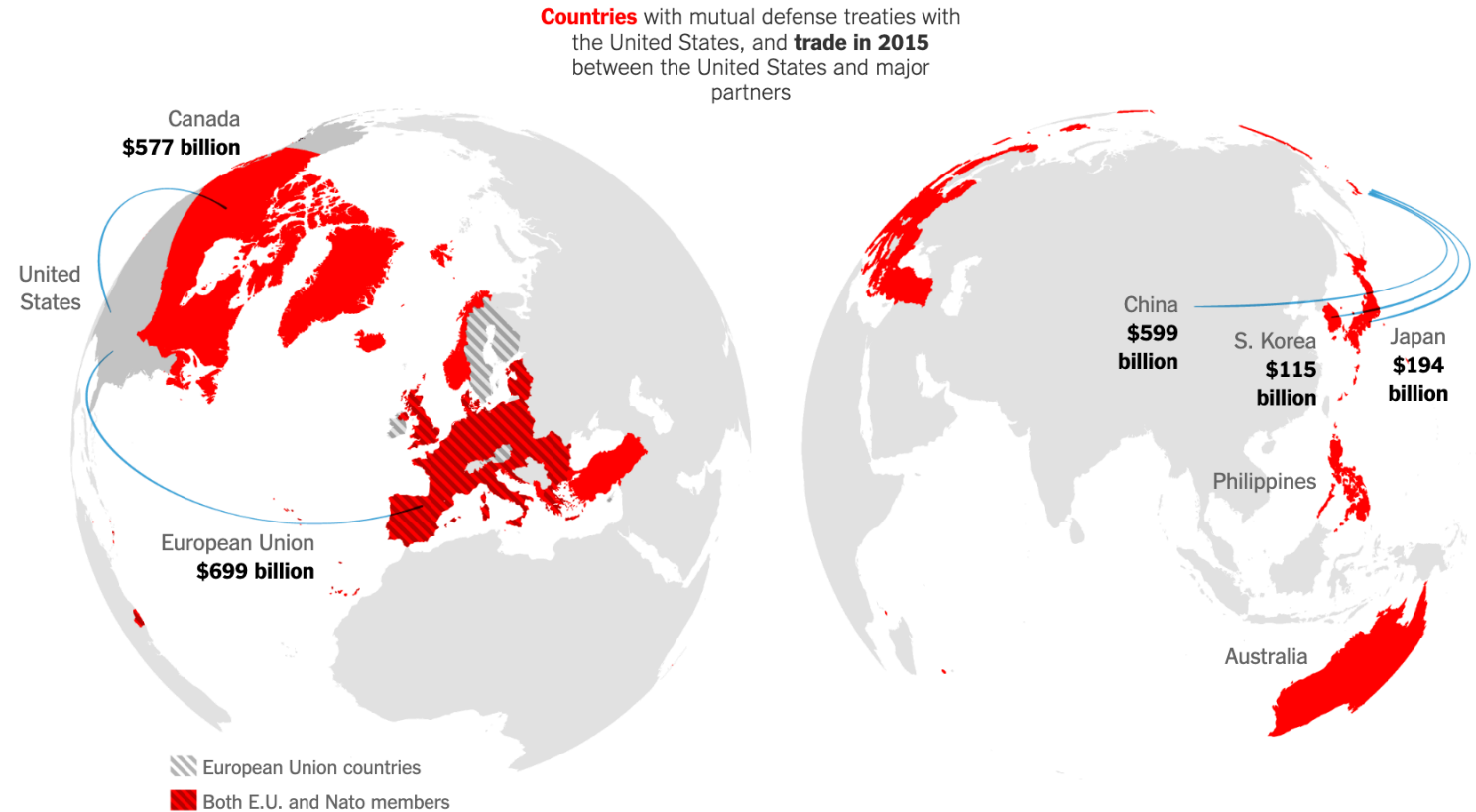
Japanese PM Kishida visits Ottawa, asks for Canada's help on clean energy transition



Prime Minister Justin Trudeau meets with Prime Minister of Japan Kishida Fumio on Parliament Hill in Ottawa on Thursday, Jan. 12, 2023. THE CANADIAN PRESS/Sean Kilpatrick

The Tech Landscape

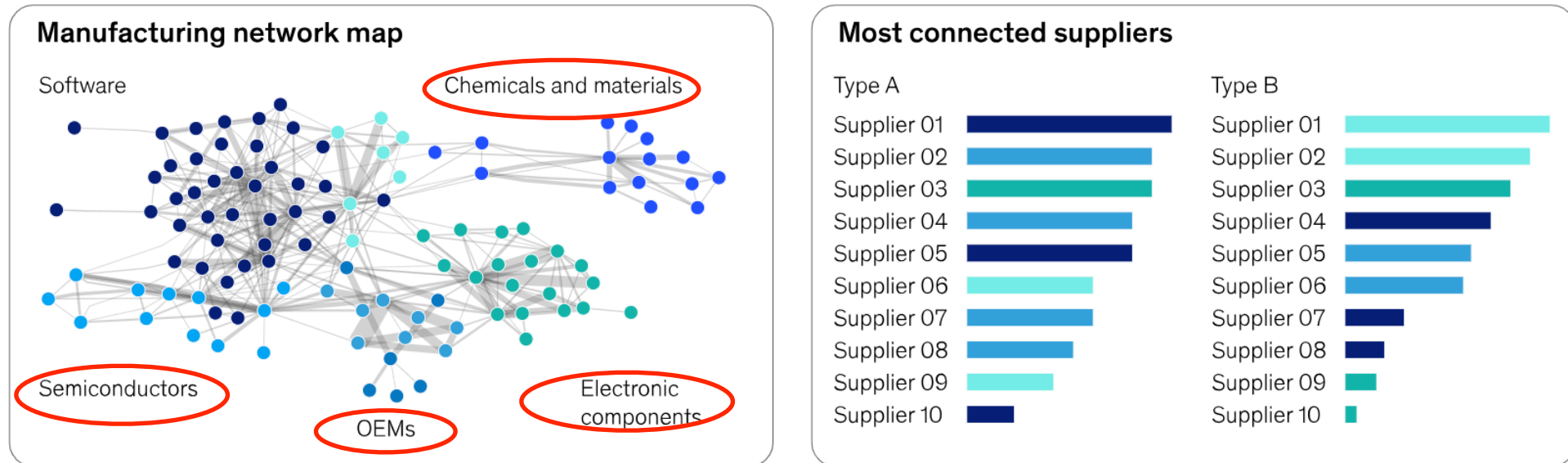
Japan is #1 US & Canada Ally in Asia



Source: [NYTimes 2017](#)

Manufacturing faces serious disruptions

Supplier identification and network-tier-dependency mapping



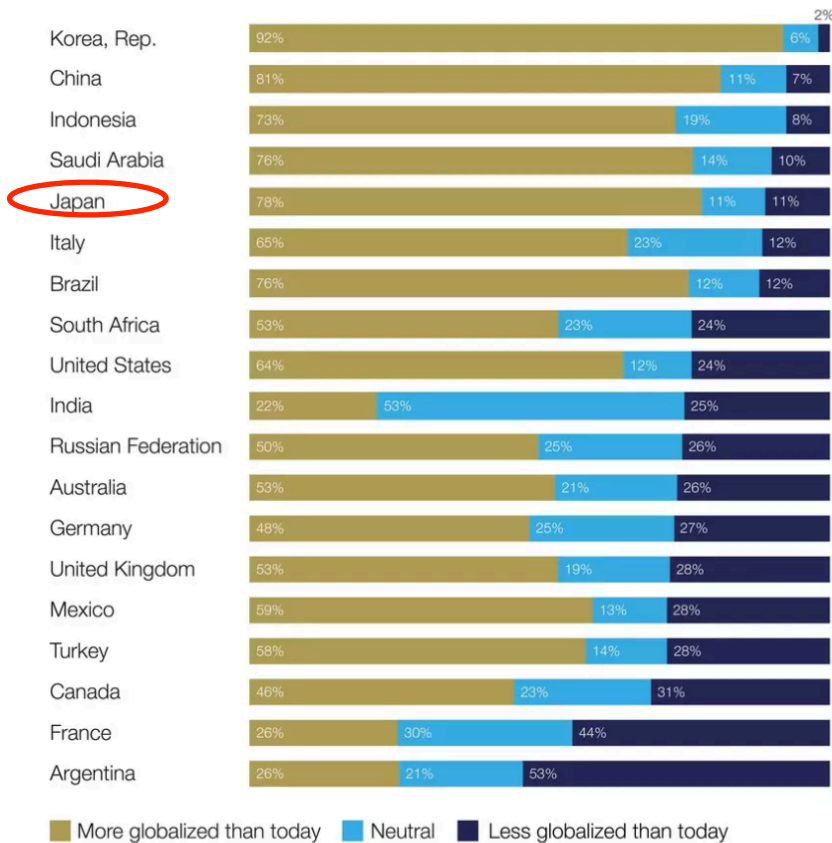
Source: [McKinsey Procurement 2023](#)

After the Pandemic

Japan aims to work with overseas partners

Expecting to open up to global markets or to become inner looking?

WORLD
ECONOMIC
FORUM

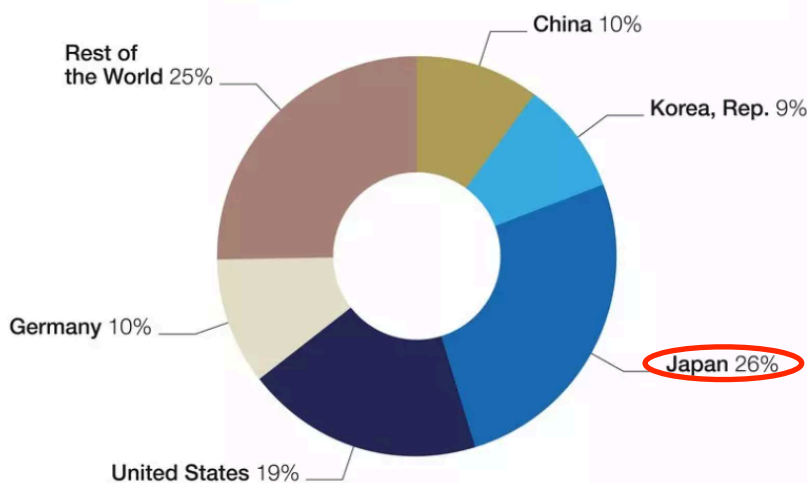


In your country, over the next five years, how do you expect supply chains to evolve?
[1=Significantly more localized than today; 7=Significantly more globalized than today]

Source: World Economic Forum's Executive Opinion Survey 2019-2020, Global Competitiveness Report special edition 2020

Global patent activity remains concentrated in only **five** economies

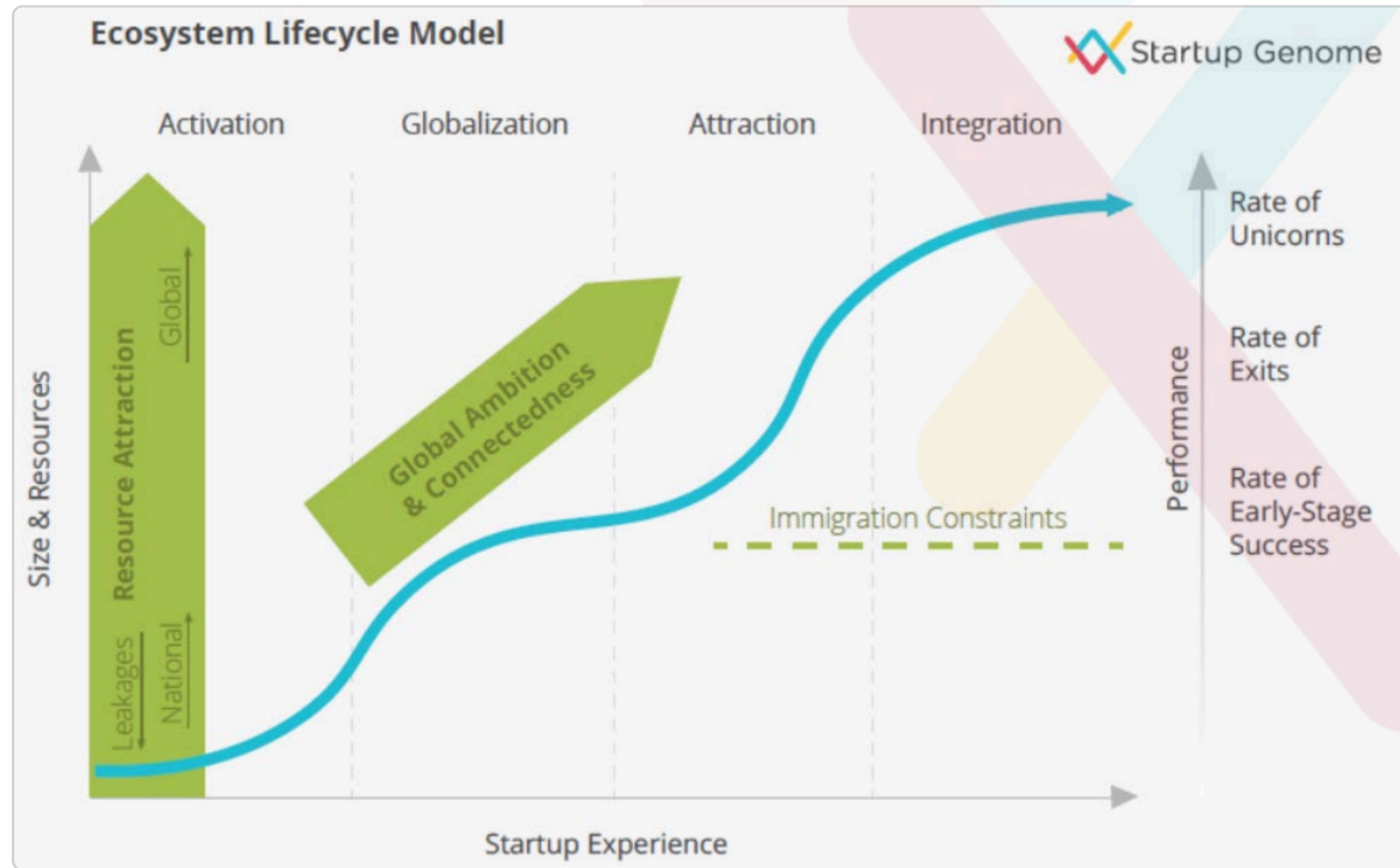
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Source: OECD, based on PATSTAT, Global Competitiveness Report special edition 2020

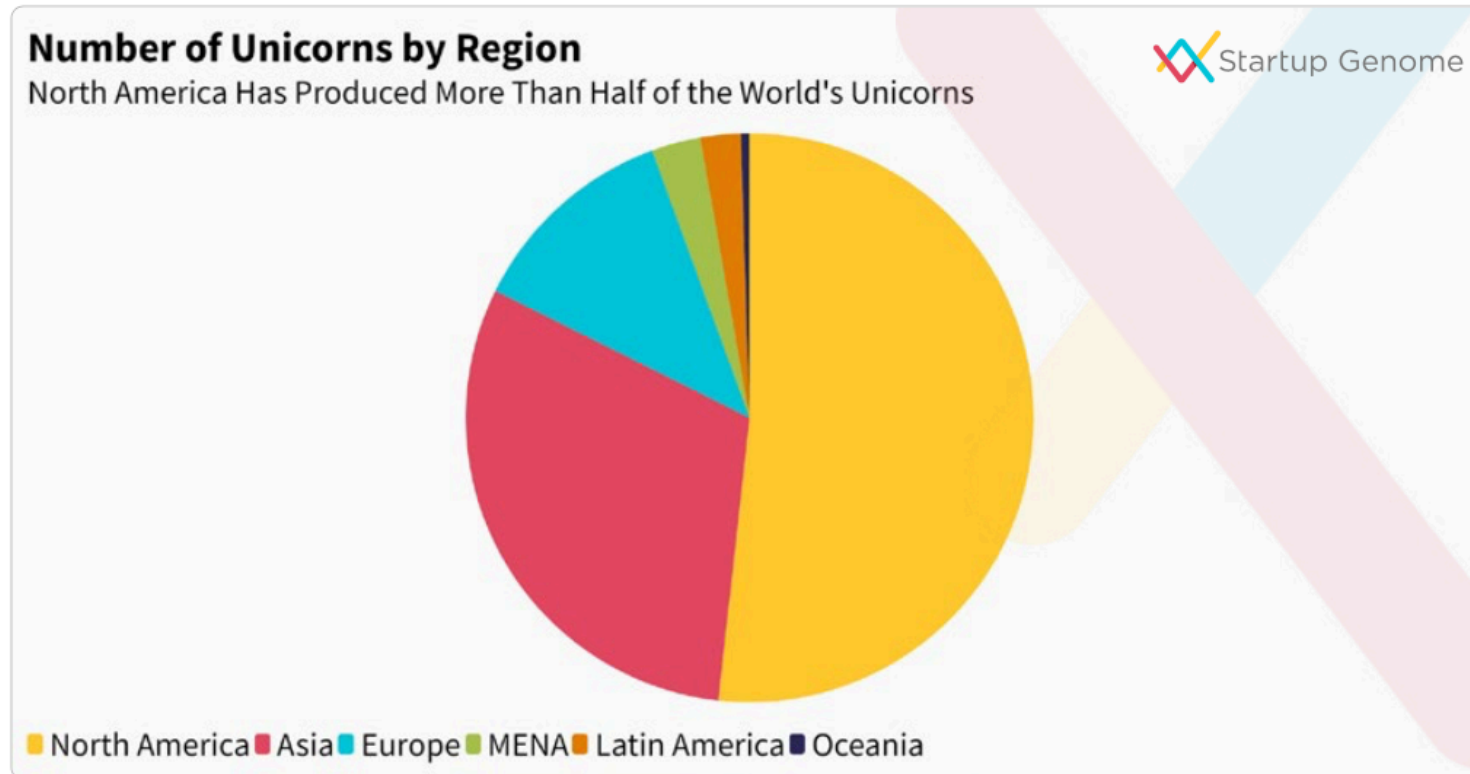
We're
Strategic
Investors

Investments x Exits take time



Source: Startup Genome 2022.

North America: +50% global unicorns



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Source: Startup Genome 2022.



Thank you!
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