OMRON VENTURES CO., LTD.
President and CEO
Tomoko Inoue

OMRON VENTURES strives to create a new world by joining hands with entrepreneurs who seriously believe they can change the world.

OMRON believes that, to solve social issues that are becoming increasingly serious and diverse, it is important to create new business and strengthen existing businesses through open innovation that is not constrained by conventional frameworks. For this reason, in July 2014, we established our own corporate venture capital (CVC) to use investment as a means of deepening collaboration with startup companies that have creative technologies and ideas but we didn't have connections with before. That CVC is OMRON VENTURES CO., LTD (OVC).
In the six years since its establishment, OVC has invested in 15 startups. One of its earliest investments was in an agriculture-related startup, Organic nico Co., Ltd. This company's business idea and technology are currently being put to use in an agri-automation project in China, leading to the creation of a new business for OMRON.

To Collect the World's Cutting-edge Technologies

I became OVC's second President and CEO in April 2018. Under the VG2.0 Medium-Term Management Plan that began in 2017, we designated certain focus domains, including factory automation, healthcare, and social solutions and determined to accelerate innovation driven by social needs and sow the seeds for future growth through open innovation.
To achieve this, it is more important than ever that we cast our antenna across the world and continue to identify trends of cutting-edge technology and businesses that have yet to sprout. Accordingly, in 2018, OVC made a significant change to its investment strategy. Until then, our investments had concentrated mainly on Japan, putting small amounts into startups with which our business divisions could collaborate in some way from the time of the investment. In a shift from that strategy, we decided to invest reasonably large amounts in early-stage startups that included seeds, in regions such as the United States, Europe, and Israel, where the world's cutting-edge technologies and business ideas are concentrated.
Since changing our investment strategy in 2018, we have invested in 7 startup companies in the United States, Israel, and the United Kingdom. All of these companies have unique technologies and ideas.
For example, Realtime Robotics, Inc. (United States), in which we invested in October 2019, is developing technology for real-time motion planning of industrial robots. This technology can significantly reduce the time needed to program robots' movements to avoid collisions with various obstacles, which currently takes hundreds of hours. If this technology is commercialized, there is potential for an immediate expansion in the adoption of robots. The validation of the technology is currently in progress at multiple factories. In the healthcare field, we invested in AIRx Health Inc. in the Silicon Valley in March 2020. This company is developing a unique business model for remote patient monitoring in the United States. Telehealth has attracted much attention during the COVID-19 pandemic, but it is something that patients,

doctors, and hospitals had been calling for even before the pandemic. This company's business model has the potential to change the future of healthcare.
In medical equipment in particular, it is extremely difficult for a single startup to handle the entire business from development to sales. With a system in which new technology developed by a startup can be connected to actual healthcare settings, after which a large, established company would be responsible for the scaling up of the technology, we will see the spread of the kinds of products and services that society really needs. It is my belief that it is precisely because corporate venture capital like OVC exists that innovation is generated and that more people are able to enjoy the benefits of that innovation.

Never Slow Down on Investments in Startups that Are Growing in Importance

As we have come through the COVID-19 pandemic, social issues that, until now, OMRON has identified through backcasting, have become more and more apparent. In particular, the need for labor-saving with the use of robots and remote patient monitoring is likely to accelerate.
I want us to create a new world by joining hands with entrepreneurs all over the globe who see things in their own freeway, who are unencumbered by conventional practice, and who seriously believe they can change the world. In particular, in today's society that is overflowing with data, we aim to create new value by leveraging the data as an asset, to realize a world that is free from disease, a world where humans and machines work together in harmony, a world that enables optimization of an autonomous individual simultaneously with optimization of the whole.
To this end, OVC will not slow down in its investment in the seeds of OMRON's future growth and continue to invest in aggressive startups.

OVC Investment Track Record

May 2015	Plant Life Systems Co., Ltd. (Japan: cultivation support systems)
Jun. 2015	3D Media Co., Ltd. (Japan: 3D recognition technology) In 2018, the company's name was changed to Kyoto Robotics Corporation.
Jul. 2015	Organic nico Co., Ltd. (Japan: production technology for organic vegetables)
Mar. 2016	Life Robotics Inc., (Japan: collaborative robot)
Oct. 2016	Exvision Corporation (Japan: high-speed vision technology)
May 2017	Vegitalia Inc. (Japan: agricultural IoT business)
Jun. 2017	Lark Technologies Inc. (United States: Health management applications for improving lifestyle habits)
Dec. 2017	mofiria Corporation (Japan: biometrics business)
Oct. 2018	De-Identification Ltd. (D-ID) (Israel: privacy protection technology for facial images)
Nov. 2018	Connected Signals, Inc. (United States: real-time, predictive traffic signal algorithms and data for vehicle use)
May 2019	Theranica Bio-Electronics Ltd. (Israel: advanced electrical neuromodulation devices for the acute treatment of migraine)
Jun. 2019	Patients Know Best Limited (UK: Health data sharing system)
Oct. 2019	Realtime Robotics, Inc. (United States: Real-time motion planning technology for industrial robots)
Mar. 2020	Avails Medical, Inc. (United States: Devices for use in antibiotic susceptibility testing)
Mar. 2020	AIRx Health Inc. (United States: Remote patient monitoring)

interview

Peter Howard
CEO, Realtime Robotics, Inc.

Realtime Robotics, Inc. aims to become the cornerstone of a wave of robotics automation by providing innovative technologies that will become the "common core" that will dramatically simplify robotics application and reduce their costs. OMRON is one of the world's top automation companies and has wonderful product lines that complement our products and vision.
OMRON VENTURES CO., LTD. has a good understanding of our value proposition and provides the support that will allow us to build the appropriate connections that we need in OMRON. Going forward, we will continue to work closely with OMRON VENTURES to realize our vision.

Vijay Rajasekhar
CEO, AIRx Health Inc.

AIRx Health Inc. is creating a scalable measure for health teams to triage (prioritize according to risk) and manage the health status of high-risk patients, including those with chronic diseases and novel coronavirus infections. By linking OMRON's medical devices with AIRx Health's software and remote consultation platforms, medical teams can dramatically improve medical outcomes with remote patient monitoring (RPM). We were impressed by OMRON VENTURES' enthusiasm and the speed of their decision making, which is on a par with that of prominent venture capital firms in Silicon Valley. We look forward to working with OMRON VENTURES to realize our common vision of improving the health of our several millions of patients around the world.