



Fintech for intellectual property assets

BUSINESS SUMMARY

IP Nexus is a global IP commercialization platform:

- a curator of IP (opportunity identification)
- a capital aggregator
- a talent aggregator

THE CHALLENGE

There are many talented professors, researchers and other innovators in Japan whose inventions never see the light of day due to a lack of relevant business expertise. Other factors -- a lack of relevant foreign language skills, the profound differences in foreign business cultures, and sometimes the simple lack of a drive to go outside the boundaries of Japan -- can make development of products and penetration of foreign markets problematic.

THE IP NEXUS SOLUTION

IP Nexus seeks to address these challenges by providing the relevant skills, expertise and guidance so inventors and researchers with promising technologies can build successful companies and achieve global success. We have a particular focus on, and expertise in, Japan.

- **Cultivate** relationships with universities and other rich troves of IP that can be commercialized (high LTV of these relationships beyond just one IP / project)
- **Build** an ecosystem to foster the commercialization of IP
- **Build** highly-scalable IP-driven companies
- **Evaluate** and identify the most promising new technologies
- **Develop** strong expertise in complex fields like healthcare/life sciences that can be leveraged across multiple IPs/opportunities
- **Build** a strong team and organization that can scale with portfolio companies
- **Enhance** human capital by providing commercial experts (business strategy consultants, TMT bankers and experienced entrepreneurs who will guide and mentor talented researchers and technologists in the commercial aspects)

CORE TEAM MEMBERS



Our founder and CEO, **Dr. Hidero Niioka**, wrote a Ph.D. on IP at the Max Planck Institute in Germany, studied law at Stanford University. He worked as a German & US (NY) litigator and as a Technology, Media & Telecommunication investment banker at Deutsche Bank and an IP fund of Goldman Sachs & General Atlantic.



Our General Counsel and EVP, **Dr. Jonathan Krueger**, has a Ph.D. in chemistry and a law degree, worked as a patent examiner at the USPTO, and worked as a lawyer for Silicon Valley powerhouse Wilson Sonsini Goodrich & Rosati.

CHAIRMAN OF OUR BOARD OF ADVISORS



Dr. Philipp Rösler was a leading figure in German and European politics. Dr. Rösler served in the federal government of Germany as Federal Minister of Health (2009-2011), as Federal Vice Chancellor and Federal Minister of Economics and Technology (2011-2013) and as Chairman of the Free Democratic Party (2011-2013). Before entering politics, Dr. Rösler received a PhD in cardiac surgery from Hannover Medical School after training as a medical officer in the Federal Defence Force. Dr. Rösler sits on the supervisory board of several publicly listed companies including Siemens Healthineers and Fortum Corporation. Previous positions include CEO of Hainan Cihang Charity Foundation Inc. and Head of the Centre for Regional Strategies of the World Economic Forum in Switzerland.

OUR COMPETITIVE ADVANTAGES

- There is increasing spend on IP protection with Asian countries now leading the world in IP registrations.
- We are a pioneer in IP commercialisation solutions in Asia, coupled with our first mover advantage in Japan.
- We are focused on the commercialisation potential of IP developed in universities and have formal partnerships signed with top Japanese universities such as Kyoto University and Kyushu University.
- Our management team has considerable relevant experience in IP commercialisation and a large network of expert advisors and supporters from top universities and companies worldwide.
- We have already launched some promising projects in the medtech and AI fields including one operational company (Patentfield) and another expected to be operational shortly (Cleanhearing Sono).

SOURCES OF REVENUE

- Recurring revenues from our online platform
- Revenue share generated by the fair value of our portfolio companies
- Management services fees from portfolio companies

VALUATION

- Pre-money USD42M
- To be raised USD10M
- Post-money USD52M
- Revenues USD4.1M (2017)

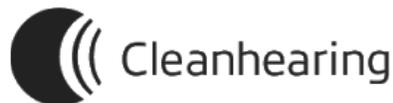
INVESTORS (Total 24)

- Guangdong Technology Venture Capital Group, a Chinese state-owned venture fund
- Former VP and Head of Corporate Finance at Alibaba
- Current General Counsel of Ant Financial
- Yale Alumni investment club
- Many others

EXAMPLES OF OUR PORTFOLIO COMPANIES AND PROJECTS



Patentfield: AI-based big data, research analytics and visualisation platform for intellectual property (IP)



Cleanhearing: Tinnitus relief IoT platform comprising proprietary pulsed electromagnetic field therapy and sound enrichment therapy (notched music)



Osteo.ai: Osteoporosis detection and treatment platform (fracture detection/drug suggestion) powered by Deep Learning

COMPETITORS (all listed on London Stock Exchange):

- ▶ IP Group Plc (GBP1.04B market cap; focused on UK universities, in expansion mode)
- ▶ Touchstone Innovation (recently acquired for GBP490M by IP Group plc; focused on AU & NZ universities)
- ▶ Alliedminds (USD128M market cap; focused on Tier 4 and Tier 5 universities in the US)



- **Hong Kong Office:** IP Nexus, 20th Floor, Central Tower, 28 Queen's Road, Central, Hong Kong.
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