



**KEIZAI**  
**SILICON VALLEY**  
US - JAPAN BUSINESS FORUM

# Market Trends of Industrial Robotics

**Tuesday | November 12, 2019 | 5:30 PM – 8:45 PM**

## Event Overview

Across industries worldwide, automation is taking place at scale. Robots are becoming the main enablers of this automation with an accordingly large economic impact. The market for industrial robotics has been growing at a record rate of 19% per annum since 2012/13 and is expected to continue grow at double-digit rates at least through to 2025.

Join us to gain insights to current market trends in industrial robotics with our panelists. The program will explore the current market overview and technology landscape of the industrial robotics space, robotics startups' customer acquisition strategy, collaboration between robotics corporates and startups, IP strategy, industrial robotics market forecasts, etc.

**Panel:** **Joseph Melnik** — Partner, Jones Day  
**Samir Menon** — CEO, Dexterity  
**Toshiya Otani** — Managing Director, Translink Capital  
**Nuno Gonçalves Pedro** — Founder, Managing Partner, Strive Capital  
**Christiana Xu** (*Moderator*) — Project Director, Kawasaki Heavy Industries (USA), Inc.

**Date:** **Tuesday, November 12, 2019**  
Registration/Networking: 5:30 PM – 6:00 PM  
Program: 6:00 PM – 8:00 PM  
Networking: 8:00 PM – 8:45 PM

**Venue:** **Jones Day**  
1755 Embarcadero Rd, Palo Alto, CA 94303, USA

**Fees:** \$15: Early Bird Discount for first 30 registrations by Thursday, October 24 (11PM)  
\$20: Regular Registration by Friday, November 8 (11 PM)  
\$35: Late Registration by Sunday, November 10 (Noon)  
\$50: Walk-ins (Seats are limited and may not be available)  
Food and beverages will be served.

**Registration:** <http://www.keizai.org>

## Featured Panelists and Moderator



**Joseph Melnik, *Partner*, Jones Day**

Joe's practice is focused on technology licensing, technology commercialization, and other technology-related transactions. Joe counsels clients on complex transactions related to a broad range of technologies including software, semiconductors, energy, data and network security, and consumer devices. He negotiates and structures license agreements, joint ventures, joint development agreements, strategic alliances, services, supply, and various other agreements for domestic and global projects. Joe also advises companies of all sizes on the development and implementation of strategies for maximizing the benefits of technology transactions; advising on intellectual property issues that arise in connection with corporate transactions, such as mergers and acquisitions.



**Samir Menon, *CEO*, Dexterity**

Samir is an entrepreneur working to transform robots from hard-wired automatons into collaborative helpers who do our repetitive work. He has expertise in robotics, control, modeling, and human-robot skill transfer. In the past, he has worked across the robotics spectrum, from machining to control theory, and has designed and built numerous robots.

Samir is presently the CEO of Dexterity, a robotics startup that he helped found. He holds an M.S. and a Ph.D. in Computer Science from Stanford University, and a B.Tech in Information Technology from the Indian Institute of Information Technology, Allahabad.



**Toshiya Otani, *Managing Director*, Translink Capital**

Toshi is Co-Founder and Managing Director of TransLink Capital. Toshi invests in cloud, mobile Infrastructure, and IoT companies with an enterprise focus. His active current investments include Nexenta, Noom, Notion, Rescale, Skymind, Top Flight Technologies and Workspot. Noteworthy past investments include CliQr (ACQ: Cisco), CloudOn (ACQ: Dropbox), deCarta (ACQ: Uber), Guavus (ACQ: Thales), and Wildfire (ACQ: Google). Prior to TransLink, Toshi was President of Hikari Tsushin's VC operation. Toshi was Senior Vice President of Everypath served as General Manager for Japan. Toshi started his career at Mitsubishi Corporation, where he spent 10 years in various operating roles.

Toshi holds an MBA from Stanford Business School and a B.S. in Mechanical Engineering from Keio University.



**Nuno Gonçalves Pedro, *Founder, Managing Partner*, Strive Capital**

Nuno is the Managing Partner & Founder of Strive Capital, the Bay Area's first quant VC. Nuno is also Grishin Robotics' Venture Partner. Grishin Robotics is a series A and B Sand Hill firm focused on Robotics and Smart Hardware with investments in companies such as Zume, Starship, Starsky Robotics, Occipital, Zipline, Ring (sold Amazon).

He has had a 20+ year career as Product Manager, Operator, Investor and Board member in the Bay area, Europe and Asia, and was previously Senior Expert and member of APAC leadership team at McKinsey. He is also a guest lecturer at Stanford and Berkeley.



**Christiana Xu (*Moderator*), *Project Director*, Kawasaki Heavy Industries (USA), Inc.**

Christiana Xu represents the venture arm of Kawasaki Heavy Industries, Bay Area. She has been KHI's first Project Director of Innovation since 2016, leading projects in the areas of Industrial Internet of Things, industrial applications of AI, mobility, and advanced manufacturing.

Christiana started her career at KHI's headquarters in Tokyo, Japan (2014), as an accounting manager for international subsidiaries. Prior to relocating to the US, she provided support to the development of KHI's robotics business in the Middle East.

Christiana holds a Master of Commerce degree in Marketing from Waseda University, Japan. She also volunteers as a program manager at Keizai Silicon Valley.



Founded in 1990, Keizai Silicon Valley US-Japan Business Forum is an all-volunteer business and professional networking organization based in the San Francisco Bay Area. Its primary purpose is to provide opportunities for executives and professionals to develop the knowledge and human networks for successful US-Japan Business.