



Introduction of Breakthrough Partners

Breakthrough Partners

www.b-t-partners.com

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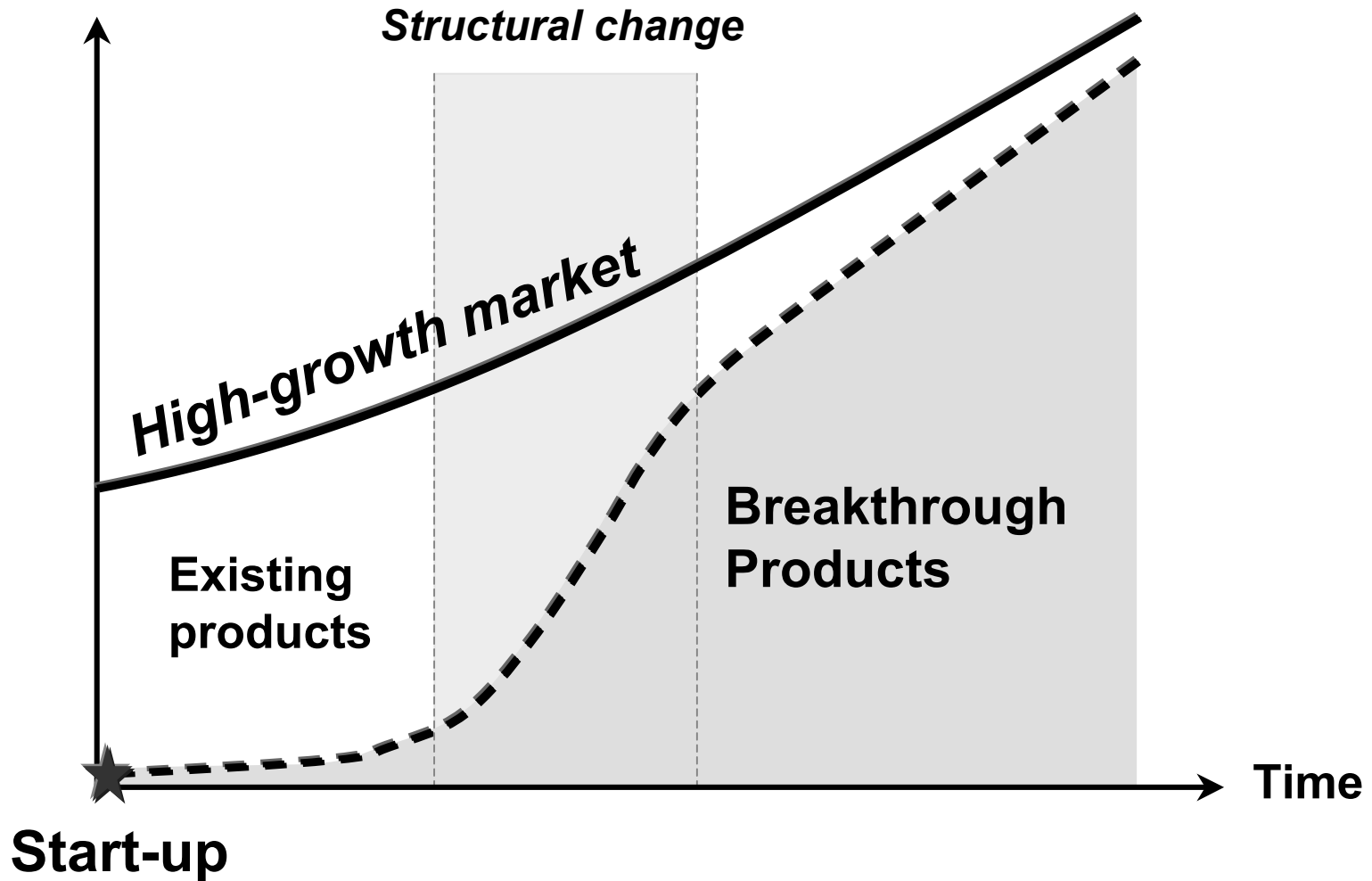


BTP Approach

- **Find people with impressive business ideas that leverage very competitive core technology in an attractive growth market**
- **Work with the founders to shape, refine, and clarify the company's plan to accelerate towards establishing a successful business with global perspective**
- **Typically get involved at very early stage of the company to launch the venture on the right foot. Range of roles we play:**
 - **Effectively co-founders, board director, interim-CEO**
 - **Help lead a transition from a company with superior development track record to a company with solid product**
 - **Help orchestrate a strategic spin-out from top corporation**
- **Strong “hands-on” involvement from start to exit**
 - **clear and concise business plan**
 - **product and marketing strategies**
 - **organizational development**
 - **distribution strategies**
 - **corporate partnerships**
 - **funding**
- **Leverage substantial networks in Japan and U.S.**
- **Attempt to capture big and attractive “Markets in Transition”**



Major Transitions in Markets Great Opportunities for Start-ups and BTP





Start-ups We Like

- **Welcome our involvement, and open to involvement by other very experienced people who can contribute to their success**
- **Have vision and sense of mission that is both compelling and pragmatic**
- **Are creating businesses and technologies in sectors that we fundamentally understand, and where we can contribute.**

The enabling technology areas of interest include:

- **Home networks**
- **Optical networks**
- **Input/Output interface**
- **System LSI architectures**
- **New materials**

The products that leverage these technologies could be components, systems, software, services, or combinations thereof

- **Can reach \$50 million revenue by the third year of product shipment into a market that can grow to \$1 billion or more**
- **Position market and partnership opportunities in Japan and Asia central to their success**
- **Inspire and attract first-class people**



Experienced Team

Koji Morihiro, *Managing Director*

- **Cofounder and Managing Director, Breakthrough Partners**
 - Serve on boards of Inovys, Quest, Innomicro, MCT
- **Managing Director, Techfarm Asia Ventures**
- **Partner, Techfarm (1997-2001)**
 - Trans-pacific business development for many portfolio companies
 - Lead investments for Nucore Technologies and Inovys
 - Served on boards of successful companies including Cobalt Networks KK (IPO 1999, acquired by Sun Microsystems 2000)
- **Fujitsu Semiconductor Group Director, Business Development**
 - 14 Years in Silicon Valley and Japan
 - Spearheaded many international initiatives and partnerships
 - President's Award of Excellence
- **Cornell University, BS Physics & Materials Science, MS Engineering**



Experienced Team

Yuji Akaba, *Managing Director*

- **Cofounder and Managing Director, Breakthrough Partners**
- **Managing Director, Techfarm Asia Ventures**
- **McKinsey & Company (1986-2000)**
 - **Founding partner of McKinsey Practice in Seoul, Korea in 1990 and built a very successful office of over 130 people**
 - **Initiator and leader of E-commerce practice in Seoul and Asia-Pacific**
 - **Spearheaded business transformations of leading corporations in Japan, Korea and other Asian countries**
- **Komatsu Limited (1978-1986)**
 - **Design Engineer, responsible for prototype development of steering, suspension, and other control systems for off-road dump trucks**
- **Stanford University, MS in Mechanical Engineering. Degree of Engineer in Mechanical Engineering**
- **Tokyo University, BS in Mechanical Engineering**



BTP's Strong Network with Key Companies in Japan

Manufacturers/ Service providers

- Advantest
- Bandai
- Casio
- Citizen
- CSK
- DNP
- Epson
- Funai
- Fuji Film
- Fujitsu
- Hitachi
- Intel Japan
- JVC
- Kyocera
- Mobile Internet Service
- Nikon
- NTT
- NTT DoCoMo
- NEC
- Oki
- Olympus
- Oracle Japan
- Panasonic
- Sanyo
- Sega
- Seiko Giken
- Sharp
- Shinko Electric
- Softbank
- Sony
- Tokyo Electron
- Toshiba
- Toyota
- Yusen Broadband Networks

Trading firms

- Fujitsu Devices
- Innotech
- Innomicro
- Itochu
- Kaga Electronics
- Kanematsu
- Macnica
- Mitsubishi Trading
- Mitsui Trading
- Nissho Iwai

Financial investors

- Caryle Group
- GE Capital
- Goldman Sachs
Goldman/Kyocera
- H&Q Asia Pacific
- Ignite Japan
- JAFCO
- J.P. Morgan
- NIF
- Nikko Capital
- NTT Leasing
- Schroder Ventures
- Tokio Marine & Fire
- UBP
- Walden International
- Warburg Pincus