

## **Toshi Otani**

Co-Founder and Managing Director  
TransLink Capital

Toshi invests in cloud, mobile, infrastructure, and IoT companies with an enterprise focus. He also leads TransLink's activities supporting portfolio companies with their customers and partners, primarily in Japan. Toshi is most excited to be working with founding teams that are aggressive yet humble at the same time. His active current investments include Eye-Fi, Nexenta, Noom, Notion, Rescale, Solinea, and Workspot. Noteworthy past investments include Appcelerator (ACQ: Axway), CliQr (ACQ: Cisco), CloudOn (ACQ: Dropbox), deCarta (ACQ: Uber), Guavus (ACQ: Thales), Ubooly (ACQ: Cartwheel Kids), and Wildfire (ACQ: Google).

Before co-founding TransLink, Toshi was President of Hikari Tsushin's VC operation, where he managed the U.S. investment team in Palo Alto. Toshi led Hikari Tsushin's investments in successful companies such as WebEx (ACQ: Cisco) and SiRF (SIRF). Prior to Hikari, Toshi was Senior Vice President of Everypath, where he led business development and served as General Manager for Japan. He grew Asian operations to a team of over 20 professionals, which generated over 60% of Everypath's worldwide business. Toshi started his career at Mitsubishi Corporation, the world's largest trade and investment firm, 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. On weekends, Toshi can be found on the field playing soccer with players half his age. He is also an aspiring golfer, accomplished skier, and loves to spend time outdoors.