

218th Business Plan Presentations Held on June 9, 2020 at Iwasaki Gakuen, Shin-Yokohama, Japan

1. Archelis Inc. President Mr. Hideyuki Fujisawa <https://www.archelis.com/en>

Established in February 2020 Capital stock: USD \$ 50,000

Archelis Inc. is engaged in the development, manufacture, and sales of apparatus to support work. It was newly established in February 2020 for business in ambulatory gear to support stand-up work which had been developed, manufactured, and sold by NITTO Co., Ltd., and is striving to expand this business. The current product has a purely mechanical structure and does not require any power source. The company intends to redesign this product, develop an improved mass-production model that is easier to put on, expand sales routes for it, and thereby acquire a bigger share of the market for related products and services.

【Re-Cap】 Archelis's key mission is to rid the world of the pain accompanying work that is performed while standing. Its eponymous wearable chair for medical personnel was developed to reduce the burden imposed by endoscopic surgery on the bodies of physicians. It is examining the prospects for use of this technology in manufacturing plants, construction sites, farms, and other work sites, and also wants to start selling overseas beginning next year. Mr. Fujisawa said that he had IPO in mind as an option further in the future.



2. Soho Enterprise Ltd. President Mr. Tetsuya Nomura <https://soho-enterprise.com/>(Japanese)

Established in December 2018 Capital stock: USD \$ 30,000

Soho Enterprise Ltd. offers services in consultation for development of vision processing systems using CMOS image sensors, and consigned development of camera module products and software for vision processing. More specifically, it provides consultation services for optimization of vision systems and handles consignments for development of drivers for connection of single board computers (SBC, e.g., Raspberry Pi and Tinker Board) with various image sensors, image tuning, and development of application software. To execute this business, it is receiving technical support from its two partner firms, the Chinese system-on-a-chip (SoC) manufacturer Rockchip and the Taiwanese company ASUS.

* It also accepts consignments for development of custom camera modules and circuit boards with short delivery terms and low costs together with its Chinese partner manufacturing modules and boards.

* Its products can basically be operated on SBCs. It is capable of developing products both very swiftly and at low cost, in all stages from proof of concept to commercialization, and offers ways of solving issues that customers need to resolve. Last year, it concentrated on development of wide-angle camera modules, and created unique products including a small fish-eye-lens camera without parallel for SBCs. This year, it concluded an agency contract with the Chinese company OPNOUS and is focusing on development and sale of boards for operation of that company's direct time-of-flight (ToF) ranging sensors on SBCs. In addition to ToF sensors, it is also involved in development of various other types of 3D sensing technology. It proposes optimal 3D solutions and helps customers with their commercialization.

【Re-Cap】 Mr. Nomura, who was formerly an engineer at Sony Corporation, said that he established the company for the purpose of assisting innovation. He is a valuable engineer whose experience ranges from digital image processing to sensor circuits. The fruits of the company's consultation services may be exemplified by the in-car anti-crime cameras on the Keihin-Tohoku, Yokohama, and Nambu railway lines. Mr. Nomura added that there were hopes for application of fluorescence detection USB cameras used for PCR testing to combat Covid-19 in related medical equipment.



3. SUBARU CO.,LTD. President Mr. Takaki Udaka <http://www.subaru6.co.jp/>(Japanese)

Established in February 1988 Capital stock: USD \$ 185,000

Subaru Co., Ltd. is involved in bio business based on ultra high-efficiency culturing using a special strain of euglena.

(1) Industrial use of diverse nutrients (vitamins, minerals, unsaturated fatty acids, and amino acids)

- Development and sale for food products, pet & livestock nutrients, marine product feed, dietary supplements, and cosmetics (distribution at high prices because of the high effect as additives in small quantities)

- The supply volume swiftly surpassed that of competing manufacturers which had entered earlier, due to the capability for large-volume culturing with comparatively compact, sealed equipment.

(2) Large-volume production and marketing of lightweight, high-strength CNF, a futuristic material

As compared to wood-derived cellulose nanofiber (CNF), bio-based CNF delivers an overwhelmingly higher performance (30-fold aspect ratio / single dispersion) with homogeneous fiber, and therefore enables high-level industrial use. Subaru ranks above competing manufacturers in terms of production volume, quality, and cost.

Applications include spinning mixed with other fibers, battery separators, ink & coating additives, additives for tires and other rubber products, food additives, carriers, biodegradable plastics, and transparent optical filters. The products are futuristic materials that could be used to address problems in the fields of food supply, feed supply, energy, and the environment (CO2 absorption).

Subaru has the industry-leading production and sales in both of the fields outlined in paragraphs (1) and (2) above.

【Re-Cap】 Subaru was established by six paper-making companies that want to execute a plan for revival of the paper industry using euglena. The euglena strain has a high propagation rate and can be cultured on a steady basis in indoor facilities, unaffected by the weather. It is attracting attention as a "golden egg" for a paper industry dealing in next-generation materials.



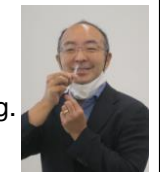
4. Nastent, Inc. President Mr. Takeshi Jibiki <https://nastent.co.jp/>(Japanese)

Established in November 2018 Capital stock: USD \$ 4,460,000

Nastent, Inc. develops, manufactures, and sells Nastent, a general medical device that is inserted into the nose and suppresses snoring.

It is being sold in Japan and four European countries (Belgium, France, Germany, the Netherlands). The company's main objectives going forward are: 1) expanded application for apnea, based on clinical trials in Japan, and 2) launch of sales in the United States.

【Re-Cap】 Nastent is a reborn venture firm that took over the business of a company that went bankrupt last year. It is estimated that people who regularly snore number about 900 million, and that about 300 million of them are afflicted with sleep apnea syndrome (SAS). As there is currently no easy and sustained cure, Nastent must be termed a landmark product that chronic snorers could use by themselves. Mr. Jibiki actually showed the audience how it was used (see the photo). He said that IPO was also a target further down the road.



【Message from Vice Chairman Masatoshi Go】 The Business Plan Meeting was held for the first time in three months. We decided to resume holding the meetings beginning this June while respecting the views of the presenting companies and ensuring the safety of all attending. We have posted "evolution" as this year's key word. With the spread of Covid-19, all parties are now in a situation in which they must evolve, like it or not. I have high hopes that, in this new age, we will see a fast-paced linkage of networks and emergence of new start-ups.