

\* No. 17 Celebrating the listing of a MINERVA venture member \*

On November 28 (Wednesday), TSUKUBA SEIKO Co.,Ltd., a member of the Venture Support Mechanism MINERVA, was listed on the Tokyo Pro Market in the Tokyo Stock Exchange. TSUKUBA SEIKO is engaged in the development, manufacture, and sale of electrostatic adsorption systems.

For this issue of the Newsletter, we interviewed its president and an employee about the process leading up to listing.



Representative Director & President  
Fow-Lai POH

**【Outline of the company】**



Name : TSUKUBA SEIKO Co.,Ltd. URL: <https://www.tsukubaseiko.co.jp>  
 Representative : Mr. Fow-Lai POH, President  
 Address : 2168-10, Aza Ganjoh-ji, Oaza Kamikamou, Kaminokawa- machi,  
 Kawauchi-gun, Tochigi-pref, 329-0617, Japan  
 Establishment : June 27, 1985  
 Paid-in capital : 907 million yen  
 Business : Development, manufacture and sale of electrostatic clamping systems

**I、Comments by President POH**

**① Thoughts at present, after listing**

I felt a sense of relief after raising more than 800 million yen in funds on the occasion of listing, and also a great motivation and sense of responsibility for development of the business from now on, since the conditions for it are finally in place. I am grateful that I can do what I want, and have really been blessed with the personnel and environment making this possible.

**② The struggle before listing**

Because venture companies oriented toward research and development live on the leading edge, that is, the very front lines, timely and speedy action is extremely important to take advantage of opportunities. In this sense, we struggled very hard to procure funds. We expend considerable time and effort on fund procurement, and it was therefore very tough procuring funds while developing business in the proper way.

**③ Words of encouragement for other MINERVA venture member companies**

Utilization of the Tokyo Pro Market is a new path carved out for procurement of funds by venture companies. As I see it, there are possibilities for sound yet explosive growth through a quickening of this market to allow procurement of the necessary funds at the necessary time. I believe Japan still has many as yet unrecognized technologies that are the only ones of their kind in the whole world. I respect and support the efforts being made to bring these technologies out into the world.

**II、Comments by an employee representative: Mr. Atsushi Onuki, Executive Secretary**

**① Thoughts at present, after listing**

I was delighted, because the listing meant that our technology, which is one-of-a-kind worldwide, was recognized as such in the industry. Our task from now on is to continue actually fulfilling our commitment. I feel motivated and happy to work for gaining recognition as the real thing.

**② The struggle before listing, in the view of an employee**

Our electrostatic chuck technology and the Tokyo Pro Market were rated in terms of consensus and the accepted wisdom among the general observers. It therefore took a tremendous effort to have these mistaken ratings corrected. I struck me that the accepted wisdom has a fanatical streak that gives it an enormous negative power akin to harassment. I really continued to suffer with a sense of resignation and defeat.



Listing on the Tokyo Pro Market in the Tokyo Stock Exchange on November 28 (Wednesday), 2018.

**III、Words of congratulations**

**Mr. Katsuhiro Yamashita, President,  
TNP On The Road Corporation  
(Venture Support Mechanism MINERVA Director)**

TSUKUBA SEIKO made presentations at the MINERVA Business Plan meeting several times. I believe that the challenging spirit and open mind of President Poh, who actively created business opportunities, led to this listing of his company. Venture companies oriented toward research and development that have technology capable of worldwide application and are finally sought by customers around the world face a tough environment for procuring funds. I thought that the decision to opt for listing on the Tokyo Pro Market was very much in keeping with the character of President Poh, who has always taken up challenges with a belief in boundless possibilities. My warmest congratulations to him!

**【Contact】 NPO Venture Support Mechanism MINERVA**

TNP Partners / TNP On The Road (Ms. Ikumi)