

208th Business Plan Presentations Held on June 11, 2019 at Iwasaki Gakuen, Shin-Yokohama, Japan

The turn of second presentation switched to the third for the presenter reasons.

1. FPS Inc. President Mr. Masashi Hori <https://fpsinc.co.jp/en/>

Established in May 1999 Capital stock: USD \$ 4,156,750

FPS Inc. is in possession of a store of flat speaker technology accumulated over many years and leading-edge technology in the form of nano-fiber and nano-sheet derived from its research on flat speakers. Drawing on this technology, it is deploying a global strategy in fields of the highest importance in the 21st century: reduction of environmental burden and development of health.

【Re-Cap】 The features of flat speakers are as follows: 1) thin and lightweight, 2) easier hearing due to a high resistance to howling, 3) directivity for a long range, 4) ecological merit thanks to a high durability and high recycling rate, and 5) faithfulness to the original sound. President Hori said that, as the next step, he wanted to use the leading-edge nano-fiber and nano-sheet technology to make it possible to hear sound emitted from anywhere in the body and transmit it to the brain.



2. Allied Flow Inc. President Mr. Masahiko Kanda

Established in January 2016 Capital stock: USD \$ 453,000

The corporate vision of Allied Flow Inc. lies in creation of an unprecedented cytometer and contribution to society with it. "Cytometer" is a collective term for devices performing analysis of biological cells (analyzers) and their separation & refinement (sorters). The company is newly developing business in products such as the following, by applying the flow cytometry technology which it has been cultivating for 24 years.

(1) Medical field: Development, manufacture, and sale of the world's first high-sensitivity, high-speed, aseptic cell sorter for use in regenerative medicine and cell therapy

In recent years, efforts have been made in the fields of regenerative medicine and cell therapy to achieve treatment with a higher clinical effect by better separation & refinement of superior cells. In spite of the utilization of such medicine and therapy, however, the world has lacked a cell sorter capable of antiseptic separation & refinement. In response, Allied Flow is developing a new, high-performance cell sorter that is completely aseptic. Although the sorter is still in the development stage at present, the company is planning to market it by the end of 2020.

(2) Industrial field: Development and OEM-based manufacture of a flow-type particle analyzer

It is vital to control particles (in respects such as size and circularity) in the manufacturing process for toner and alumina powder, which are industrial products. This analyzer transports these particles and takes high-speed measurements of their shape parameters from the camera images of individual particles. The precision of parameter measurement requires high-performance transport of individual particles. For this reason, the company was commissioned by a Japanese powder manufacturer to conduct the development. It is planning to launch sales of the analyzer and begin accepting consignments for OEM-based manufacturing in 2020.

【Re-Cap】 President Kanda hails from Sumitomo Electric Industries, and formerly did research and development in the fields of ME & bio devices and circuit connection. He estimates the market for aseptic cell sorters directed to cell production facilities at 120 billion yen, that for research-use cell sorters at 175 billion yen, and that for aseptic cell sorters directed to clinics offering private practice not covered by public medical insurance at 300 billion yen.



3. Happyris Co.,Ltd. President Mr. Rie Yoshida <https://www.happyris.jp/>(Japanese)

Established in December 2006 Capital stock: USD \$ 385,990

Happyris Co., Ltd. is engaged in the development, manufacture, and sale of acoustic products and sensors for industrial use and medical & nursing care use. In recent years, it commercialized a swallowing function measurement system to prevent aspiration pneumonia. In Japan, this system is being introduced in hospitals, facilities for the elderly, and the sites of visiting care. In January 2019, the swallowing function measurement device developed by the company was certified as a type of medical equipment requiring specialized maintenance and management (classified as an electronic stethoscope). Pneumonia is the third leading cause of death among the Japanese, and aspiration pneumonia accounts for about 90 percent of the deaths from pneumonia. In many cases, aspiration pneumonia caused by a decline in the swallowing function takes the lives of people who have been successfully treated for cerebral infarction or cancer. The ability to swallow is apt to decline among the elderly and patients who are hospitalized or receiving care in the home. Measures to combat the outbreak of aspiration pneumonia among them are a key agenda for the Japanese government. However, in-depth examination of the swallowing function is conducted mainly by endoscopy and contrast radiography, and therefore has an invasive aspect. Owing to its resulting rejection by many patients and other such factors, the performance of such examinations is not sufficiently widespread. Lately, Japan has been deploying policy to address the shortage of financial resources for medical and nursing care while promoting healthy longevity. This is reflected in a rising demand for the company's products in connection with remote medicine, health care, disease prevention, and prevention of the need for nursing. The company wants to promote the diffusion of affordable products enabling use by all as a form of health care service.

【Re-Cap】 President Yoshida used to be a musician. Persons in Japan with dysphagia (swallowing difficulties) reportedly number around 8 million in recent years. Developed by Happyris to measure the swallowing function, Gokkun Checker (patent pending) makes the swallowing situation visible by means of sensors for pressure and sound, and the sounds of swallowing, retention, etc. audible by means of a speaker. President Yoshida said that this device can be used not only for confirming the swallowing function but also investigating dehydration, snoring, and the apnea syndrome, as well as detection of cerebral infarction and hidden (asymptomatic) cerebral infarction.



4. Remarks by a representative of the Taiwan ITRI New Venture Association

Our Association was established as an incorporated non-profit organization by former members of the Industrial Technology Research Institute (ITRI) of Taiwan. From the representatives of the companies making presentations at this meeting, I could really feel the entrepreneurial power and venture energy in Japan. I believe that, for technology, we must learn from Japan, as might be expected. I hope to deepen ties between Japan and Taiwan into the future. Our Association manages a fund on the order of 21 million dollars, and we intend to invest in promising ventures. Through this tour, I realized there were many points requiring careful study on our part. I urge all of you to come to Taiwan. I can assure you we will give you a warm welcome!



《Impressions》 At this meeting, I was struck by the way the representatives of the companies making presentations searched for areas in which they could collaborate with each other. If your company would like to make a presentation at the meeting, please contact us at an early date, because the schedule is filled up for a few months in advance.

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