

221th Business Plan Presentations Held on October 13, 2020
at Iwasaki Gakuen, Shin-Yokohama, Japan

1. FlatOak Co.,Ltd. President Mr. Tasuku Kashihira <http://www.flatoak.co.jp/> (Japanese)

Established in May 2009 Capital stock:USD\$ 140

- Development, manufacture, and sales of electronic equipment
- Sales of Intel System Studio, a development tool manufactured by Intel Corporation
- Registered supplier of Intel Corporation
- Technical consultation services for products mounted with Intel micro-controllers, and ODM/OEM sales of the same
- Import and sales of products from other countries (the United States and countries in Europe and Asia)



【Re-Cap】 FlatOak's infrared thermometer is not used solely for measuring body temperature; it is also equipped with functions for face recognition and communications. It therefore can forward measurement data to cloud servers, computers, and smartphones through wireless networks; automatically save the body temperature, image data, and date of measurement; and perform various analyses. Moreover, it is being offered at prices that are far lower than similar pre-existing products. As such, it appears to have good prospects for use in various application fields.

2. Compras Co.,Ltd. President Mrs Midori Sato, Presenter Director Mr. Shuichi Sato

<https://www.com-pras.co.jp/> (Japanese)

Established in November 2019 Capital stock:USD\$ 58,000

Features: One of the issues facing the aged society is the increasingly serious problem presented by people who cannot easily go shopping and have only limited access to information. In response, Compras provides a platform for a visit-type proxy shopping service in the form of an online supermarket. The platform is aimed at serving as a social infrastructure that will be essential to these people, by enabling them to be supplied with food, whatever their situation. The company is promoting it with a view to building a society that facilitates better living.

Future course: Compras is currently developing business in the city of Hitachi and has a partnership with Maruto, a supermarket operation based in Fukushima Prefecture (with 13 stores in Ibaraki Prefecture and 24 in Fukushima Prefecture). Going forward, it intends to partner with Saeki, a supermarket operation based in Yamanashi Prefecture (with 16 stores in Yamanashi Prefecture, 14 combined in the prefectures of Shimane and Tottori, and 12 in Tokyo). It is also planning to expand its scope of partnership areas in succession to include the cities of Mito (Ibaraki Prefecture), Iwaki (Fukushima Prefecture), and Osaka.

【Re-Cap】 Mr. Sato said that the idea for the Compras's service arose when the president began to care for both of her elderly parents. In the process, she keenly realized the difficulties faced by the aged in shopping, and devised the service as a solution for them. The service is not merely one of proxy shopping; it also gives the elderly other people to talk with. This enables prevention of the waste that results when the elderly mistakenly purchase the same item more than once, and helps others to watch over them and confirm their safety. Mr. Sato also remarked that the same could happen to us in the future, and that trouble could result if we did not create such mechanisms now.



3. MiKuTAY Co.,Ltd. President Mr. Minoru Nitta <http://www.mikutay.co.jp/> (Japanese)

Established in April 2012 Capital stock:USD\$ 900,000

MiKuTAY's business consists of the development, manufacture, and sales of heat exchangers. It achieved a milestone innovation in heat-exchanger technology, which had not changed fundamentally over a period of 135 years beginning in 1885. More specifically, it invented a physical structure that prevented an increase in pressure loss even if the exhaust flow increases, and attained a high thermal conductivity while reducing size and weight. (The company has patented this technology in 54 countries worldwide.) As a result of neglect to treat the heat from combustion of fossil fuels ever since the Industrial Revolution, people around the world are now finding themselves at the mercy of abnormal weather deriving from global warming. The company wants to make a contribution to the solution of global warming problems with its heat management system.

【Re-Cap】 MiKuTAY developed and designed a high-efficiency small modular structure differing from the structure of conventional heat exchangers. Mr. Nitta said it is going to engage in leading development for this product in a variety of fields, including oil complexes, water heaters, air conditioners (indoor and outdoor units), projectors, construction machinery, engine compartments, automotive air conditioners, and kitchens. Their objective for now is to raise funds, recruit young human resources, and build a solid organization. Mr. Nitta said that they are aiming for IPO further in the future while developing the business on a global scale and helping the world to, in effect, reduce CO2 emissions to zero.



《Impressions》 In spite of the Covid pandemic, in September, too, we managed to hold the business plan presentations meeting, which attracted about 30 participants.

At this last meeting, too, there were presentations by companies in diverse fields. Each was cultivating new markets, and it will be interesting to see how their business develops from now on. 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.