

**205th Business Plan Presentations Held on March 12, 2019
at Iwasaki Gakuen, Shin-Yokohama, Japan**

**1、 Exphase Inc. President Mr. Keitaro Numata
Presentator Mr. Koichi Kanno, General Producer COO**

<http://www.exphase.jp>(Japanese)

Established in October 2001 Capital stock: USD \$ 33,200

Exphase Inc. is a platformer selling manga, anime, and traditional crafts that stand for "Cool Japan" worldwide. It is engaged in auctions in Japan and the United States, transborder e-commerce, and art rental, and is turning artistic Japanese creation into a source of earnings. In addition, it offers authentications based on the NEM Blockchain Explorer version 3.0, and plays a bridging role for the Japanese art world. It is a company that pivoted from the game industry.

【Re-Cap】 The number of target users in this field is estimated at about 546 million globally. The company is reportedly planning to hold the Japan Auction in Los Angeles for the first time (it intends to auction about 1,000 items). Mr. Kanno said that the company is taking aim at initial public offering (IPO) as a blockchain brand further in the future.



2、 MOBILE LIFE JAPAN Inc. President Mr. Wataru Kanno

<https://www.mobilelifejapan.co.jp/>(Japanese)

Established in April 2014 Capital stock: USD \$ 210,000

Mobile Life Japan Inc. is engaged in lifelog business and has introduced a new service titled "Hoken Techo" ("Insurance Handbook").

The company is achieving a digital transformation in the insurance industry. Hoken Techo is the insurance industry counterpart of iTunes in the music industry, Kindle in the publishing industry, and Money Forward in the financial industry. Its users will be able to experience an unprecedented new method of sales. Its introduction enables a steep reduction in the cost of sales to individuals by insurance agents, as well as deeper engagement with existing customers and consultation about policy renewals and new policy contracting. Furthermore, agencies can use it to approach potential new customers through social media. Hoken Techo is a new dream service for insurance agents and salespersons. It holds a diversity of future business possibilities through collaboration with insurance companies and other means.

【Re-Cap】 Mobile Life Japan's Hoken Techo is a platform for integrated management of contracts and policies spanning two or more insurance companies. When accidents occur, it displays the current location so that contact can be smoothly made, and also enables contact with the insurance company or agency at the touch of the screen. President Kanno said that, in the future, the system will become able to accommodate the addition of applications to meet wishes related to data on personal health, meals, etc.



3. Asia Human Development Inc. President Mr. Cyo SyoTen

Established in February 2019 Capital stock: USD \$ 50,000

< IT human resources market >

Japan has fallen into a state of having a severe shortage of human resources. This shortage is particularly serious in advanced IT fields such as "big data," artificial intelligence (AI), the Internet of Things (IoT), and robots. Specifically, there is forecast to be a shortage of some 48,000 personnel in these fields as of 2020. The market for IT human resources is expected to continue growing considerably over the coming years.

< Business description >

- I. Business in development of foreign-national IT technicians
- II. Business in assistance with job placement for IT technicians
- III. Business in dispatch of IT technicians
- IV. Operation and planning of one of Japan's biggest matching sites for Asian human resources

【Re-Cap】 President Cyo founded the company in the 24th year after he entered Japan, based on the experience he gained through work in IT firms as a system engineer. He has concluded business agreements for IT human resource development with four Japanese language schools. He said that the groups of students in question used to be mainly Chinese and Koreans, but are now shifting toward those from Southeast Asian countries such as Vietnam, Myanmar, and Thailand. He has in mind IPO in the future.



《Impressions》 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.