

## 213th Business Plan Presentations Held on December 10, 2019 at Iwasaki Gakuen, Shin-Yokohama, Japan

### 1. COOL FRYER Co., Ltd. President Mr. Koji Yamada <http://coolfryer.co.jp/>(Japanese)

Established in July 2014 Capital stock:USD\$ 140,000

Deep-frying is a culinary method that is loved around the world, but has many issues. Cool Fryer Co., Ltd. succeeded in developing the world's first technology that eliminates the use of trans-fat and keeps oil in a fresh condition. It achieved these benefits solely with a simple structure and heating control. The product is a landmark one that prevents oil spatter and enhances flavor, health, safety, and pleasantness. The company is planning to launch sales of a table-top model in 2020, and come out with large models and home-use models thereafter. It intends to innovate deep-fried cooking and make a contribution to the dietary culture of Japan and other countries around the world, as well as to the global environment and attainment of sustainable development goals.

**【Re-Cap】** The market for business-use fryers comes to about 11 billion yen in Japan and 90 billion yen worldwide, and is gradually expanding. The company's products feature efficient cooling of the oil tank directly below the heater, reduction of waste heat from the main unit, and blockage of heat transfer between the cooking oil tank and low-temperature oil tank. As such, it offers a dramatic increase in the basic performance of deep-fried cooking. Please take a look at the video available for viewing on the company's website at the URL noted above.



### 2. Leisure,Inc. President Mr. Takahisa Sasahara Presenter Demecal Division, Sales Manager Mr. Hisashi Kashiwagi

[https://www.leisure.co.jp/wp-content/uploads/2016/04/company\\_overview.pdf](https://www.leisure.co.jp/wp-content/uploads/2016/04/company_overview.pdf)

Established in May 2000 Capital stock:USD\$ 8,118,620

Leisure, Inc. possesses original technology that makes it easy for people to take their own blood samples, and has been promoting its use at the healthcare units of major firms, local governments, and life insurance companies. Going forward, it intends to engage in activities aimed at corporations, to educate them about measures to fight cancer deriving from infectious disease (stomach cancer), in the Management of Health program under the Ministry of Economy, Trade and Industry. By so doing, it hopes to both save many lives and help companies realize big reductions in overhead costs. Thereafter, it wants to support health from the sports angle, by providing scientific evidence for attainment of goals from the new sports perspective at the Ministry of Education, Culture, Sports, Science and Technology. (The aim here is to help people feel excited about blood tests, which have had a negative image.) A further goal is to lay the foundation for bringing Japanese-made medical technology to the rest of the world, starting with the market of inbound visitors, in order to reduce the country's trade deficit.

**【Re-Cap】** DEMECAL is Leisure's service for at-home self-sampled blood testing with ultra-low quantities of blood. The basic concept behind it is to enable anyone to take their own blood samples any time or place. This service does not have any competition, and it would be difficult for other companies to enter the field. It therefore has good prospects as a new growth market.



### 3. KanonCure Inc. President and CEO Mr. Takeharu Horikawa <https://kanoncure.com/>(Japanese)

Established in April 2016 Capital stock:USD\$ 680,000

KanonCure Inc. is developing business as a research- and development-oriented drug discovery venture. It is engaged in the creation of products for liver diseases, in areas including regenerative medicine and pharmaceuticals.

1. Regenerative medicine and other products: Use of IC-2, a chemical compound independently developed from mesenchymal stem cells that would normally divide into bone, cartilage, and fat, for cell sheet. The company manufactures this sheet by means of technology for transformation into hepatic cells, and is developing it as a treatment for decompensated cirrhosis, which is unavailable with conventional therapy.

2. Low molecular weight compounds: Discovery of drugs using newly synthesized chemical compounds, targeting cirrhosis, hepatoma, and colorectal cancer.

**【Re-Cap】** KanonCure was founded by making use of the results of research at the Tottori University Faculty of Medicine. It is pursuing the development of cell sheet for treatment of liver diseases. The sheet is made by culturing liver cells from human bone marrow cells and putting them into the form of a sheet. This sheet is affixed to the surface of the liver to treat diseases such as cirrhosis. Down the road, it may be expected to enable provision of translational (bridging) treatment for patients who are waiting for liver transplant donors using their own mesenchymal stem cells as a first step.



### 4. PALTEK Corporation President Mr. Tadahito Takahashi <https://www.paltek.co.jp/en/> Presenter FPGA Solution Division Mr. Shohei Nishi

Established in October 1982 Capital stock:USD\$ 13,396,340

PALTEK Corporation is developing business mainly in sales of semiconductor products and outsourced design services. It intends to strengthen its solution business encompassing applications, and is aiming for a setup allowing it to make a greater contribution to the advancement of its customers' business. It recently succeeded in constructing a system optimization solution for the financial sector and data bases using an FPGA semiconductor. As this system performs processing at higher speeds than conventional ones, it provides footing for the company's challenge of new fields. PALTEK is consequently looking for companies that could become its partners or provide referrals to customers, so that it can bring its solutions to a wider circle of customers.

**【Re-Cap】** "FPGA" stands for "field-programmable gate array." It is currently in extensive use in the foreign exchange transactions of overseas securities firms. This is because of its ability to change processing performed by the hardware any number of times, and its character as a special-purpose device that can be treated as a general-purpose one. It is an optimal solution for FX transactions (financial field), in which earnings rise along with the speed of system processing.



**【Message from Vice Chairman Masatoshi Go】** Our activities commenced in 2000 and have gradually widened. As a matter of fact, venture challenges have been increasing, and so have the ranks of parties investing in them. About half of the total current investment of about 400 billion yen comes from business companies. Nevertheless, there is no sense of being able to take a risk with the related funds. As things now stand, investments are made mostly in the middle or later stage; investors seem reluctant to make outlays in seeds or the early stage. Sales of companies can rise sharply in the first or second year after their founding. People who try to open up a new market run up against barriers many times. Those who overcome these barriers emerge as the winners. Once they make the rules, they attract the attention of even major firms, and a new market takes shape. For all sorts of reasons, we are eagerly looking forward to what next year will bring, too.

#### 《Impressions》

This was our last Plan Presentation meeting of 2019. It drew the participation of many people and was a resounding success. We are earnestly hoping to host many presentations by promising companies again next year.

**NPO Venture Support Mechanism  
MINERVA  
TNP Partners / TNP On The Road  
TNP THREADS OF LIGHT**