

223th Business Plan Presentations Held on December 8, 2020
at Iwasaki Gakuen, Shin-Yokohama, Japan

1. Mindshift Inc. President Mr. Munetoshi Kashiwagi <http://www.mindshift.co.jp>(Japanese)
Another Presenter AI Sales Division Manager Mr. Masamichi Takakura

Established in February 2007 Capital stock: USD \$ 530,000

Mindshift, Inc. provides a chatbot service applying AI that is used by local governments, and services utilizing an engine of its own development. More specifically, it is developing business with the following technologies.

* Inference engine * Similar document search engine * AI chatbot

[Re-Cap] The key advantages of Mindshift's products are as follows. 1) They can be incorporated right away, provided that FAQs are available. In the quickest case, introduction took only six hours. Their main strengths are a low price enabling introduction even by small and medium enterprises and local governments, the simplicity of the introduction procedure, and easy maintenance. 2) The more they are used, the smarter the products become. The company is looking for funding so that it can make a full-fledged effort to promote sales, and would like to receive referrals to sales channels.



2. FURREX Co.,Ltd. President Mr. Kiyoshi Daimatsu

Another Presenter Engineering and Regulatory Manager Mr. Hiroshi Uno, Advisor Mr. Satoshi Yokoyama

Established in May 2000 Capital stock: USD \$ 600,050

* Furrex Co., Ltd. is involved in the research and development of ventilators (artificial respirators) and related products for sustaining life.

* It provides services in technical consultation, i.e., advice and support for application of technology to medical equipment.

* It also provides services in pharmaceutical affairs consultation, i.e., advice and support for management of medical equipment quality and safety, and construction of corporate setups, based on requirements for compliance with the Pharmaceutical and Medical Device Act.

* It intends to begin handling a new type of ventilator applying patents related to ventilators and artificial noses, plus devices for improving physical condition utilizing stress alleviation. In addition, it is developing products for social contribution aimed at co-existence and harmony.

* Of particular note is its activity to develop medical equipment based on extensive application of advanced Japanese technology in the medical field.

[Re-Cap] The presenters said that, while the rate of domestic production for ventilators is 42 percent and ensures a considerable supply, that for ventilator-related items (such as artificial noses) is no higher than 4 percent, and the supply could therefore tighten going forward. While use of ventilators ordinarily requires the attachment of heat and moisture exchangers (HMEs) for the purpose of heating and moisturizing, artificial noses can be attached to discharge this function. Furrex's artificial noses are characterized by the delivery of a heating function in addition to a moisturizing function re-using exhalation and a filtering function.



3. MEDIOTEC Co.,Ltd. President Mr. Hidemori Matsumoto <http://www-mediotec.co.jp>(Japanese)

Established in July 1996 Capital stock: USD \$ 959,600

To build mechanisms able to withstand the fast-paced changes facing the electric power industry (e.g., worldwide currents, changes in climate and population structure, and the threat posed by Covid-19), MEDIOTEC Co., Ltd. is responding to social needs for the construction of virtual power plants (VPPs) for supply of low-voltage power to detached houses, collective housing, small-scale plants, stores, etc. Its activities are backed by the know-how and other resources accumulated through its renewable energy source development, business in power supply, and work with EMS equipment over the last 25 years. To build the VPP society, it is taking action in three areas: 1) installation of solar panels based on third-party ownership for collective housing ("solar share direct" services, housing with disaster-mitigation features), 2) installation of solar panels based on third-party ownership for corporations (for "double-zero" systems requiring no initial investment and producing no CO2 emissions, as part of ESG measures, etc.), and 3) power supply with dynamic pricing and demand-side control utilizing AI. It is developing its business with a view to listing in fiscal 2025 (beginning in January 2025).

[Re-Cap] According to Mr. Matsumoto, while the solar panels installed by other companies for VPPs are mainly in the segment of detached houses, MEDIOTEC installs them for collective housing, and therefore faces almost no competition. He also said they were currently negotiating deals for about 220,000 households in about 8,000 buildings, and that they were aiming for IPO further in the future.



[Message from Vice Chairman Masatoshi Go] Owing to the pandemic, virtually all seminars are now being held online. Online seminars are convenient because people do not have to spend time going anywhere and can participate even without leaving the house. Nevertheless, real seminars also have benefits of their own. These, of course, include the peace of mind that comes with face-to-face conversation, and the ability to engage in casual talk apropos of a project and to build horizontal ties.

Beginning next year, we at MINERVA as well are thinking about trying various approaches for use of both online and real formats. Although we do not know what the Covid situation will be this coming February, we are expecting an increase of people involved with MINERVA by holding seminars online. We are counting on your continued support of our efforts!



《Impressions》 This was our last Plan Presentation meeting of 2020. In spite of the Covid pandemic, in December, too, we managed to hold the business plan presentations meeting, which attracted about 30 participants. We are earnestly hoping to host many presentations by promising companies again next year.

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