

## 232th Business Plan Presentations Held on November 9, 2021

### SHINYOKOHAMA-3CHOME-DAIHOI

#### 1. nextEDGE Technology K.K. President Mr. Taisuke Sakamoto

<http://www.nextedgetech.com/en/index.html>

Established in March 2004 Capital stock:USD\$ 100,000

nextEDGE Technology's core business is aeroTAP, a touchless interface which it developed under the concept of operating a computer without having to touch it. Non-contact operation is now a requisite technical feature to prevent the spread of infection, and the company is working even more diligently to develop technology for its practical utilization in various applications. Touchless operation can be achieved merely by connecting a small 3D camera (aeroTAP 3D camera, stereo vision type) of its own development to the user's existing system. The system offers both a palm (of the hand) mode enabling operation away from the computer, without having to tap the keyboard or move a mouse, and a non-contact touch panel mode, in which touch panels that have been shut down due to the pandemic can be restarted and operated merely by moving the fingers in the air over them. Both modes mitigate the burden of image processing and enable operation even on a tablet computer; there is no need for a high-spec computer. The company is striving to broaden use in areas including smartphones, reception systems, mobility robots, VR/AR, and human motion analysis.

**【Re-Cap】** The demand for touchless technology is gradually widening from entertainment to infrastructure. As a system for computerized support of surgery on the sites of medical care, nextEDGE Technology's product can assist medical image access and endoscopic surgery, and thereby lessen the risk of hospital-acquired infection. Mr. Sakamoto said that the company is considering development of business not only in Japan but also in the United States, Europe, and other regions going forward. He added that they also wanted to develop a new 3D camera.



#### 2. ORLIB Limited President Mr. Masaharu Satoh <https://www.orlib.jp/>

Established in May 2020 Capital stock:USD\$ 30,000

ORLIB Limited is operating business in high-energy secondary cells based on original technology, and related areas. Its high-energy cells make practical utilization of silicon anodes based on a new manufacturing method. The company is currently developing technology for practical use of an organic thioamide compound for the cathode. It has an assortment of three cells: ORLIB-1, which uses new anode material and has completed prototyping and operation confirmation (with an energy output that is 1.5 times as high as conventional cells), and ORLIB-2 and ORLIB-3, which have completed proof-of-principle testing and use new cathode materials (with energy outputs that are two and three times as high as conventional cells, respectively). For ORLIB-1, it has launched market surveys regarding use as a cell for drones that would lengthen the flight duration. It plans to start with consigned production in response to demand beginning with ORLIB-1 or to pursue mass production through the introduction of a pilot plant etc.

**【Re-Cap】** ORLIB Limited is a start-up venture born of JAST START, a program to support the emergence of new industries from university projects. Mr. Satoh stated that the drone market alone amounted to about 120 billion yen last year. Starting with drones for inspection of infrastructure, the business is anticipated to expand in turn to high-altitude platform stations (HAPS) and electrical vertical take off and landing (eVOTL) craft, where development can be completed over the short term, and EVs and power storage, where development will take more time and require large-scale facilities for prototyping.



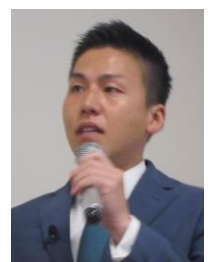
#### 3. NX resort Co.,Ltd. President Mr. Tsuginori Tanaka <https://nxresort.com/>(Japanese)

**Presenter Mr. Kazumasa Ota, Managing director/financial integration/CFO**

Established in September 2021 Capital stock:USD\$ 99,000

NX resort Co., Ltd. has adopted the mission of "reviving the time and space left behind in the times by the breath of resorts" through effective use of the synergy generated by the three elements of spatial design, targeted marketing, and AI/IT in resort business. In accordance with this mission, it is renovating dilapidated properties and aspiring to the resolution of social issues including regional revitalization, SDGs, and diverse work styles (after the pandemic). More specifically, the main subject of its business is the resort-style condominiums that started up in largely rural areas when Japan's economic bubble was at its height. Owing to factors such as the aging owners, the management expenses for these condominiums can no longer be recovered. For these and other reasons, they are currently not being properly maintained and have no prospects for rebuilding and repair. The company has constructed a scheme for buying or renting individual units in these condominiums, renovating them, and operating them as resort units that will yield earnings. By creating a bigger flow of people around aged properties and generating earnings, the business will be linked to an increase in the value of these properties and therefore have a social worth as well.

**【Re-Cap】** The main target stratum for the renovated properties is the young (aged 18 - 23). Influencers post photos of properties on Instagram, and this has enabled the company to increase the number of page views without any advertising expenditures. Mr. Ota said that the properties were always booked solid for the coming three months. He also said that the company is focusing on the blue ocean market positioned between resorts/Japanese-style inns and low-cost no-frills accommodations.



**《Impressions》** This installment of the Business Plan Presentations meeting drew many participants to the site in spite of the bad weather. There is only one more meeting left this year. We ask any companies that would like to make presentations to please contact us well in advance.