

241th Business Plan Presentations Held on October 11, 2022**YOXO BOX****1. APC maintenance Co.,Ltd. President Mr. Atsushi Omura** <https://www.apc-maintenance.com/>(Japanese)

Established in January 2004 Capital stock:USD \$ 620,000

APC maintenance is working for the diffusion of industrial- and agricultural-use solar-sharing photovoltaic (PV) power generation systems based on the store of technical capability it has accumulated so far through its core business in installation of all-electric housing systems, PV systems, and storage cells. It is also putting resources into research concerning optimal crops for agrivoltaic systems, out of its desire to contribute to the revival of agriculture by making effective use of land, and, by extension, to an increase in Japan's rate of food self-sufficiency.

In the supply of power to individual housing units as well, the installation of PV systems is anticipated to spread rapidly amid the shift from the conventional sale of power to utilities to self-generation of power for self-consumption as the main objective. In this situation, there is a worsening shortage of businesses with the requisite installation capabilities. In response, APC maintenance is building a setup enabling one-stop performance of all steps from installation and checking to maintenance and even scrapping, as an enterprise that handles the last mile on the road to attainment of SDGs in the energy field.

[Re-Cap] The company's solar-sharing system constitutes a landmark scheme for cultivation of crops beneath PV systems, thereby producing both crops and energy on the same plot of land. To make this scheme a reality, it is important to identify the kinds of crops that can be cultivated even under the influence of the shade from the PV system panels. For this purpose, the company established the Solar Sharing Association, Inc. (a general incorporated association) in June 2013 and launched repeated tests of cultivation at proving facilities aimed at identifying crops adapted to the system. These tests determined crops which would not be significantly influenced by the shade, and others whose quality actually rose in the shade. Mr. Omura said that the company will strive for the diffusion of the solar-sharing system going forward. He added that it is promoting installation on abandoned or idle farmland that would not entail the felling of forests, which absorb CO2.

**2. NOEX Inc. President Mr. Yuki Yamada** <https://noex-inc.co.jp/>(Japanese)

Established in June 2015 Capital stock:USD \$ 30,000

NOEX's forte is the production of electrical equipment for connection to IoT networks. To enable customers to manufacture products even if they are not manufacturers, it has made arrangements for performance of everything from product development to on-site construction, as if for its own business.

For the majority of the products which it develops, NOEX performs the product design, designs and constructs the fabrication equipment, and manufactures the products, all by itself. One of the products bearing its own brand is the Kpnetworks KPWL-0300H, a wireless LAN access point. It is being used by schools, local governments, factories, and other customers that need connection both over a wide scope and rapidly, even with installation of few access points.

[Re-Cap] Generally speaking, the main barriers to the commercialization and mass production of products at present are inabilities in the following three aspects: 1) achieving specifications that will enable ideas to be turned into mass-produced goods, 2) getting products into markets as merchandise, and 3) controlling the highly complex mass-production process. Collaboration with NOEX makes it possible to transform new ideas into mass-produced goods. Client companies can therefore bring out products even if they are not manufacturers, and concentrate on their fields of special competence.

**3. Takerobo Corporation President Mr. Kiyooki Takeuchi** <http://www.takerobo.co.jp/>(Japanese)

Established in August 2011 Capital stock:USD \$ 1,940,000

There are two basic types of AI engines: communication-oriented and search-oriented. Takerobo Corporation is engaged in the development, commercialization, and provision of AI solution systems applying these AI engines, in forms including dialogue-type robot devices, AI chat bots, AI search systems, study & training AI, and AI for medical interview training and childrearing. Thanks to their overwhelming performance and usability, these AI systems are installed and in regular operation at local governmental offices, shopping malls, supermarkets, expressway service areas, drugstore chains, financial institutions, universities & learned societies, hotels, and other places.

These circumstances are presenting the company with opportunities for a great expansion of its business (owing to needs among customers). Because it would be difficult for it to respond to all of these needs on the strength of its own resources alone, it is looking for partners that could furnish it with support.

[Re-Cap] Takerobo Corporation has two key features: 1) connection to Takerobo Cloud, its AI communication management system, readily enables all sorts of devices to participate in AI communication, and thereby delivers high-performance dialogue; and 2) it owns a Google-type search system consisting of original data (for the company's own Google-type searches). According to Mr. Takeuchi, there have thus far been almost no other companies that have their own search systems.

**[Message from Ms. Setogawa of Mitsubishi Estate Co., Ltd., who is in charge of the operation of YOXO BOX]**

October 31, 2019 saw the establishment of YOXO BOX (pronounced "Yokuzo Box") in Yokohama's Kannai district as a center of support for the growth of start-up companies. The name "YOXO BOX" reflects our hopes that the center will become a sandbox (= testing ground) for the generation of new interchange in Yokohama.

Toward promotion of the "Innovation City, Yokohama" vision, we are implementing the YOXO Accelerator Program for start-ups and providing services in individual consultation by experts in start-up support.



[Impressions] Beginning with this installment, we are holding the Business Plan Presentations meetings at YOXO BOX in Kannai. Although we had just made the change to the new venue, it was filled with many participants who engaged in a lively exchange of information. The companies which made presentations this time were bringing about innovations in different fields and striving to create new markets. We are looking forward to their future activities. If you are interested in presenting, we would appreciate it if you could contact us as soon as possible.