

242th Business Plan Presentations Held on November 8, 2022

YOXO BOX

1. KANAKEI LLC President Mr. Ryuta Chiba <https://kanakei.jp/>(Japanese)

Established in July 2013 Capital stock:USD\$ 10,000

KANAKEI is a newspaper venture now in the 10th year since the publication of its first issue. It publishes *KANAKEI*, a monthly economic newspaper for Kanagawa Prefecture. In its coverage, it focuses on small and medium enterprises (SMEs) & small businesses in Kanagawa that are not taken up in the major mass media. Each month, it publishes one issue (paper medium). Through its newspaper, it furnishes SMEs who are not given many publicity chances in spite of their efforts with opportunities to disseminate information on (advertise) their activities. At the same time, publication of the newspaper occasions partnerships, because it also provides information on local companies to local management executives.

Mr. Chiba took up the challenge of launching a new company in a “printed-word” business (newspapers) that is in sharp decline. *KANAKEI* is Japan’s first local economic paper that is for local SMEs and supported by them. Going beyond the bounds of newspaper publication, the company practices “solution journalism” for SMEs; its reporting activities are linked to the solution of issues faced by local SMEs.

By making the most of the store of information it has accumulated so far through its steady reportage and its future continuous reporting activities, it intends to promote the development of what will be Kanagawa’s largest industrial information platform, and one that will make the industry in the prefecture visible.

【Re-Cap】 KANAKEI LLC dares to be a stickler for a newspaper (paper medium) and attaches importance to the provision of accurate information. Mr. Chiba said this is because of the decrease in objective information along with the rise of the networked society. According to him, the newspaper unearths, and publishes reports on, a total of 400 companies in Kanagawa every year, and has led to 100 cases of business matching every year. He added that KANAKEI news reports sent to an organization supporting Taiwan is leading to business matches between Kanagawa and Taiwanese firms. He concluded his presentation with a stirring expression of his desire for SMEs in Kanagawa to shine more brightly and his earnest hopes for a revival of “made-in Japan,” starting in Kanagawa.



2. PharmaBio Corporation President Dr. Hitoshi Kusano

<https://www.pharmabio.co.jp/en/index.html> (English)

Established in April 1978. Secondary establishment in Oct 2010. Capital stock: USD\$ 700,000

PharmaBio went into business as a contract development and manufacturing organization (CDMO), mainly in the field of regenerative medicine products, in KING Skyfront in Tonomachi, Kawasaki in October 2018. It recently succeeded in launching a business in drug discovery for regenerative medicine by drawing on the know-how it acquired through its development and manufacturing so far.

At present, PharmaBio’s core technology is cell sheet manufacturing technology that makes absolutely no use of artificial materials. This technology is thought to be applicable for a wide range of patients, because the cell sheets can handle various types of cells. Of particular note is its pipeline, currently in clinical trials, for myopic retinchoroidal atrophy using human mesenchymal stem cells derived from adipose tissue. The company is energetically making preparations for the first case of its utilization for treatment before the end of the year, and is currently raising funds for this purpose. The start of these clinical trials also represents a big step toward the company’s listing, and Mr. Kusano therefore requested support from those in attendance at the meeting.

【Re-Cap】 One of the reasons for the attention to myopic diseases is the prediction that, by 2050, more than 60 percent of the world’s population will be afflicted with myopia. Because the number of persons with myopia is still small, however, PharmaBio is planning for an expansion of application to age-related macular degeneration, which is estimated to affect about 700,000 persons in Japan.



3. Techno-Labo.,Co.LTD. President Mr.Terukuni Hayashi

<http://www.techno-labo.com/> (English)

Established in August 2008 Capital stock: USD\$ 60,000

Techno-Lab upcycles marine plastic debris. It makes beautiful craftwork objects using debris picked up by volunteer groups. It is giving financial support to these groups with revenue from purchase of its products. It is also striving to provide spiritual support through the use of its products by purchasers who value them in their daily lives. It aspires to commercialize a scheme that will transform plastic debris, whose existence has been just a nuisance so far, into a bridge connecting persons who live in areas where plastic debris drifts ashore and those who live in others where it does not.

【Re-Cap】 Techno-Lab is in the 17th year since its founding as a plastic manufacturer. Its products are positioned as articles that are made from discarded plastic but will not be discarded themselves. They bear the brand “buφy,” (pronounced the same as “buoy”), which has the connotation of both “buoy” and “buying” as opposed to “discarding.” It affixes a label indicating the place(s) where the materials were collected to all of its products, which include bath goods, general-purpose stationery trays, and coasters. All of these products are one-of-a-kind worldwide, reborn from upcycled plastic debris (see the photo below).



【Impressions】 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.

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