

**248h Business Plan Presentations Held on June 13 2023****YOXO BOX****1. Piezo Sonic Corporation President Mr. Kouhei Tada** <https://www.piezo-sonic.com/>(Japanese)

Established in December 2017 Capital stock:USD \$ 35,000

Piezo Sonic Corporation is engaged in the development and manufacture of piezo sonic motors and Mighty, an autonomous mobile robot. The former are ultrasonic motors that are optimal for robots and precision conveyance devices, and make it possible to reduce power consumption worldwide with their zero stand-by power. The latter applies the running mechanism used by lunar exploration robots and can operate on uneven terrain. Piezo sonic motors have also been adopted for the RFP9 project for development of next-generation motors sought by the Japan Aerospace Exploration Agency (JAXA). The company is setting about the development of products capable of a bigger power output than conventional motors. It is pursuing this development with a view to having the Mighty series perform not only conveyance work but also measurement and guidance work accompanied by movement over uneven terrain, and serve as a robot platform for robots supporting operations.

**【Re-Cap】** Piezo Sonic Corporation aspires to be the leading company in the niche market for motors used in magnetic field and space vacuum environments, and robots that can run over uneven terrain. This market is estimated to amount to about 3 trillion yen. Mr. Tada said that it already has transactions with over 100 companies, inside and outside Japan, in the fields of robots, medical equipment, and research.

**2. knewit Co., Ltd. President Mr. Naoya Ogawa, Presenter Mr. Kei Tamura, Biz Manager**

<https://www.knewit.jp/>(Japanese)

Established in February 2023 Capital stock:USD \$254,940

A software-as-a-service (SaaS) company, knewit Co., Ltd. performs cloud management of delivery procedure documents, vehicle allocation plans, and other documents used in intercorporate logistics by shipment consignors and carrier companies. It aims for improvement of both on-site operations and management, through increased efficiency in routine work by drivers and determination of the overall situation in the supply chain from a management perspective. It has recently been focusing on strengthening its products. Going forward, it intends to take up the challenge of new approaches applying data for items that have been difficult to visualize so far, while drawing on the strengths of its knewit tool. The company is taking aim at providing higher value and responding to client needs through efforts making effective use of its data in areas such as vehicle allocation planning, joint shipment support, and on-premise autonomous driving.

**【Re-Cap】** The vision targeted by the company is provision of support for supply chains by having “addresses,” i.e., detailed information on destinations in intercorporate logistics, become the common language of cargo carrying. Mr. Tamura said it wants to bolster introduction of its services not only in the Tokai area, which it is currently cultivating, but also in the Keihin industrial zone.

**3. Restar Holdings Corporation President Mr. Kunihiro Konno**

**Presenter Mr. Yuki Kase, Specialist , Business Development Department,  
Corporate Strategy Headquarters** <https://www.en.restargp.com/>

Established in April 2019 Capital stock:USD \$ 43,830,000

The Restar Group is developing business in a wide range of areas including devices, EMS, procurement, electronic equipment, system equipment, energy, plant factories, and related technology. It generates an interbusiness synergy and innovative ideas by seamlessly linking the functions, technologies, and know-how it has in these businesses. Last year, the Group began providing a new service, in the form of consulting-oriented business matching. This service is completely free and directed to attainment of the “electronics information platformer” goal posted in its management philosophy. It utilizes the Group resources centered around electronics, and rests on a diverse intercorporate synergy and symbiosis with partners. The company thinks it will be able to support the creation of innovations and supply new value through intercorporate interchange and coordination among industry, academia, and government.

< Business matching service outline: Restar Matching Service (RMS) >

This service is a platform for efficient business matching with firms of various industries and sizes. It promotes exchange among companies and can furnish support for matching that could lead to the joint development of new business models and services, technical partnership with other firms, and the expansion of research results in areas such as market cultivation.

In response to needs among client companies, Restar mobilizes its human resources, and has concierges who identify at least one candidate for matching and make approaches to it.

< Points > 1) Can be used for free, 2) full use of human resources to find candidates matching the client’s needs, 3) data base of more than 20,000 candidate companies, and 4) identification of and approach to at least one candidate (no guarantee of an interview).

**【Re-Cap】** Beginning with this installment of the Business Plan Presentations meeting, companies making presentations will be given priority in trial use of the service, starting with the free plan. According to Mr. Kase, Restar’s matching service encompasses government-industry coordination and discussion with researchers. This enables a wide range of approaches that are not confined to the electronics field. If you have even a little interest in the service, please contact the MINERVA Secretariat as a first step.

**【Message from Vice Chairman Mr. Takahashi】**

Besides being Vice Chairman of MINERVA, I also serve as Representative Director of the Yokohama Management School Based on Philosophy. August 24 (Thurs.) is the anniversary of the death of Kazuo Inamori, and we decided to hold a lecture in memory of him on that day. We invited Sachio Senmoto, former Vice President of DDI, to deliver this lecture. Mr. Senmoto has an amazing abundance of experience with venture firms. Those who come to the lecture will undoubtedly be able to get many insights that could be of considerable help. I urge you to consider attending the lecture if you are at all interested.

