

249h Business Plan Presentations Held on July 11 2023**YOXO BOX****1. Okage Co.,Ltd. President Mr. Yoshihisa Uchida, Presenter Mr. Shinya Okuda, Director CFO**<https://okagekk.com>(Japanese)

Established in June 2009 Capital stock:USD \$ 1,000,000

Okage Co., Ltd. is engaged in the development and provision of Okage DX Platform, a software-as-a-service (SaaS) platform targeting the restaurant business. This platform enables cloud-based, integrated management of a total of 10 products, including mobile ordering, self-checkout registers, and mobile POS. Its key strengths number four: 1) an all-in-one SaaS dedicated to the restaurant industry, 2) a full-cloud structure that is optimal for AI transformation, 3) unique functions and a team specializing in the restaurant industry, and 4) an alliance arrangement with major companies in the industry.

Going forward, in addition to reducing labor requirements, the company intends to combine client data with its own POS data and offer support for AI-based management. It is focusing on customer relationship management (CRM) and FinTech (payment, prepaid gifts, credit algorithm provision, etc.), for which there are strong needs, especially among small and medium restaurants.

In addition, the target is not confined to restaurants (whose market comes to 18.2 trillion yen); it is expanding to include hotels, Japanese-style inns, entertainment facilities, commercial facilities and other facilities serving food and beverages (with a market on the scale of 46 trillion yen). Okage has posted the mission that translates “making particularity and hospitality shine,” and is determined to heighten the dietary culture and values of which Japan can boast to the rest of the world in sustainable forms, using the power of technology. Its aspiration is to bring into reality a world in which restaurant customers, employees, and owners all wear smiles.

【Re-Cap】 Mr. Okuda stated that Okage was hoping to take full advantage of its aforementioned three key strengths to attain an annual recurring revenue (ARR) of 5 billion yen by the end of fiscal 2027.

**2. KUROFUNO Inc. President Mr. Ryo Kurakata, Presenter Mr. Hiroki Matsumoto, COO**<http://www.kurofune-inc.com/>(Japanese)

Established in February 2018 Capital stock:USD \$ 410,000

KUROFUNO Inc. provides Kurofune Life Support, a life-supporting application directed to foreign nationals residing in Japan. To encourage targets to download the app before coming to Japan, it has agents in the concerned countries (which include Vietnam, the Philippines, and Indonesia) to engage in sales activities. Through this approach, it is increasing the number of users. For the future, it intends to expand the services available on the app and have it function as an infrastructural app whose users will find that life in Japan would be inconvenient without it.

【Re-Cap】 KUROFUNO's mission is to “open up” the world of foreign residents by achieving a society that they will feel is as easy to work and live in as their home country. The number of foreign nationals working in Japan totaled about 1.7 million in 2021 and is forecast to increase steeply and reach about 6.7 million in 2040.

**3. C's Co.,Ltd. President Mr. Sotaro Taira <https://cs-g.co.jp/>(Japanese)**

Established in January 2020 Capital stock:USD \$ 92,000

C's Co., Ltd. plans, develops, and operates AGENTO, a sales force automation (SFA; sales support) system that can bring a five-fold increase in the efficiency of efforts to recruit new corporate customers. Because the system is a completely result reward service model, clients can construct external sales organizations for it with minimal risk. In addition, because it can handle all types of attractive merchandise directed to companies that can be cross-sold to existing customers, it also holds prospects for an increase in the amount of purchase per existing customer.

In the SaaS (business matching) market, which continues to grow at a rate of about 130 percent annually, the company plans to develop business with a positioning that avoids conflict with the SFA of other companies and enables use together with them. It wants to construct SFA systems and sales organizations of the sort that are most needed by companies engaged in B-to-B business.

【Re-Cap】 Mr. Taira had the goal of starting his own company from his high school days. The company's name means “a gathering of C's,” “C” being the symbol for the chemical element carbon. A massing of “C's” would form the world's strongest diamond that would sparkle forever. There is also the connotation of versatility, because carbon bonds with various other substances and changes into various things. Mr. Taira's dream is to make the company Japan's No. 1 corporate sales organization. His vision for the future includes listing.

**4. EvoCare Japan Co.,Ltd. President Mr. Yoshiki Sasaki, Presenter Mr. Hikaru Toyama**<https://evocare.co.jp/>(Japanese)

Established in October 2022 Capital stock:USD \$ 250,000

EvoCare Japan Co., Ltd. is the Japanese subsidiary for sales of a remote rehabilitation platform that is covered by national insurance programs in Germany, Switzerland, and Austria. While aiming for coverage of the platform by the national insurance program in Japan as well over the long term, it is striving for earnings in the market for rehabilitation services at the patient's self-expense over the short term. The system has the following features: 1) the time efficiency is about 10 times as high as that in face-to-face (in-person) rehabilitation, 2) the patient can confirm the rehabilitation performed, and 3) the system is a tool used by rehabilitation professionals. In profit-making business in rehabilitation services at the patient's self-expense, the company is planning to provide its remote services on a “to-C” basis for the influx of clients from the profit-making business of insurance companies, while bringing on board locations offering rehabilitation services at the patient's self-expense. For contribution to checking and improvement of patient adherence, it is participating in a proving test through add-on to rehabilitation research. It intends to follow this with a proving test aimed at coverage by the national insurance program.

【Re-Cap】 The company is a joint venture of Medical Informatics Co., Ltd. and the German firm EvoCare Holdings. As a pioneer in the field of remote rehabilitation, it aspires to the generation of a market worth 460 billion yen and a social impact on the order of 1 trillion yen annually.



《Impressions》 For this installment of the Business Plan Presentations meeting, participants who came to the venue filled it to capacity, and I felt that we had recovered the level of vitality before the pandemic. Due to summer vacation, the meeting will not be held in August. The next meeting is therefore scheduled for September.

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