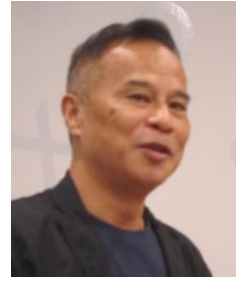


**259th Business Plan Presentations Held on July 9 2024****YOXO BOX****1. Guide Robotics Inc. President Mr. Manabu Ushiro**

Established in December 2020 Capital stock : USD \$ 1,000,000

Guide Robotics Inc. has released Guide NS™, a visualization solution for forklifts and freight vehicles in non-GPS environments, based on indoor positioning technology utilizing Visual-Inertial SLAM. It has no need for LIDAR sensors, and can easily deliver accurate positioning from the footage of a stereo camera. It supports the optimization of operations in plants and warehouses, and contributes to the digital transformation of plants and distribution. Going forward, the company is planning to provide services not only in the field of logistics DX but also in others including checks of construction and building sites, infrastructural inspection and guarding security.



**【Re-Cap】** Guide Robotics was established as the first foreign spin-out of the US company SRI International. Its mission is delivery of the capability to guide with computer-vision (business navigation with indoor positioning technology). Recent years have seen an accelerating shortage of hands in plants and warehouses. Connected logistics have been cited as an on-site countermeasure, and businesses are seeking means of making operations in plants and warehouses visible. Conventional systems using radio waves have various problems, such as a low precision and susceptibility to error under the influence of shielding. Mr. Ushiro said that these problems could be resolved with the use of his company's solution. As for the target market, he said that he wanted to make customers out of about 10 percent of all locations of small and medium distributors and large manufacturers nationwide, by 2028.

**2. Visal Co.,Ltd. President Mr. Cota Saito**

Established in October 2022 Capital stock : USD \$ 30,000

『Genuine sustainability』

Visal has developed sustainability assessment indicators and screening system that makes it possible to quantify the sustainability of companies, brands, goods, and services. Besides of course taking approaches to decarbonization by reduction of CO2 and GHG emissions, it has constructed a mechanism enabling calculation of “omnidirectional sustainability.” It is developing business in the following areas using these indicators.

- 1) Consigned sales of genuinely sustainable items through EC sites (to C) -> resolution of uncertainty among customers
- 2) Issuance of sustainability omnidirectional reports on companies and related consultation (to B) -> provision of “quantification and differentiation of sustainable efforts” by companies
- 3) Awarding of points and credits in correspondence with the degree of contribution to sustainability by users -> degree of contribution converted into a commensurate amount of credibility
- 4) Platform connecting sustainable companies and sustainable users -> cases in which companies and users can enjoy a simultaneous mutual benefit commensurate with their contribution

**【Re-Cap】** Mr. Saito said that, up until a few years ago, he had been employed in the development of biomass fuel, photovoltaic power generation, and other technology for the solution of social issues in Jakarta, Indonesia, and that the things he felt there led to his establishment of the company. He also commented that, when people hear the word “sustainable,” they are liable to think of technology for the future and someone else. In contrast, the company's vision places priority on making people alive now happy, and having that joy inevitably lead to happiness in future generations.

**3. Robosensor Technology Research, Inc. President Mr. Masayoshi Ohmura**

Established in August 2016 Capital stock : USD \$ 240,000

Worldwide, about 17 million people are employed in the automotive industry. Loss caused by human error in production work reportedly comes to about 3 trillion annually. Robosensor Technology Research is targeting zero human error in manual work by employees, through the application of the world's most high-performance tactile sensors and wireless sensing systems. In the conventional approach, pass/fail decisions have been made on the basis of inspections of finished vehicles. The company's sensing system, however, makes it possible to immediately learn the identity of the person who performed the particular work, the time when it was performed, and the results. Because the employee in question can confirm the operational error in real time, the operation can be easily improved.

This data base can be used as AI teaching data, and therefore could also be utilized to replace human manual operations by robots along with the fast-paced decline in the labor population over the coming years.

**【Re-Cap】** Robosensor Technology Research's sensors feature a sensor performance that is 1,000 times as high as human tactile sensation and the ability to take sonic measurements in the audible zone (up to 20 kilohertz). Mr. Ohmura said that its corporate customers now number over 200. The sensors can also measure the movement and hardness of blood vessels, and take pulses merely by being held to the carotid artery or wrist. For this reason, the company also has high expectations for application in the field of medical and nursing (long-term care) services. Mr. Ohmura added that the tactile sensor market is forecast to expand to 4 or 5 trillion yen by 2030, and that they plan to incorporate AI for decisions on tactile sensation and develop business in the maintenance market.



**《Impressions》** Although the preceding few days had brought sweltering heat, we received applications for participation in this last meeting until right before it was held. I could sense the high degree of interest among all who attended. There was a lively exchange of views in the reception after it.

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.

NPO Venture Support Mechanism MINERVA  
TNP Partners / TNP On The Road  
TNP THREADS OF LIGHT