

TSUNAMI Newsletter -- June 2010

128th Business Plan Presentations Held on June 9, 2010 at Iwasaki Gakuen in Yokohama

1. TMS Co., Ltd. <http://www.tms-japan.co.jp/en/index.html> (English)

President (Mr. Hiroyuki Kasuya) Established in February 2005 Capital stock: USD2,360,500

TMS's main business lies in the transformation of physiologically active substances produced by the thousands of microbe libraries in the possession of the fermentation science laboratory at the Tokyo University of Agriculture and Technology. These are transformed into pharmaceuticals, which it then licenses to drug companies. TMS is involved in disease domains which have remained largely untouched by the big pharmaceutical firms because of the relatively small number of patients in them, such as intractable and rare diseases. Its strategy is to obtain approval for manufacture within a short time by meeting patient needs in these domains, and then to expand application to peripheral domains with more patients, thereby increasing sales. At present, it is pursuing research and development, jointly with a pharmaceutical firm, of therapeutants for acute cerebral infarction as well as for inflammatory bowel diseases and neurological disorders, which have been designated as intractable diseases by the national government.

【Re-Cap】 Response to needs that are difficult for the big drug companies to address may be considered a strength distinctive to a venture firm. There are high hopes for TMS's rapid advancement, also to help patients who are having trouble finding the right pharmaceuticals for their condition.



Mr. Kasuya

2. Glanz-Earth Co., Ltd. <http://www.glanz-earth.co.jp/> (Japanese)

President (Mr. Hiroshi Miyazaki) Established in August 2009 Capital stock: USD224,100



Mr. Miyazaki

Glanz Earth is engaged in rental business in the rental area (including support for change of residence), related consulting services, and the acquisition, operation, and management of intellectual property rights. It applies a scheme that differs significantly from that of the conventional rent guarantor, and has applied for a business model patent for it. There are about 14 million units in Japan in the private-sector rental housing market, and a new bill for regulation of rent guarantors, renting businesses, and rent management firms (i.e., the proposed Rental Housing and Residence Stability Law - tentative translation) is projected to be passed during the current session of the National Diet. Although this would be an adverse development for other firms in the business, Glanz Earth has a unique scheme adapted to the impending regulations.

【Re-Cap】 In the real estate rental market, the biggest and final task is to minimize various risks associated with rent arrears. Glanz Earth is gamely taking up the challenge of this agenda. Upon passage of the new regulatory legislation, it will clearly be set apart from the ordinary guarantee firm.

3. ASKA-T3 Co., Ltd. <http://www.aska-t3.co.jp> (Japanese)

President (Mr. Toshio Kobayashi) Established in March 2001 Capital stock: USD328,000

Aska T3 conceives, develops, sells, maintains, and operates "e-menu" table-top ordering systems. The systems enable display of menu items on a touch panel, direct placement of orders from the terminal menus, booking and issuance of tickets, and entertainment contents such as games and fortune-telling. They had been installed in a total of 260 restaurants and stores as of the end of May 2010, and the number was projected to rise to 300 by the end of June. Another 300 restaurants had e-menu licenses as of the end of May. The company has also come out with "e-menu Light", an easy-to-use pen-type self-ordering utensil that reads bar codes which have been printed on the menu and are not visible to the naked eye.

【Re-Cap】 Aska T3 made a presentation at a Tsunami meeting four years ago. The style of order placement using touch panels is much more widespread than it was at that time. The company is now introducing new offerings and steadily increasing the number of businesses using its products.



Mr. Kobayashi

4. TMMC Co., Ltd. <http://www.tmmcon.com> (Japanese)

President (Mr. Tatsuo Miyagi) Established in April 2006 Capital stock: USD568,400



Mr. Miyagi

TMMC performs checking of itemized bill statements for medical services outsourced by insurers (such as health insurance associations). It is also prepared to analyze its accumulated store of medical service data and provide related information in response to the needs of insurers. It is distinguished by its efforts to heighten the quality and efficiency of checking work through collaboration between its electronic automatic statement examination system resting on Japan's first rule-based management system and a dialogue-type checking system run by examiners. In addition, it provides information on the results of analysis of diseases and pharmaceuticals, properties of medical institutions, and individual lifestyle diseases using its store of medical service data, free of charge for two years (and for a fee after that).

【Re-Cap】 It was amazing to learn that the more than 1.6 billion yearly electronic data and paper statements are being checked manually. This approach makes it impossible to check all of them individually. Expanded sales of its system is desired also for making medical expenses more fair and reasonable.

The season of hot and humid weather is again upon us. Thanks to all the participants and presenters who came a long way to be at the meeting. Please don't hesitate to contact us at the number to the right if there is a company you want to introduce.

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