


The logo consists of three stylized circular icons, each with a central dot and concentric arcs, resembling signal waves or data nodes.

**TechBIZKON III**



**DECEMBER 4<sup>TH</sup> 2019**  
**EDGE OF // SHIBUYA**

# **DIGITAL HEALTH BEYOND 2020**

A stylized blue heart icon with a white outline, positioned within a square frame.

**Connecting  
Startups,  
Corporates & VCs**

## HOW TO START YOUR STARTUP IN

# AUSTRIA

Austria has emerged as a startup hub, especially in the fields of information technology, media and life sciences as well as creative industries. Forbes selected Austria as one of seven startup hotspots in Europe to found your company.

Austria is larger than you might think

### Austria stands out as ...

- hub between East and West
- gateway to DACH (Germany, Austria, Switzerland), the largest European market with a common language,
- an ideal starting point for introducing products on a manageable, highly affluent market, where rapid expansion is possible.

### Fast moving ...

- **International appeal:** In the European Startup Initiative (esi) survey, the 700 participating company founders voted Vienna among the ten most popular destinations.
- **Greatest appeal:** With the launch of weXelerate, the largest startup hub in CEE is located in Vienna, covering more than 8,000 square meters.

## ACCESS TO TALENT

One in four of the approx. 380,000 students in Austria is of international origin.

This creates a big pool of potential co-founders and early employees. Moreover, it can be a good target group for your business.

## COSTS OF LIVING

- Rent 45m2 €561
  - Food €200+
  - Utilities 45m2 €122
  - Public Transportation €46 (Vienna 1€/day)
  - Internet (8 Mbps) €20
- Total approx. €950+*

## START YOUR STARTUP



21

day to establish the company



25%

corporate tax for startups



€50000

initial shared capital



20%

VAT



ABA – Invest in Austria offers customized information, support and consulting to international investors establishing business operations in Austria. Services of ABA are free of charge.

## DIGITAL HEALTH BEYOND 2020

TechBIZKON III  
Connecting Startups,  
Corporates and VCs

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December 4th, 2019  
3:30 pm to 8:30 pm (doors open: 3 pm)  
EDGEof Shibuya // Entrance Fee: JPY 3,000

## EVENT SCHEDULE

<b>3:00 PM</b>	Registration	<b>5:40 PM</b>	Startup Pitching II
<b>3:30 PM</b>	Opening Remarks Greetings by Organizers	<b>6:25 PM</b>	Flash Pitches
<b>3:40 PM</b>	<b>PANEL I</b> Digital Health Technologies: State of Play in Europe	<b>6:30 PM</b>	<b>NETWORKING COCKTAIL</b> Individual Talks with Startups
<b>4:10 PM</b>	Startup Pitching I  <b>Coffee Break</b>	<b>Startups will be available</b> for individual talks at their tables on both 2F (EDGEof) and 1F (GyG, restaurant on the ground floor)	
<b>5:10 PM</b>	<b>PANEL II</b> Tech Startup Hubs in Europe	<b>8:00 PM</b>	Award Ceremony for Pitching Contest
		<b>8:30 PM</b>	Closing



<b>COMPANY</b> cogvis GmbH	<b>DATE OF INCORPORATION</b> 09/2007
<b>TEAM</b> ➤ Michael Brandstötter // CEO	<b>WEBSITE</b> www.cogvis.at
<b>SECTOR</b> ➤ Healthcare ➤ HealthTech	<b>CONTACT</b> e brandstoetter@cogvis.at m +43 699 1997 1594
<b>STAGE</b> Seed	<b>CURRENT TARGET RAISE</b> EUR 2.000.000
<b>WANTED</b> ➤ Corporates with know-how in 3D sensors who are interested in licensing software for behavior monitoring for care application ➤ Distributors and channel partners with access to nursing homes, assisted living facilities and hospitals with long term care patients and hardware assembly capabilities ➤ Potential end-customers for first pilot projects	
<b>PRODUCT/SERVICE</b> ➤ <b>OUR VISION</b> is to bring the human dimension to care-giving. We provide nurses with AI tools based on privacy conserving 3D imaging sensors that let them focus on compassionate tasks. <b>OUR SOLUTION</b> "Fearless" is able to take over many tasks such as regular check-ups so that human resources are not constrained anymore.	
<b>CORE CAPABILITIES</b> TECHNOLOGY & COMPETITIVE EDGE ➤ Leading provider of AI software for analyzing 3D sensor data in real time ➤ Specialized in human behavior detection for care application covering e.g. out-of-bed and fall detection ➤ Large 3D database of human activities fit for deep learning application	<b>PERFORMANCE &amp; TRACTION</b> ➤ 40+ nursing homes using our solution ➤ Standing R&D collaboration for robotics applications with Toyota Motor Europe ➤ Award winning solution and currently preparing Series A financing round



PHILIPP  
USCHAREWITZ  
CHRISTOPH FIEDLER

**COMPANY**

Holo-Light GmbH

**DATE OF INCORPORATION**

04/2015

**TEAM**

- Philipp Uscharewitz // Chief Project Officer
- Christoph Fiedler // Lead Developer

**WEBSITE**

www.holo-light.com

**SECTOR**

- Industrial Augmented-Reality-Software Development

**CONTACT**

e p.uscharewitz@holo-light.com  
m +43 664 8823 4624  
e c.fiedler@holo-light.com

**STAGE**

Series A

**CURRENT TARGET RAISE**

tbd

**WANTED**

- Industry 4.0 clients
- Series B investors
- Distribution partners or resellers for market penetration

**PRODUCT/SERVICE**

- INDUSTRIAL** Augmented- and Virtual-Reality applications
- 3D**-AR-CAD visualization
- PATENTED** AR input device "Holo-Stylus"

**CORE CAPABILITIES****TECHNOLOGY & COMPETITIVE EDGE**

- Patented AR input device "Holo-Stylus" powered by self-developed AI
- Remote rendering technology for mobile devices independent of any specific cloud
- Cross Platform Multiuser Technology

**PERFORMANCE & TRACTION**

- 40+ PoCs with international customers like BMW, Nissan, Porsche, BASF, Thyssen Krupp, Festo and other industrial players
- 2x winner of German Innovation Award, BAUMA Innovation Award 2019
- Part of 3 Horizon 2020 EU Projects



MORITZ HOYOS  
JOHN LIGHTFOOT

**COMPANY**

Playbrush GmbH

**DATE OF INCORPORATION**

10/2015

**TEAM**

- Moritz Hoyos // Head of Partnerships
- John Lightfoot // Senior Account Manager

**WEBSITE**

www.playbrush.com

**SECTOR**

- Consumer HealthTech

**CONTACT**

e moritz@playbrush.com  
m +43 699 1907 4647  
e john@playbrush.com  
m +44 795 458 6166

**STAGE**

Series A

**CURRENT TARGET RAISE**

EUR 5.000.000

**WANTED**

- Retailers
- Distributors
- Investors
- Insurance Groups

**PRODUCT/SERVICE**

- SMART TOOTHBRUSH** subscriptions to improve Oral Care
- FOR CHILDREN** interactive toothbrushes so children can control mobile games via their brushing movements
- FOR ADULTS** interactive toothbrushes so they can earn back money for dentist treatments while brushing

**CORE CAPABILITIES****TECHNOLOGY & COMPETITIVE EDGE**

- Strongest IP in smart toothbrushing and dental care
- Big Data Analytics linked to innovative subscription services

**PERFORMANCE & TRACTION**

- >15k active subscribers
- 95% m-o-m retention rate (subscription)
- 7-digit revenue



## SCARLETRED



HARALD SCHNIDAR



## COMPANY

SCARLETRED Holding GmbH

## DATE OF INCORPORATION

08/2014

## TEAM

- Harald Schnidar // CEO
- Fredrik Velander // Business Developer

## WEBSITE

www.scarletred.com

## SECTOR

- Medical Device Software
- Teledermatology

## CONTACT

e harald.schnidar@scarletred.com  
m +43 664 410 9404  
e fredrik.velander@scarletred.com  
t +1 617 501 2403

## STAGE

Series A

## CURRENT TARGET RAISE

EUR 5.000.000

## WANTED

- (strategic) Investors
- Clients (cosmetics industry)
- Strategic Partners (CROs)

## PRODUCT/SERVICE

SCARLETRED is the leading expert in skin monitoring and skin image analysis. The clinically validated software enables high quality remote skin imaging and analysis in a multitude of skin conditions and is supplied to biopharma and cosmetics companies, governments, hospitals and clinicians via Software as a Service (SaaS).

## CORE CAPABILITIES

## TECHNOLOGY &amp; COMPETITIVE EDGE

- Objective skin image analysis
- Artificial Intelligence
- Predictive Analytics

## PERFORMANCE &amp;

## TRACTION

- CE class 1 medical device and ISO13485 certification
- Austrian State Prize in Digitalization
- Award by WSA United Nations for Social Impact Technology

ALEXANDER KRAUSER  
MARCO ALBINUS

## COMPANY

SCIO Holding GmbH

## DATE OF INCORPORATION

06/2014

## TEAM

- Alexander Krauser // CEO & Co-Founder
- Marco Albinus // Director Business Development

## WEBSITE

www.scio-tec.com

## SECTOR

- Automotive
- Aerospace
- Health Diagnostics

## CONTACT

e a.krauser@scio-tec.com  
m +43 664 824 51 91  
e m.albinus@scio-tec.com

## STAGE

Series A

## CURRENT TARGET RAISE

EUR 10.000.000

## WANTED

- (Strategic/Cooperation) Partners

## PRODUCT/SERVICE

WE ARE one of the world technology leaders in printed electronics and the only company who has already got the aerospace certification and is flying with 2 products. Furthermore we will set up a new industry for health diagnostics

## CORE CAPABILITIES

## TECHNOLOGY &amp; COMPETITIVE EDGE

- 20 years of experience in printed electronics. We developed thousand of parameters to gain the certification in Automotive and Aerospace.

## PERFORMANCE &amp;

## TRACTION

- First company worldwide with 2 products in the air
- First company worldwide in Automotive Exterior for German luxury class vehicles in Europe

BAHER AL HAKIM  
FADI HADDAD

## COMPANY

Medicus AI GmbH

## DATE OF INCORPORATION

09/2016

## TEAM

- Baher Al Hakim // CEO
- Fadi Haddad // Head of Global Business Development

## WEBSITE

www.medicus.ai

## SECTOR

- Digital Health
- MedTech

## CONTACT

e baher@medicus.ai m +43 664 8823 4624  
e fadi@medicus.ai m +43 660 397 76 86

## STAGE

Series A

## CURRENT TARGET RAISE

Series A fundraising concluded for global entity, TBD for Japanese entity

## WANTED

- Clients (labs, insurance, EPRs, clinics, hospitals)
- Investors
- Distribution Partners

## PRODUCT/SERVICE

► **MEDICUS IS AN AI-BASED PLATFORM** that interprets and converts medical reports and health data into an interactive, personalized experience with easy-to-understand explanations, insights and continuous health coaching.

CORE CAPABILITIES  
TECHNOLOGY & COMPETITIVE EDGE

► Medicus is based on a medical reasoning engine that allows for real-time reasoning and interpretation. The reasoning engine is only based on accepted medical knowledge and country-specific guidelines. It adapts to and personalizes the user experience (type of insights, tone of voice, frequency, etc.) based on the users' unique profiles and their interaction behavior with all of Medicus' content. In total it covers 400,000 rules and 500,000 words of content.

## PERFORMANCE &amp; TRACTION

- We have 21 deals confirmed across 18 clients, with a booked revenue of EUR 3.1M out of which a minimum of EUR 820K is the annual recurring revenue
- 11 out of the 21 deals are pilots and have a potential deal value of EUR 9.2M once they convert to full-term contracts
- Our 18 clients have a combined patient reach of 32M patients and generate a total of 112M reports per year



PETTERI JOENPOLVI



## COMPANY

ADESANTE

## SECTOR

- HealthTech
- Imaging
- Robotics

## TEAM

- Petteri Joenpolvi // CEO (FTE)
- Mika Anttonen // SW developer (FTE)
- Tomi Kulmala // Sales Manager (FTE)
- Markus Jokela // Project Manager (PTE)
- Denis Kouzminskyi // Lead SW Dev. (PTE)
- Pasi Porramo // Chairm. o. t. Board (PTE)

## DATE OF INCORPORATION

03/2017

## WEBSITE

www.surgeryvision.com

## CONTACT

e petteri.joenpolvi@adesante.com  
m +358 4000 12392

## STAGE

Scaling up (preparing for an A-Round)

## CURRENT TARGET RAISE

USD + 10.000.000

## WANTED

- Investors. We have investors willing to join, but lacking a lead investor (~5MUSD).
- Distributors / Business partners. To bring this product to the Japanese healthcare market.
- Customers. First reference customers to purchase product into their use in Japan.

## PRODUCT/SERVICE

► **CURRENT:** SurgeryVision is a planning tool for surgeons, utilizing VR technology. It creates 3D stereoscopic model from MRI/CT images in seconds. Surgeons can then plan the surgical procedure into the model and show that on the screen in the Operation Theater. Reduces surgical failures and shortens OT time.  
**NEXT:** Position that data properly on the patient in the OR and let robots operating fully autonomously. Leading zero surgical failures (discarding surgeons).

CORE CAPABILITIES  
TECHNOLOGY & COMPETITIVE EDGE

- MDD classified product which is in the market and in use by several University hospitals, Concept proven to work.
- Clear idea / strategy where to focus and how to get there. Leader in surgical planning.
- Deep understanding of global health tech market.

## PERFORMANCE &amp; TRACTION

- Paying customers
- Break even (target) in April 2020
- Available in 3 continents, Distributors in +10 countries



HANNU MARTIKAINEN  
HANNA EKMAN



**COMPANY**  
Emtele Ltd

**DATE OF INCORPORATION**  
04/2005

**TEAM**

- Hannu Martikainen // CEO
- Hanna Ekman // EVP

**WEBSITE**

www.emtele.com

**SECTOR**

- Healthcare
- HealthTech

**CONTACT**

**e** hannu.martikainen@emtele.com  
**m** +358 40 062 2077

**STAGE**  
seed in Japan

**CURRENT TARGET RAISE**  
EUR 2.000.000

**WANTED**

- cooperating companies (e.g. measurement device provider) who would benefit of remote healthcare platform
- Distributors and channel partners with access to nursing homes, assisted living facilities and hospitals with long term care patients
- Potential end-customers for first pilot projects in Japan

**PRODUCT/SERVICE**

- **WE DELIVER** a cloud based remote healthcare platform as a service and related user and technical support

**CORE CAPABILITIES**  
TECHNOLOGY & COMPETITIVE EDGE

- Matured platform with CE mark under medical device directive as well as experience on best practises from different countries
- A large variety of connected measurement devices
- The platform provides open interfaces, allowing Apps to be build externally and integrated to it

**PERFORMANCE & TRACTION**

- Documentation in large scale deployments, +5000 patients
- Development cooperation between Scadinavian companies located in Finland and Denmark
- Market entry phase in Japan and currently considering financing round



KRISTIINA AATSINKI



**COMPANY**  
Layette Oy

**DATE OF INCORPORATION**  
6/2015

**TEAM**

- Kristiina Aatsinki // COO

**WEBSITE**

https://layetteapp.com

**SECTOR**

- Healthcare
- Wellbeing

**CONTACT**

**e** kristiina@layetteapp.com  
**m** +358 40 1341 644

**STAGE**  
Late seed / A-Round

**CURRENT TARGET RAISE**  
EUR 2.000.000

**WANTED**

- Investors with connections and local knowledge.
- Municipalities with interest in piloting.
- Advertisers interested in reaching out to pregnant women and young families.

**PRODUCT/SERVICE**

- **OUR VISION** is to be a synonym for worlds best maternity care information. We provide factbased and researched maternity information to pregnant women and young families. We cover everything from the pregnancy to the end of age four. The pregnant women and young families have the best possible knowledge always in their pocket.

**CORE CAPABILITIES**  
TECHNOLOGY & COMPETITIVE EDGE

- Factbased and researched information from the Finnish maternal system.
- Native software developing languages enable the connection of home monitoring Bluetooth devices to be attached at a later stage.
- We have a gateway to young families and know their needs and doubts.

**PERFORMANCE & TRACTION**

- We have big Finnish pharmaceutical company and nordic insurance company as paying customers.
- We have big ministry funded entities as co-operatives in Finland as well as the Red Cross.
- Our business model and idea has been awarded many times already in the past three years.

NAVIGIL



MATTI RÄTY



## COMPANY

Navigil Ltd

## DATE OF INCORPORATION

11/2010

## TEAM

- Matti Rätty // President & CEO
- Motoo Toyama // Country Manager

## WEBSITE

www.navigil.com

## SECTOR

- Healthcare
- HealthTech

## CONTACT

e matti.raty@navigil.com m +358 400 431 124  
e motoo.toyama@navigil.com  
m +81 90 6046 9046

## STAGE

Scale-up A-Round

## CURRENT TARGET RAISE

EUR 5.000.000

## WANTED

- Corporate Venture Capital with added value in Japanese markets: Aging In Place, mobile communication services, insurance or utilities
- Partners already providing or in the process of entering elderly care services, age in place services, dementia support
- Potential customers for pilot projects in Japan

## PRODUCT/SERVICE

- **OUR TELEHEALTHCARE SOLUTION** enables senior citizen to live longer at home while avoiding sheltered care cost. Preventive care enabled by AI based activity/vital sign data analytics reduces healthcare costs.

CORE CAPABILITIES  
TECHNOLOGY & COMPETITIVE EDGE

- World's smallest wellbeing wrist-watch with mobile phone, activity & vital sign monitoring, GPS location features and up to 4 week battery life.
- Unique services with wellbeing data AI analytics, wellbeing dashboard, SOS call routing and notification features. Wristwatch over-the-air management services.
- Rapidly growing data lake of wellbeing data

## PERFORMANCE &amp; TRACTION

- Largest EU wide telecare providers use Navigil technology. Leading domestic telecare providers in the UK, France, Finland and Sweden use Navigil technology.
- Navigil is the Partner of choice in the EU with over 15.000 wristwatches shipped.
- Third generation product/service being rolled out and currently preparing Series A financing round



Lufthansa

Lufthansa German Airlines operates scheduled flights between Haneda (Tokyo), Chubu (Nagoya) and Frankfurt, as well as Haneda, Kansai (Osaka) and Munich. Via two hub airports of Frankfurt and Munich, we offer convenient and smooth connections to major destinations in Germany as well as Europe. The high standard of technologies supported by the long history and the dedicated service by our professional cabin crew make your journey with Lufthansa a truly comfortable one.

## Empowering German startups to scale globally

### Is Asia the next growth region for your startup?

There's no better way to learn how to expand into Asia than being here. Supported by the Federal Ministry of Economic Affairs and Energy (BMWi), we run two programs to help German startups go far and grow fast.



5-month accelerator program focused on Southeast Asia, the world's fastest growing internet region.

[www.germanaccelerator.com/southeastasia](http://www.germanaccelerator.com/southeastasia)



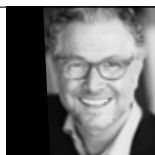
Market immersion program to explore Asia's leading startup business hubs in Singapore, India, China, Japan, Seoul and Taipei.

[www.nextstepasia.de](http://www.nextstepasia.de)





BERND ALTPETER



**COMPANY**  
DGG GmbH

**DATE OF INCORPORATION**  
2013

**TEAM**  
► Bernd Altpeter // CEO

**WEBSITE**  
www.dgg.health

**SECTOR**  
► Healthcare    ► Software  
► HealthTech

**CONTACT**  
e altpeter@dgg.health  
t +49 211 909 8170

**STAGE**  
Growth

**CURRENT TARGET RAISE**  
EUR 8.000.000 - 15.000.000

**WANTED**  
► Financing and investment partners    ► Customers for program development or -operation    ► Partners for further technical development

#### PRODUCT/SERVICE

► **THE DIGITAL HEALTH GROUP** develops, scientifically validates and operates digital, scalable disease management programs with evidence-based medical outcome for patients with chronic diseases. The SaaS platform TeLiPro is a decentralized solution allowing the integration of multiple components in one place and connecting all relevant stakeholder in a secure environment. It enables quality management to drive Outcome based intervention. It fully leverages the patient-doctor relationship and includes enrolment and reimbursement processes. Effectiveness and sustainability have been proven in a 3-year medical study and many real live programs. The results of this study are showing a 27% remission rate, 50% reduction in medication and 75% adherence to the program after a 3-year period. It is the only digital DMP to address multi-morbid patients from one source

#### CORE CAPABILITIES TECHNOLOGY & COMPETITIVE EDGE

- Inclusive Business Model: HCPs participate in revenues and become a driver of digitalization in healthcare
- Decentral business model and TeLiPro SaaS approach allow for fast scalability
- Holistic multi-morbidity management with one app. Chronic care across indications and disease stages: From prevention to advanced disease progression

#### PERFORMANCE & TRACTION

- Contracts in place with 10 health insurance companies in Germany, currently under evaluation for general reimbursement
- > 4.500 patients using our solution, > 900.000 patient pipeline covered by signed contracts
- Indications currently covered: Diabetes type 1 & 2, obesity, Chronic Kidney Disease, Chronic Heart Failure, Hypertension



INGA BERGEN



**COMPANY**  
Magnosco GmbH

**DATE OF INCORPORATION**  
2014

**TEAM**  
► Inga Bergen // CEO

**WEBSITE**  
www.magnosco.com

**SECTOR**  
► Healthcare    ► AI  
► HealthTech

**CONTACT**  
e inga.bergen@magnosco.com  
t +49 30 912075 357

**STAGE**  
Series A

**CURRENT TARGET RAISE**  
EUR 6.000.000 (3.5M already raised)

**WANTED**  
► Interested investors    ► Clinical partner

#### PRODUCT/SERVICE

► **MAGNOSCO IS PRECISION LEADER** in (early) skin cancer diagnostic using laser spectroscopy and AI. As a start-up focusing on research, our goal is not only to improve melanoma diagnostics, but to provide effective support for other skin tumors and diseases.

#### CORE CAPABILITIES TECHNOLOGY & COMPETITIVE EDGE

- Patented and only method worldwide creating melanin fluorescence, which allows skin cancer detection
- CE certified medical product (DermaFC)
- Go-to-market in Germany

#### PERFORMANCE & TRACTION

- Multiple publications and mentions in scientific journals
- Award winning start up with a high media reach
- Multicenter clinical study to create data and develop algorithm



RYOTARO AKO

COMPANY  
ATOPIYODATE OF INCORPORATION  
07/2018

## TEAM

- ▶ Ryotaro Ako // President

## WEBSITE

www.atopiyo.com

## SECTOR

- ▶ Healthcare
- ▶ HealthTech

## CONTACT

e support@atopiyo.com  
m +81 90 4845 5789

STAGE  
EarlyCURRENT TARGET RAISE  
N/A

## WANTED

- ▶ AI analysys tool for eczema pictures
- ▶ Global information of digital health tool for eczema

## PRODUCT/SERVICE

▶ **JAPAN'S FIRST VISUAL SNS FOR ECZEMA** Atopiyo is the first app (free) in Japan that allows users to post "photos" in addition to texts, in order to record and share the skin symptoms/conditions of eczema, anonymously.  
Images are displayed by body parts in chronological order, (1) visualizing the treatment process and (2) allowing users to share their symptoms.  
This app aims to support the recovery of those suffering from eczema.

CORE CAPABILITIES  
TECHNOLOGY & COMPETITIVE EDGE

- ▶ Continuous gathering system of eczema pictures and patients
- ▶ Mutual support system of 9.000 eczema patients
- ▶ High user rating, 4.6 out of 5 in App Store

## PERFORMANCE &amp; TRACTION

- ▶ 10.000 symptoms pictures of eczema
- ▶ 9.000 eczema users
- ▶ 4.000 eczema user profiles



TAKEO TANAKA



## COMPANY

MediGear International Corporation

DATE OF INCORPORATION  
2013

## TEAM

- ▶ academia + MGI

## WEBSITE

www.medigear.co.jp

## SECTOR

- ▶ Medical Device  
Manufacturing

## CONTACT

e mgi@medigear.co.jp

STAGE  
Early, non-clinical test stageCURRENT TARGET RAISE  
USD 18.400.000

## WANTED

- ▶ Strategic business partners for distribution incl. licensee
- ▶ Investment
- ▶ collaboration for the individual DDS

## PRODUCT/SERVICE

▶ **NANO-SIZED MEDICAL DEVICES** for the starvation cancer therapy, which blocks O<sub>2</sub> & nutrient, and is universal for any solid tumors, and combinatorial to almost any existing therapies.  
With the use of nanotechnology, MediGear International Corp. has developed a new cancer-starvation therapy. This innovation is able to target, isolate and neutralise tumours without the use of potentially harmful drugs.

CORE CAPABILITIES  
TECHNOLOGY & COMPETITIVE EDGE

- ▶ nano-size particle fabrication,
- ▶ tumora targetting therapy
- ▶ bio-compatible material

## PERFORMANCE &amp; TRACTION

- ▶ no side effect from medicine, no drug resistance
- ▶ local administration vis micro-catheter or needle
- ▶ affordable medical expenditure



RIE KOCHIYA  
HIROYUKI OTSUKA



**COMPANY**  
MICIN Co., Ltd.

**DATE OF INCORPORATION**  
26/11/2015

**TEAM**  
Sales Strategy Department

**WEBSITE**  
<https://micin.jp/>

**SECTOR**  
Healthcare  
HealthTech

**CONTACT**  
Sales Strategy department Manager  
Rie Kochiya ● [rie\\_kochiya@micin.jp](mailto:rie_kochiya@micin.jp)

**STAGE**  
middle stage

**CURRENT TARGET RAISE**  
The use of over 2,000 clinics and hospitals in Japan

**WANTED**

- Connection with Japanese doctors living and working in Europe
- Connection with cancer treatment specialists in Europe who are interested in online counseling by using „curon“
- Distributors and channel partners with access to doctors and hospitals in Europe with interests of treatment by using telemedicine system

**PRODUCT/SERVICE**

- PERSONAL** Health Management Business: Telemedicine system.  
The name of the system is „curon“.
- DIGITAL** Health Solution Business

**CORE CAPABILITIES**  
TECHNOLOGY & COMPETITIVE EDGE

- MICIN started to provide our telemedicine system with hospitals the earliest in Japan
- Leading provider of telemedicine system
- MICIN has a lot of medical industry specialists (Doctors, pharmacists etc...)

**PERFORMANCE & TRACTION**

- Over 1.600 clinics and hospitals in Japan use curon. The number had doubled in a year
- Cancer Institute Hospital of JFCR uses „curon“ to provide general information about cancer and genetics through the curon app
- Chubu Rosai Hospital introduced „curon“ to support diabetics' lifestyle balance between treatment and work



TOMOKAZU HIROSE



**COMPANY**  
NOVENINE, Inc.

**DATE OF INCORPORATION**  
01/2018

**TEAM**  
Tomokazu Hirose // Co-Founder & Co-CEO

**WEBSITE**  
[www.novenine.com](http://www.novenine.com)

**SECTOR**  
Healthcare  
HealthTech

**CONTACT**  
● [info@novenine.com](mailto:info@novenine.com)  
t +81 6 6136 6486

**STAGE**  
Seed

**CURRENT TARGET RAISE**  
USD 3.000.000

**WANTED**

- Insurance companies interested in developing new private dental insurance
- Distributors and channel partners with access to dental clinic and drug store
- Companies interested in developing a healthcare data platform

**PRODUCT/SERVICE**

- NOVENINE PROVIDES** preventive dental services, mainly Smart toothbrush "SMASH". Our technology accelerates preventive dentistry and the prevention of serious diseases related to periodontal disease.
- NOVENINE DEVELOPS** the world's first oral data platform using the bad breath sensor installed in SMASH and the intraoral photography app. The data platform will be effective in predicting people's lifestyle-related diseases.

**CORE CAPABILITIES**  
TECHNOLOGY & COMPETITIVE EDGE

- The world's first toothbrush that determines the risk of periodontal disease from bad breath
- Promote preventive visits based on the risk of periodontal disease
- The brush part is a subscription

**PERFORMANCE & TRACTION**

- Own dental clinic is operated. And there are 30+ partner clinics.
- Developing new service in collaboration with world-renowned insurance 2 companies.
- Planning a large-scale POC with a famous Japanese life insurance company.



AYUMI MARUYAMA



## COMPANY

Triple Regards LLC

## DATE OF INCORPORATION

03/2019

## TEAM

Ayumi Maruyama // CEO

## WEBSITE

www.triple-regards.com

## SECTOR

Healthcare service design  
(APP, web, brand identity etc.)

## CONTACT

e ayumi@triple-regards.com

## STAGE

Seed

## CURRENT TARGET RAISE

EUR 100.000

## WANTED

Potential clients for healthcare service design in Europe

## PRODUCT/SERVICE

TRIPLE REGARDS is a healthcare creative agencies. We believe design is essential for self-health care and improves the quality of patients' life. Ayumi Maruyama (CEO of Triple Regards)'s own experience of being diagnosed with Type 2 Diabetes when she was 20 years old and she has continued controlling it makes her business very forward-looking and practical at the same time.

## CORE CAPABILITIES

## TECHNOLOGY &amp; COMPETITIVE EDGE

Strong expertise in developing lively user interface (UI) and user experience (UX) of the life recording applications. The well-designed applications allow to maintain a healthy lifestyle with positive feelings for a long term. These applications are created based upon intensive user interviews and research.

## PERFORMANCE &amp; TRACTION

- Clients from both public and private sectors, notably the Ministry of Economy Trade & Industry (METI), MS&AD, Yakult, Kao, and several others including major Japanese enterprises.
- Creates not only UI/UX based design but also brand identity, particularly the logos, esp. f. healthcare corporations.
- Awarded numerous prizes & honors, incl. Tokyo Startup Gateway 2018 (sponsored by the Tokyo Metropolitan Government), Japan Healthcare Business Idea Competition 2019 (organized by the Ministry of Economy, Trade & Industry (METI)).

DIGITAL  
HEALTH  
BEYOND  
2020TechBIZKON III  
Connecting Startups,  
Corporates and VCs

## ORGANIZERS

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## TechBIZKON III Supporting partners

### DIAMOND



### PLATINUM



**Lufthansa**

### GOLD



### SILVER



**FINNAIR**

ARCTIC BLUE  
**GIN**

