

PLUGANDPLAY

November 18-20 2025

**SILICON VALLEY
SUMMIT**

#PNPTCSiliconValley

Join us at pnptc.com

PLUGANDPLAY

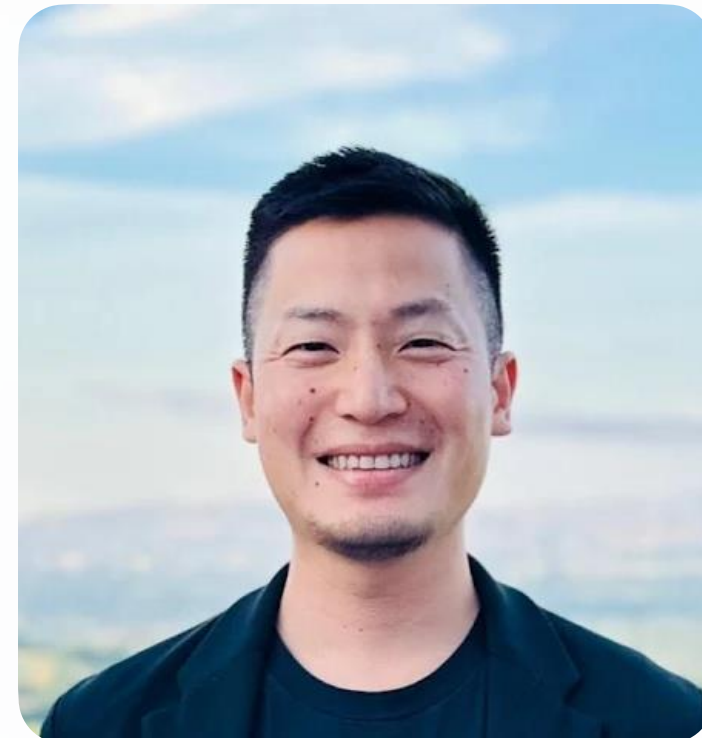
SV SUMMIT

Japanese Medtech and Health Innovation Showcase

#PNPTCSiliconValley

Join us at pnptc.com

Opening Remarks



Shumpei Kobayashi

Vice President of Japanese Partnerships
Plug and Play

PLUGANDPLAY

November 18-20 2025

Opening Remarks



Sho Kajihara
Researcher
Mitsubishi Research Institute



Yoko Kurabuchi
Researcher
Mitsubishi Research Institute

#PNPTCSiliconValley

Join us at pnptc.com

PLUGANDPLAY

Agenda

2:35 PM

**Panel: Where Unicorns Meet Hospitals:
Accelerating the Future of Healthcare**

3:05 PM

MedTech Startup Pitches

3:25 PM

GOAL Program Award Announcement

[#PNPTCSiliconValley](#)

[Join us at pnptc.com](https://pnptc.com)

Where Unicorns Meet Hospitals: Accelerating the Future of Healthcare



Adam de la Zerda

Founder & CEO
Visby Medical



Xavier Avat

EVP & Chief Business Officer
Moffitt Cancer Center



Osama Alsaleh

Head of Partnerships, Health
Plug and Play

MODERATOR

PLUGANDPLAY

Sv summit

Startup Pitches

#PNPTCSiliconValley

Join us at pnptc.com

PLUGANDPLAY

STARTUP PRESENTATION

XCOO 【ténku:]

Xcoo

AI-Powered Interpretation Service for Genomic Medicine.

#PNPTCSiliconValley

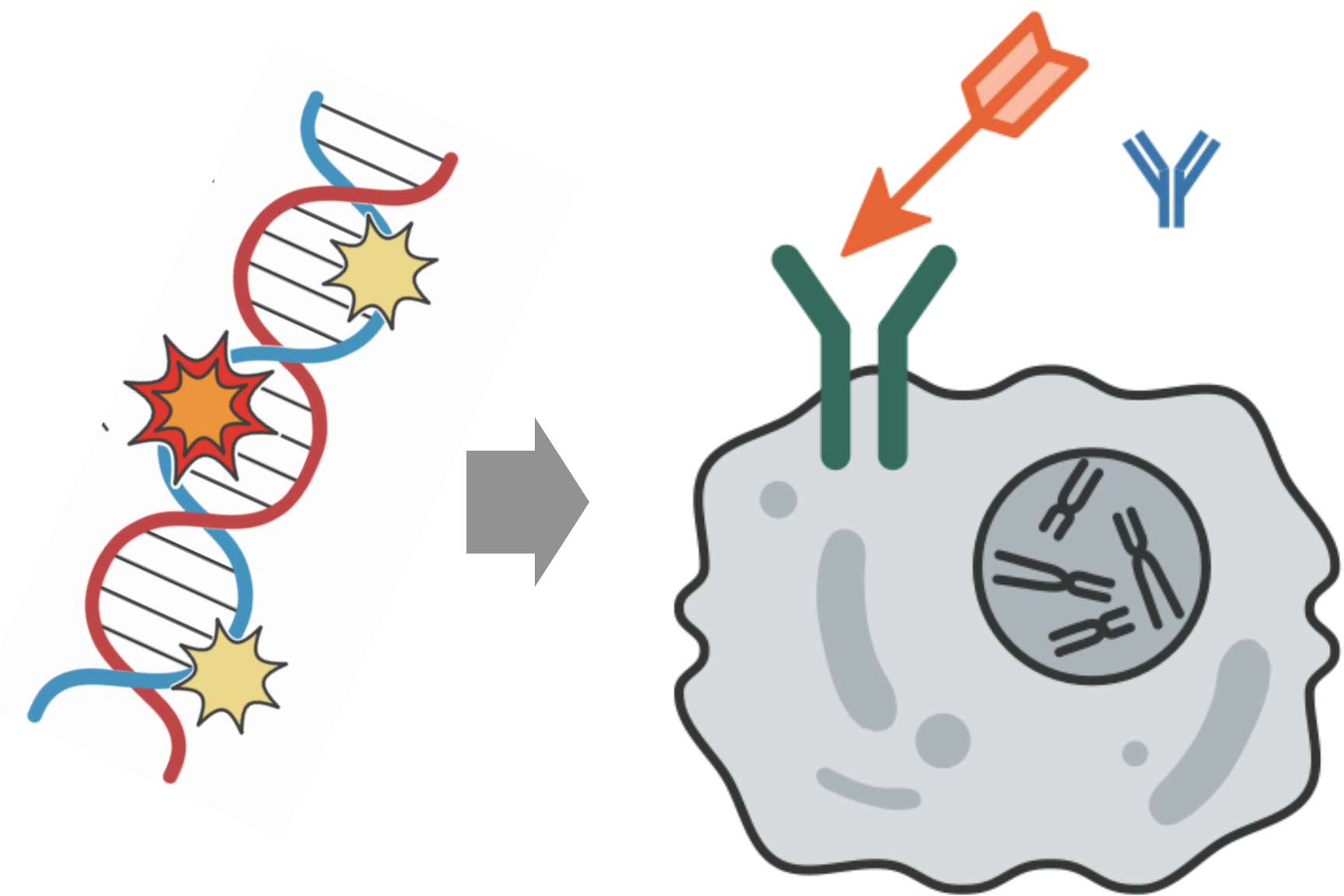
Join us at pnptc.com

AI Genomic-Matching for Cancer Treatment

— **Faster, More Effective,** and **Clear, Actionable Reports**

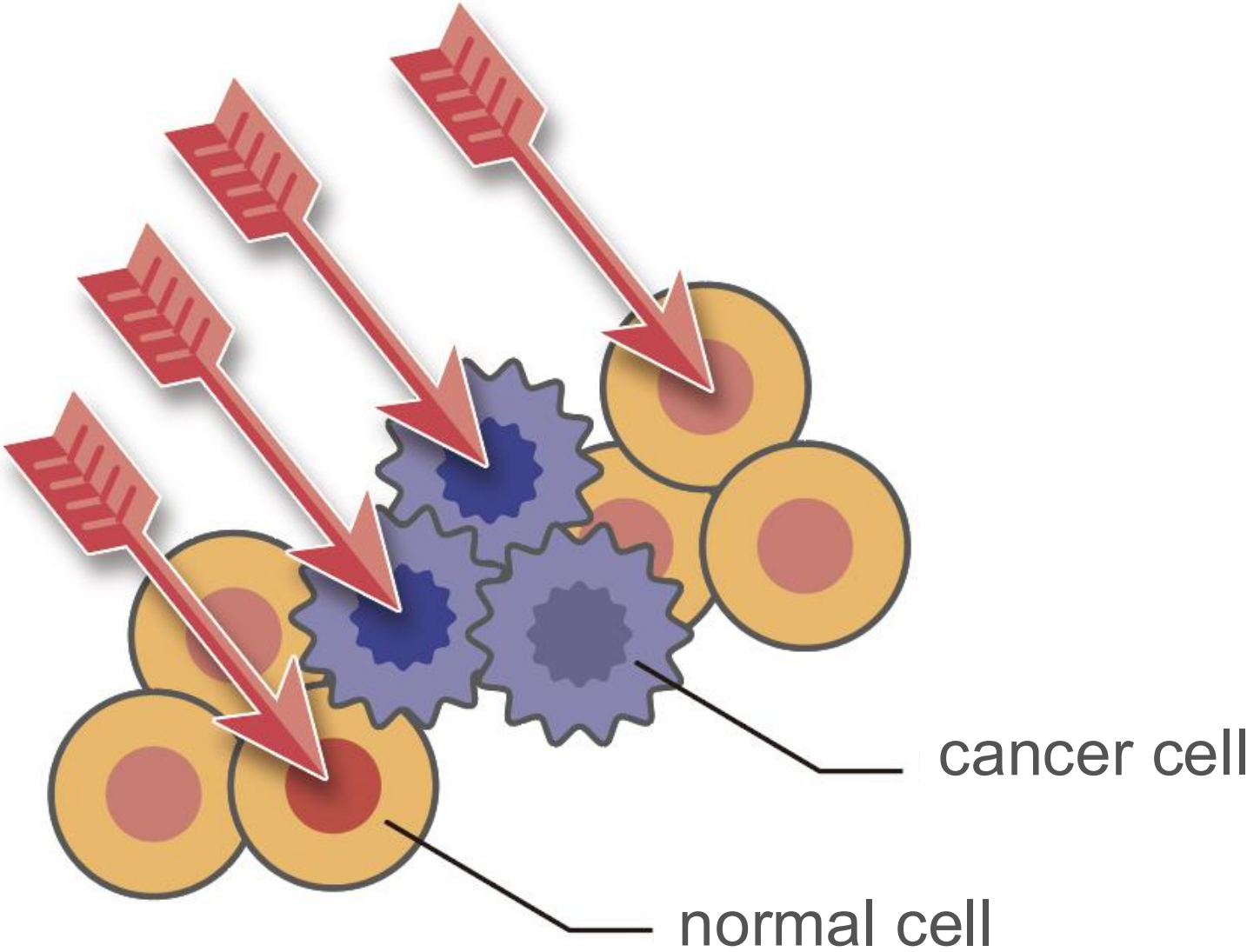
Kuni Nishimura, Ph.D.

CEO / Founder, XCOO, Inc.



New cancer treatments are being developed rapidly

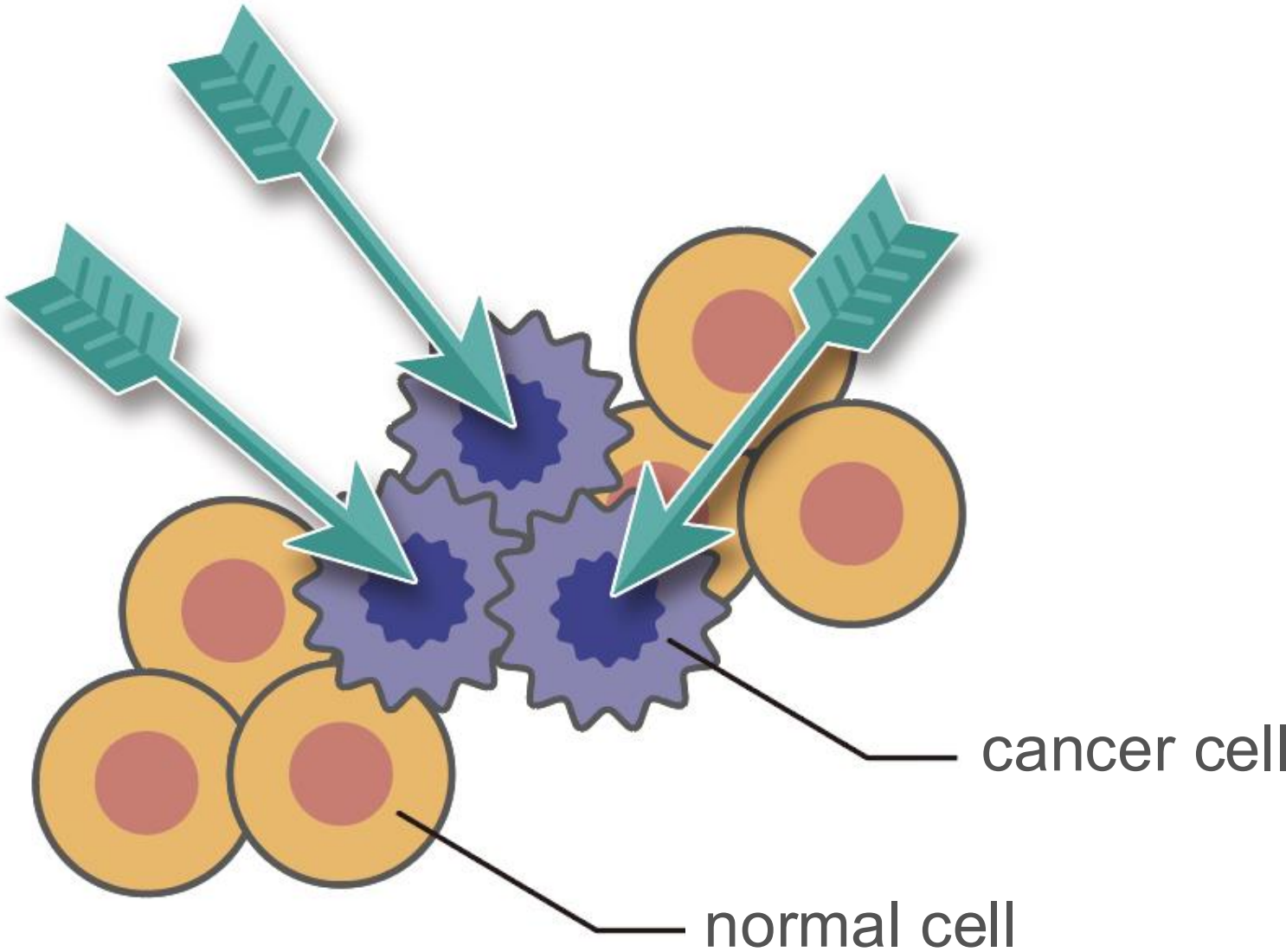
Cytotoxic Chemotherapy



Attacks cells throughout the body

→ **Severe side effects**

Molecular Targeted Therapy



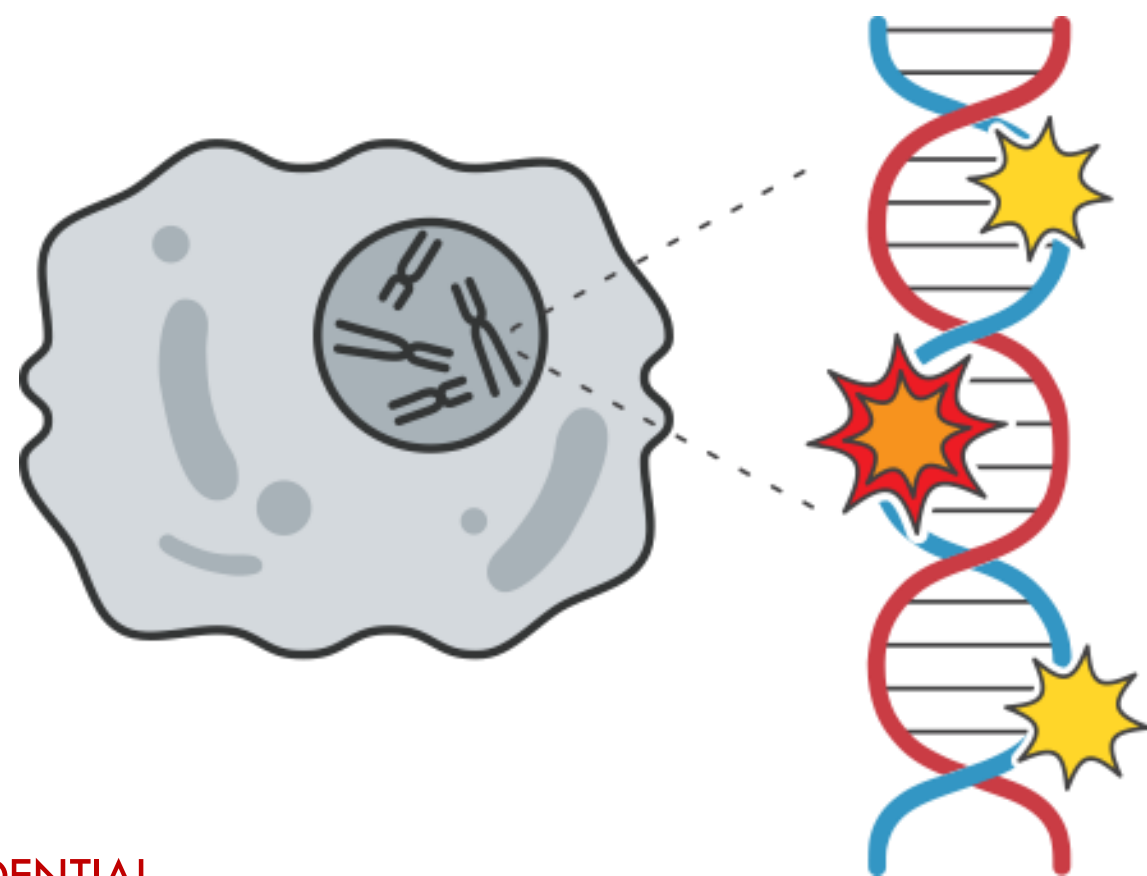
Attacks cancer cells selectively

→ **Less side effects**
More effective

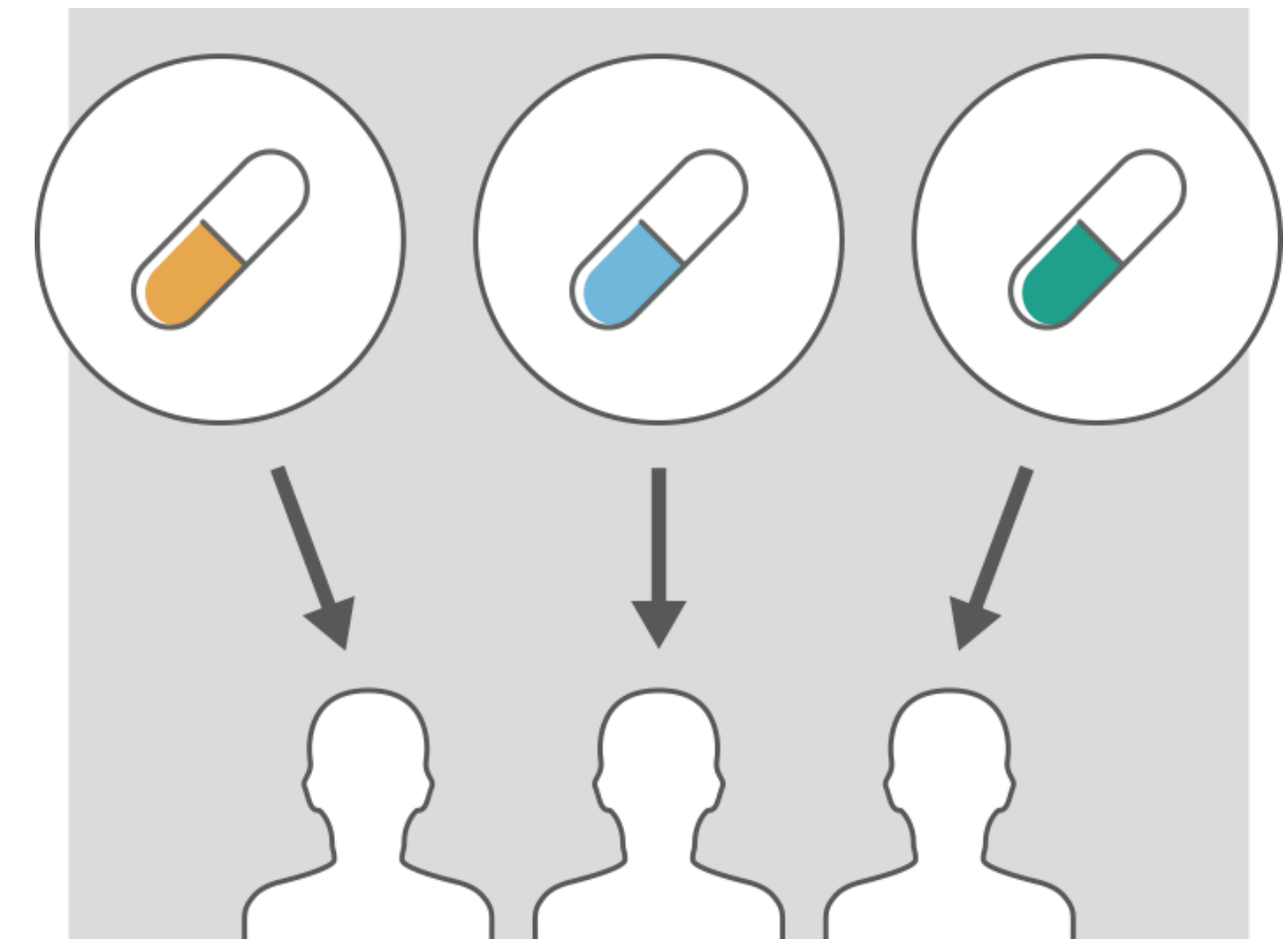
Genomic Matching

Target Therapy uses a **gene mutation as a guide**
with knowing the specifics of the cancer

Cancer Tissues



Genomic Medicine Test (CGP) Target Therapies based on Genomic Matching



Lung Cancer (NSCLC / EGFR-TKI)

Response Rate (OSS)

30.7% → **73.7%**

Chemo Therapy

Target Therapy

Survival Period (PFS)

5.4 months → **10.8 months**

Chemo Therapy

Target Therapy

Breast Cancer (HER2-positive)

Recurrence Risk

reduce 34%

Target Therapy

Overall Survival(OS)

85.6% → **93.0%**

Chemo Therapy

Chemo Therapy
With Target Therapy

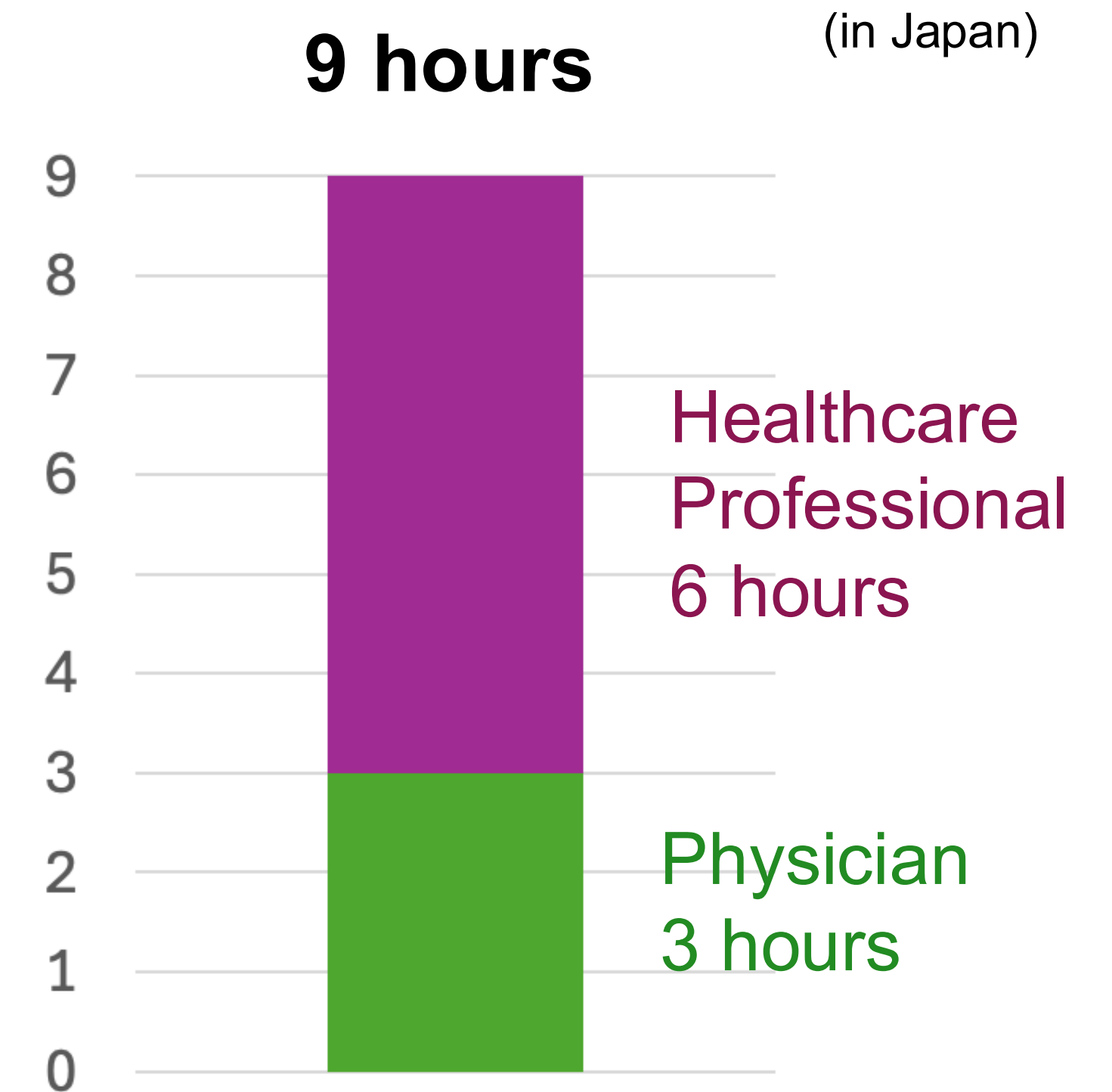
The Problem:

Too complex and take Too long to interpret

- ☑ **Highly specialized**
 - ☑ **Takes 9 Hours / 1 patient to interpret**
- ↓
- ☑ **Low Access to Target Therapy**
 - ☑ **Limited to Center of Excellence Hospitals**
 - ☑ **Physician Burnout**

(30 hours / 10 patients / week)

Total time required for one inspection



Grant-in-Aid for Scientific Research on MHLW (Prof. Seto Group) (Project No. 20EA1006)
 Survey on Cancer Gene Panel Tests for the Promotion of Cancer Genome Medicine
 Results of the Institutional Questionnaire https://www.genome-htu.jp/news/news_1926/

The Solution is AI-Powered Interpretation

Match the right treatment to the right cancer **faster**

**Accurate
Interpretation**

96 %

**Streamlined
Workflow**

9 → 1
hour

**Clear Reports
for Physician and
Patients**

Design

Accurate Interpretation

Human vs AI

Collaborative study with The University of Tokyo Hospital

Published at **AACR 2024** (American Association for Cancer Research)



2,819 Comprehensive genomic profiling (CGP) tests
Chrovis generated report vs **Molecular Tumor Board** changed

Concordance rate:
96% with expert oncologists
= Sufficient for Practical Use in Accuracy

Hidenori Kage, Takashi Aoki, Aya Shinozaki-Ushiku, Kousuke Watanabe, Nana Akiyama, Hideaki Isago, Miho Ogawa, Kazunaga Ishigaki, Hiroshi Kobayashi, Takuya Miyagawa, Jun Omatsu, Yuki Saito, Kazuhito Sasaki, Yasuyoshi Sato, Yusuke Sato, Nobumi Suzuki, Shota Tanaka, Motohiro Kato, Masahiko Tanabe, Kenji Tatsuno, Tetsuo Ushiku, Kunihiro Nishimura, Hiroyuki Aburatani, Katsutoshi Oda; Abstract 2933: **Use of artificial intelligence to facilitate reporting of comprehensive genomic profiling tests.** Cancer Res 15 March 2024; 84 (6_Supplement): 2933. <https://doi.org/10.1158/1538-7445.AM2024-2933>

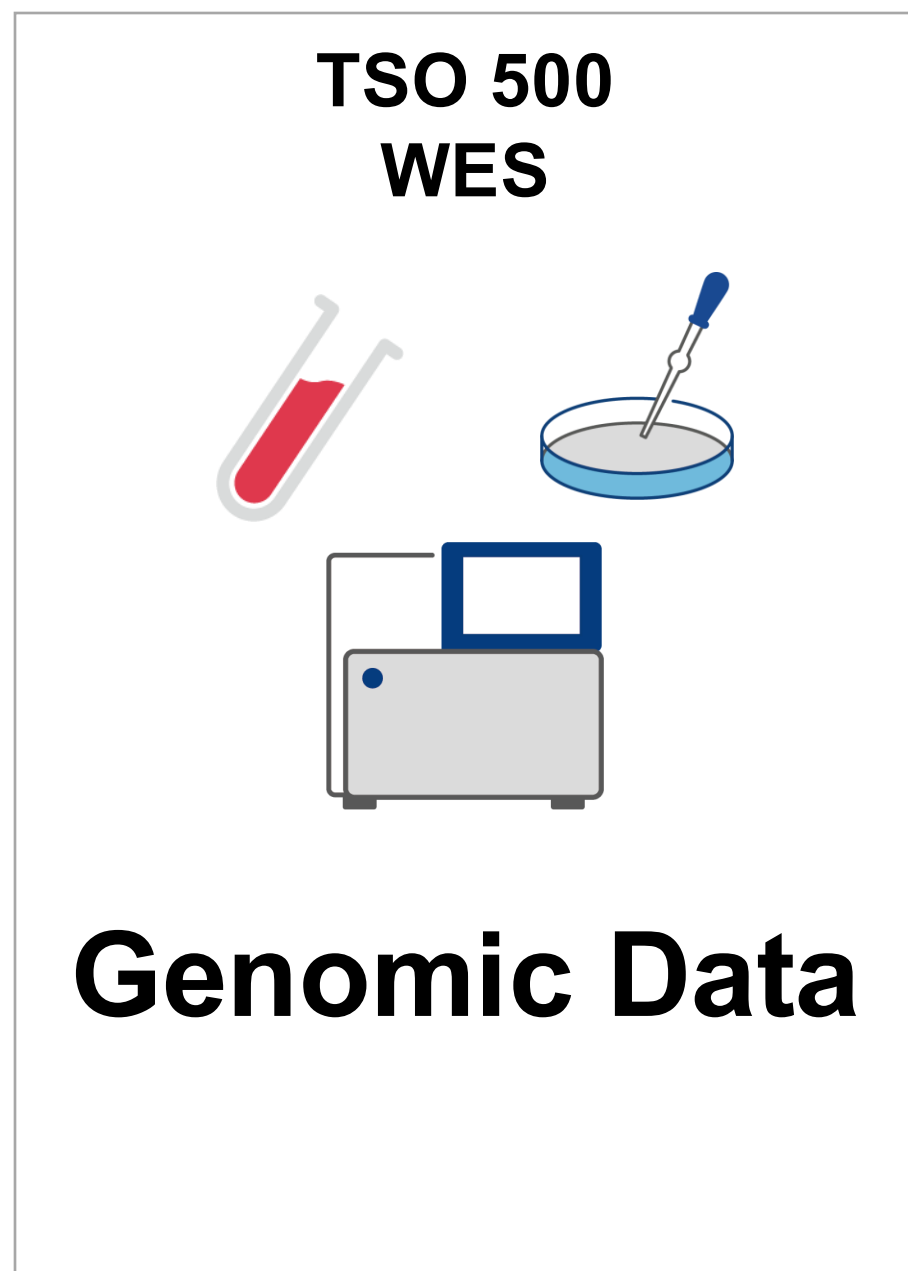
Streamlined Workflow

Automatic AI-Powered Interpretation

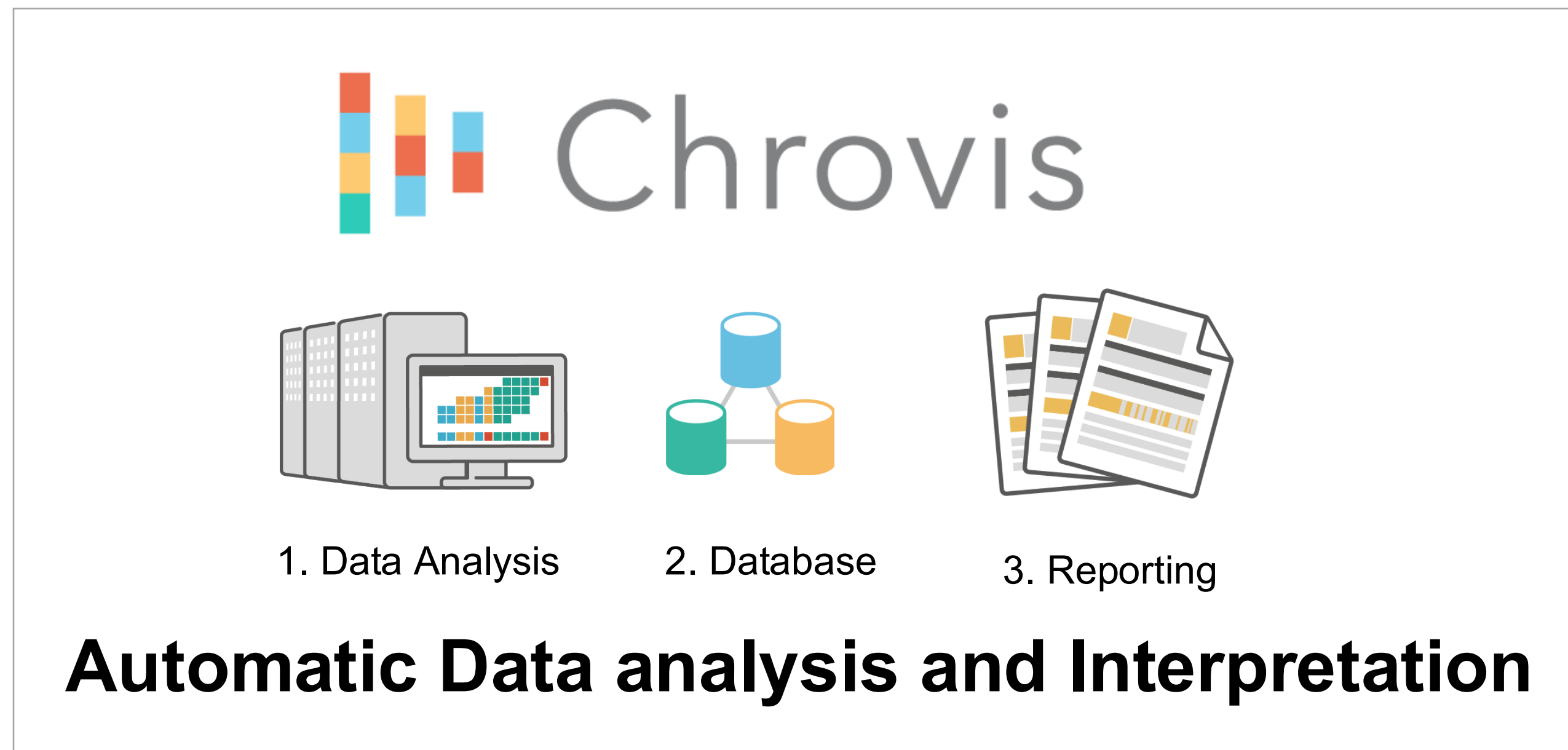
9 hours → 1 Hour

Input

Clinical Lab

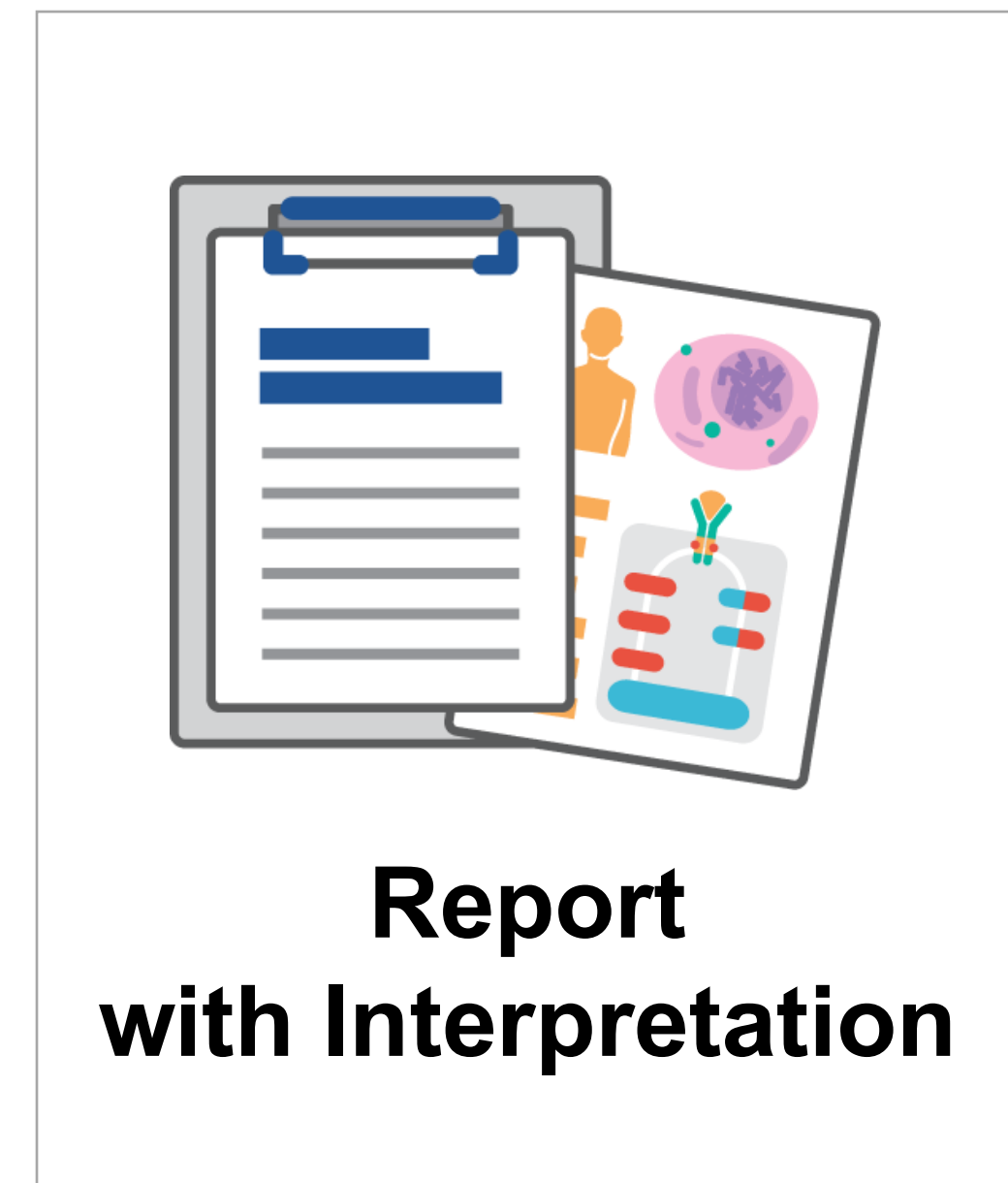


AI Engine



Output

Hospital



Clear Reports for Physician and Patients



raise awareness and education

Improve their Understanding with Illustration of Pathways related to Actionable Gene Variants

Final Report : 2019-10-10

ID : XXX1234567890

Xcoo Hospital

OVERVIEW OF GENE

EGFR

FUNCTION

Activation of EGFR-mediated signaling ultimately results in cellular proliferation, migration, and differentiation.

INVOLVEMENT IN CANCER

EGFR alteration is detected in about half of lung adenocarcinoma as well as colorectal, head and neck and brain cancer.

TYPES OF GENETIC ALTERATION (e.g. mutation, amplification, fusion)

Most of EGFR alterations in lung cancer are activating mutations that increase gene function.
Most of EGFR alterations in colorectal and brain cancer are copy number amplification.

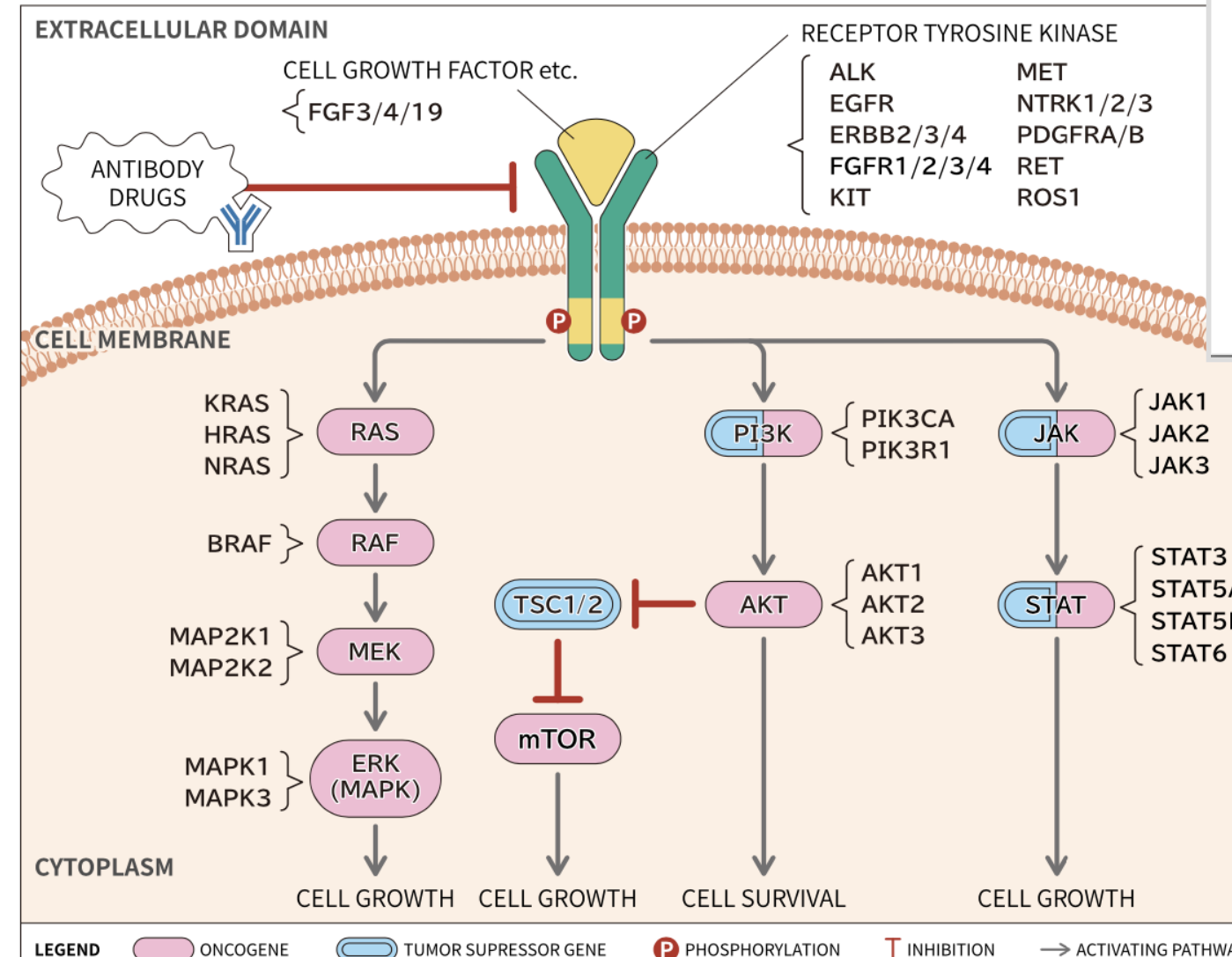
RELATION TO

Activation of pathways of growth and survival.

POTENTIAL

Gefitinib (Irradiation) (Giotrif) are genetic mutations (Tagrisso) is resistant to Panitumumab EGFR from t

SIGNAL PATHWAYS



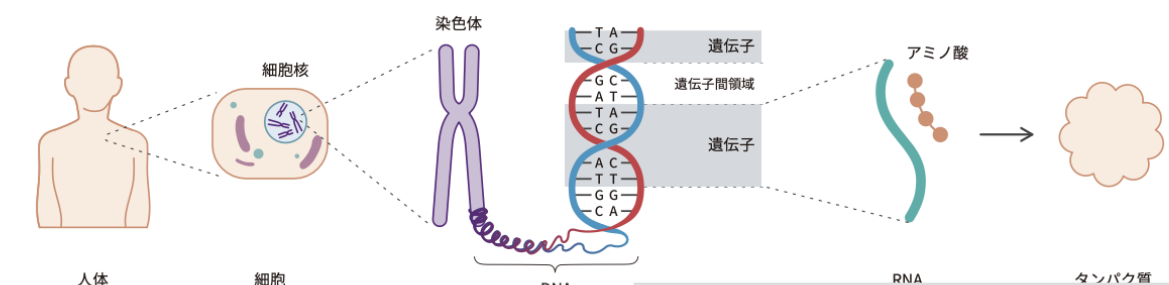
References: EGFR NCBI Gene https://www.ncbi.nlm.nih.gov/gene/1956 OncoKB http://oncokb.org/#/gene/EGFR

患者用 資料

Final Report YYYY/MM/DD Updated YYYY/MM/DD

1 About Gene

私たち人間は約37兆個の細胞からできているといわれています。その細胞のひとつひとつに細胞核があり、その中に染色体が46本含まれています。それぞれの染色体にはDNAが折りたたまれています。DNAにはA・T・G・C4つの塩基で構成された遺伝情報が並んでいます。Aがアデニン、Tがチミン、Gがグアニン、Cがシトシンという核酸を表しています。その塩基の並びの中で、タンパク質を作るための情報を持った部分を遺伝子といいます。DNAの遺伝子部分がRNAに転写され、その情報を元にアミノ酸が作られます。そのアミノ酸からできたタンパク質が人間の体の中のさまざまな組織を構成します。タンパク質を作るための情報を持った遺伝子は、体の設計図といわれています。これらの遺伝子(gene)をはじめとした遺伝情報全体(ome)をゲノム(genome)といいます。ゲノムを見ると大半は共通していますが、一部は個人ごとに多くの違いが認められます。この差は人間の個性ともいえます。



遺伝子の数

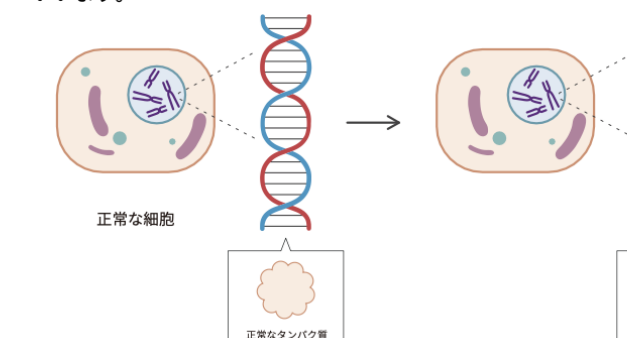
人間の遺伝子の数は2万以上あります。タンパク質を作る範囲ごとに「EGFR遺伝子」「KRAS遺伝子」など、名前がつけられています。

RNA

DNAは人体を作るための大それた設計図です。タンパク質を設計図から作ります。DNAに元々そのような冗長性をもっています。

2 Cancer and Gene

細胞に遺伝子の変化が起ると、正常な細胞は徐々にがん細胞に変化が起きます。がん細胞は体からの命令を無視して増殖していきま



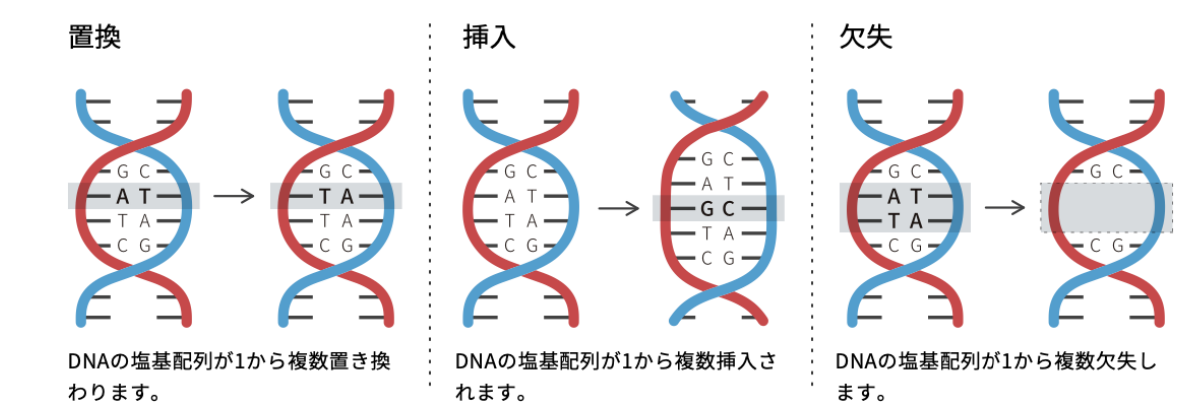
テック病院 エキスパートパネル 連絡先 XXX-XXXX-XXXX

3 Gene Variants

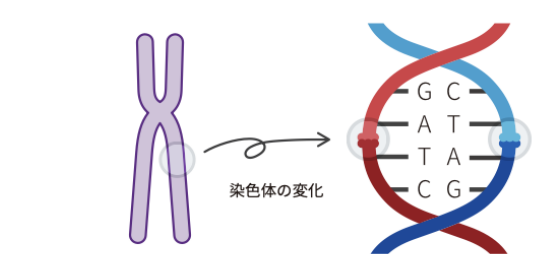
遺伝子バリエーションは、生まれ持ったものと、生まれてから後天的に発生したものとがあります。生まれ持った遺伝子バリエーションは、親から受け継いだもので、全身の細胞に存在しています。これを生殖細胞系列バリエーションといいます。生まれてから後天的に発生した遺伝子バリエーションは、加齢やさまざまな外的要因によって発生します。これを体細胞バリエーションといいます。がんの原因となる遺伝子バリエーションのほとんどが体細胞バリエーションといわれています。遺伝子の具体的な変化の種類について以下に示します。

SNV, IN/DEL

タンパク質を構成するアミノ酸の種類が変わるものを指します。その結果、機能が大きく変化する場合があります。

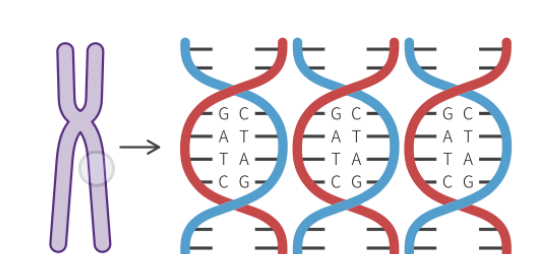


Fusions



ひとつの遺伝子ではなく、大きい範囲の染色体の変化によって複数の遺伝子が連結されたものを指します。連結された遺伝子からできるタンパク質はそれぞれの正常な遺伝子からできるものとは異なるため、機能的な不具合を引き起こす場合があります。

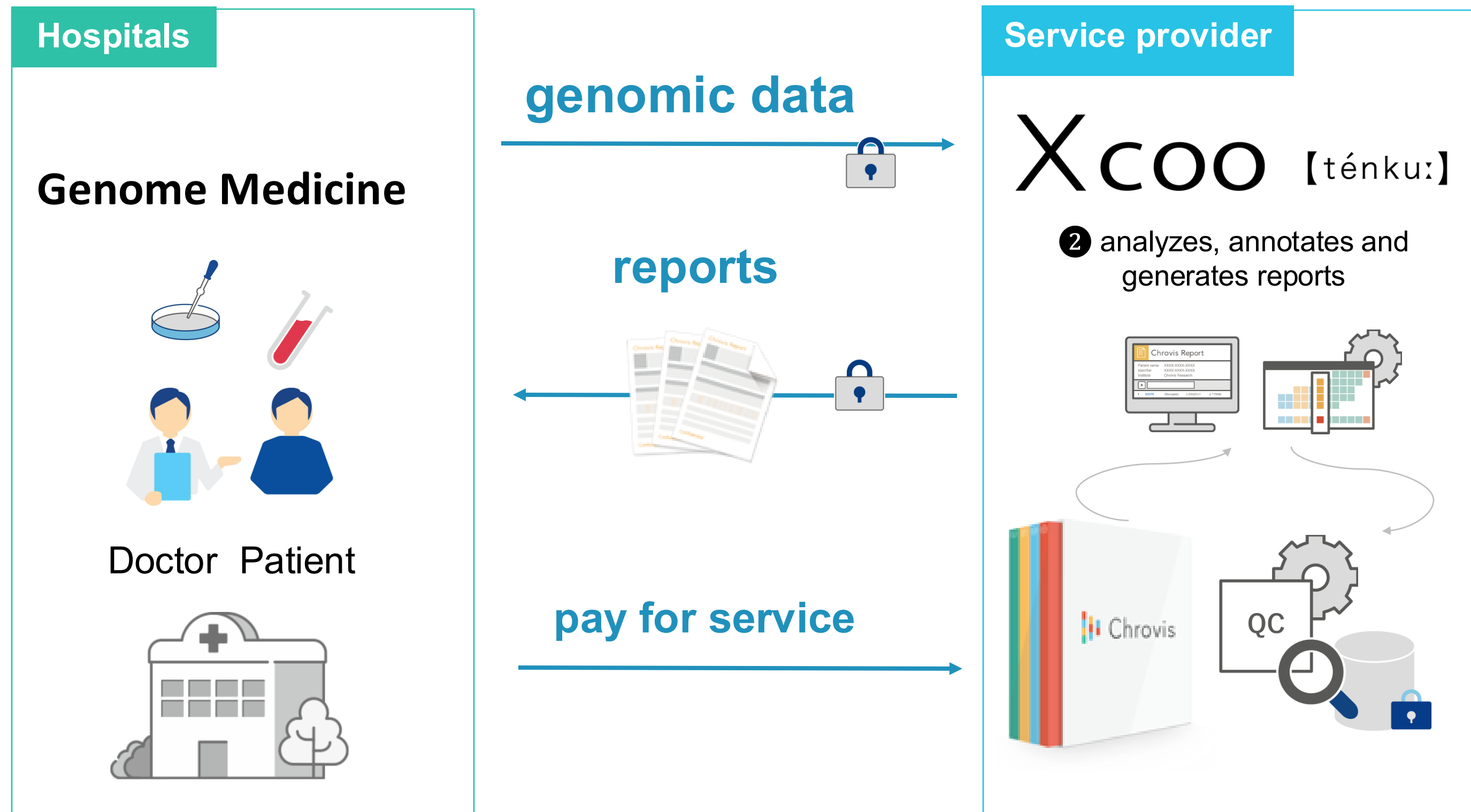
CNVs



遺伝子が存在する染色体の領域が増えるまたは欠けることによって、その遺伝子の数が増える、または減ることを指します。一般的に、増幅の場合はその遺伝子の機能が増し、欠失の場合は機能が失われます。

Business Model

- **Clients: Hospitals / Payers**
- **Pay per Report**
 - Report for both Physicians and Patients



Achievements in Japan



interpretations service

Share 70%
(Penetration rate 30%)

(Japanese market)

Revenue:
2M USD / year

(2025)

Competitive Advantage

XCOO [ténku:]

VELSERA

GeneDx®



genoox
Now a QIAGEN company

FABRIC
GENOMICS

Acquired \$80M in 2025

Acquired \$33M-\$51M in 2025



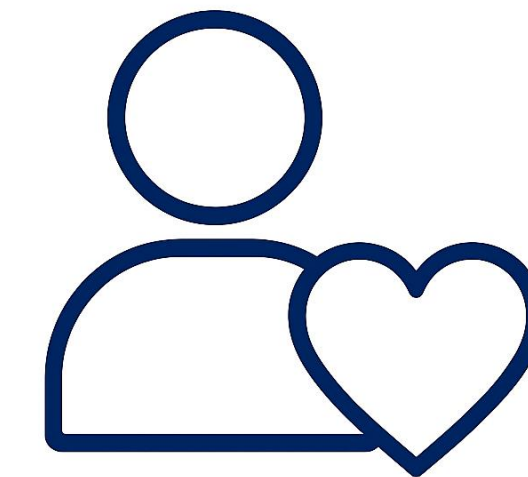
ACCURACY

Accurate interpretation powered by our proprietary, curated database.



LOCALIZATION

Flexible localization of drug information, clinical trials, and medical guideline



PATIENT-ORIENTED

Patient-centered services, including clear and accessible patient reports

**Kuni: More than 25 years
experience of
Genome Data Analysis**

**Xcoo has about 30 engineers for
Genome Data Analysis
(the biggest team in Japan)**

Board Members



Satomi Sakata
CDO / Co-Founder
(Chief Design Officer)

**Kuni Nishimura,
Ph.D.**
CEO / Founder

Takashi Aoki
CTO / Co-Founder

Ryo Mizuno
Corporate



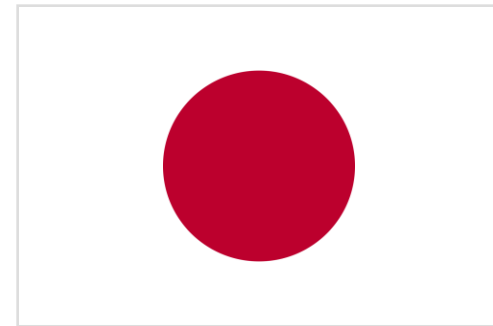
大学発ベンチャー表彰



A view of our office pre-Covid
(currently WFH 80-90%)

Partners

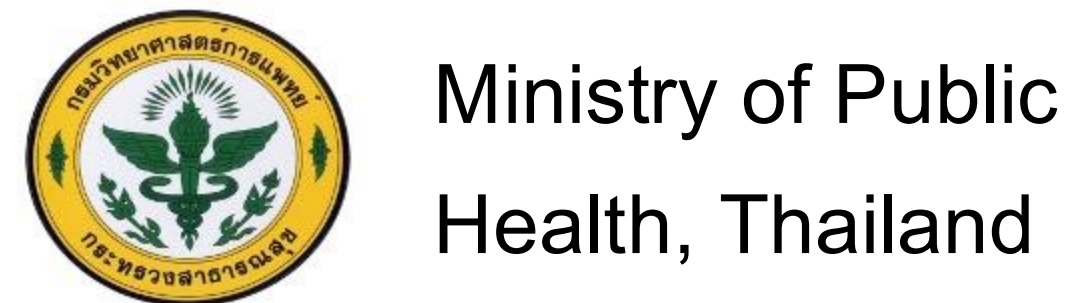
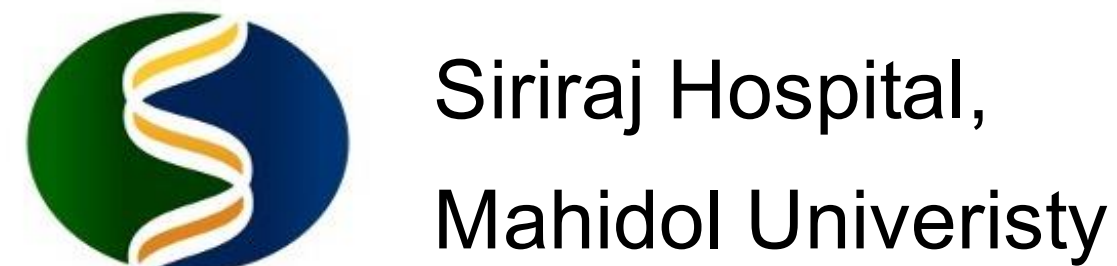
Always partnered with Key Opinion Leaders (KOLs)



Japan



Thailand



Private Hospital Group: BDMS



US



JETRO AI Medical Course at Mayo Clinic (2025/10)

Why now?

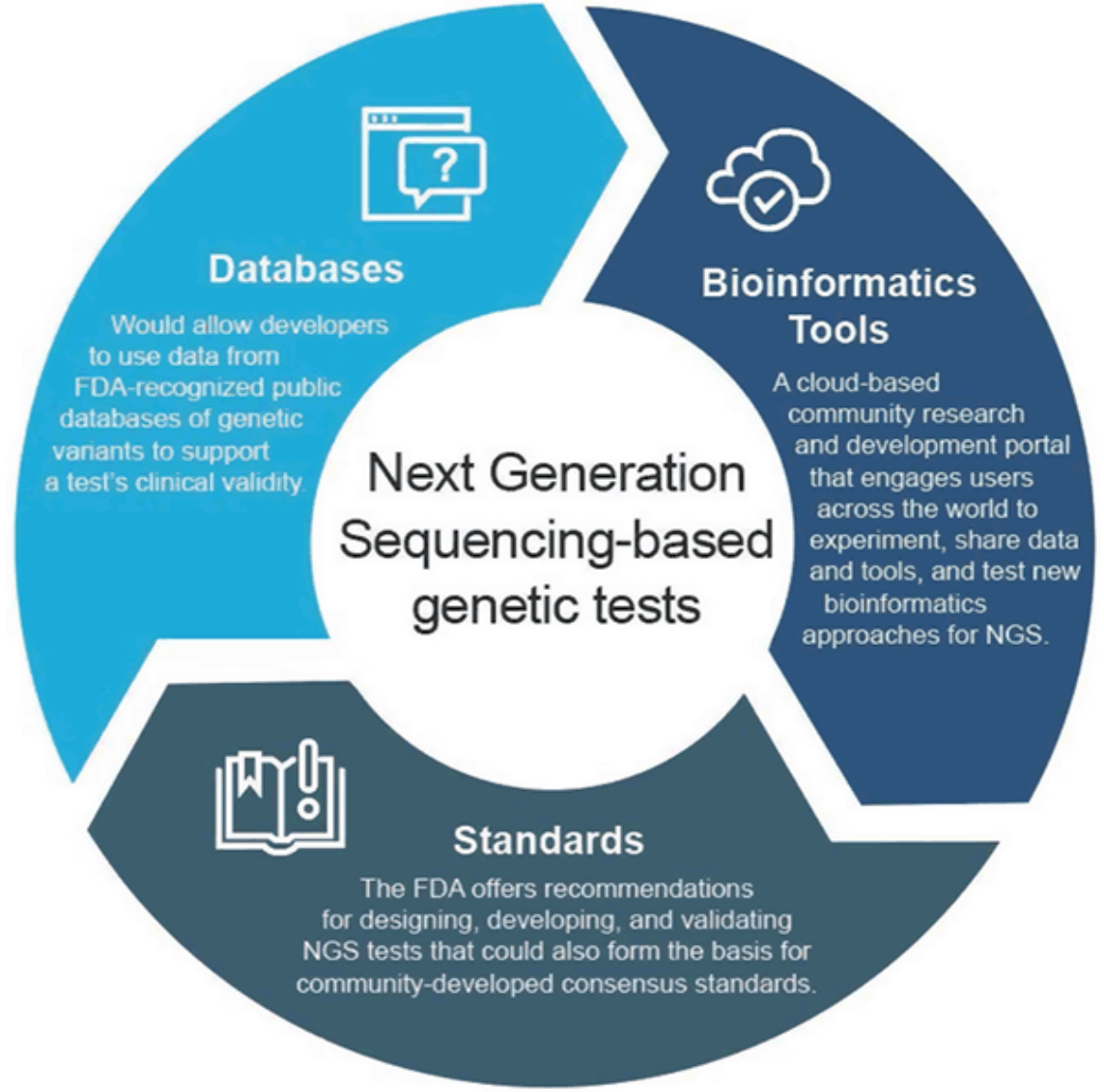
- ☑ Genomic Medicine Test becomes Common
- ☑ Limited Access to Big Hospitals
- ☑ Data Accumulation for Interpretation

Precision Medicine Research by NIH

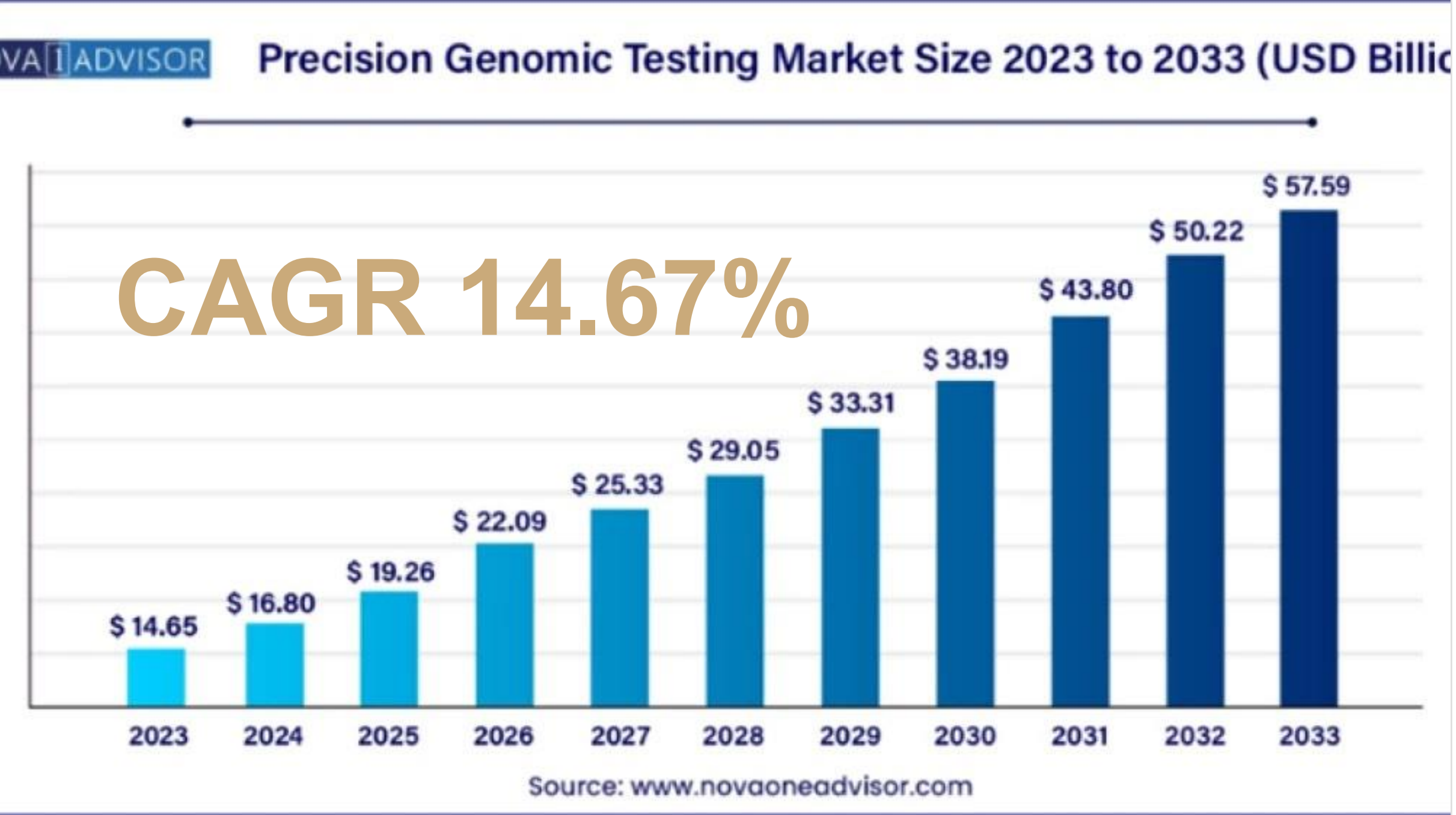


<https://allofus.nih.gov/>

Streamlining FDA's Regulatory Oversight of NGS Tests

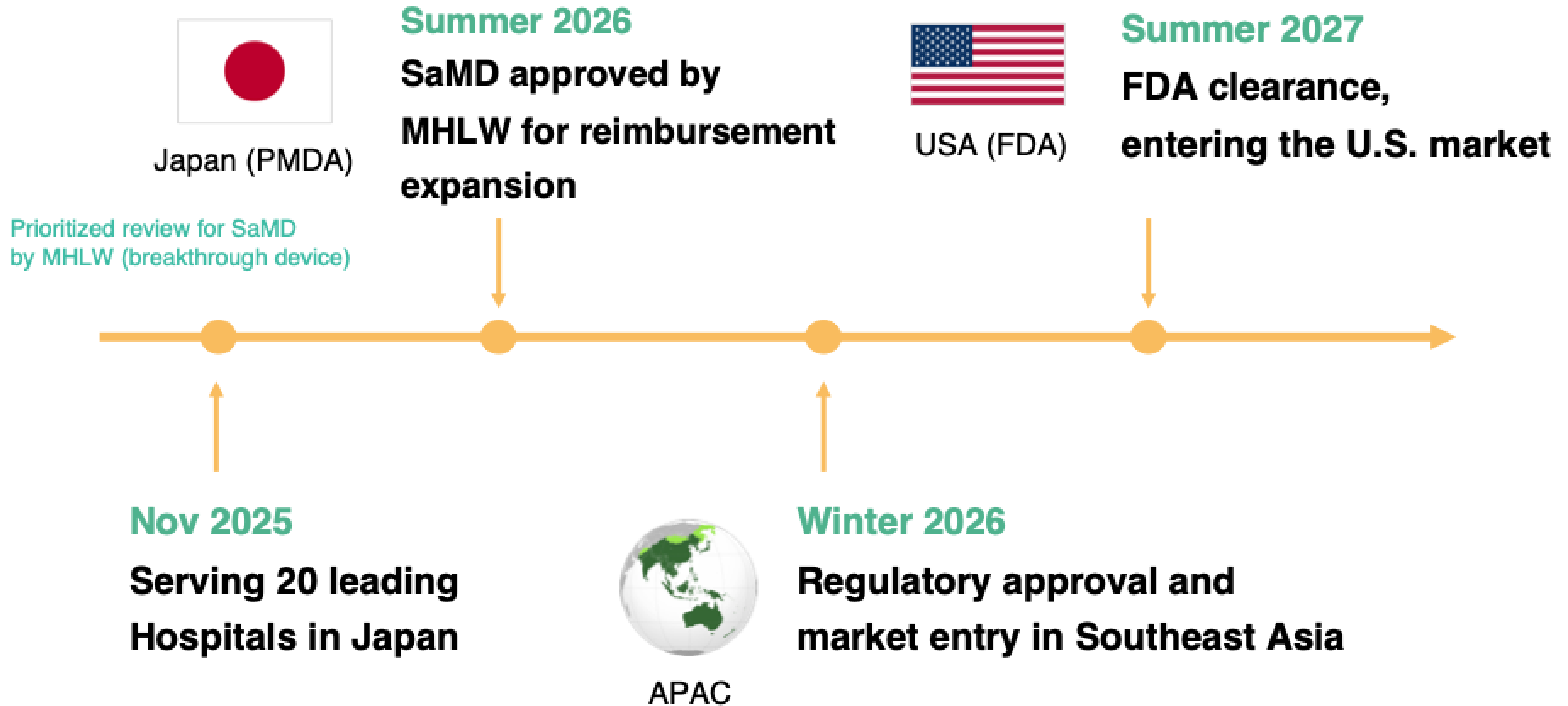


<https://www.fda.gov/medical-devices/in-vitro-diagnostics/precision-medicine>



<https://www.biospace.com/press-releases/precision-genomic-testing-market-size-to-reach-usd-57-59-billion-by-2033>

Roadmap



THE ASK

**Connection with
SaMD / Diagnostics
/ Clinical Decision Support
people**

**Co-Development with
Physicians / Researchers
for Interpretation
of Genomic Medicine**



LinkedIn

technology bridge for communication

XCOO 【ténku:】

株式会社テクター

お問い合わせ先

電話 03-3868-2374

メールアドレス info@xcoo.jp

Webサイト <https://xcoo.co.jp/>



NeoCure

NeoCure

AI to prevent 30,000 childhood blindness cases worldwide.

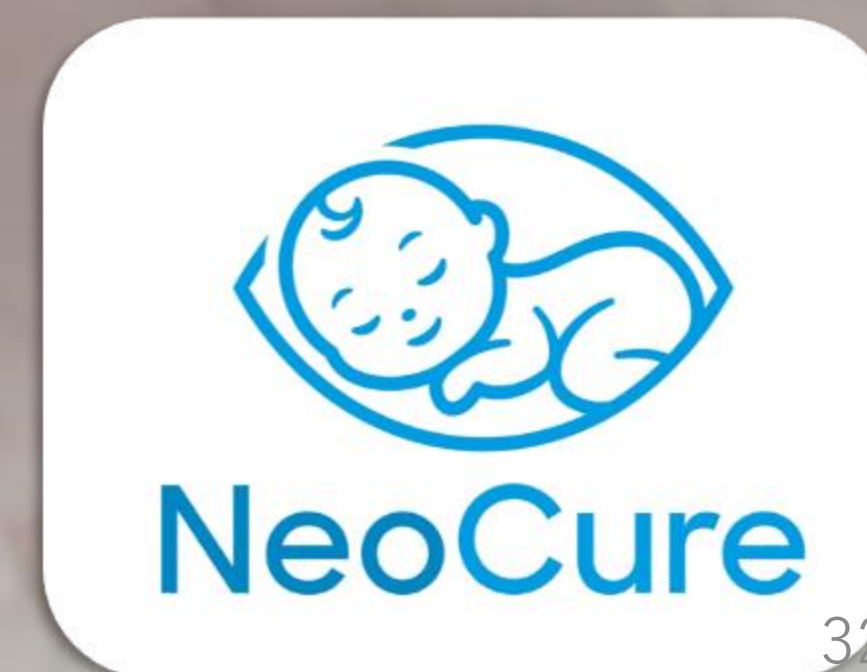
#PNPTCSiliconValley

Join us at pnptc.com

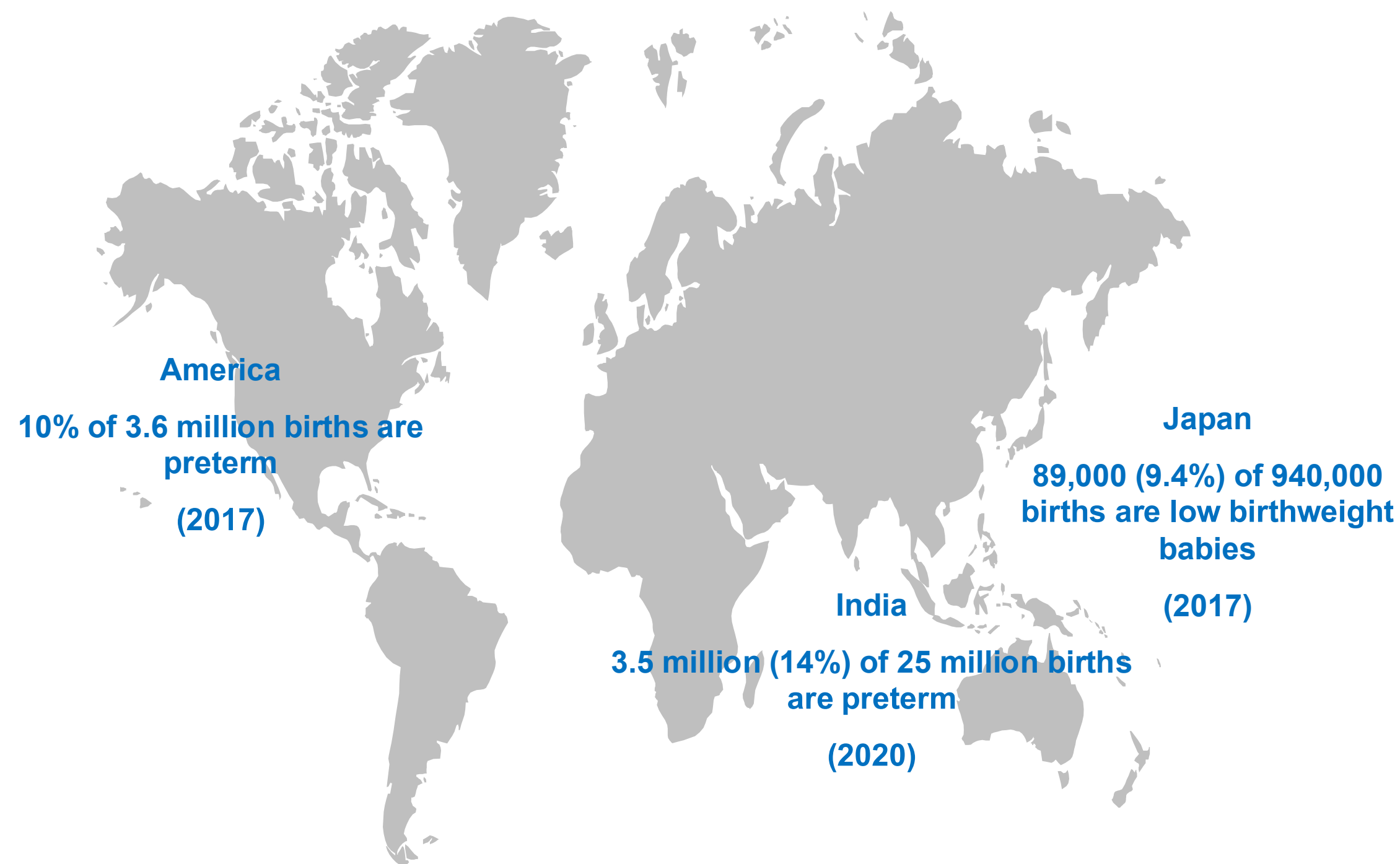
**Retinopathy of Prematurity (ROP) is the leading cause
of childhood blindness**

NeoCure AI: Ending Childhood Blindness

November 2025
Motoshi Sobue
CEO, NeoCure Inc.



ROP (Retinopathy of Prematurity)

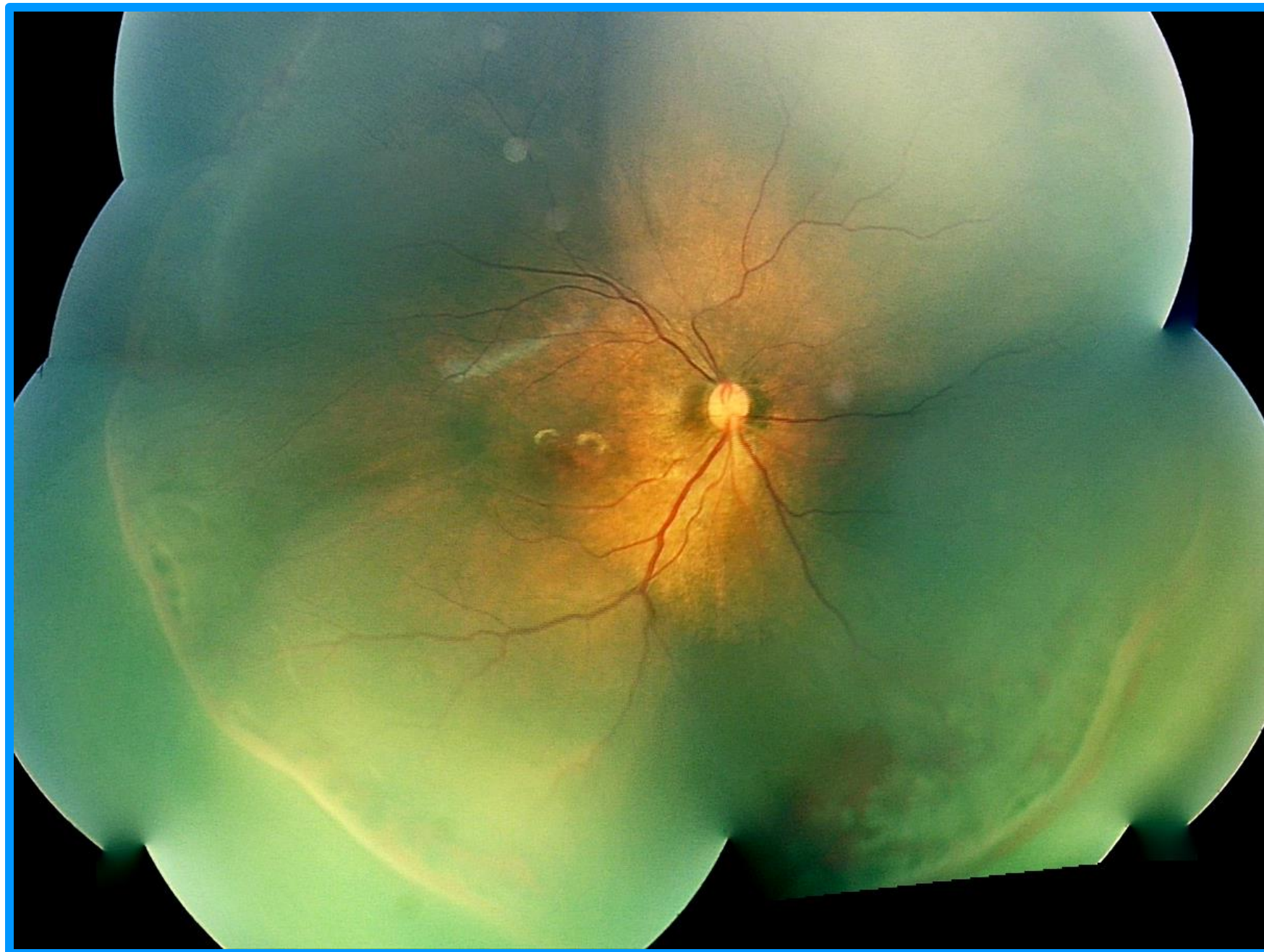


ROP is a retinal vascular disease in preterm infants.

30,000 children go blind from ROP every year globally.

Social cost > USD \$100B globally

Medical Reality



- ROP is preventable and treatable.



Laser ablation



Anti-VEGF drugs

- Timely detection is important: only **72 hours**



**ROP diagnosis
requires special
skill**

Problem

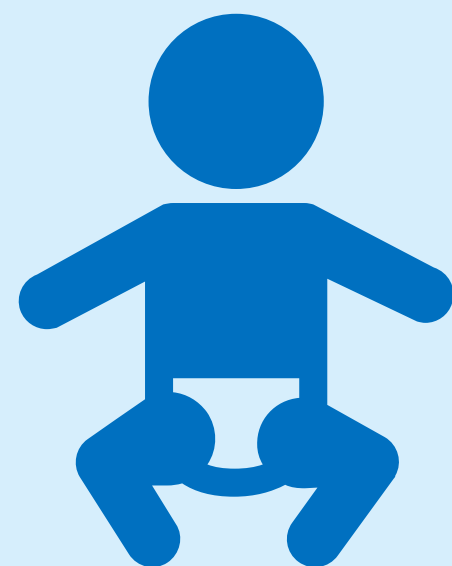
**Limited Number of
ROP Specialists.**

Only **200** in
United States.

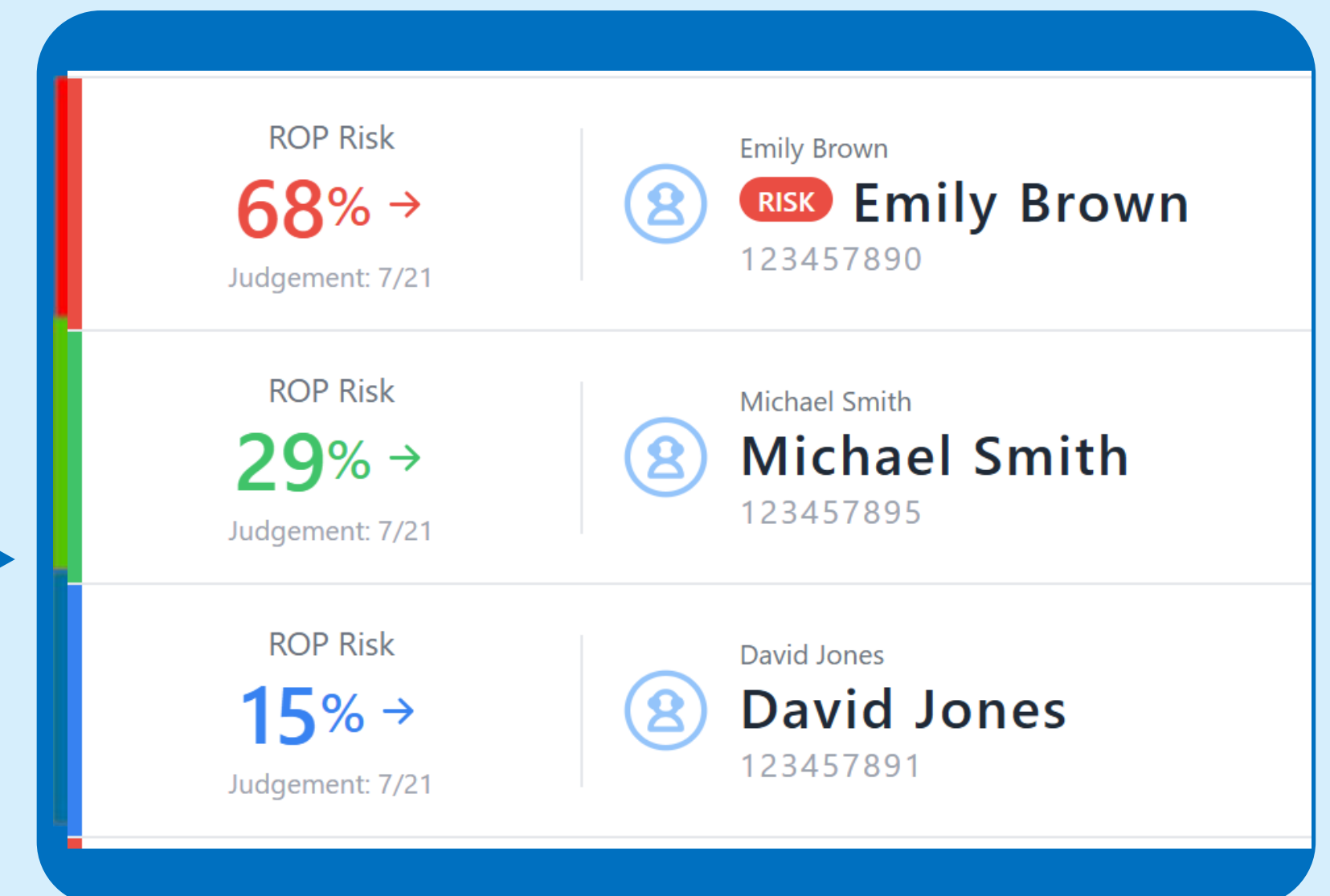


Our Solution

AI-based screening for ROP
without requiring specialists



**NeoCure
AI**



Screening ROP with

Accuracy 90%

Sensitivity 90% / Specificity 90% based on 203 clinical data

***Engaged in pilots with 7 hospitals in Japan
Partnership in discussion with Mayo Clinic***



Competitive Advantage

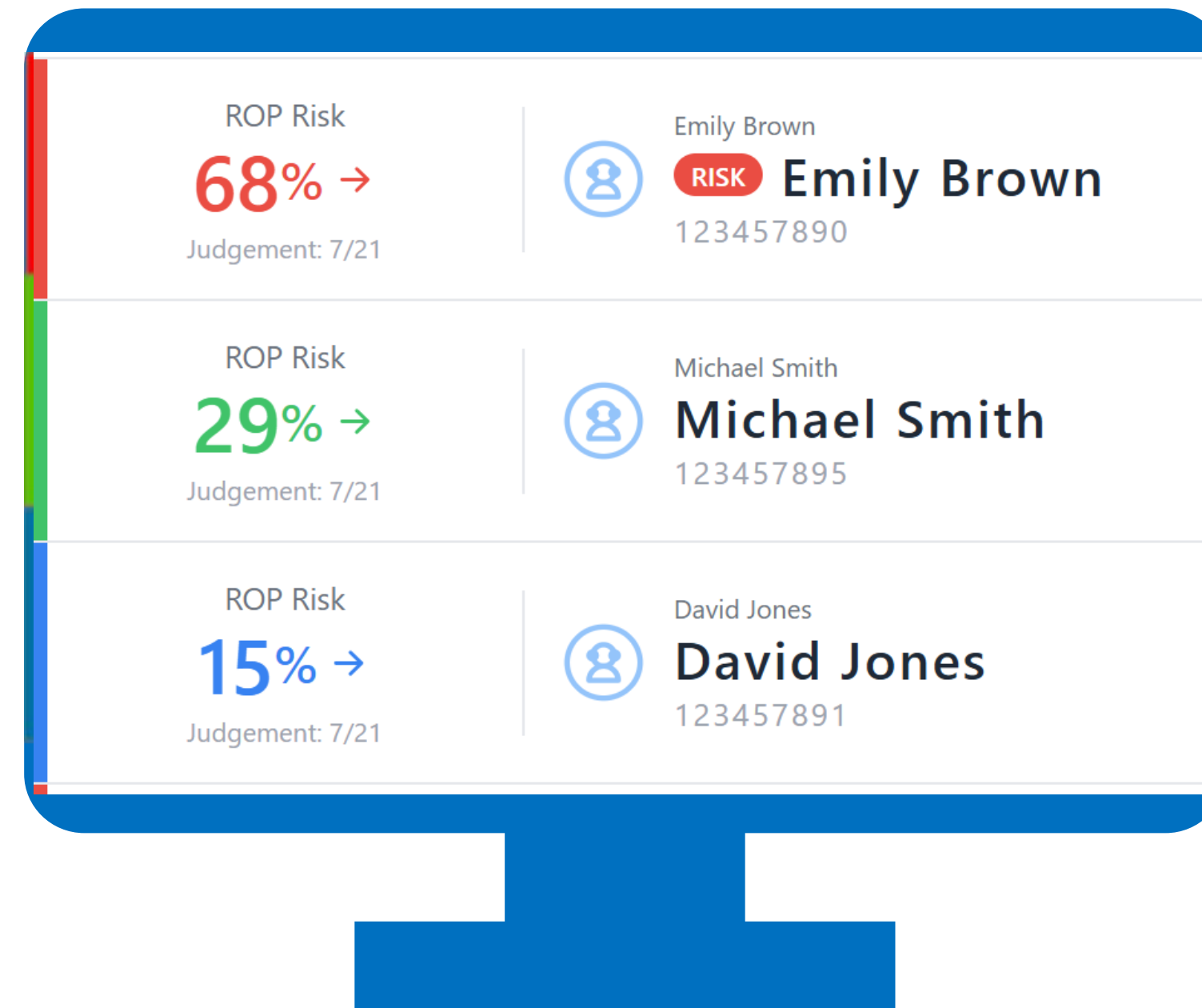
Today

Doctors' diagnosis



NeoCure

Simple software



Cost-efficient

implementation US\$ 5K

Alternative

Specialized hardware

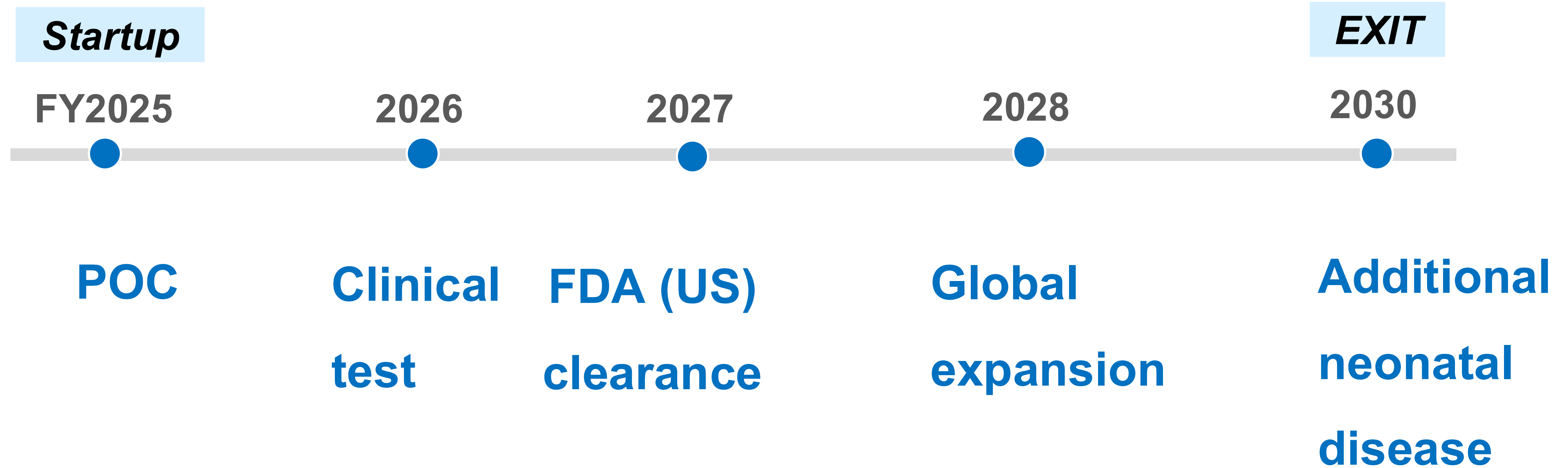


Expensive

implementation US\$ 250K

Limited number of
ROP specialists

Milestone



Motoshi Sobue
CEO
Engineer, Ph.D.
Serial entrepreneur



Duke



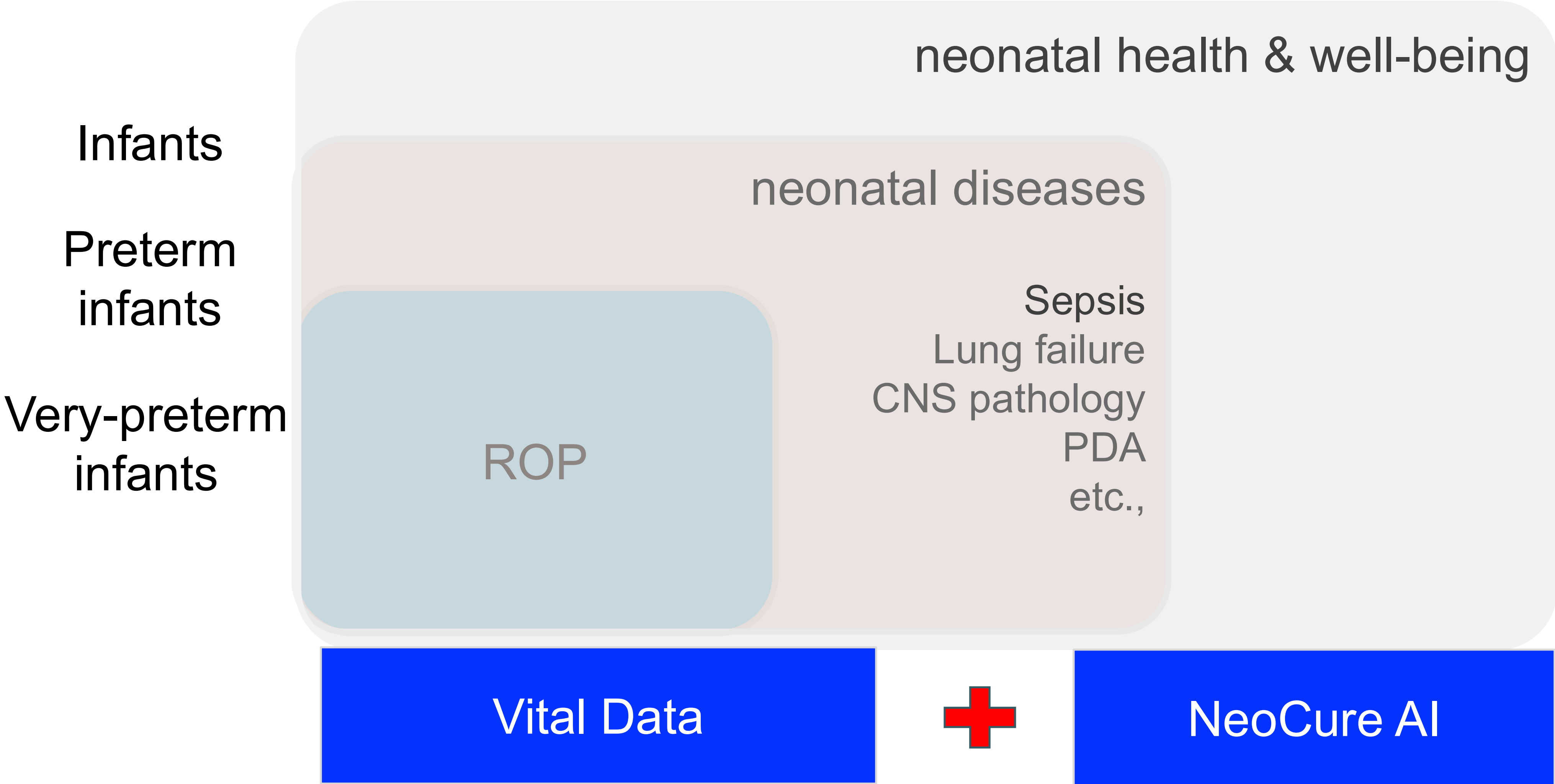
Yoko Fukushima
CTO, Assoc. Prof., Osaka
Univ.
A ROP specialist



Ryo Kawasaki
CSO
Prof., Osaka Univ.
Ophthalmologist



Future Potential: NeoCure AI for a platform of neonatal healthcare



What I am looking for

- **Research Collaborators**

- Fine-tune AI with overseas data.

- **A Biz & FDA consultant**

- Familiar with U.S market and FDA

- **Fundraising: US \$2M
(Q1 2026 ~)**



NeoCure

Motoshi Sobue

CEO, NeoCure Inc./ Professor, NAIST (Ph.D.)





Rebio Health

Rebio Health

Rebio Health uses an innovative electrochemical technology to eradicate biofilms on orthopedic implants and dramatically reduce reinfection rates

#PNPTCSiliconValley

Join us at pnptc.com



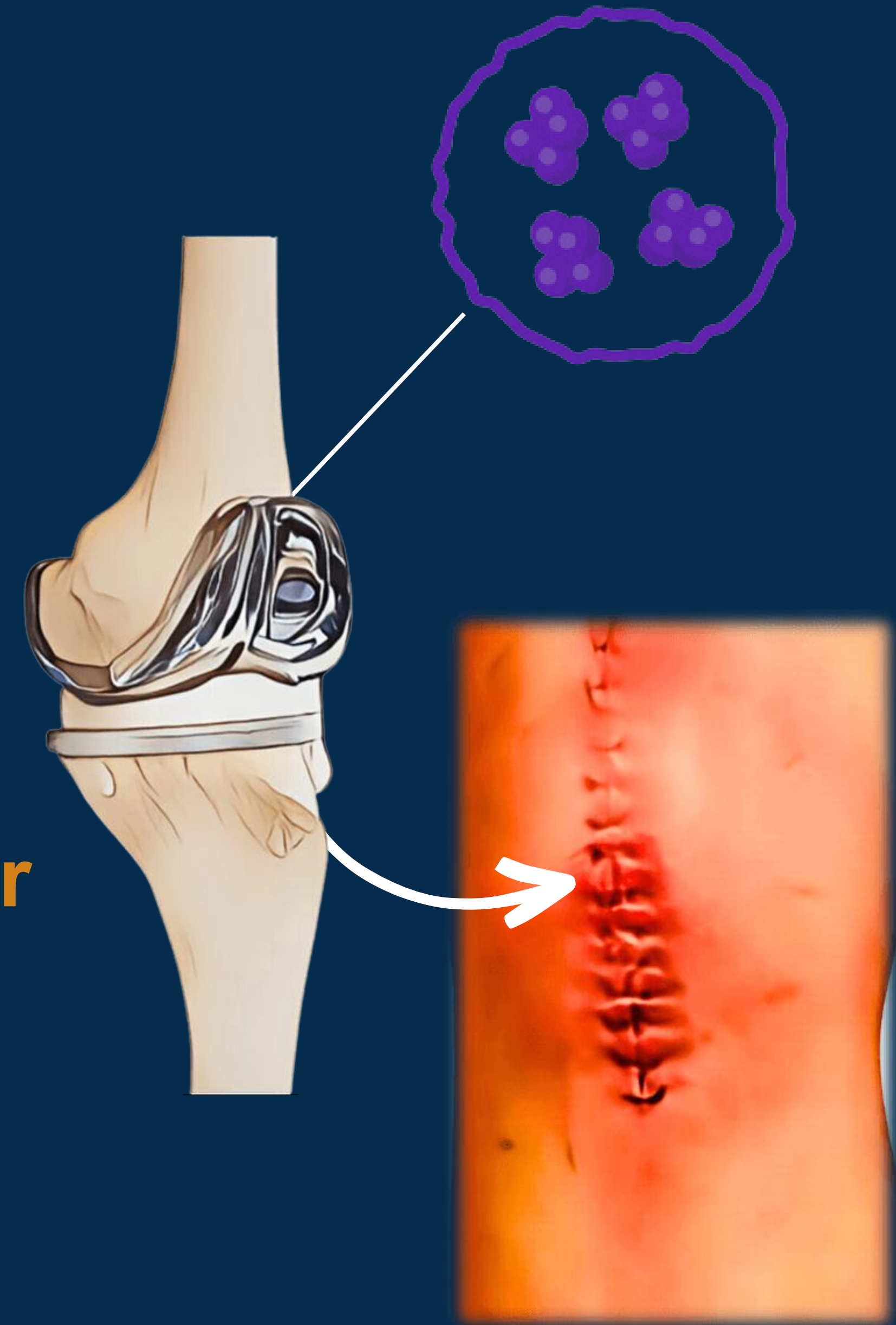
Curing Joint Implant Infections to Transform Patients' Lives

Issue

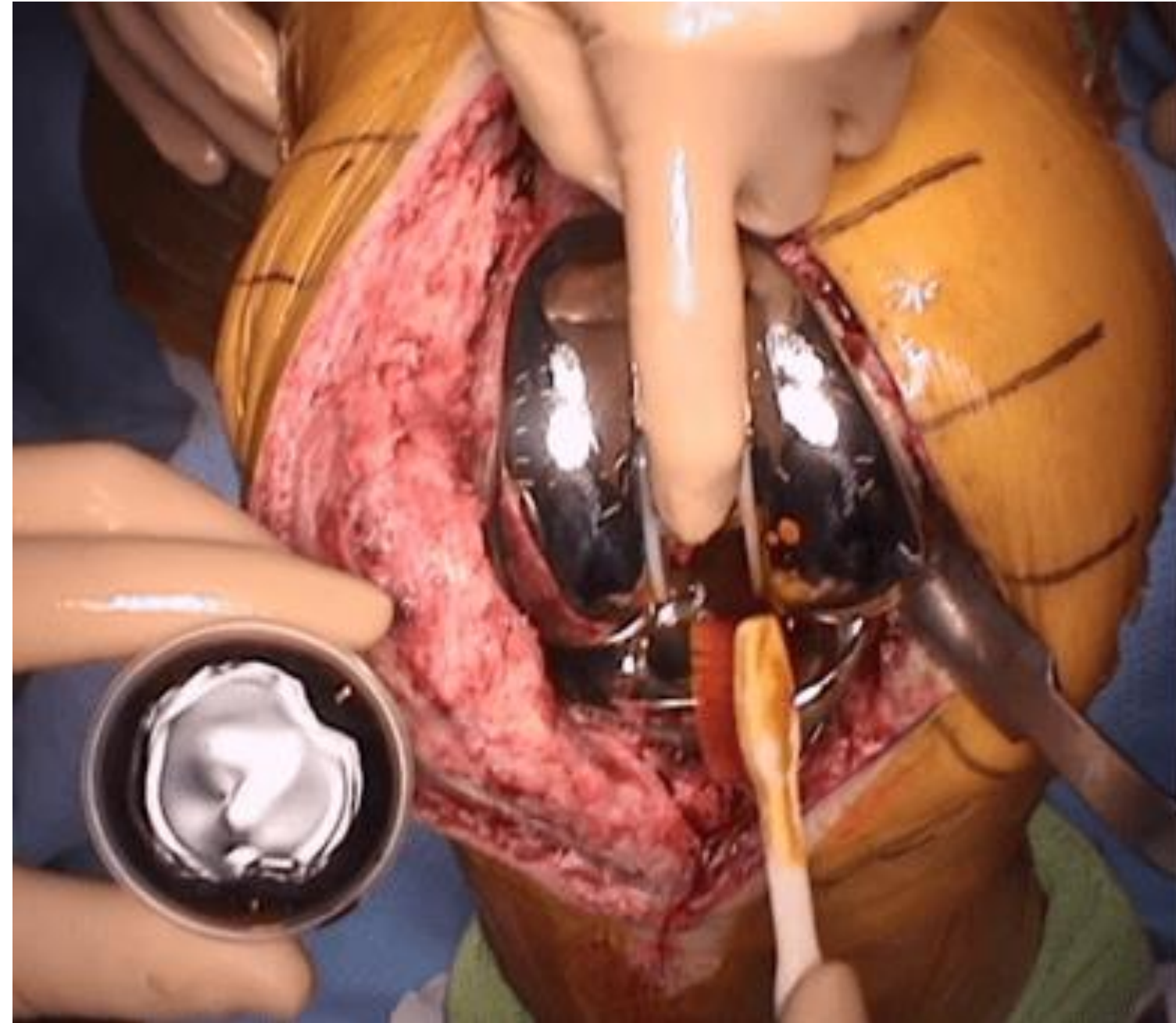


Periprosthetic Joint Infection (PJI)

- Bacteria attach to implants and spread to bone and muscle
- The number of patients in US **>70,000 /year**
- Medical cost **> \$100,000**



Issue in Current Treatment

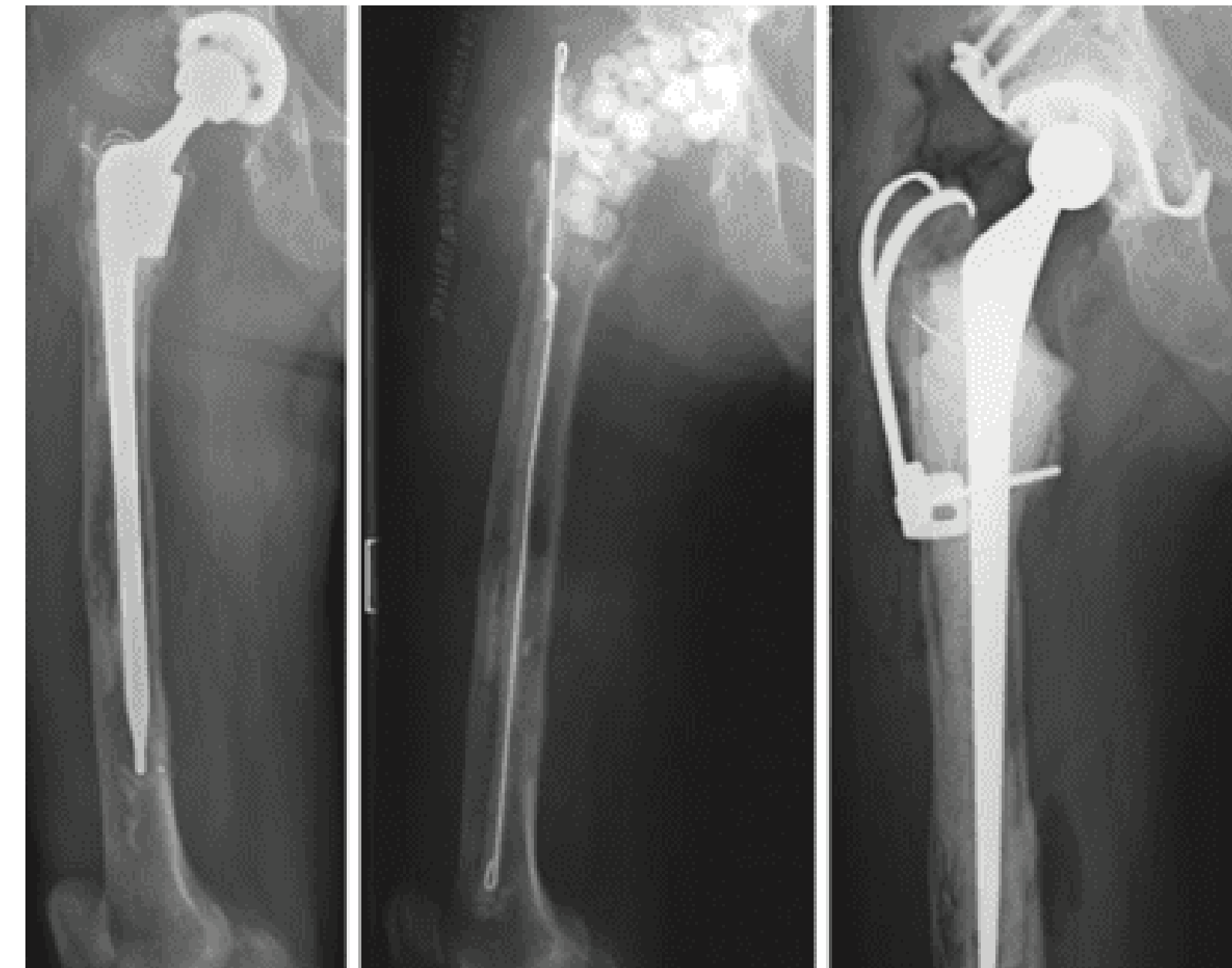


Preservation

Success rate: 50%

Invasiveness **Low**

Efficacy **Low**



Replacement

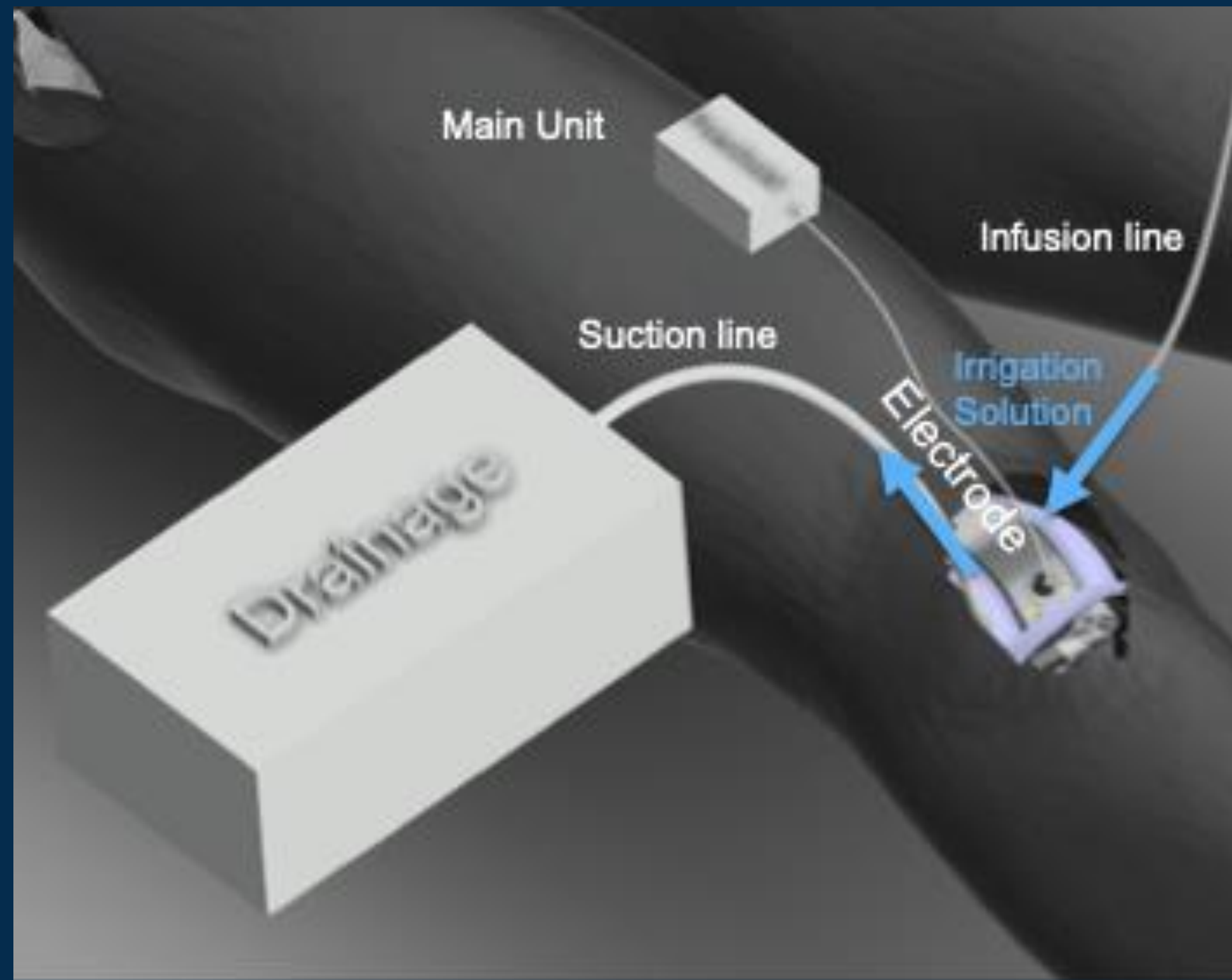
Long-term treatment, multiple surgeries

Invasiveness **High**

Efficacy **High**

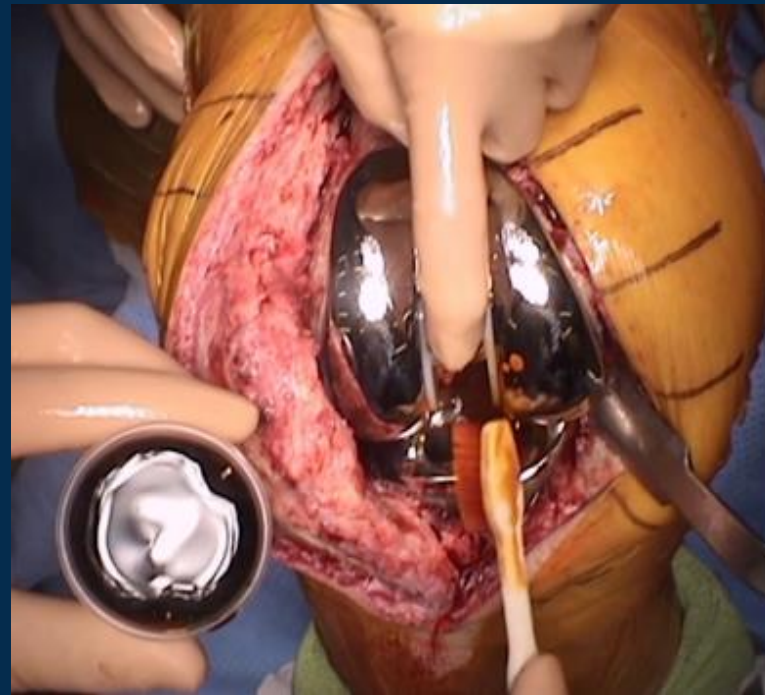
 **Rebio Health**

Solution

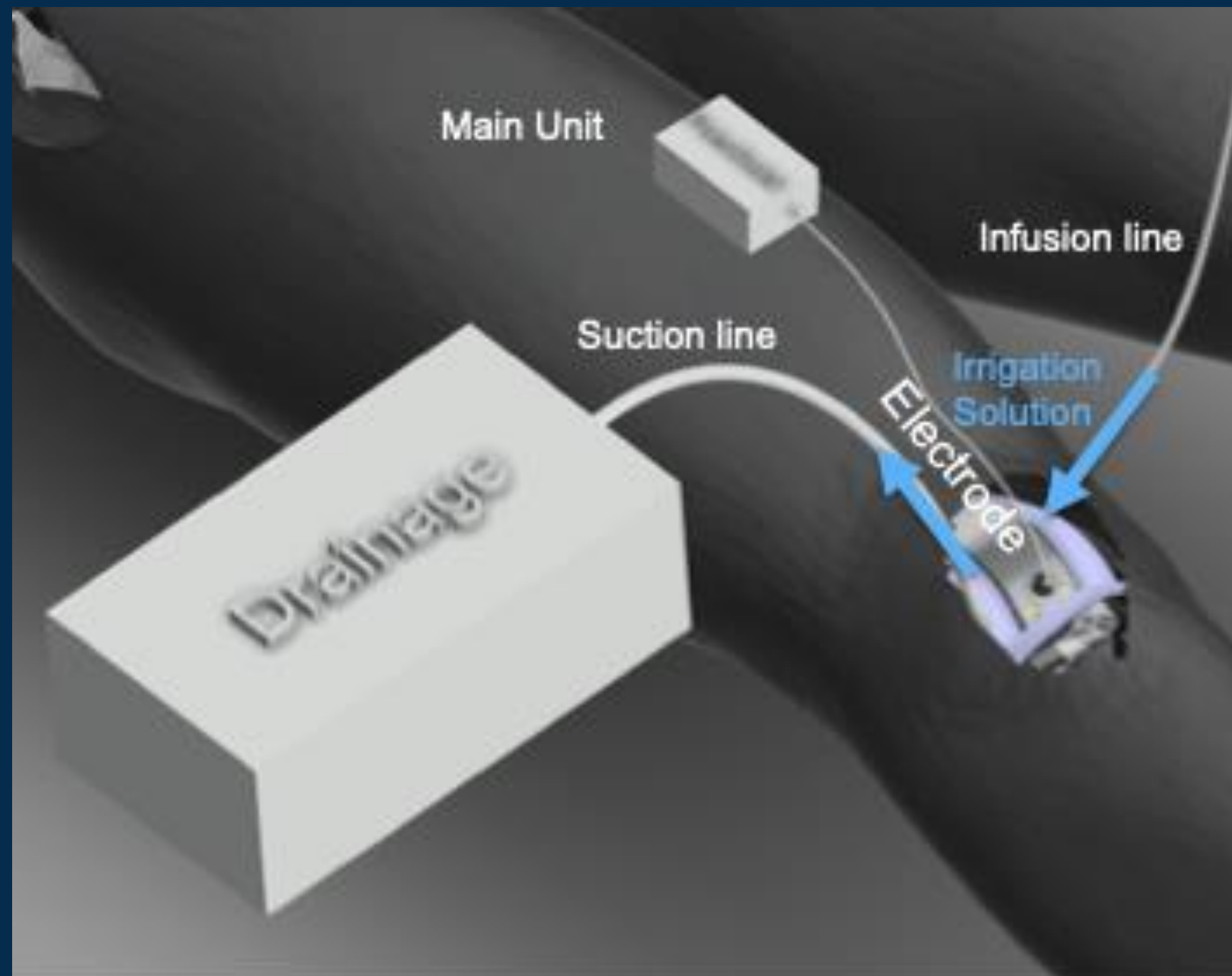


- **Electrochemical Sterilization**
- **Irrigation Solution**
- **Drainage**

Solution



+

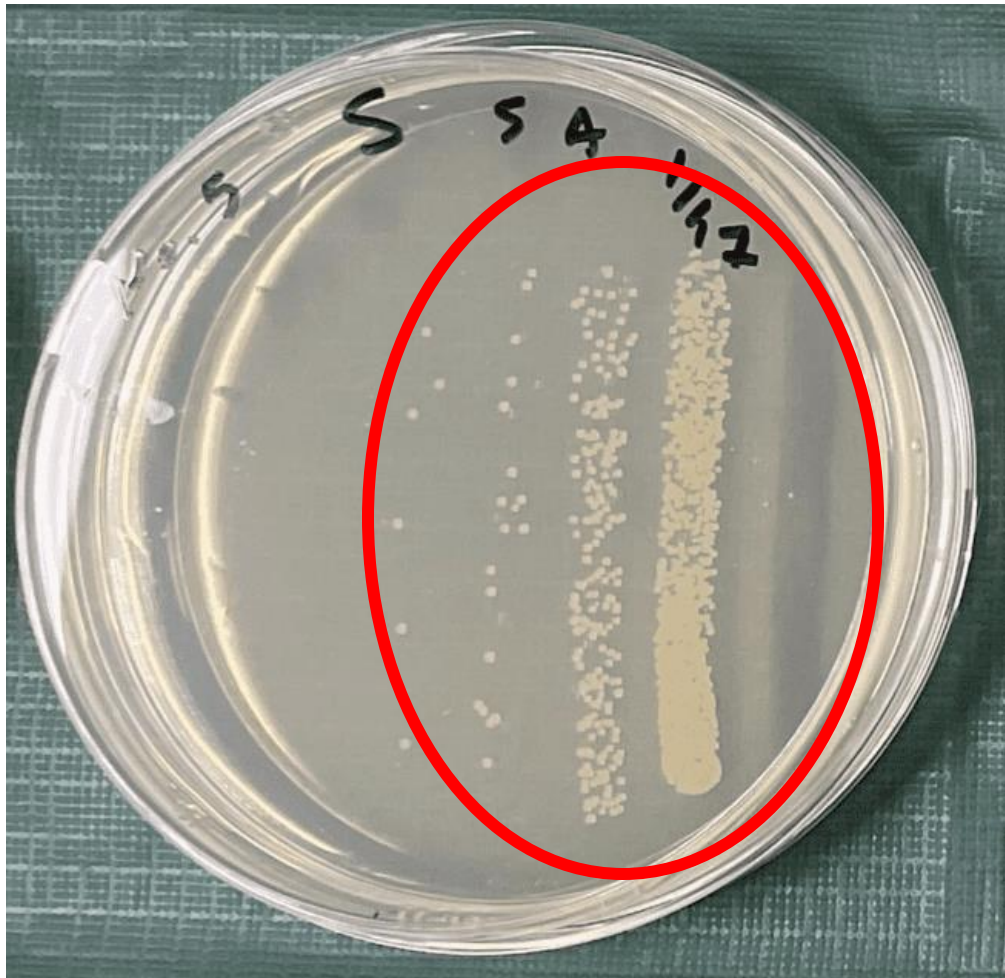


- **Electrochemical Sterilization**
- **Irrigation Solution**
- **Drainage**

- ✓ Add a 10-minute treatment after washing & polishing
- ✓ Remove the device
- ✓ Close the wound
- ✓ Done

Patients can avoid reinfection and no longer require implant replacement.

Proof of Concept



Without electrosterilization



With electrosterilization

10 minutes of treatment ensured that the bacteria were completely killed in rat model

Business Model

Sell Main unit and single-use components

\$40K

Per Main Unit

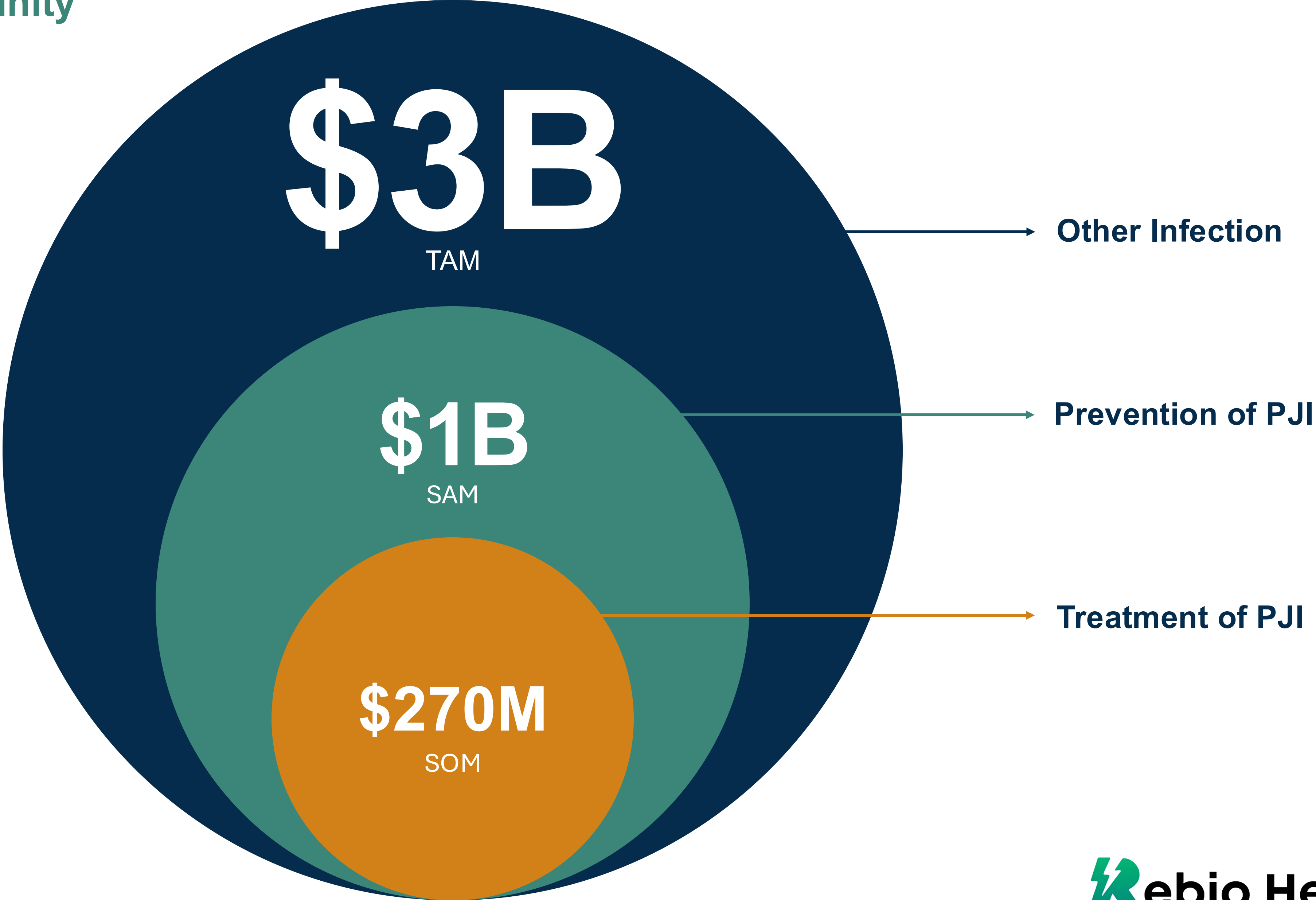
1,250 US hospitals

\$3K

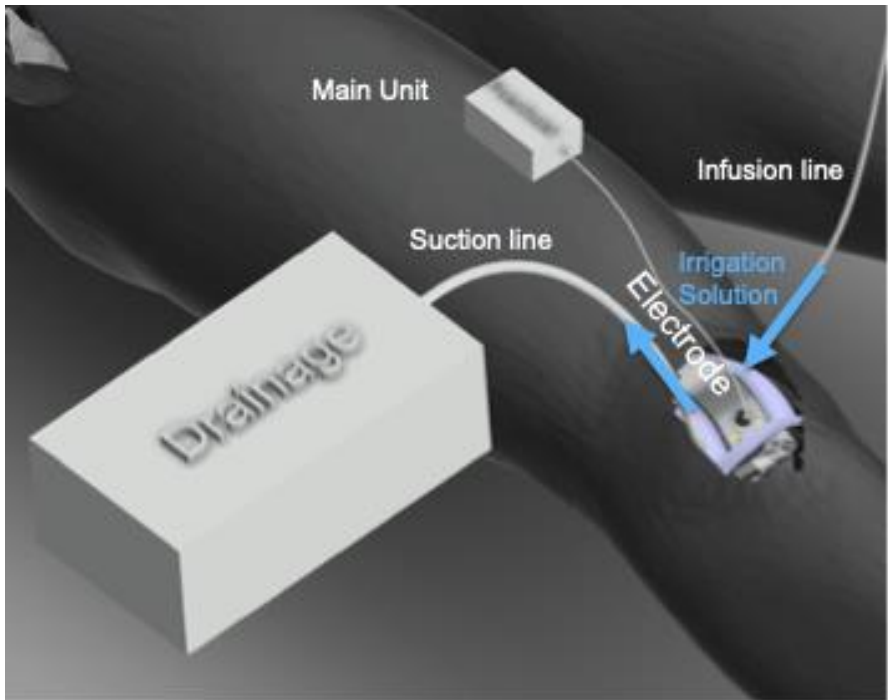
**Per Single-use components
(Electrode and Irrigation solution)**

70,000 US patients

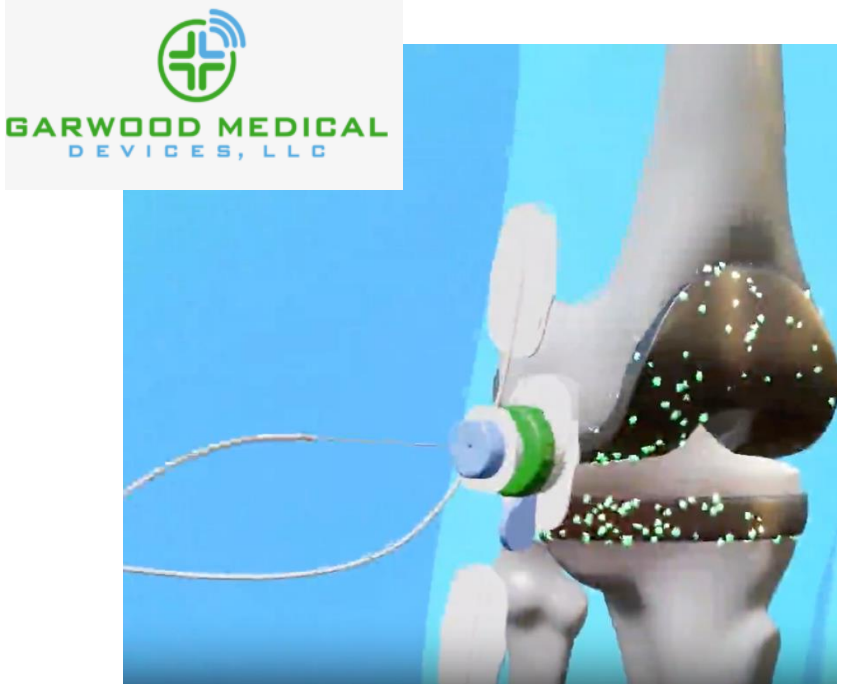
Market Opportunity



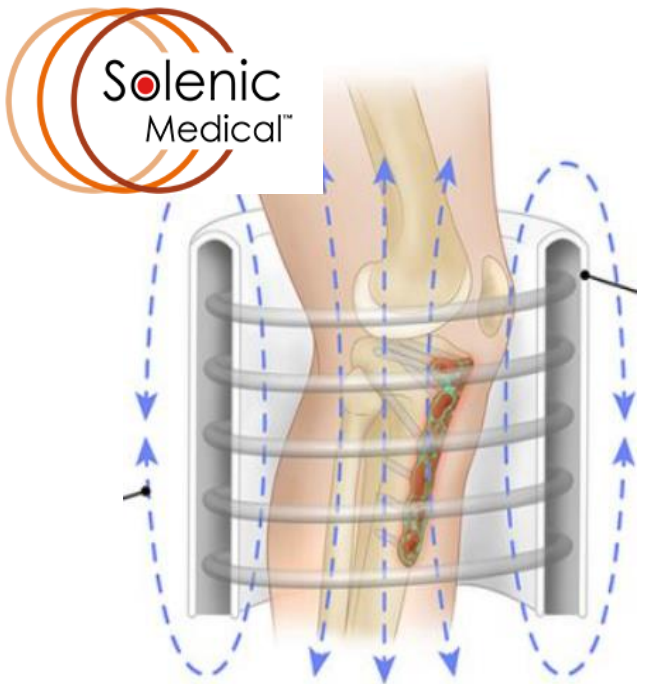
Competitive Landscape



New electrosterilization + Drainage



Conventional electrosterilization



Using AC magnetic field thermal sterilization

Sterilizing Effect (Implant)



Sterilizing Effect (Soft Tissue)



Short Time



Effect on drug-resistant bacteria

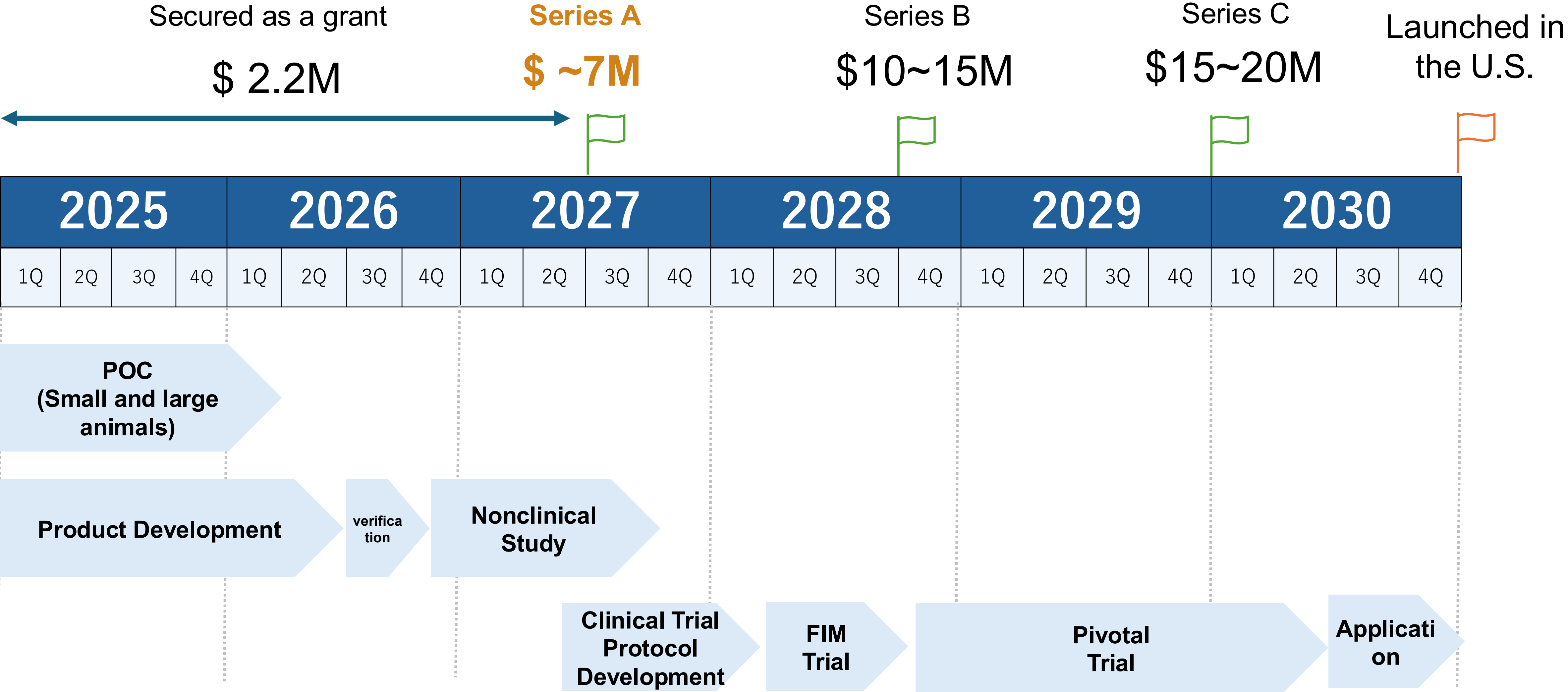


Collaboration & investor company

Wanted



Timeline



Team

Core Members



Founder, CEO
Takaaki Kakahana, PhD



Founder, CSO
Akihiro Okamoto, PhD



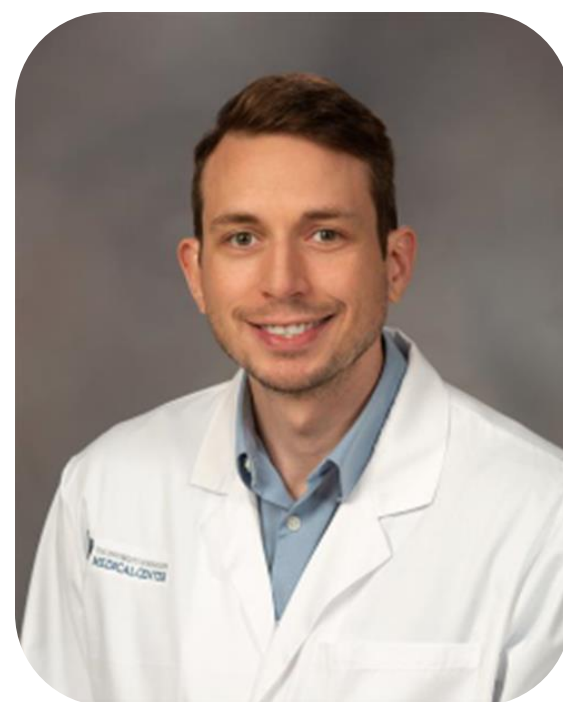
CTO
Ken Takaki, PhD



Advisors



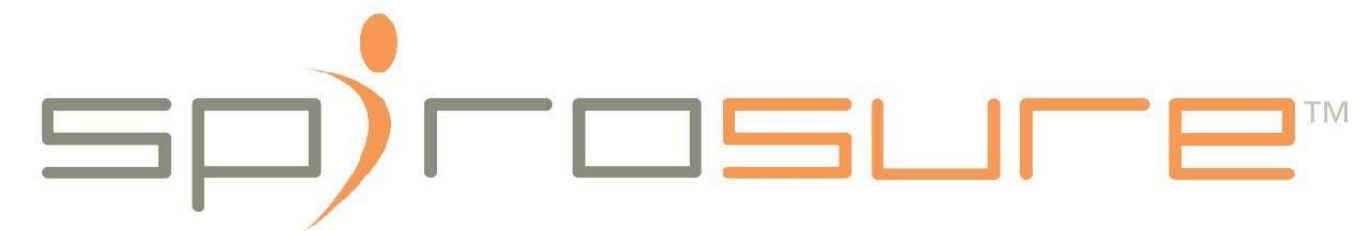
Business Advisor
Solomon Ssenyange, PhD



Product Development Advisor
Spencer J. Montgomery, MD



Clinical Advisor
Carlos Higuera Rueda, MD



Ask

Seeking Partners

Orthopedic implant company

US R&D Advisor for FDA approval

US investor



Thank you

Takaaki Kakihana
contact@rebiohealth.com
www.rebiohealth.com/en





Smile Curve

Smile Curve builds a global company dedicated to early scoliosis detection, in collaboration with Keio University, delivering reliable screening programs for children.

#PNPTCSiliconValley

Join us at pnptc.com



SMILE CURVE



Precise, Portable and Radiation-free 3D scanner with AI to detect scoliosis early to avoid unnecessary surgery, for the smiles of every child and every family.



Scoliosis:

Abnormal 3D twist
of the spine





2% of children (aged 10–18) develop scoliosis

Severe → **pain and breathing difficulty**



Severe scoliosis requires spinal fusion surgery

~100,000 Surgeries / year worldwide

~ 40,000 Surgeries/year in the US

→ US healthcare cost: US\$15 B



A person wearing a red patterned dress with a white sash, standing against a dark background. The person is positioned in the center of the frame, and the dress has a floral or geometric pattern. The sash is a solid white color. The background is dark and appears to be a wall or a backdrop.

How to **avoid** the scoliosis surgery?



Brace treatment at the **early stage**
can **avoid** surgery in **75%** of cases.

Early detection that matters



Three Options for **Early Detection**

1. Visual exams



2. X-ray imaging

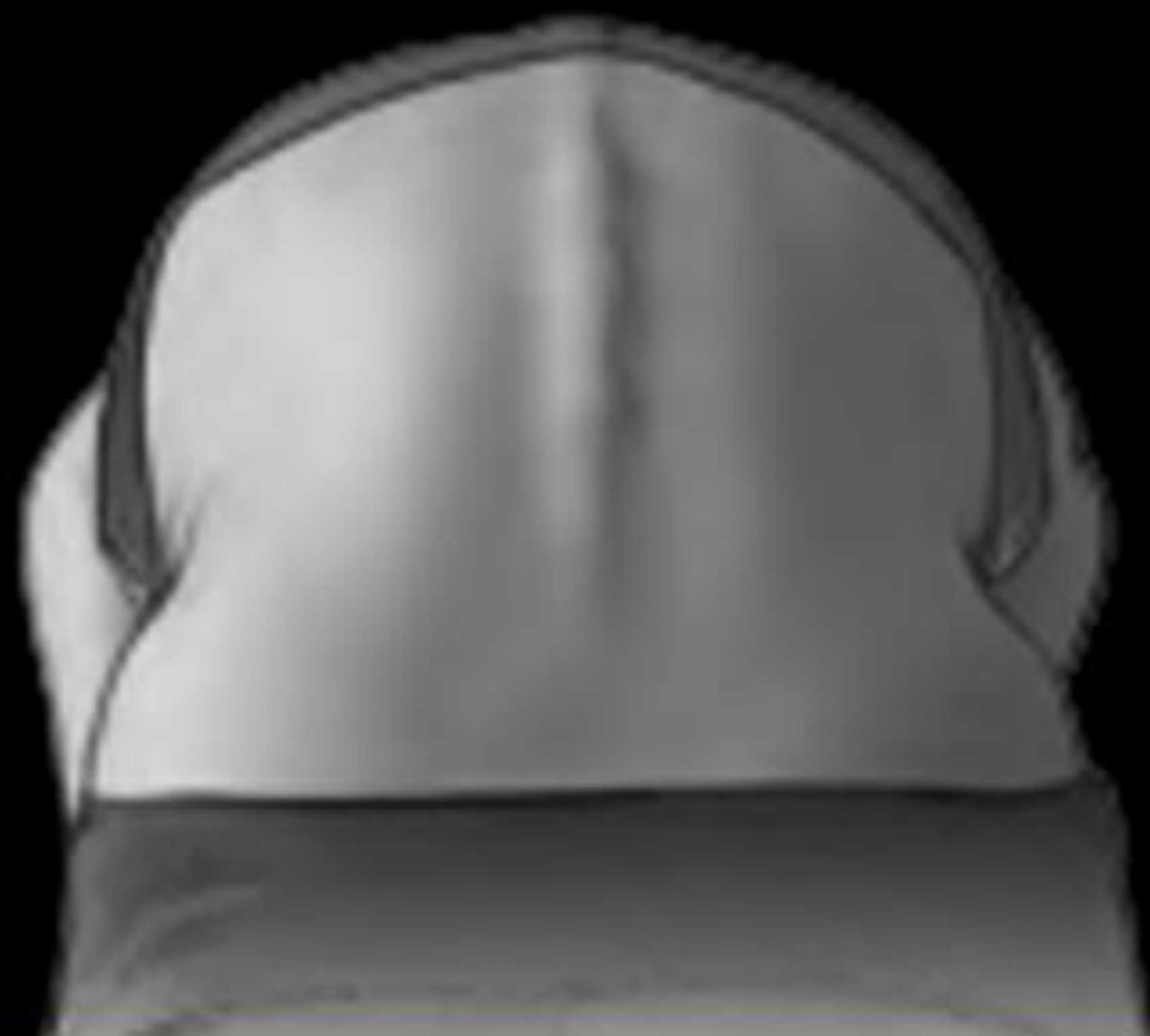


3. Moire Topography



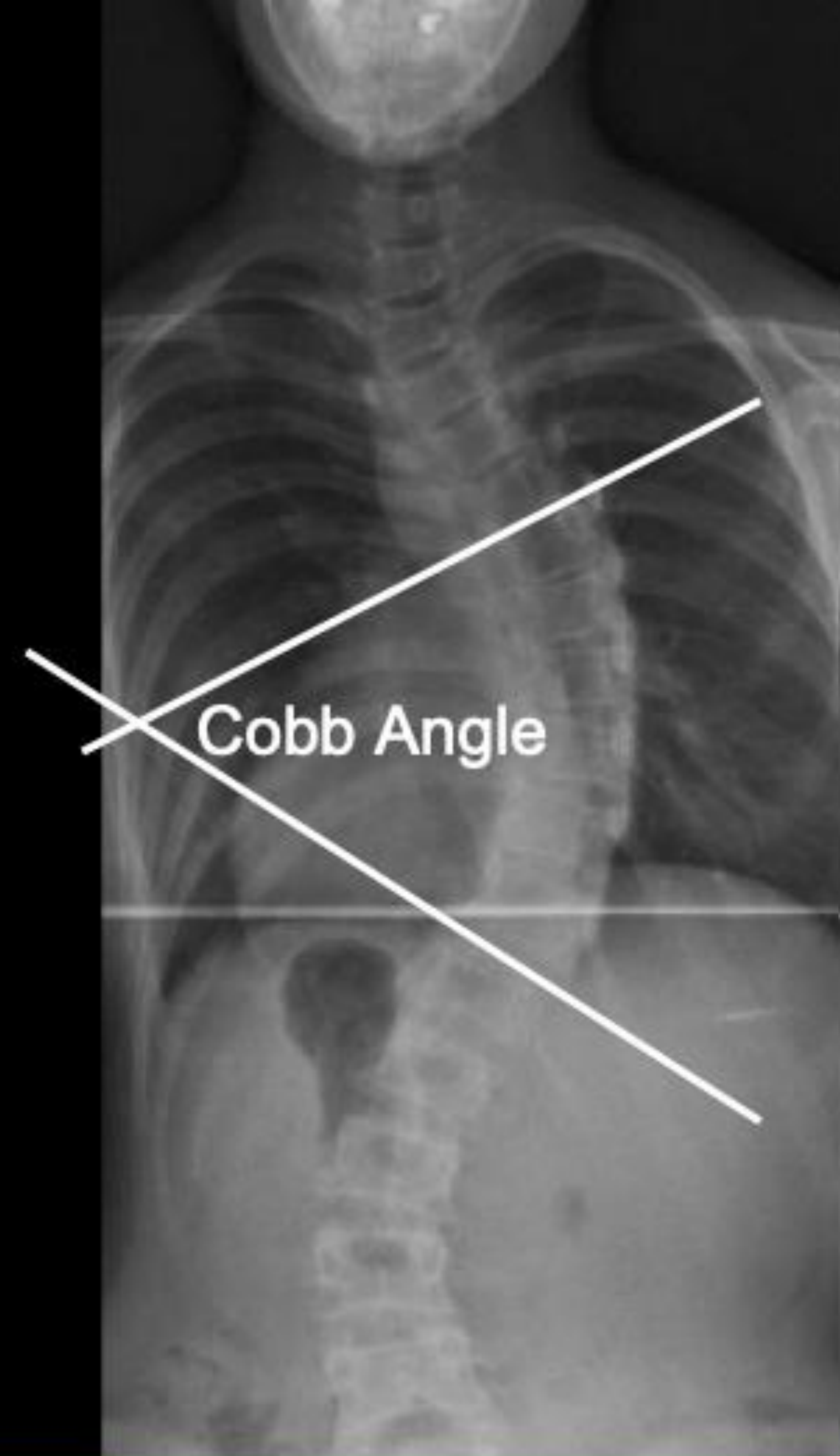
1. Visual exams

Easy and device-free,
but they **miss millimeter-level asymmetries.**



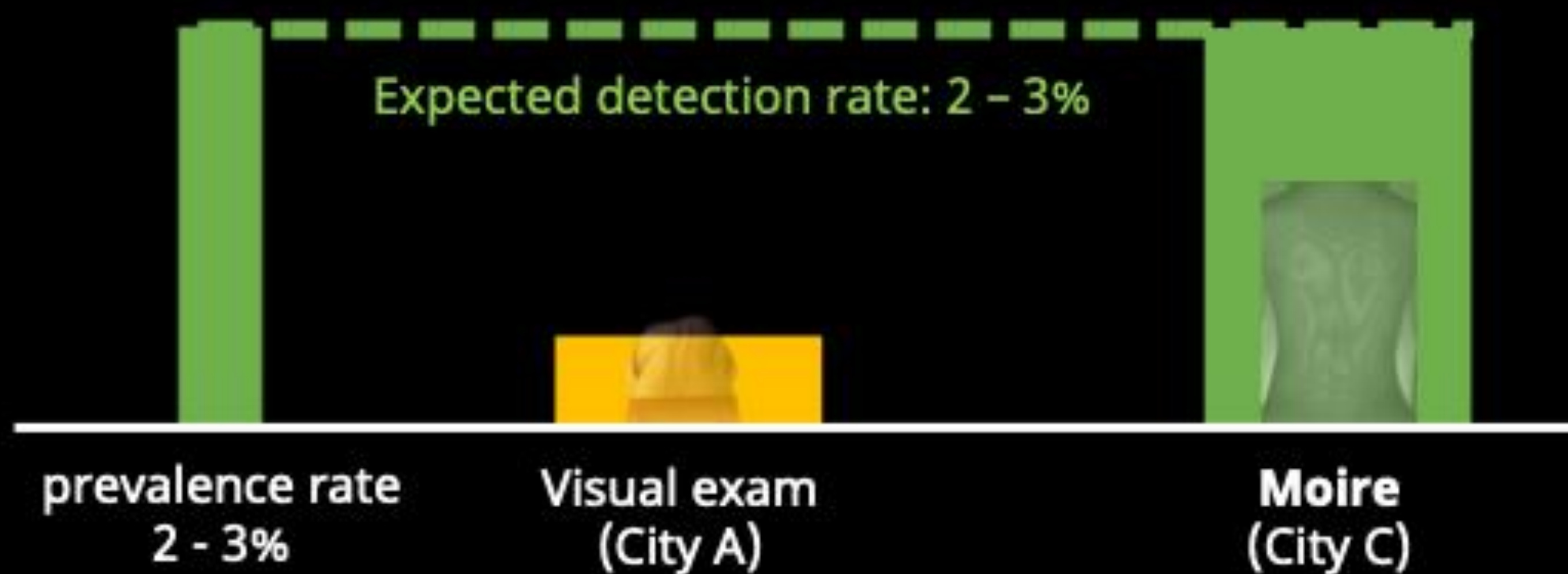
2. X-ray imaging

Provides **rich information**,
but exposes children to **radiation**,
so it cannot be used repeatedly.



3. Moire Topography

Non-invasive and **highly Sensitive** way



Sensitivity of Moire test is 100%, specificity 68% *

* Sources Côté Spine 1998, Goldberg Spine 1995, Simpson Chiropr Osteopat 2006, Karachallos Spine 1999



3. Moire Topography

We've first developed in 2020, used for 60,000 students/year

But **too Heavy** (20kg), **too difficult** to read -> **discontinued**



We decided to found a **new company**—



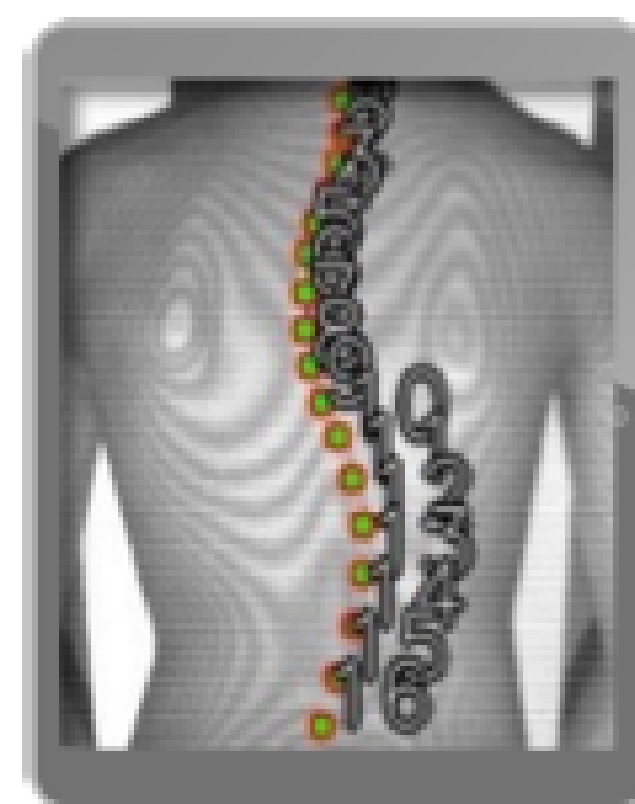
S M I L E C U R V E

To create
precise,
non-invasive,
and easy-to-use
to detect scoliosis early

Our solution



Portable 3D Scanner
(Medical Device)



AI Analysis Software
(SaMD / cloud)



Portable 3D scanner



Weighs 3 kg,

Scans in 0.5 sec

3D Accuracy 1 mm

Radiation free

Class I Medical Device
Developed with SPACE VISION.



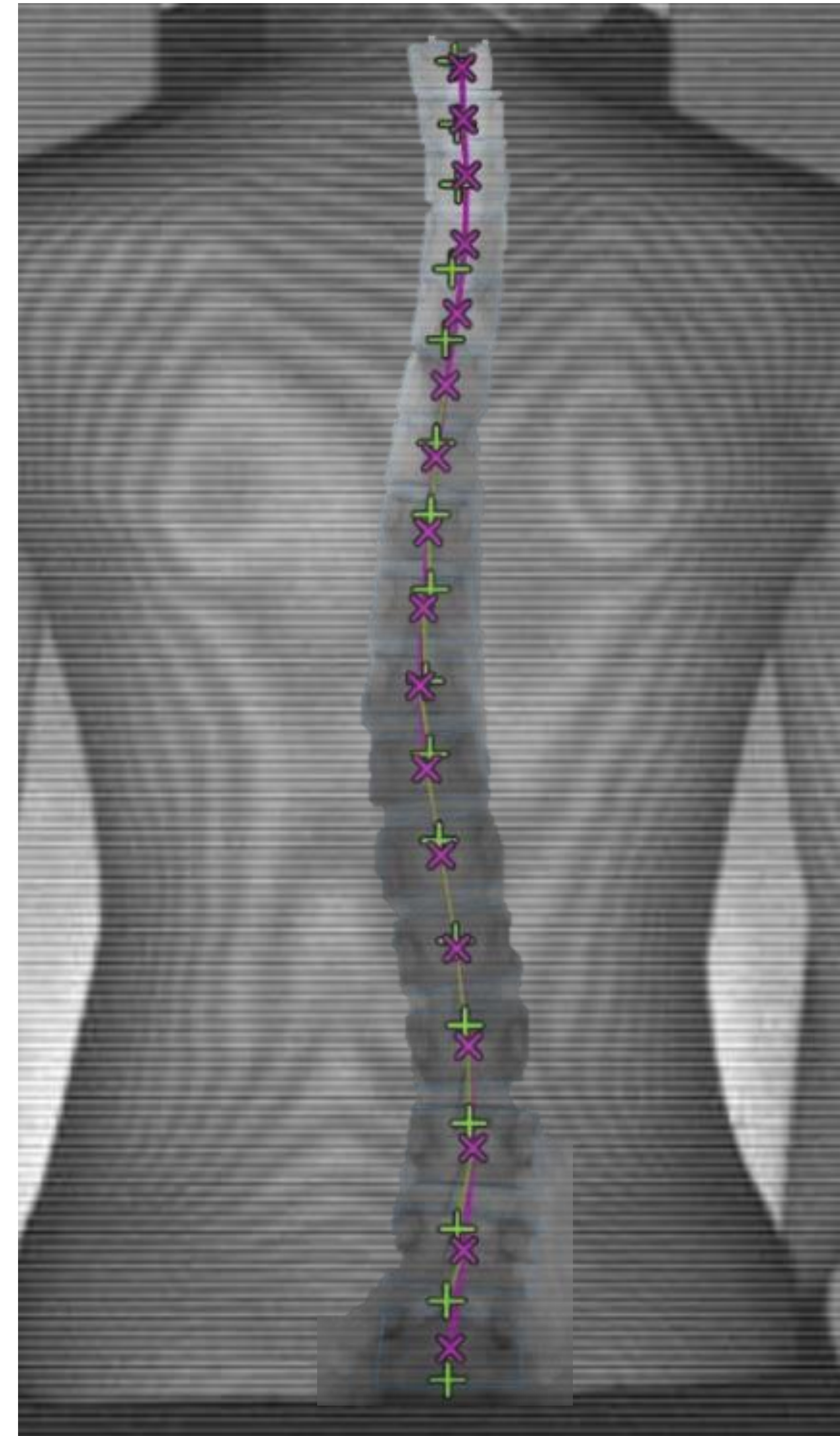


AI Analysis Software

Automatically provides:

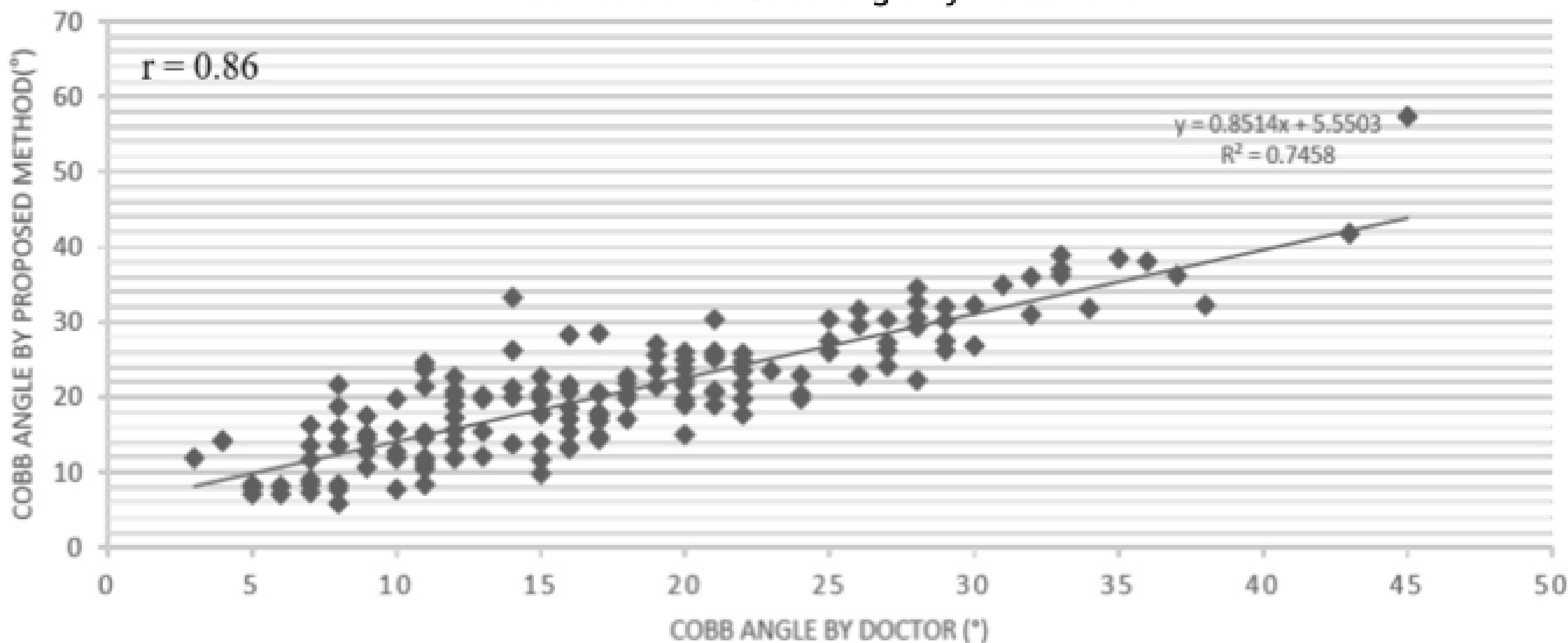
- **Alignment** of the spine
- **Angle of the curve (Cobb angle)**

Developed with Keio University
Patent 6280676 (JP/KR/US/EP/CN)



Our AI software matches expert-level precision

Correlation of Cobb angle by Doctor and AI



MAE of Cobb angle

	MAE	SD
All	3.80°	3.03°
Normal	4.73°	3.26°
Mild	4.26°	3.53°
Severe	2.87°	2.02°



School & Local Governments

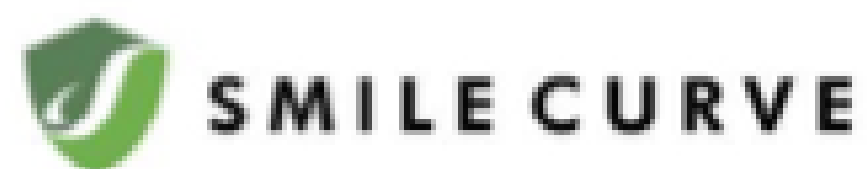
- Annual mandatory screening
- Large population / predictable demand
- Budget allocated every year



Hospitals & Pediatricians

- Regular/periodic monitoring for diagnosed students
- Higher accuracy requirements
- Clinical workflow integration

We serve both population-level screening and clinical monitoring.



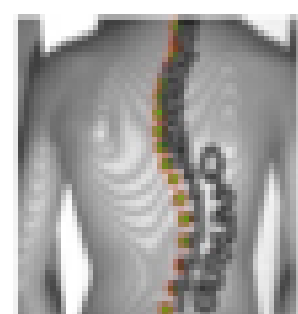
Business Model Overview

We propose **Scalable dual-revenue model:**

Offerings



3D Scanner
(Hardware)



AI Analysis Software
(SaMD / cloud)

Monetization

Device Rental Fee (Annual)



(per school / per site)

AI Analysis Fee (Per Test)

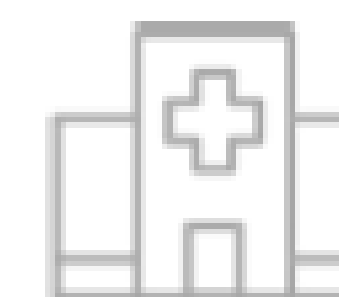


(per student exam)

End Users



Schools / Public Health
(Mass screening)

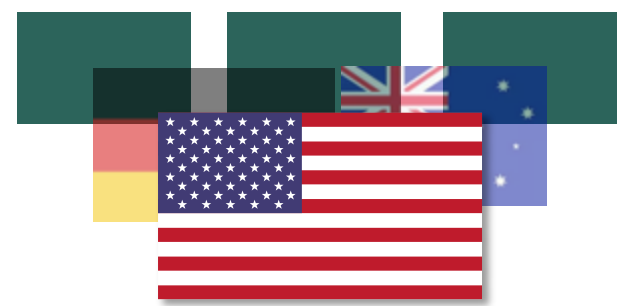


Hospitals & Pediatricians
(Monitoring)

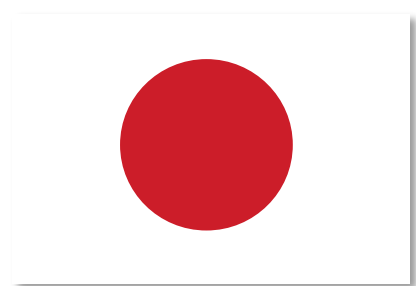
Long-term Growth Roadmap



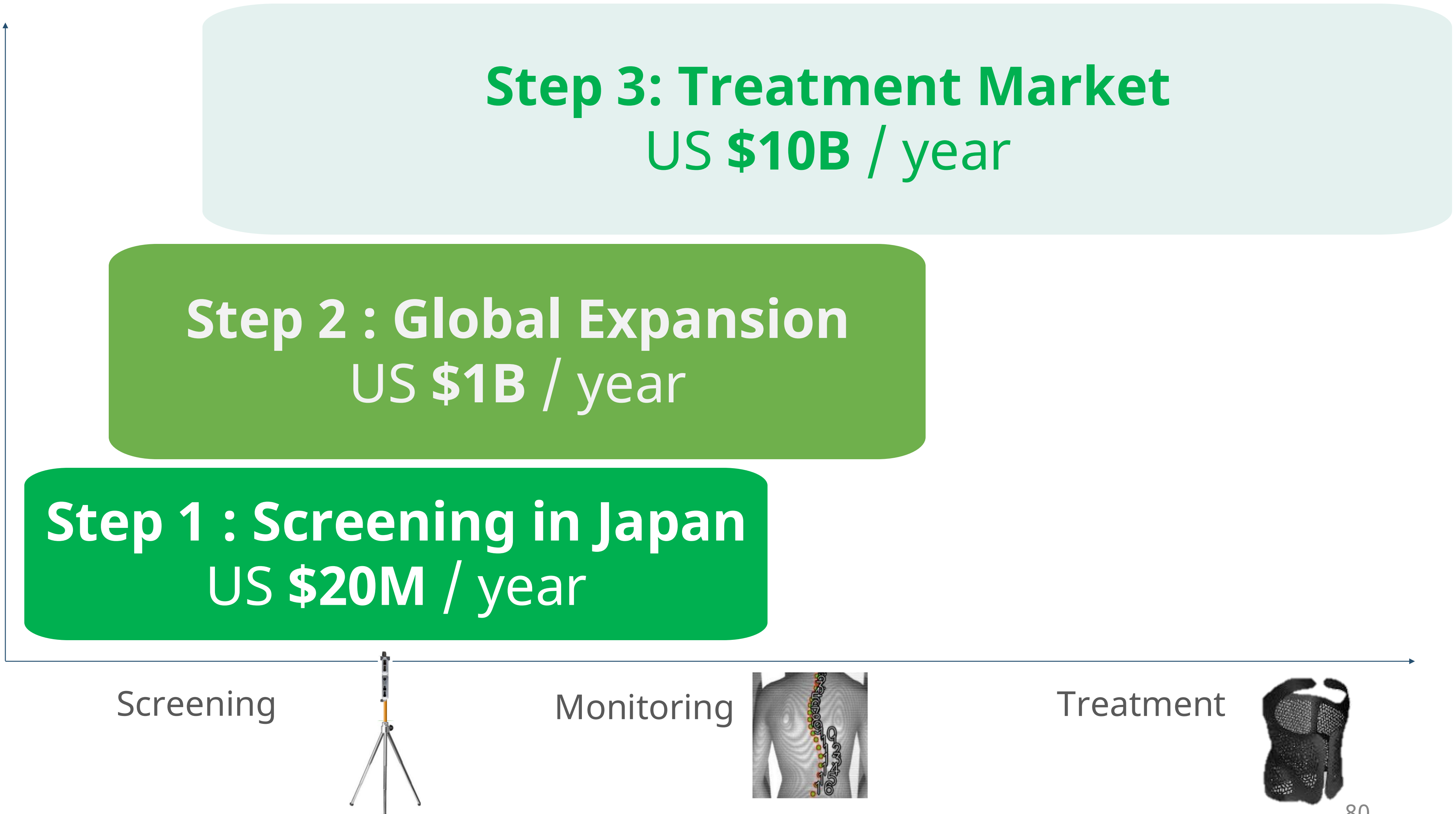
Rest of the world



20 countries



Japan

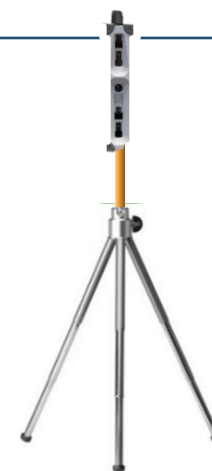


Step 3: Treatment Market
US \$10B / year

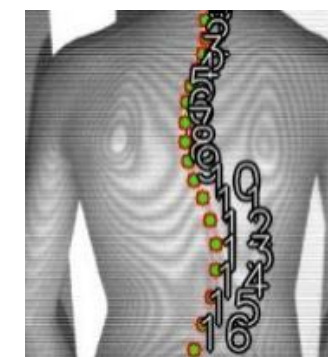
Step 2 : Global Expansion
US \$1B / year

Step 1 : Screening in Japan
US \$20M / year

Screening



Monitoring



Treatment





Masakatsu Noguchi
CEO | Co-Founder
10+ years MedTech,
Ph.D.(Life Science)



Masahiro Shinoda
CTO | Co-Founder
IT strategist,
Patent specialist



Tomoharu Ogawa
COO | Co-Founder
Sales specialist at
Healthcare industry

Our team combines **deep MedTech, AI engineering, and healthcare operations** experience.

We established a strong relationship with **leading institutions**



One of **Japan's top research universities**
especially in Medical and AI field



The **largest School Scoliosis Screening**
Center for (> 60,000 children/year)



The **pioneer in 3D Scanning** Technology
(>20 years of Expertise)

So far, the **Japanese government and medical societies** are driving **digital scoliosis screening**

We have **secured US\$2 million** in government funding.

2020

4 Major Medical Societies

Urged shift to digital screening.

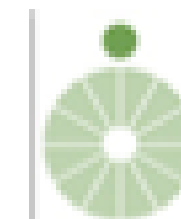
2021

こども家庭庁

Children and Families Agency

committed to nationwide care

2023-



文部科学省

Ministry of Education

Survey & pilots in progress



Understanding the U.S. Market and Regulations

Gain insights into FDA approval, reimbursement, and the U.S. healthcare system.



Building Partnerships with Medical Institutions

Connect with sales partners, orthopedic clinics, and school screening stakeholders.



Fundraising from Investors and Strategic Partners

Raise \$3M for mass production and global expansion by engaging with VCs and CVCs.



Join Us for the **smiles** of every child and every family

noguchi@smilecurve.jp

shinoda@smilecurve.jp



PLUGANDPLAY

SU SUMMIT

Plug and Play GOAL

ARD AWARD AWARD AWARD

#PNPTCSiliconValley

Join us at pnptc.com

PLUGANDPLAY

Sv summit

**Thank you
For
Attending**

#PNPTCSiliconValley

Join us at pnptc.com