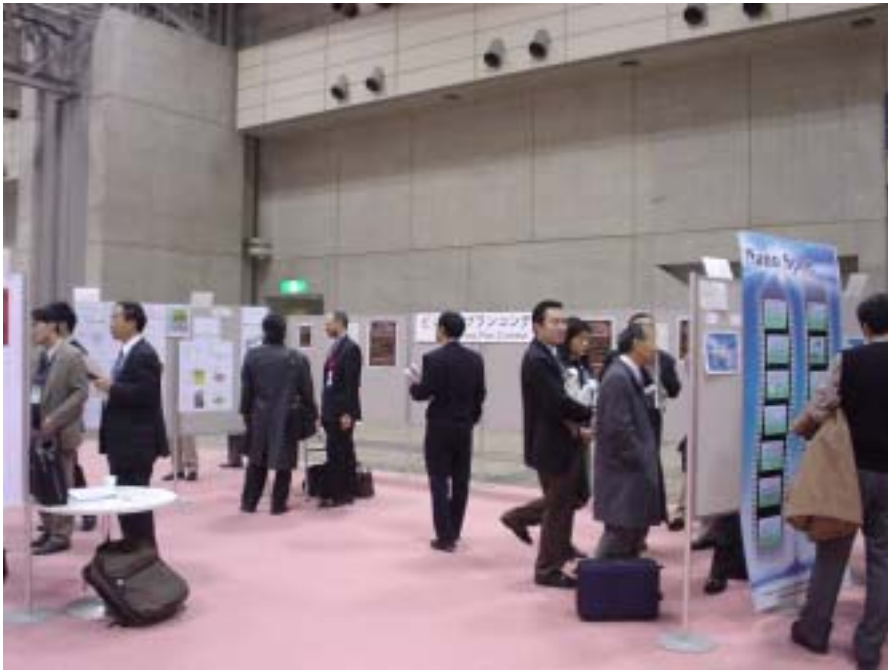


Japan Held the 1st International Nanotech Business Plan Contest

Having invested in Nanotechnology R & D for two decades, Japan is now focusing on accelerating nanotech business and stimulate the entrepreneurship in Japanese venture business. The recent Nanotech 2003 + Future event organized by the Japan New Energy and Industrial Technology Development Organization (NEDO), Japan External Trade Organization (JETRO) and National Institute of Advanced Industrial Science and Technology (AIST), attracted over 20,000 visitors worldwide held on Feb. 26-28th 2003 in Tokyo. It gathered exhibitions from major Japanese R & D organizations, large cooperations, government organizations as well as almost every single country from overseas. The program included Plenary Lecture, Nanotech Summit, Special Lectures given by the Nobel Laureates, Technical Symposiums, Nanotech CEO Forum, Business Forum, Business Plan Contest, and Communication. It covered from policy/strategy, R & D, business and general communications, and almost every single aspect of Nanotechnology was shown and discussed in this large event. The event has really drawn the world's Nano attention to Japan and has built a platform for global partnership in Nanotech R & D and business. In particular, the Business Plan Contest co-organized by Mitsubishi Research Institute (MRI), a large think tank firm in Japan, was new and attracted filled up the room with 200 people capacity. Ten nanotech venture companies were chosen to participate in the contest. They include Atomic-Scale Design Inc. (USA), NanoSpire Inc. (USA), Epigem Ltd (UK), Hybrid Plastics and Tomen Corporation DBA POSS Inc. (Japan), Fiber-TFT-OLED, The technology and the Business (Japan), Synectics-NANO (Japan), Chinese Academy of Sciences Nanotech Engineering Center Co. Ltd (China), NanoMaterials Technology Pte Ltd (Singapore), CranesSci MEMS Lab (India), and PSIA Corp (Korea). The top 3 winners of the business plan contest are

1. Grand Prize Winner: Atomic-Scale Design Inc. (ASD), Presented by CEO Nathen Fox from USA
2. Gold Prize Winner: PSIA Corporation, Presented by Chairman and CEO Sang-il Park from Korea, and
3. 3d Prize Winner: NanoSpire Inc. Presented by COO, Louis Shu from USA.

The business plan contest is the 1st attempt to demonstrate different business concept, vision, in particular by inviting venture business plan presentations from overseas to inspire the Japanese entrepreneurship in nanotech business and encourage global cooperation. Each company presented very unique business concept, venture business culture and competitive technology. In fact immediately after the business plan contest session, the presenters were approached by Japanese VCs and corporations for further discussion in investment and joint venture possibilities. Japan, despite of its very advanced Nanotech R & D, it has been lack of entrepreneurship. Japan is now keen on developing the Japanese style of venture business and more aggressive global marketing strategy. We will see the dynamics in Japan in the 21st century in pursuing new business models.



The Poster Session Assessed by 10 judges

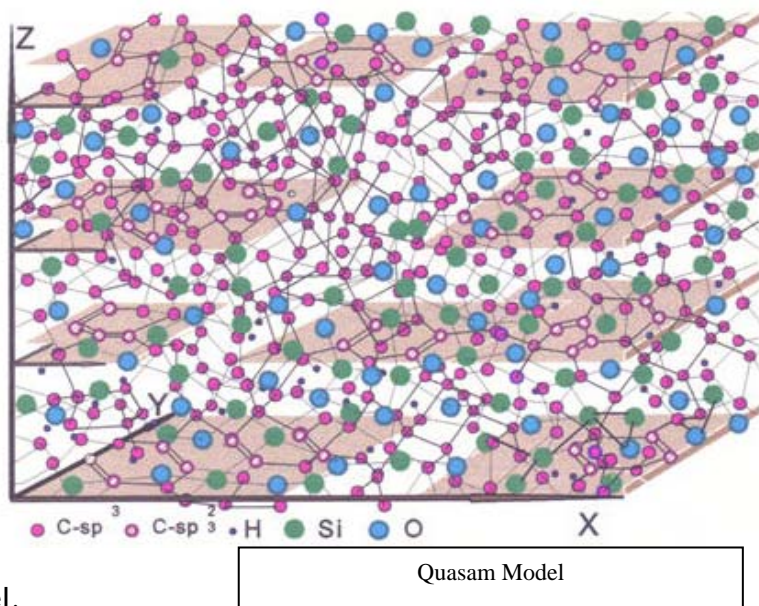
This table gives a summary of the top 3 winners.

Company	Competitive Technology	Technology origin	Partnership location and Market Focus	Business vision characteristics
ASD, CEO Nathen Fox nfox@atomicsscale.net	A family of self-organized carbon nano-composite metamaterials with combination of outstanding mechanical, chemical, electrical and thermal properties which the company has trademarked as Quasam.	Russia and USA	USA, Asia	IP generation & Acquisition, pilot-scale production, Establishing Asian investment and manufacturing partnership
PSIA, CEO Sang-il Park park@psia.co.kr	Best quality and mid price	USA	Asia	Manufacturing based in

	Scanning Probe Microscopes			Korea, established global marketing channel, becoming the 1 st global SPM company in Asia
NanoSpire, COO Louis Shu, louisshu@weiselabs.com	Cavitation based machine tool capable of cutting, drilling, welding, hammering, and annealing materials only a few nanometers in size.	USA	USA, Asia	International team of management and Asian manufacturers partnership

CEO of ASD, Mr Nathen Fox spread a message of entrepreneurship, `Shortly after learning about Atomic-Scale Design Incorporated, I knew in my gut that I was going to work with this company. I made a commitment then to make this company successful, and that commitment plus my strong desire or dream to work in this business helps overcome the numerous obstacles that any entrepreneur faces. I'm paraphrasing one of my famous business school professors, Bill Cockrum, when I say that successful entrepreneurs pursue their goal and find ways to be effective without regard for resources currently owned or controlled. I just keep moving forward towards my goal.`

ASD`s competitive technology:
Quasam™ is a materials platform that can be tailored and designed to fit many applications. It is a new class of materials like plastic or steel.



Dr Sang-il Park, CEO of PSIA, stressed the important elements in making venture business success in Asia, `The success of PSIA thanks to the government regulation and financial support for venture business as well as silicon valley style of management. We also need global vision on top of competitive technology and talented engineers. To build a world class company, we have to take the risk of ignoring the Korean traditional business practice as well`.

Dr Louis Shu, COO of NanoSpire, Chinese American currently based in Taipei inspired the audience with a new concept of venture capital for nanotech venture business, `NanoSpire initiated a business strategy which enable small- and mid-size enterprises go globalization in the early stage of fund raising and prototyping. Instead of approaching venture capital firms, NanoSpire approaches Asian manufacturers to the fund raising process as early as possible. The management team finds out that in adopting new technologies, especially the manufacturing intensive nanotechnologies, manufacturers have the capability and power to judge the cost-performance curves of new product manufacturing processes. Furthermore, they can help VC managers to verify the effectiveness of the business models and serve as the best strategic partners in the deals. Therefore, NanoSpire's management team takes the nano-scale manufacturing technology to Asian first and set up representative office in Asia to collect manufacturers' feedback and modify it own product development strategies accordingly. It is a new strategy never discussed in the US venture capital investment community.`



Poster of NanoSpire, Nathen Fox (left) and Louis Shu (right)



Poster of PSIA and its presenter Dr Sang-il Park, CEO of PSIA Corp.