

The Tokyo One-Stop Business Establishment Center (TOSBEC) is a one-stop consultation service for the various procedures necessary to establish a company. It is jointly operated by Japan's national government and the Tokyo Metropolitan Government and has the main office in Akasaka and satellite centers in Shibuya and Marunouchi. This Newsletter features an interview with Mr. Yoshihiro Miura, an independent consultant and start-up founder, after working in foreign exchange trading for many years, plans to pioneer the future of Japan's small aircraft industry.

## User Relay Interview



### I had never thought about becoming an entrepreneur.

I thought it would be nice if I could leverage my career and start working as an independent consultant – that was my initial vision for my second career. I had never thought about starting a business, let alone one in a new business area. After leaving my job, I entered a graduate school where I met Professor Minorikawa, a pioneer in the field of small aircraft in Japan – this was a turning point for me. Professor Minorikawa and his colleagues were working on developing an eVTOL with a practical cruising range, in other words, an intermediate aircraft between a drone and an ordinary aircraft, and they wanted to create a company to promote its commercialization. They asked me to assist in business planning and fundraising. The development vision, explained by Professor Minorikawa, was straightforward to understand, even for a non-professional in the field. It sounded like a dream project with a high potential for success. So, I accepted the offer with a simple “yes.”

### They gave me specific advice via email.

As establishing a company is a rare opportunity, I decided to complete the registration procedures myself. As a consultant, I believed this would be a good experience. However, I didn't know where to start, so I searched online and found out about TOSBEC. After they gave an overview of the procedures required for registration, I prepared my articles of incorporation. Then I brought them to the TOSBEC consultants but received quite a few corrections. After all, if you are not familiar with the process, you may find inadequacies in the description scope and the appropriate wording. TOSBEC, through the exchanging of emails, provided support on how to correct and revise the application.



I received a template for the documents and specific advice on entering information, which was very helpful. Moreover, I could consult with TOSBEC as many times as we wanted for free.

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HIEN Aero Technologies Co., LTD.  
Director/CFO Mr. Yoshihiro Miura

#### Profile/

After six years of experience in branch operations at a pre-merger megabank, in 1996, he was transferred to the foreign exchange fund department. While working at other U.S. and Japanese investment banks along the way, he continued engaging in foreign exchange transactions for 22 years until 2018. Upon turning 50, he retired in anticipation of a second career. He then enrolled in Hosei University's Graduate School of Business Administration. After graduation, he registered as a Japan small and medium enterprise management consultant. While working as a consultant, he met the founding members of HIEN Aero Technologies through the graduate school. Subsequently, he worked on developing an electrically powered 5-seater helicopter – which became the first in the world to complete a levitation test successfully. With the achievement, they established HIEN Aero Technologies Co., LTD. in February 2021.

### Thanks to TOSBEC, the electronic application process was smooth.

I applied electronically, and, for first-timers, it seemed somewhat confusing. Nevertheless, TOSBEC staff members were by my side to guide me every step of the way so that I could complete the process smoothly and without any problems. Later, I needed to register a branch office in Minamisoma City, Fukushima Prefecture, to establish a development base. To do so, I could use my previous experience to apply independently. I believe this is proof that TOSBEC's explanations on registration and electronic application were detailed and easy to understand.



#### My Advice

While it is essential to develop a business plan when establishing a company, registering a company as a corporation is not difficult. If you are proactive, you will always find a solution. TOSBEC is one such example. It is important always to have the courage to take the first step.

【Tokyo One-Stop Business Establishment Center】

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