

## RESUME

### Personal Data

**Name:** Yu Makiuchi  
**Date of Birth:** July 15, 1932  
**Home Address:** 3-12-10, Minami-dai, Nakano-ku, Tokyo, Japan  
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**Marital Status:** Married with three children  
**Education:** Graduate of University of Tokyo (Dept. of Process  
Chemistry, School of Fisheries)  
**Hobby:** Gardening, DIY

### Business Experience

#### Currently,

- \*President of PRIME INC. Japan-US bridging personal consulting company
- \*Japanese Representative of Product Genesis of Cambridge, MA, a MIT-based venture assisting company
- \*Advisor to Gallup Organization
- \*Senior Advisor of Silicon Optix Inc. (US based warping IC technology company)

#### July, 1998 – May, 2002 Consultant to Mitsubishi Materials Corp.

\*\*During this period, I established my personal consulting company, PRIME INC., and as the capacity of its CEO, I became a business consultant of Mitsubishi Materials and involved with its ambitious SWIFTCOMM Project, NTT Lab. oriented wireless data transmission network project with responsibility of establishing its US operation. The Project in US side went smoothly and in the Christmas time of 2000, we established several test stations in Manhattan and Queens NY, for demonstration of the system to leading US partner candidates. Unfortunately the 9.11 incident forced negative Board decision and I had to leave this Project.

May.- July, 1998 Managing Director of **KINKO'S International**, Asia Office.

\*\* In this short three months, I initiated Kinko's Japan's Corporate Document Handling Account with 16 leading Japanese corporations and two accounts, namely a NTT group company and a Matsushita group company, started business with KJ. During the same period, I organized a test plan on on-line secure data transmitting and processing program for the next value-added business of Kinko's and made a proposal.

1997- April, 1998 CFO, **RSA Japan K.K.** (a Japanese subsidiary of RSA Data Security Inc.)

\*\* In the first two years, I organized the following investors group, established a strong financial foundation of the company without any net financial input from RSA Data Security and opened future business arrangement possibility.

From top three electronic devices manufactures:

Sony, Matsushita Electric (Panasonic), Sharp

From tele-communication related:

NTT Electronics Corp.(only manufacturing arm of NTT)

From computer related :

NEC, Mitsubishi Materials, Nichimen

From financial institutions :

Top three banks (Tokyo Mitsubishi Bank, Sanwa Bank, Sumitomo Bank)

ORIX, NIF (Nippon Investment & Finance Co.)

\*\* Starting from two person including myself, in the first two years, I initiated OEM licensing and/or joint development negotiations with almost all first tier computer and electronics devices manufacturers and closed several deals. As the result, the company became completely self-sustained in two years.

1975-1995 **Techno-Venture Co.** (Japan's only independent venture capital headed by Dr. Yaichi Ayukawa)

Last position was Executive Vice President and Representative Director.

\*\*Engaged mainly in introduction of US hi-tech ventures (**Genentech, T-Cell Science, I-Stat, Aspen Tech**—all MIT related), and others (**Florasynth**) to Japan through R&D contract, licensing, JVC and operation trust

**Genentech**(The first genetic engineering company.)----R&D contract with several chemical and pharmaceutical companies

**T-Cell Science** (immuno-technology)---Creation of its US diagnostics subsidiary through Japanese funding

**I-Stat** (Hand-held blood analyzer)—OEM licensing with R&D fund support deal with a Japanese pharmaceutical company

**AspenTech** (Chemical process simulation / optimization software)---Introduction of the technology to the Japanese chemical industry, then establishment of subsidiary and headhunting of the country manager

**Amtrol** (RI based pressure vessel manufacturer)---Assistance of its entry to Japanese market through establishing its 100% subsidiary company, initiation of Japan business through its management to break-even stage and selling it out to a manufacturing company listed at the First Market of Tokyo Stock Exchange.

**Florasynth** (Flavor & Fragrance)---Operation trust through Establishing 100% subsidiary and managing it; and buy-off due to the management change of parent company

\*\*Served as a Director of **T-Cell Diagnostics** (subsidiary of T-Cell Science in Cambridge, MA)

\*\*Helped to establish and run a shrimp culture technology company, **Nippon Sea Farms** (NSF- a JVC of Techno-Venture, Mitsubishi Corp., Mitsui Shipbuilding Co, Yokogawa Electric Co. and Nippon Formula Feed Co.) first as the Managing Director and then as the President.

*Creation and management of Mitsubishi+Mitsui company was a rare experience.*

\*\*Established and run a business initiation subsidiary, **Techno-Sales Co.** as the President, and made it a substantial earning contributor of Techno-Venture, handling high quality ingredient of ice cream for Baskin-Robbins Ice Cream and manufacturing of specialty foods.

1972-1975 Managed the family business due to Father's death.

1967-1972 **CPC Japan** (Japan subsidiary of CPC International)

\*\*Engaged in new business development in Japan and the Pacific Rim under Dr. Yaichi Ayukawa

1956 – 1967 **Nichirei** (Japan's largest cold storage and frozen food manufacturer)

\*1957- 1965 : Dispatched to **Tuna Products Corp.** (Boston) , a manufacturer of new tuna products in US, JVC of Dr. Yaichi Ayukawa and Nichirei,

\*\*Managed fish processing plant of up to 50 employees

\*\*Managed frozen tuna export business to East Coast US from Nichirei's Atlantic fleet

**\*\*Planned and operated the first trawling/process-on-board test operation of Japanese trawlers in the North Atlantic.**

\*1965-1967 : Foreign Trade Dept.