

# New Business Creation Initiatives

## Biological Genetic Resource Business (Mainly Plant Genetic Resources)

Since fiscal 2015, we have been focusing on the biological genetic resource business with the aim of moving from research and development to commercialization. We have positioned the biological genetic resource business in the Medium-Term Management Plan as a business that will present new challenges. Along with the completion of a state-of-the-art laboratory, we have developed a system that is indispensable for promoting the commercialization of the business, including strengthening both R&D and

business promotion, a system for cooperation with outside experts such as the ABS Market Creation Task Force, and the establishment of a Biosafety Committee. In fiscal 2023, we launched a new service that aims to help solve social issues faced by countries that donate genetic resources (hereinafter referred to as "donor countries") by fairly and equitably sharing the benefits obtained from providing resources while protecting the rights of donor countries.

### Genetic Resources

Genetic resources are materials derived from plants, animals, and microorganisms or materials that have functional units of heredity with real or potential value\*. When using genetic resources derived from foreign countries for research purposes, ABS (access and benefit sharing) procedures are required to distribute profits generated from the use of genetic resources in a fair and equitable manner, and any acquisition or use that does not comply with the laws and regulations of the donor country can be a serious risk to the researcher and to Japanese science as a whole. However, since there are many problems related to ABS, it is a major barrier to research on the utilization of genetic resources.

\* Definition from the Convention on Biological Diversity

## Topics

### Plants Pro—Expanding the Future through the World's Untapped Plant Genetic Resources

In March 2024, we launched Plants Pro, a service that provides customers (companies, public institutions, etc.) with plant genetic resources without having to go through complicated procedures with donor countries (Argentina and Indonesia).

Plant Pro is a service that provides samples of plant genetic resources located in Argentina and Indonesia to customers who have entered contracts with Hirata Corporation. Customers can obtain these samples without having to go through complicated procedures with donor countries and can use them for basic research and product development necessary for their businesses.

▶ Please watch our video introducing the Plant Pro service on YouTube.  
<https://www.youtube.com/watch?v=YFsH56SE95M>



### Contract Analysis Service Using the New Multivariate Analysis Tool HIGOMARI™

We have developed our proprietary multivariate analysis tool HIGOMARI™ (patent pending) that can extract the characteristics of any data and match relevant data even if it is heterogeneous. It can be used as a way to summarize, classify, and forecast information in order to select promising candidates from the vast amount of information obtained through search, evaluation, and multiple analyzes of various events.

The contract analysis service using this analysis tool will be launched in January 2025.



▶ Please watch our video introducing HIGOMARI™ on YouTube.  
<https://youtu.be/UuhSNJFHvml>



Hirata Corporation has joined the Keidanren Initiative for Biodiversity Conservation.

