

Popularizing Solar Power Generation Via Joint Development of Product Between a Hong Kong Company and a Yokohama Company



Asuka Solution is a company with a parent company from Hong Kong that makes and sells smart meters for electricity and water utilities and has been based in Yokohama since 2017, from where it runs its operations. Yokohama Kankyo Design is a Yokohama-based company that works throughout Japan, designing, selling, constructing and maintaining solar power generation systems.

From 2020, the two companies have been working together to share ideas and technologies in order to jointly develop a new smart meter for solar power. Thus, this alliance out of Yokohama is working to broaden the popularity of solar power generation in Japan.



Jointly developed smart meter (residential meter)



Asuka Solution Managing Director Honda (left) and Yokohama Kankyo Design Executive Officer Akai

This success has enabled us to truly access the Japanese market



Muneyuki Honda, Managing Director, Asuka Solution

Our parent company sells smart meters for electricity and water utilities, as well as IoT equipment across the globe. In Japan, we started working in earnest from 2017. At first, we intended to newly open the market for water meters, but that did not quite go as planned. Nevertheless, amid that work, we were approached by another Yokohama company, Yokohama Kankyo Design, asking us about the feasibility of developing a residential smart meter for metering solar power generation.

Yokohama Kankyo Design turned to us because such a residential solar meter would be a custom product for any Japanese manufacturer to make, which would increase production costs. At Asuka Solution, we are adept at handling products used across the globe, so we could manufacture the product at low cost. At present, we have received an initial order for 2,000 meters and are busy pushing ahead to complete that order. Yet, if this joint development chance had not come along, we probably would have had no other option but to withdraw from business in Japan.

Our next move involves adapting the smart meter developed in this partnership from being a residential meter to being one that can be used at industrial sites and apartment buildings, so that we can expand business further.

At last, the ideal meter has been developed, opening the way for the popularization of residential solar power generation



Tomohiko Akai, Executive Officer & General Manager of General Planning Department, Yokohama Kankyo Design

When it comes to providing a residential solar power generation service, there are cases where the service will be unprofitable if equipment (meter, etc.) and installation costs stack up. For that reason, we needed a meter that is inexpensive and easy to install. As we were struggling to find a Japanese manufacturer that could fulfill those needs, we came upon Asuka Solution.

We offer a total range of solar power generation services, everything from system design and installation, right through to maintenance. It is because of those skills that we are able to offer meter ideas that most ideally suit installation and operation objectives as well as the prices that constantly concern everyone. In turn, Asuka Solution has an overseas plant that can turn those ideas into actual meters – in other words, the ideas and technologies brought together in this collaboration are enabling us to jointly develop ideal smart meters, with utility model rights being retained at 50% each.

We intend to sell this smart meter to other solar businesses. And, from here on, we look forward to making a breakthrough that will see this product become popular throughout Japan as a residential smart meter for individual homes.

Asuka Solution Company Limited

Location: Office 712, 7F, 5-80 Kanagawa Chusho Kigyo Center, Onoe-cho, Naka-ku, Yokohama, Japan
Representative: Muneyuki Honda

Established: August 2019 *At the outset of business in 2017, business was undertaken in Yokohama as a representative office of the parent company.

Business outline: Marketing of smart meters for electricity and water supplies as well as IoT products for smart homes

URL: <https://www.asuka-solution.com/english-home>

*Asuka Solution was a tenant in an incubation office for foreign-affiliated companies hosted by Yokohama municipal government from April 2017 to April 2020.



Yokohama Kankyo Design Co., Ltd.

Location: 3-18-20 Pacific Marks Shin-Yokohama, Kohoku-ku, Yokohama, Japan

Representative: Masaki Ikeda

Established: June 2006

Business outline: Design, construction and marketing of solar power generation systems

URL: <https://ykdc.co.jp/>

*Yokohama Kankyo Design is certified as a "Yokohama Model Regional Contribution Company".