

**13<sup>th</sup> CDTI - NEDO Joint Workshop**  
**“AI-Equipped Collaborative Robot Technology”**  
**December 11, 2025 Tokyo**



**Solving the Labor Shortage in  
Security Through Smart Surveillance**  
**-Enhancing Security Through AI and Robotics-**

**Yuto Nakao**  
**Oversea Market Business Development**  
**Asilla Inc.**





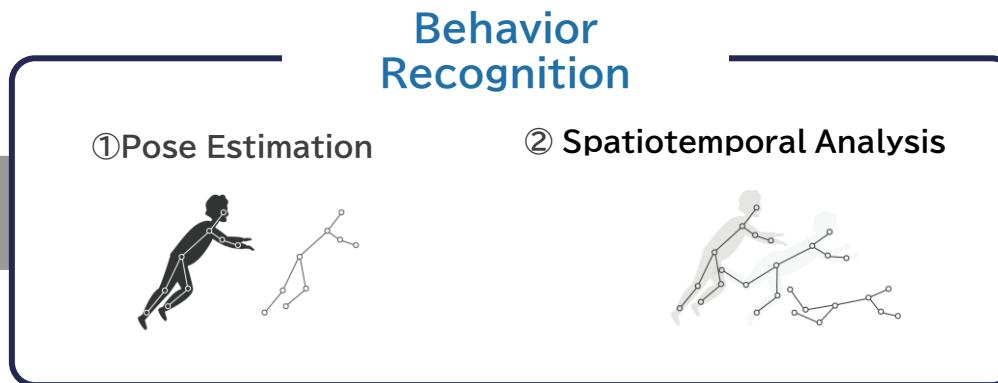
# About asilla

Leveraging technology to create a safe and comfortable world.

## Core Technology:

Behavioral recognition AI that interpret human action base on postural changes. We hold 26 patents in this field.

Input the stream



Falling

## Investors & accelerators: (partially excerpted)



Hankyu Hanshin Properties Corp.



Microsoft  
for Startups



NVIDIA.  
INCEPTION PROGRAM

PLUGANDPLAY JAPAN





# challenges security industry is facing

Camera numbers are skyrocketing, but there are not enough people checking them, causing crucial moments to be overlooked.



98%

of video footage will be unseen,  
discarded as "dark data" <sup>1</sup>

95%

of incidents are not  
detected for 20mins. <sup>2</sup>

- ✓ 1)According to Accenture's report, "Value of Data: Seeing What Matters," it was predicted that in 2020, only less than 2% of surveillance camera footage was reviewed by humans, and the rest was discarded as "dark data" without being utilized.
- ✓ 2)Accenture's report, "The Digital Dilemma Facing Steel," indicates at manufacturing site , 95% of incidents go undetected for more than 20 minutes.

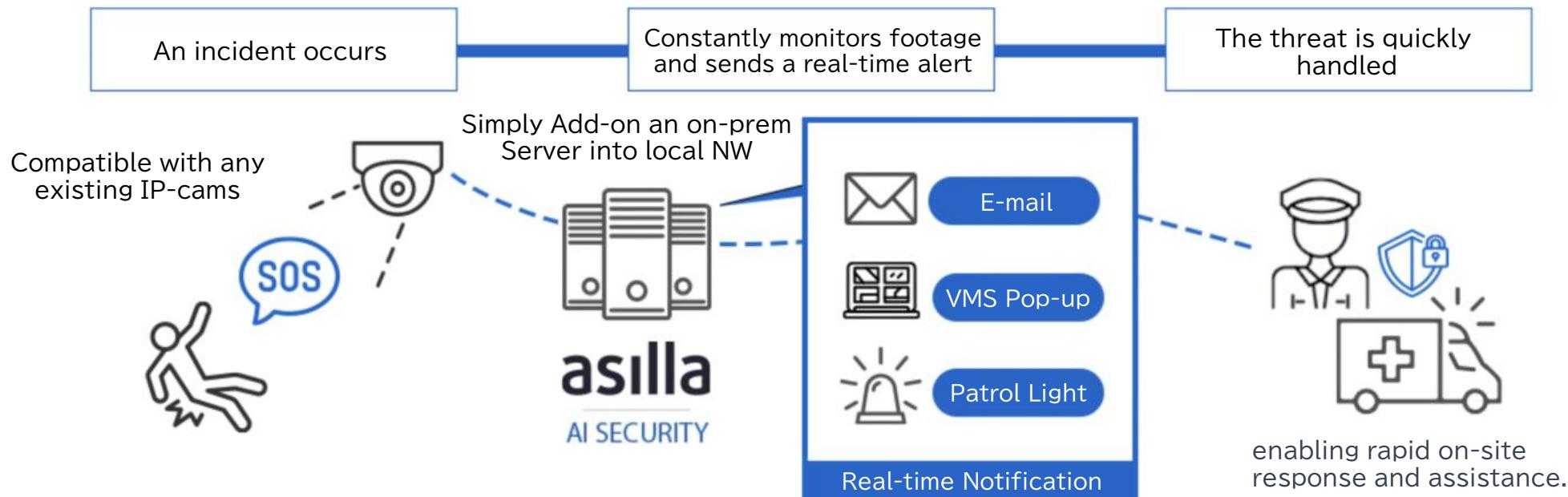
3



## Product “AI Security asilla”

**asilla** | AI SECURITY

turns **normal IP camera** into  
**24/7 Smart Security Solution.**





# Product traction: implemented in over 150 facilities nationwide in Japan

## building complex



Kabukicho tower



GRAND GREEN OSAKA



Sunshine city



Nishinomiya Gardens



Amu plaza Hakata



Shin-Marunouchi bldg.



Marunouchi bldg.



Marunouchi Park bldg.



Shibuya Fukuras



Sapporo Stella Place



ONE FUKUOKA BLDG.



JP Tower Nagoya



JR Central Towers



Totsukana mall



Kurufu Fukui Sta.

## office building



Tokyo Sankei bldg.



Tokyo tatemono Yaesu Bldg.



Urban Net Sendai Chuo bldg.



Iino bldg.

## railways



Keikyu Corp.



Tokyu Railways



Kumamoto aso Airport



# Product benefit: workload & cost reduction/enhance security quality



Suzuyo Security Service Co, Ltd

*Chronic staff shortages led to lower guard quality, poor retention, and rising recruitment costs. With the system in place, we restructured operations, cutting 213 labor hours per month by ending the 24/7 four-guard shifts. **This eased the burden on workers, improved retention, and allowed staff to be reallocated to other sites.***

*-Security Manager-*



Kyushu Kumamoto International Airport Co, Ltd

*Asilla's highly accurate behavior recognition and broad detection capabilities aligned perfectly with our needs.*

*By removing a monitoring post, **we cut 420 labor hours per month — resulting in major cost savings.***

*-Section chief, Security & Disaster Prevention Dept.-*



Ritsumeikan University

*AI-based abnormal behavior detection is **essential for our security operation.***

*Unlike delayed human response, **AI provides real-time alerts, turning cameras into true preventive tools.***

*Operating 24/7 without fatigue, **it enhances security quality and helps ensure a safer campus** for students and staff.*

*- Section chief, Procurement Dept.-*



# Ideas for a Japan – Spain collaboration

1

“The last mile of our product –  
the on-site response  
with robots, goes beyond  
detection



2

Utilizing the mobility of robots  
to cover areas that would  
otherwise be blind spots for  
conventional fixed cameras.

