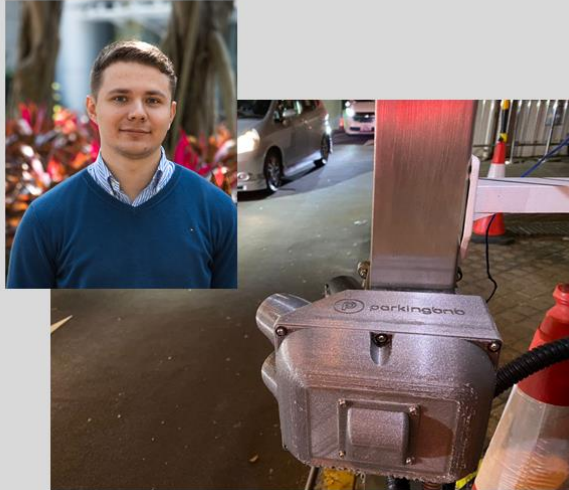


Field: Smart parking management, Car plate recognition, Contactless



We help property owners boost profit with a smart parking management system - cameras and an online platform. The cameras facilitate car plate recognition, real-time occupancy, and contactless payment. The platform gives analytics for dynamic/zonal pricing driving a 50% profit increase.

Problems in society and proposed solutions

2 sides of the problem:

- Current car park management systems are very expensive yet inefficient and heavily rely on manual operations; existing hardware used for car park management is too old and does not allow for the full automation; under-demand during off-peak hours
- Finding an available car park in a big city is a pain for the drivers; statistically, 30% of the car traffic in a busy city is comprised of drivers searching for an available parking lot

Strength of your company/ products

The vast majority of existing startups in parking automation focus on parking pre-booking. However, this model shows its inefficiency, since the driving time to the car park location depends heavily on the road conditions and, therefore, drivers who are late pay for the time they do not use the car park. Instead of forcing our users to pre-book the parking spot, we show the online occupancy and direct the drivers to the car parks with available spaces.

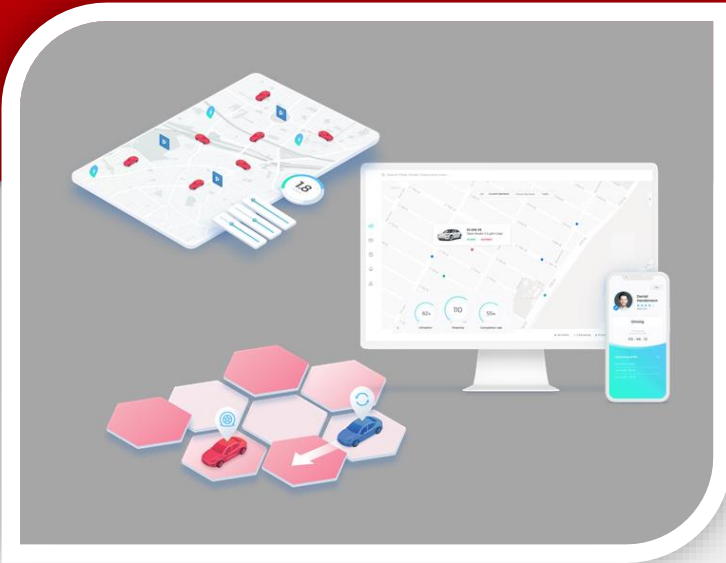
Business model

Revenue streams: one-off sale of the equipment; monthly subscription fees; commission from the payments made within the app; advertisement; commission from the third parties services

Objectives participating in Hack Osaka Business Meeting

- Establishing business connections with Japanese property owners and mobility companies
- Finding investors for the future rounds

Year of founding	2018
Web	www.parkingbnb.world
Location	Hong Kong
Funding	Stage A: USD 1M
Experience in global market	Hong Kong, Japan, UK
Availability in Japanese	○ (representative, available at Hack Osaka Business meeting)



Autofleet provides the premier Vehicle as a Service platform for fleets, optimizing fleets of vehicles to serve any source of demand. The platform enables fleets such as car rental companies, leasing fleets, car sharing platforms, taxi operators, delivery/logistics etc. to optimize existing operations and dynamically leverage unutilized vehicles to open new on-demand business models such as ride-hailing/pooling and delivery.

The platform leverages advanced machine-learning models to enable fleets to maximize utilization and operational efficiency with their existing pool of vehicle assets.

Autofleet is active in over 12 countries, optimizing tens of thousands of vehicles, for leading mobility operators such as Avis Budget Group, Zipcar, and Keolis.

Problems in society and proposed solutions

There is a growing global need for efficient and sustainable transportation solutions, that meet the growing demand for people and goods to efficiently move around, without polluting emissions. Autofleet's solution enables the existing fleet assets in any area to be used as efficiently as possible, though minimal downtime in the operation, and to dynamically launch new efficient service. The platform also enables the easy transition to zero-emissions vehicles, enabling traditional fleets to plan and adopt electric and other alternative fuel operations.

Strength of your company/ products

- The platform provides both the ability to optimize the internal operations and management of the vehicles in the fleet, and also launch new services from one platform
- Autofleet's platform is designed for any vehicle type: ICE/AV, any size, human-driven and autonomous
- The platform has shown measurable results in the operation of some of the largest fleets in the world

Business model

The Autofleet platform is licensed as a Software-as-a-Service model, charged based on the volume of the operation, either per vehicle or per ride.

Objectives participating in Hack Osaka Business Meeting

- Expanding business operations and finding additional fleet partners to work with and provide the platform
- Collaborate with corporations for joint product offerings and distribution

Year of founding	2018
Web	https://www.autofleet.io/
Location	Tel Aviv, Israel
Funding	USD 27.5M
Experience in global market	USA, Chile, UK, France, Sweden, Germany, Spain, Singapore, Japan, Indonesia, Thailand, Canada, Cambodia
Availability in Japanese	×

Field: Electric Vehicle Charging, Mobility, Energy



HeyCharge is developing a disruptive communications technology for electric vehicle charging infrastructure and packages it as a platform to enable scalability and a fast rollout of electric vehicle charging infrastructure in indoor environments like apartment buildings, offices and hotels. HeyCharge brings unique user experience to your customers. With our SecureCharge technology there is no need for an on-site internet connection anymore. All SecureCharge enabled devices will communicate directly over bluetooth with the HeyCharge App or SDK and provide maximum availability of the system while minimizing latency between the phone and the charger. To ensure smart functions like individual billing and remote maintenance all data received from the charger will be synchronized with the backend once the smartphone has network coverage again. All time critical activities will be performed immediately: no more waiting, no more frustration.

Problems in society and proposed solutions

To meet the global environmental goals clearly we need a higher penetration of electric vehicles. EV registrations already have increased over the last couple of months and reached up to 50% targeting 90% for the next years. However, EV adoption can only take place when EV drivers has access to at least one charging spot. We at HeyCharge built technology that unlocks high scalability of charging infrastructure in apartment buildings, offices and hotels and makes charging affordable and available for everyone

Strength of your company/ products

- Best User Experience in the market
- Lowest cost (regarding hardware, installation and operations)
- Fully embeddable into partner eco-system (e.g. Hardware, Apps, IT landscape)

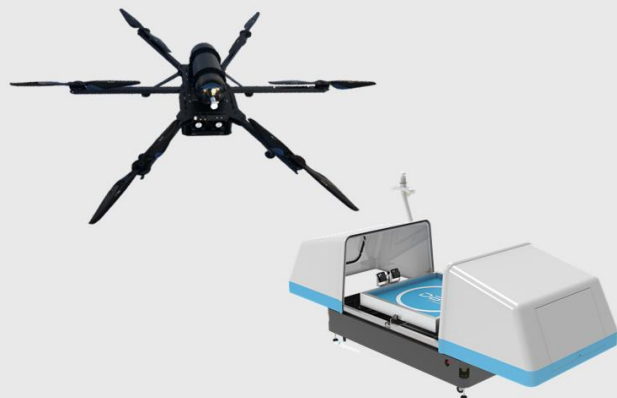
Business model

We provide hardware and software services that can be embedded into the ecosystem of our partners like utilities, charging station manufacturers and mobility operators. Our model is based on an one-off hardware cost plus a recurring monthly SaaS fee for the operation of the management backend services and apps.

Objectives participating in Hack Osaka Business Meeting

We are planning to build a strong presence in OSAKA and Japan to establish business relationships with our potential partners in the utility, mobility, real estate, vehicle manufacturing and charging station manufacturing space to jointly bring this technology into the market and scale in- and outside of Japan. We are looking forward to find partners for pilot projects and build joint business models for a joint rollout.

Year of founding	2020
Web	www.heycharge.com
Location	Munich, Germany
Experience in global market	Germany, Austria, France, (US)
Availability in Japanese	×



H3 Dynamics enables Decarbonized and Advanced Air Mobility with a three steps approach that starts with digitization, leading to solutions around autonomous operations, enhances flight autonomy with hydrogen propulsion.

The company scales globally over 15 years from small drone to large aircraft platforms, starting with immediate markets.

H3D 3 sequences:

1. Sensor/AI
2. Cargo/ Logistic
3. Passenger Flight

Problems in society and proposed solutions

Carbon emission in is one a biggest and complex challenge of our time -> Construction 39 % - Transport 24% In Japan SOCIETY 5.0 / CARBON ZERO STRATEGY are here to drive the changes

How to maintain our lifestyle while making cities and mobility sustainable?
H3D starts to with the infrastructure visual inspection AI analytics.

For a project we save 80% time – 50 % cost – 0 Risks for workers – Accuracy +20% in a decarbonized way.

Strength of your company/ products

- Hydrogen propulsion systems crafted for small to larger UAV (15 years expertise)
- AI inspection codeveloped with large companies (500+ infra scanned)
- Automation and Tele-robotics solution as an open platform for UAV

Business model

1. Hydrogen systems integration = System Direct sale + engineering services
2. AI = Platform subscription + Project operation

Objectives participating in Hack Osaka Business Meeting

- Business and Co-Creation with Japanese corporations in Japan or Internationally
- Introducing to officials and corporation Hydrogen FC drone topic for Osaka 2025
- Promoting our Japan market expansion – and maybe announcing the creation of H3 Dynamics K.K

Year of founding

2015

Web

www.h3dynamics.com

Location

Singapore

Funding

Series B

Experience in global market

Japan, France, Thailand, Indonesia, USA, Germany, Norway, Canada, Australia Mexico, Brazil

Availability in Japanese

○ (Available at Hack Osaka Business meeting)

Field: Hydrofoils, Electric, Zero-Emission



MobyFly was founded by Sue Putallaz and Anders Bringdal, and later joined by Ricardo Bencatel, Anthony Girardin and Thomas Putallaz. MobyFly's mission is to design, develop and build the most technologically advanced, zero-emission, mass transit hydrofoil boats in the world. We deliver to operators a cost-effective, sustainable transport system that through regular hardware and software updates will only ever become better over time. MobyFly's team has a demonstrated track record with hydrofoil boats — including achieving several speed sailing records on water — and has proven ability to deliver on their objectives. MobyFly will be at the forefront of 21st century mass transportation, designing and delivering fast, efficient, zero-emission hydrofoil boats that will change waterborne travel forever. MobyFly hydrofoil boats are fast, transporting anywhere from 12 to 300 passengers comfortably above the waves at speeds in excess of 70 km/h. They will be extremely efficient, requiring up to 70% less energy than current diesel ferries. They will be future proof, receiving our regular hardware and software updates that mean they are always cutting-edge and (as current battery and hydrogen technology improves) perform with ever greater efficiency. Above all, MobyFly hydrofoil boats are absolutely and completely emission free.

Problems in society and proposed solutions

The International Maritime Organization (IMO) global agreement (signed in 2018) committed to cutting total shipping greenhouse gas (GHG) emissions by at least 50% by 2050 (compared to 2008 the baseline). However, the EU considers this goal too timid and has much higher ambitions: they aim to cut ALL transport emissions by at least 90% by the same date.

By harnessing the existing natural infrastructure of rivers, lakes and coastal waterways, MobyFly will provide a viable, practical and flexible zero-emission mass transportation solution for cities all over the world. Waterways are an abundant, natural infrastructure that don't need to be built or paid for, they just need to be protected and maintained.

Our hydrofoil boats are a practical, viable means of providing efficient, zero-emission mass transportation in the time of climate change.

Strength of your company/ products

- MobyFly's Software with a proven and reliable flight control system
- MobyFly are fast hydrofoil boats, transporting up to 300 passengers comfortably above the waves at speeds in excess of 70 km/h. The boats are extremely efficient, requiring up to 70% less energy than current diesel ferries
- MobyFly has an experienced team with a demonstrated track record with Hydrofoils and a proven ability to deliver from the Americas' Cup to the boat industry.

Business model

MobyFly business model is similar to car Original Equipment Manufacturers (OEM). MobyFly designs the boats, develops and integrates the core subsystems, like the foiling control system, the retractable foil-propulsion units, the battery swapping interfaces, acquires other subsystems from specialized partner manufacturers, like the batteries and the powertrain, subcontracts and supervises the production and assembly of the boat structure, subcontracts the subsystems assembly in the boat, performs the tuning and validation tests, sells the boats to the clients and provides close technical support services to the clients throughout the boat life-cycle (including upgrades). When possible, we licence the boat structure production and assembly to shipyards in the country we are delivering the boats to.

MobyFly's revenue comes mainly from:

- Sale of boats / Sale of parts and systems (including the battery swap system) / Cloud and software adherence
- Maintenance and upgrades / Carbon credit paid by industries that cannot decarbonize their activities
- Electrical grid balancing services (with the battery swap platform)

Objectives participating in Hack Osaka Business Meeting

- MobyFly is now starting the round A funding to finance the commercialization of the 10 meter prototype hydrofoil boat and the delivery of the 18 meter boats that have been already signed.
- Find local partners to develop our products and company. Japan is a global leader in design, manufacturing and innovation, we are excited to find local partners to join us in this quest.

Year of founding	2020
Web	https://mobyfly.com/
Location	Collonges, Switzerland
Funding	USD 1.4M
Experience in global market	France, Switzerland, Portugal
Availability in Japanese	×

Field: Low-emission, Challenging logistics, Air cargo



Year of founding	2012
Web	https://www.flying-whales.com/
Location	Paris, France
Funding	More than USD 100M
Experience in global market	FRANCE, CANADA
Availability in Japanese	×

FLYING WHALES embraces a strong mission: open up landlocked regions with the smallest possible environmental footprint. To do so, **we develop a pioneering air freight solution** for abnormal loads up to 60 metric tons, by airship. Without ever landing.

Created in France in 2012, we began investigating technical, financial and operational feasibility before **officially starting our aeronautical program in 2017**. Since then, FLYING WHALES has been gathering more than 40 leading aeronautical companies towards the design of the world's **largest flying machine**, the LCA60T (Large Capacity Airship 60 Tonnes).

The five main market segments addressed by the LCA60T will be forestry, renewable energy, construction and development, industrial abnormal loads and humanitarian aid and disaster relief.

FLYING WHALES will both manufacture and operate the LCA60T. Three manufacturing sites have already been identified in Canada, China and France. By 2032, the company will **manage a fleet of 150+ LCA60T** that will conduct logistics operations all over the world.

Problems in society and proposed solutions

- Isolated and land-locked regions suffer from their inaccessibility, the LCA60T airship **can unlock these areas** and support their sustainable development.
- Some industrial components necessary for the energy or construction sectors are becoming overly difficult to transport because of their dimensions. These **transportations become effortless** with the LCA60T.
- Transportation is a significant contributor to CO2 emissions, FLYING WHALES works towards low-emission transport.

Strength of your company/ products

- FLYING WHALES's **LCA60T demonstrates significant value** for our client by decreasing transport costs, shrinking hauling times, increasing safety or reducing emissions.
- In several applications, FLYING WHALES allows transportations that were **otherwise impossible to conduct** with traditional transportation means.
- A unique capacity to load and unload 60 tonnes of payload in hover with no need for infrastructures.

Business model

FLYING WHALES Industry will manufacture LCA60T airships while FLYING WHALES Services will operate these airships and **provide turn-key logistics services** to its final clients.

Objectives participating in Hack Osaka Business Meeting

- Business investigation and development (5 main markets identified already along with new markets)
- Strategic partnerships for activity settlement and operations in Japan and Asia
- Technical collaboration on research and development topics
- Venture capital / Investors research (FLYING WHALES's 3rd fundraising to be soon closed)



Sharper Shape provides an AI-driven, end-to-end, integrated technology suite – CORE – that is used to create best-in-class data and context-rich digital twins for utility infrastructure. This digital asset registry is used to increase the efficiency of inspection and provide intelligent analysis of utility and critical infrastructure assets. CORE is a software suite designed for the digital inspection workflow. CORE handles the end-to-end process from flight/field planning and assignments, data ingestion, and review, remote inspection, defect identification, assessment, and reporting.

Problems in society and proposed solutions

Utility companies are evaluating their existing infrastructure and methods to protect consumers from escalating costs and the impact of extreme weather events. Existing systems and processes used to monitor the condition of utilities and plan maintenance activities are inadequate for the current business environment. By delivering the most advanced integrated intelligence platform that combines automation, human, and artificial intelligence Sharper Shape focuses on assisting utilities in addressing their primary risk factors and facilitating the transition to a risk-based proactive asset management system.

The company provides three main services; 1) collecting and analyzing data to identify safety risks for utilities; 2) bringing to market advanced remote sensing technology; and 3) CORE, a cloud-based software platform for managing and evaluating assets. Sharper Shape's hardware and software tools work together to help automate the process, from flight planning and aerial data collection through post-flight analysis and the creation of actionable reports.

Year of founding	2013
Web	www.sharpershape.com
Location	Delaware, USA
Funding	Series A: USD 15.5 M
Experience in global market	USA, Europe, India, South America , UAE
Availability in Japanese	×

Strength of your company/ products

- Independent but wholly integrated modules capable of being rearranged support a range of utility needs.
- A robust and seamless platform that delivers context-driven visualization/analytics/AI/ML.
- Field-proven, holistic workflows allow users to manage data capture and assessment projects end to end.
- Streamlined and easy-to-use interface requiring minimal training with minimal start-up time and costs

Business model

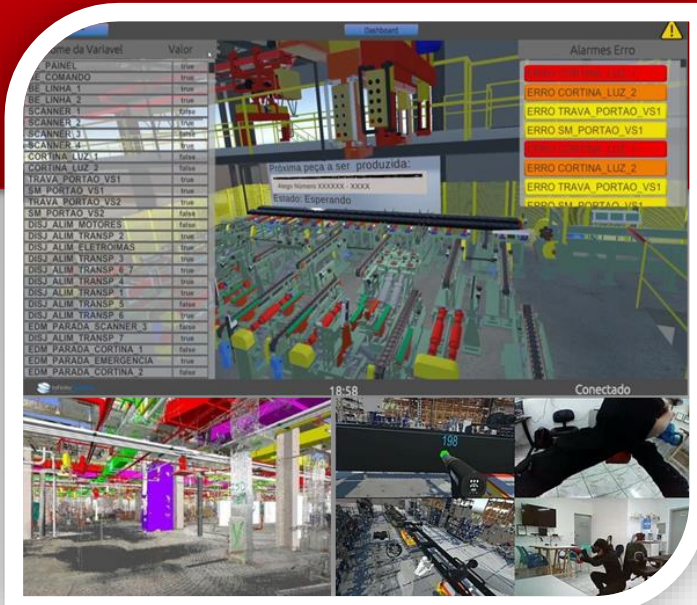
Sharper Shape collects revenue from a combination of data collection, software subscription, and service (data analytics & storage). Data collection services are rate-based and include data collected and storage based on the amount and accessibility of the data. Our software services utilize a SaaS (software as a service) model which includes the software license and maintenance fees for our software platform CORE.

Objectives participating in Hack Osaka Business Meeting

- Partner with local companies to offer data collection services to Japanese critical infrastructure operators
- Collaborate to offer CORE as a service to utility, infrastructure, and telecom companies.
- New investors focused on the Japanese market and Asian business opportunities.

INFINITE FOUNDRY

Field: Digital Twins, Virtual Sensors, Metaverse



Our company is specialized in building 3D digital twin production environments for industry, fully customizable to the goals required by the customer to (1) improve their production monitoring capacity and reduce production problems (2) optimize layout and operational efficiency (3) ergonomically mapping in real-time of manual posts and virtually train workers in the exact digital replica of their workplace.

Problems in society and proposed solutions

The main philosophy of our technology is that each of the virtual scenarios we implement in the customer are very easy to run, without the need of coding skills, so any technical and non-technical person can use them. It fosters collaboration between all stakeholders. With our technology the user is just focused on quickly solving the problem, not on having to code a complicated software, that takes more time than solving the problem by trial and error.

Strength of your company/ products

We provide the customer the 3D digital twin scenario and support to keep updating the scenario according with changes in your factory: minor updates are done remotely, major updates we rescan the area of the factory affected by the major change.

Business model

We charge for m2 digitized and connected with and maintenance fee

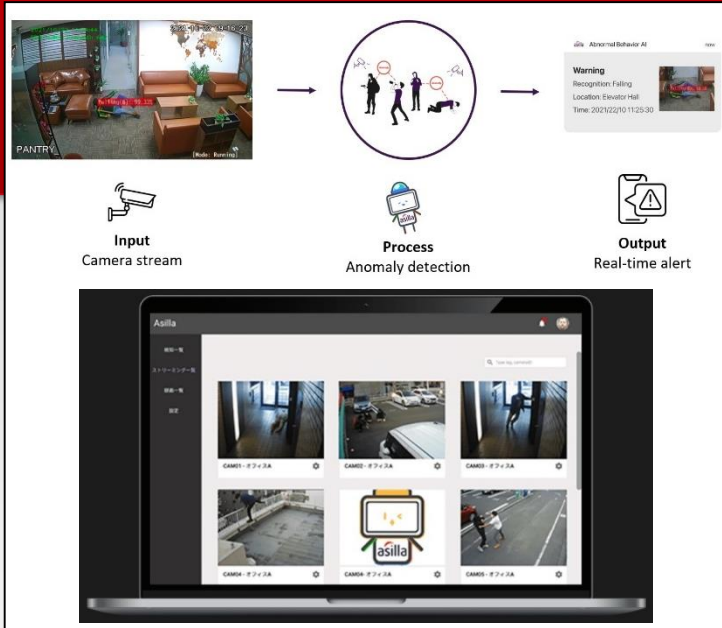
Objectives participating in Hack Osaka Business Meeting

- Internalization process on Japanese Market
- Funding

Year of founding	2017
Web	infinitefoundry.com
Location	Sao Caetano do SUL, Brazil
Funding	USD 500K
Experience in global market	Brazil/ Portugal (EU)/ UAE
Availability in Japanese	×



Field: Security, Crime/Accident prevention AI,



- Provides the AI security system "Asilla" for facilities in the security domain
- Possesses the world's top-class human behavior estimation technology
- A global startup with highly skilled IT personnel from seven countries

What are the problems that society is facing and how your products can solve them?

Our solution will improve the security industry's serious shortage of manpower and the decline in security quality, which in turn will prevent accidents and incidents from occurring.

What makes your company/ products different from other competitors?

- (Camera) Large-scale, high-speed processing
- High recognition accuracy, low false detection
- AI Autonomous learning

Business model

- 1) Outsourcing (development cost + license fee)
- 2) Product sales (subscription)

**What are your objectives participating in Hack Osaka Business Meeting?
e.g. finding investors, collaboration with Japanese corporations**

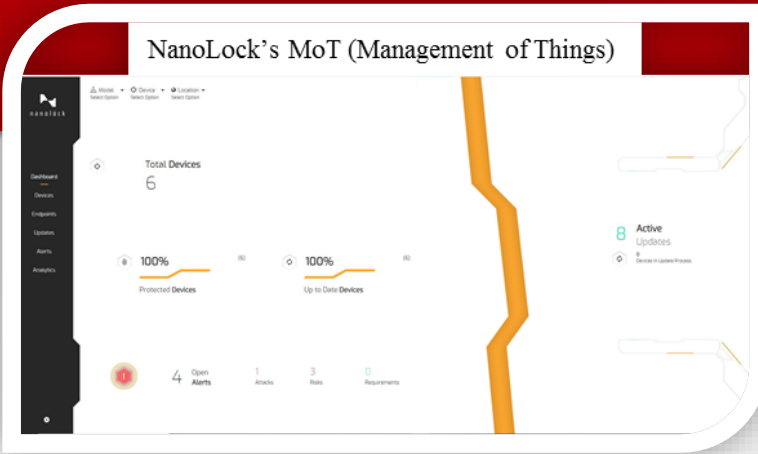
Series B investor matching, acquisition of joint development projects, and raise awareness of the company and our products "Asilla"

Year of founding	2015
Web	https://www.asilla.jp/en/
Location	Machida, Tokyo
Funding	1M USD
Experience in global market	Product development (Vietnam) https://pr.asilla.jp/entry/AI-Smart-Warning
Availability in foreign languages	English, Japanese, Vietnamese, Chinese available

NanoLock Security



Field: Cybersecurity, Device-Level, Zero-Trust



NanoLock's zero-trust, device-level protection safeguards the operational integrity of connected devices and industrial machines to secure revenue streams and support business continuity.

- NanoLock prevents unauthorized tampering of critical code and data, before it becomes operational, regardless if it is a cyber event or a human errors..
- NanoLock protects smart meters, industrial machines, sensors, EV chargers, RTUs, and other connected devices against outsiders, insiders, supply chain cyber events, and even technician mistakes.

NanoLock is working with major utilities, industrial companies and large ecosystem partners in Japan, Italy, Spain, Switzerland, Netherlands, India, Singapore, US and Israel.

Problems in society and proposed solutions

As the cyberthreat landscape of utilities & industrial manufacturing continues to evolve in terms of sophistication, complexity, and impact, connected devices and machines are eventually breached.

- Breached devices and machines compromise service integrity and revenue and jeopardize the safety of customers, employees, and the public.
- As a result, utilities and industrial companies must constantly ensure their devices and machines are operating as designed, configured, and calibrated.

NanoLock makes sure devices & machines work as intended. NanoLock's zero-trust, device-level protection secures the operational integrity of connected devices and machines against multiple attack vectors, including outsiders, insiders, supply chain and even human mistakes.

Strength of your company/ products

- Preventing all unauthorized tampering of critical code and data at the device/machine level
- Blocking insiders and supply chain tampering and even human errors
- No performance or functionality impact. Near zero power requirements.
- Applicable to all devices - legacy and new, electric or battery-operated

Business model

Annual subscription model per protected device is based on two license types:

- STANDARD license for lifetime protection as well as authenticated and managed local and remote updates
- ADVANCED license with features that yield significant operational cost savings, such as detailed alerts and unique forensic data, analytics etc.

Year of founding	2017
Web	https://www.nanolocksecurity.com/
Location	Hod Hasharon, Israel
Funding	USD 18.2M
Experience in global market	Major utilities, industrial companies and large ecosystem partners in Japan, Italy, Spain, Switzerland, Netherlands, India, Singapore, US and Israel.
Availability in Japanese	Yes



Objectives participating in Hack Osaka Business Meeting

- Collaboration with Japanese corporations
- Finding investors



KEYMO
Make Signature simple



-  Secured by PIN code
-  Data protection guarantee
-  Privacy by design
-  Strong traceability
-  Works offline

BYSTAMP has developed KEYMO the first fully autonomous digital stamp, awarded at CES 2020. It is a physical device containing its owner's digital identification. Thanks to an embedded decentralized signature solution, users can operate an "on-the-fly" signature confirmed by PIN code in any PDF document. Having secured 2 international patents, we have developed an MVP working with our own Simple Electronic Signature (SES). In 2022, we will finalize it as a scalable mass market product, making it connectable to a PC, integrating AES/QES signatures and ready for facial recognition. The signature will be certified as tamper-proof and fully traceable. In addition, Bystamp will create a disruptive ecosystem approach acting as an enabler for brands (office supply) and for service providers (through a white label marketplace) in order to unleash the usage of digital signature in the untapped SME/SOHO but also large company market.

Problems in society and proposed solutions

Keymo is obviously innovative in the market and is unmatched in current state-of-the-art. We believe that there is a tremendous growing market need for digital signature solutions in everyday life that can be fully secure and traceable, easy to use and designed for smartphones and tablets (besides laptop and desktop). easily appreciated by customers as it leverages the classic ownership and use of ink stamps, simplifies digital signature processes, and solves data sovereignty and cybersecurity issues. It will bring to the consumer's hands both the stamp simplicity and the digital signature sophistication for a daily usage, under a lifelong signature ownership, without any subscription.

Strength of your company/ products

Keymo does not have competitors with a similar business profile with whom to compare.

- First, we sell our patented technology through OEM and white label licenses,
- Second, we offer recurring revenue to our OEM customers through our white label marketplace where end users can purchase electronic signatures and certificates from multiple trusted third-party vendors.

Business model

BYSTAMP creates a unique digital signature user experience. Our value proposition has two dimensions:

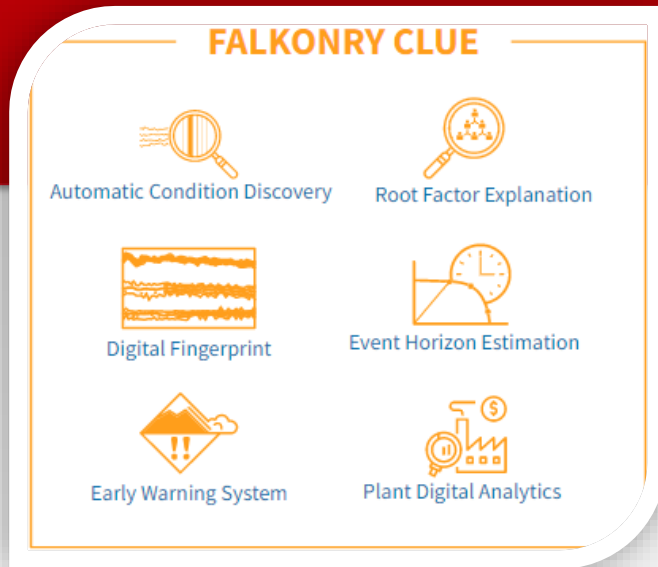
- Sale of our OEM license in white label for our « no brainer » personal nomadic stamp,
- % on all purchases of electronic signature services available on our white label marketplace.

Objectives participating in Hack Osaka Business Meeting

- Collaboration with Japanese corporation (the focal point of this collaboration must be a known brand with a distribution network and, optionally but very interestingly, it could also be a manufacturer with a brand and its network)
- Find investors to open a subsidiary in Japan on our patented technology
- Do a PoC with the Japanese administration to replace the Hanko signature with the Keymo digital signature.

Year of founding	2016
Web	https://www.bystamp.com/en/
Location	Vannes, France
Funding	3,9M€
Experience in global market	France, Germany, Luxembourg, Bulgaria, Austria, Australia, UK, United States, Switzerland
Availability in Japanese	×

Field: Time Series AI, Smart factory, AI powered Smart Visibility



Falkonry reveals fact-based insights for manufacturing and defense organizations through time series AI. Literally, terabytes of sensor data can be reviewed in real-time using Falkonry's unique unsupervised AI. This AI reviews 100% of the data in connected data streams from multiple sources and reveals excursions and faults to create significant operational improvements in reliability, quality and efficiency. Falkonry enables reliability engineers and maintenance supervisors to make smarter decisions, driven by AI, and stop events that adversely impact operations. Falkonry's products bring together AI and human collaboration and apply it at enterprise scale on-premises, in the cloud, or at the edge, optimized for Azure and AWS IIoT platforms.

Problems in society and proposed solutions

The first wave of the Industrial Internet of Things (IIoT) has been deployed with sensors now generating massive amounts of time series data at high speeds, as large as terabytes a day from a single line or system. However, unplanned downtime, product quality issues and low production efficiency still exist. Falkonry literally cuts through all the noise to find patterns and reveal fact-based insights for manufacturing and defense organizations using time series AI.

Year of founding	2012
Web	https://falkonry.com/
Location	Cupertino, California, USA
Funding	Series A, USD 14M
Experience in global market	North America, South America, Europe, Southeast Asia
Availability in Japanese	×

Strength of your company/ products

- Organize into events: We focus human attention on signal in very noisy data
- Works for end-users: We do not need data scientists or data engineers
- SaaS anywhere: We run on the most abundant compute for this problem

Business model

Subscription based Enterprise SaaS products that can be deployed in the cloud, edge, or secure appliances based on customer requirements.

Objectives participating in Hack Osaka Business Meeting

We are looking for opportunities to work with Japanese corporations on achieving their production uptime, quality and yield goals through AI-driven smart manufacturing and operational decision making.

Innoviz Technologies



Field: Autonomous Driving, LiDAR, Perception Software



Year of founding	2016
Web	https://innoviz.tech
Location	Rosh Haayin, Israel
Funding	Stage D (USD251M (A-C rounds) + USD371M raised (SPAC))
Experience in global market	US, Europe, Japan, China, Korea
Availability in Japanese	General Manager for Japan starting from February (not sure if will be available for Hack Osaka)



Innoviz was established in Jan 2016. We have 380 workers, mostly in Israel. Innoviz was set up to solve the issue of enabling safe and efficient autonomous driving, by creating the best 3D LiDAR for use by vehicle manufacturers. Our first customer, in 2018, was BMW.

We also aim at supplying our LiDAR to shuttles and robotaxis, as well as non-automotive segments such as construction, security, Smart City (including V2X), heavy machinery, agriculture, marine, AGVs, robotics, mapping and others

Problems in society and proposed solutions

One of the biggest problems facing humanity is the huge number of road crashes, and as a result, over 1.3 million people killed and 10s of millions injured each year on the roads, bringing misery and financial challenges to the people injured. This is a huge “disease” and we want to help provide the medicine for it.

Strength of your company/ products

- Multi-disciplinary team with excellent engineers from fields such as photonics, system design and software
- A unique 3D LiDAR system by designing all of the main parts
- Automotive grade standard
- Eexperience working with BMW
- Unmatched LiDAR image resolution
- Many years of experience

Business model

Innoviz designs the LiDARs, and manufactures at various production partners. We sell our solutions through Tier1s and directly to the automotive OEMs and through distribution partners to non-automotive customers.

Objectives participating in Hack Osaka Business Meeting

- Finding partners and customers
- Increase exposure to OEMs and Tier1s in the automotive field
- Find interested partners and customers for non-automotive business in fields mentioned above

Field: Transport, Mobility, Passenger Processing



- Airport automation for passenger processing, in particular self-bag drop solutions.
- CUSS (common used self service) based solutions are much more efficient than manned processes and help airports with a higher throughput of passengers.
- Broader expansion within the Japanese market aside the aviation sector planned.
- First successful projects with Japanese customers (airports) already won. Similar history in the Indonesian market.
- Global leader in CUSS based self-bag drop solutions. Rich experience of software and hardware development build up over the last 30 years. Now needs localization in Japan.

Problems in society and proposed solutions

Materna IPS provides automatization of passenger processing through the implementation of biometrics to reduce touch points and make it safer in times of infection risks, faster and more efficient.

Strength of your company/ products

- Integration of biometric sensors into hard- and software solutions.
- Unique knowledge for the integration of components and management of data.

Business model

Business to Business; Direct Sales (Consumer pays for goods/services); Manufacturing and implementation of solutions (hardware and software) - one-off set up costs, operation and servicing - recurring costs

Objectives participating in Hack Osaka Business Meeting

In our expansion plan to strengthen the business in Japan we would like to build up a wider network within Japan, further develop and adjust our products to the Japanese market. This means we are looking for a Partner:

- to purchase our products/ services/ to distribute/market our product/service
- to help us develop our product/services/ who can invest (including strategic investment)

Year of founding	2019
Web	https://www.materna-ips.com/
Location	Dortmund, Germany
Funding	Series C+
Experience in global market	North America, EU, India, Japan
Availability in Japanese	○

Verily Vision

Field: Smart Port, Smart Warehouse,
Logistics Process Automation



Verily Vision is a Thai logistics total solution system integrator with expertise and experience in modern supply chain solution integration and deep learning computer vision technology development with the vision to drive logistics and supply chain transformation with innovation for better operation efficiency, cost management and security.

Verily Vision currently provides the flagship solution of a ‘Container Truck Gate Automation’ utilizing automatic CCTV recognition to verify cargo container number and truck license plate data integrating with management system (terminal operating system, warehouse management system etc.) for logistics operator (port, warehouse and factory)

Problems in society and proposed solutions

Pain point: An Ineffective cargo container and truck data (container number, truck license plate container damage etc.) verification process of logistics operators (*port, warehouse and factory*) due to manual and non-standardized operation

Solution: Applying automatic process with ‘Verily Vision’s Container Truck Gate Automation’ utilizing deep learning CCTV analytics solution to automatically collect data in real time and integrate with management system (Terminal Operating System, Warehouse Management System etc.) for automatic verification process enhancing operation efficiency and security

Strength of your company/ products

- System optimization and customization
- Advanced Feature of An Automatic Container Damage Recognition System
- Flexibility of system integration and hardware brand independent (no specific brand of hardware (cctv, etc.) is required)

Business model

- Project based implementation

Objectives participating in Hack Osaka Business Meeting

- Finding Potential Business Partner (logistics system integrator, supply chain solution department)
- Finding Potential Client (port or export/import warehouse)

Gate Automation Container Recognition Features

- Container Number & Liner Code (95%)
- Container Size Type (95%)
- IMDG Label (90%) **New!**
- Tare Weight & Max Gross (95%)
- Door Lock Recognition (95%) **New!**
- Seal Presence Detection (90%) **New!**
- Truck License Plate & Thai Province (95%)
- Container Damage Recognition (90%) **New!**
- Container Panoramic Image (90%) **New!**

Year of founding	2016
Web	https://www.verilyvision.com/en/
Location	Amphue Mueang Samutprakan, Thailand
Funding	Commercial Stage/ No Fund Raised
Experience in global market	Thailand, Malaysia
Availability in Japanese	×

