

MOBILITY

TechBIZKON
DECEMBER 6TH 2022
@axle OCHANOMIZU
T O K Y O





Safe. Connected. Convenient.
We drive the future of mobility.

Continental develops pioneering technologies and services for sustainable and connected mobility of people and their goods. Founded in 1871, the technology company offers safe, efficient, intelligent and affordable solutions for vehicles, machines, traffic and transportation.

Contact:
Continental Automotive Corporation
CF_YO_SM_Japan@continental.com

www.continental.com/ja-jp/



B2Match – Business Matching Online available from Dec 6th to 9th.
Online registration link:
<https://techbizkon-vi-mobility.b2match.io>
Details and guidance for registration on page 24 in this booklet

CONTENTS

AVIATION // DRONES //
MARITIME
PITCHING
8 SKYLINK INDUSTRIES GERMANY
9 TOQUA FLANDERS

CARS // TECH //
EQUIPMENT
PITCHING
10 EV MOTORS JAPAN
11 KRAKEN AUSTRIA
12 TO.TEM ITALY
EXHIBITING ONLY
25 EASYGOINC AUSTRIA

EV //
BATTERIES
PITCHING
13 BLOXMOVE GERMANY
14 PJP EYE JAPAN
15 FLASHER AUSTRIA
EXHIBITING ONLY
25 AVILOO AUSTRIA
BREEX FLANDERS

LOGISTICS
EXHIBITING ONLY
26 BOOXIT AUSTRIA
BEHAULT MINING FLANDERS
CELLBOX SOLUTIONS GERMANY
EVE AUTONOMY JAPAN

PERSONAL MOVEMENT //
GADGETS
PITCHING
15 FLASHER AUSTRIA
EXHIBITING ONLY
27 NOONEE GERMANY

PLATFORM //
SAAS
PITCHING
16 2HIRE ITALY
17 MAP4 JAPAN
18 MYLIME ITALY
EXHIBITING ONLY
27 ANTEMOTION ITALY
28 ECOSTEER ITALY
ELO MOBILITY GERMANY
GREENBOX GERMANY

SENSORS //
ELECTRONICS
PITCHING
20 UBIQ AUSTRIA
21 AUTONOMOUS KNIGHT FLANDERS
22 LING DAO GERMANY
23 MAGICS TECHNOLOGIES FLANDERS
EXHIBITING ONLY
28 SENTIGRATE FLANDERS

4 EVENT AGENDA
7 PANEL DISCUSSION
24 B2MATCH HOW TO USE OUR MATCHMAKING & ONLINE PLATFORM
30 ORGANIZERS
32 SUPPORTING PARTNERS



December 6th, 2022
3.30 pm to 9 pm (doors open: 3 pm)
Venue: axle Ochanomizu // Tokyo
& online

TechBIZKON VI
Connecting
Startups,
Corporates & VCs



EVENT AGENDA

MC: ALEX TAISUKE
ODAJIMA JAPAN
EDGEof INNOVATION //
CEO



- 3:00 PM** Registration Startups
- 3:30 PM** Opening Remarks
Greetings by Organizers
- 3:40 PM** **Panel Discussion I**
MOBILITY TECHNOLOGY
– WHAT IS THE TECH
THAT LEADS THE WAY?
with representatives
from Intesa Sanpaolo,
Bosch Global Software
Technologies, KTM
Innovation, The Beacon
and Automotive &
Environmental Journalist
Yumi Kawabata

4:15 PM **STARTUP PITCHING I**

- 5:15 PM** Coffee Break

- 5:25 PM** **Panel Discussion II**
EUROPE & JAPAN AS
LOCATIONS FOR MOBILITY
STARTUPS & INNOVATION
with representatives
from addlight, Austrian
Business Agency (ABA),
Germany Trade & Invest,
Lventure Group and
Scaleup Vlaanderen

6:00 PM **STARTUP PITCHING II**

- 6:50 PM** Coffee Break
- 7:00 PM** **Award Ceremony** for
Pitching Contest
- 7:10 PM** Networking Cocktail
& Individual Talks
with Startups
- 9:00 PM** Closing



Invented for life



Shaping a new era of mobility

The mobility of the future is sustainable, safe and exciting. To make this a reality, Bosch combines hardware, software, and services to provide comprehensive mobility solutions. This is the exceptional strength of Bosch: combining state-of-the-art technology with system solutions and related services.

<https://corporate.bosch.co.jp/>





Meet stakeholders from academia & industry and stay up to date about recent policy trends in science & innovation!

DWIH Tokyo is a platform for German universities, research institutions and research-based companies in Japan. With its unique network of German organizations from science, research and innovation, it holds numerous events throughout the year, connecting stakeholders from Japan and Germany.

Interested in learning more? Register here for our newsletter:
www.dwih-tokyo.org/newsletter

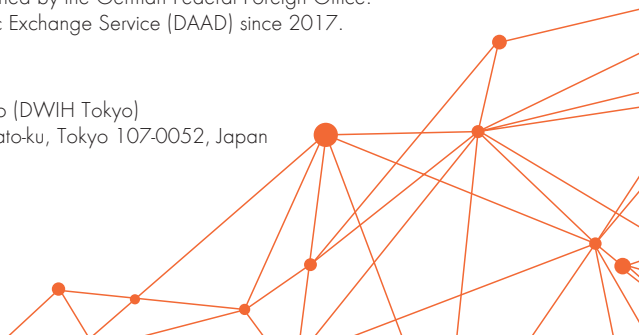


DWIH Tokyo is part of a global network of five German Centres for Research and Innovation. Since its establishment in 2010, it has been supported by the German Federal Foreign Office. It has been coordinated by the German Academic Exchange Service (DAAD) since 2017.

Contact:

German Centre for Research and Innovation Tokyo (DWIH Tokyo)
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info@dwih-tokyo.org

Twitter & LinkedIn: @DWIH_Tokyo



Also streamed online:
Further information about our panelists under "Event Agenda" after logging into our B2Match-site



TECHBIZKON - THE PANEL DISCUSSIONS



MODERATED BY KEI SHIMADA JAPAN
Executive // Entrepreneur // Award winning Innovator //
Global Keynote Speaker // Pitch Doctor //
Startup Mentor // Angel Investor // EMBA

Panel Discussion I: Dec. 6th, 3:40 PM – 4:15 PM Japan Standard Time

MOBILITY TECHNOLOGY – WHAT IS THE TECH THAT LEADS THE WAY?
with the following representatives:



ANDREAS KREINER AUSTRIA
KTM Innovation // Technologist &
Strategist, Head of Scouting // onsite



FABRIZIO LASAPONARA ITALY
Intesa Sanpaolo Tokyo //
Business Development Manager //
IMI Corporate & Investment Banking
Division, Tokyo Branch // onsite



MICHAËL GEELHAND DE MERXEM
FLANDERS The Beacon //
General Manager // onsite



YUMI KAWABATA JAPAN
Automotive & Environmental
Journalist // onsite



KAUSHIK PAL GERMANY
BGSW Bosch Global Software
Technologies // Country Manager
Japan & Korea // onsite

Panel Discussion II: Dec. 6th, 5:25 PM – 6:00 PM Japan Standard Time

EUROPE & JAPAN AS LOCATION FOR MOBILITY STARTUPS & INNOVATION
with the following representatives:



MATTHIAS ADELWÖHRER
AUSTRIA // Austrian Business
Agency // Director for Asia // onsite



ROBERTO MAGNIFICO ITALY
Lventure Group //
Partner - Board Member // onsite



FREDERIK TIBAU FLANDERS
Agoria // Digital Innovation & Growth
// Lead Scaleup Programs // onsite



TAD KIMURA JAPAN // addlight Inc.
// CEO and Founder // onsite



ALMUT WEIGEL GERMANY
Germany Trade & Invest // Trend- &
Innovationscouting // online



SID VENKAT



COMPANY
EVA // Skylink Industries GmbH

SECTOR
Aviation // Logistics // Drones

WEBSITE
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TEAM
 ▶ Olivier Le Lann // CEO
 ▶ Sid Venkat // Key Act. Manager

CONTACT
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DATE OF INCORPORATION
02/2018

STAGE
Early Startup

CURRENT TARGET RAISE
EUR 10.000.000 // JPY 1.490.085.000

WANTED

▶ Partnerships with drone and logistics companies. We have requests from major Japanese companies, so we would like to partner with domestic companies to service the requirements.

▶ Drones are the future of logistics. For this to happen, drone ports need to be built in many places. So we would like to talk to government & city authorities along with investors.

PRODUCT/SERVICE

EVA TECHNOLOGIES

- ▶ Disaster relief, delivery of medicines & compact telemedicine stations
- ▶ Agriculture productivity
- ▶ Deliveries to medical centers
- ▶ Drone Superhighways (DSH - nationwide)
- ▶ Mid and last mile deliveries (in major cities)
- ▶ E-commerce/ new retail channels outside of malls

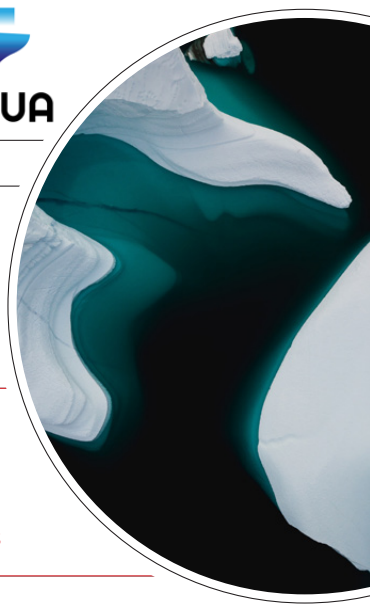
ALL B2B AND B2C CLIENTS that are along the area in a Drone Super Highway can place a request on the market place EVA would create. Drone operators can in turn place the bid to transport parcels using our highways. One-click registration for faster adoption, clean and non-polluting source of transportation

PERFORMANCE & TRACTION

- ▶ Drone van used by disaster response force in India
- ▶ Drone station and drone pad currently used in Saudi Arabia for food delivery
- ▶ Light drone station used in France for medical delivery
- ▶ 3 aerial corridors (contract signed) upcoming in Nigeria
- ▶ Maritime delivery in Yatch, Monaco - Lol of 10 stations recieved
- ▶ 2 drone Stations in Michigan operational from next year
- ▶ B2B delivery station in LATAM country from Q2 next year



CASIMIR MOROBÉ



COMPANY
Toqua

SECTOR
Shipping // Maritime // AI

WEBSITE
https://toqua.ai/

TEAM
Casimir Morobé // CEO

CONTACT
e casimir@toqua.ai
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INCORPORATION
11/2020

STAGE
Seed

WANTED
Contacts with Japanese shipping companies, shipbuilders and charterers

CURRENT TARGET RAISE
Currently not raising

PRODUCT/SERVICE

TOQUA HELPS THE SHIPPING INDUSTRY DECARBONIZE. Toqua aims to deliver 10%-20% in fuel savings & emission reductions for the shipping industry. Through its proprietary AI algorithms for ship performance modelling, Toqua can improve voyage optimization, maintenance planning, commercial planning, etc. These efficiency gains reduce emissions while also reducing fuel costs; a win-win for business and our climate.

TOQUA HAS UNIQUELY positioned itself as a technology partner for existing maritime software systems than can plug Toqua's AI models into their solutions. As a result of this interoperability, Toqua's technology also facilitates collaboration and transparency between different links in the maritime chain (ship owners - charterers - ship managers - shipbuilders), a crucial step towards further decarbonization.

CORE CAPABILITIES
TECHNOLOGY & COMPETITIVE EDGE

- ▶ Ship performance modelling using physics-informed Machine Learning, a type of AI. These models outperform existing modelling techniques and allow for additional operational fuel savings by improving routing, maintenance planning, commercial planning of the vessels.
- ▶ Toqua's solution is API-first and is designed to partner up with existing software solution.

PERFORMANCE & TRACTION

Toqua is working with a number of leading international shipping companies such as Euronav, Exmar, Berge Bulk, MSC Cruises, Ultrana, etc.

It is also discussing partnerships with leading maritime software providers such as StormGeo, Wärtsilä, DTN, WNI, Navtor, Infoceanus, etc.



YUJI SATO



SECTOR
Manufacture
of commercial EV

COMPANY
EV Motors
Japan Co., Ltd.

TEAM
Yuji Sato // CEO
Hidetoshi Cho //
Planning

DATE OF INCORPORATION
04/2019

WEBSITE
<https://evm-j.com>

CONTACT
e m_kai@evm-j.com

STAGE
Early to growth stage

CURRENT TARGET RAISE
JPY 4.000.000.000

WANTED

- ▶ Distributor of products (eBus, eTruck, High voltage charger, reused battery and ESS)
- ▶ Co-development partner for automated driving, battery manufacturing and energy management system

PRODUCT/SERVICE

- ▶ **MANUFACTURE, SALES AND MAINTENANCE** of commercial electric vehicles including buses, trucks, trikes, special vehicles, etc.
- ▶ **LEASING** and rental of electric vehicle.
- ▶ **MANUFACTURE** and sale of reused battery.

CORE CAPABILITIES
TECHNOLOGY & COMPETITIVE EDGE

Developed the "Active Inverter", an inverter dedicated to commercial EVs, based on cutting-edge BMS, which has been accumulated over many years of battery control technology. Achieved the world's highest level of low power consumption, long battery life, and advanced active control that improves ride comfort by smoothing and optimizing sudden acceleration and deceleration.

This battery charge/discharge control technology is also applied to EV infrastructure such as charging facility, reused battery, ESS and energy management system, which supports our market superiority.

PERFORMANCE & TRACTION

As traction is rapid and massive since January this year, net sales will be over JPY 1 BLN for FY2022 from JPY 162 M for FY2021.

On top of this we have got the order of 150 eBuses for Expo 2025 POC.



PHILIPP EISELE



COMPANY
Kraken Innovations GmbH

TEAM
Philipp Eisele // CEO

SECTOR
Mechanical & Plant Engineering //
Sensors // Robotics

DATE OF INCORPORATION
02/2021

WEBSITE
<https://kraken-innovations.at/>

CONTACT
e office@kraken-innovations.at

STAGE
Pre-Seed

CURRENT TARGET RAISE
EUR 800.000

WANTED

- ▶ Corporates
- ▶ Potential Customers
- ▶ Collaboration Partners

PRODUCT/SERVICE

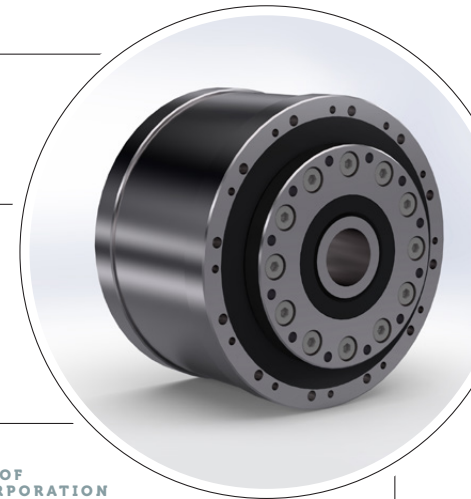
WITH OUR GEARBOX SOLUTION, we enable drive systems to be more precise, more powerful and more compact. The connectivity, modular design and the possibility of integrating sensors ensure that current and future customer needs are met.

CORE CAPABILITIES
TECHNOLOGY & COMPETITIVE EDGE

We developed a completely new kinematic principle to transmit power in a gearbox. Enabling the integration of sensor technology directly in the loaded components, double the transmission ratio without increasing the build size and enabling highest precision in rotary positioning. This enables us to offer drive technology such as cranes, robots, positioning equipment, wind turbines and construction vehicles more powerful products.

PERFORMANCE & TRACTION

- ▶ Our gearbox is developed & tested towards market maturity
- ▶ Our minimal value product is finished machining & will be presented to the public at the leading industry fair this November
- ▶ Parallel to official market entry, sensor and software technology development is continued





MASSIMILIANO MELIS



COMPANY
TO.TEM

TEAM
Pierpaolo Antonioli // CEO
Massimiliano Melis // COO

SECTOR
Micro-mobility

DATE OF INCORPORATION
02/2020

WEBSITE
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STAGE
Production&Distribution

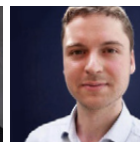
CURRENT TARGET RAISE
JPY 20.000.000

WANTED
The scope of our subscription to the event is to raise brand awareness overseas and understand the markets where we are willing to find distributors and sign distributor agreements.

PRODUCT/SERVICE
TO.TEM IS INVOLVED IN THE MICRO-MOBILITY SECTOR. Currently we are producing and distributing LYNX our 3-wheel innovative kick-scooter, which is more stable and safer to ride in comparison with our competitors' products. As we have a production expertise, we also offer OEMs production, engineering, and sourcing services.

CORE CAPABILITIES
TECHNOLOGY & COMPETITIVE EDGE
Our products are equipped with high tech features, like a rear camera with an integrated collision alert, that leverages an in-house developed AI algorithm. The camera connects directly to your phone through our proprietary App.

PERFORMANCE & TRACTION
Once we have started the internationalization development of our company, LYNX has attracted the attention of overseas distributors. Currently we have signed distributor agreements in US, Canada, Korea and are selling B2B and B2C in other countries and plan to shift to renown marketplace platforms.



SOPHIA RÖDIGER
SASCHA KUBISCH

COMPANY
bloXmove

TEAM
S Sophia Rödiger // CEO
S Sascha Kubisch // Business Development Manager

SECTOR
E-Mobility // Energy

DATE OF INCORPORATION
05/2021

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STAGE
Pre-Seed

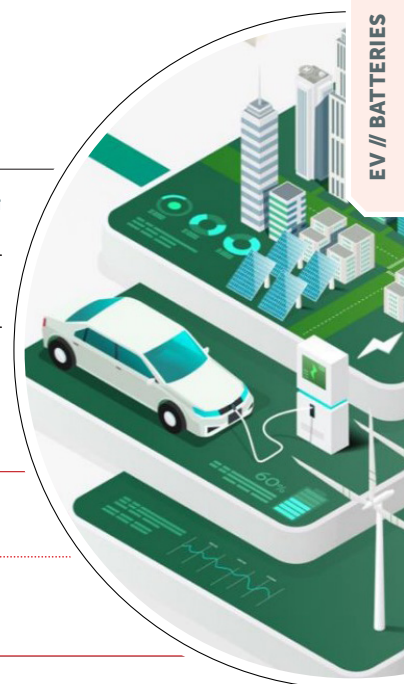
CURRENT TARGET RAISE
EUR 1.000.000

WANTED Investors and potential partners from Japanese e-mobility and energy sectors

PRODUCT/SERVICE
BLOXMOVE CONNECTS E-MOBILITY AND GREEN ENERGY in order to commercialize the decentralized energy grid of the future. We use blockchain technology to identify assets and stakeholders, verify them and set up smart contracts for instant, automatized and secure settlement of energy flows. This way, we realize bidirectional charging, V2G-applications, as well as trusted carbon accounting for green energy consumption.

CORE CAPABILITIES
TECHNOLOGY & COMPETITIVE EDGE
With the power of blockchain technology, N:N-Settlements can be realized in an instant manner. For bidirectional charging with electric vehicles as mobbing battery storages, our technology stack provides the best fit solution to cope with the upcoming complexity.

PERFORMANCE & TRACTION
Right now we are building partnerships, PoCs and pilot projects. We have completed two pilot projects with first tier companies such as SAP, Infineon and 50Hertz. Next year, two big v2g pilot projects will start for a duration of 3 years. Meanwhile we are also looking for partners to start a pilot in Japan.





PJP Eye LTD.



INKETSU OKINA



COMPANY

PJP Eye LTD

TEAM

Hiroaki Nishina // CEO
June Oyama // CFO
Inketsu Okina // CIO

SECTOR

Energy

DATE OF INCORPORATION

06/2017

WEBSITE

<https://pjpeye.tokyo/en>

CONTACT

e inketsu@pjpeye.tokyo

STAGE

SeriesB

CURRENT TARGET RAISE

USD 100,000,000

WANTED

We need investors and strategic partners for the global expansion, implementation of our batteries in various applications

PRODUCT/SERVICE

PJP EYE IS A SUSTAINABLE ENERGY SOLUTION company that mass produces plant-based carbon batteries, "Cambrian", that help solve climate change. 10x faster charging without risk of explosion, 40 years' battery life, 100 % recyclable, revolutionizing the energy storage industry

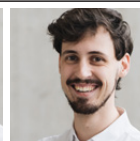
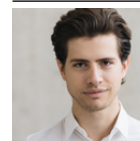
CORE CAPABILITIES

TECHNOLOGY & COMPETITIVE EDGE

- Plant-derived material, no cobalt that is associated with child labour. (15,000 cycles) >> Reduction in replacement cost and Co2
- Mass production (1,000,000 cells (3200 mah) / month) Charging is possible at the EV charging station
- Easy to recycle Recycling industrial waste
- 20 minutes quick charge Carbon neutrality from the production of batteries
- No risk of explosion Set at reasonable pricing
- 40 years or more life

PERFORMANCE & TRACTION

- We have about 10 million USD of revenue, including Japan's public companies.
- We have collected 600,000,000 Japanese yen as series A.
- We have integrated our batteries into e-bikes, e-scooters, data centers, energy storage, and aqua scooters


 MAXIMILIAN
KAMMERER
FABIAN WOECKL


COMPANY

Flasher GmbH

WEBSITE

www.flasher.tech

SECTOR

 Consumer Goods // Mobility // Transport
& Logistics // IoT // M2M-communication

TEAM

Maximilian Kammerer // CEO
Fabian Woeckl // Sales Manager

DATE OF INCORP. CONTACT

09/2020 e info@flasher.tech

 STAGE
Seed

 CURRENT TARGET RAISE
EUR 800.000

 WANTED Corporates // Investors // Customers
// Collaboration Partners // Public Institutions

PRODUCT/SERVICE

FLASHER GMBH DEVELOPS AND DISTRIBUTES smart safety wearables. Our first product "Flasher" is an easy-to-use, high-tech & smart safety gadget that significantly increases safety of micromobility users. Simply put on the two bracelets with ultra-bright LEDs on both arms. Whether gesture-controlled indicator, automatic brake light or permanent light - Flasher makes its users visible all around.

CORE CAPABILITIES

TECHNOLOGY & COMPETITIVE EDGE

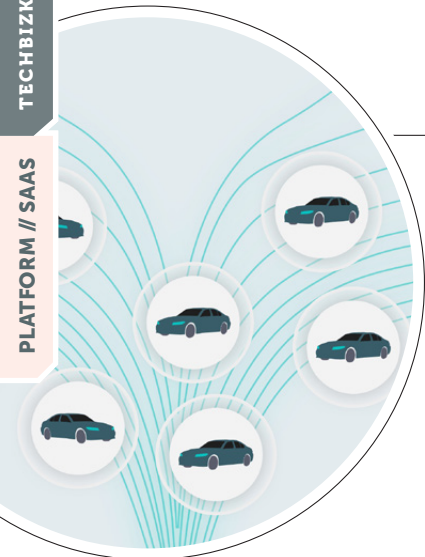
The Flasher bracelet stands out due to its positioning around the upper arms. This positioning brings safety advantages. The innovative gesture control increases safety when turning.

Without installing any additional devices (e.g. remote control) on the vehicle, users can keep their hands on the handlebars to indicate the direction. Flasher can thus be used on e-scooters where classic hand signals are usually not possible.

Similar to the modes used in cars, Flasher has a flashing mode for short turnings and a mode for e.g. waiting at an intersection.

PERFORMANCE & TRACTION

- Operating internationally from the very start
- Successful crowdfunding in the EU, Switzerland, UK and US.
- Our online shop, combined with B2C sales, generated over €42k p.a.
- Revenue through B2B sales total over €36k
- Secured several rounds of funding from Austrian & EU funding programmes
- Cooperation with one of EU's largest e-scooter sharing TIER Mobility
- Received request from several clients like the City of Graz.



2hire



FILIPPO
AGOSTINO



COMPANY

2hire

SECTOR

Automotive // Mobility

DATE OF INCORPORATION

03/2015

TEAM

- ▶ Filippo Agostino // CEO & co-founder
- ▶ Elisabetta Mari // COO & co-founder

WEBSITE

<https://2hire.io/>

CONTACT

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STAGE

Series A – paying customers

CURRENT TARGET RAISE

JPY 1,450,000,000

WANTED 2hire is already working with Toyota in Europe, we are among the first users of Toyota APIs developed by Toyota Connected Europe, and the collaboration is proceeding well. We aim at strengthening the partnership with Toyota to help provide mobility operators around the world with the best-in-class system to connect with Toyota cars and beyond

PRODUCT/SERVICE

2HIRE HAS DEVELOPED AN API LAYER and a Developer Portal to enable the integration as well as the development of innovative and digital services around connected vehicles. Operators can therefore securely and in compliance with OEMs required standards perform interactions with vehicles and retrieve data from them.

CORE CAPABILITIES

TECHNOLOGY & COMPETITIVE EDGE

- ▶ Standardization of vehicle's API into one, making it easier for operators to integrate connected vehicles into their business models.
- ▶ Extensive knowledge of on-field requirements and fleet operators' expectations, as well as consumer related services, also given the experience as certified telematics provider for vehicle connectivity.

PERFORMANCE & TRACTION

TECHNOLOGY & COMPETITIVE EDGE

- ▶ More than 15k vehicles connected on our platform in 16 countries and 3 continents.
- ▶ 20 million natively connected cars in Europe that can be enabled via 2hire's platform thanks to the partnership in place with OEMs



ABRAHAM CANO

MAP IV

COMPANY

MAP IV, Inc.

TEAM

- ▶ Yuki Kitsukawa // CEO
- ▶ Kazuki Tanaka // COO
- ▶ Abraham Cano // VPoE

SECTOR

Mobility // Infrastructure

DATE OF INCORPORATION

09/2016

WEBSITE

www.map4.jp

CONTACT

e contact@map4.jp

STAGE

Growth

CURRENT TARGET RAISE

JPY 100.000.000

WANTED We first aim to expand, localize and optimize our cloud-based services for the European market through critical partnerships in the Industry-Academia. Additionally, we want to hire on-site talent to adapt our system to the local domain and assist us in complying with the required European legislation.

PRODUCT/SERVICE

MAP IV ENGINE is our cloud-based mapping service to build accurate 3D maps using data from LiDAR sensors. Our service works with third-party platforms or our all-in-one multi-sensor fusion collection device (SEAMS) to achieve an optimized mapping result.

ATOMIC ENGINE is our high-precision and real-time 3D perception system that seamlessly integrates with our maps to provide enhanced object detection for robotics and V2I applications.

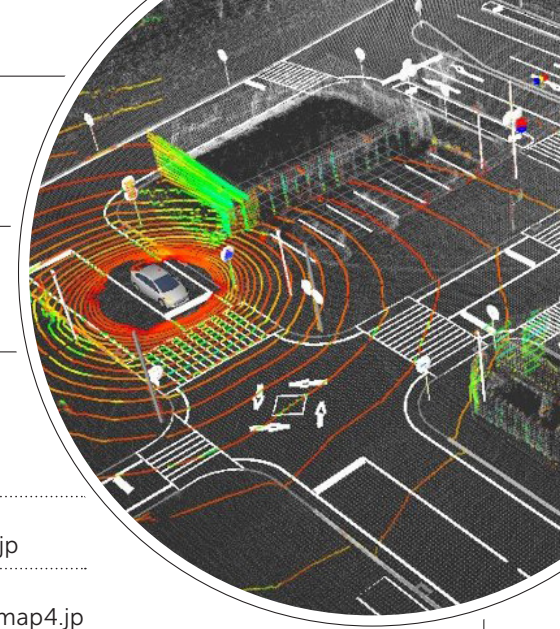
CORE CAPABILITIES

TECHNOLOGY & COMPETITIVE EDGE

Our technologies encompass accurate mapping, localization, and enhanced perception systems using state-of-the-art sensor-fusion systems to create safer and smarter cities. We also have a long record of successfully integrating our technologies in deploying autonomous mobility platforms using Autoware.

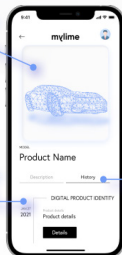
PERFORMANCE & TRACTION

We have shown solid and organic growth since our inception. Last year, our revenue increased by 86 million yen, totaling roughly 290 million yen, including 20 million yen from our recently launched MAP IV Engine in the SaaS scheme. We foresee our income to be close to 100 million by the end of 2025.



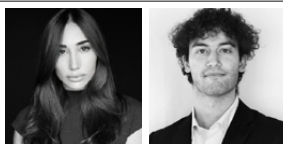


Distinctiveness



Date

Ever

**mylime**ELENA MOGLIA
MARCO SIMONE**COMPANY**

MyLime

DATE OF INCORPORATION

08/2018

TEAM

- ▶ Elena Moglia // CEO
- ▶ Marco Simone // Customer Application Engineer

WEBSITE<https://my-lime.com>**CONTACT**

- e elena@my-lime.com
- e marco.simone@my-lime.com

SECTOR

Automotive // Luxury

STAGE

Seed

CURRENT TARGET RAISE

EUR 3.000.000

WANTED

We are currently looking for investors for our next Series A round (€ 3 Mln). We are also looking for potential lead in the luxury and/or automotive field interested in the Digital Product Passport and/or in launching a web3 project. Finally, we are looking for other companies and/or startups working in the tech field in order to evaluate potential partnerships.

PRODUCT/SERVICE

MYLIME DEVELOPED AND PATENTED a B2B blockchain-based platform which creates the Digital Product Passport, allowing the registration of information and multimedia of the product during its life cycle (production, official events,

maintenance, ownership transfer, etc.). It can also create the NFT correlated 1:1 with the product. The main benefits of the solution are:

- ▶ preserve the residual value of the asset
- ▶ anti-counterfeiting, using an RFID TAG

CORE CAPABILITIES**TECHNOLOGY & COMPETITIVE EDGE**

MyLime has created a unique technological ecosystem, already patented: an RFID tag as an entry-point, a connector for the IT integration with the Brands, a mobile app which allows data visualization and updating and a blockchain writer. We also create an NFT correlated 1:1 with the asset.

PERFORMANCE & TRACTION

MyLime has already gained significant traction from merit recognitions (€ 110k from competitions/prizes) and the market (yearly turnover to date €330k). It has become the market leader in the bike industry. Right now it has negotiations in the closing stage (decision maker involved) for about €900k.



Autonomous Driving: Austria in the fast lane

One glance into the engine compartment of the Austrian automobile industry shows that the country is one of the most dynamic pacesetters on the path towards the New Mobility. This is due to an enormous research effort, numerous networked institutions, highly innovative companies and manifold possibilities.

As a traditional component supplier providing advanced technologies and innovative developments for the automobile sector, Austria has long been at the forefront of the far-reaching changes taking place in the industry. Many answers to key issues involving our mobile future come from Austrian players.

ABA informs, supports, consults and does research on your behalf.

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m.adelwoehrer@aba.gv.at | www.investinaustria.at

Good reasons to select Austria

The optimal site for your research center

- TTTech Auto, AVL List, AT&S, Infineon, Kapsch TrafficCom, ZKW Group and many more operate in Austria.
- Austria's automotive industry accounts for every ninth job.
- Its production value equals € 25.5 billion.
- The industry invests € 1 billion p.a. in R&D.

14% research tax credit

- Combines direct/indirect funding programs.
- You receive 14% of all your research expenditures as a cash payment – regardless of your firm's size, sector and corporate structure.

Public sector funding for

- Application-oriented research and development
- Basic research
- Investments in environmental protection projects
- Plus: 30% tax allowance (up to five years) for foreign researchers
- Plus: regional funding for innovative investments

ABA INVEST WORK FILMYour easy access to Austria
// MOBILITY //

CHRISTIAN
ADELSBERGER

COMPANY

Ubiq – Parkbob GmbH

DATE OF INCORP.

03/2015

TEAM

- Christian Adelsberger // CEO

WEBSITE

www.ubiq.ai

SECTOR

Energy Technology & Generation //
Mobility // Transport & Logistics // AI

CONTACT

e hi@ubiq.ai

STAGE

Early Stage

CURRENT TARGET RAISE

EUR 7.000.000

WANTED

- Corporates

- Potential Customers

- Collaboration Partners

PRODUCT/SERVICE

SHARED MOBILITY HAS THE POWER TO TRANSFORM CITIES,

making them quieter, cleaner, greener, and less congested.

However, 60-80% of the market demand is not met and most services aren't profitable. Ubiq is closing the gap by predicting demand and optimizing supply - our products enable sustainable and profitable business operations.

CORE CAPABILITIES

TECHNOLOGY & COMPETITIVE EDGE

- The Ubiq SaaS Platform uses data & machine learning to predict demand for shared vehicles. Based on real-time demand, our platform makes vehicle-specific recommendations for tasks such as rebalancing, charging, unplugging and pricing to increase utilisation rates and make shared fleets profitable.
 - Our StreetCrowd™ API matches vehicles requiring repositioning, charging and/or unplugging, as recommended by our operational intelligence platform with our decentralized crowd-sourced service team. By this, shared mobility operators don't need to build up & manage their own service network.

PERFORMANCE & TRACTION

- Primary markets as of date: Europe, US + LATAM
 - Market share of 4% in Europe in the Shared Mobility Industry
 - Already serving 10.000 vehicles across 13 fleets
 - € 200k Monthly Recurring Revenue
 - 25%-50% revenue increase for our customers gives huge impact on profitability

GEOFFREY
EJZENBERG

COMPANY

Autonomous Knight BV

DATE OF INCORPORATION

10/2021

TEAM

- Geoffrey Ejzenberg // CEO
- Noel Jans // CTO
- Philippe Chevalier // CSO

WEBSITE

www.
autonomousknight.
com

SECTOR

AV // Mobility // Sensor technology

CONTACT

m +32 474 59 13 45

STAGE

Early

CURRENT TARGET RAISE

JPY 220.000.000

WANTED We are welcoming strategic development / assembly / manufacturing partners and investors. The ideal partner has or is willing to develop markets within or outside our current verticals and has a CVC fund to back up the partnership.

PRODUCT/SERVICE

AUTONOMOUS KNIGHT'S PATENTED

multi-spectral sensor technology enables all weather autonomous commercial transportation of people and goods on land, rail, water and in the sky.

- outperforms the leading LIDAR by a factor 10 in spatial resolution and all weather object identification performance.
 - unlike LIDAR our sensor also performs in snow, rain, hail, fog and even dust
 - multi-spectral imagery: valuable for mobile mapping, GIS, 3D modelling

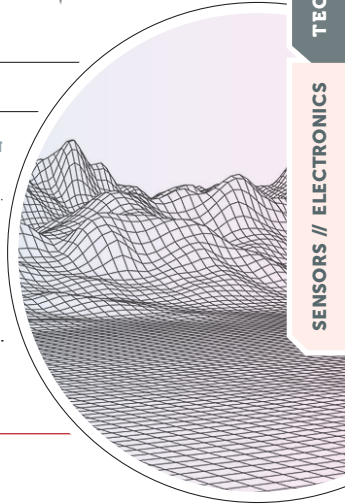
CORE CAPABILITIES

TECHNOLOGY & COMPETITIVE EDGE

- Electro-optical design: team has developed electro-optics for the aerospace & defense industries
 - Cyber-physical systems: developing mathematical models and control strategies for various transportation modes
 - Situational awareness systems: developed a system enabling all weather autonomy

PERFORMANCE & TRACTION

- Winner of the European Agency for Innovation and Technology mobility investment readiness accelerator award.
 - Sifted by Financial Times selected as "Autonomous mobility innovation startup to watch!" in the sensor technology industry.
 - Selected to participate in Volvo incubator program.

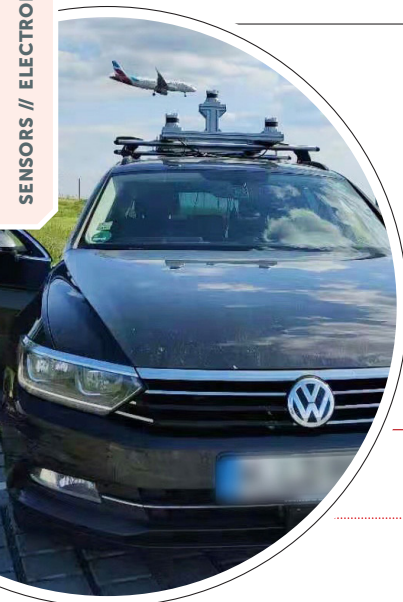




DR. YANG JI



JENS VERBEECK

**COMPANY**

LiangDao GmbH

TEAM

- Dr. Yang Ji // Managing Director
- Wanting Lin // Head of Business Excellence

SECTOR

Automotive Sensor Software // Smart City

DATE OF INCORPORATION

10/2018

WEBSITE

www.liangdao.de

CONTACT

e yang.ji@liangdao.de

STAGE

Round B

CURRENT TARGET RAISE

EUR 15.000.000

WANTED

- Strategic investment
- Local channel partners
- Key account automotive customers in Japan

PRODUCT/SERVICE

- AI SOFTWARE** for LiDAR sensor in autonomous vehicle ADAS/AD

- SMART** infrastructure
- TRAFFIC** perception system

**CORE CAPABILITIES
TECHNOLOGY & COMPETITIVE EDGE**

- AI software for real-time object perception based on LiDAR sensor data, sensor fusion and cloud-computing.
- Generation of automotive-grade ground truth data for testing and validation.
- Statistic tools for traffic flow detection and visualization via traffic data dashboard.

PERFORMANCE & TRACTION

- Big project win of serial development project for LiDAR sensor testing and validation in the next generation of BMW/Magna.
- First commercial solution provider for LiDAR-based traffic flow detection and monitoring on real roadside. Winner of Munich Innovation Award 2021.
- Recognized innovation partner in four publicly funded industrial research projects by German government.

COMPANY

Magics Technologies

DATE OF INCORPORATION

08/2015

TEAM

- Jens Verbeeck // CEO

WEBSITE

www.magics.tech

SECTOR

Nuclear // Space // Aerospace // Defense

CONTACT

e jens.verbeeck@magics.tech

STAGE

Start-up/scale-up

CURRENT TARGET RAISE

EUR 10.000.000

WANTED Magics is looking for investors for a new capital round in Q1/2024. Primarily investors with experience in hardware / semiconductor companies.

PRODUCT/SERVICE

THE SPARK FOR MAGICS is a shared conviction that autonomous machines are the keys to unlocking secure, sustainable sources of energy and exploring other planets. This resulted in mainly two business lines:

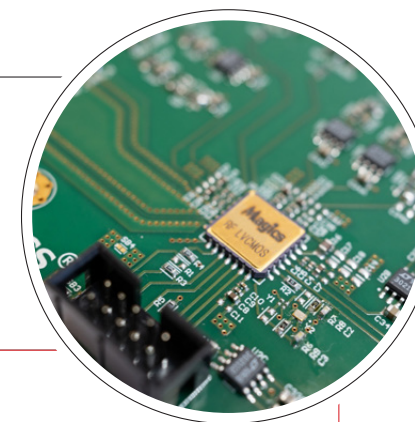
- Automation for challenging environments (radiation): Services and solutions to reducing risk and fault margins for their customers.
- Sales of chips: Motion, time, power, vision and AI series.

**CORE CAPABILITIES
TECHNOLOGY & COMPETITIVE EDGE**

- Delivers electronic components with unbeaten radiation performance (1000 times better than components for space markets).
- Unique low power, AI accelerators cores for high reliability markets.
- Stereo vision and segmentation algorithms for edge implementations.

PERFORMANCE & TRACTION

- Doubling in staff and revenue almost every year and turning revenues above 3M Euro.
- Magics has the ambition to become market leader in Semiconductors for Energy, Space and Defense markets. Currently we employee 36 employees.
- We managed to develop multiple rad-hard ICs for the our markets, with validated business opportunities for each of them.



B2MATCH

How to use our matchmaking & online platform to meet startups and other participants and view all pitching / panel sessions live

01 Online registration

REGISTRATION

- Use barcode on this page down left or visit <https://techbizkon-v-greentech.b2match.io>
- Register via the green button "Register now".
- Add contact and organisation details as requested.
- Compose your personal event schedule by adding sessions of your choice.
- Please choose at least one networking session. When you receive a meeting request, you can still decide to decline.

02 Make yourself visible through an outstanding business profile

COMPANY PROFILE // MARKET PLACE

- Explain the product/expertise you are offering or looking for.
- High-quality profiles are visited 50 to 100 times before, during and even after the event.
- A meaningful profile will generate significantly more meeting requests

03 How to manage bilateral meetings?

BOOKING MEETINGS

- Browse the list of attendees or check the marketplace profiles.
- Use the optional filters to easily find the ones aligned with your goals.
- Send meeting requests to those companies/persons you want to meet.
- Adding a short reason why you are interested in a meeting will increase the acceptance.
- Meeting requests must be confirmed by the recipients to be scheduled.
- Check every incoming meeting request and accept or refuse if not appropriate. It is a matter of politeness to let the requester know if you are interested in a meeting or not.

DURING THE EVENT

- Re-check your meeting schedule on the platform. Last-minute-changes can always occur.
- RESPECT the other participants' time and show up to all your meetings.
- If an unforeseen circumstance arises and you will not attend a meeting, please cancel your meetings through the platform. This way, the other participant will be notified.



Additionally to the startups you can meet in person at TechBIZKON VI, there are further promising startups from Austria, Flanders, Germany, Italy & Japan you can meet online on our B2Match site, listed here on the following pages

The following startups are not pitching, yet available for talks during the networking time at their exhibiting table and for meetings online

Please refer to the page to the left to see how to meet online



EV // BATTERIES

Aviloo GmbH
www.aviloo.com

Thomas Wagner // Head of Global Sales
thomas.wagner@aviloo.com

The HV battery is the most expensive part of an EV, and no neutral & independent test is available. AVILOO developed the first certified analysis for the State of Health (SoH) of the battery in your electric or plug-in hybrid car. Our health analysis shows which extractable energy is remaining for driving at the time of the test in relation to the new state of the battery according to the manufacturer.



CARS // TECHNOLOGY // EQUIPMENT

Easygoinc. GmbH
<https://easygoinc.com>

David Lugmayr // CEO
david@easygoinc.com

We transform your family van into a flexible home away from home — perfect solutions for all car brands. We develop, produce, and sell elements and parts that turn vans into individual "vanlife" vehicles for flexible living. We focus on products and parts for the chassis, technology (like electrical, water, and air conditioning), interior (like bed and storage solutions), and exterior (like awnings and racks).



EV // BATTERIES

BREEX
www.breex.be

Emanuel Tomeci
emanuel.tomeci@breex.be

BREEX Smartchargers guides your company from a to z with charging stations, installations, software, service, groundworks, inspections, financing and advice. Switching to a sustainable and future-oriented charging infrastructure has never been easier.



LOGISTICS

BOOXit OG
www.booxit.at

Peter Entenfellner // CEO
peter@entenfellner.at

BOOXit is the first reusable plastic container that solves the two major problems of reusable containers in parcel logistics: 1. loss and 2. Re-transport costs by automation, robotics, and digitalization. The boxes are fully automated and digitized to solve problems of parcel logistics

BEHAULT MINING



LOGISTICS

Behault Mining
www.behault.eu

Noël Jans // CTO/Officer & Co-CEO
Noel.Jans@behault.eu

Behault Mining is a Belgium based transport technology company that engineers, designs, develops, co-manufactures and operates cyberphysical electric hybrid (semi-) autonomous vehicles for open pit mining globally. We strive to become the leading force to decarbonize haulage in open pit mining safely, efficiently AND economically.

noonee



PERSONAL MOVEMENT // GADGETS

Noonee Germany GmbH
www.noonee.com

Johannes Haas // CEO
Johannes@noonee.com

The Chairless Chair is a passive lower body exoskeleton, allowing an intuitive change between walking, standing and sitting. Due to its purely mechanical design, it weighs less than 3 Kg, lasting an expected lifetime of > 6 years. It allowing a high flexibility while always enabling an ideal posture. By preventing sick leave, it builds a more reliable and healthy workforce, during the day and also over the years.

ANTEMOTION



PLATFORM // SAAS

AnteMotion
www.antemotion.com

Luca Gasbarro // CEO & Co-Founder
luca.gasbarro@antemotion.com

AnteMotion platform for ADAS/AV testing defines the simulation road network through MAZE, converting HD map formats to ASAM OpenDRIVE. 3D Environments are created with PROCEDURAL WORLDS, the complete and automatic procedural pipeline. Environments are simulation ready with MIDGARD, the Open Simulation Framework to train, test & validate ADAS/AV agents, from perception to action.



LOGISTICS

Cellbox Solutions GmbH
www.dyemansion.com

Robin Sieg // Global Product Manager
sieg@cellbox-solutions.com

Our flagship product, the Cellbox 2.0, offers the unique opportunity to incubate and cultivate cells during transport - saving time & effort - while maintaining the cell viability and improving the outcome of downstream applications and assays.



LOGISTICS

eve autonomy, Inc.
www.eveautonomy.com

Yusuke Nakayama // COO
yusuke.nakayama@eveautonomy.com

Providing an automated transport service, eve auto, which can not only be used for indoor logistics but also for outdoor material handling. Our AD vehicle has a towing capacity of up to 1,500kg. Web-based vehicle operation & route edit tool, operational training, hardware maintenance, and firmware update are included as an all-in-one package.



The **Global Incubator Network Austria (GIN)** is the **connecting link between Austrian and international startups**, investors, incubators and accelerators with a special focus on selected hotspots in Asia (Mainland China, Hong Kong, Singapore, Japan, South Korea and Israel). **GIN enables the internationalization of startups** by building networks, providing know-how, and connecting them with relevant players of global startup hotspots.

GIN CONNECTS | OUR SERVICES

GIN FOR AUSTRIAN STARTUPS:

With GO ASIA we bring Austrian startups to the world's most innovative startup hubs, help them to build networks with international strategic partners and provide them with essential know-how in terms of market entry and global expansion – strategically and financially.

GIN FOR ASIAN STARTUPS:

With GO AUSTRIA we support Asian startups that want to internationalize and seek to further develop their business activities in the EU-market via Austria. A hand-selected mentor supports the startup in order to find the right collaboration partners (corporates, investors, ...) and to receive valuable market insights.

GIN FOR INVESTORS:

We offer investors the internationalization of existing investments, access to international startups and new investments as well as networks with private and public co-investors.

GIN FOR INCUBATORS:

Accelerators can benefit from hosting our most promising pre-selected Austrian startups and facilitate the internationalization efforts of their startups via our GO AUSTRIA program or through one of our GIN partner incubator or accelerator.

Contact us:
office@gin-austria.com
www.gin-austria.com

BE PART OF THE GIN NETWORK

GIN is owned by the Austrian Federal Government and managed by the public agencies AWS (public promotional bank) and FFG (research promotion agency).



PLATFORM // SAAS

Ecosteer srl
www.v00x.cloud

Giada Zanatta
giada.zanatta@ecosteer.com

As an upgrade on any kind of IoT device, DVCO assigns control of data visibility at its point of origin. DVCO allows rightful data owners to unilaterally grant visibility over their live data to chosen data users and revoke it anytime. By applying a completely new approach to consent management, DVCO is a third, decentralized layer of Data Governance above Privacy and Security technologies.



PLATFORM // SAAS

Greenbox Mobile Energy GmbH
www.greenbox.global

Anouk Haller // Projectmanager
a.haller@greenbox.global

We offer energy as a service focused on mobility applications for charging and fuelling electric vehicles. Our unique approach is to offer green energy completely off grid. Our key system elements range from battery and H2 storage containers to hypercharging DC charging stations, hydrogen refuelling stations to hydrogen based gensets.



PLATFORM // SAAS

eMoBi Co., Ltd.
www.emobi.co.jp

Tatsuki Ishikawa // CEO & Founder
keiki@emobi.co.jp

We at eMoBi provide sustainable mobility service with sophisticatedly designed light electric three-wheels mobility. Our unique business model enables profitable and sustainable mobility service.



SENSORS // ELECTRONICS

Sentigrate
www.sentigrate.com

Gert Trekels Thomas De Moor
gert@sentigrate.com thomas@sentigrate.com

Sentigrate is a data integrator specializing in capturing, processing, modelling and visualization sensor data ranging from detecting human absence epileptic seizures to monitoring assets and smart grids. Today the company, headquartered in Leuven (Belgium), is mainly active in the healthcare, agriculture and utilities industry.

BMW GROUP SUPPORTS TechBIZKON & CAR ELECTRIFICATION



Architects of Innovation Ecosystems around the Globe



As a valued partner to startups, corporations, universities and public organizations,
German Entrepreneurship shapes the future by empowering innovation.



German Accelerator empowers the most promising German startups to scale globally. German Accelerator's team of experienced mentors and subject-matter experts take high-potential companies on a fast-paced learning journey to understand, discover, and access the world's leading innovation hubs in the U.S. and Asia.
www.germanaccelerator.com



Scaler8 supports startups and SMEs from around the globe to explore, prepare and access new markets with bespoke international expansion strategies and cross-border open innovation where corporates collaborate with startups and SMEs to develop innovative solutions jointly.
scaler8.com



TechBIZKON VI
Connecting
Startups,
Corporates & VCs

December 6th, 2022
3.30 pm to 9 pm (doors open: 3 pm)
Venue: Toyota Connected
@Axle Ochanomizu // Tokyo & online

CMB .TECH

WE BRING HYDROGEN TO THE INDUSTRY

ORGANIZERS

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Minato-ku, Tokyo
T +81 3 3403 1777
E tokyo@
advantageaustria.org

BELGIUM



ベルギー-フランダース政府貿易投資局

FLANDERS INVESTMENT & TRADE TOKYO

c/o Embassy of Belgium
5-4 Nibancho,
Chiyoda-ku, Tokyo
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E japan@fitagency.com

GERMANY



GERMAN CHAMBER OF COMMERCE AND INDUS- TRY IN JAPAN Sanbancho

KS Bldg. 5F, 2-4 Sanbancho
Chiyoda-ku, Tokyo
T +81 3 5276 8825
E techbizkon@dihkj.or.jp

ITALY



EMBASSY OF ITALY - TRADE PROMOTION

SECTION Shin Aoyama West Bldg. 16 F
1-1-1 Minami Aoyama, Minato-Ku Tokyo
T +81 3 3475 1401, E tokyo@ice.it

JAPAN



TOYOTA CONNECTED CORPORATION

Nagoya Intercity 14th Floor
1-11-11 Nishiki, Naka-ku, Nagoya, Aichi
www.toyotaconnected.co.jp

CO-ORGANIZERS



**EU-Japan Centre
for Industrial Cooperation**
日欧産業協力センター

EU-JAPAN CENTRE FOR INDUSTRIAL COOPERATION

www.eu-japan.eu



GERMAN CENTER FOR RESEARCH AND INNOVATION (DWIH)

www.dwih-tokyo.org

KIND SUPPORT

 www.jsae.or.jp

 www1.logistics.or.jp

 https://jvca.jp/



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