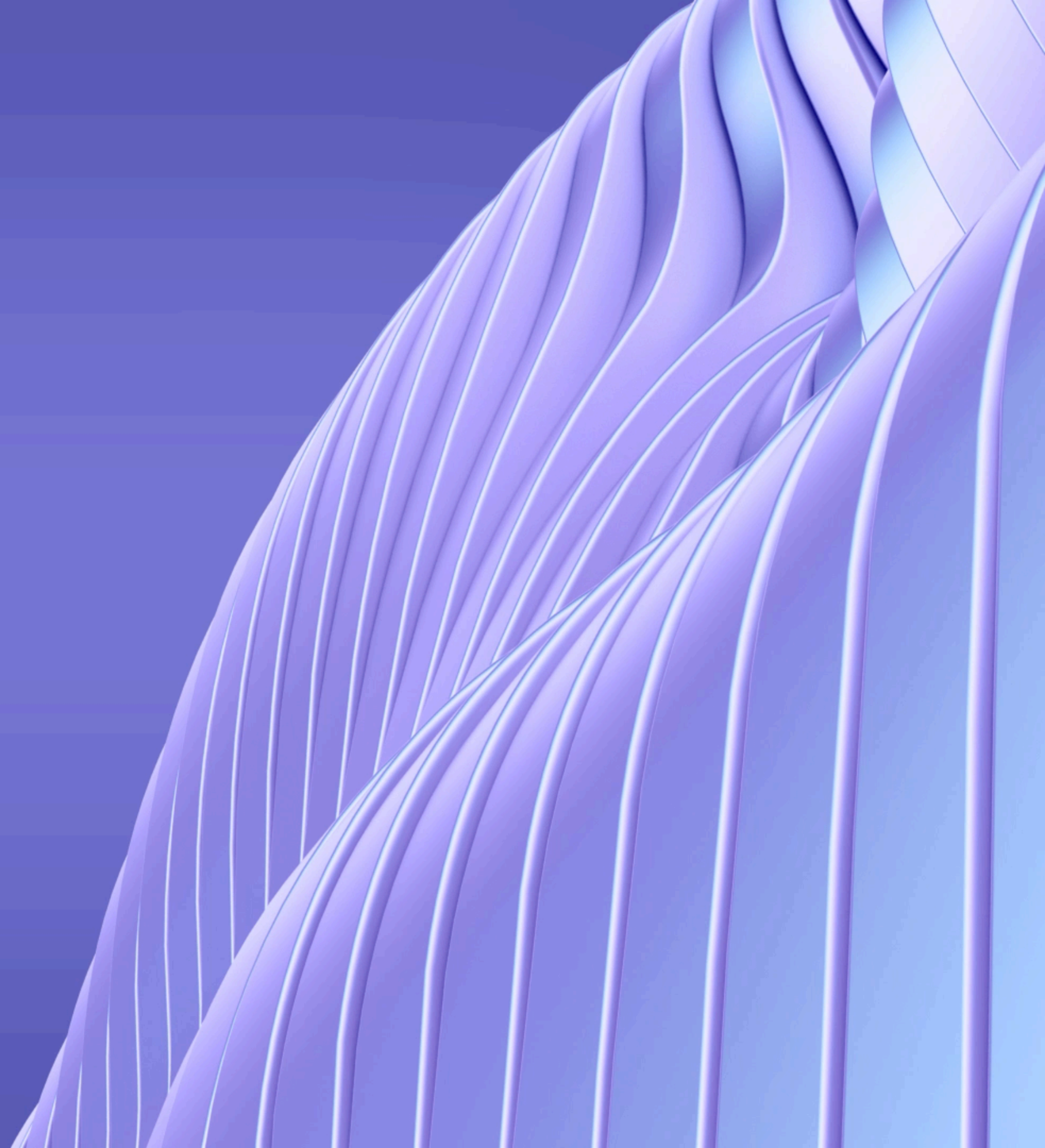
PLUG AND PLAY

MOBILITY EXPO

SV SUMMIT



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TODAY'S EMCEE

Sakura Grant

Partner Success Associate
Plug and Play

#PNPTCSiliconValley

Join us at **pnptc.com**

AGENDA

- Opening Remarks
- Keynote: David Sokolic
- Speaker: Adam Grosser
- Corporate Innovation Award
- Startup Pitches

PLUG AND PLAY

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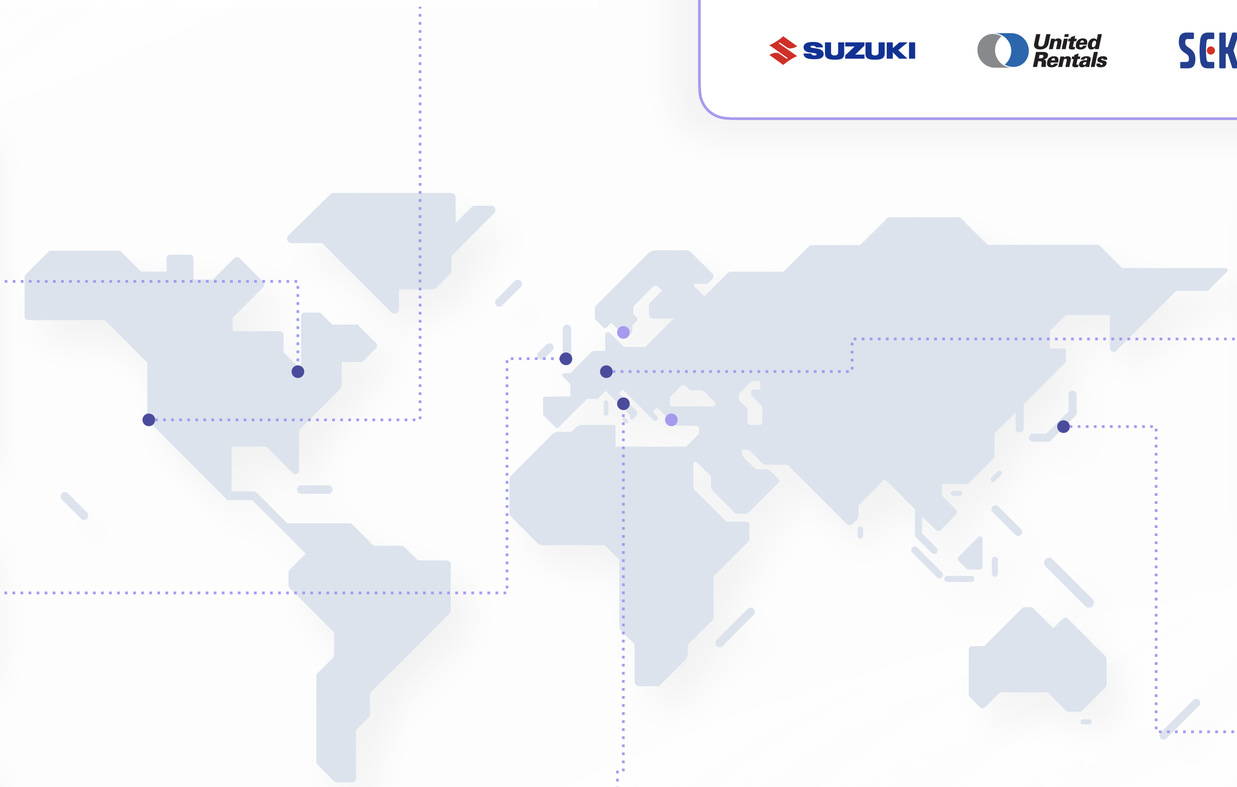
Brella

1. Scan QR code
2. Create profile
3. Set meeting time availability
4. Connect with other attendees
5. Meeting tables upstairs in 2nd Floor Cafeteria

WELCOME

GLOBAL PARTNERS IN MOBILITY!



Silicon Valley

Holman
MITSUBISHI ELECTRIC — Changes for the Better
TOYOTA BOSHOKU
ZF
KOITO
NISSAN
Viakable
HYUNDAI MOBIS
SUMITOMO ELECTRIC
AISIN
VOLVO
SUZUKI
United Rentals
SEKISUI
HITACHI — Inspire the Next — Hitachi Astemo
SCHAEFFLER

Detroit

STELLANTIS
Michigan Minority Supplier Development Council
JOYSONQUIN AUTOMOTIVE SYSTEMS
BORGWARNER

United Kingdom

JLR
BENTLEY

Modena

MOTOR VALLEY ACCELERATOR
L'ACCELERATORE MOBILITY DELLA RETE NAZIONALE CDP

Stuttgart

PORSCHE
NXP
Mercedes-Benz
FORVIA
Novelis

Tokyo

Denka
Jatco
NISSAN MOTOR CORPORATION

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MOBILITY

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Opening Keynote

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OPENING KEYNOTE

David Sokolic

Partner

Toyota Ventures

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Speaker

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SPEAKER

Adam Grosser

Chairman and Managing Partner
UP Partners

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Corporate Innovation Award

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MOBILITY

ARDAWARDAWA

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AWARD

SUMITOMO ELECTRIC

MOBILITY

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Startup Pitches

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STARTUP EMCEE

Kristyn Coons

Senior Program Manager
Plug and Play

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STARTUP PRESENTATION

mavi.io

Driving In-Car Commerce. OnMyWay™

MAVI.IO

PORTFOLIO

Mavi OnMyWay Commerce is bringing easy retail ordering and pickup to the dashboard of cars with industry leading automakers and retailers.

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Join us at **pnptc.com**

Getting life done OnMyWay

Mavi is the Commerce Platform for Connected Cars

mavi.io

Driving In-Car Commerce. OnMyWay™

Consumers want to get stuff done. Fast. Simple. Auto-matic.

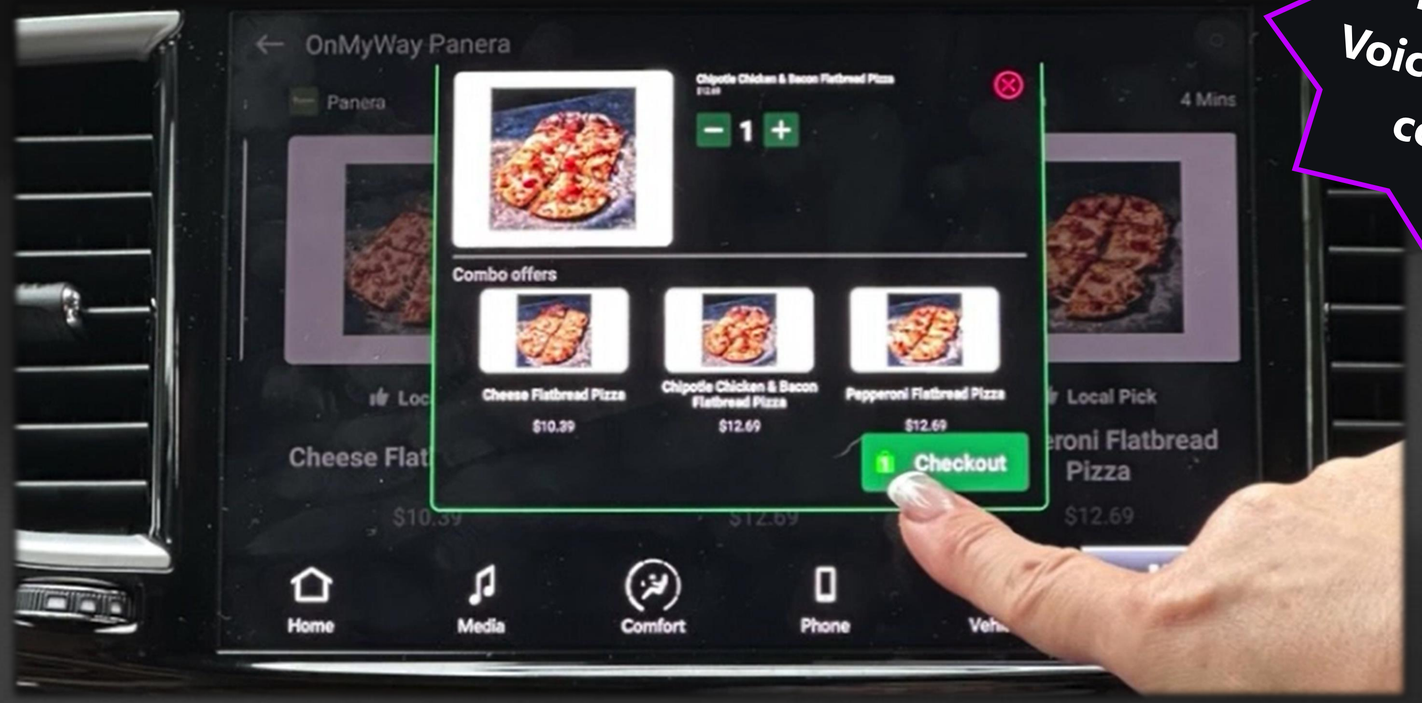
Why can’t my car just do it for me?

Or Apple?
Or Google?

The Right Device +
The Right Mode

Connected Cars → Getting what I need

OnMyWay™ Commerce.
Because you're driving!

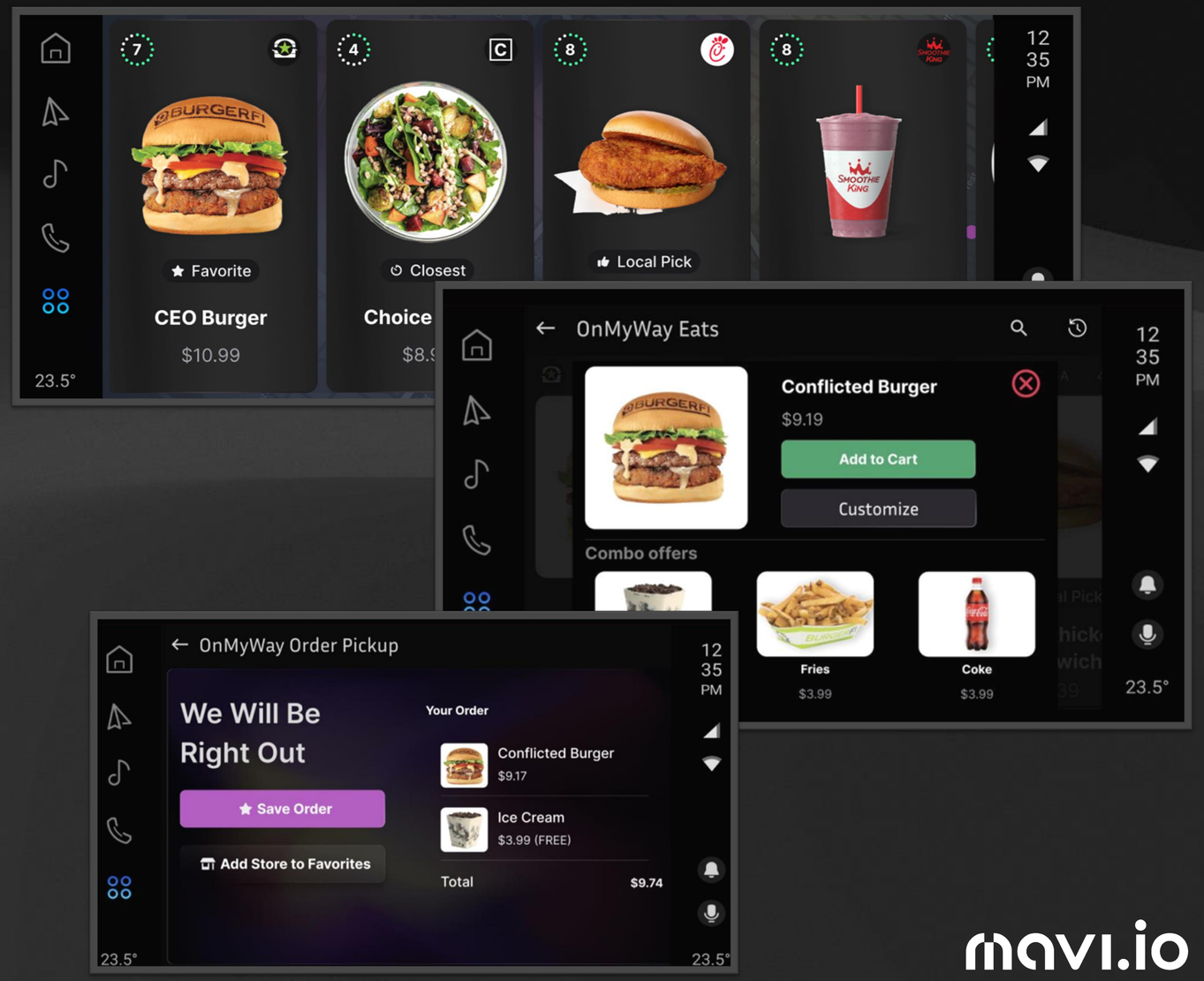


FIND it | BUY it | GET it

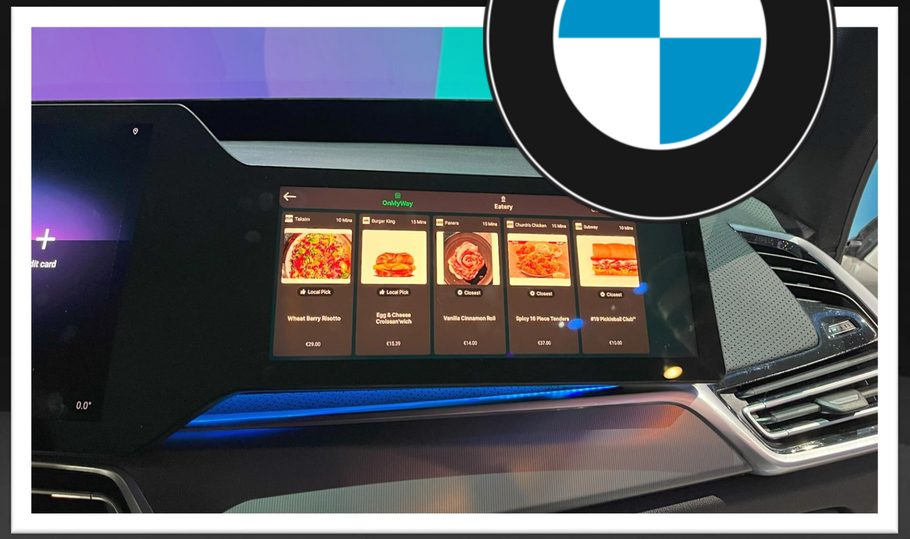
mavi.io

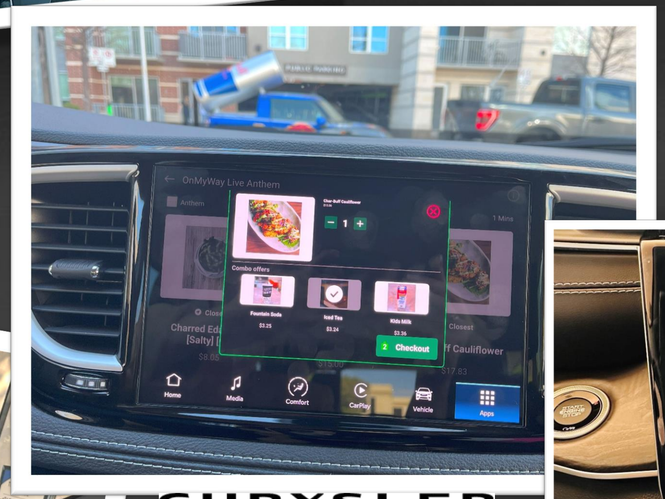
Curated. Simple. Auto-matic!

- → The only en-route oriented shopping solution
- → AI driven OnMyWay Commerce – Patented
  - Voice ordering and discovery
  - SLM product recognition
  - Curation and recommendations
  - Menu digestion and categorization
  - AutoCart.ai Connected Car Commerce Suite
- → Curated recommendations
- → Secure ordering and in-vehicle payments
- → Re-assurance w/ Persistent Order Status™
- → Curbside Orchestration for pickups

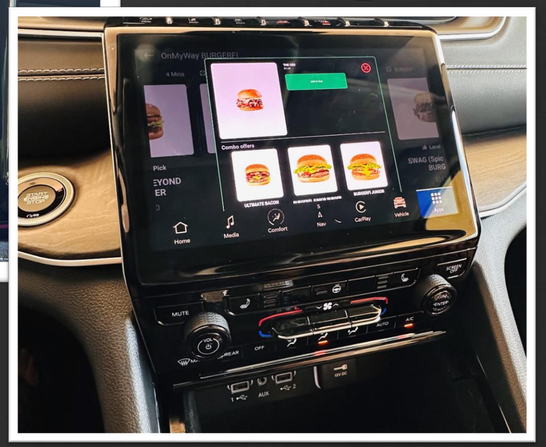


mavi.io





Jeep



CHRYSLER

STELLANTIS

Why Now?

In 2024, phones while driving isn't easy, legal, or safe.

Consumer demand is here.
- 50M New Connected Cars Annually
- Even nascent / V1 apps
→ $22B in-vehicle transactions

DRIVERS ARE READY
2020 drove enormous growth in 15-min commerce demand Shift to pickup preference 3:1

RETAILERS ARE READY
86% now curbside capable
Desperate to bring actual customers / data back

HERSHEY
Unilever
BEN & JERRY'S
Coca-Cola
Kellogg's

BRANDS ARE READY
Need new touch points
Seeking local commerce relevance

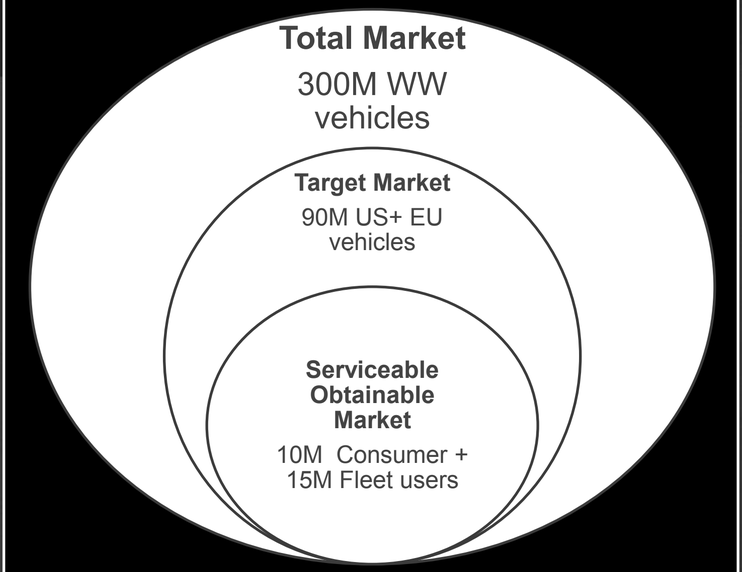
AUTOMAKERS ARE READY
Transaction $ needed, New Connected Vehicles, OTA Software in-market

The Opportunity is Huge

And rapidly emerging

Market Size

$1TN In-vehicle spend by 2030 WW



Mavi Opportunity

150x Return in 5-7 years (EBITDA Comps)

Target 1BN+ exit in 5-7 years

Exits include Retail Tech, Auto Tech, Connected Platform Aggregators

Capital Efficient SaaS + Marketplace Model B2B and B2B2C

Multiple revenue streams: Transaction, Promotion, SaaS

Channels: Consumer and Fleet

70% Gross Profit / 25% EBITDA by 2030

Our Partners

Mavi is leading the way with top industry players

Vehicles

Platforms

Strategics

And more…

Our Founders

Digital commerce, new channel, marketplace experts

Enterprise retail technology leaders

Our industry guru board of Amazon, Coca-Cola, Auto, Tech and Retail Leaders

Cynthia Hollen

CEO

20-year eCommerce leader, Successful exits

DEAL MAKE HERS

Wharton

bloomingdale's

Microsoft

Vamsi Putrevu

CTO

Enterprise marketplace & payments innovator, 10x exit

experian

VISA

Seeking $1.1M to Close Round

Early Backers

Industry Leading Schottenstein Family Fund

Global retail leaders in delivery, grocery, real estate and home.

Early Amazon Executives

Leaders who built Amazon FBA/Marketplace and Amazon Local.

Lead + Key Investors

Govo Venture Partners (Lead)

Plug and Play Tech Center

Retail & Technology Leaders

System integrators and ERP experts.

Terms: **$15M Cap, 10% Discount SAFE**

mavi.io

Driving In-Car Commerce. **OnMyWay™**

THANK YOU

To get on the road with us contact vroom@mavi.io

Cynthia Hollen, CEO | +1 (917) 723-5654 | ceo@mavi.com | Miami, FL | www.mavi.io

PLUG AND PLAY

SV SUMMIT

STARTUP PRESENTATION

QIBUS

QIBUS

PORTFOLIO

Qibus connects existing cars to a network of skilled remote drivers, offering safe and accessible transportation today for individuals and fleets seeking freedom and flexibility.

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QIBUS

QIBUS IS A REMOTE DRIVING TECHNOLOGY COMPANY
BRINGING DRIVERLESS MOBILITY TO EVERYONE
BY CONNECTING EXISTING CARS
TO THE NETWORK OF REMOTE DRIVERS

WHY DO WE EXIST?

MOBILITY

=

FREEDOM

UNLOCKING CAR'S TRUE POTENTIAL

Advanced Technologies Group

UBER

2017

COMPANY VISION & MISSION

MAKE TRANSPORTATION ACCESSIBLE, SAFE, AND AFFORDABLE FOR EVERYONE

TECHNOLOGICAL ADVANTAGE

QIBUS PLATFORM OVERVIEW

- QIBUS PLATFORM CONNECTS CARS AND REMOTE DRIVERS
- VEHICLES CAN BE DRIVEN FROM ANYWHERE, AT ANY TIME, WITH OR WITHOUT PASSENGERS
- A REGULAR MODERN CAR CAN BE RETROFITTED IN UNDER **1 HOUR**, AND OUR EQUIPMENT COST STARTS FROM **$3000**

In 2021, Qibus powered CityBee fleet was the **first to drive remotely on public roads** in Europe with an empty driver's seat

Carsharing, Telecommunication and Insurance partners

citybee TELE2 Telia bitė COMPENSA VIENNA INSURANCE GROUP

Lithuanian Ministry of Transportation and Communications

LIETUVOS RESPUBLIKOS SUSISIEKIMO MINISTERIJA

Marius Skuodis, Lithuanian Minister of Transportation getting a driverless ride in Nov, 2021

QIBUS

PARTNER SUCCESS STORY

Top Marques x Qibus

We showcased our technology at the world's most exclusive auto show

TOP MARQUES MONACO™

PARTNER SUCCESS STORY

Pebble Beach Show x Qibus

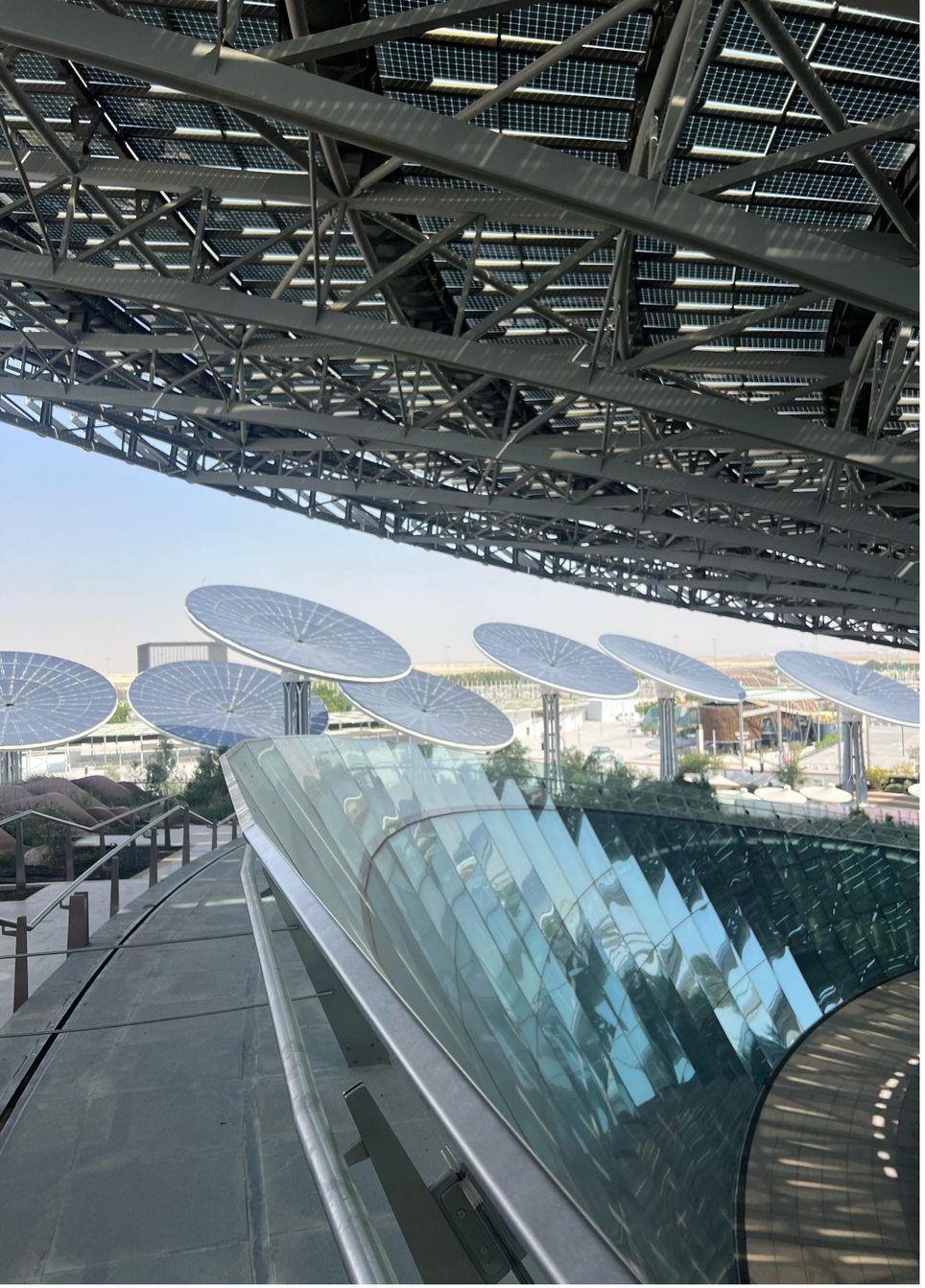
We exclusively provided **driverless rides to VIP guests** at one of the most prestigious car shows in the world with 45,000 daily visitors

Sponsor and VIP transportation partner for

PEBBLE BEACH CONCOURS d'ELEGANCE

In 2024 we demonstrated our **groundbreaking technology** in Dubai

by remotely controlling a car over 6000 km away in Europe



DEPLOYMENT IN THE UAE

OVERVIEW

- QIBUS IS EXPANDING INTO THE UAE MARKET, FOCUSING ON **SMART CITY** INITIATIVES AND INNOVATIVE TRANSPORTATION SOLUTIONS
- THE COMPANY IS FORMING KEY **PARTNERSHIPS** IN THE REGION, COLLABORATING WITH LOCAL GOVERNMENT AND PRIVATE SECTORS
- QIBUS IS WORKING ON IMPLEMENTING REMOTE DRIVING TECHNOLOGY IN **URBAN MOBILITY** PROJECTS WITHIN THE UAE

DEALERSHIP USE CASE

OVERVIEW

- QIBUS HAS PARTNERED WITH A TOYOTA DEALERSHIP IN THE SAN FRANCISCO BAY AREA TO IMPLEMENT REMOTE DRIVING TECHNOLOGY

KEY METRICS

- **8 MILES** & **20 MINUTES** AVERAGE TRIP
- **20+ MILES** RADIUS OPERATING ZONE
- **150+ HOURS** & **3,500+ MILES** DRIVEN / MONTH
- **~500 TRIPS** / MONTH
- **0** accidents

CARS FOR THE BLIND

Qibus allows visually impaired to complete daily **errands** and **commute** to work, enhancing their **independence** and quality of life

LEADERSHIP TEAM

Leanid Tsurankou
CEO

Ex-Uber ATG

Dzmitry Tsurankou
VP Engineering

Ex-PayPal

James David Williams
VP Strategy

Harvard Law

Zach Forester
VP Operations

Early Uber

PLUGANDPLAY

alumni
Stanford Angels and Entrepreneurs

geek ventures

QIBUS

SCAN & CONNECT

Leanid Tsurankou
Founder, CEO

QIBUS.COM

PLUG AND PLAY

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STARTUP PRESENTATION

CLARATIVE

PORTFOLIO

AI Contract and Vendor Management.

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Clarative AI

PROPRIETARY and CONFIDENTIAL | ClarativeAI | 2024

Vendors are taking advantage of you

PROPRIETARY and CONFIDENTIAL | ClarativeAI | 2024

Your business is not tracking...

- Key Service-Level agreements
- Rebate & discount programs
- Vendor obligations
- Payment & shipment terms
- Automatic renewals & price changes
- High-risk clauses & provisions

and you're **missing millions**

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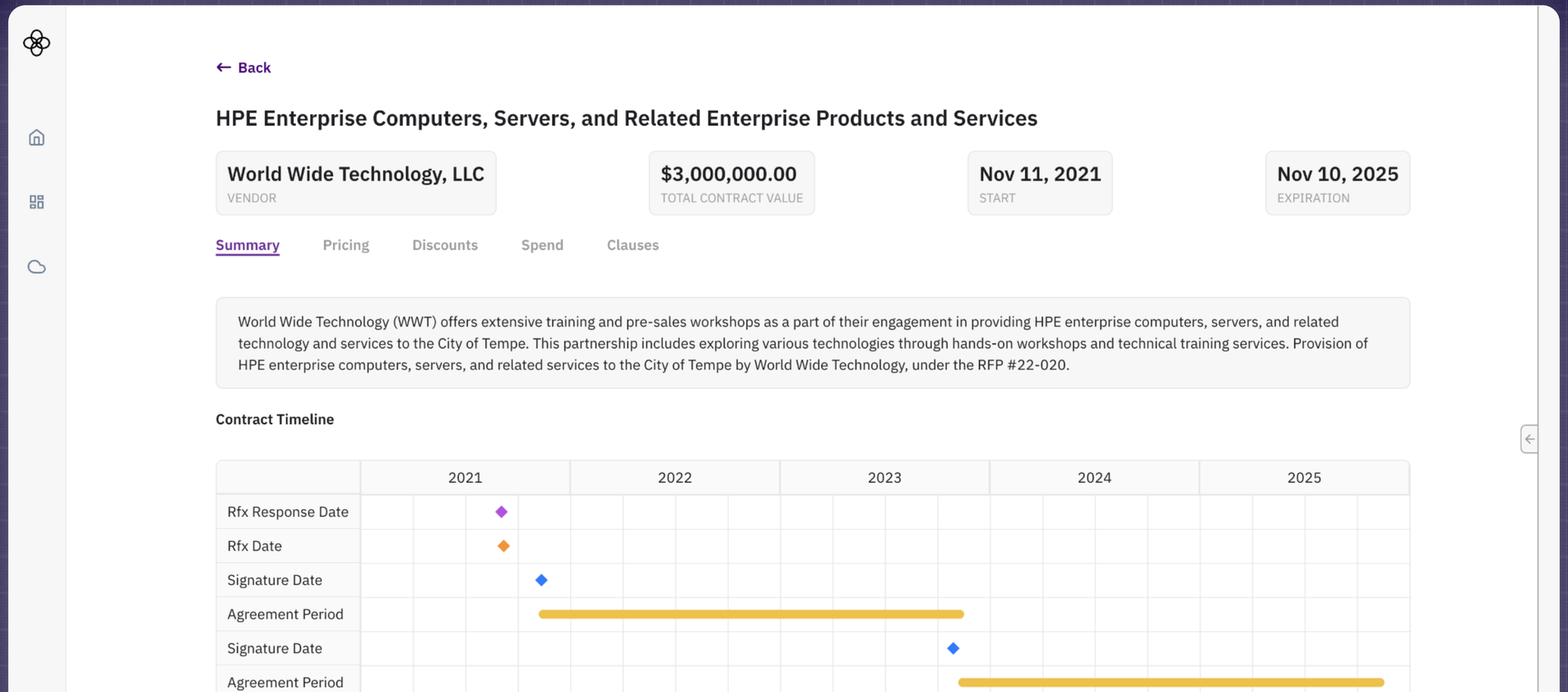
Clarative

AI Vendor & Contract Management



How it works

CLM, S2P, & Procurement Data

Step 1

Extract key information from contracts & supplier documents

Step 2

Understand supplier relationships at a glance

Step 3

Categorize spend, find rebates opportunities, and benchmark for renegotiation

Search contracts

Contracts

187 TOTAL CONTRACTS

5 ALERTS

7 EXPIRING SOON

Search by contract, supplier...

Extracted from Ariba

CONTRACT	SUPPLIER	CYCLE	START	END	TERMS	ACV
PARSLEY SOLUTIONS-Order...	Parsley Solutions LTD	Annual	5/1/2023	4/30/2025	4 1	$200,000

INDEMNITIES STANDARD

Includes indemnity for third-party claims related to intellectual property infringement or negligence
MORE >

LIMITATION OF LIABILITY STANDARD

Supplier's liability is limited to value of the contract, $200,000 MORE >

ACCESSIBILITY STANDARD

Supplier ensures product complies with WCAG accessibility standards
MORE >

DATA PRIVACY DEVIATION

No mention of GDPR data protection compliance
Supplier agrees to maintain confidentiality of personal data processed under the agreement. Supplier shall not engage another processor for

DATA SECURITY STANDARD

Supplier is SOCII compliant
Supplier will notify buyer of any data breaches and agrees to cooperate in investigations or audits related to data security MORE >

Overpayments (5)

HarveyHealth MEDICAL EQUIPMENT

Potential Rebate Available. Contact the Supplier to disc

	ISSUE	CONTRACT D
!	Bulk Discount Not Applied	5% discount fo
!	Early Pay Discount Not Applied	1% discount if p

INVOICE(S) INV2024-010_Purchase_order.xlsx

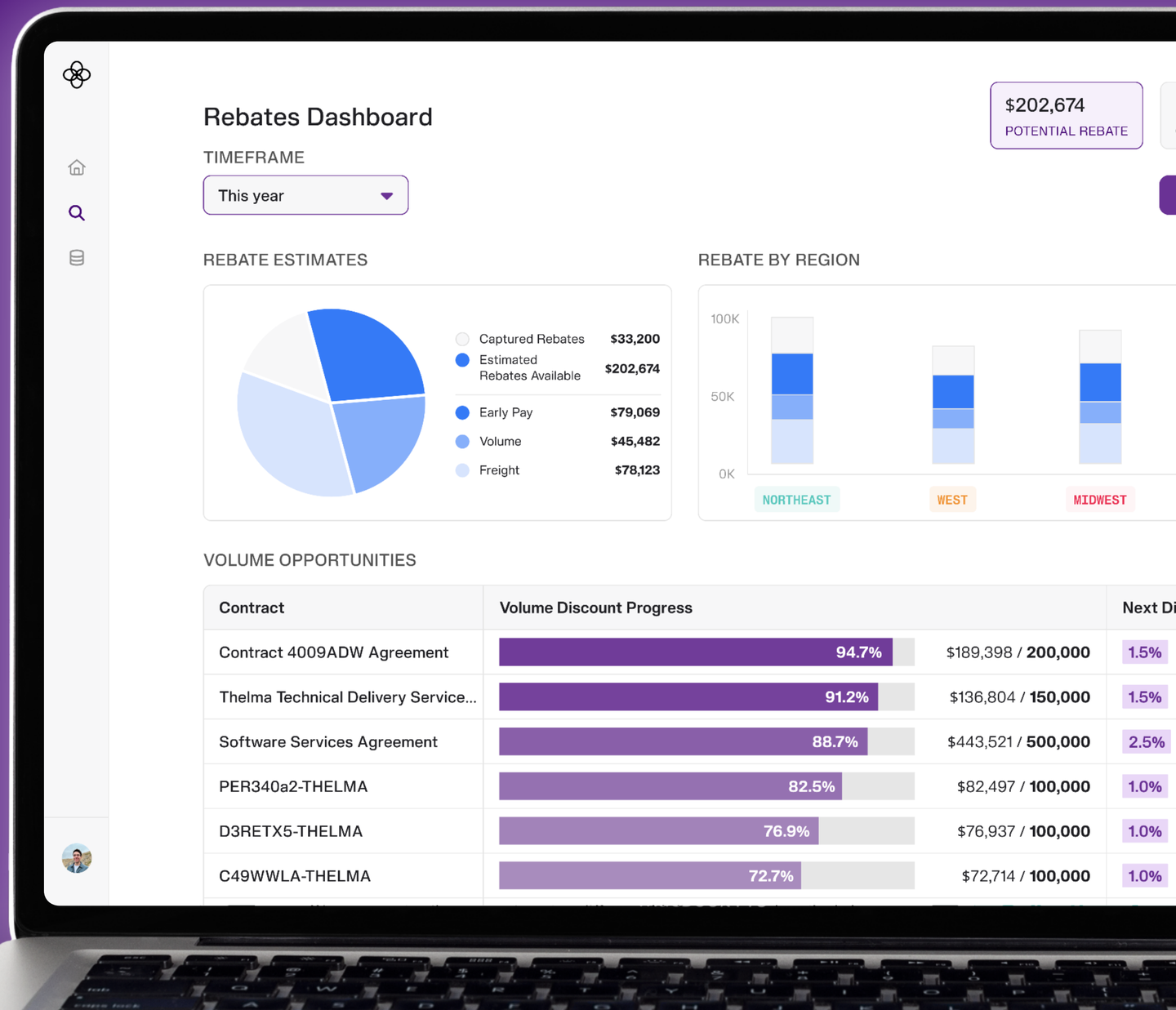
Blimp Healthwear CLOTHING

TrueMed MEDICAL EQUIPMENT

Module

Rebate & Discounts Optimization

- Discover **Millions** in rebate revenue
- Optimize supplier relationships
- Expand margins



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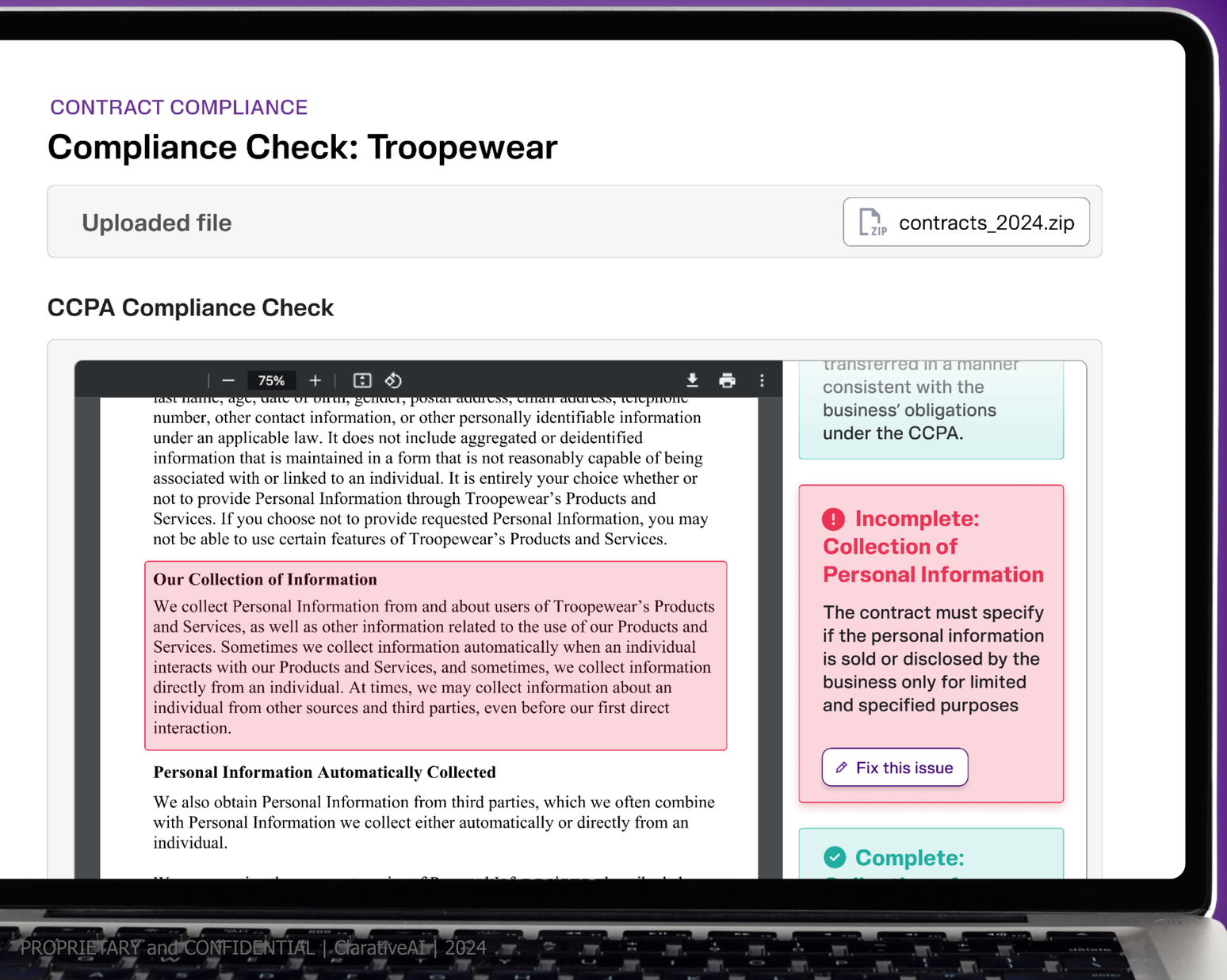

Module

AI Contract Review & Analytics

- Process agreements 50% faster
- Discover legacy vendor risk
- Save costly legal expenses

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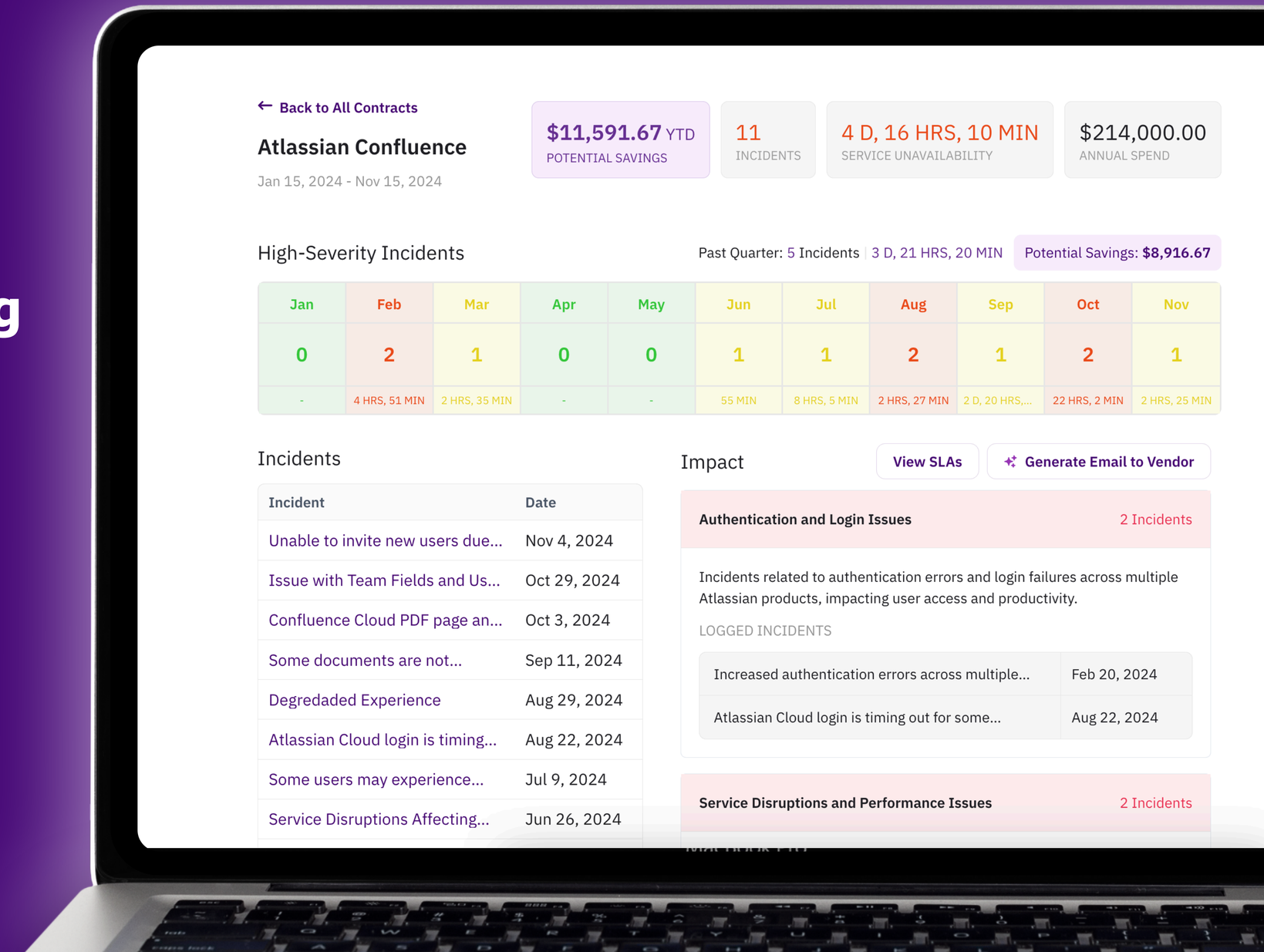
Module

SLA & Supplier Performance Monitoring

- Discover Millions in SLA refunds
- Get more out of vendors
- Renegotiate better with data



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Module

SLA & Supplier Performance Monitoring

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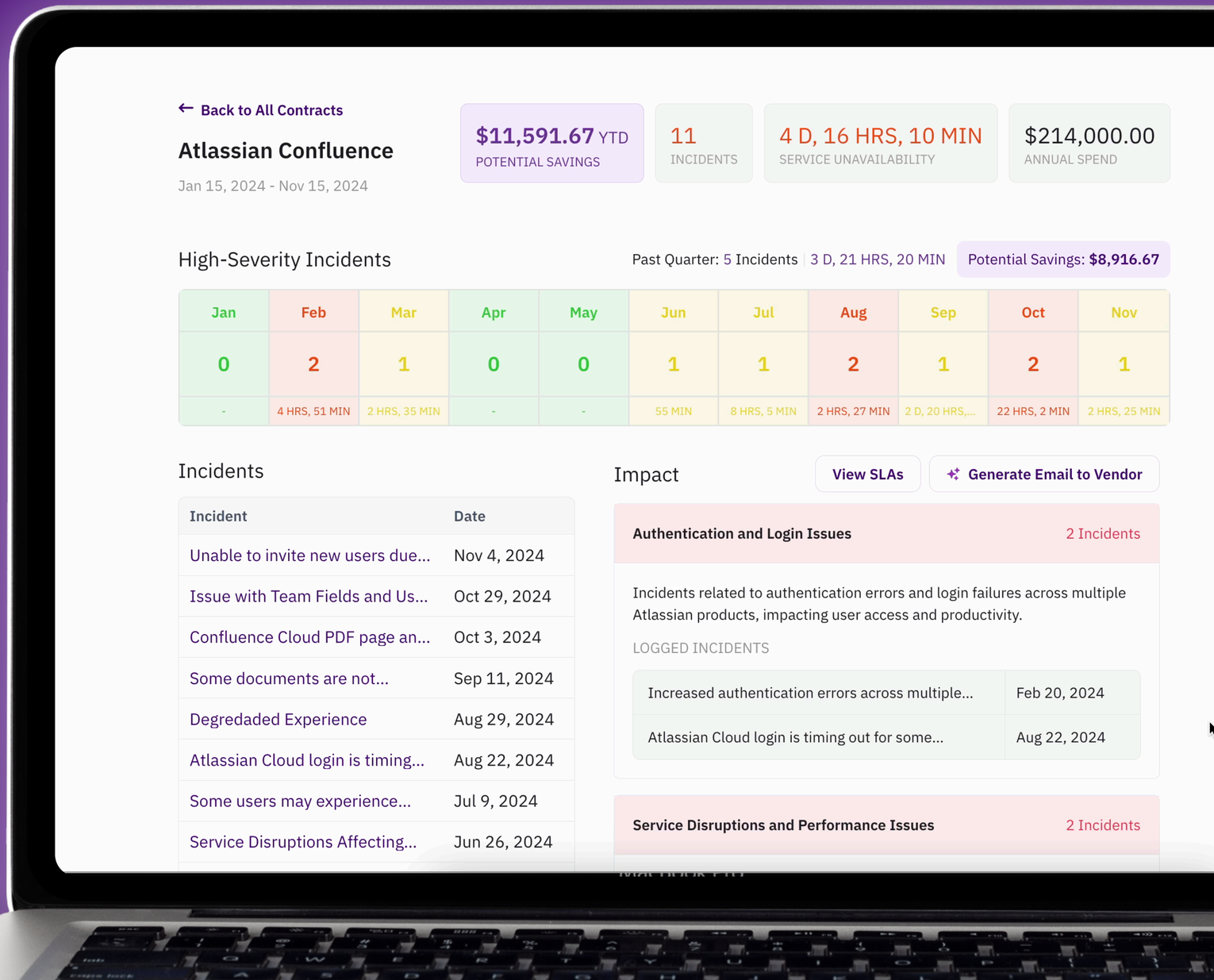

Get in touch

Nick Gavin
Co-Founder & CEO

nick@clarative.ai

SCAN ME

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STARTUP PRESENTATION

ETHERNOVIA

ETHERNOVIA

ALUMNI

The evolution of vehicle networks for SDVs.

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ETHERNOVIA

VEHICLE NETWORKS EVOLVED

PLUGandPLAY Silicon Valley Summit

Ethernovia: Next Evolution in Vehicle Communication

Company Highlights

- Founded in 2018 by Ethernet veterans
- Industry first 7nm silicon Automotive Ethernet Transceivers
- 1G -10G BASE-T1 PHY sampling now
- $79M funding to date with oversubscribed rounds
- In early stages of revenue growth
- 60 patents (granted / in progress)

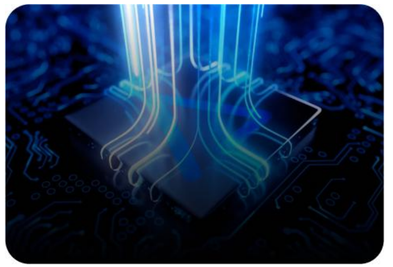
Products

Network Processors

Accelerators

Ethernet Switches

Ethernet Physical Layer Transceivers



Investors

Qualcomm

PORSCHE SE

AMD

Fall Line Capital

VentureTech Alliance

Western Digital Capital

台杉投資 TAIWANIA

ETHERNOVIA

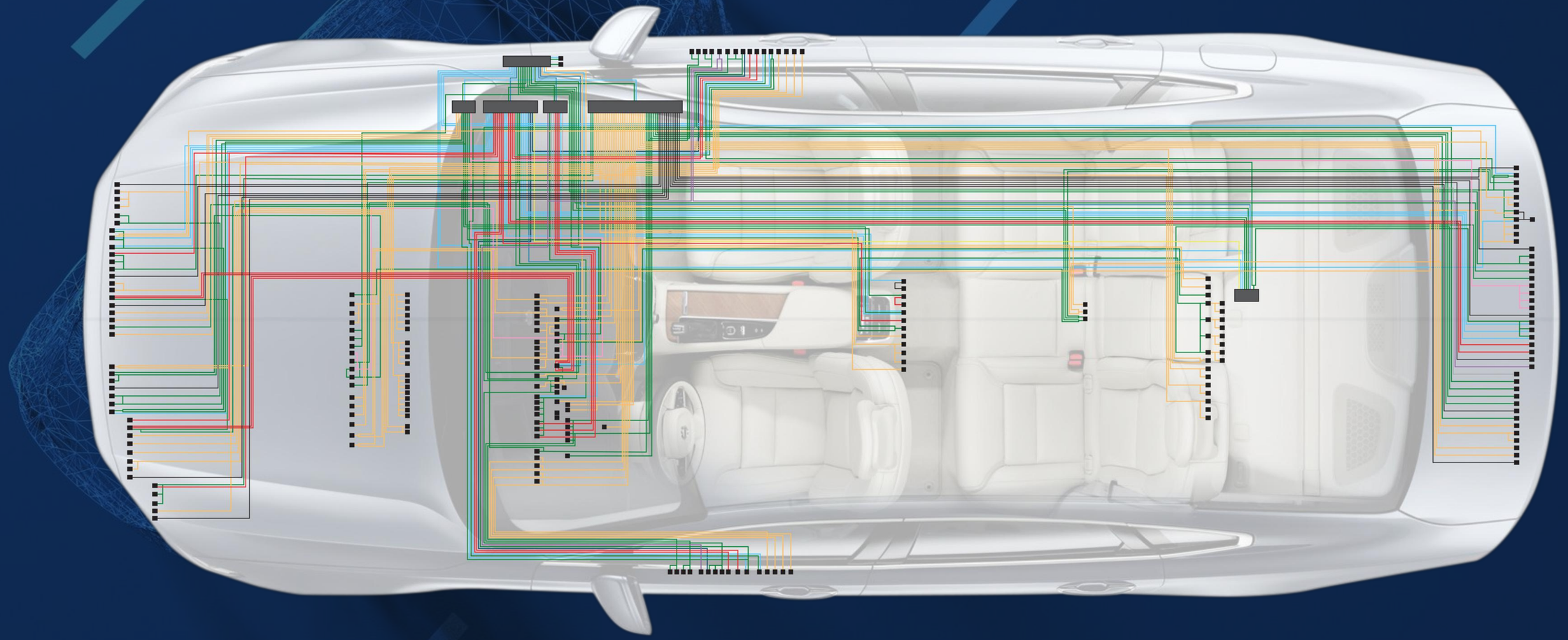
VEHICLE NETWORKS EVOLVED

Cars of the past just had to drive. Today’s vehicles are computers on wheels with a multitude of increasingly complex features.

ETHERNOVIA®

PROBLEM

Today’s vehicles implement multiple connection technologies and networks



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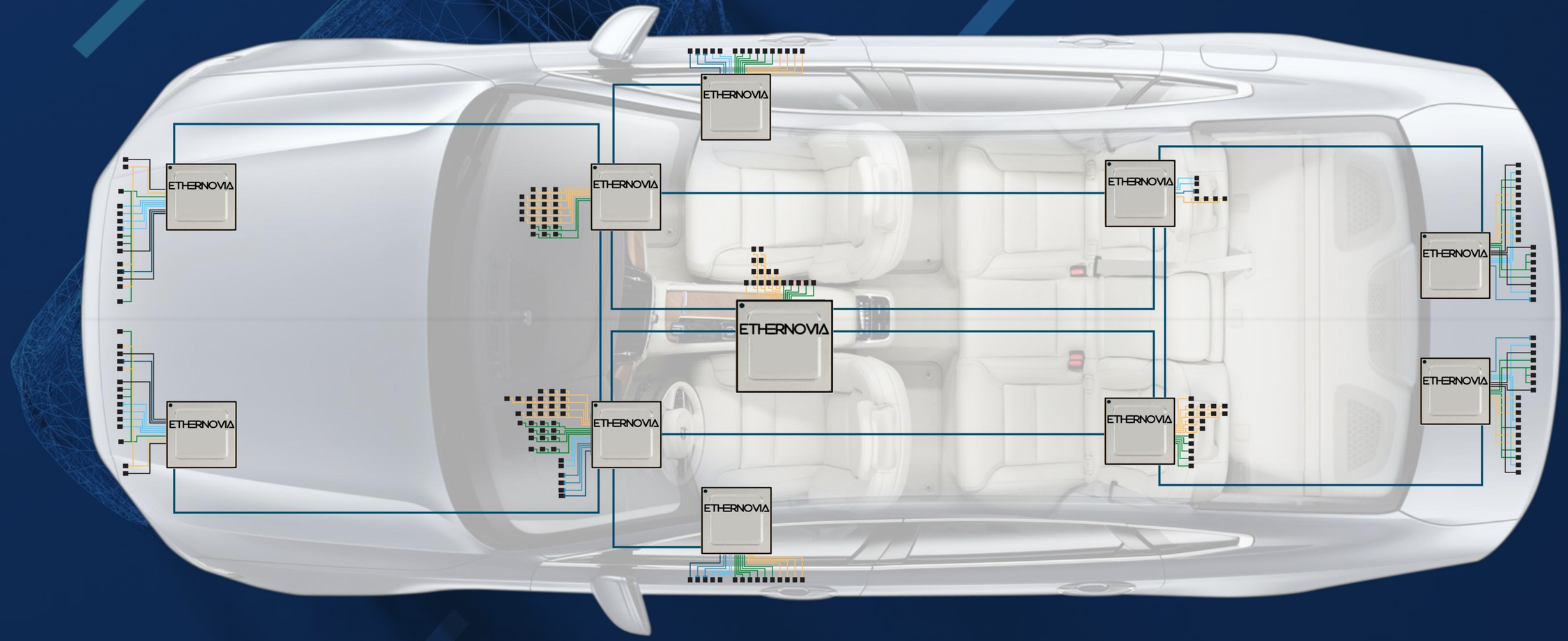
ETHERNOVIA®

SOLUTION

Ethernovia transports and accelerates data revolutionizing vehicle architecture



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ETHERNOVIA

VEHICLE NETWORKS EVOLVED

THANK YOU

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STARTUP PRESENTATION

AIRY AUTOMOTIVE

ALUMNI

Enabling the future of electric vehicles with ultra-fast 3D-printed composite structures for battery packs.

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AIRY Seed Pitch

THE TECH

What is it?

FIBER DRIVE is A full **production line** integrated in a **single machine.**

AIRY

THE BUSINESS

Traction After 6 Months

FUNDING

$700.000

Raised in pre-seed

TEAM

6 A-Players

Team established

TECH

Patent Pending

Hardware and software

CUSTOMERS

3 Big Deals

HYUNDAI

VOLVO

mobility

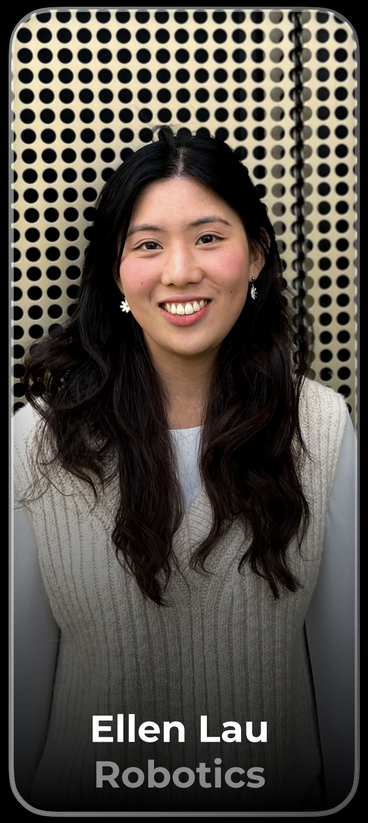
THE TEAM

The Killer Team

Gustau Lange
CEO

Rasmus Hauschild
CTO

Sille Lange
COO



Ellen Lau
Robotics

Nicolai Dyre
Electronics

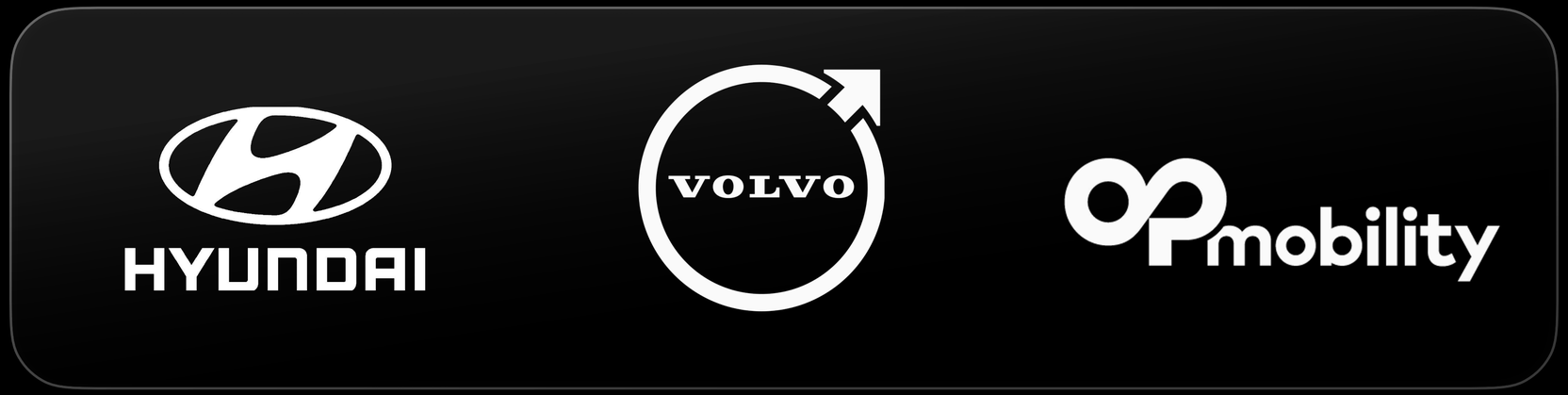
Tomas Harmer
Software

Founders

THE BEACH HEAD

Our Unique Insights

There is no **go-to method** for
EV battery pack manufacturing.



THE TECH

FIBER DRIVE - Patent Pending

CO2 Emissions

41% Lower

Parts in Battery Pack

97% Fewer

Weight of Battery Pack

62% Lower

THE MARKET

Battery Structure Market

14M EV Batteries 2023

x

$700 Cost / battery structure

=

$9.8B TAM for battery structures

THE ASK

Seed Round

Ask:

$1.1 M

24 Month Milestone:

Integrate FIBER DRIVE into 3 large OEM / Tier 1 production lines.

PLUGANDPLAY

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STARTUP PRESENTATION

out for space

OUT FOR SPACE

ALUMNI

An almost forgotten raw material transforms into karuun - the first Nature Tech material and the ecological alternative to plastic.

#PNPTCSiliconValley

Join us at **pnptc.com**

out for space

building the leading Nature Tech Material platform

CO_2

Problem of raw-materials industry

– still few alternative materials available with

  low CO2 footprint

  Advanced Technical properties

  Superior aesthetics

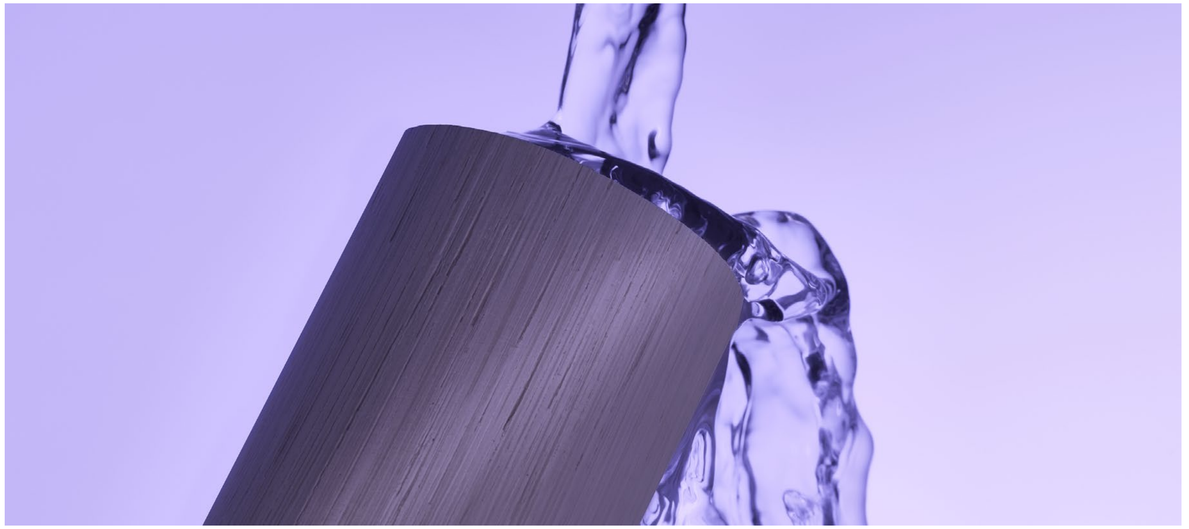
  Stable supply chain

  Competitive price

Nature Tech Material

Nature

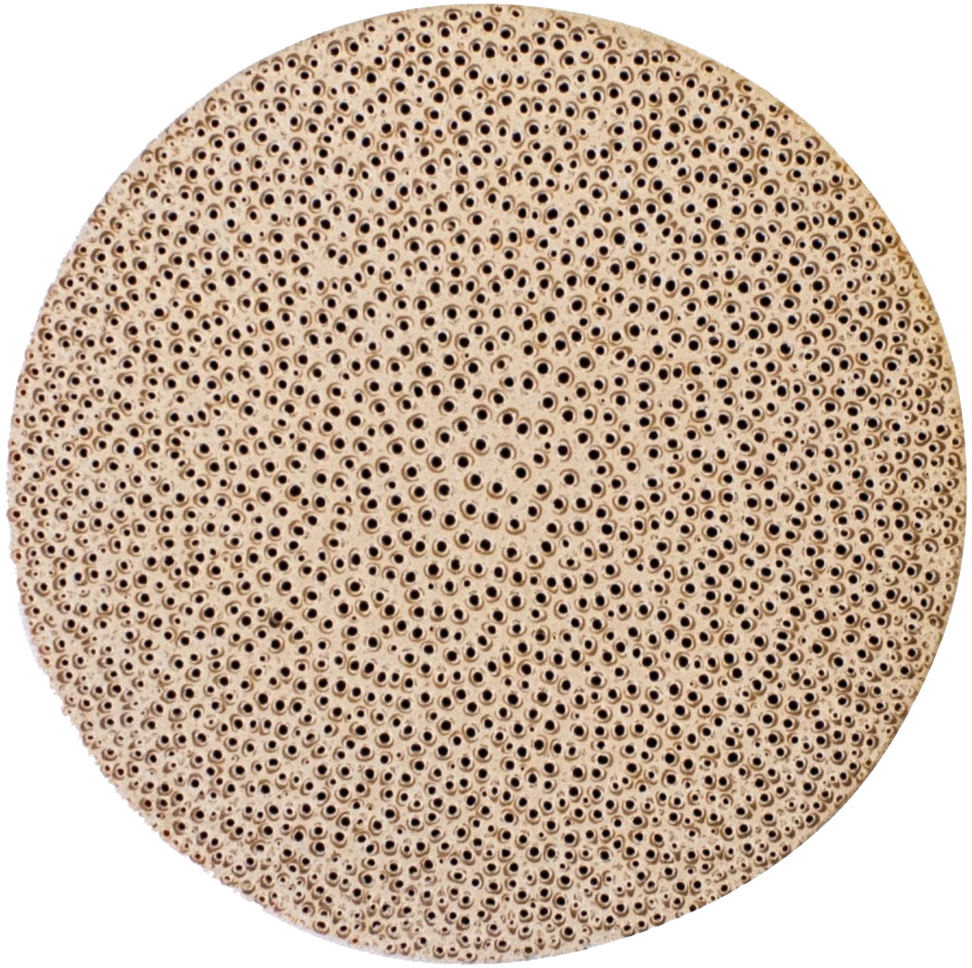
Renewable
Scalable
Unique



Tech

Energy efficient processing
Meet high design level
implementable in industry processes

karuun®



Markets

Mobility

Architecture

Consumer Goods

Market Share

annual turnover
with 1
automotive
customer in 2022

7m €

potential
annual turnover
with 10
automotive
customers

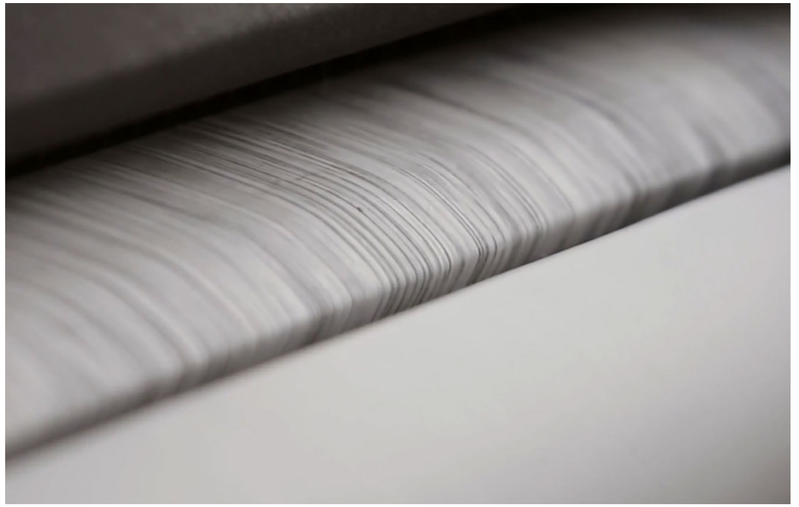
> 50m €

potential
annual turnover
with 10 customers
in 3 different industries

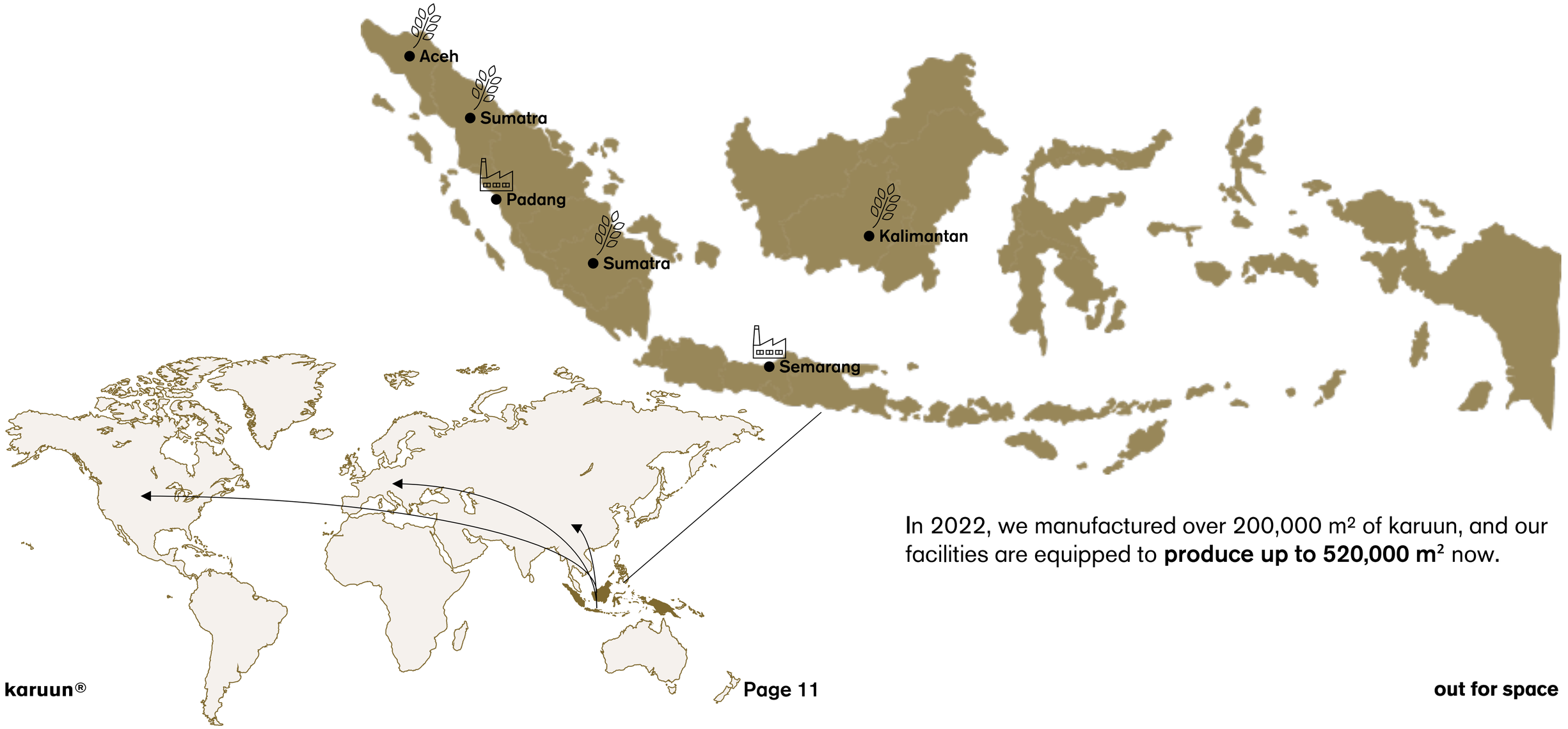
> 150m €

Raw material Rattan

NIO eT7



Flexible and proven supply chain



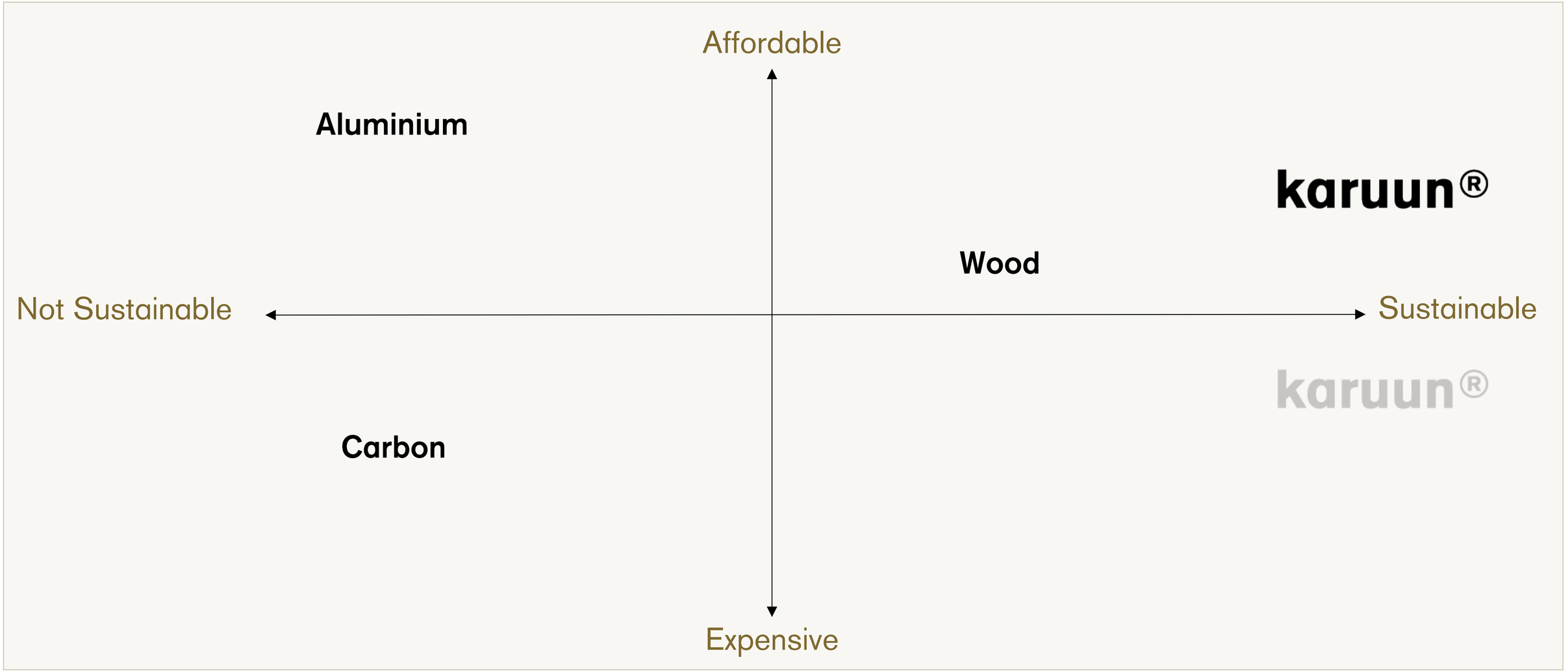
In 2022, we manufactured over 200,000 m² of karuun, and our facilities are equipped to **produce up to 520,000 m²** now.

Business Model

Nature Tech Service

Material Sales

Competiton


Affordable
Aluminium
karuun®
Wood
Not Sustainable
Sustainable
karuun®
Carbon
Expensive

Competitive Advantage

- Design, formable, translucent, lightweight, acoustic
- Sustainability
- Easy to process
- Brand
- First to market (Nature Tech Material)

Core Team

Felix Grüneberger

CEO

Bachelor of Science
International Business at Vienna University of Economics and Business

Business Sustainability Management at the University of Cambridge

Felix Horn

Managing Director
(out for space GmbH)

Bachelor of Arts
Transport Business Administration & Logistics at Heilbronn University

Master of Business Administration
International Business Management & Leadership

Stefan Baumann

COO Indonesia
Director Operations Indonesia

Bachelor of Engineering
Environmental & Process Engineering

Master of Science
Environmental, Process & Energy Engineering

Teresa Rothäusler

Communication Management

Bachelor of Arts
Information Management and Corporate Communications at the Neu-Ulm University of Applied Sciences

Sven Mayer

Director R&D

Bachelor of Engineering
Wood Technology at the Rosenheim University of Applied Sciences

Peter Kraft

Co-Founder &
Material Development

Bachelor of Arts
Product design at University of Applied Sciences Schwäbisch Gmünd (hfg)

References

Serial customers

NIO

HEAD

PORSCHE

Reference customers

P&G Oral-B

HAWORTH

DUOTONE

MAGIS

Mercedes-Benz

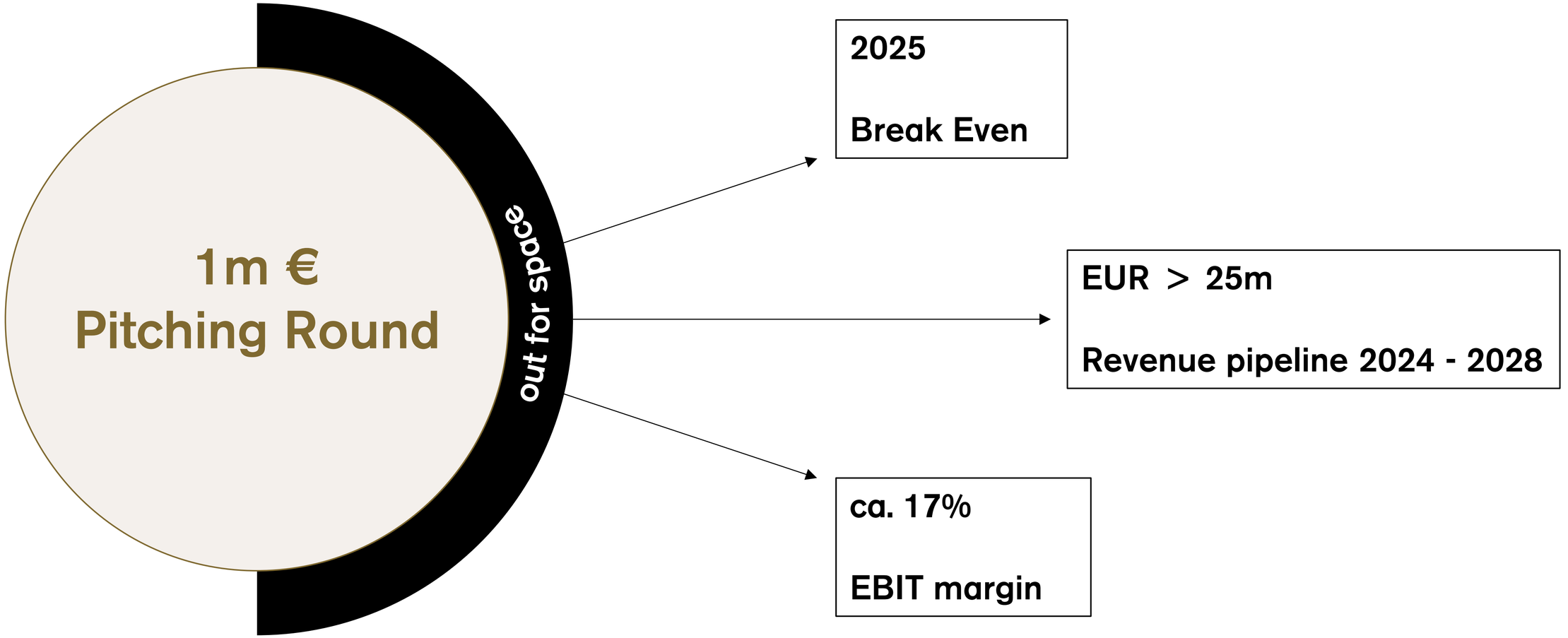
STADLER

JAGUAR

LAND ROVER

BMW

Financials


1m €
Pitching Round
out for space
2025
Break Even
EUR > 25m
Revenue pipeline 2024 - 2028
ca. 17%
EBIT margin

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SV SUMMIT

Special Mention

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ACCESSIBILITY INCLUSION TECHNOLOGY

FEATURED SPEAKERS

Zuby Onwuta
Founder
Think and Zoom

Camilo Navarro Bustos
Co-Founder
Wheel the World

Dominique Reese
Head of D.R.I.V.E.
Plug and Play

Catch the recording of our event talking about the importance of the innovation and accessibility.

Topics covered include:

- **Importance of Universal Design**
- **The emerging VC ecosystem**
- **Advancements now and beyond**

Scan the QR Code to view the replay!

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MOBILITY

SILICON VALLEY MOBILITY PARTNERS

Holman

MITSUBISHI ELECTRIC
Changes for the Better

TOYOTA BOSHOKU

ZF

Viakable

HYUNDAI MOBIS

SUMITOMO ELECTRIC

AISIN

SUZUKI

United Rentals

SEKISUI

HITACHI
Inspire the Next
Hitachi Astemo

VOLVO

SCHAEFFLER

NISSAN

KOITO

PLUG AND PLAY

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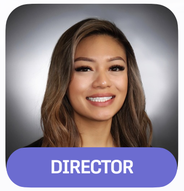
MOBILITY TEAM



Jacqueline Pham

Director, Partner Success
Plug and Play

Aitana Hierro

Partner Success Manager
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Sakura Grant

Partner Success Associate
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Kishor Veerashekar

Ventures Associate
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Clara de Ros

Ventures Associate
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Kristyn Coons

Senior Program Manager
Plug and Play

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THANK YOU FOR ATTENDING

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