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SILICON VALLEY SUMMIT

JUNE 10-12 2025

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SV SUMMIT

MOBILITY EXPO

BATCH 16

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OPENING REMARKS

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OPENING REMARKS

Kristyn Coons

Senior Program Manager
Plug and Play Mobility

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TODAY'S AGENDA

1:30 PM	OPENING REMARKS
1:35 PM	KEYNOTE SPEAKER
1:45 PM	CVC PANEL DISCUSSION
2:05 PM	NEW PARTNER ANNOUNCEMENT
2:05 PM	CORPORATE INNOVATION AWARD
2:10 PM	STARTUP PITCHES
2:55 PM	CLOSING REMARKS
3:00 PM	GROUP PHOTOS

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START NETWORKING ON BELLA!

Sign in here:
https://next.brella.io/join/SVJuneSummit25

Password: SVJuneSummit25

- Explore 3 meeting areas on the 1st and 2nd floors (highlighted on the map).
- Access features via the web version or app.
- Network with all attendees.
- View startup profiles.
- Stay updated on the weekly schedule, maps, and announcements.

OUR GLOBAL MOBILITY NETWORK



Silicon Valley

Holman
MITSUBISHI ELECTRIC — Changes for the Better
TOYOTA BOSHOKU
ZF
KOITO
NISSAN
HYUNDAI CRADLE
HYUNDAI MOBIS
SUMITOMO ELECTRIC
AISIN
VOLVO
SUZUKI
United Rentals
SEKISUI
Astemo — Mobility Beyond
SCHAEFFLER

Detroit

STELLANTIS
BORGWARNER
Michigan Minority Supplier Development Council
Google
MICHIGAN OFFICE OF FUTURE MOBILITY & ELECTRIFICATION
TREMEC

Stuttgart

Mercedes-Benz
ARENA2036
Universität Stuttgart
ZF
PORSCHE
motherson
BOSCH
SCHAEFFLER
life.augmented
BRIDGESTONE — Solutions for your journey
NXP
DXC TECHNOLOGY
HYUNDAI
Eberspächer
FORVIA HELLA
SEKISUI
mobility
Novelis
Togg
amber
Cummins
AGC

United Kingdom

JLR
BENTLEY
ZENZIC — SELF-DRIVING REVOLUTION

Tokyo

Denka
Jatco
NISSAN MOTOR CORPORATION
SUZUKI
AISIN
JR
MUFG
TOKYU LAND CORPORATION

Modena

MOTOR VALLEY ACCELERATOR
L'ACCELERATORE MOBILITY DELLA RETE NAZIONALE CDP

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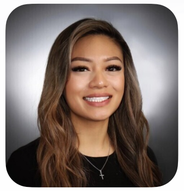
MOBILITY TEAM



Jacqueline Pham

Director
Plug and Play Mobility



Kristyn Coons

Senior Program Manager
Plug and Play Mobility



Aitana Hierro

Partner Success Manager
Plug and Play Mobility



Sakura Grant

Partner Success Manager
Plug and Play Mobility



Kishor Veerashekar

Senior Ventures Associate
Plug and Play Mobility



Clara de Ros

Senior Ventures Associate
Plug and Play Mobility



Kriti Goyal

Corporate Partnerships
Plug and Play Mobility

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KEYNOTE SPEAKER

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KEYNOTE SPEAKER

Kristin White

Head of Transportation Strategy & Partnerships
Google Public Transportation

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Google for Transportation

June 12, 2025

5 Why's of Mobility Innovation



We can’t solve our problems with the same thinking that created them



Albert Einstein

Google

Our Mission

Access to the world's information in one click

Google

Why Google?

Mission

Organize the world's information and make it universally accessible and useful

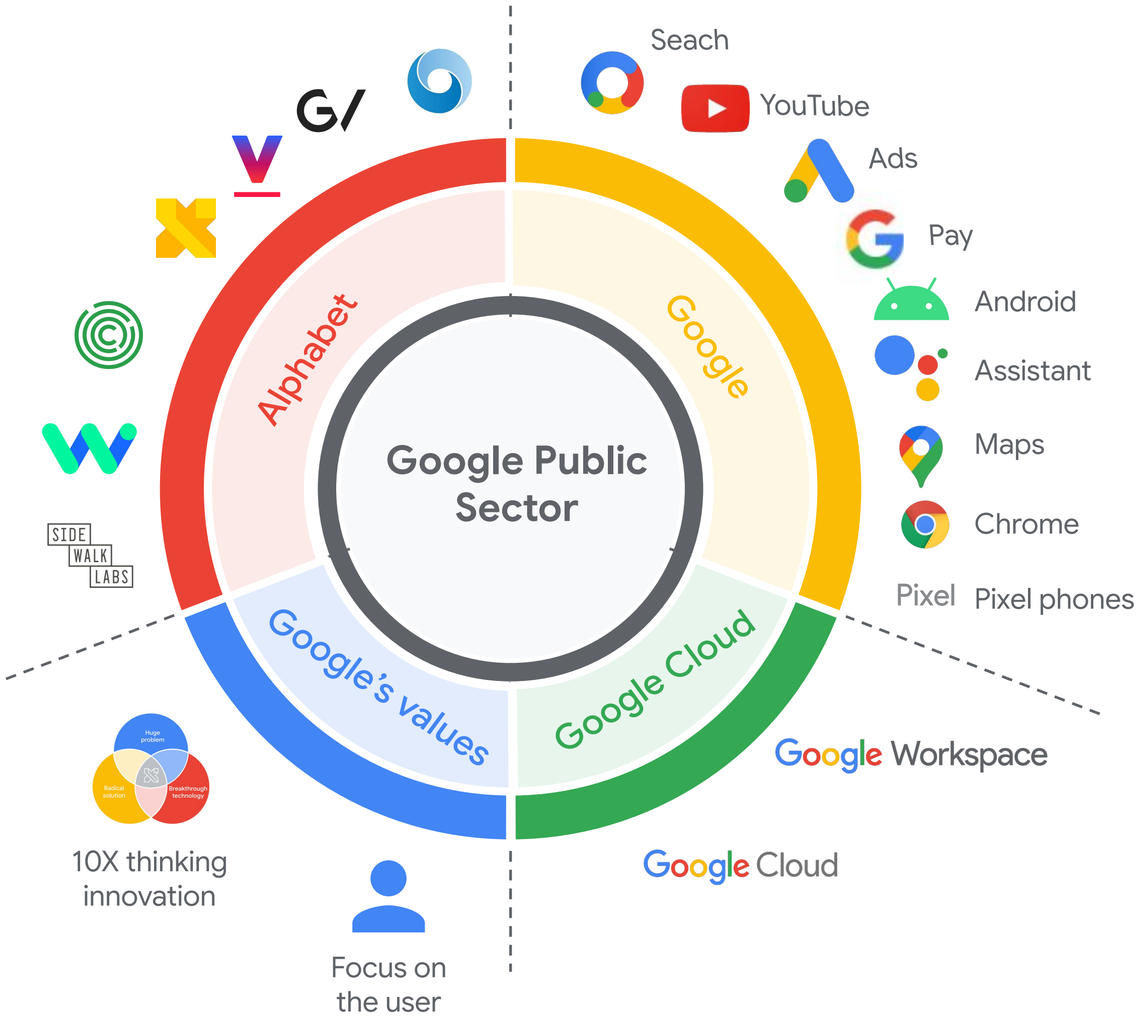
Values

- Respect the user
- Respect the opportunity
- Respect each other

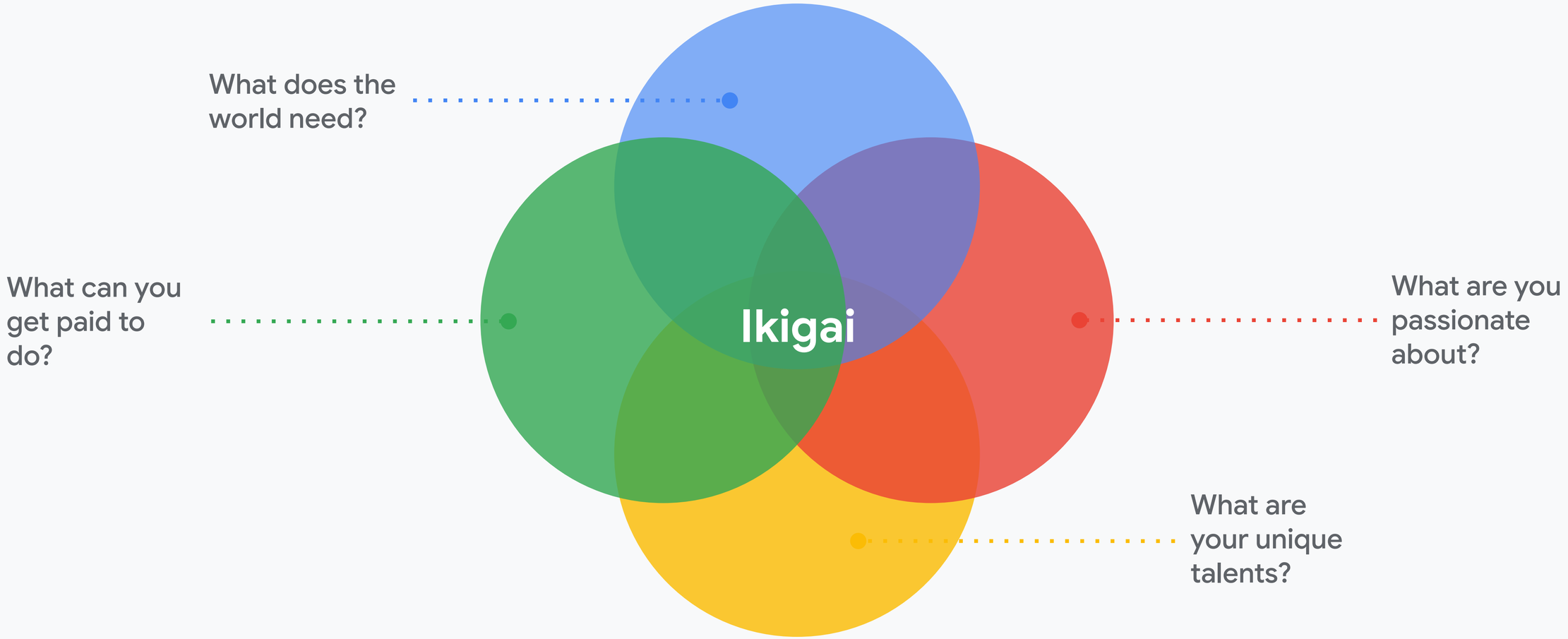
Google for Government

- Empower agencies to innovate
- To help gov't agencies transform using tech

We bring the best of Google to support public sector mission



What is your why?



Google

Google for Transportation

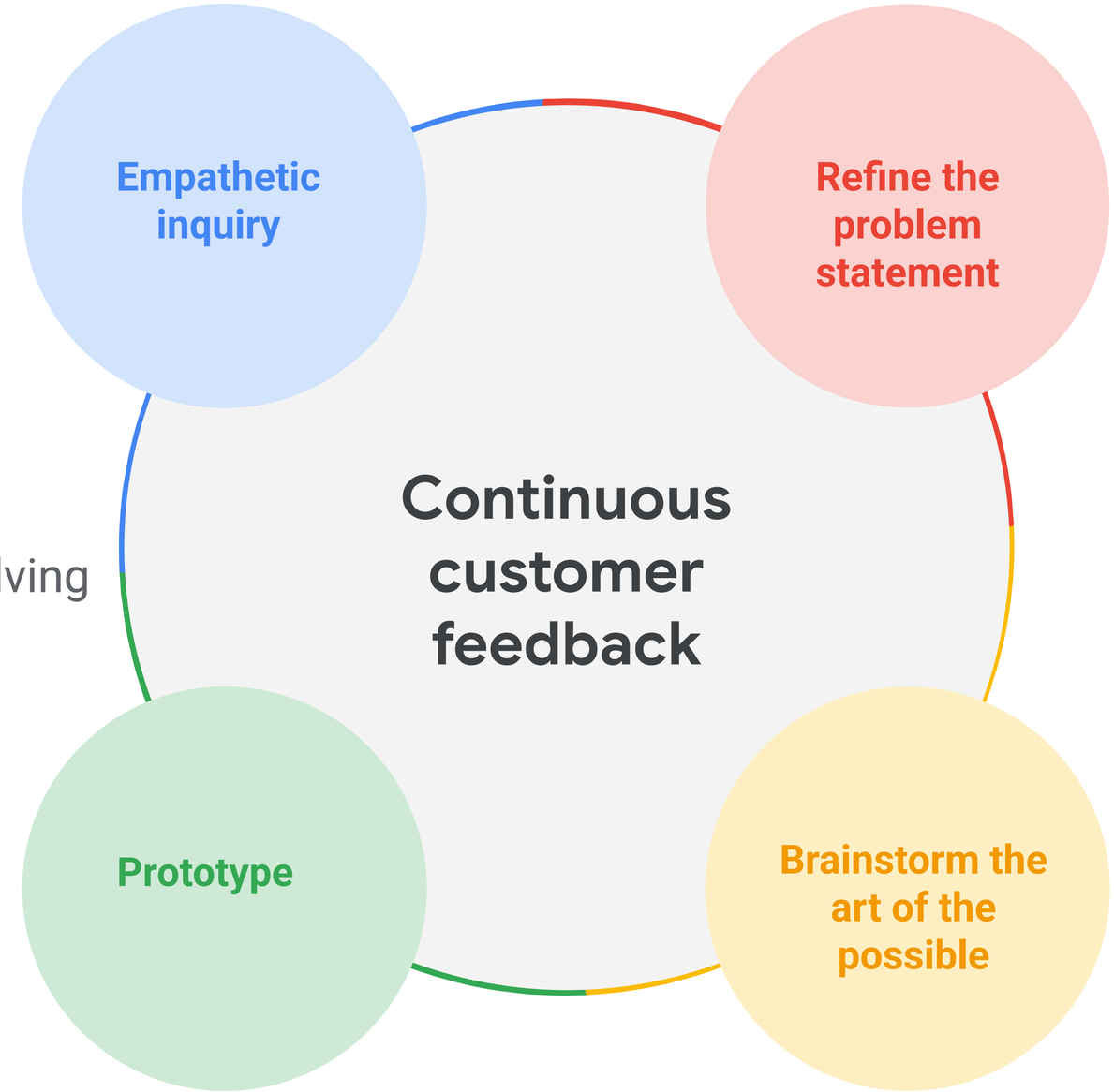


How do we do it?

Google

Human-Centered Design

Putting humans at the center of problem-solving



Google

How do we do it?

Identify the problem. Then **solve it brilliantly**

Measure success. Don't lead with tech; lead with **outcomes**

Treat each other with **dignity**. We're all unique

Think big. Act small. **Stay humble**

Act with **urgency**

Be **transparent**

Have a **healthy disregard for the impossible**

Stay **scrappy**

Have fun!

What should we be thinking about?

Google

What problems can we solve?

- How do we keep people safe?
- How do we reduce climate impacts?
- How do we maintain assets?
- How do we design livable communities?
- How do we improve our organizations?
- How do we protect data and security
- How do we promote public innovation?
- How do we construct the future?
- How do we grow the economy?
- How do we connect communities?

What are our priority use cases?

01

Safety

02

Resiliency

03

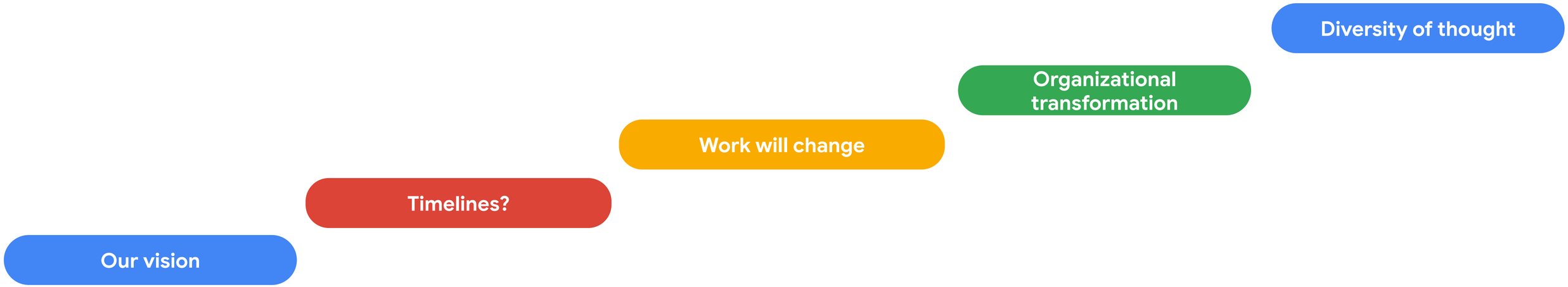
Operations

04

Planning

Proprietary & Confidential

What do we need to know?



Crazy....rebel...troublemaker...

.....round peg in the square hole....

...see things differently...

.....not fond of rules.....

.....push the human race forward

Who are you?

Google

And if you ignored everything else…

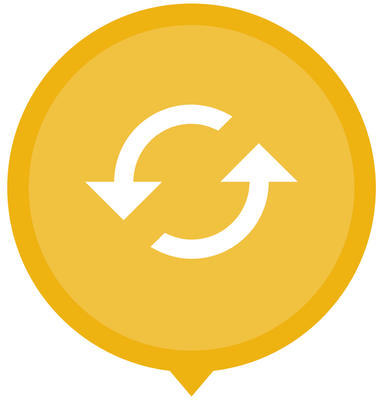
Proprietary + Confidential



What's your moonshot?



What's your why?



What values will get you there?

Two days

Google

Thank you

kristinwhite@google.com

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PANEL DISCUSSION

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CORPORATE VENTURE CAPITAL PANEL DISCUSSION



Kishor Veerashekar

Senior Ventures Associate
Plug and Play Mobility



Mitchell Yun

GM & Head of Office
Hyundai MOBIS Ventures



William Morgan

Investment & Scouting Lead
InMotion Ventures



Stefon Crawford

Partner
GM Ventures



Thomas Molleker

Senior Associate
BMW i Ventures

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MOBILITY ANNOUNCEMENTS

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NEW PARTNER ANNOUNCEMENT

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NEW PARTNER ANNOUNCEMENT



David Kim

Senior Corporate Partnerships Manager

Plug and Play



Jeffrey Kim

Corporate Partnerships Associate

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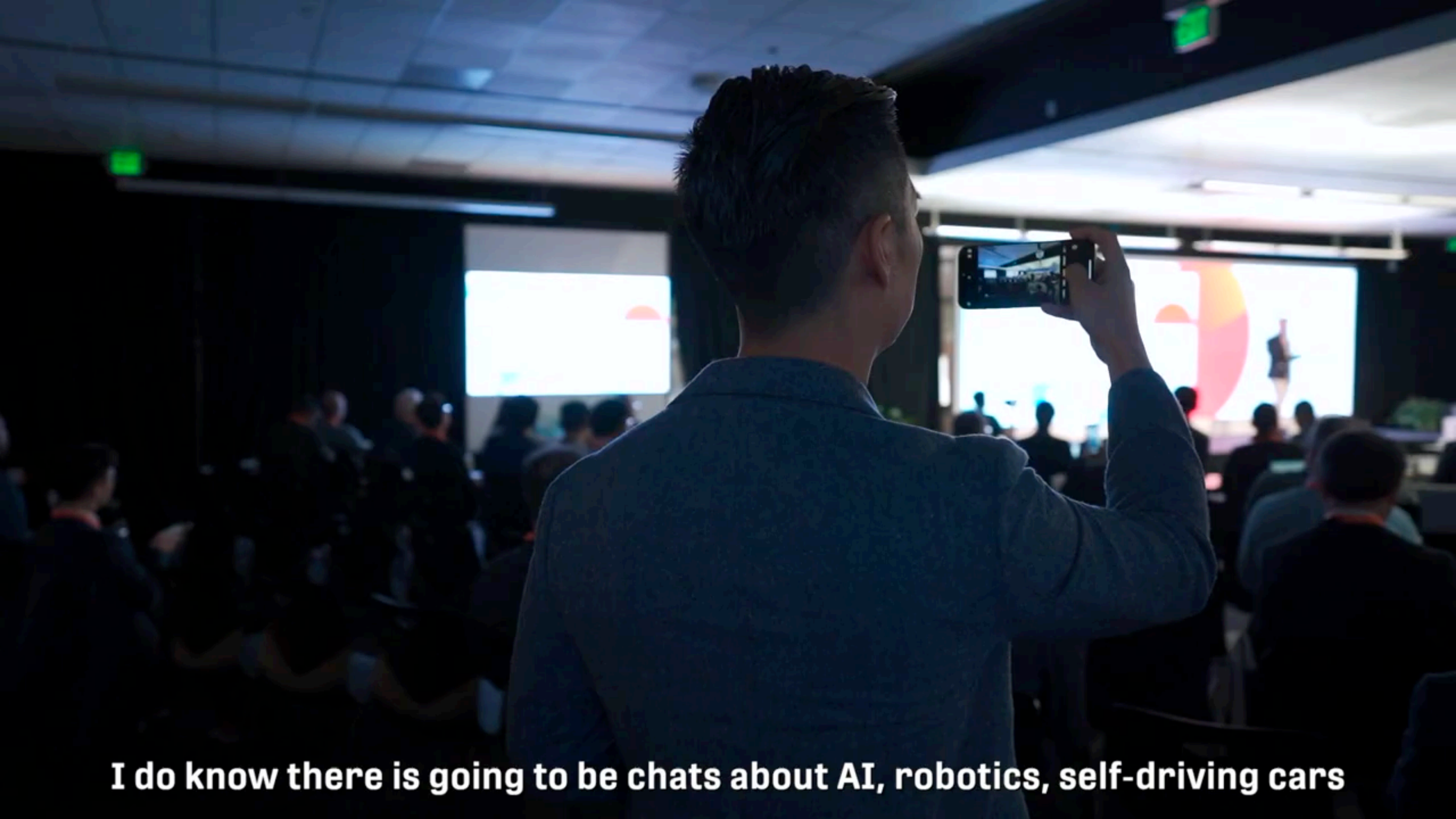
I do know there is going to be chats about AI, robotics, self-driving cars

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CORPORATE

PARTNER

HYUNDAI CRADLE

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AWARD PRESENTER

Logan Azelton

Director

Plug and Play Detroit

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CORPORATE INNOVATION AWARD RECIPIENTS



Brooke Rupprecht

Corporate Strategy &
Venture Capital Specialist
BorgWarner

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STARTUP PITCHES

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STARTUP PRESENTATION

Cafler

CAFLER

Operating System for car services merchants, and one click away marketplace for all services your car needs.

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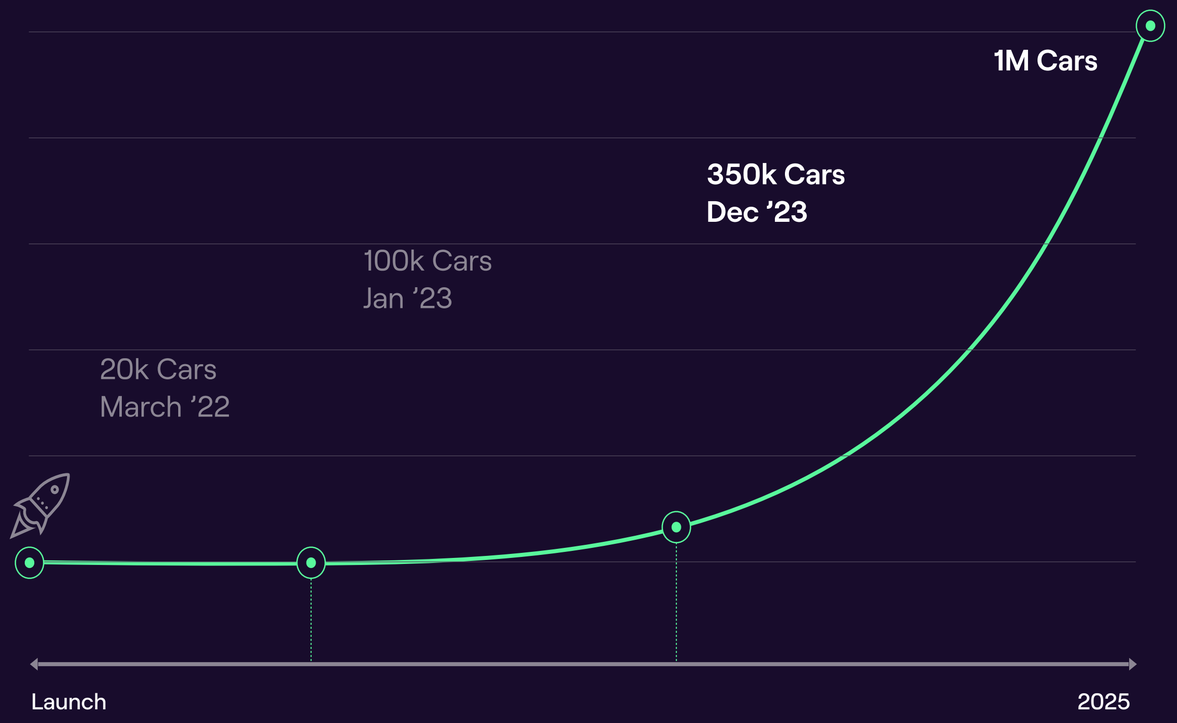
Cafler

Making vehicle users' lives easier

Plug and Play Summit 2025

We are Reshaping the Automotive Ecosystem End-to-End

We are building an entire digital automotive ecosystem with a POS solution to digitise merchants and an marketplace for users to buy any service or product for their car, just one click, swipe or text away.



In just **40 months**, we've set strong foundations to **10x our ecosystem**, achieving the following to date:

+1M
Cars serviced

+$6M[1]
in FY24

8
Countries served

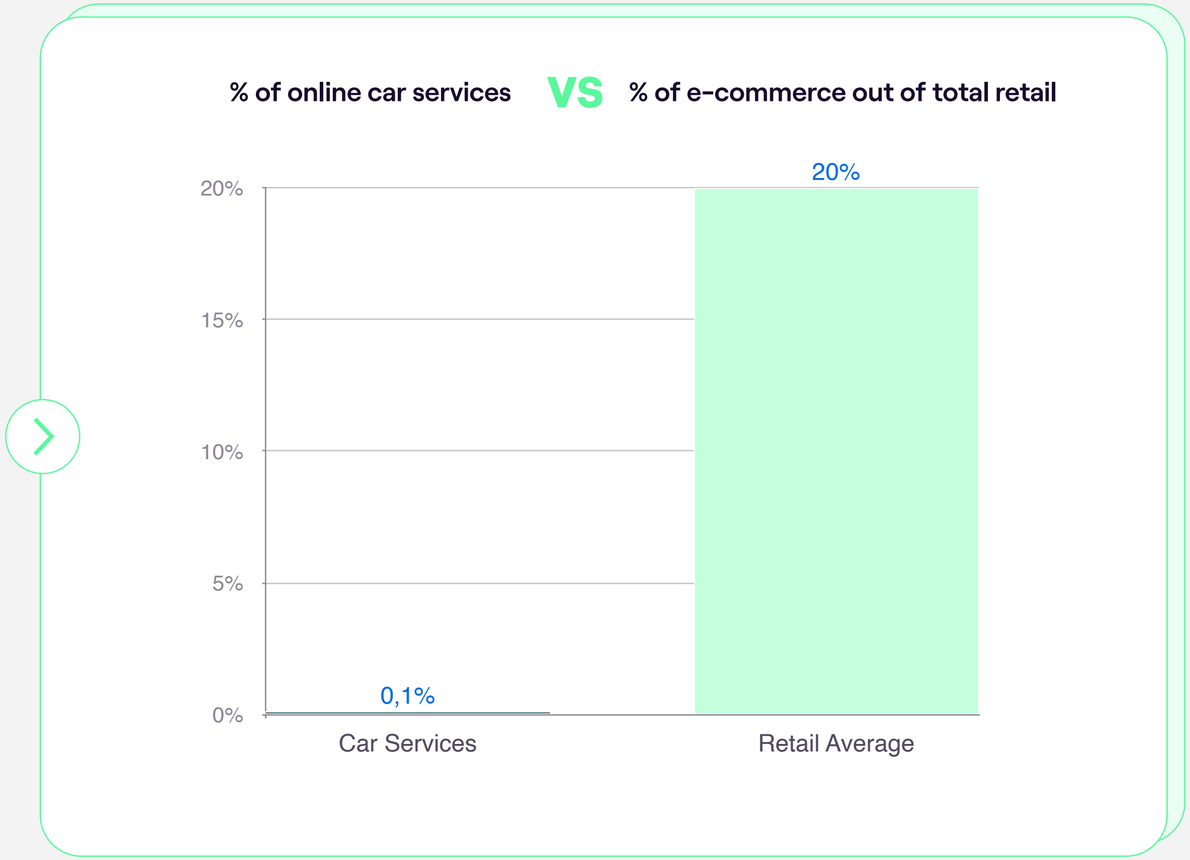
+130%
CAGR

+$20M
Raised

[1] $0.5M Net Income in Spain in FY24

Strictly confidential

The opportunity
– an industry stuck in the past





0.1% ecommerce / digital penetration on spending



2nd Largest Household spending category



Highly fragmented

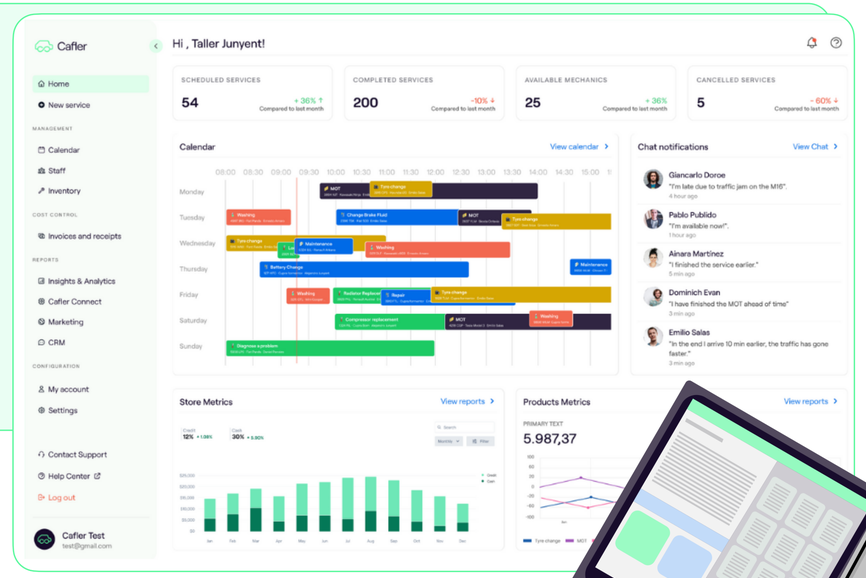
Strictly confidential

The Cafler Solution

We are building an **Operating System** + **white-label services marketplace**.

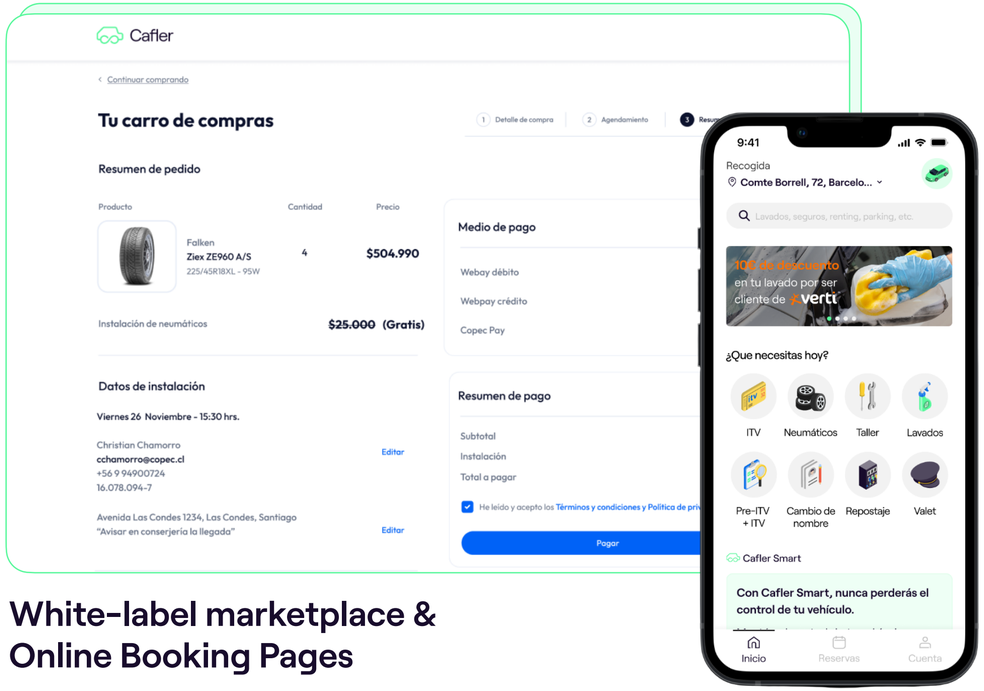
Agenda
Bookings
CRM
Analytics

Payments
Stock
Staff
Budgeting
3rd Parties



Operating System & POS [1]
Automotive Services





White-label marketplace & Online Booking Pages

[1] Starting by digitising larger franchise operations (large networks) to then build a self-service capability on the long-tail.

Strictly confidential

POS Illustration

Inventory
Procurement
Operations
Scheduling
Contact Center
(Voice & Text)



E-Commerce Store
Appointment System
Smart
recommendations

Self-service
Check-out
Scan to Pay AI
Upselling &
Loyalty Programs

Analytics Reporting
Accounting/ ERP

Payroll Advantages
Coverage
Recruitment
Training

Integrated payments,
financial services and
loans, banking solutions

Mobile Services
Routing Information

Strictly confidential


COPEC | NEUMÁ

The Cafler Journey

Phase 1
Incubation

We built the first version of our marketplace, focused on convenience **automotive services** via **channel partners**.
This gave us access to **granular transaction data** across many service types, revealing a major **digitization gap.**
We developed **deep insights** into how this gap limited progress seen in other large **household spend categories.**
Thanks to our execution, we built a **strong reputation**, closed large deals, and proved our track record in: **revenue, profitability, scaling, and technology.**

Phase 2
Product Market Fit

Secure additional capital to design and deliver the "killer app": **the Cafler PoS, services marketplace at scale and to build the infrastructure** necessary to deliver the global pilots that will power the company growing geometrically.

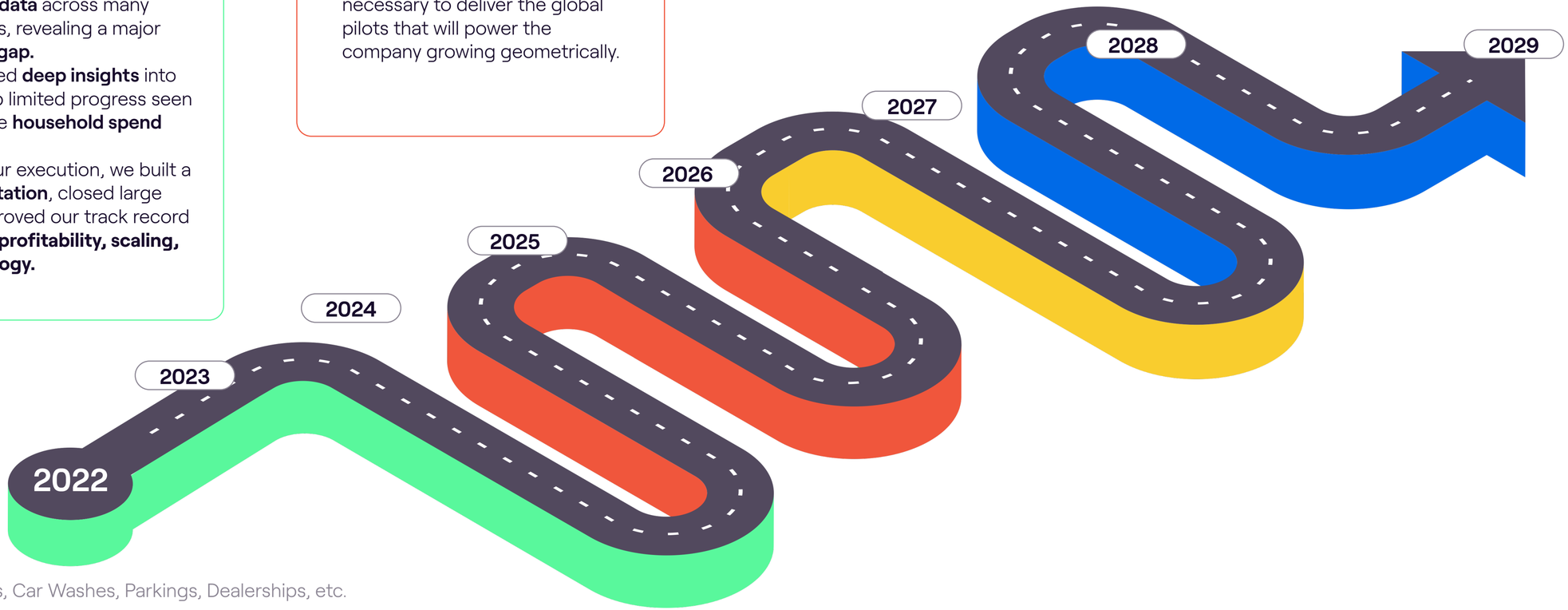
Phase 3
Rapid Global ExpansionFit

Scale needs to happen rapidly in many markets simultaneously. **Look to take the market for automotive PoS with all categories:**

As supply digitizes, we scale our white-label marketplace to digitize demand, expanding beyond convenience to all services and products.

Phase 4
Public Markets Readiness

If Cafler has achieved its ambition in the next phase of its development, it will **explore the public markets** as a way to fund further growth, and will need to ensure all systems and integrations are hardened.

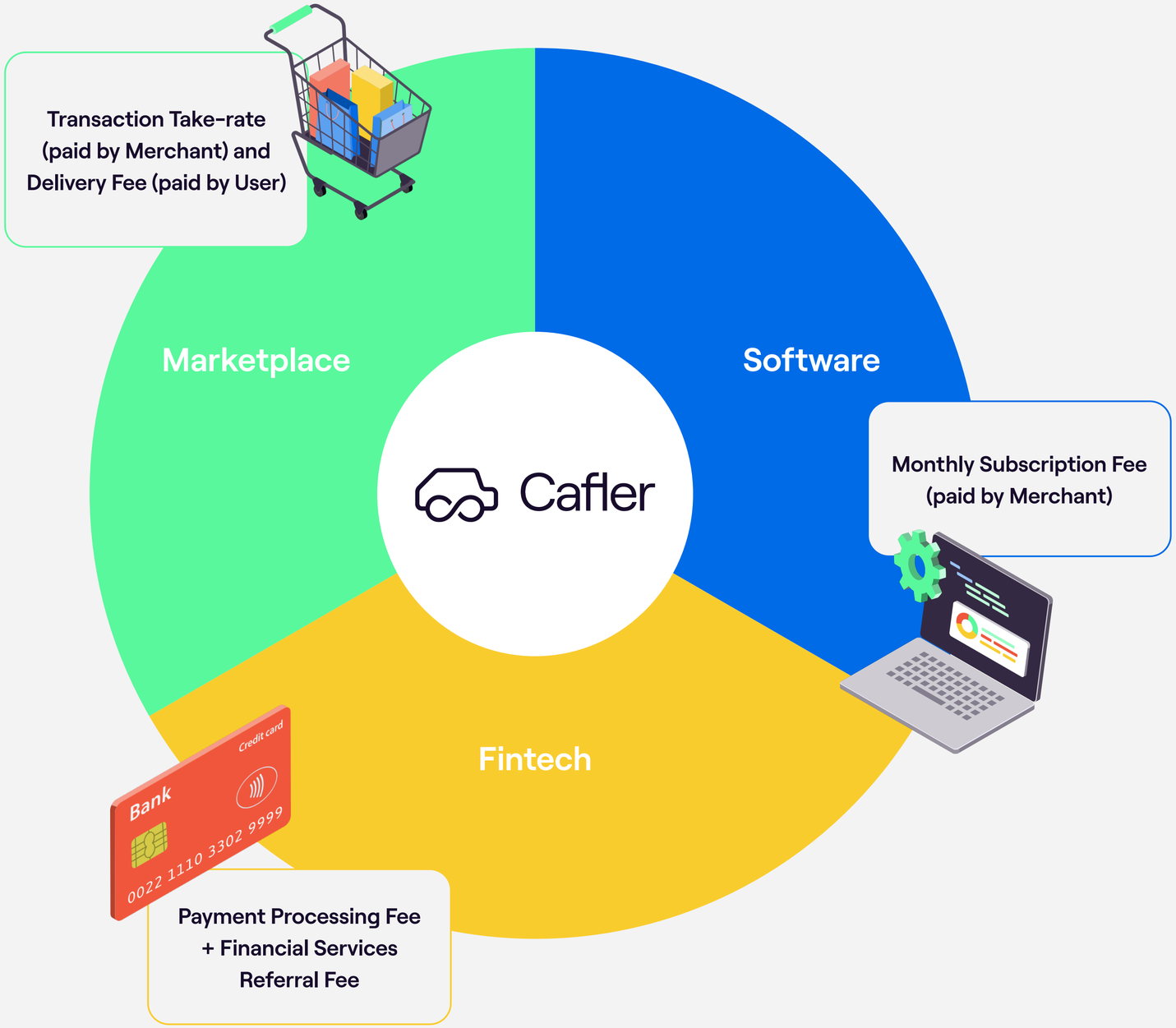


[1] Repair Shops, Gas Stations, Car Washes, Parkings, Dealerships, etc.

Strictly confidential

Business Model

We've built a complementary business model with multiple revenue streams that lead to high Gross Margins.



Strictly confidential

What's next
18 months

In the next 18 months we intend to deploy +5,000 POS devices and enable more than 10M license plates services, and get north to $100M in run ate.

Agentic Automotive Business

Cafler AI Agents in every POS

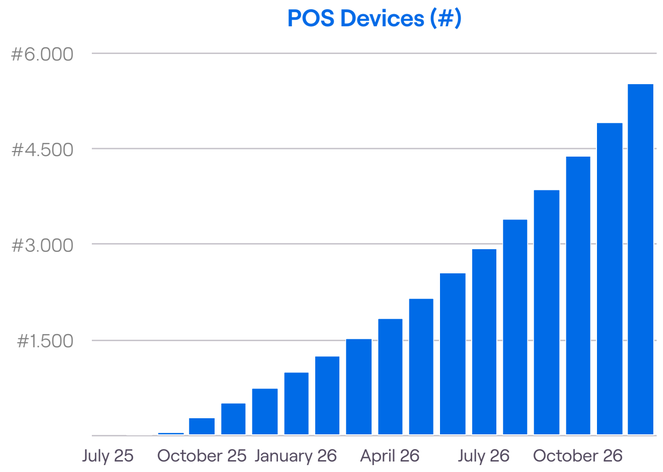
Robust data collected over millions of services

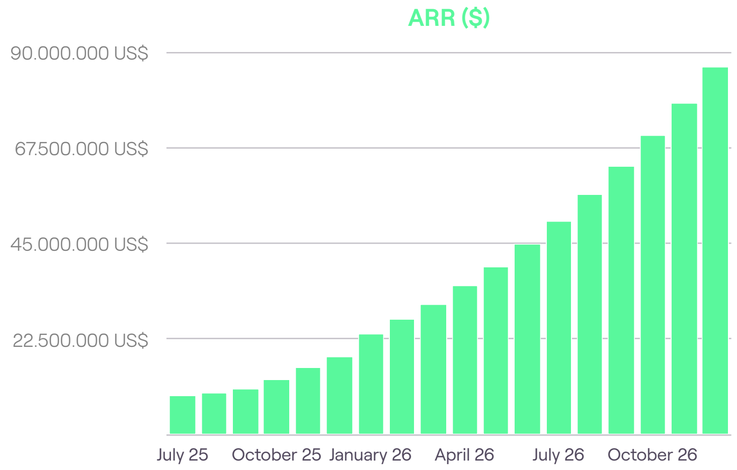
Proprietary SLMs

FinTech Powerhouse

Becoming payment rails with in-store and online payments

Strong lending product offering both for merchants and consumers





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Flagship Partnerships

We have **3 marquee partnerships** that grants us unprecedented distribution of our POS across 3 key types of industry stakeholders in +11,000 locations:

point S

Largest Repair Shop Network in the world: 8,000 repair shops, 60 countries, $8B in Revenue.

Expected revenue
$64M/ year

COPEC

Largest Gas Company in Chile, Colombia and Panama (+3,000 locations).

Expected revenue
$10M/ year

TOYOTA DEALERS

Collaboration with Toyota aftersales ecosystem, starting with retailer groups in Central America.

Expected revenue
$5M/ year

Total Agreements Value: $80M

We need to invest $20M to build the machinery to capture this revenue:

- **POS purchase + roll-out,** acquire hardware and hire distribution teams.
- **Increase our Engineering and Product team.** Capacity to build faster integrations and features.
- **Build global Leadership team** to go from Series B to pre-IPO readiness.

+$200M Pipeline



Top #10 Shop Franchises
10,000+ locations
Estimating $100 B in GRV

Top #10 Gas Stations
10,000+ locations
Estimating $50 B in GTV

Top #10 Car Washes

Top #10 Parkings

Top #10 Dealers

...much more categories

Strictly confidential

Strong founding team with a unique insight

The founding team brings together a rare combination of deep industry insight and fresh perspectives. Their vision and obsession had been building up years before they came together.



Ricard Guillem Co-Founder & Chairman

Born into a family of entrepreneurs in the auto industry, he saw closely how his family business struggled due to the inefficiencies. He became obsessed with enabling auto businesses to thrive, and simplifying car users' lives.



Íñigo Diego Co-Founder & CEO

Seasoned industry entrepreneur. Senior exec at Michelin for deca .Previously founded and exited I-neumaticos - Spanish e-commerce tire company. Marries start-up hustle with large company experience.

i-neumaticos.es MICHELIN



Ana Santacruz
VP Engineering & Product

Cafler



Mohammed Touil
VP Growth

OTOQI JUMIA



Maurici Alakin
VP Finance

pwc



David Gutierrez
Chief People

MANGO

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Cafler

Making vehicle users' lives easier

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STARTUP PRESENTATION

syn2core

SYN2CORE

We minimize human errors in the automotive assembly and inspection with our AI co-pilot on smart glasses and leverage the collected data to enable humanoid robots.

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Syn2core:

AI co-pilot to minimize human production errors x enable humanoids



Today human process execution remains a black box, driving cost of bad quality

Now: Intransparent and manual self-reporting

- Human fatigue
- Staff turnover
- Skill deviations



Blackbox of human process execution

Deviating quality and rework

Target: Full process adherence and kaizen

- Automatic error recognition by AI
- Real-time feedback

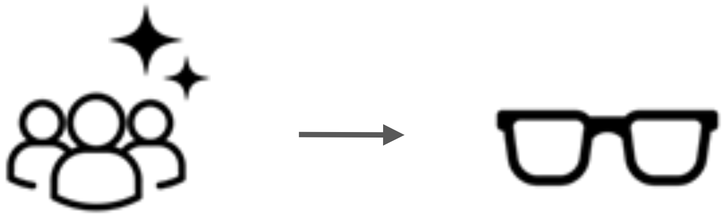


Safety net for human errors

Steady quality and kaizen

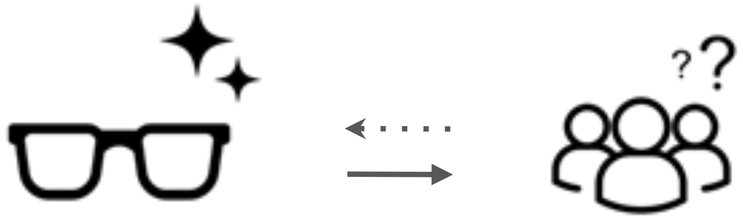
Our AI co-pilot prevents human errors in real time, powered by confidential data

1



AI learns from frontline experts and optimizes the process

2



AI provides safety net to all staff via live audio feedback in case of errors

Our domain intelligence built on confidential process data: audio, video, IMU.

We will become the domain intelligence provider for humanoids in automotive

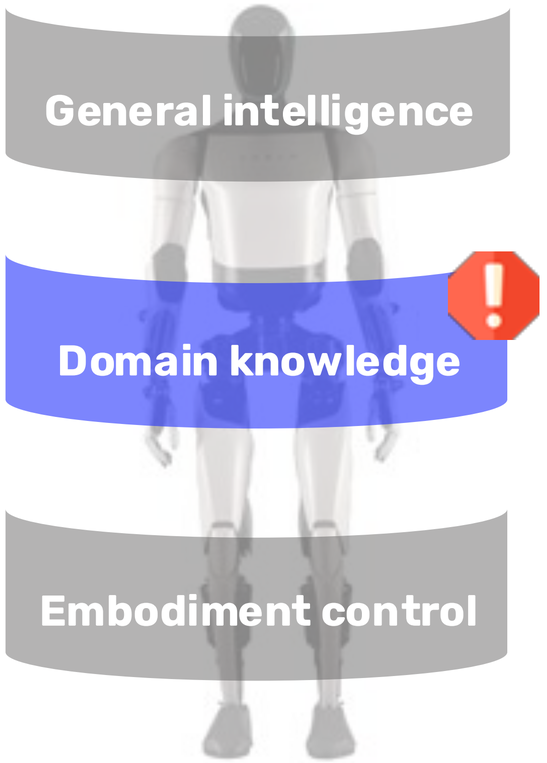
Humanoids will revolutionize the industry…

3M+ **Workers missing** in US and DE in 2030

<$50k Rapidly **decreasing costs** for humanoids

OEMs piloting and investing in humanoids

… BUT we lack industry-specific domain data for them



OpenAI DeepMind

Missing: Confidential IP and process data from shop floors

FIGURE BostonDynamics

We are collaborating with BMW and other German automotive clients already

Quality: Collabs on inspection use cases

Production: Pilot launched with BMW

2 use cases with dealerships and logistic compounds

- **Pre-delivery inspection** (PDIs):
  Optical inspection of new cars
- **Inbound car inspections**
  of new and used cars

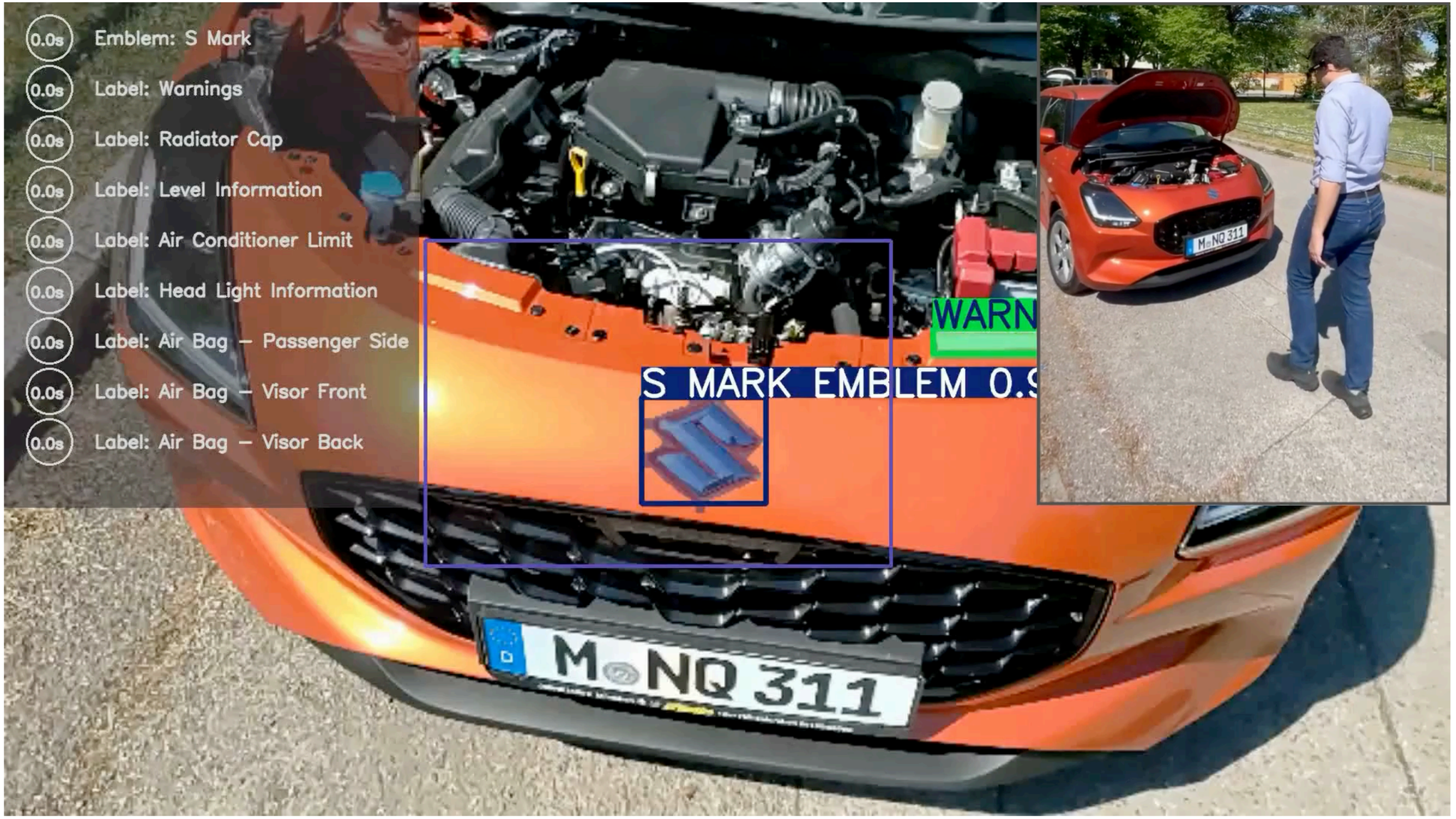
> Syn2core helps us to **standardize** our inspection process across clients and locations.

3 use cases in the EU lead plant Dingolfing

- **Clipping** of spreading nuts into underbody
- **Wiring** of cables for a power distribution unit
- **Gluing** the glass roof to chassis

> With Syn2core, we leverage **physical AI** to optimize and automate assembly lines.

Live MVP Demo of our inspection use case



We will revolutionize quality control in automotive - with Maruti Suzuki

We will be leading the Maruti Suzuki pilot ourselves…



Elise Chen, CEO and co-founder

Automotive leader with 7+ years of experience, e.g. as COO of NIO Germany

NIO FINN BCG UNIVERSITY OF OXFORD



Saman Vafadar, CTO and co-founder

AI and robotics engineer with 8+ years of research and startup experience

aisprid SORBONNE UNIVERSITÉ Arts et Métiers

backed by a strong team and US + EU investors



Zhenying Zhang
AI founding engineer



Peter Somers
Data and SW engineer

ENTREPRENEUR FIRST TRANSPOSE PLATFORM BACKBONE VENTURES FLEX CAPITAL

UnternehmerTUM VENTURE LABS NVIDIA INCEPTION PROGRAM PLUG AND PLAY



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STARTUP PRESENTATION

CIRCUIT MIND

CIRCUIT MIND

Architecture to schematic in 60 seconds.

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CIRCUIT MIND

AI-Powered electronic systems design





Jason Baudreau

CONFIDENTIAL

1.5bn hours

$50bn



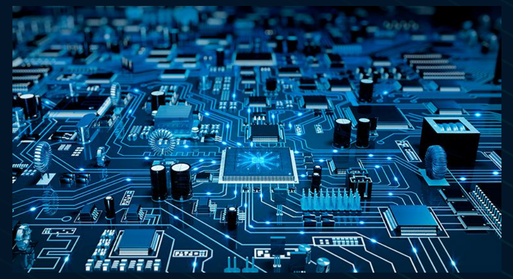
1976

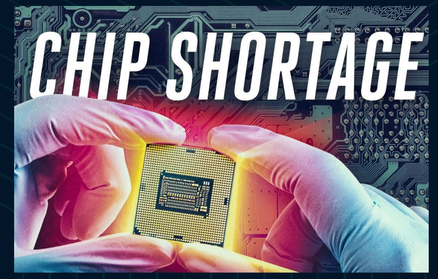


2021









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Electronic **hardware companies are losing** millions



Takes 6 – 24 months to get electronic products to market



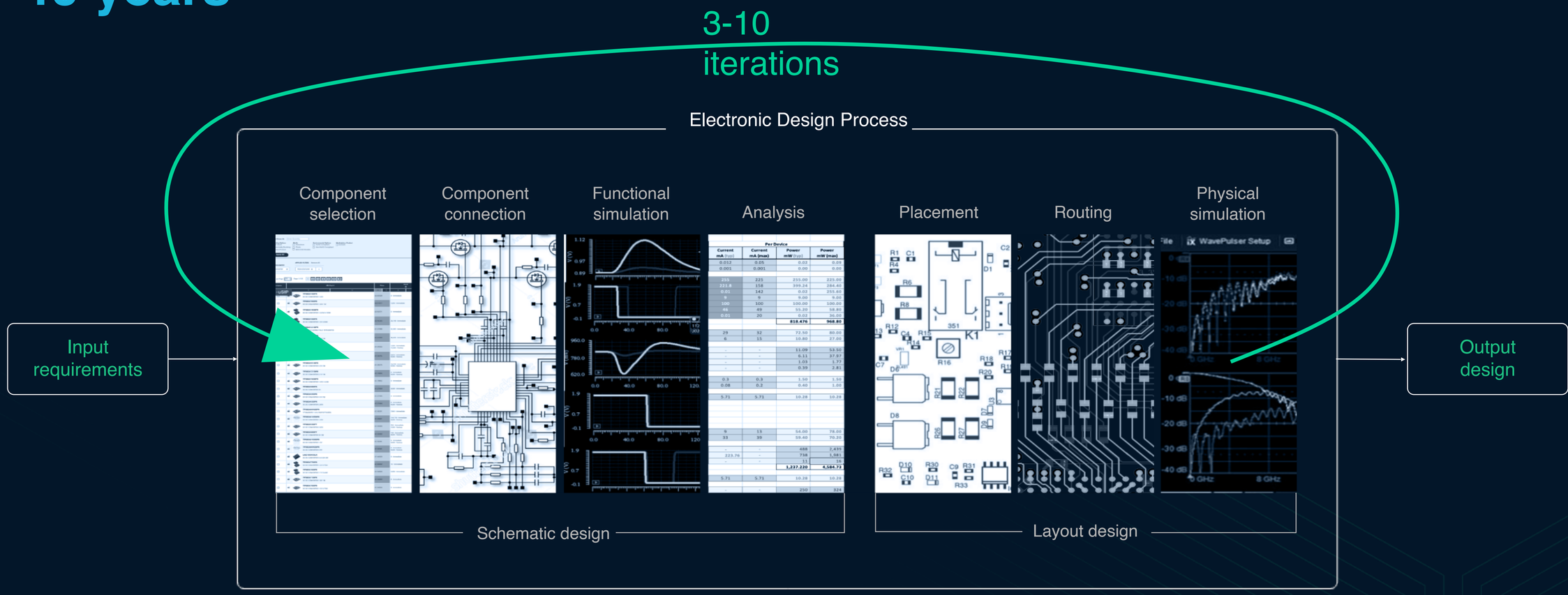
Spend $75k - $10 million on electronics specialists + wasted material costs



Deliver undifferentiated products, sub-optimal in power, size, reliability

CONFIDENTIA
L

Root cause: the **electronics design process hasn’t changed in 40 years**



Time Consuming

Manual

Error-prone

Sub-optimal

CONFIDENTIAL

Circuit Mind generates optimal designs in seconds

ACE

Input requirements



Output design

Instant

Automatic

Zero errors

Optimised

CONFIDENTIAL

The Circuit Mind platform helps electronics teams find optimal components and generate verified schematic options in 60 seconds

Input

- System-level block diagram
- Lower-level requirements
- Trade-offs (cost, area, power, availability)

COMMODORE

Component digital twins



ACE (Assistant to Circuit Engineers)

Algorithms for optimal component selection, schematic generation, detailed verification and reuse

Output

- Schematic design
- BoM and supply chain analysis
- Detailed verification checks
- Area analysis
- Power and regulator analysis
- ECAD project export

CONFIDENTIAL

Now used by the most innovative electronics teams in the world

Celestica™

MOOG

Schneider Electric

legrand®

FUJI innovative spirit

NATIONAL INSTRUMENTS™

logitech

BAE SYSTEMS

APAG cosyst ELECTRONIC CONTROL SYSTEMS

DESIGN 1ST

MERCOLA MARKET OF CAPE CORAL

TREK

CONFIDENTIAL

Products designed by our AI are now in production

- Agricultural carbon monitoring device
- Cycling computer for electric bike
- Test systems for industrial applications
- Asset tracker for fleet management
- Pick and place machine controller
- Bluetooth sensor for Golf simulator

CONFIDENTIAL

Client Case Study - **DESIGN 1ST**

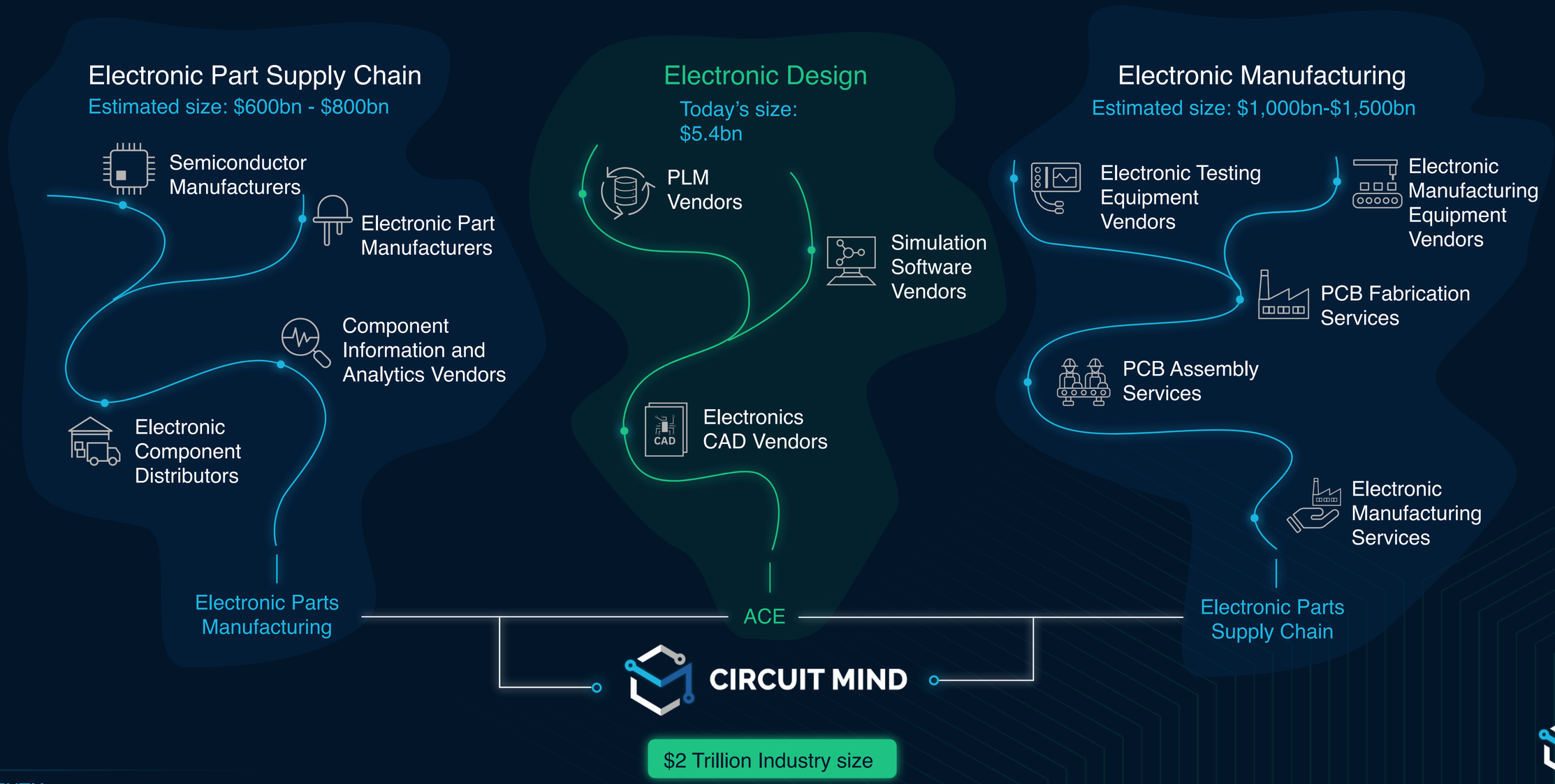
AI-Driven Prototyping for a precision wellness device

“Our clients demand fast-paced innovation, with zero margin for error. We envisioned harnessing AI and automation as a way to enhance our leadership in product design. Circuit Mind is helping turn that vision into a reality.”

— Donovan Wallace, VP Electronics, Design 1st

- **Accelerated design:** The conceptual design phase for the healthcare precision wellness project was completed in just 2 days compared to the 12-day expected.
- **Cost savings:** In minutes, ACE generated multiple design candidates from trillions of component options, resulting in the selection of the design with most optimized BoM costs.
- **Enhanced productivity:** By automating component research and verification, ACE freed up 10 days of engineering time, giving time back to the engineering team to tackle more projects in the future.

We will unify a fragmented **$2Tn electronic industry**



CONFIDENTIAL

We will unify a fragmented **$2Tn electronic industry**



Electronic Part Supply Chain

Estimated size: $600bn - $800bn

- Semiconductor Manufacturers
- Electronic Part Manufacturers
- Component Information and Analytics Vendors
- Electronic Component Distributors

Electronic Parts Manufacturing

Electronic Manufacturing

Estimated size: $1,000bn-$1,500bn

- Electronic Testing Equipment Vendors
- Electronic Manufacturing Equipment Vendors
- PCB Fabrication Services
- PCB Assembly Services
- Electronic Manufacturing Services

Electronic Parts Supply Chain



CONFIDENTIAL

Raised $15m from US, UK, European VCs and Angels. Now focused on winning A&D, Semiconductor enterprise clients

DIFFERENTIAL VENTURES

CREATIVE VENTURES

BLACKHORN VENTURES

Episode 1

GRIDS

7

CIRCUIT MIND

AI-Powered electronic systems design



PLUG AND PLAY

SV SUMMIT

STARTUP PRESENTATION

DiploAI

DIPLOAI

DiploAI is an AI-powered regulatory intelligence platform that helps global manufacturers track, analyze, and share product regulation changes automatically.

#PNPTCSiliconValley

Join us at **pnptc.com**

DiploAI

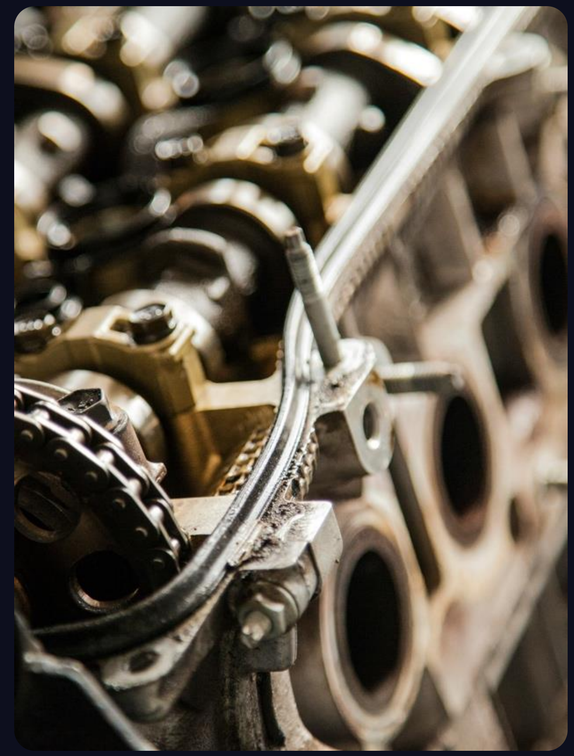
JUNE 10-12, 2025

MOBILITY EXPO

1.0 DiploAI Overview

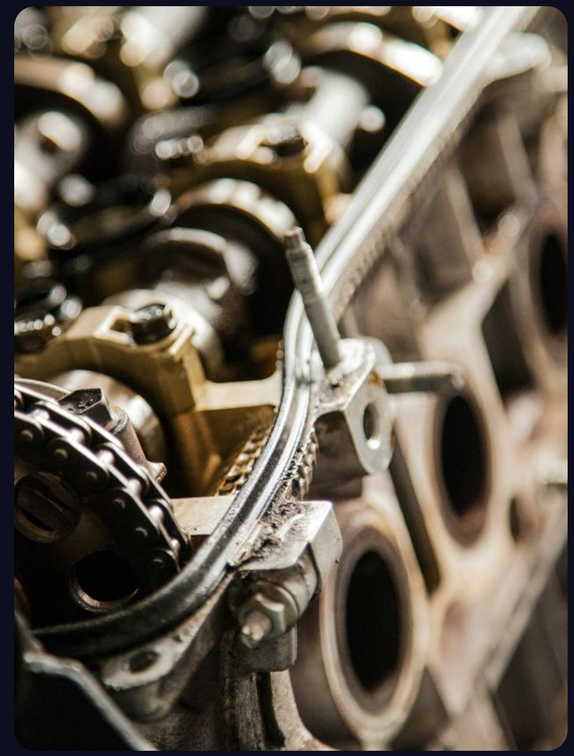
2.0 Product

3.0 Case Studies & ROI



DiploAI

1.0 DiploAI Overview



AI-powered regulatory intelligence for the mobility industry

Meet DiploAI

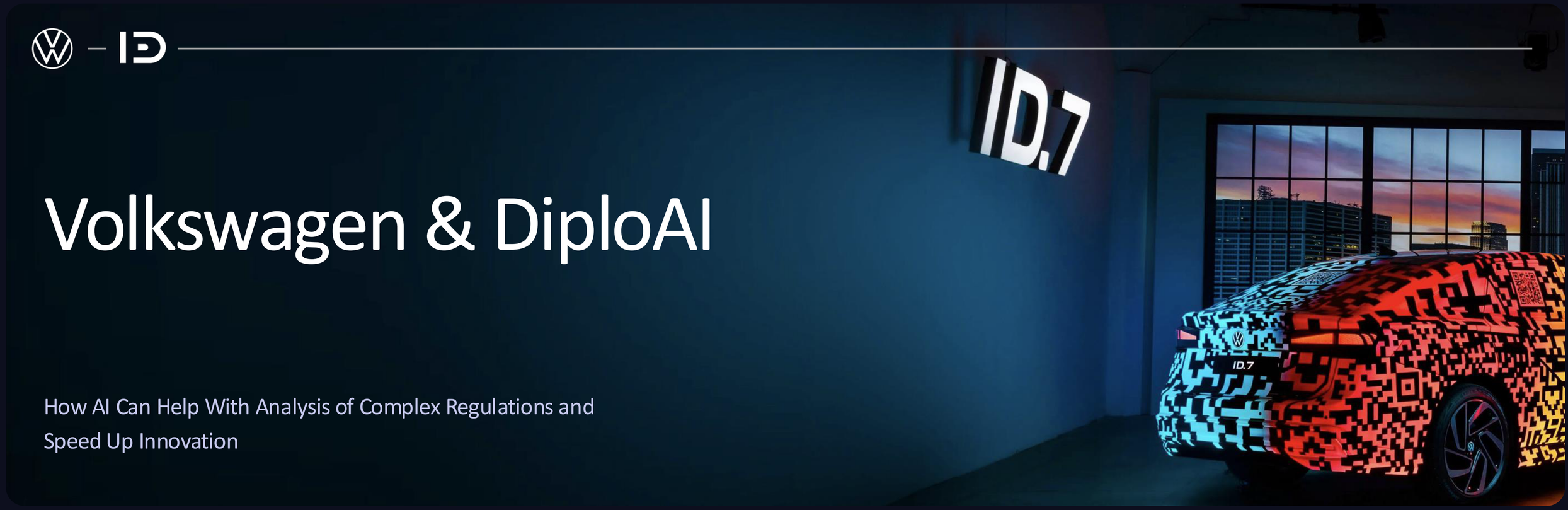
DiploAI is a regulatory tracking SaaS platform, built specifically for global manufacturers.

We have spent years developing proprietary mobility- and regulatory-LLMs and other models

Our platform streamlines identification, analysis, and distribution of regulatory alerts, globally



Our algorithms have been recognized across the mobility industry for their innovation and accuracy (1/2)



Volkswagen & DiploAI

How AI Can Help With Analysis of Complex Regulations and Speed Up Innovation

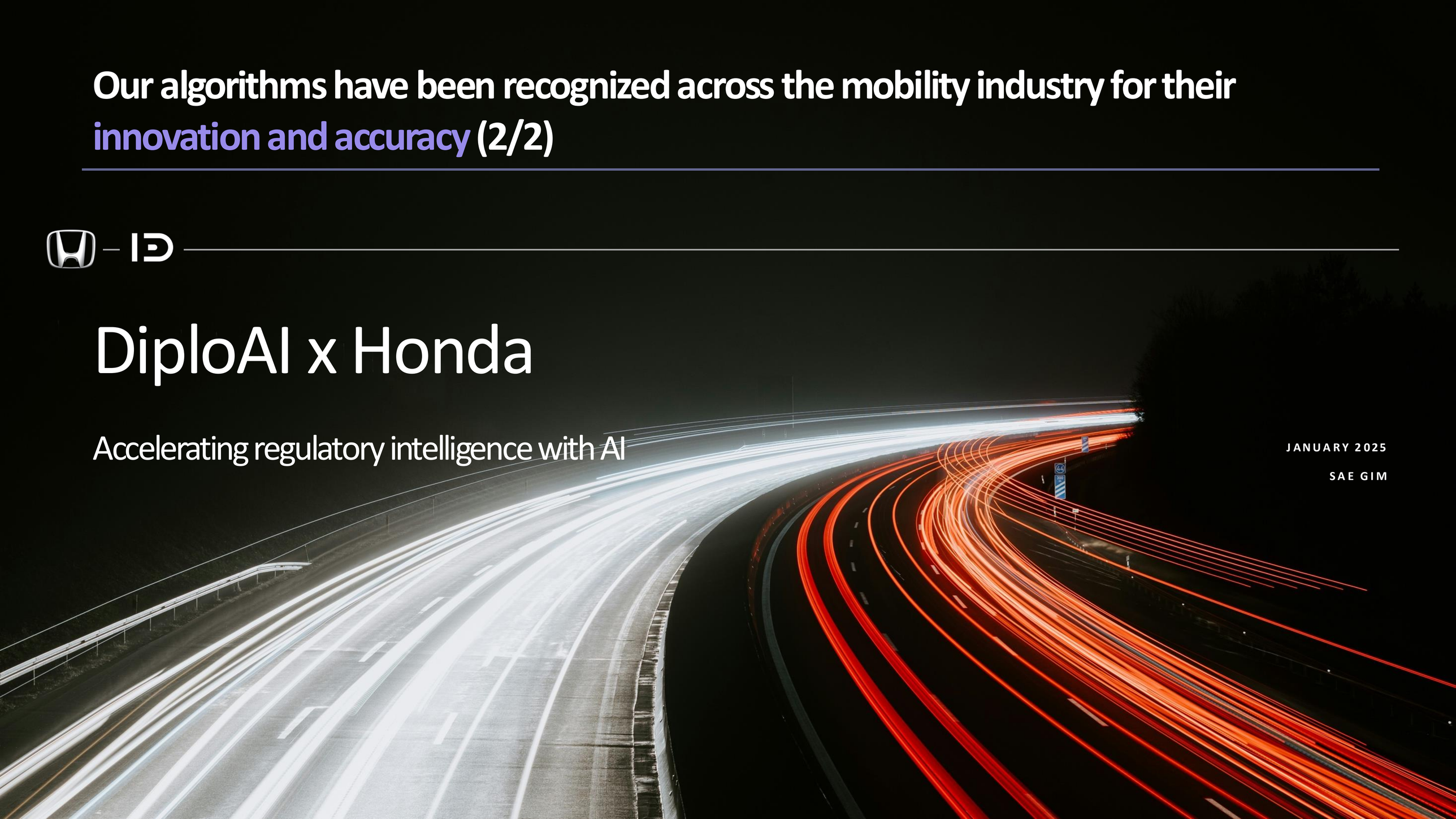
Our algorithms have been recognized across the mobility industry for their innovation and accuracy (2/2)

DiploAI x Honda

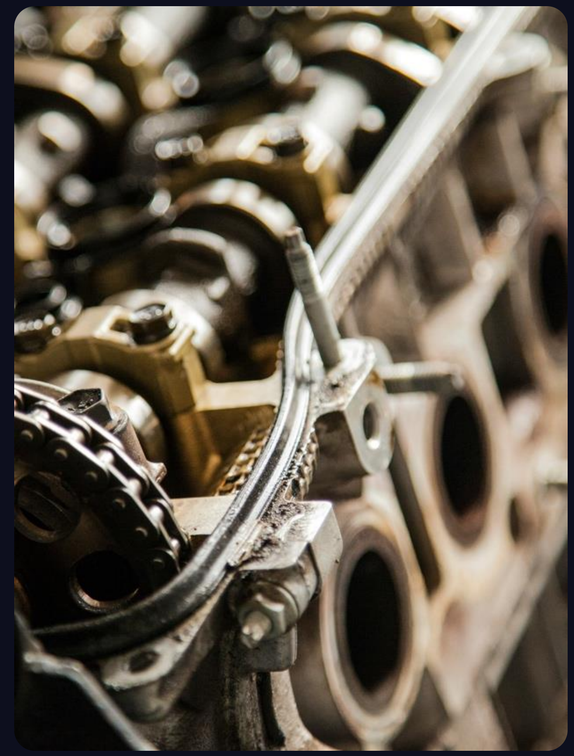
Accelerating regulatory intelligence with AI

JANUARY 2025

SAE GIM



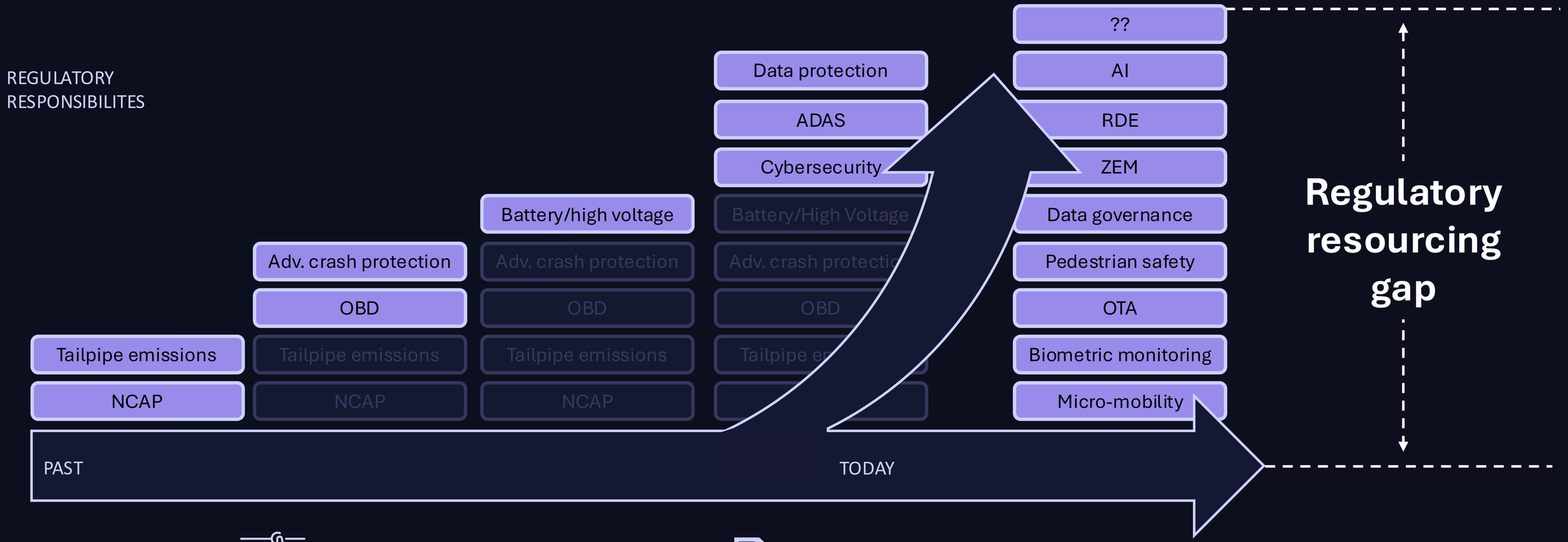
2.0 Product



DiploAI

Unmanageable divergence of responsibility and resourcing

Regulatory resourcing gap continues to widen



REGULATORY RESOUCING

Manually checking thousands of sources such as email alerts, agency websites, and recall data

External services - like consultants or data providers – that share topic-specific materials in traditional format (i.e., PDF)

DiploAI

3-Steps to Achieve Comprehensive, Global Regulatory Intelligence with DiploAI

01

Track

Find **all** changes in **global** regulations.

02

Collaborate & Analyze

Instantly know **how, why, and when** a regulatory alert will impact your products and operations.

03

Distribute

Share with relevant teams and **maximize response time.**

DiploAI

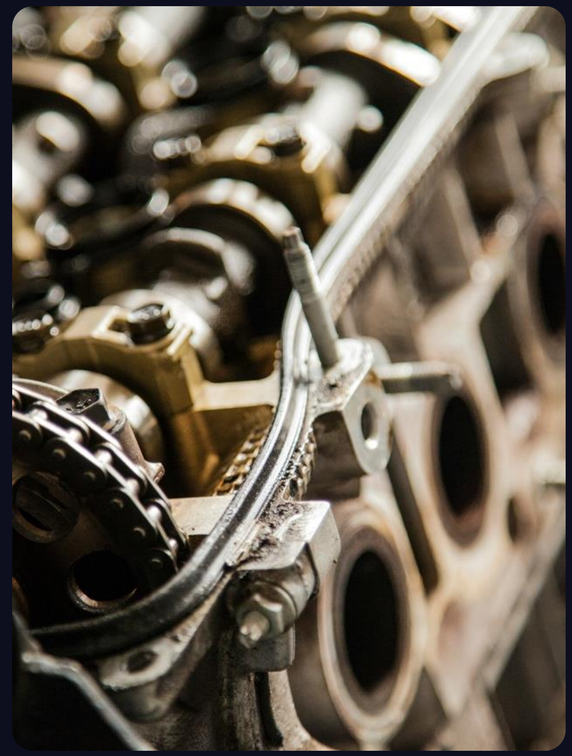
DiploAI enables automatic tracking, analysis, and distribution of relevant regulatory alerts

Value Proposition	Impact
Instantly identify the most relevant alerts	Find **30%** more relevant alerts daily to immediately boost regulatory coverage[1]
	Track novel sources never deemed possible, with no additional time spent *e.g., agency meeting agendas, municipal and local directives, industry associations in emerging markets*
Accelerate and augment alert processing	Find and analyze alerts up to **9x** faster[1]
	Spend more time expertly advising on the implications of alerts
	Reduce time spent on duplicative work across different teams
Distribute alerts accurately	Ensure **100%** of relevant teams stay informed
	Integrate and elevate regulatory analysis company-wide

DiploAI

1. Based on A/B testing with DiploAI customers' existing regulatory tracking processes

3.0 Case Studies & ROI



DiploAI

Case Study

DiploAI is the **single, regulatory source of truth** for a Japanese OEM (Top-10 Global) with >$100Bn in annual revenue.

Case Study: OEM calculated efficiency gains for just 1 subsidiary amount to thousands of hours & millions of dollars per year

Before DiploAI TRACK		After DiploAI TRACK	
480	minutes spent each day searching through…	**10**	minutes spent each day reviewing…
999+	regulatory alerts using…	**15**	relevant regulatory alerts using…
100s	of external consultants	**1**	AI platform

DiploAI

Source: DiploAI customer data

Case Study: The main driver behind the OEM's rapid scaling of DiploAI was the significant increase in regulatory accuracy

> 30%

Increase in critical alerts found every day

0%

Algorithm false negative rate

Source: DiploAI customer data; false negative rate self-reported by customer

ROI Framework: Co-Created with Customer

Each region tracked with DiploAI delivers tangible value across a multitude of vectors

	ROI Vector	Annual Value
1.	Eliminate duplicate work across divisions (i.e., cars vs. motorcycles)	$1M+
2.	Reduce reliance on traditional trade group model	$1M+
3.	Efficiency gain of 20 compliance engineers	$2M+
4.	Reduced spend on external sources (e.g., data providers, consultants, legal)	$5M+
5.	Robust tracking of regulatory agencies in all markets (e.g., China, India)	$10M+
6.	Prevent costly product re-developments	$50M+
7.	Reduce risk of fines from missed regulations (e.g., horizontal regulations)	$100M+

Thank you

contact@diplo-ai.com

https://diplo-ai.com

PLUG AND PLAY

SV SUMMIT

STARTUP PRESENTATION

LUMOTIVE

LUMOTIVE

Lumotive is pioneering the era of programmable optics where light is controlled as intelligently and flexibly as software.

#PNPTCSiliconValley

Join us at **pnptc.com**

LUMOTIVE

A New Era: **Programmable Optics**

LUMOTIVE AT A GLANCE

- **Optical semiconductor company**, pioneering the field of **programable optics**
- Multibillion dollar opportunities in **sensing, optical switching and communication**
- Protected by **200+ patents**
- **In production** and **multiple design wins** in next generation Lidar systems

TOP TIER INVESTORS

GATES FRONTIER

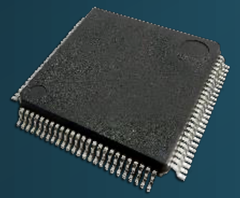
Quan Funds | swisscom | METAVC partners

USAA® | GRAZIA | SAMSUNG SAMSUNG VENTURE INVESTMENT

INNOVATIONS THAT CHANGED THE COURSE OF HISTORY



THE INTEGRATED CIRCUIT

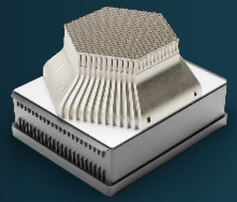


...revolutionized computing





THE PHASED ARRAY ANTENNA



...revolutionized telecommunications



LUMOTIVE

NOW: LUMOTIVE IS REVOLUTIONIZING OPTICS



Mechanical beam steering

LUMOTIVE

LCM LIGHT CONTROL METASURFACE™

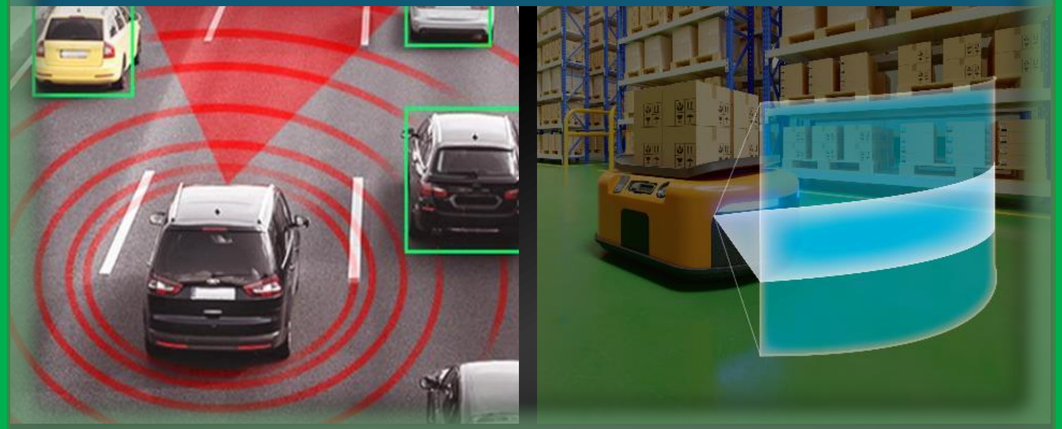


Enabling A New Era:
Programmable Optics

Simpler, Smaller, Smarter, Sturdier, and Cost-effective

TRANSFORMATIVE ACROSS INDUSTRIES

3D SENSING



DEFENSE



NETWORK SWITCHES
(UNDER INVESTIGATION)



COMMUNICATIONS



LUMOTIVE

SCALABLE ACROSS 3D SENSING MARKETS

AR / XR & GAMING



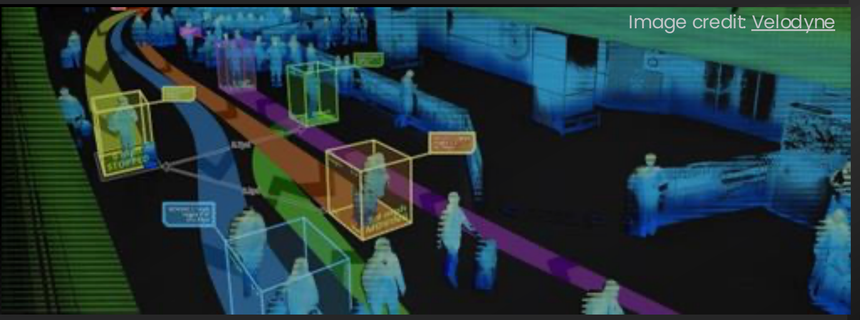
DEFENSE & AEROSPACE



CONSUMER ELECTRONICS



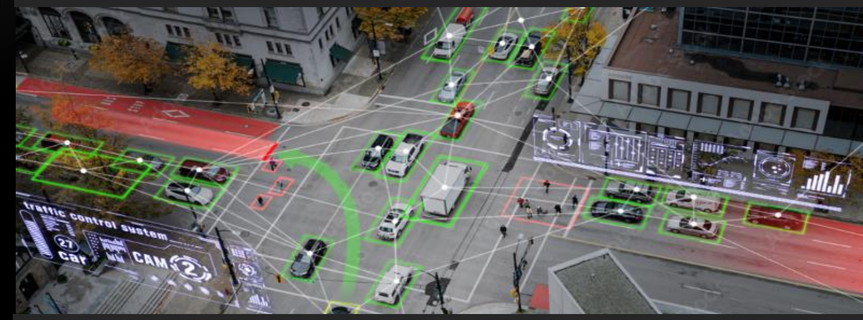
SURVEILLANCE & SECURITY



AUTOMOTIVE



SMART INFRASTRUCTURE



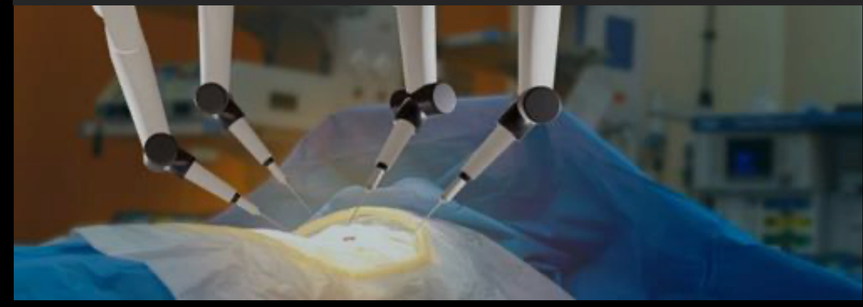
ROBOTICS & DRONES



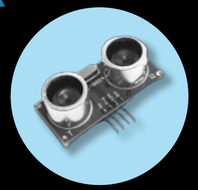
MANUFACTURING & LOGISTICS



HEALTHCARE



A NEW DAWN FOR 3D SENSING



Sonar



Radar



ToF Camera



Stereo Camera



Mechanical Lidar

COST EFFECTIVENESS

FUNCTIONALITY & PERFORMANCE



Lidar 2.0 enabled by Lumotive LCM™

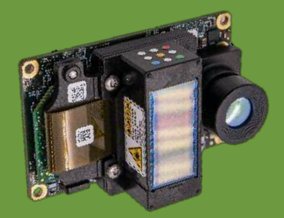
No moving parts
Dynamic light control with digital precision
High reliability and durability
Low cost and small size
Scalable across markets

LUMOTIVE

SIMPLE TO BUILD LIKE A CAMERA



Mechanical Lidar

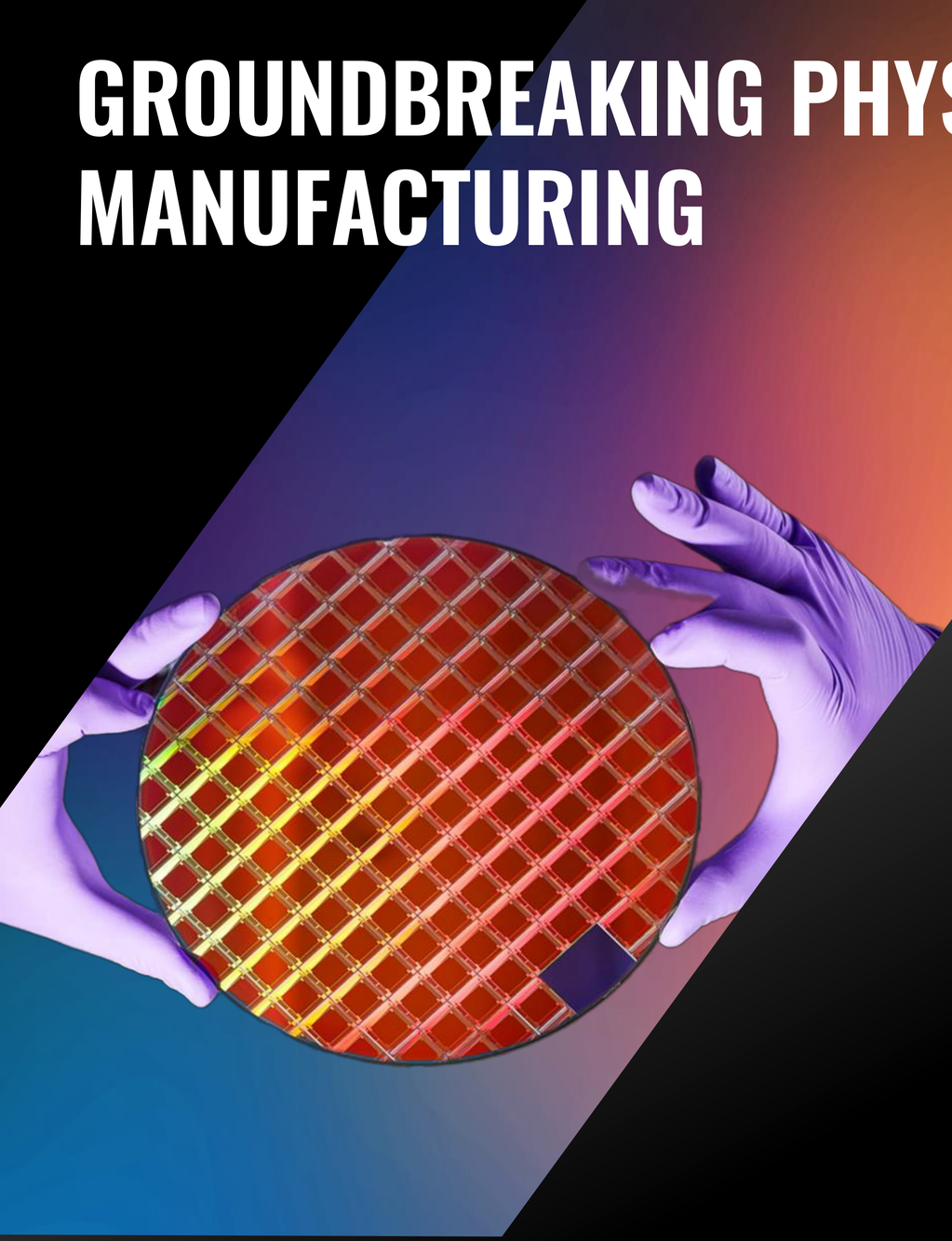


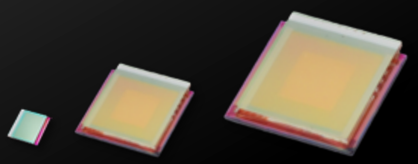
Lumotive Enabled Lidar

- **Compact & Light Weight**
- **Reliable & Cost Effective**
- **Ultra precise beam steering with Ultra-Wide Field of View**
- **Easy to Adopt**

LUMOTIVE

GROUNDBREAKING PHYSICS MEETS MATURE MANUFACTURING



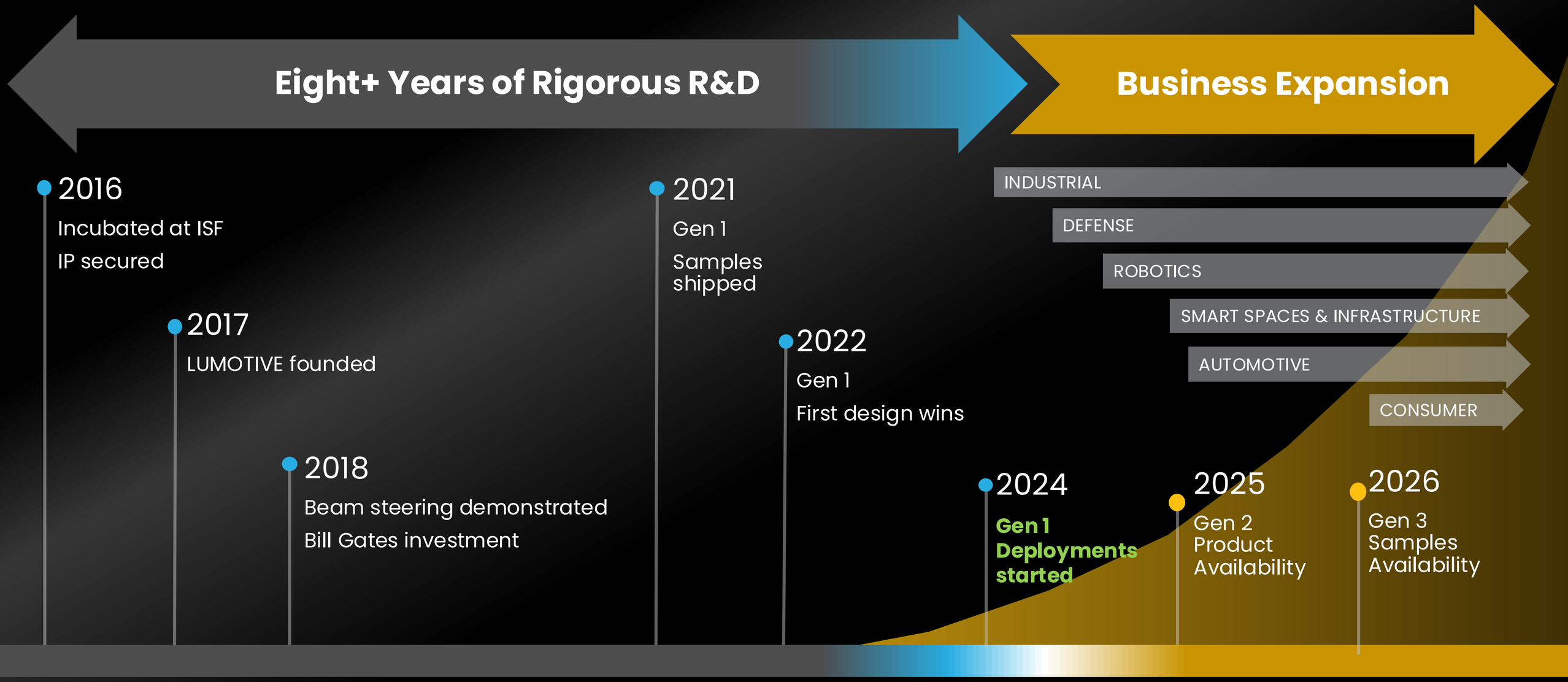


CMOS Fabrication, LCD Assembly
tried-and-true semiconductor manufacturing &
a liquid-crystal-on-silicon assembly process.

Proprietary metasurface technology
fabricated by **traditional manufacturing processes**.

- Manufacturable at silicon foundries worldwide
- Scalable to billions of units
- Easily optimized for cost or performance

PRODUCT IN DEPLOYMENT



WHY LUMOTIVE

Game-changing technology
Pioneering a New Era of Programable Optics

Multiple large addressable markets 3D sensing, optical switching and communication

Demonstrated product-market-fit
Strong traction in industrial, automotive, and defense sectors

Exceptional team
Proven track record of success

Strong moat
A war chest of robust IP and trade secrets

Looking for customers and corporate partners



THANK YOU!

2022 Edison Award,

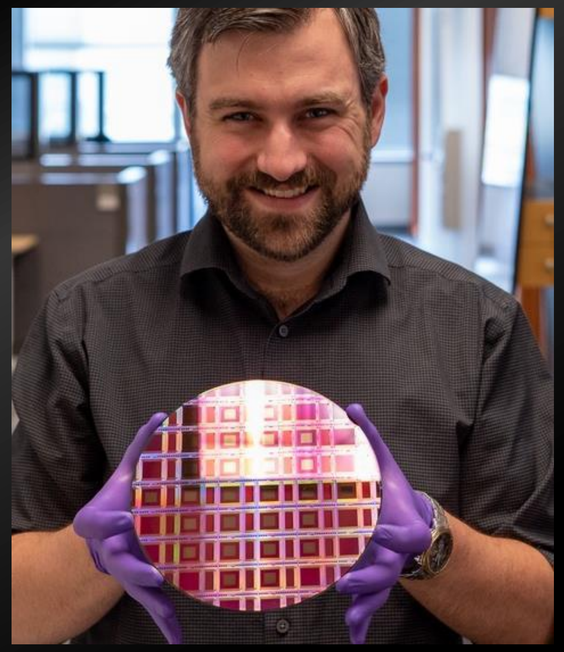
2022 AI Excellence Award,
Virtual Reality

2021 EE Times Silicon 100:
“Startups Worth Watching ”

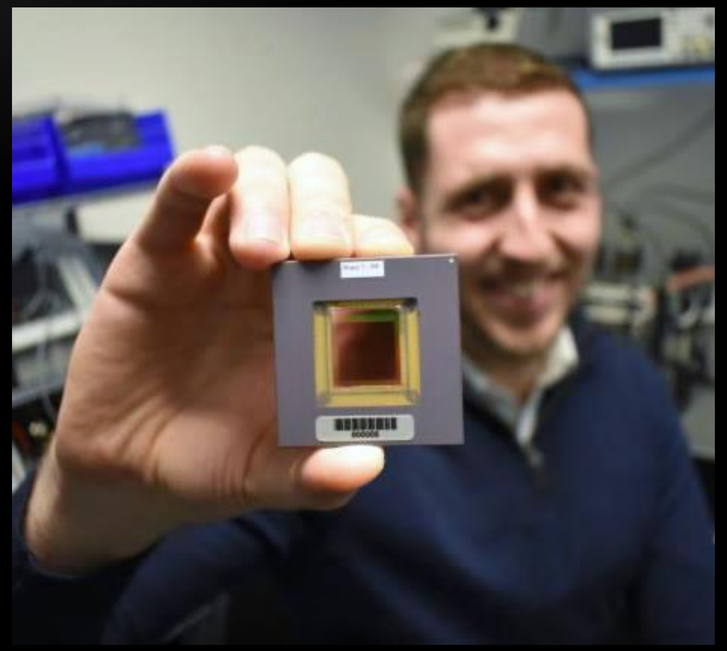
2022 SPIE & Photonics Media
Prism Award

2022, 2024, & 2025
CES Innovation Awards

2021 Sensors Converge Award







PLUG AND PLAY

SV SUMMIT

STARTUP PRESENTATION

scaledrive.ai

SCALEDRIVE.AI

Safe physical AI for industrial robots at scale.


scaledrive.ai

scaledrive.ai

Physical AI for logistic and industrial robots.



Team

Repeat founders with successful exits and rare expertise in Large Models & Neuroscience. Previously had leading AV companies as paying customers.



Denis
Azarov
(CEO)

- Managed $30mm+ p.a. innovation programs @BMW
- Started two companies whose products are used by over 4k people (>150% Y-o-Y avg. revenue growth). One successful exit.
- MBA & MSC in Engineering



Tim
Salzmann
(Research)

- PHD Large Models for behavior prediction for robotics @Stanford & DeepMind (sample paper)
- Trajectron++ author
- Autonomous Driving @BMW
- Startup experience



Ahsan
Ahmed
(Engineering)

- 10 years in programming
- BS in Computer Science at UTD
- Computer Vision, Robotics, and AI/ML experience



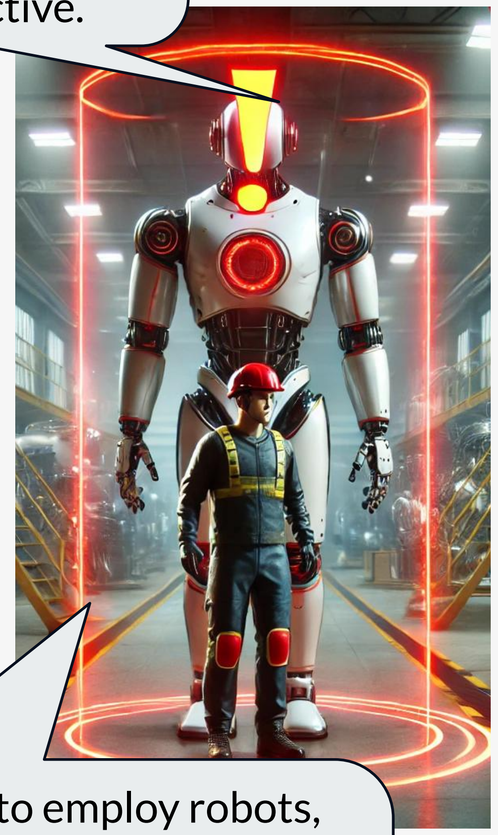
Alex
Knorr (founding engineer)

- 6 years of computational neuroscience research incl. humanoid robots
- Repeat founder in the autonomous driving field with a successful exit.

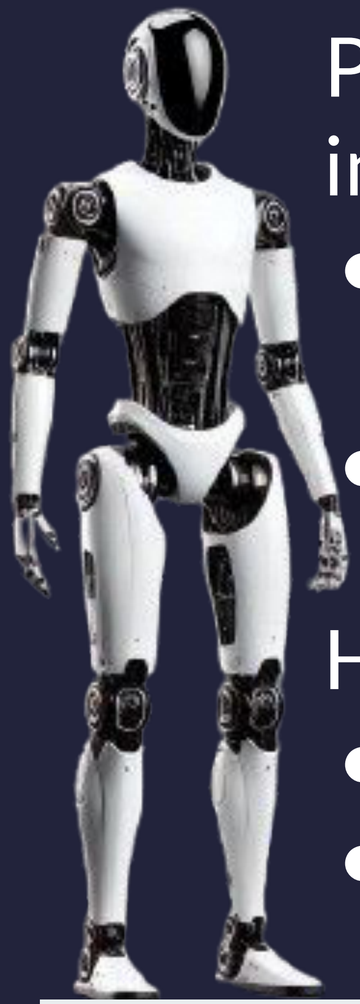
Why Robots Fail in the Real World







Certifiable AI stack for autonomy



Humanoid

Physical AI software for industrial and logistic robots

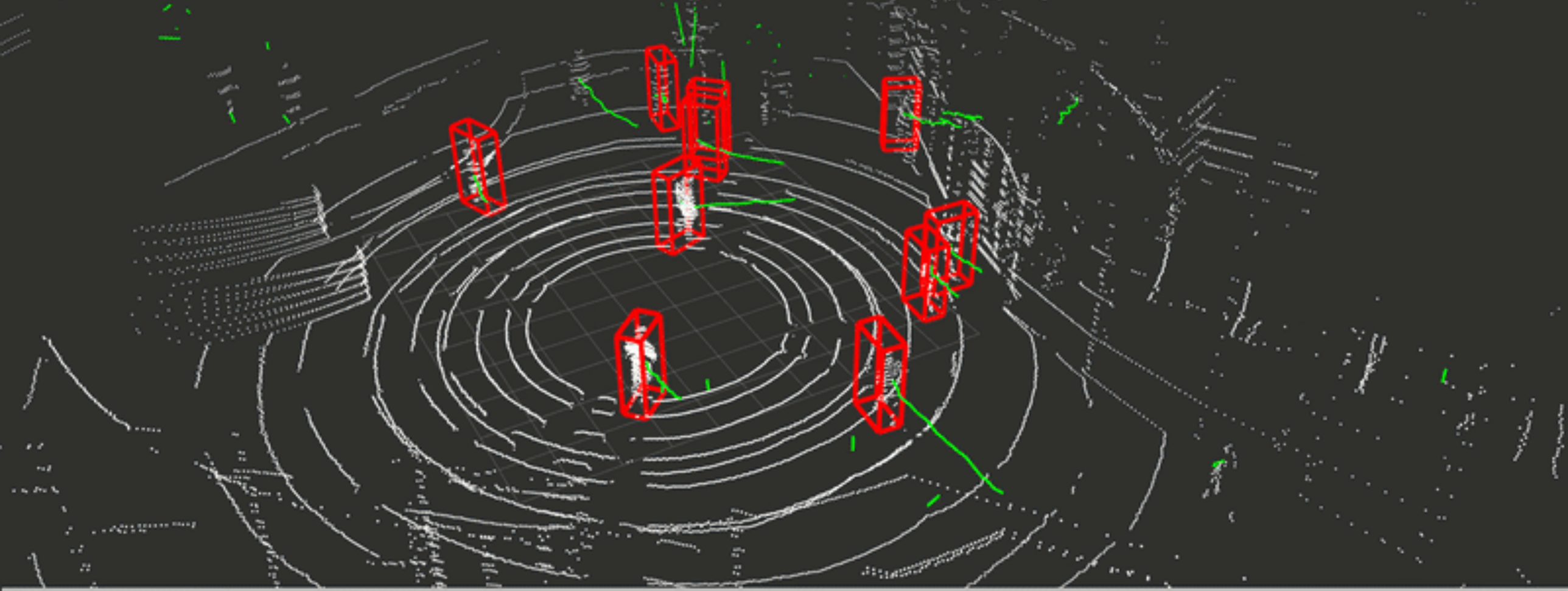
- Context & human behavior understanding
- Safety layer

Human aware autonomy

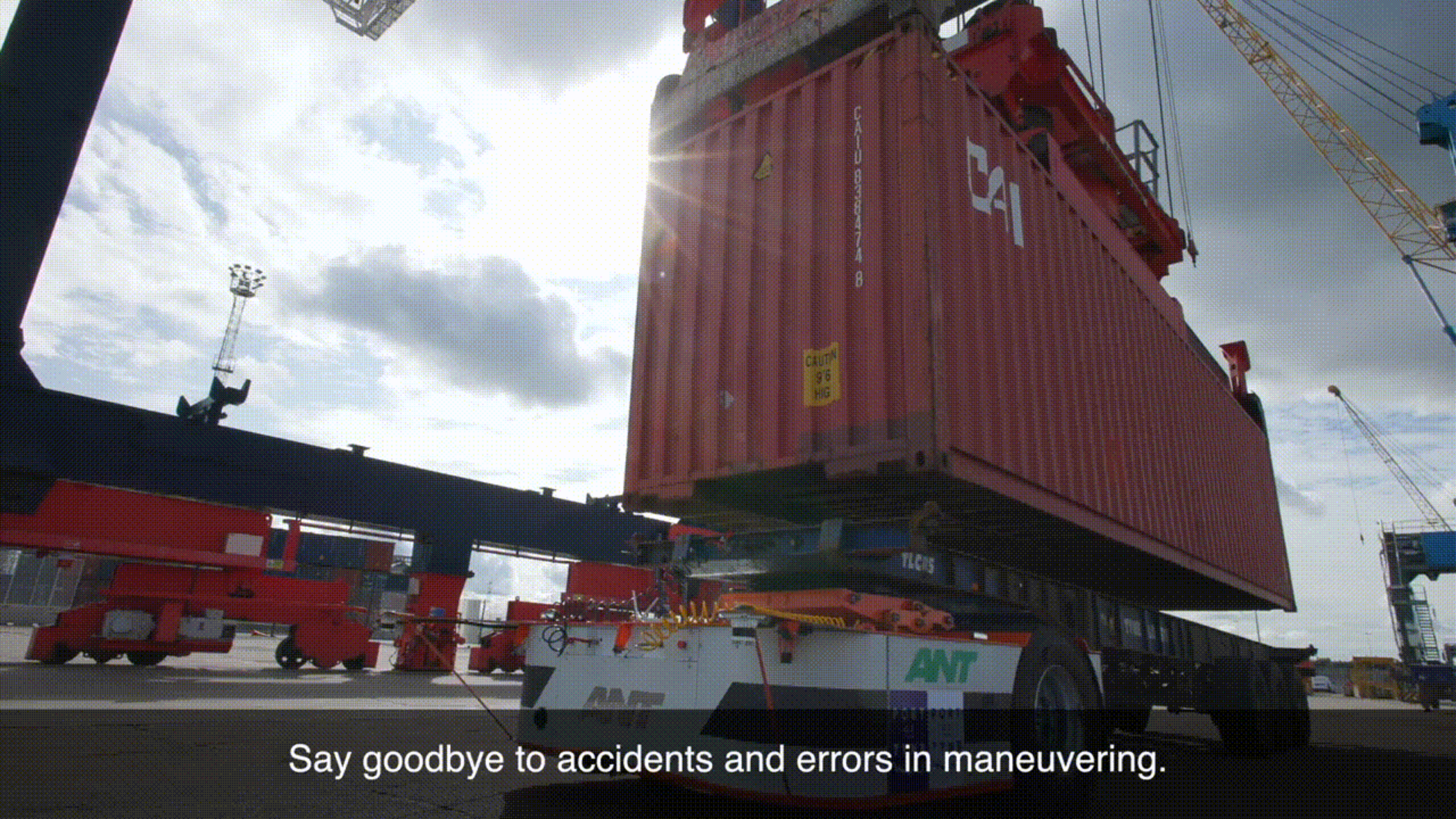
- 45% higher productivity
- Enabled certification



AMR



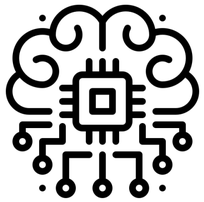

Image



Say goodbye to accidents and errors in maneuvering.

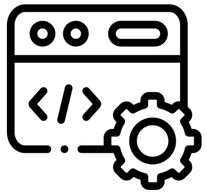
Technical approach

We integrate our AI models & safety envelope into open-source robot operating systems, enabling certification and optimizing for fast commercialization.



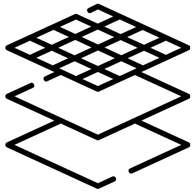
Fine-Tuned Large Models/VLMs & Our Own Models based on Unique Scientific & Deployment Data

+



Functional Safety Envelope Enabling Certification

=

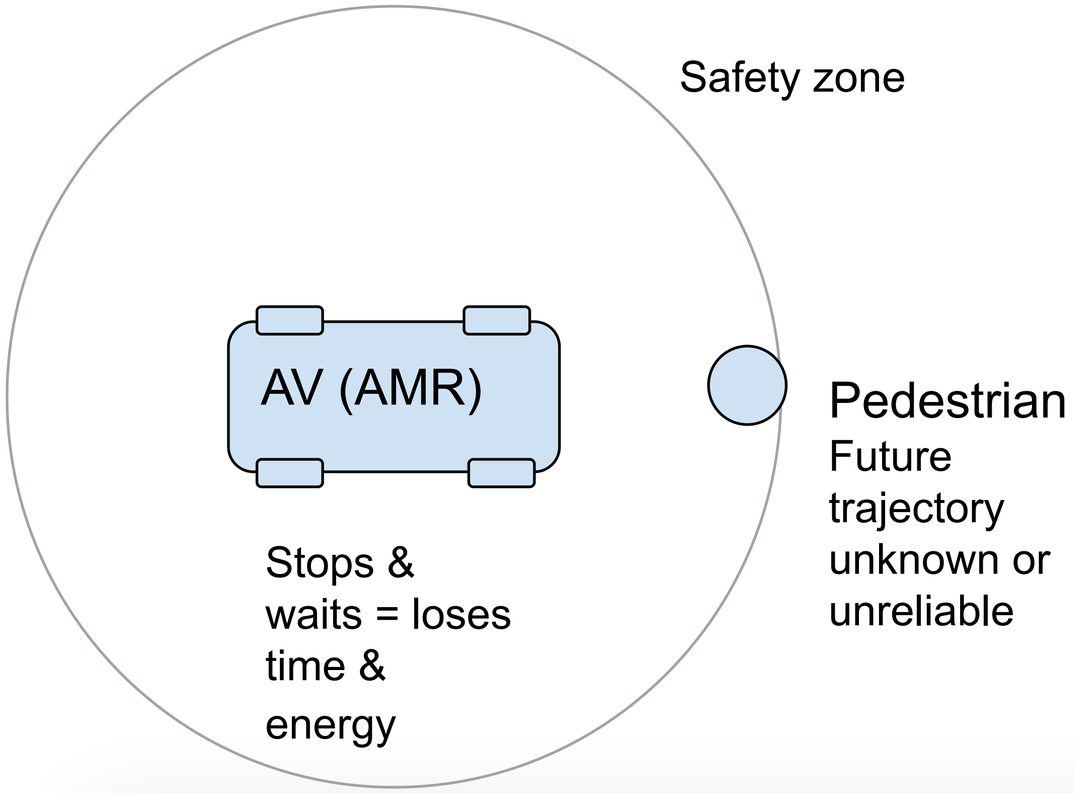


Certifiable Context & Human Aware Stack = Scalable Solution

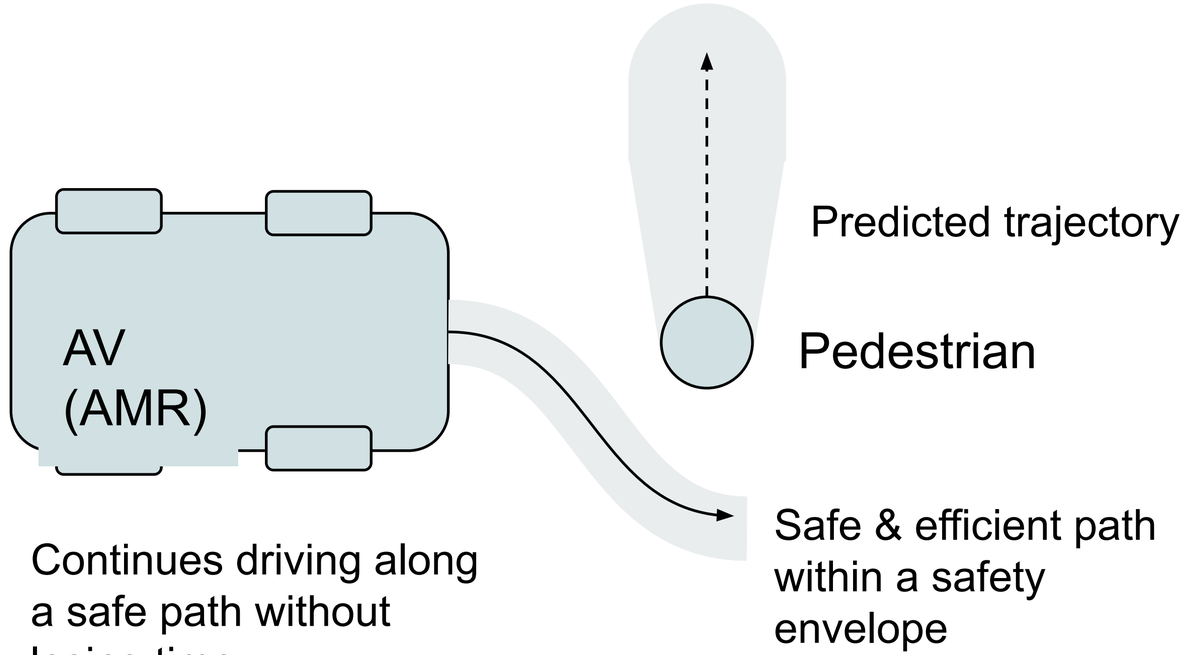
Open-Source Robot Operating System

Radically improving the tradeoff between productivity and safety

State of the Art

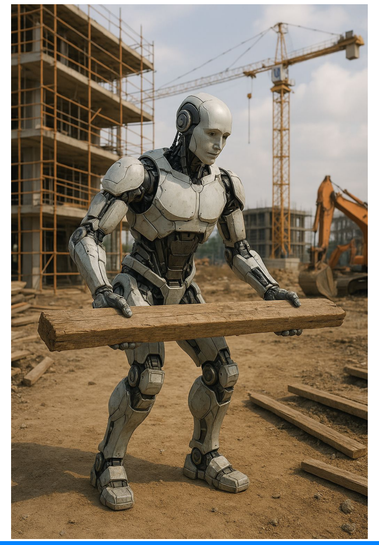


scaledrive.ai concept



Our safety envelope has a solid **research foundation** and is applicable to every robot type, including a **humanoid**'s body and arm movements.

Robot working cycle (example)



Time

Walk

Pick up

Carry

Work near people

scaledrive.ai

Pi or. gr00t (open source)

Safety-critical interactions with human agents?

Yes

No

Differentiation from competitors: Enabled deployment along people & 45% higher uptime

Example of Yard Trucks (YT) at a port

Using behavior prediction and context awareness based on our proprietary technology and data sources, an autonomous vehicle (AYT) can save an anticipated average of 20 seconds by not stopping when meeting a manned vehicle (YT) or pedestrian.

Gains

1) **45% productivity increase for an AYT that uses behavior prediction.**
2) **Scalable AV solution enables efficient deployment of multiple AVs in real-life environments with people and manned vehicles.**

Appraisal based on the data from this paper. Yard area 2 square kilometers.
Overall road length 10 km. Average speed 10 km/h.

Traction (incorporation in July 2024)

8

Customer Pipeline

- Dortmund (ongoing POC w/ HW partner)
- **Port of Tyne** (Pilots in Q1 & Q4 2025; LOI)
- **UVL** (Union w. 500 log. companies; LOI)
- **DHL** (Prev. paid POC w. remote cont. robot & ongoing talks)
- **BMW** (AMR & humanoid), & other Automotive OEMs & suppliers

5

Partners

- Autoware
- Hardware OEM
- Plug & Play
- Nvidia
- TU Munich

TOP 10%

At the largest generative AI hackathon @ UC Berkeley sponsored by OpenAI

Data & Compute

Data from multiple customers & partners to develop our models;

$250 GPU credits from Google

Traction (incorporation in July 2024)

Currently: AMR paid pilot with a multi-year multi-million contract outlook + Humanoid POC

Investors, Advisors, & Collaborators



Ain McKendrick
Founder &
AV Expert

- Founder & CEO of Faction (YC W21).
- VP of Eng. @ Starsky Robotics, pioneering the first fully driverless semi trucks on public roads.
- SDR of Netflix's Partner Products, bringing Netflix Instant Streaming to connected consumer devices.
- Co-founder of Lyve (aqc. by Seagate).



Dr. Matthias Meyer
Corporate Innovator, Investor & ML Safety Expert

- Co-founded BMW's Venture Client unit, later spinning it off into 27pilots, eventually leading to a successful exit.
- Invested in and advised Planet A Foods, a YC company that recently raised $15mm Series A led by World Fund
- PhD in Safety Engineering & ML



Ott Männik
Autonomous Driving Software Leader

auvetech

- Led the development & launch of Autoware-based autonomous shuttles deployed in over 8 use cases across Europe and Japan

UV Unpopular Ventures

- 3 unicorns out of seed-stage investments in the past 5 years
- 71 investments into YC companies

Part of / Collaborate with

NVIDIA INCEPTION PROGRAM

Technical University of Munich

THE AUTOWARE FOUNDATION

Featured in

Market

Humanoids

Semi trucks
4 mil (US only) x $82k =

$ 330 billion

+ market increase through automation of other outdoor port/warehouse equipment & 24/7 operations

Yard trucks
130k x $82k (salary) x 2 (shifts) =

$23 billion



Pre-seed to scale our AI stack into commercialization with major corporations

>50% are committed

in signed SAFEs and pending written commitments; Remaining round filled by soft commitments.

Business/product milestones & use of funding

- **Develop the pre-production prototype**
- **Finance model training (compute)**
- **Deploy the technology in simulation and commercial (paid) pilot with a major port**
- **Start scaling (Target: 3-5 paid pilots; $0.3M annual revenue)**

Reach out if you’re interested in investment or a commercial pilot



Denis Azarov

Founder | Physical AI | ex-BMW | Top 10% at UC Berkeley AI hackathon

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Contact, Appendix, and Q&A

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LinkedIn



PLUG AND PLAY

SV SUMMIT

STARTUP PRESENTATION

REFORGE ROBOTICS

REFORGE ROBOTICS

Reforge Robotics builds software for autonomous manufacturing with industrial robots.

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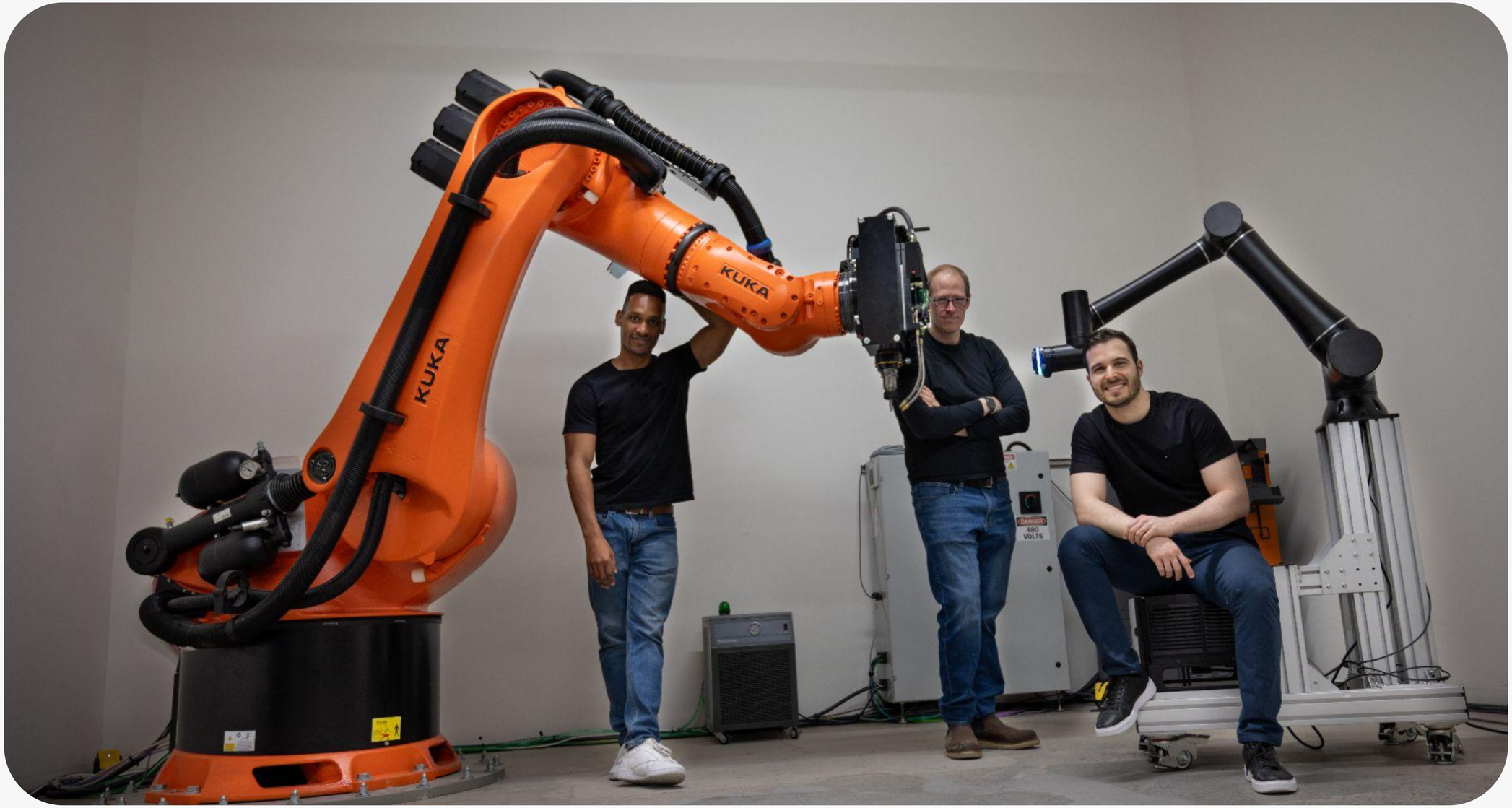
Join us at **pnptc.com**

REFORGE ROBOTICS



AUTONOMOUS MANUFACTURING WITH INDUSTRIAL ROBOTS

BACKGROUND

U.S. manufacturing is at an inflection point



Emphasis on *reshoring critical supply chains*



Significant labor shortage in manufacturing



Advances in autonomy (AI/robotics)

OPPORTUNITY

Reforge is manufacturing with robotics and automation

















KILO · Avesa · STANDARD BOTS · WAYMO · FIGURE · TESLA · KUKA · MultiplyLabs

PROBLEM

Robots are not accurate enough to do highest value tasks

Traditional CNC machine



+ Precise
– Bulky
– Small work area
– Hard to automate

Used in



Aerospace

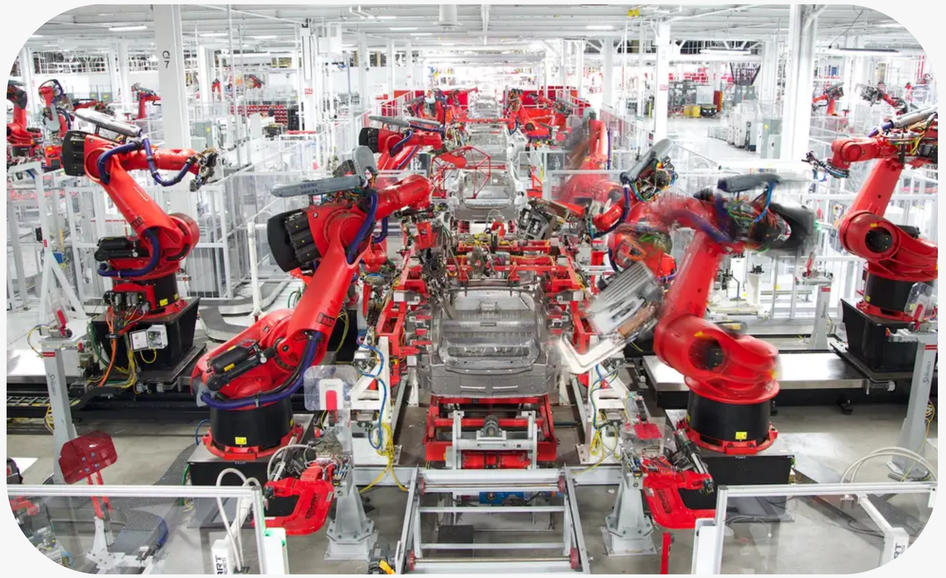


Automotive



Consumer

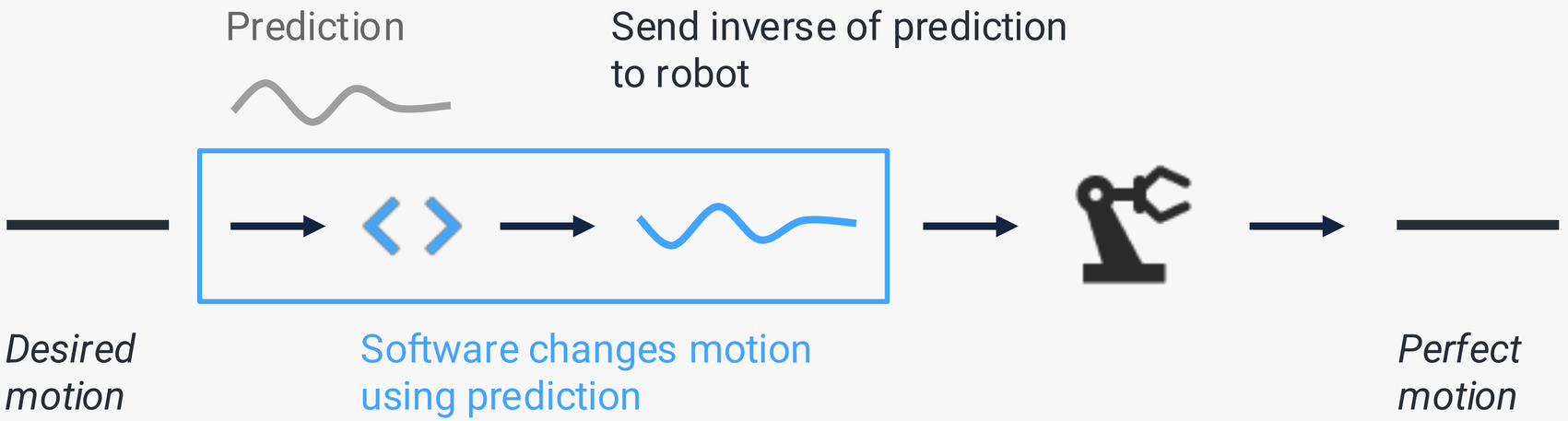
Robot arms



– Imprecise
+ Space efficient
+ Large work area
+ Easy to automate

SOLUTION – proprietary robot control software

Remove vibration with software compensation

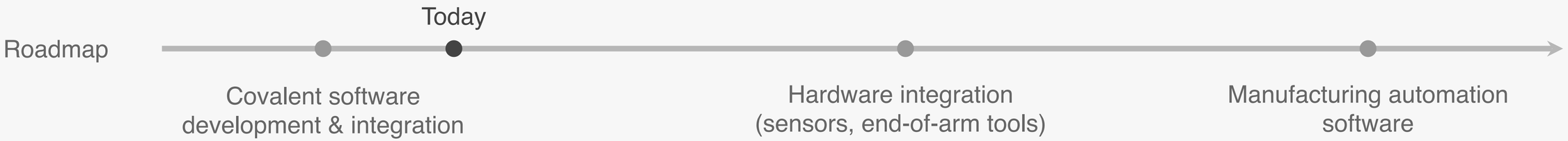


Manufacturers' requirements	Reforge's software
Custom manufacturing setup	✓ Scalable robot calibration for custom assemblies
Minimize vibration from cutting forces	✓ Eliminates up to 98% of robot vibration
Maintain high tolerance (accuracy)	✓ Leads to increased accuracy

MARKETS – overview

Applications for precision robotics software

Collaborative robots	Industrial robots	Manufacturing machines	Mfg software & services
$2B	$40B	$100B	$450B
Get traction!		**Huge market, lots of pain**	**Robot-first manufacturing and automation**



GO-TO-MARKET & BEACH-HEAD

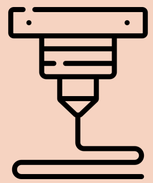
We sell a software upgrade with robot OEMs

$600M

500k factory robots sold per year

25% in for precision applications

Initial target applications



3D printing



Plasma cutting



Welding

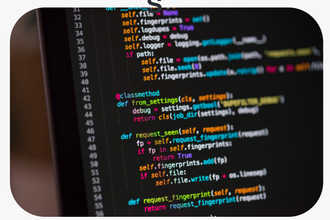
STANDARD BOTS



Robot OEM

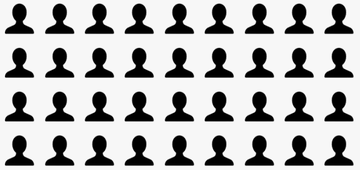
X

REFORGE ROBOTICS



Accuracy upgrade

$400 / robot / mo.

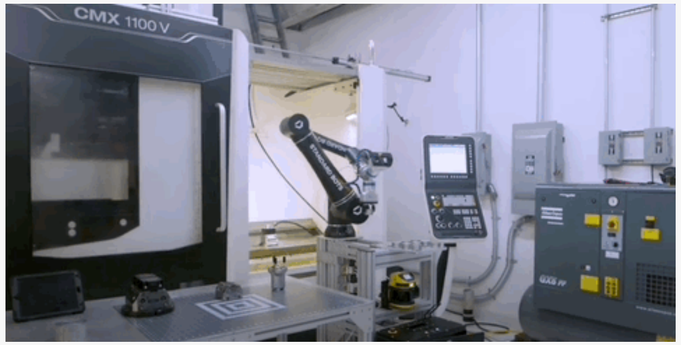


End users

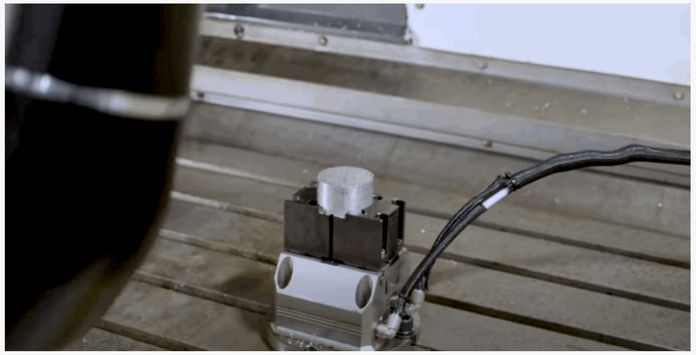
MARKETS – collaborative / industrial robotics

Today – slow, vibrating, & imprecise robots

Slow robots



Vibration limits speed



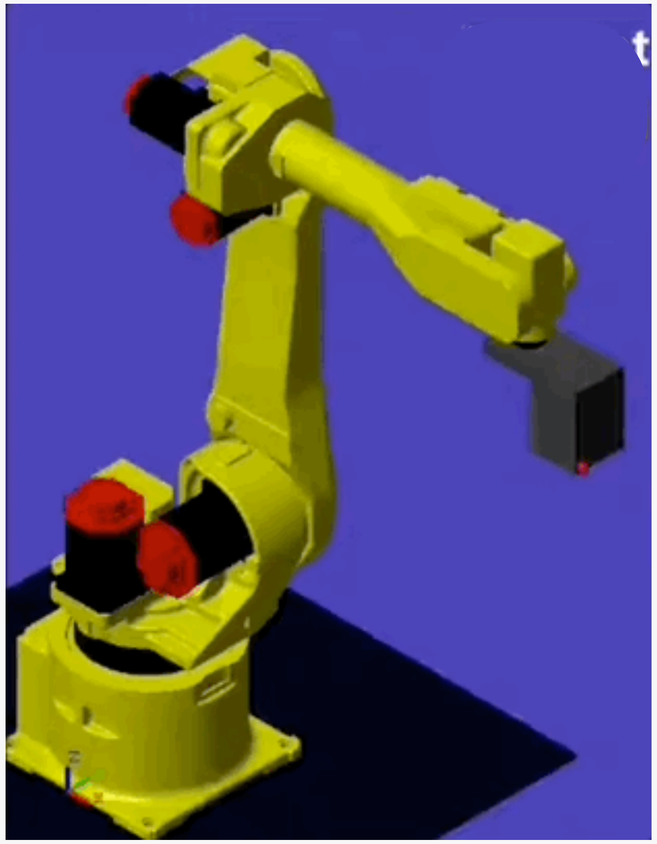
A few applications

- 3D printing
- Plasma cutting
- Welding
- Spray painting
- Polishing
- Soldering

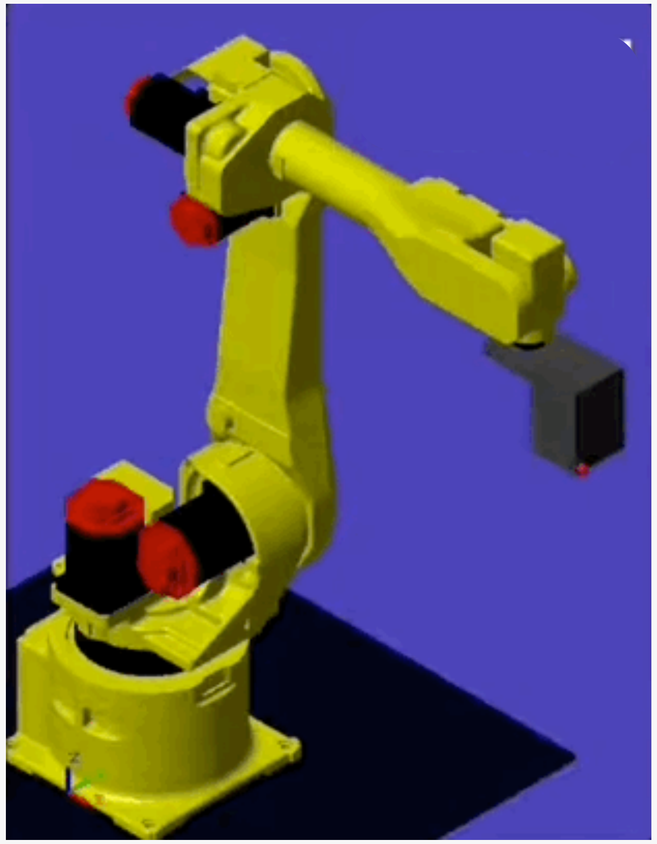
MARKETS – collaborative / industrial robotics

Reforge – efficient, vibration-free robots

Automated visual inspection



WITHOUT SOFTWARE



WITH SOFTWARE

MARKETS – manufacturing machines

Same performance with robot arm & software

CNC machine

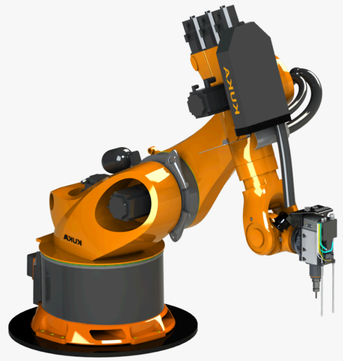


+ Precise
– Bulky
– Small work area
– Hard to automate

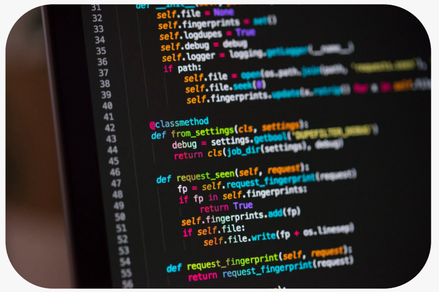
⟺

equivalent performance

Reforge



X



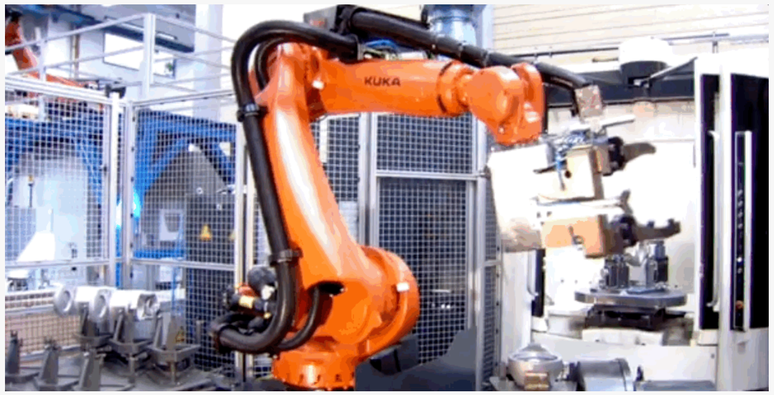
Commercial robot

Reforge’s software

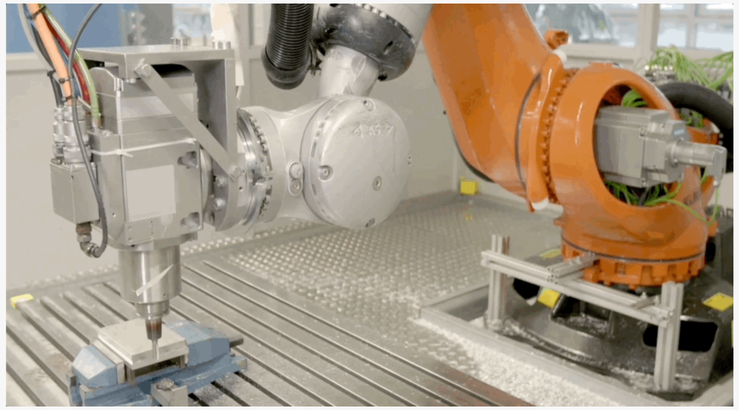
+ Precise
+ Space efficient
+ Large work area
+ Easy to automate

MARKETS – manufacturing software and services

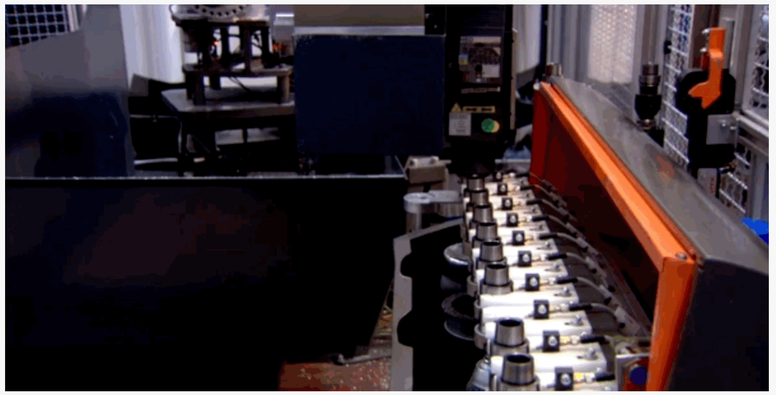
Fully automate manufacturing robots



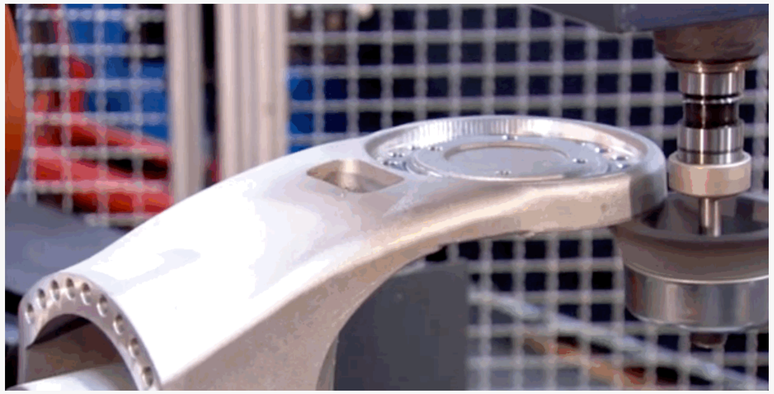
Machine tending



Milling (“machining”)



Hole drilling / tapping



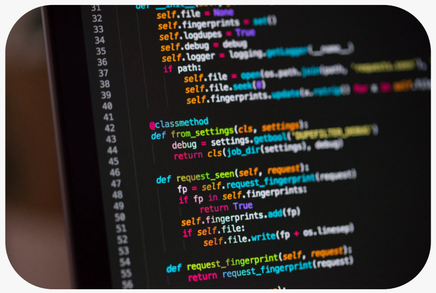
Sanding / deburring



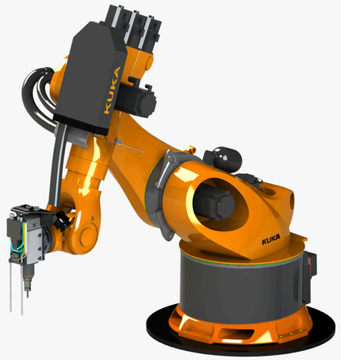
Measuring / inspecting

VISION

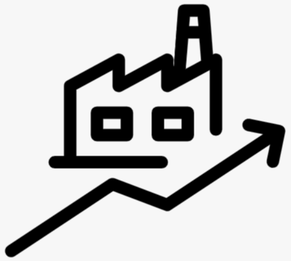
Robot-first factories that maximize efficiency



1. Reforge's software



2. High-value manufacturing



3. Operationally-efficient metal CNC factories



Many happy customers☺



Short lead times & competitive prices

REFORGE PLUGANDPLAY
X

Status – launched with two partners

Funding – pre-seed (seed this Fall)

Ask – intros to manufacturing/robotics folks

Application partners

STANDARD BOTS

CN-SEAMLESS

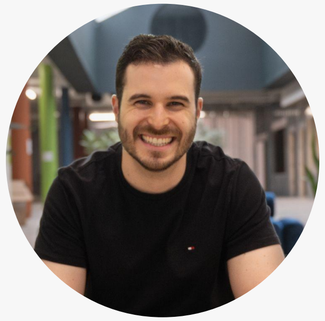
Design partners

SVP SILICON VALLEY PRECISION

A&S



Nosa Edoimioya
Founder & CEO
Prev: ME/Robotics @ Stanford & Michigan



Iago Alves Pereira
Co-founder & CTO
Prev: ME/Robotics @ Michigan



Travis Woodrow
Founding Engineer
Prev: 8th employee @ OnePointOne, Atomic Machines

Key advisors



Evan Beard
GTM Advisor
Founder & CEO @ Standard Bots



Jeff Tiedeken
MFG Advisor
Founder & CEO @ Cutting Time

: nosa [at] Reforge Robotics [dot] com

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T-robotics

T-ROBOTICS

T-Robotics creates agentic AI that brings intelligence to robots, enabling them to understand, learn, and adapt like a human.

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Democratizing
Top-Level Productivity
Through
Customer-Centric Automation



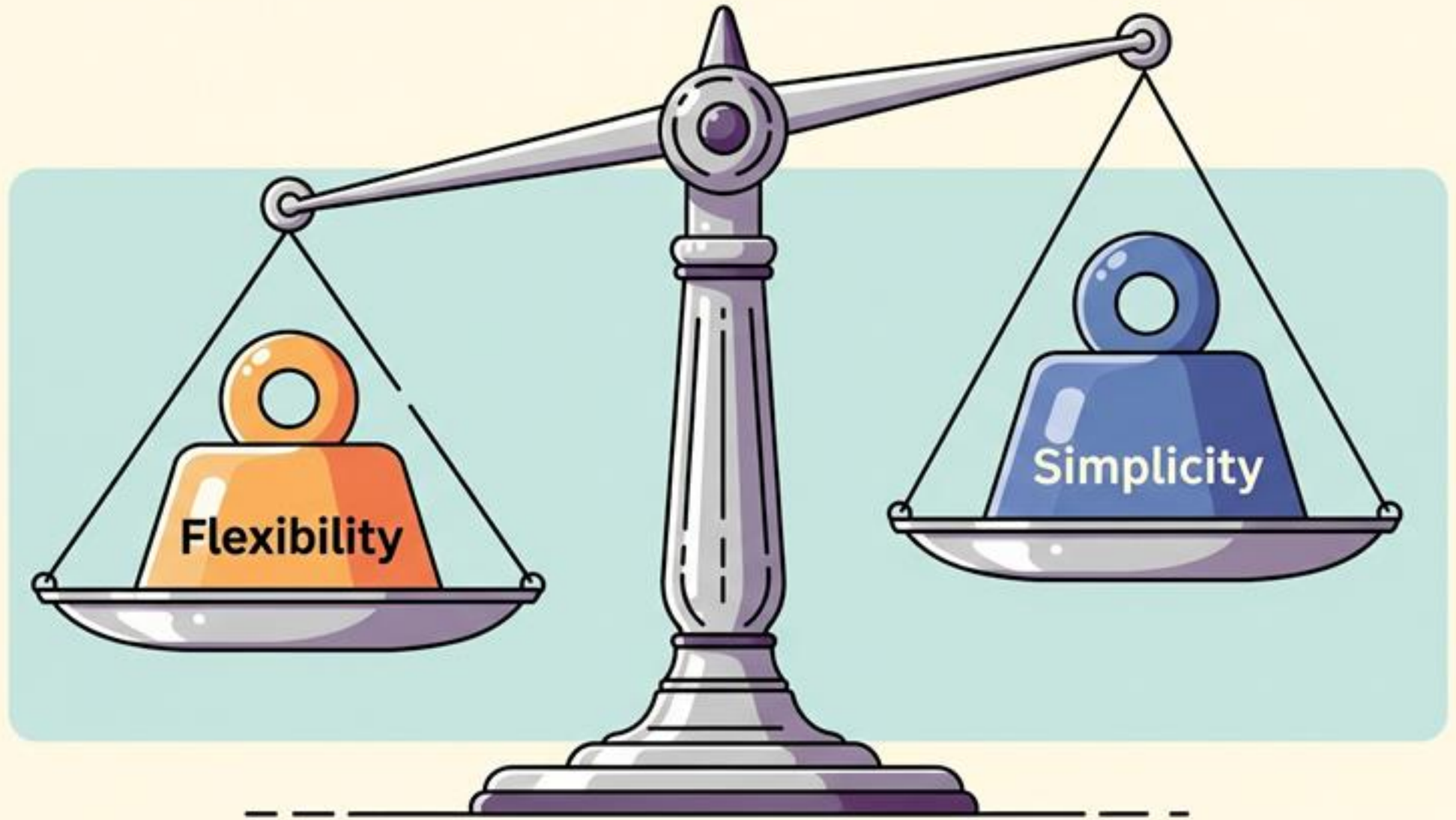
Plug and Play Summit

Pablo J. Pérez - June 2025

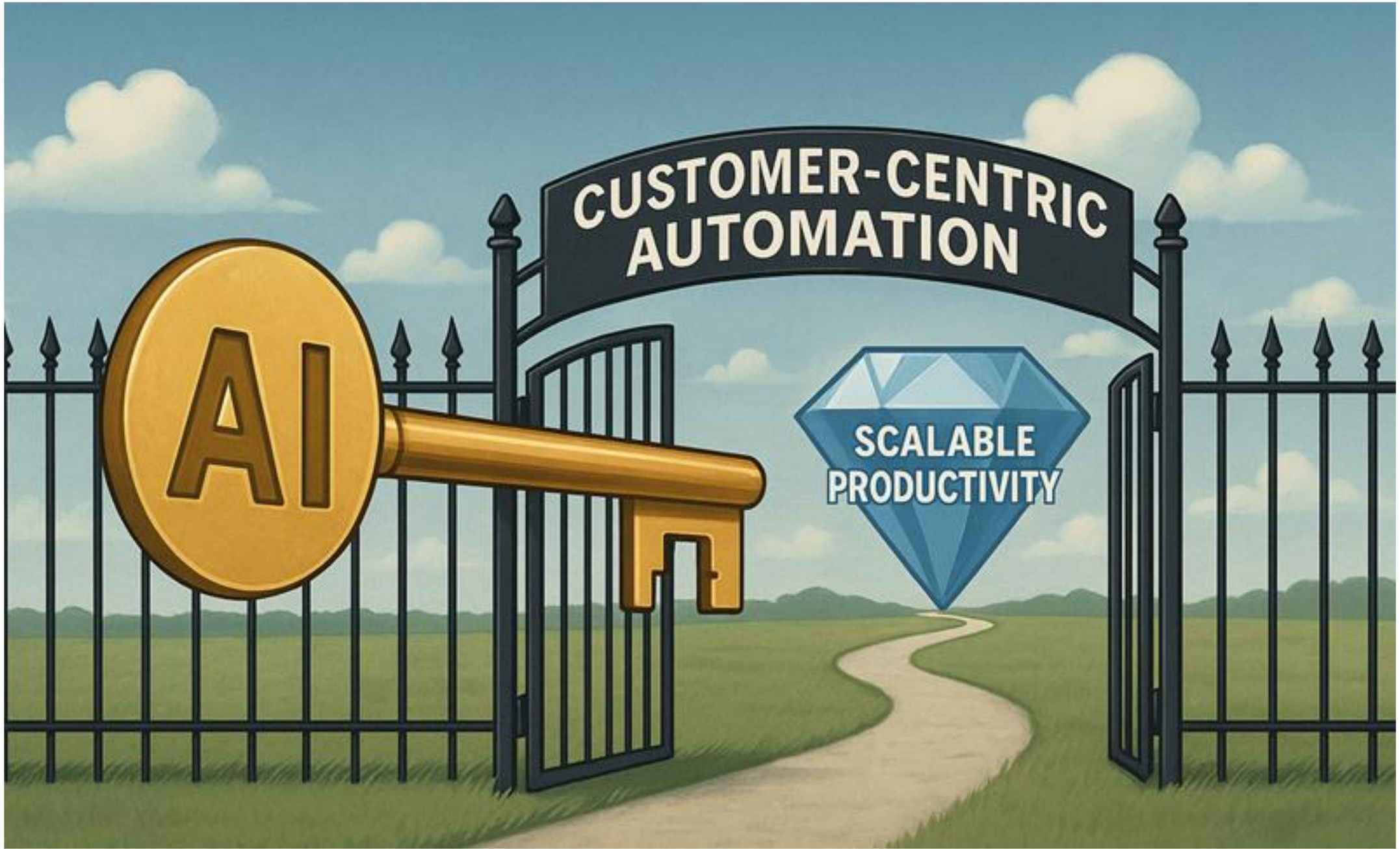
A tale of two factories



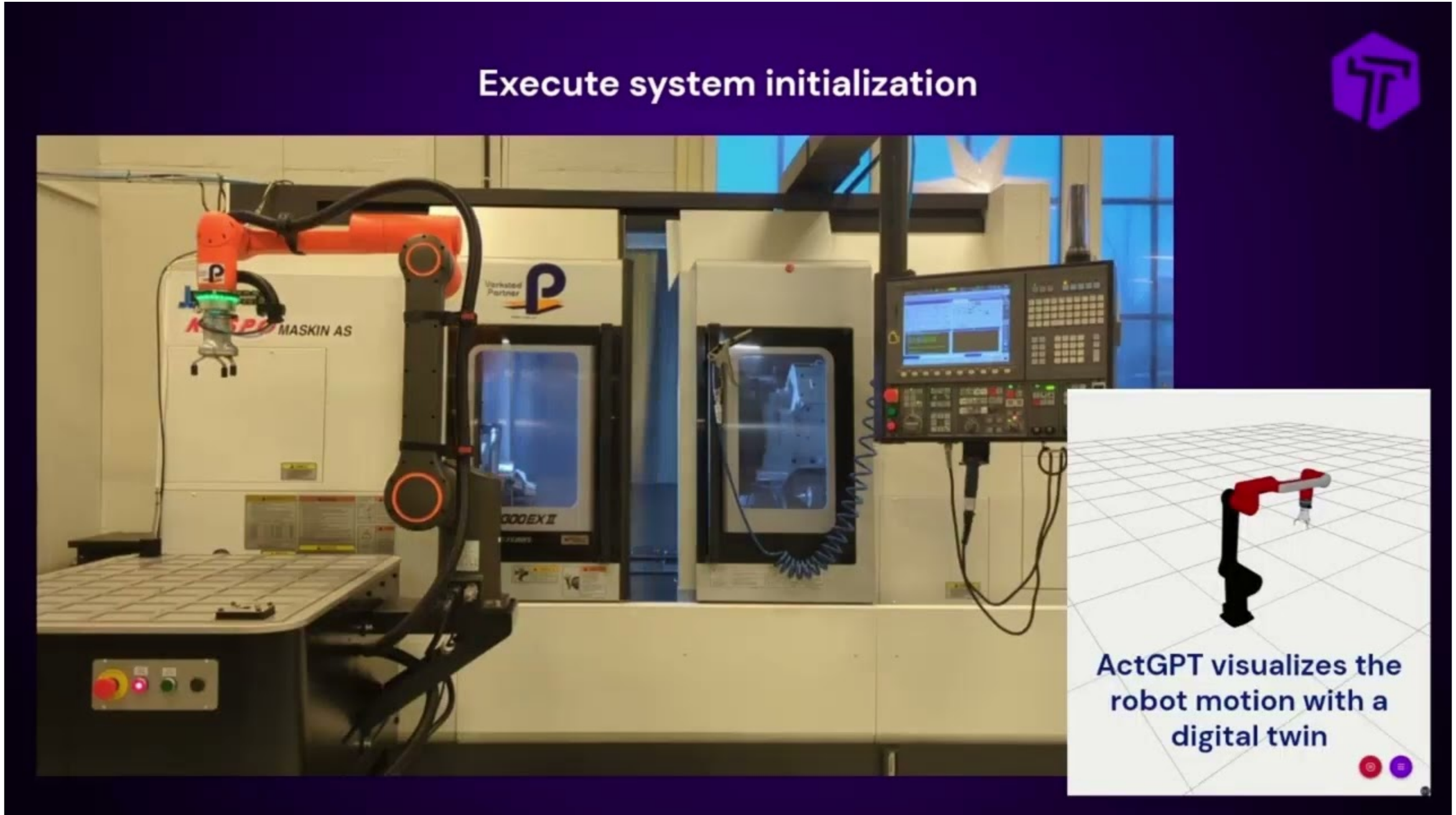
The automation bottleneck



Beyond Process-Centric: The Next Automation Paradigm



ActGPT: The Realization of Customer-Centric Automation



Building a platform from a solid foundation



T-robotics

Momentum and network to lead the market





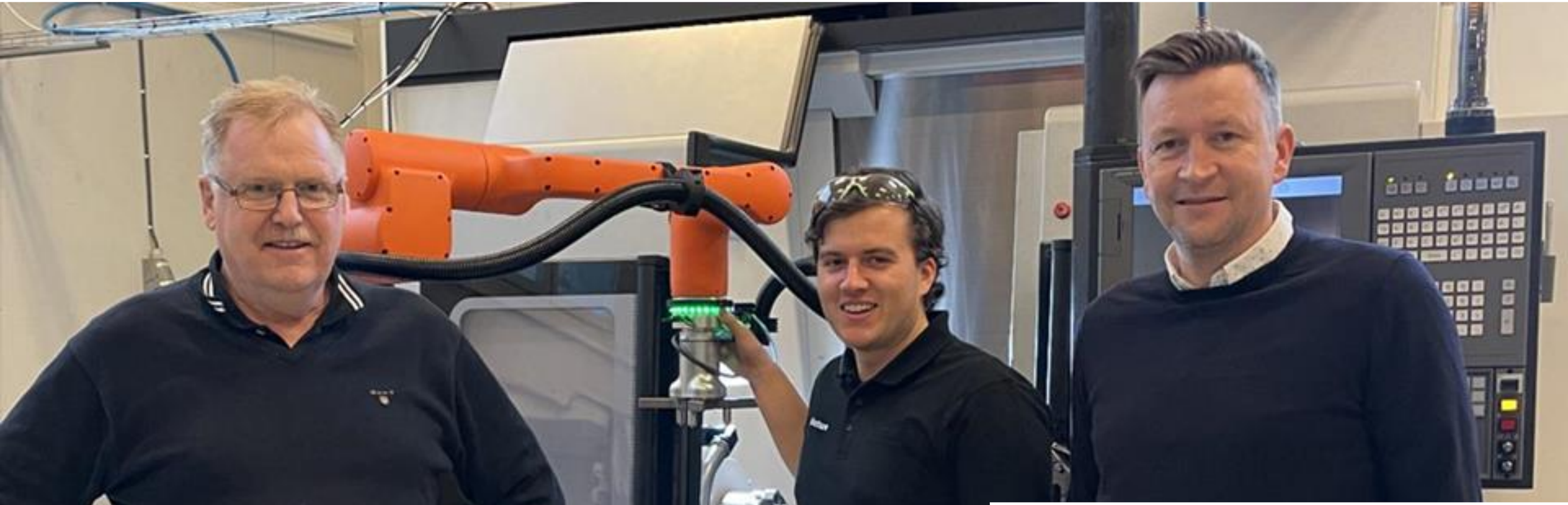








Automation That Works for Everyone



Get to know more:

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Thank you!

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Me





My Problem

A never-ending stream of young workers that needed to learn to learn how to do their job and adapt to new roles

Availability

☑ No Asset

☑ No Instructor

☑ No Time

●

Materials

☑ Pen and Paper

☑ Outdated

☑ Unused

●●

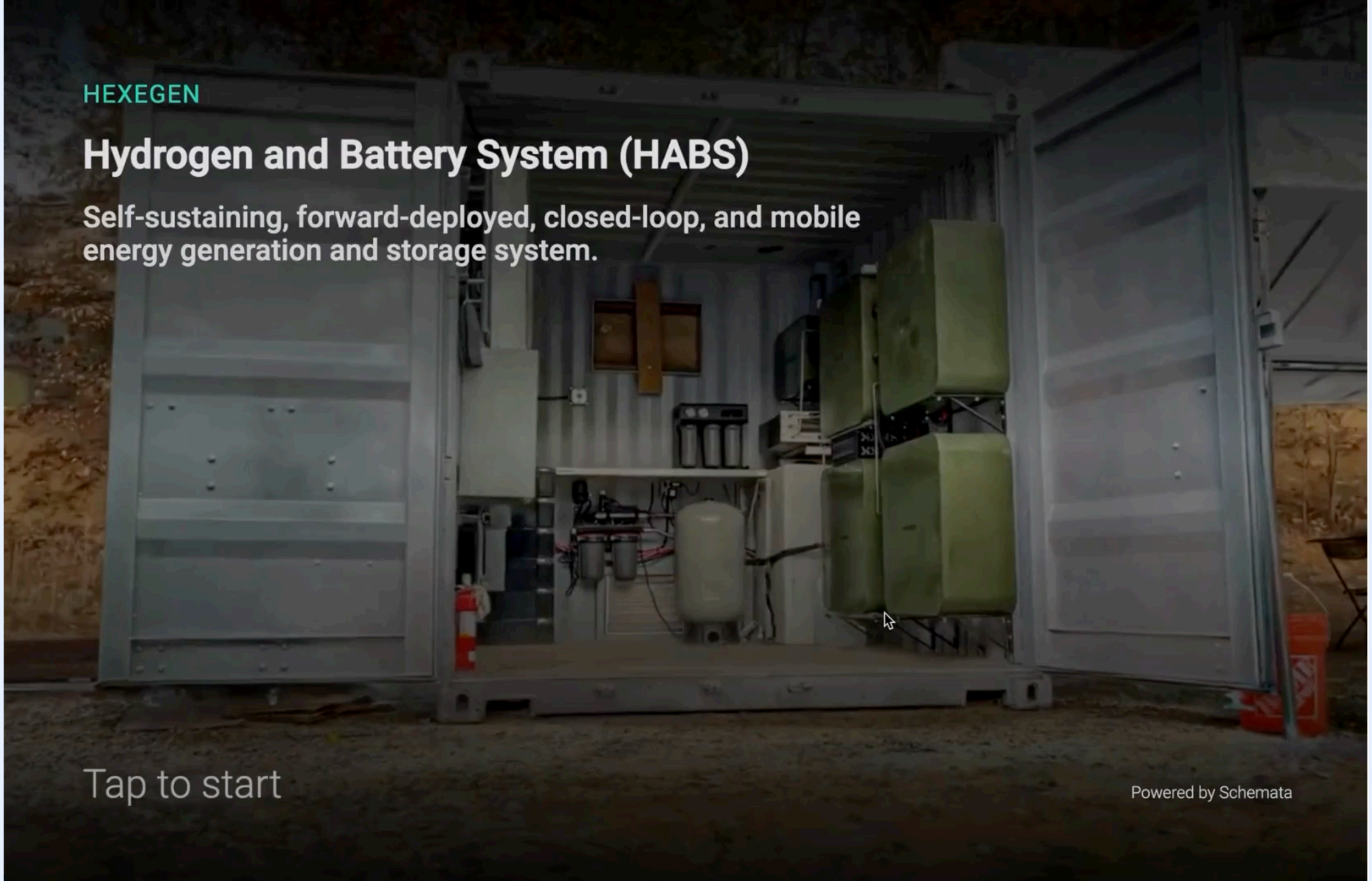
Outcomes

☑ One-size-fits all

☑ <20% Retention

☑ 100+ lost hours

●●●


HEXEGEN
Hydrogen and Battery System (HABS)
Self-sustaining, forward-deployed, closed-loop, and mobile energy generation and storage system.
Tap to start
Powered by Schemata

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Bringing AI to physical work

75%
of knowledge workers use AI at work

Employees want AI at work—and they won't wait for companies to catch up.

Owl Ventures

PLUGANDPLAY

A16Z GAMES speedrun

NABORS

DFW

97TH AIR MOBILITY WING

DALLAS FORT WORTH INTERNATIONAL AIRPORT

$5M Raised

$3.4M Revenue



CEO, Co-Founder
James Brown



CTO, Co-Founder
Huy Nguyen



COO, Co-Founder
Quin Roberts

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CLOSING REMARKS

Kristyn Coons

Senior Program Manager
Plug and Play Mobility

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