PLUG AND PLAY

THE FUTURE OF INDUSTRIES

REVERSE PITCH

SV SUMMIT



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SV SUMMIT



Opening Remarks

Sakura Grant

Partner Success Manager

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SV SUMMIT

TODAY'S AGENDA

11:00 AM	**Opening Remarks**
11:05 AM	**Fujitsu**
11:10 AM	**Chiyoda Corporation**
11:15 AM	**SBCC**
11:20 AM	**Mitsubishi Electric**
11:25 AM	**Kansai Electric Company**
11:30 AM	**OKI**
11:35 AM	**Toyota Boshoku**
11:40 AM	**Suzuki**
11:45 AM	**Kärcher**
11:50 AM	**Kajima**
11:55 AM	**Jatco**
12:00 PM	**Pirelli**
12:05 PM	**Sekisui**
12:10 PM	**Closing Remarks**
12:15 PM	**Networking**

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SV SUMMIT

DOWNLOAD BRELLA

Sign in here:
https://next.brella.io/events/SVMaySummit26

Password: SVMaySummit26

- Discover attendees
- Sync the agenda to your calendar
- Book meetings & meeting spots

Open the app > QR code > Scan QR code

NOTE: EXTERNAL DECH

Please note that this is the shareable deck. Some corporates have elected not to share their deck.

If you are interested in getting connected with them or accessing their materials, please reach out.

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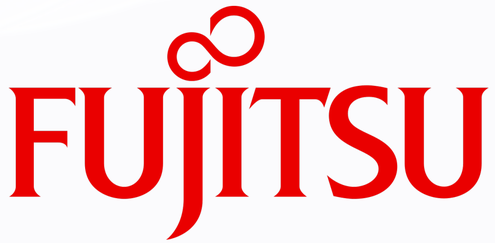
CORPORATE PRESENTATION



Fujitsu

Fujitsu Research of America develops AI, quantum computing, and emerging technologies to build a more sustainable, people-centered world.

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Fujitsu Research

FUJITSU



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Fujitsu overview

FUJITSU

Headquarters

Kawasaki-shi, Kanagawa, Japan

Established

In 1935

Representative Director

Takahito Tokita, CEO

Principal business areas

Service Solutions
Hardware Solutions
Ubiquitous Solutions

Employees*

113,000 worldwide

Revenue**

3,550.1 billion yen

Operating profit**

307.2 billion yen

R&D expenses**

101.2 billion yen
(Approx. 2.9% of revenue)

Stock exchange listing

Tokyo (Code 6702)
Nagoya

* Number of employees: As of end of March 2025

** Consolidated financial figures for fiscal year ending March 2025

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Revenue by segment

Ubiquitous solutions

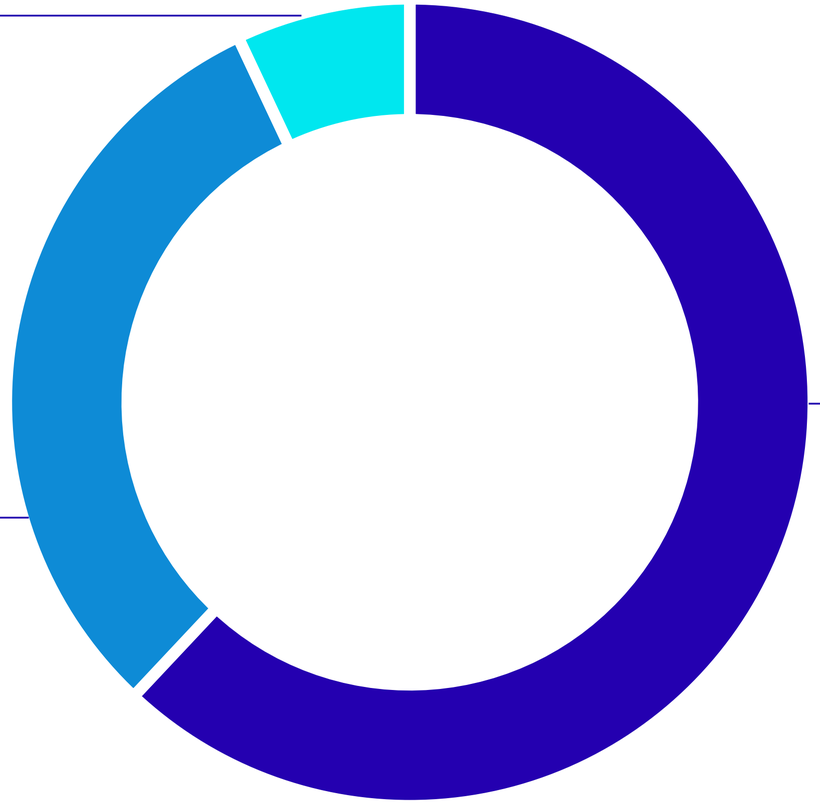
7.0%

- PCs

Hardware solutions

31.0%

- System products
- Network products



Service solutions

62.0%

- Consulting services
- Cloud services
- System integration
- Software

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Trusted globally by world class customers

FUJITSU

Retail

e.l.f.
KFC
Morrisons
Mitchells & Butlers

Financial Services

ARAG
HDI
Munich RE
pbb Deutsche Pfandbriefbank
pelayo
ROBECO
UBS
WWK Versicherungen

Transport and Logistics

ARTC
banedanmark
CN
Consorcio Transportes Madrid
ctt Express
Hermes
pacificnational

Utilities

EnBW | ODR
RheinEnergie
VIVA EnergyAustralia

Public Sector

British Columbia
City of Gold Coast
ea Education Authority
Environment Agency
Helsinki
IT.Niedersachsen

Manufacturing

Bayer Crop Science
Beam Suntory
BlueScope
Daikin Applied
Emerald
Embraer
Suntory Beverage & Food Europe
Westlake

Communications

dataport
Datasite Where deals are made
harbor
SAMLINK
SUPPLYON
Sunrise

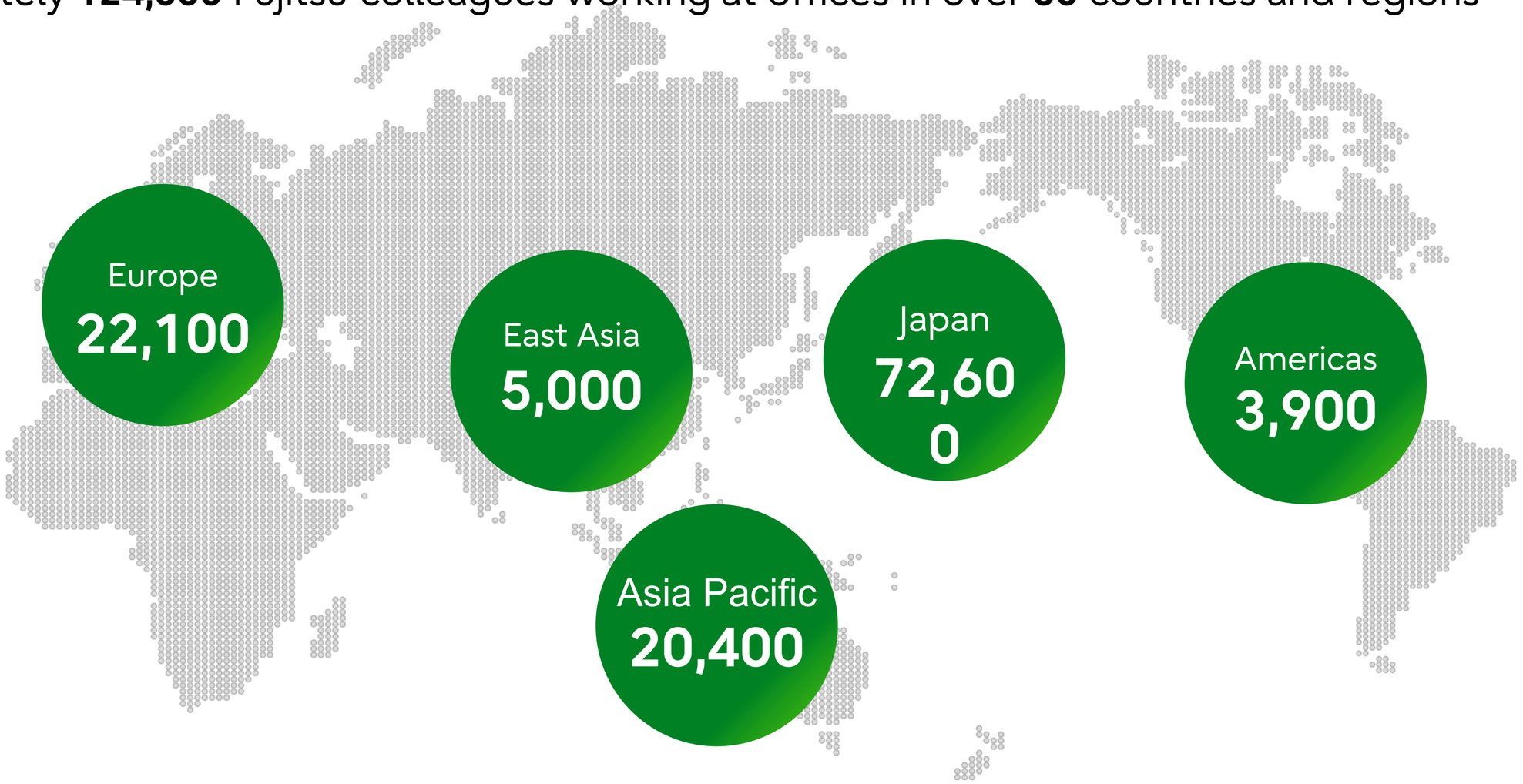
Health

apotti
camp quality
Evelina London Children's Hospital
HUS Helsingin yliopistollinen sairaala
hpsc
UKSH

Access our customer stories

Where we work

Approximately **124,000** Fujitsu colleagues working at offices in over **50** countries and regions



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Fujitsu research group leading the way

1430 researchers in 8 countries worldwide

FRE

AI, Quantum, Data & Security Converging Technologies

FRE: Fujitsu Research of Europe Ltd

FRIPL

AI, Computing Quantum Software

FRIPL: Fujitsu Research of India Private Ltd

FRDC

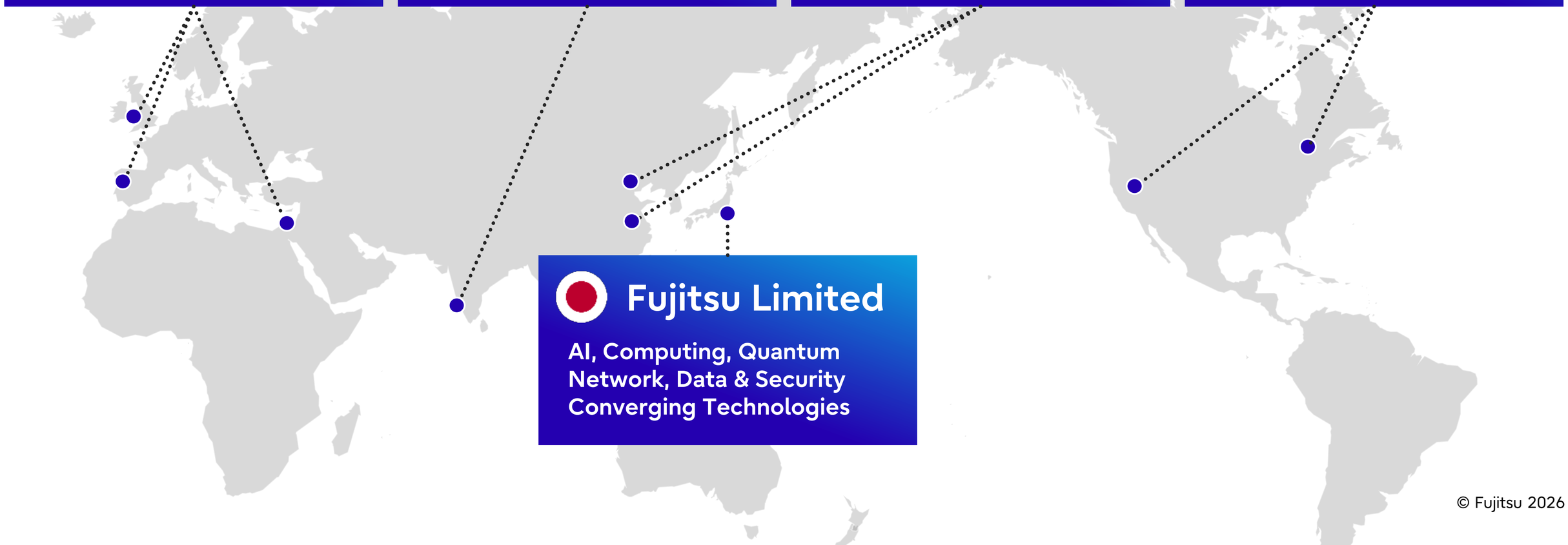
AI, Data & Security Converging Technologies

Fujitsu Research and Development Center

FRA

AI, Computing, Quantum Converging Technologies

FRA: Fujitsu Research of America, Inc



Fujitsu Limited

AI, Computing, Quantum Network, Data & Security Converging Technologies

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Fujitsu's Key Technologies

FUJITSU

Differentiation through the fusion of AI and world-leading technologies

Computing

Advancing AI with quantum and computing technology to realize innovation

- AI computing resource optimization
- FUJITSU-MONAKA
- Quantum computing

Network

Optimally controlling network operation with AI and realizing distributed AI through advanced networks

- AI-RAN
- All photonics networks
- Disaggregated computing

AI

Realizing a net-positive society by transforming workstyles and business with cutting-edge AI technology

- Fujitsu Kozuchi
- Takane generative AI for enterprise
- Domain-specific AI agents
- Composite AI

Data & Security

Realizing digital trust to mitigate risk for society and enterprises brought by AI

- Multi-AI agent security technology
- Anti-disinformation platform
- AI security, AI ethics and AI governance

Converging Technologies

Solving diverse social issues with digital twins and AI, fusing AI with humanities and social sciences

- Social Digital Twin, Ocean Digital Twin
- Digital rehearsal
- Policy Twin

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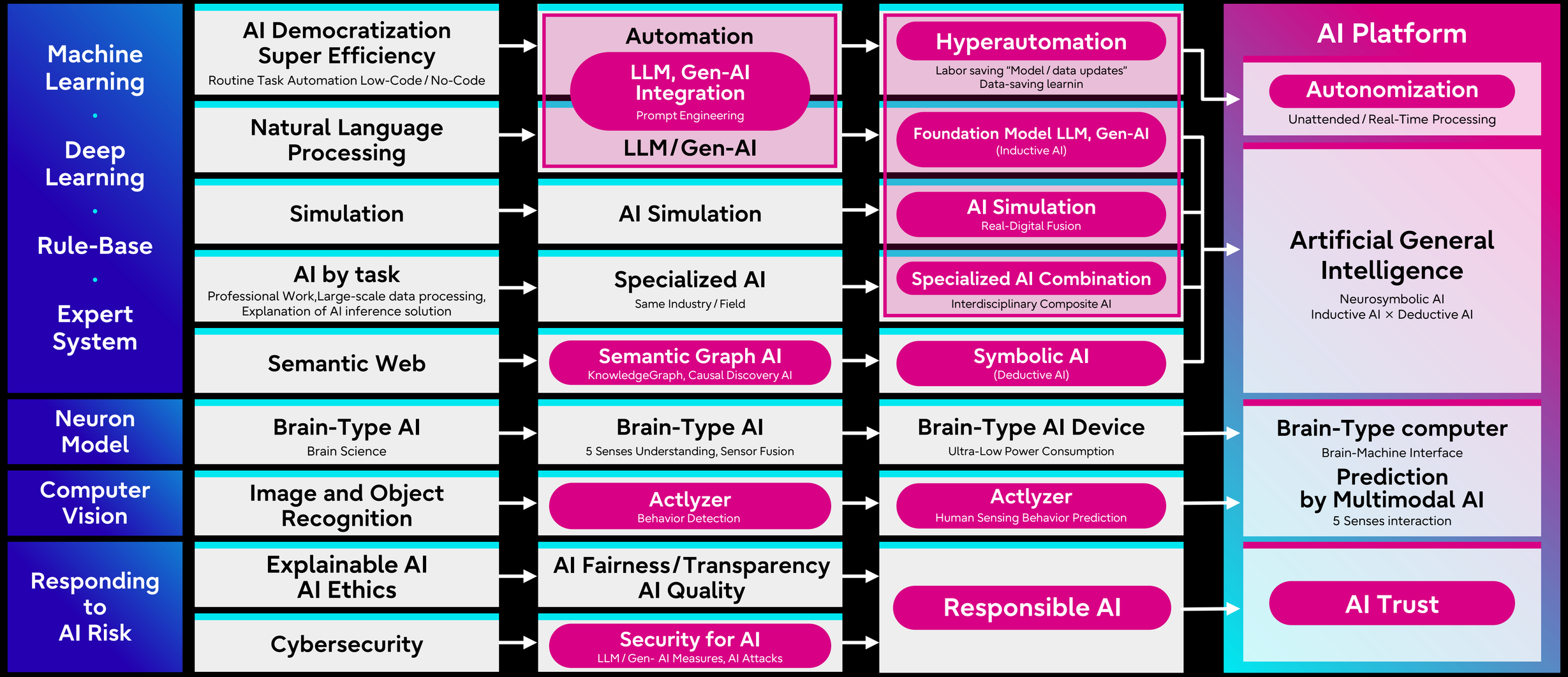
Evolution of AI Technologies

FUJITSU

- AI coexists with people and society to design the future

Currently focused areas



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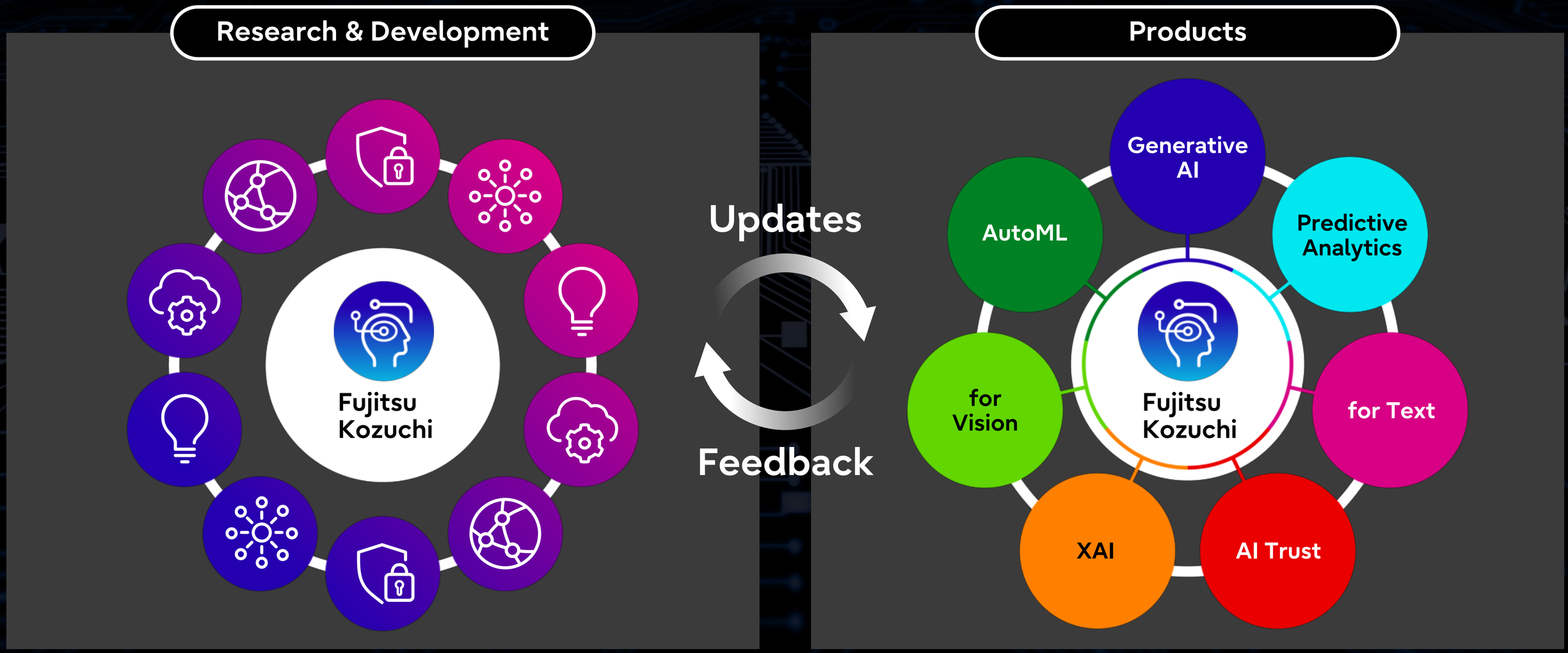
Fujitsu Kozuchi

Creating cutting-edge technology through research and development, and continuously evolving to provide the latest technologies.



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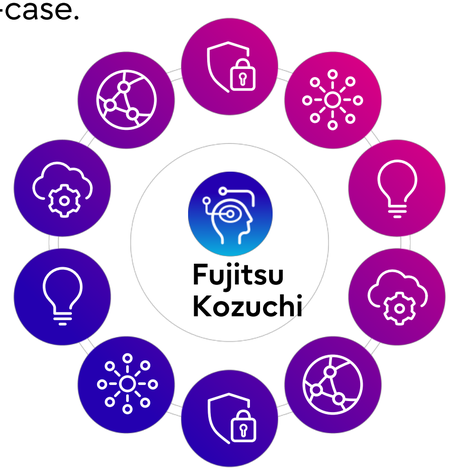
Creating Win-Win Relationships

FUJITSU

Technology

Fujitsu Research proprietary research in AI, such as human sensing / causal discovery, and a plethora of other technologies that could fit your use-case.



Go-to-market

We work with your team to create an engagement strategy that distills value so next actions are linear and project success can be quickly determined.

- **Attend Events Together**
- **Build Use-Cases, Whitepapers, & Marketing Collateral**
- **Utilize Fujitsu Research SNS Channels**
- **Develop Lead Generation Strategies.**

Flexibility

We are happy to explore a variety of ways to partner with you. Here are examples of what has worked for us in the past

- **Revenue Share**
- **IP Rights Share**
- **Stock Share**
- **Licensing/Service Fee**
- **Subcontract**

Atmonia

ARCHIMEDES CONTROLS CORP.™

LARUS

MODE

MoBagel
DEMOCRATIZING DATA SCIENCE FOR EVERYONE

Delight Health

Thank you!

FUJITSU

Amalgamation AI

Visit Our Website!

Scan QR code now!

Thank you

If you have any questions relating to the content of this document please get in touch:



Zachary Rainey
Open Innovation Manager
Zrainey@fujitsu.com

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FUJITSU

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CORPORATE PRESENTATION

CHIYODA CORPORATION

Chiyoda

Chiyoda Corporation is a leading Japanese integrated engineering firm specializing in EPC (engineering, procurement, and construction) for energy and chemical plants.

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CHIYODA CORPORATION

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CORPORATE PRESENTATION

SBCC

SBCC

SBCC is a preferred partner and resource for the Department of War in its efforts to integrate innovative commercial technology, advance deliberative capabilities in leaders, and deliver solutions for our nation's defenders.

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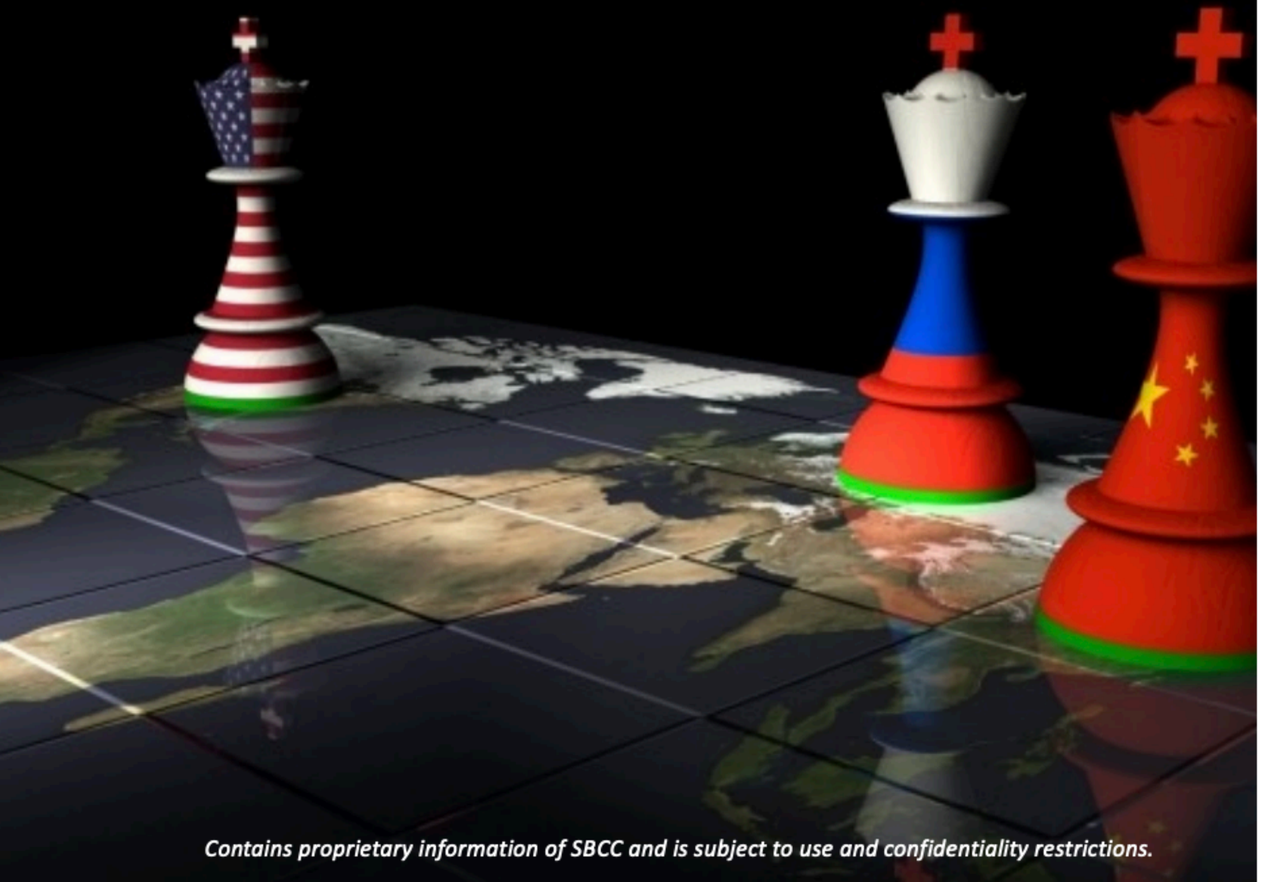
SBCC



U.S. Government Commercial Solutions Integration & Acquisitions

Dayton M. Wenzel
Senior Director, Commercial Engagement & Integration

THE PAIN POINT



A Largely Unrecognized Crisis

- **"Nearly Perfect Record"**

  US loses in almost every wargame against China

- **Same US Solutions, Different Decade**

  Technology modernization consistently lags warfighting requirements

- **Whole of Nation Approach**

  China & Russia have no restrictions to commercial technology ISO national defense

- **Commercial Sector Owns R&D**

  Federal R&D: >70% down to 19.5%

  Business R&D: <30% up to 73.1%

- **"Middle Child Syndrome"**

  Big Acquisition (Sentinel/B-21/T-7) dominates AF funding & bandwidth

  while MAJCOMs challenged to meet Smaller Acquisition needs

Contains proprietary information of SBCC and is subject to use and confidentiality restrictions.

THE IDEAL FIT

We want partners who can move quickly through our rapid acquisition process and deliver real capability to the warfighter.









Our Target Company Profile

- *Dual-use technology* – *Strong commercial market + clear Air Force application*
- *Rapidly acquirable* – *Fieldable within 6–18 months and allows for further modifications, as needed*
- *Contracting-friendly* – *Small business set-aside eligible, SBIR/STTR experience, OT authorities, or other streamlined pathways*
- *US-Based* – *Typically desire US-based companies based on contract and foreign influence requirements for DoW contracts.*
- *Innovative but practical* – *Solves defined problem with measurable impact*
- *Government experience* – *Prior defense, federal, or prime contractor sales (highly preferred)*
- *Mid-to-High TRL (6/7+ preferred)* – *Prototypes demonstrated in relevant environments, ready for rapid pilot or acquisition*
- *AFGSC Customer Priorities* – *Strong fit to customer problem sets*

BE THE SOLUTION

National Security Critical Technology Areas

- Applied Artificial Intelligence (AAI)
- Contested Logistics Technologies (LOG)
- Quantum and Battlefield Information Dominance (Q-BID)

www.cto.mil/cta/



AFGSC Showcase Event

5 USG Topics | 18 Companies Presented

Weapons AM
- Space Foundry *
- PolyMath AI

Large Aircraft Defense
- Bright Silicon Technologies *
- Black Sand

Rapid Certification
- Addiguru *

AR/VR
- Hypertunnel

AIR FORCE GLOBAL STRIKE COMMAND

Contact Us Today

Dayton Wenzel
Senior Director of Commercial Engagement & Integration

Dayton.Wenzel@smallbcc.com

www.SmallBCC.com


Thank you!
SBCC

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CORPORATE PRESENTATION



Mitsubishi Electric

Mitsubishi Electric is a century-old global technology leader delivering engineering-driven solutions across mobility, energy, automation, and beyond—accelerating decarbonization and sustainability through AI, digital innovation, and open collaboration with startups worldwide.

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MITSUBISHI ELECTRIC
Changes for the Better

Mitsubishi Electric Open Corporate Reverse Pitch

Yuta Tsukagoshi
Development Manager, Mobility

May 20, 2026

Bio

Experience

Development Manager, Mobility

Mitsubishi Electric US, Inc. (Mountain View, CA, USA) | April 2025 ~ Present

- Tech scouting, initiate PoC
- New business development

Manager, New Business Development

Mitsubishi Electric (Tokyo, Japan) | October 2021 ~ March 2025

- Strategy planning of autonomous delivery robot business

Tech specialist

Mitsubishi Electric Automotive America, Inc. (Northville, MI, USA) | August 2018 ~ September 2021

- Engineering support / strategy planning of Alternators and Motor Generators for North America

Tech specialist

Mitsubishi Electric Automotive Europe, B.V. (Paris, France) | July 2017 ~ July 2018

- Engineering support / strategy planning of Alternators and Motor Generators for Europe

Mechanical engineer

Mitsubishi Electric (Himeji, Japan) | April 2013 ~ June 2017

- Mechanical engineer of Alternators and Motor Generators for US/EU customers



Yuta Tsukagoshi

Development Manager, Mobility

Corporate Strategic Planning & Development

Open innovation activity example

1. Cartken x Mitsubishi Electric partnership



Open innovation activity example

1. Cartken x Mitsubishi Electric partnership





Last Mile Delivery

AEON MALL(Aichi, 2022~)



Uber Eats (Tokyo, Osaka, 2024~)



Sotetsu (Yokohama, 2024~)



Etc…

Industry Use Case





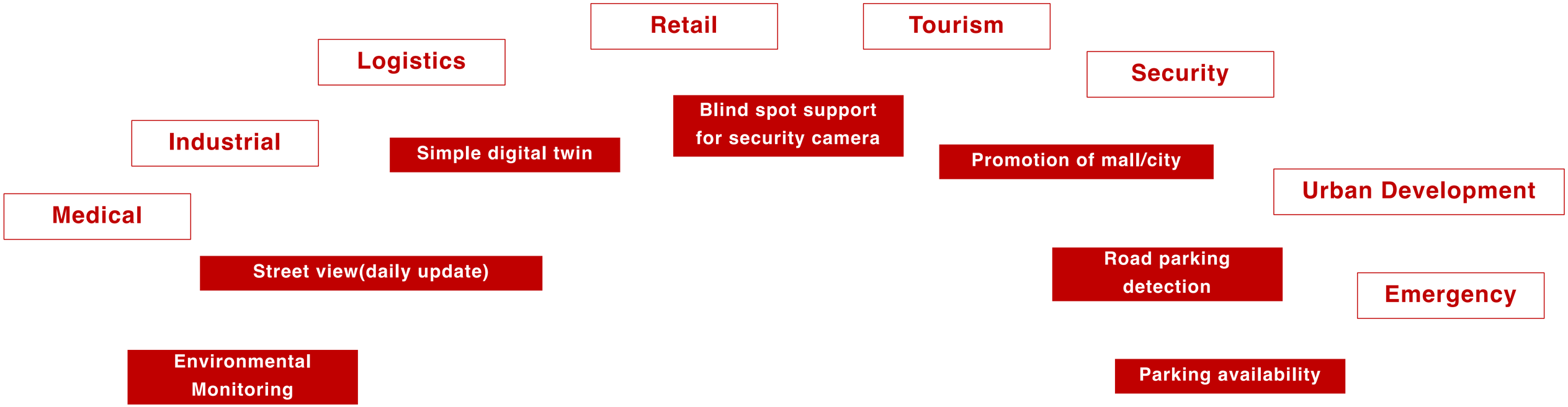






Cartken Data Utilization Concept

- Digitalize things by collecting and analyzing data along the way
- then Provide a variety of solutions beyond delivery to customers



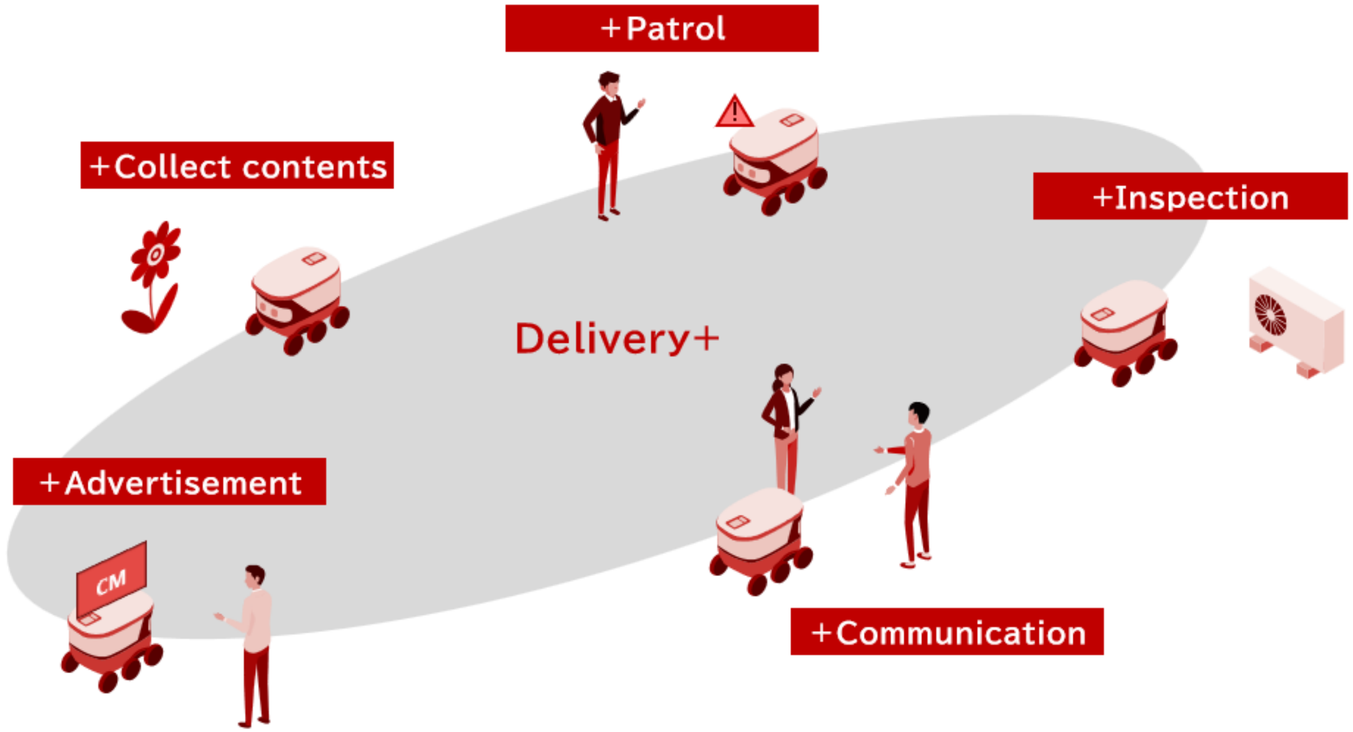
Simple
Simply make things IoT-enable that are difficult to be done individually

Comprehensive
Seamlessly record things that have not been digitalized by collecting data on a daily basis

In a Meaningful way
Give meaning to things that can not be read from individual data by analyzing images

We are looking for the partner to create new business

Call to Actions



Robotic Sensor Data Access

We offer access to data from **cameras, IMU, GPS, and odometry** on autonomous delivery robots to partners.

Collaborative Business Opportunities

Our goal is to collaborate with companies to **discover and build new business opportunities based on shared data**.

Proof of Concept Development

We aim to develop and validate use cases through proof of concept, progressing to partnerships after successful results.

New Business Creation

Formal collaboration allows both parties to combine strength, driving innovation by utilizing robot data.

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MITSUBISHI ELECTRIC
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CORPORATE PRESENTATION

Kansai Electric Power
power with heart

Kansai Electric Power

Kansai Electric Power is a leading Japanese energy company driving decarbonization through renewables, battery storage, and global startup collaboration across 18 countries.

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Team Member

Kenji Hidaka



Background
- Open Innovation
- New service development
- Sales & Engineering for Energy in Japan and Thailand

Satoshi Fujitomo



Rurisa Dohi



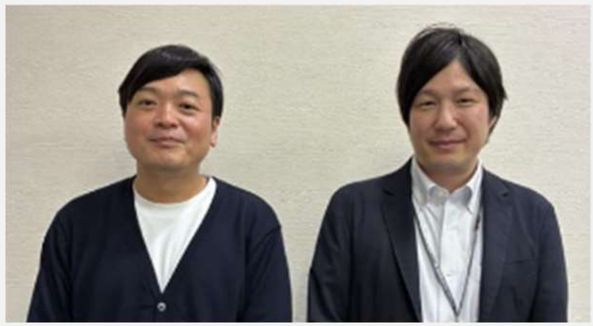
Toru Kitajima



Gyoko Tei



Hirokazu Matsuda
Chihiro Hiraiwa



Yutaka Yamakawa
Satoshi Hashigami



wer Co., Inc.

Corporate Purpose & Values

Serving and Shaping the Vital Platform for a Sustainable Society

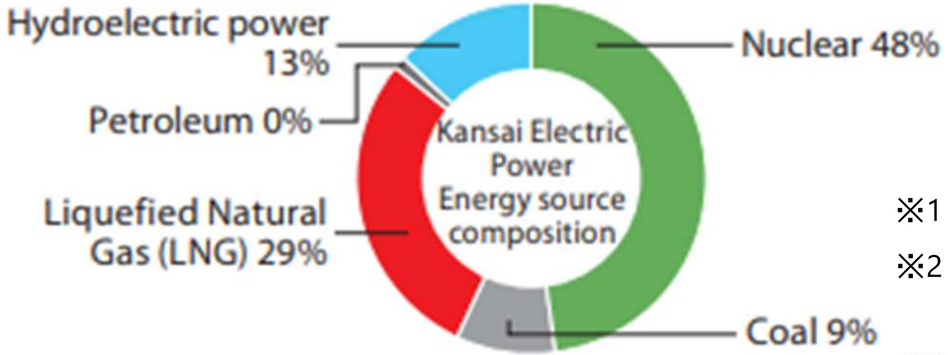
Founded ※1
1951

Sales (consolidated) ※1
USD 28 billion ※1USD=150JPY



Employees (consolidated) **31,428** ※1
1,000 in-house salesperson

Power sources 102.2 billion kWh ※2



※1 As of March 2025
※2 As of FY2024

Overseas energy business



Hickory Run Thermal Power



Generation capacity
1,000MW

Aviator Onshore Wind Farm



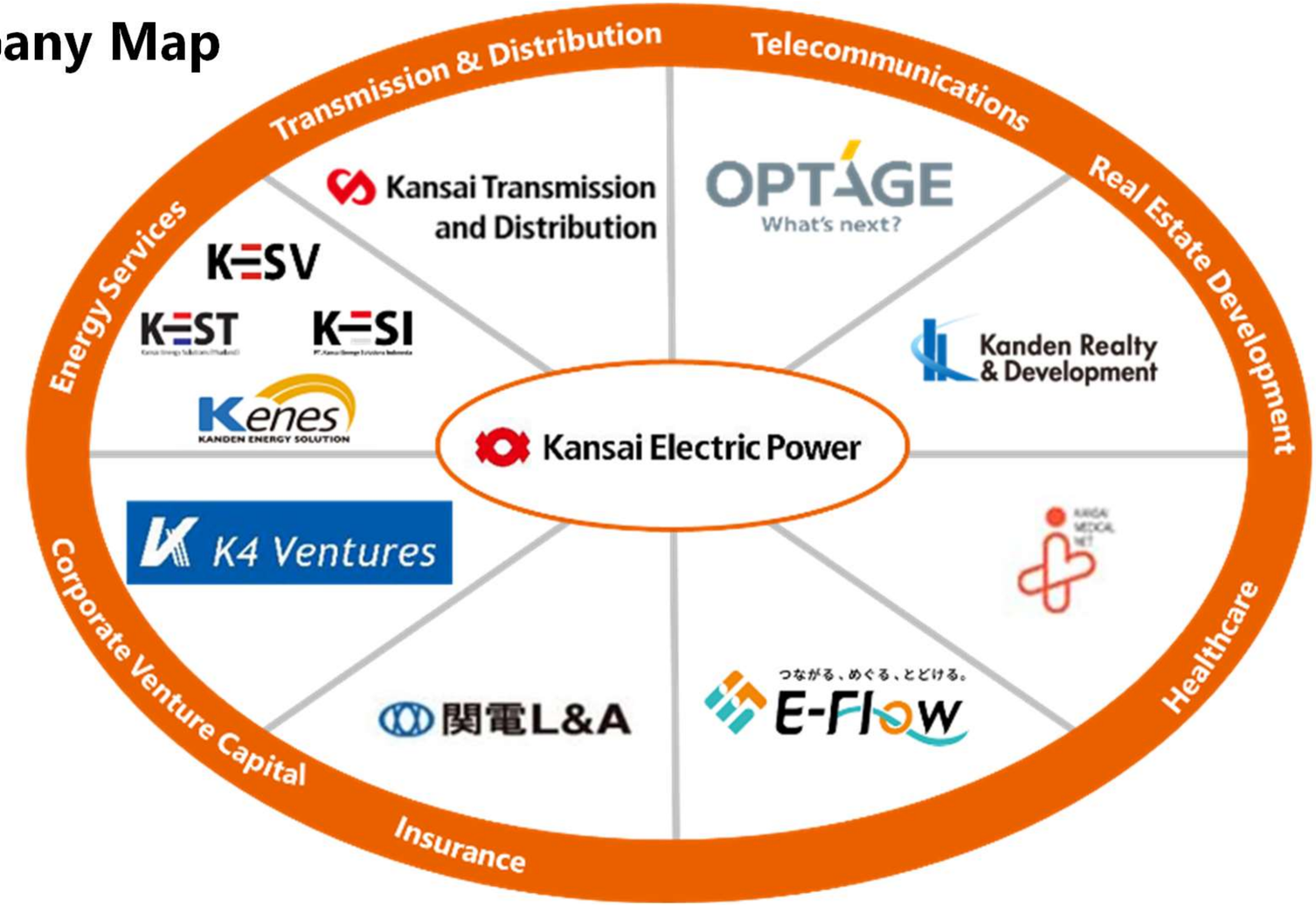
Generation capacity
525MW

Overseas Business

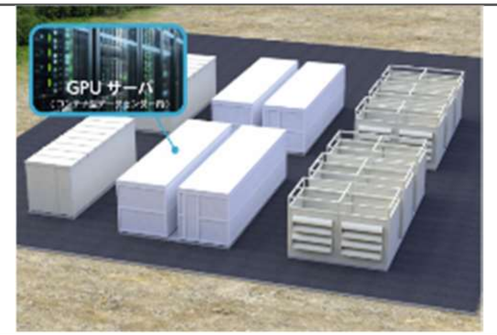
18 countries

With around 100 group companies across diverse fields, we leverage our collective strength to drive a wide range of businesses.

Group Company Map

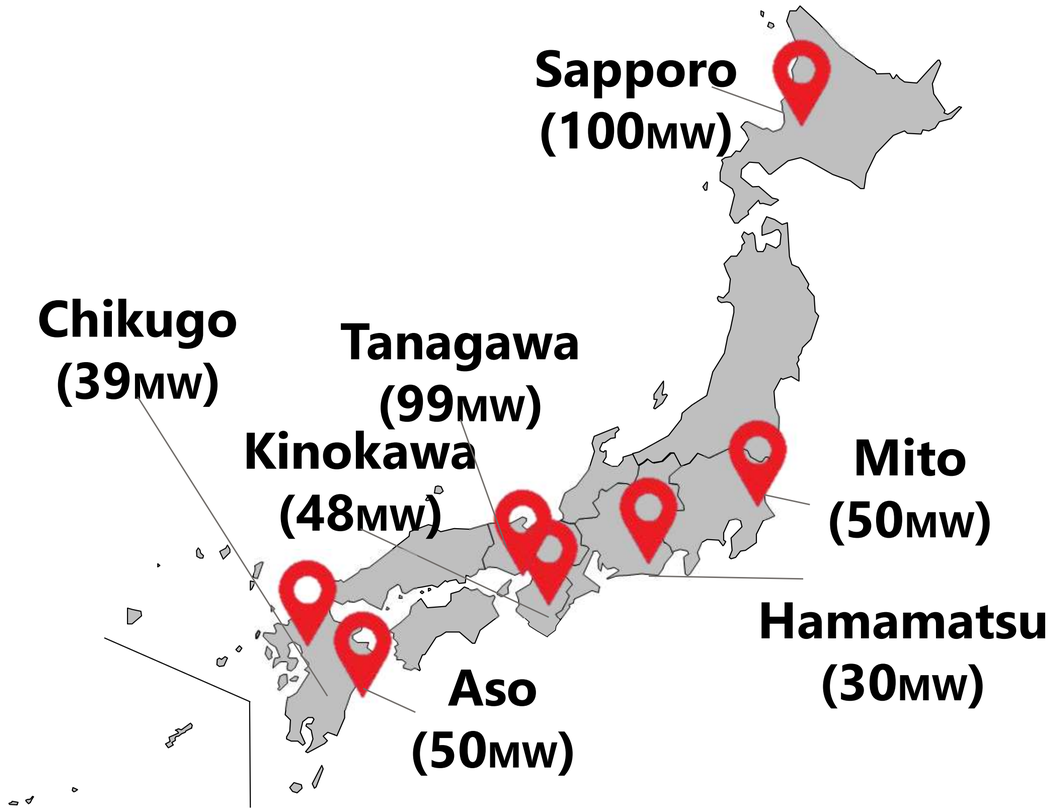


Kansai Electric Power's Data Center Business

	Hyperscale	Colocation	Enterprise
Operator	CyrusOne KEP A CyrusOne and Kansai Electric Power Company ・Established in 2023 as a joint venture between KEPCO and CyrusOne	OPTAGE What's next? ・Established in 1988; 100% subsidiary of Kansai Electric Power ・Provides telecom, cloud, and data center services	
Image			
Location	Kyoto	Osaka	Fukui
Capacity	70 MW (IT Load: 48 MW)	7.4MW	Undisclosed
Operational Since	FY2027 (planned)	January 2026	FY2026 (planned)

We aim to lead Japan's BESS market through both large-scale battery deployment and our proprietary aggregation platform.

Announced grid-scale battery storage projects



Target; 1,000 MW by the early 2030s

Power aggregation Platform

Electricity Market

Wholesale market | Capacity market | Flexibility market

E-Flow

Distributed Energy Resource Platform

Battery storage



Renewable Energy



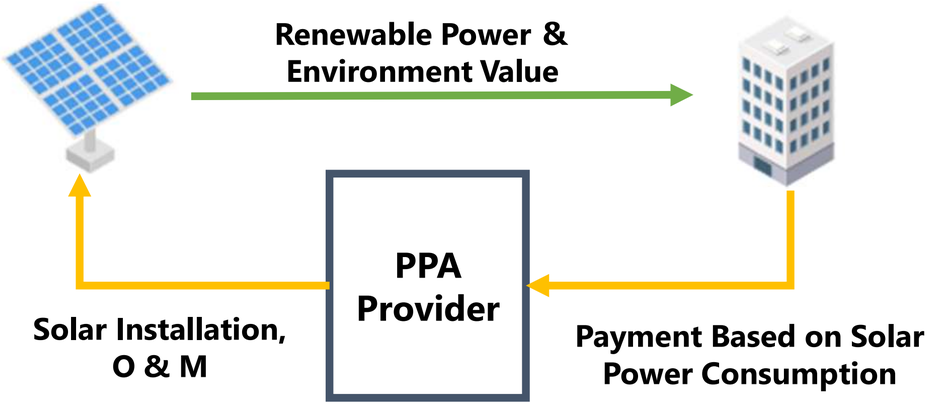
Industry use



Renewable energy for corporate customers are expanding across Japan and overseas with zero-initial-cost solar services

Power Purchase Agreement





Adoption Record

(Japan + overseas)

1,000 MW

achieving Japan's top 2024 contracts

Overseas Offices

(for this specific business)

3

Thailand

KEST

Kansai Energy Solutions (Thailand)

Vietnam

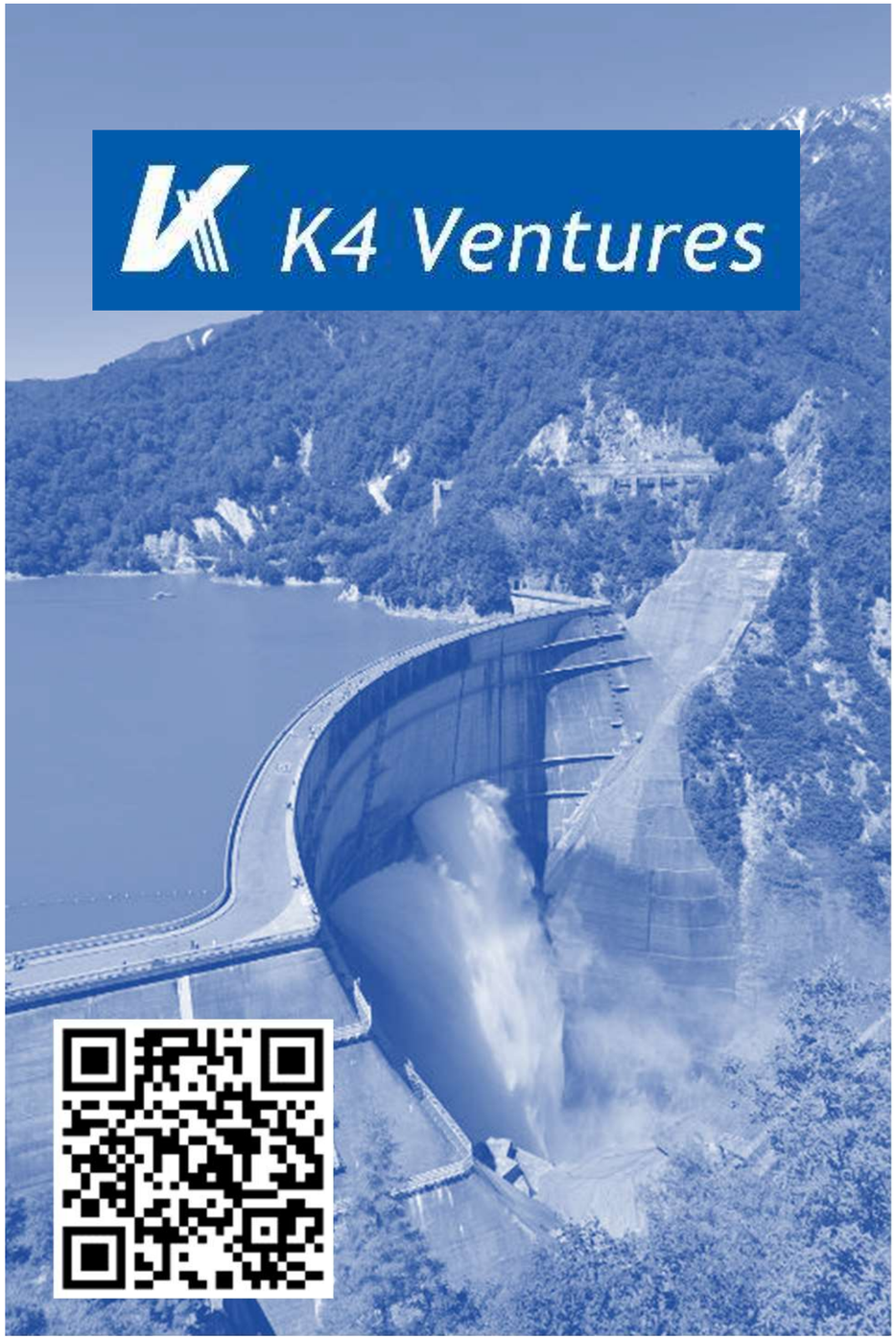
KESV

Kansai Energy Solutions (Vietnam)

Indonesia

KESI

PT. Kansai Energy Solutions Indonesia



Kansai Electric Power Group's Corporate Venture Capital (CVC)

Founded	**2018**
Fund Size	**USD 120 million** (JPY 18 billion) ※1USD =150JPY
Deal Count	**46**

Areas of Interest



1. Grid-Scale Energy Storage Systems

- Resource recycling
- Safety evaluation and control
- Next-generation batteries (beyond lithium)
- LDES



2． Electric Vehicles (EVs)

- Fleet Management Systems (FMS)/
- Energy Management Systems (EMS)
- Autonomous driving technologies



3. Photovoltaics (PV)

- Next-generation solar cells



4. CO_2 Reduction

- CCU, DAC



5. Next-Generation Energy

- Nuclear fusion, geothermal, hydrogen



6. DER Aggregation

- VPP, Renewables, battery

We welcome partners to join us in shaping a sustainable, zero-carbon future through investment and joint demonstration projects.

The Kansai Electric Power Co., Inc.

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Kansai Electric Power

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CORPORATE PRESENTATION

OKI

OKI

Oki Electric Industry Co Ltd (OKI) is a manufacturer of information and communication equipment, and printer systems.

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OKI

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CORPORATE PRESENTATION



Toyota Boshoku

Toyota Boshoku is a Tier 1 automotive interior supplier specializing in seating systems and cabin technologies, driving innovation in comfort, smart systems, and next-generation interior experiences for future mobility.

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Toyota Boshoku Reverse Pitch

Company background and business

Silicon Valley team activities

New technology & business partners engagement process

Global engagement options for new partners

Q&A and contacts

Plug and Play
20 May 2026

TBA presenter
Roman Vasilev

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Company background and business

Founded 1918 by Sakichi Toyoda

Headquarter Kariya city, Japan

Initial business Textile manufacturing



Company Leaders



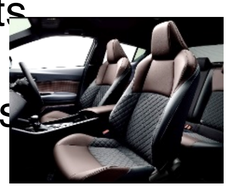
Dr. Shuhei Toyoda
Chairman



Masayoshi Shirayanagi
President & CEO

Current business Tier-1 supplier

Automotive interior systems and components



Automotive filter and powertrain components



Aircraft and railway seats



Textile goods



Future business New mobility

MaaS

Air mobility

Wellness

Sustainability









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Silicon Valley team activities

NETWORK	SV ecosystem (ex. PNP mobility) Partners (tech, business, VC/CVC) OEMs (traditional, new players)
SCOUTING	Startups (mobility, AI, wellness) New trends (AV, in-cabin use cases)
POCs	2-3 months (quick POV) local, regional or global
BUSINESS	MaaS products and services
INVESTMENT	Support TB Japan CVC



Jan 2023 at PNP


Jan 2023 at PNP


Oct 2025 at PNP

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New technology and business partners engagement process

PNP introduction

- events
- dealflows
- ad hoc meetings

Mutual NDA

- share tech details
- discuss use cases
- explore applications

POC

- tech validation
- use case testing
- prototype demos

JDA

- develop product
- create business
- go to market







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Global engagement opportunities for new partners

New tech partners can engage with one or more R&D centers

- depending on geography, customers and market needs

▪ R&D sites



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TBA Silicon Valley team contacts



Roman

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Enoch

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Lawrence

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TOYOTA BOSHOKU

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CORPORATE PRESENTATION

SUZUKI

Suzuki

Suzuki is leveraging real-world infrastructure across vehicles, motorcycles, and marine to run PoCs and drive open innovation toward electrification, smart manufacturing, and AI-driven productivity.

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Your Next PoC Is Already Built.

Suzuki Corporate Venturing Division
Silicon Valley Team

Akihisa Yokoo - Senior Manager

Plug and Play Summit / 2026

(c) Corporate Venturing Division (CVD), Suzuki Motor USA, LLC.

Suzuki at a Glance

A grounded, global manufacturer with real scale to validate on

$35.3B
revenue
$3.9B operating profit (FY ending March 2025)

5.4M
units / year
3.2M cars + 2.2M motorcycles + marine engines & mobility

185+
countries
Sold worldwide
22 production sites

74
years
Consecutive years of profit

Suzuki's Flagship Products



Automobiles


EV


Motorcycles



Marine


ATV

No.1 passenger vehicle share in India **(41.6%)** | **No.1** share in 11 countries worldwide

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Our DNA

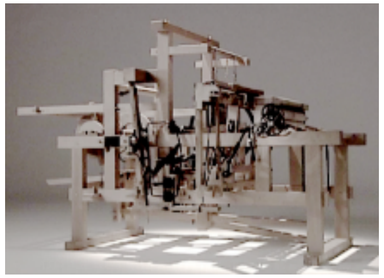
Born from solving real problems on the ground - 1909 to today

Founded 1909

Founder Michio Suzuki built a loom to ease his mother's hardship in textile work. Suzuki was born as a company that starts from real problems on the ground.



Michio Suzuki, Founder



First loom (1909)



Suzuki Loom Works

Sho-Sho-Kei-Tan-Bi
Small, Few, Light, Short, Beautiful

Sangen-shugi
Actual Place, Actual Thing, Actual Situation

SME-style mgmt
Speed, closeness, flexibility

Today's leadership



Toshihiro Suzuki, President

Same DNA: closeness to the field, speed, frugality.

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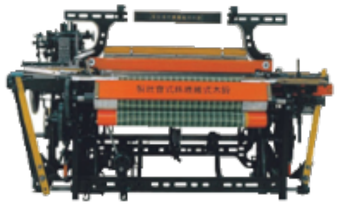
Brief History

From a single loom to global mobility - over a century of building from real needs

1909



Loom

First product

1952



Motorcycle

Powerfree

1955



Vehicle

Suzulight

1965



Marine

Outboard engine

1974



Wheelchair

Mobility for all

2022



Mobile Mover

New mobility

Same DNA, every era:
start from a real problem on the ground, build the simplest product that solves it.

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Challenges Toward 2030

Three problem areas where we cannot move fast enough alone



Minimizing Energy Use

- Lightweight, high-efficiency EVs and engines
- Smart factories powered by digital technology
- Biogas from cow manure for decarbonization



Defending No.1 Share in India

- Scaling to 4M units/year production capacity
- Establishing India as export hub to MEA / SE Asia
- Aftersales monetization in 2nd-tier cities



AI-Driven Productivity Uplift

- Physical AI / Generative AI deployment beyond pilot teams
- Engineering automation (CAD / CAE / test)
- Operational efficiency across business functions

Placeholder — to be refined with specific BU challenges

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What We're Looking For

Mobility is one of six. The whole value chain is in scope

Mobility

- SDV / Connected
- Autonomous
- EV systems / Charging

Manufacturing

- Smart Factory
- Robotics
- Predictive Maintenance

Supply Chain

- Visibility
- ETA Optimization
- Logistics

Energy

- Bio-energy
- Battery
- Energy Management

New Materials

- Sustainable Plastics
- Lightweighting
- Carbon Capture

Enterprise

- Business Automation
- Cyber Security
- Digital Marketing

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Why Partner with Suzuki

What you gain by working with us - in three plain pieces

Real-World Testbed

Test on real Suzuki infrastructure

- 22 production sites
- Test vehicles & environments
- 185+ countries dealer network
- 74,000 employees as users

Capital from SGV

Beyond PoC pathway to investment

- Direct investment by Suzuki Global Ventures (CVC fund)
- Strategic capital aligned with PoC outcomes
- Launched October 2022 / Next fund planned for 2027

Silicon Valley Bridge

A team that connects you to Suzuki Japan

- Dedicated SV team (CVD) bridging startups & Suzuki Group
- Direct line to BUs in Japan / India
- Hands-on support through PoC -> production

Test it. Get funded. We handle the rest.

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Our Track Record with Startups

Two simple numbers since 2016



Since 2016, with startups

50+ PoCs

10+ Adoptions

50+ PoCs run with startups since 2016, with 10+ moving into actual adoption.



Through Suzuki Global Ventures

10+

Investments

10+ startup investments through SGV, accelerating collaboration with Suzuki BUs.

Suzuki Global Ventures (CVC fund) launched October 2022. Next fund planned for 2027.

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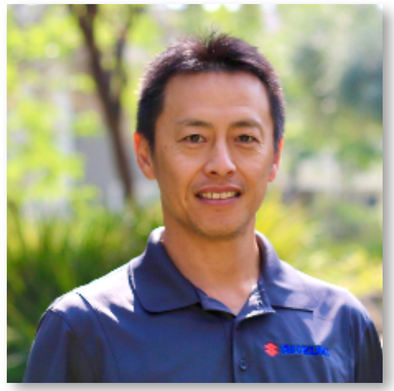
Let's Talk

We're at the booth. Bring your asset-fit ideas



Sunny
Sumito Kimura
Director,
Head of Silicon Valley

Investment



Hiro
Hiroyuki Seo
Sr. Manager,
Lead of BizDev & Empowerment

Engineering & R&D



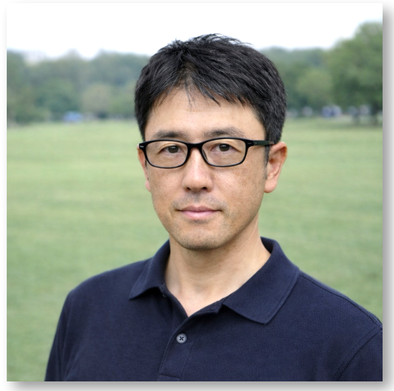
Shige
Shigeto Kawanabe
Sr. Manager,
BizDev

S&M, Supply Chain



Riki
Riki Nakamura
Sr. Manager,
BizDev

IT & Cyber Security



AK
Akihisa Yokoo
Sr. Manager,
BizDev

Production

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SUZUKI

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CORPORATE PRESENTATION

KÄRCHER

Kärcher

Kärcher is a German family-owned global leader in cleaning technology, offering professional and consumer solutions across pressure washers, floor care, industrial cleaning, and connected systems — with over 170 companies in 85 countries.

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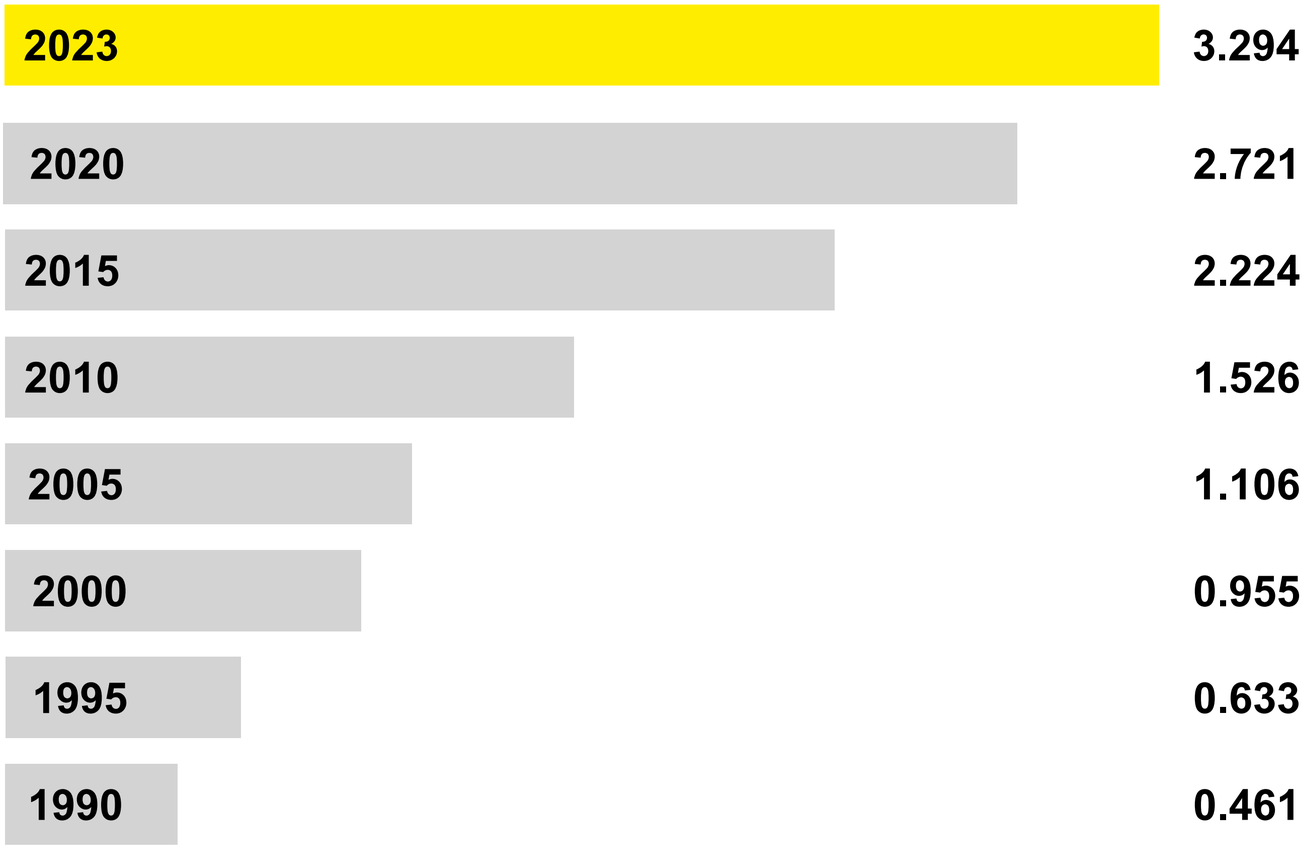
ABOUT KÄRCHER

15.10.2025

KÄRCHER IS MARKET LEADER FOR CLEANING TECHNOLOGY

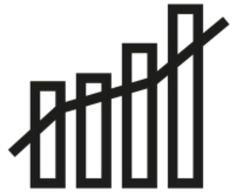
Founded in 1935, Headquarter in Winnenden / Germany

SALES VOLUME IN BILLION EURO

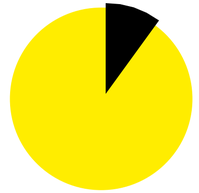


3.294

Turnover in billion € in 2023



> 100 %
Growth since 2010



86 %
Foreign sales

KÄRCHER



RENEW TO SUSTAIN.

TOGETHER WE MAKE A POWERFUL IMPACT TOWARDS A CLEAN WORLD.


KOMATSU







BRING BACK THE WOW





FOR HOME & GARDEN



Floor cleaners



Steam cleaners



Vacuum cleaners



Battery-powered window cleaners



Air and water treatment



Battery electric brooms



Robot vacuums and mops



Wet and dry vacuum cleaners



Pressure washers



Mobile cleaning



Electric ice scraper



Garden tools



Pumps and watering systems



Patio cleaners



Sweepers



Detergents

FOR PROFESSIONALS



High-pressure cleaners



Dry vacuum cleaners



Wet and dry vacuum cleaners



Dry ice blasting



Outdoor power equipment



Steam cleaners



Spray extraction



Scrubber dryers



Sweepers



Robotics



Manual cleaning



Equipment management



Detergents



Municipal equipment



Washing technology



Industrial vacuums



Air and water treatment



Ultra-high pressure



Futuretech



Company founder **Alfred Kärcher** led the way. With his expertise, vision and inventiveness, he laid the foundations for the company’s development into the world’s leading cleaning specialist.

Breaking new ground in difficult times is also part of the Kärcher DNA. After Alfred’s early death, his wife **Irene Kärcher** took over the business as a young mother and led the company into a successful future until her own death in 1989.



ABOUT KÄRCHER NEW VENTURES

WHY IS KÄRCHER INVESTING IN START-UPS?

KÄRCHER NEW VENTURES



NEW BUSINESS EXPLORATION & INTRAPRENEURSHIP AT KÄRCHER

We explore new solutions in collaboration with the core business supporting our corporate strategy

We foster & live Kärcher's intrapreneurial spirit leveraging & developing our employees & their ideas

STARTUP AND FUND INVESTMENTS

We strategically invest in startups and funds to explore new markets, technologies & business models, access knowledge & talent as well as accelerate the adoption of innovations at Kärcher

DIVISION INNOVATION SUPPORT

We support Kärcher's core divisions exploring innovative solutions providing exploration methodology

STARTUP PARTNERSHIPS

We partner with startups to drive impactful change in Kärcher's internal processes, products, technologies and opening up new business models

TECHNOLOGY FOCUS AREAS

PRIMARY

Our innovation strategy centres on two transformative technology pillars that are reshaping the future of maintenance and facility management. These focus areas represent the convergence of cutting-edge hardware and intelligent software systems.

ROBOTICS

- Autonomous cleaning machines for indoor and outdoor use
- Multi-function or modular robots for multiple maintenance tasks
- Advanced mobility and navigation in unstructured or complex environments

PHYSICAL AI

- AI for perception, manipulation, and decision-making in physical tasks
- Models that continuously improve with field data
- Integration of AI with robotics, IoT, and sensor networks for closed-loop automation

SECONDARY TECHNOLOGY AND BUSINESS MODEL FOCUS AREAS

SECONDARY

ADVANCED SENSING & IoT	NEXT-GEN MATERIALS	DATA-DRIVEN SERVICES	HUMAN-ROBOT COLLABORATION	MAINTENANCE APPROACHES
High-precision monitoring that detects contamination or wear in real time, enabling targeted, on-demand cleaning and outcome-based contracts	Self-cleaning, antimicrobial, biodegradable, or ultra-durable surfaces that reduce manual cleaning and enable low-maintenance environments	Analytics and insights derived from operational data	Cobots, exoskeletons, and safety systems that let humans and robots work together where full autonomy is not yet feasible	Predictive and condition-based maintenance that reduces downtime and enables subscription-based uptime guarantees

ROBOTICS-AS-A-SERVICE	OUTCOME-BASED CONTRACTING	PLATFORM ECOSYSTEMS
Such as pay-per-use models	E.g. “cleanliness guaranteed” SLAs instead of selling machines	Third-party app or plugin marketplaces for products and services

KÄRCHER

THANK YOU

Feel free to reach out to us

📧 lukas.breckle@karcher.com

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KÄRCHER

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CORPORATE PRESENTATION

KAJIMA CORPORATION

Kajima

Kajima is a global construction company headquartered in Japan, delivering complex building and infrastructure projects worldwide. Within Kajima's Innovation & Incubation Office, one of our missions is to continuously innovate the company by solving job-site challenges.

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鹿島
KAJIMA CORPORATION

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CORPORATE PRESENTATION

Jatco

JATCO

JATCO is a global automotive transmission and e-powertrain leader expanding into next-gen mobility through startup collaboration to create people-centered transportation solutions.

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Jatco

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CORPORATE PRESENTATION

Pirelli

Pirelli is a world-leading tire manufacturer focused on high-value, consumer-focused products, including tires for cars, motorcycles, and bicycles.

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POWER IS NOTHING WITHOUT CONTROL

Pirelli

Sophia Li - Head of Corporate Development

Corporate Reverse Pitch

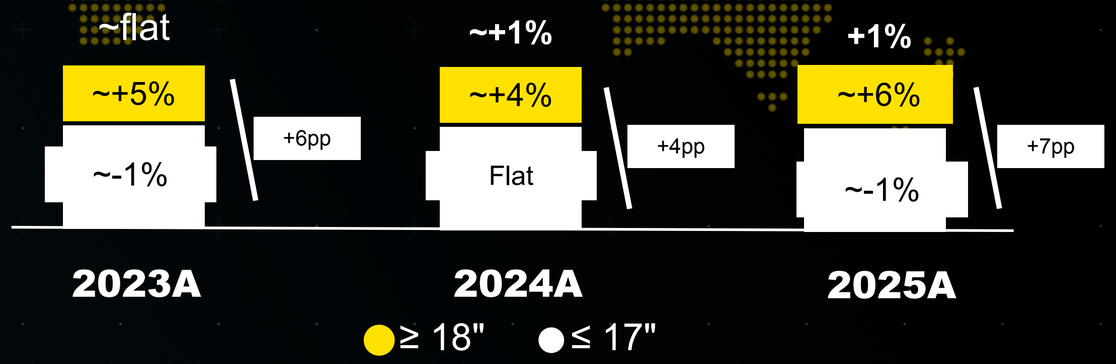
A GLOBAL COMPANY FOCUSED ON HIGH VALUE

6,8 bln Revenues in 2025 (€)

79% High-Value* on 2025 Revenues

HIGH-VALUE, MOST RESILIENT SEGMENT LEADING THE TYRE MARKET GROWTH

GLOBAL CAR TYRE MARKET (YoY)



* Including Prestige, Car ≥18", Specialties, Moto Premium

Pirelli Proprietary and Confidential

BEST IN CLASS IN R&D

>2,000
People involved in R&D in 11 countries

90
Collaborations with universities

OEM
Cooperations with premium OEM Projects

>5%
Of High Value Revenues devoted on average to R&D

~6,000
Patents

PROJECTS
Open Innovation Projects in materials, processes, software and electronics

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OPEN INNOVATION «ECO-SYSTEM»

Success hinges on the optimal synergy of in-house capabilities and partner contributions

UNIVERSITY

3-5 YEAR DEVELOPMENT CYCLES

LONG TERM RELATIONSHIPS
AND NEW ENTRIES

90 Projects
x2 in last 5 years

> 24 Universities
Involving Europe, Asia and America

STRATEGIC PARTNERSHIPS

1-3 YEAR DEVELOPMENT CYCLES
with Suppliers, OEM's, Partners

EXCLUSIVE COLLABORATION

JOINT DEVELOPMENTS

- 40
- **x2** in last 5 years

> 300 Homologations / Year
(x3 versus average Peers)

START-UP World

FAST TRACK DEVELOPMNET

- Innovation Network
- Technology Scouting
- Strategic investment insight

Facilitators

PLUGANDPLAY

cdp

MOTOR VALLEY ACCELERATOR
L'ACCELERATORE MOBILITY DELLA RETE NAZIONALE CDP

CROSS CONNECT
Acceleratore Infratech della Rete Nazionale CDP

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PIRELLI INNOVATION FOCUS AREAS

Corporate Development jointly with the Business Functions

CYBER TYRE

- Connectivity / Smart Roads
- Sensors / Algorithms
- Intelligent Infrastructures (V2I/V2X)
- Autonomous Driving

MANUFACTURING

- Automation / Robotics / Digital Twins
- Energy Efficiency, Water Saving
- Predictive / Preventive Maintenance and Analytics

R&D MATERIALS



- New and Bio-Based / Recycled Materials
- Sustainable and Scalable Processes
- Virtual Compounding

LOGISTICS

- Robotics / Humanoids
- Tyre Visual Inspection and Recognition
- Warehousing Automation

CYBER SECURITY

- Third Party Connections Identification
- Emergency Decision Support Systems

DIGITAL



- Physics Informed Machine Learning
- Agentic AI
- Small Language Models
- Virtualization / Modelling

SUSTAINABILITY

- Decarbonization
- Carbon Capture Technologies
- Circular Economy

Recent Investments / Partnerships with Startups

ber-Tyre ecosystem development: partnerships on vehicle dynamics & autonomous driving

RELEVANCE FOR PIRELLI

UNIVRSES

Swedish tech company

- Specialized in **computer vision** & **AI-based road monitoring agents**
- Real-time road data gathered by onboard cameras & Cyber Tyres. Project already launched in Puglia.
- **30% stake with a call option to increase ownership**

Accelerating partnerships with infrastructure operators & exploit video sensing for Cyber Tyre performance



RIDE SENSE

Università degli Studi di Napoli Federico II spinoff

- **Developing virtual sensors for aquaplaning & vehicle monitoring**
- Over a decade of expertise in real-time simulations for tyres & motorsport
- **24,99% stake with a call option to increase ownership**

Steadying Cyber Tyre performance with virtual sensors technology



niulinx

connecting points, enabling mobility

Politecnico di Milano spinoff

- **European-born autonomous driving technology**
- **Proprietary autonomous driving stack**
- **Participating in funding round** with major Italian Groups

Strengthening position in the autonomous-driving ecosystem



PIRELLI

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CORPORATE PRESENTATION

SEKISUI

Sekisui

SEKISUI combines advanced materials, manufacturing expertise, and innovation to help address social challenges across residential, industrial, healthcare, and infrastructure markets.

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SV SUMMIT

CORPORATE INTEREST + FEEDBACH FORM

Fill out the Corporate Interest Form if you are interested in connecting with any of these corporates.

We would also appreciate you filling out the form with your feedback.

Form Link >>

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SV SUMMIT

THANK YOU FOR ATTENDING

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