

DIGITALIZING THE WORLD



TECHBIZKON VII
DECEMBER 12TH 2023
SHIBUYA QWS TOKYO

THE NEUE KLASSE

A NEW ERA OF ELECTRIC MOBILITY.



BMW Startup

GARAGE

TechBIZKON 2023

SUPPORTED BY

**BMW GROUP JAPAN &
BMW STARTUP GARAGE**

Dec. 12th, 2023, 3.30pm - 9pm (doors op.: 3 pm)
Shibuya QWS // Tokyo & online

TechBIZKON VII
Connecting Startups, Corporates & VCs



1:00 PM - 3:00 PM
ONSITE B2B-MEETINGS
ask infodesk at the exhibition area for open slots or book via B2Match -> p. 9

Hosted By
Alex Odajima
Japan // EDGEof Innovation // CEO



EVENT AGENDA

- 3:00 PM** Doors open
- 3:30 PM** Opening Remarks
Greetings by Organizers
- 3:40 PM** **Panel Discussion I**
SEMICON TECHNOLOGY – WHAT IS THE TECH THAT LEADS THE WAY?
with representatives from Sico Technology, IMEC Tokyo, Bosch Corporation Japan and Rapidus Corporation
- 4:15 PM** **STARTUP PITCHING I**
- 5:15 PM** Coffee Break
- 5:25 PM** **Panel Discussion II**

EUROPE & JAPAN AS SPACE FOR SEMICON STARTUPS AND INNOVATION
with representatives from Austrian Business Agency (ABA), Flanders Investment & Trade, Jena Intl' Startup Campus, Plug & Play Japan and Shibuya Startup Support

- 6:00 PM** **STARTUP PITCHING II**
- 6:50 PM** Coffee Break
- 7:00 PM** **Award Ceremony** for Pitching Contest
- 7:20 PM** Networking Cocktail & Individual Talks with Startups
- 9:00 PM** Closing





B2Match – Business Matching Online available from Nov. 28th to Dec. 15th.
 Online registration link: <https://techbizkon-2023-dx.b2match.io/>
 Details and guidance for registration on page 9 in this booklet



Life Sciences // Biotechnology

PITCHING

- 11 **SARCURA** AUSTRIA
- 16 **ROBOVISION** FLANDERS
- 20 **SURAG MEDICAL** GER
- 25 **INOPASE** JAPAN
- 28 **MILK** JAPAN

Tech Integration // Connectivity

PITCHING

- 10 **LOCON IQ** AUSTRIA
- 12 **TRILITE** AUSTRIA

EXHIBITING

- 25 **SLEEVE** AUSTRIA
- 29 **SYNSPECTIVE** JAPAN
- 28 **MILK** JAPAN
- 28 **MOBYL** JAPAN

Sensors

PITCHING

- 10 **LOCON IQ** AUSTRIA
- 18 **HALITUS** GERMANY
- 19 **INDIGO OPTICAL SYS.** GERMANY
- 20 **SURAG MEDICAL** GERMANY
- 25 **INOPASE** JAPAN
- 26 **TOPOLOGIC** JAPAN

EXHIBITING

- 27 **ALOT** AUSTRIA
- 27 **MULTIVATIVE** AUSTRIA
- 28 **POWERMATIC** FLANDERS
- 29 **VOXELSENSORS** FLANDERS
- 30 **16LAB** JAPAN
- 31 **SENDAI SMART MACHINES** JAPAN

Manufacturing

PITCHING

- 16 **ROBOVISION** FLANDERS
- 18 **HALITUS** GERMANY
- 21 **KUPTEC** GERMANY
- 23 **ELEPHANTECH** JAPAN

EXHIBITING

- 27 **MULTIVATIVE** AUSTRIA
- 28 **FERMAT** FLANDERS
- 28 **FORCIT** FLANDERS
- 28 **IKOLOGIK** FLANDERS
- 29 **SIGASI** FLANDERS
- 29 **DISASTER RELIEF** GERMANY

Agro Tech // Environmental Solutions

PITCHING

- 19 **INDIGO OPTICAL SYS.** GERMANY
- 12 **TRILITE** AUSTRIA
- 16 **ROBOVISION** FLANDERS

EXHIBITING

- 27 **ALOT** AUSTRIA
- 29 **ADDITIVE DRIVES** GERMANY

Safety // Security

PITCHING

- 14 **GUARDSQUARE** FLANDERS

EXHIBITING

- 28 **POWERMATIC** FLANDERS
- 29 **DISASTER RELIEF** GERMANY
- 30 **16LAB** JAPAN
- 31 **SYNSPECTIVE** JAPAN

Energy // Sustainability

PITCHING

- 19 **INDIGO OPTICAL SYS.** GERMANY
- 23 **ELEPHANTECH** JAPAN
- 24 **E-THERMOGENTEK** JAPAN
- 26 **TOPOLOGIC** JAPAN

EXHIBITING

- 31 **SENDAI SMART MACHINES** JAPAN

Materials // Chemicals

PITCHING

- 15 **QUSTOMDOT** FLANDERS

CONTENT

3 **EVENT AGENDA**
 7 **PANEL DISCUSSION**

9 **B2MATCH HOW TO USE**
 OUR ONLINE PLATFORM

10 **PITCHING**
STARTUPS

27 **EXHIBITING**
STARTUPS

32 **TECHBIZKON**
HISTORY

35 **ORGANIZERS**
 36 **PARTNERS**

ORGANIZED BY



Leading Change
Beyond questions,
discoveries, and creations

[HTTPS://SHIBUYA-QWS.COM/EN](https://shibuya-qws.com/en)



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



TECHBIZKON - THE PANEL DISCUSSIONS

Panel Discussion I
Dec. 12TH, 3:40 PM – 4:15 PM Japan Standard Time

Semicon technology – what is the tech that leads the way?

Hosted By
Andy Kondo
Crossbie Japan
// COO



WALTER NADRAG AUSTRIA
Sico Technology GmbH // CEO // onsite



KLAUS MEDER GERMANY
Bosch Corporation // President Japan // onsite



TAKU ISHIDA FLANDERS
IMEC Tokyo Office // Strategic Partnership Manager Health // onsite



HIROTAKA MINAMI JAPAN
Senior Managing Executive Officer // Rapidus Corporation

Panel Discussion II
Dec. 12TH, 5:25 PM – 6:00 PM Japan Standard Time

Europe & Japan as space for semicon startups and innovation

Hosted By
Luca Escoffier
EU-JP TechTransf.
Helpdesk // PM



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



SAE YAMAMOTO JAPAN
Plug and Play Japan // Program Lead, Government Partnerships // onsite



ASTRID DE KEYSER FLANDERS
Flanders Investment & Trade // Dpt. Dir. Invest JP & SE Asia // onsite



YOSHIRO TASAKA JAPAN
Shibuya Startup Support // Global Stgy. Dvn. Shib. City Gov. // onsite



VALERIE DALDRUP GERMANY
Program Coordination // Jena Intl. Startup Campus // online

Join the startup community at world's leading vibrant city

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Opportunities for Startups

[HTTPS://SHIBUYA-STARTUP-SUPPORT.JP/](https://shibuya-startup-support.jp/)





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Electronic-based systems: Austria as a hidden hotspot

Electronic-based systems (EBS) are developed and frequently produced in Austria. They are found in just about every modern car, smart phone or passport. Approx. 63,000 people in about 200 companies are employed in the Austrian electronics industry. Large research-intensive corporations are linked to technology parks and universities to create a world-class ecosystem for EBS innovations.

Infineon Technologies' new high-tech chip factory for power electronics in Villach is the largest single investment in the group's history, with a volume of € 1.6 billion. It underlines the feasibility of establishing attractive production facilities in Europe, even in the highly competitive microelectronic sector, when innovative strength can be combined with cost efficiency.

Good reasons to select Austria

14% research tax credit

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

Public sector funding for

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

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

Contact: Matthias Adelwoehrer, Director Asia, INVEST in AUSTRIA
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T: +43 1 588 58 254 | M: +43 664 288 58 00
m.adelwoehrer@aba.gv.at | www.investinaustria.at

ABA INVEST
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FILM
Your easy access to Austria

B2MATCH

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

01 Online registration REGISTRATION

- ▶ Use barcode on this page down left or visit <https://techbizkon-2023-dx.b2match.io/>
- ▶ Register via the green button "Register now".
- ▶ Add contact and organisation details as requested.
- ▶ Compose your personal event schedule by adding sessions of your choice.
- ▶ Please choose at least one networking session. When you receive a meeting request, you can still decide to decline.

02 Make yourself visible through an out- standing business profile

COMPANY PROFILE // MARKET PLACE

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

03 How to manage bilateral meetings? BOOKING MEETINGS

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

DURING THE EVENT

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



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



DANIEL NEUHOLD
CEO



COMPANY LoconIQ R&D GmbH	SPEAKER Daniel Neuhold // CEO	SECTOR Sensors // Artificial Intelligence // IoT // M2M-communication
WEBSITE www.loconiq.com	DATE OF INCORP. 09/2022	CONTACT e daniel.neuhold@loconiq.com

STAGE
Seed

WANTED
Contacts to corporates, potential customers, collaboration partners (e.g. Joint Venture), business partners/clients (e.g. distributors, manufacturers), R&D institutions (universities, laboratories, etc.)

CURRENT TARGET RAISE
n/a

PRODUCT/SERVICE
LOCONIQ PROVIDES RELIABLE AND HIGH-PRECISION 3D indoor and outdoor localization. The solution features a cost-effective, wireless, and fully battery-powered system that enables customers to localize, navigate, and track assets with millimeter precision. LoconIQ solves an essential technical challenge with no viable alternatives available. The patented and hardware-independent algorithms outperform competitors, including Apple Inc., when it comes to precision and speed.

CORE CAPABILITIES
TECHNOLOGY & COMPETITIVE EDGE

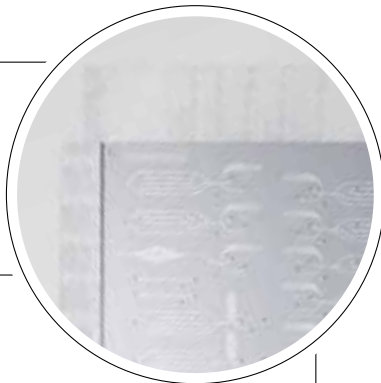
LoconIQ stands out in the field for many compelling reasons, making it the superior choice for customers in search of top-tier localization solutions. LoconIQ shines due to its ability to tackle a critical technical challenge with unmatched precision and speed, its capacity for multi-asset tracking, and its unwavering performance in demanding industrial environments. These factors collectively position LoconIQ as the superior choice for customers seeking first-class localization solutions.

PERFORMANCE & TRACTION

- The technology is fully certified and applicable for worldwide use. LoconIQ's solution is scalable and ready for global expansion
- The customer's demand was validated with companies in Austria (SKIDATA, Rosenbauer, Philips, etc.)
- Patents are approved in Europe, trade secrets are protected, and the company is now looking to trademark the logo and the company's name
- LoconIQ has already raised EUR 3M



DANIELA BUCHMAYR
CEO



COMPANY Sarcura GmbH	SPEAKER Daniela Buchmayr // CEO	SECTOR Life Science & BioTech // Manufacturing // Health Care & MedTech
INCORPORATION 12/2019	CONTACT e daniela.buchmayr@sarcura.com	
WEBSITE www.sarcura.com		

STAGE
Seed

WANTED
Contacts to corporates // investors // venture capitalists // business angels // collaboration partners (e.g. Joint Venture) // business partners/clients (e.g. distributors, manufacturers)

CURRENT TARGET RAISE
EUR 25.000.000

PRODUCT/SERVICE
SARCURA AIMS to make life-saving treatments available, affordable, and safe for many patients around the globe. The startup developed a new and innovative manufacturing systems to scale cell therapy manufacturing capacity while improving product quality and reducing manufacturing costs. They utilize leading-edge semiconductor technologies integrated into microfluidic cartridges to integrate process and product control in a fully automated manufacturing device.

CORE CAPABILITIES
TECHNOLOGY & COMPETITIVE EDGE

Sarcura's semiconductor technology has transformed manufacturing by overcoming the limitations of first-gen devices, adapted initially from medical and biopharmaceutical applications. Their integrated silicon photonics eliminates bulky optics, enabling remarkable functionality and massive parallelization within a compact footprint. This precision at the cellular level ensures high-quality and scalable solutions, making Sarcura a leader in modern manufacturing.

PERFORMANCE & TRACTION

- Sarcura has formed strategic collaborations with international lead users in the US and Europe, ensuring their ability to meet international customer requirements.
- The startup has a team of 22 multidisciplinary experts and established a strategic partnership with the world-leading nanoelectronics and semiconductor technology research center, IMEC.
- They achieved impressive traction with licensed patents and EUR 11.3M raised in funding.



PETER
WEIGAND
CEO



COMPANY
TriLite Technologies
GmbH

SPEAKER
Peter Weigand // CEO

SECTOR
Virtual & Augmented Reality
// Consumer Goods

DATE OF INCORPORATION
01/2011

WEBSITE
www.trilite-tech.com

CONTACT
e weigand@trilite-tech.com

STAGE

Early Stage

**CURRENT
TARGET RAISE**

n/a

WANTED

Contacts to coporates,
investors and potential customers

PRODUCT/SERVICE

TRILITE HAS DEVELOPED a unique, patented hardware-software combination that offers incredible advantages in size efficiency and image quality. Their latest innovation, Trixel® 3, is a laser beam scanner projection unit that combines a number of unique technological advances to make mass-market head mounted display a reality. Its small form factor and strong performance is fully compatible with all optical combiners, and so all AR systems.

**CORE CAPABILITIES
TECHNOLOGY & COMPETITIVE EDGE**

TriLite's Trixel®3 Laser Beam Scanner is a breakthrough in projection display technology. It's the smallest, lightest, and most efficient device of its kind. Thanks to patented tech, it offers a wider field of view, top-notch resolution, rapid refresh rate, and brilliant luminance. Outshining rivals in size, weight, brightness, image quality, and power use, it's the perfect fit for integrating into consumer smart glasses, catering to the demand for all-day AR experiences.

**PERFORMANCE &
TRACTION**

- ▶ TriLite excels in engineering projects for top OEMs and Ecosystem Players, expanding their AR/MR hardware offerings and product portfolios, including collaborations with smartphone OEMs
- ▶ They hold multiple patents in both the EU and US, covering their flagship Trixel 3 product and other technology road-map products
- ▶ TriLite has secured EUR 14M in funding and successfully trademarked product names for the EU and US markets



Venture into Flanders, your MFN for startup success

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330 startups
per million inhabitants

1,917 VC rounds
72 VC investors

20+ accelerators



2.603 startups
38,000 startup employees

756,000,000+
raised (YTD)

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EU-Japan Centre
for Industrial
Cooperation



More details:
<https://www.een-japan.eu/ja>



ROEL
CAERS
CEO



GUARDSQUARE
Mobile application protection

COMPANY

Guardsquare

SPEAKER

Roel Caers // CEO

SECTOR

Mobile Security Software

DATE OF INCORPORATION

10/2024

WEBSITE

www.guardsquare.com

CONTACT

e roel.caers@guardsquare.com

STAGE

C

CURRENT TARGET RAISE

WANTED

- ▶ Partners
- ▶ Distributors in Japan

PRODUCT/SERVICE

GUARDSQUARE OFFERS THE MOST COMPLETE APPROACH to mobile application security on the market. Built on the open-source ProGuard technology, Guardsquare's software integrates seamlessly across the development cycle. From app security testing to code hardening to real-time visibility into the threat landscape, Guardsquare solutions provide enhanced mobile application security from early in the development process through publication. More than 900 customers worldwide across all major industries rely on Guardsquare to help them identify security risks and protect their mobile applications against reverse engineering and tampering.

CORE CAPABILITIES

TECHNOLOGY & COMPETITIVE EDGE

Guardsquare adds multiple layers of protection to Android (DexGuard) and iOS (iXGuard) applications, hardening them against both on-device and off-device attacks.

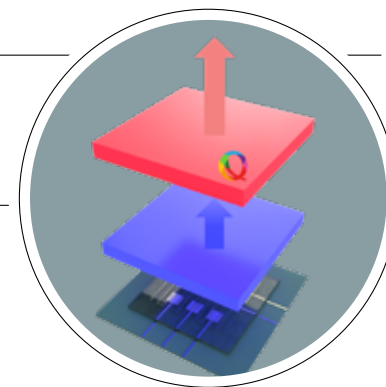
With ThreatCast, Guardsquare's real-time threat monitoring product, and AppSweep, its mobile application security testing (MAST) product, Guardsquare offers the most complete mobile application security platform.

PERFORMANCE & TRACTION

- ▶ Global market leader
- ▶ + 900 customers across industries (finance, technology, retail, healthcare, gaming, ...)
- ▶ + 6 billion downloaded mobile apps protected



WILLEM
WALRAVENS
// SPEAKER,
CPO, FOUNDER



COMPANY

CustomDot

TEAM

▶ Willem Walravens // Speaker, CPO, founder

▶ Kim De Nolf // CEO, founder
▶ Igor Nakonechnyi // CTO, founder

DATE OF INCORP.

01/2020

SECTOR

Chemicals //
material science
// nanotechnology
// display

WEBSITE

www.
customdot.com

CONTACT

e willem@
customdot.com

STAGE

Pre-series A

CURRENT TARGET RAISE

~JPY 250.000.000

WANTED

CustomDot is excited to meet potential partners, customers and investors during this event! We are looking for partnerships to extend and accelerate the industrialization of our QD ink and resin products.

We are also looking for investors that support our mission in providing high-quality and unique QD products to the large and growing display industry.

PRODUCT/SERVICE

CUSTOMDOT OFFERS HEAVY METAL-FREE QUANTUM DOT PRODUCTS for color conversion in microLED, miniLED or OLED applications. CustomDot sells photostable inkjet inks and resins that are customized to accommodate for its customers specific needs and manufacturing processes.

CORE CAPABILITIES

TECHNOLOGY & COMPETITIVE EDGE

CustomDot's core expertise revolves on one hand around the synthesis and surface engineering of heavy metal-free quantum dots and on the other hand around integrating the quantum dots into functional formulations such as inkjet inks that enable industrial application of QD color conversion.

PERFORMANCE & TRACTION

CustomDot currently has 5 development agreements with key players in the microLED field such as Aledia and MICLEDI. We are currently launching our first commercial product – CustomGlow – which is a QD resin that allows customers to test the performance of our materials and to integrate our QDs into their prototypes.



COMPANY Robovision	TEAM ▶ Thomas Van den Driessche // CEO ▶ Bart Van Poucke // VP Market S&D	WEBSITE https://robovision.ai
SECTOR Vision AI		CONTACT Bart Van Poucke
DATE OF INCORPORATION 2009		

STAGE Scale Up	WANTED Machine builders across various sectors—like manufacturing, agriculture, and healthcare looking for a fast track to integrate vision AI in their machine offers or End-users looking for game-changing automation in their operations powered by AI Vision.
CURRENT TARGET RAISE ---	

PRODUCT/SERVICE
NO-CODE VISION AI PLATFORM: The Robovision AI platform enables successfully scaling vision AI initiatives in production by seamlessly orchestrating the process of creating, deploying and maintaining human intelligence-powered automation. It covers the full lifecycle of an AI-enabled computer vision project, from importing data to deploying models inside production environments. Built around the philosophy of collaborative intelligence, it enables application domain experts and data scientists to combine their knowhow into AI models with proven accuracy.

CORE CAPABILITIES
 TECHNOLOGY & COMPETITIVE EDGE
 Robovision uses the power of computer vision and AI to take automation to a new level. Our platform tackles the biggest hurdles of AI adoption: scaling and maintenance. By embracing Robovision, you don't just get smarter processes—you get a strategic edge in a rapidly evolving marketplace.

PERFORMANCE & TRACTION
 Today, Robovision empowers more than 1000 robots in 40 different countries. More than 150 clients use our platform, often changing their entire industry for the better. Our zero churn tells us they share our vision.



German Centre for Research and Innovation Tokyo (DWIH Tokyo)

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

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

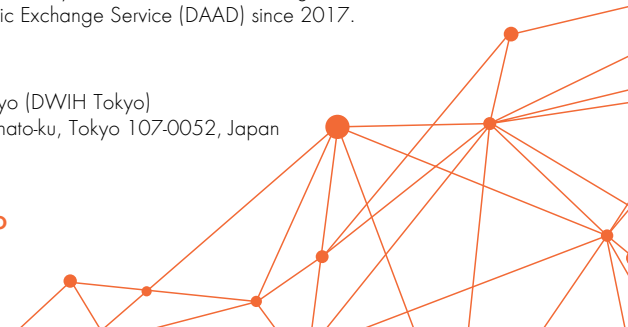
Interested in learning more? Register here for our newsletter:
www.dwih-tokyo.org/newsletter



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

Contact:
 German Centre for Research and Innovation Tokyo (DWIH Tokyo)
 German Culture Center 4F, 7-5-56 Akasaka, Minato-ku, Tokyo 107-0052, Japan
info@dwih-tokyo.org

Twitter & LinkedIn: @DWIH_Tokyo





HALITUS



DR. SVEN
JUNGSMANN
// CEO



COMPANY

Halitus GmbH

SPEAKER

Dr. Sven Jungmann
// CEO

SECTOR

Sensors (Machine
olfaction) // Hydrogen //
Diagnostics // Biogas

DATE OF INCORPORATION
07/2021

WEBSITE

www.halitus.io

CONTACT

e sven@halitus.io

STAGE

Pre-seed going into seed

CURRENT TARGET RAISE

JPY 240.000.000

WANTED Being a medtech company at the core, we're looking for strategic partners to bring our technology into other industries, particularly hydrogen, biogas, and semiconductors.

PRODUCT/SERVICE

MOST GAS MEASUREMENT DEVICES require some form of sampling which can be labour-intensive or inaccurate. We developed a hardware that does continuous analyses in near real-time without interrupting the gas-flow, looking at both the gas mass as a whole and at trace components of interest. It works with temperatures up to 50°C and high humidity levels.

CORE CAPABILITIES TECHNOLOGY & COMPETITIVE EDGE

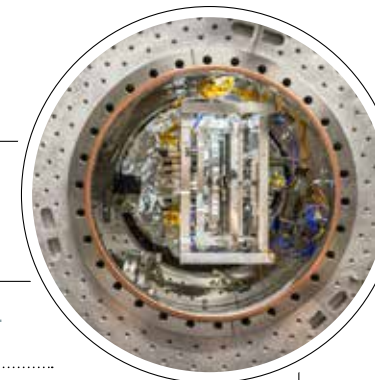
We use photonics (NDIR & TDLAS) combined with a flow meter in an open cell design that allows for a continuous measurement of gases in motion up to ppb level at a high time resolution (10 Hz) without any need for sampling or drop-off cuvettes.

PERFORMANCE & TRACTION

- ▶ LOI from a Japanese Semiconductor manufacturer
- ▶ 3 patents pending
- ▶ Hoffmann-La Roche (via their RoX venture builder) as investor (global leader in diagnostics)
- ▶ Won largest digital health award in Germany
- ▶ Licensing deal in progress with large lung function manufacturer
- ▶ Pilot study in preparation with large biogas plant manufacturer and operator



DR. MARTIN
WÜNSCHE
// CEO (PITCH)



COMPANY

Indigo Optical
Systems GmbH

WEBSITE

https://indigo-
optics.com

SPEAKER

Dr. Martin Wunsche
// CEO (Pitch)

SECTOR

Semiconductor //
EUV Inspection

DATE OF INCORP.

07/2017

CONTACT

e wuensche@
indigo-optics.com

STAGE

Start-up // fully bootstrapped // already revenue

CURRENT TARGET RAISE

WANTED

- ▶ Strategic partnerships in the semiconductor market
- ▶ Funding/investments
- for further development of the high-resolution EUV microscope for TRL > 4/5
- ▶ Sales partner
- ▶ Employees
- ▶ Customers

PRODUCT/SERVICE

INDIGO HAS SPECIALIZED IN manufacturing customized optical instruments (spectrometers/beamlines) for the EUV range. Indigo has developed an EUV microscopy that enables cost-efficient non-destructive inspection of industrial semiconductor structures such as masks/optics with sub-nanometer resolution. The current TRL 4/5 is to make it ready for the market.

CORE CAPABILITIES TECHNOLOGY & COMPETITIVE EDGE

Our EUV microscope bases on laser-like tunable broadband EUV radiation (Nobel Prize in Physics in 2023). In combination with a digital-algorithmic approach for imaging, the cost of the EUV optics is strongly reduced. Our approach enables highest spatial resolution, material resolution, high time resolution, cost efficiency, and flexibility in a non-invasive technique.

PERFORMANCE & TRACTION

- ▶ This tool can be used for inspection of EUV mask/optics. This inspection market has a size of ~\$8bn p.a.
- ▶ Indigo already sale already EUV instruments to different customers.
- ▶ Indigo' team count 6 ppl.



MORITZ
SPILLER
// CEO



COMPANY SURAG Medical GmbH	SECTOR MedTech	DATE OF INCORPORATION 08/2021
SPEAKER Moritz Spiller // CEO	WEBSITE www.surag- medical.com	CONTACT e moritz@surag- medical.com

STAGE
Pre-seed

CURRENT TARGET RAISE
EUR 3.000.000

WANTED We are aiming for strategic partners and investors who want to change the future of minimally invasive with us! Strategic partners should have a strong position in the medical device and/ or medical robots' market with an established distribution network. Investors should be tech focussed and have experience and a broad network in MedTech.

PRODUCT/SERVICE

SURAG IS A TECHNOLOGY COMPANY THAT offers vibroacoustic-based sensing and navigation systems for medical robots and instruments. Our first product is a computer-assisted guidance system for spinal needle interventions – making such procedures more precise, safe, and efficient. Additionally, we offer individualized solutions for robotic platforms based on our technology, providing the sense of touch and advanced sensing capabilities to robotic systems enabling autonomous actions.

CORE CAPABILITIES TECHNOLOGY & COMPETITIVE EDGE

Our in-house developed sensing solutions are able to detect previously undetectable interactions between human tissue and any medical tool, such as robotic systems and other instruments. This allows us to provide navigation information with unmatched precision and resolution, enhancing minimally invasive procedures in general.

PERFORMANCE & TRACTION

Our technology was validated in phantom and animal experiments. Our first-in-human study will happen shortly. We are working with multiple companies on the development of tailored vibroacoustic solutions for their robotic or autonomous platform. Multiple startup and innovation awards demonstrate our leading role among MedTech startups.



MAGEEBAN
KUPERAN
// CEO &
CO-FOUNDER



COMPANY KupTec	SECTOR PCB-Design // Sensors // Contactless Surveying Devices	WEBSITE https://kuptec.de
SPEAKER Mageeban Kuperan // CEO & Co-founder	DATE OF INCORPORATION 12/2020	CONTACT e info@kuptec.de

STAGE
StartUp

CURRENT TARGET RAISE

WANTED Currently we are looking for partners for joint projects and investors from above mentioned sector. For our very first product we also look for potential clients.

PRODUCT/SERVICE

WE ESTABLISHED OURSELVES AS A SERVICE PROVIDER in the field of PCB-design and System Integration of Sensor Technology. Our speciality is to develop technology for new use cases very fast for a prove of concept. Moreover, we are able to deliver PCBs with high requirements like the automotive industry.

CORE CAPABILITIES TECHNOLOGY & COMPETITIVE EDGE

Our best speciality is to develop sensor technology for new use cases very fast for a prove of concept. Moreover, we are able to deliver PCBs with high requirements like the automotive industry. Currently we are working on a project for PCBs which are used in airplanes. In this part the Competitive Edge is nothing more, than we are able to look much deeper into the electronics of our customers. The customers themselves either don't have enough capacity or its not profitable to teach existing employees that deep into special electronics.

PERFORMANCE & TRACTION

As a member of "detect" (https://we-detect-it.de), we are firmly anchored in the value chain of sensor development at national level. We want to grow our company as a system integrator for sensor technology over the next few years. With some support our chances are very good to reach our target.

ハイポテンシャルな東京の スタートアップと中小企業の ドイツ進出をサポート

プログラムについて

東京都の協力の元、Scaler8は3つのサポートプログラムを通じて、東京のスタートアップ企業のドイツ・ヨーロッパ市場進出を促進します。

1 KICKSTART

ドイツ市場を理解するための
最初の一步

産業別の動向、国際化の枠組み、利用可能な助成金制度に関するガイダンスなどを通じて、ドイツの産業動向と市場機会について学びます。

>1週間のオンライン/オフラインプログラム

2 MARKET DISCOVERY

製品と市場の適合性を探る
ドイツにおけるプロダクト・
マーケット・フィットの探求

ドイツ市場のスペシャリストによるメンタリング。ドイツ市場を実際に体験し、投資家とつながり、知名度を上げ、市場の専門家と共に自社製品のマーケットフィットを検証します。

>5週間のオンラインプログラム
>1週間のドイツ現地プログラム

3 MARKET ACCESS

本格的な市場参加の
準備

各分野の専門家による市場参加サポートを受け、Go-to-Market戦略を構築し、ドイツ参加の基盤を構築します。現地での1 on 1ミーティングを通じて、潜在顧客、ビジネスパートナー、投資家をご紹介します。

>1-3週間のオンラインプログラム
>1週間のドイツ現地プログラム

当社を選ぶ理由

Scaler8は、スタートアップだけでなく、大手多国籍企業に対しても専門知識を提供し、市場展開と国際的なリーチを推進しています。スタートトゥー・グループ (旧ドイツ・アントレプレナーシップ) は、イノベーション領域で15年以上の実績を持ち、500以上のグローバル・パートナーとの強固なネットワークを有しています。

登録する あなたの興味



ドイツと日本のネットワーク

ドイツで15年以上
ヨーロッパの投資家70人以上
80社以上の法人顧客
1100社以上のドイツの新興企業
11社のユニコーン参加企業



TATSUYA SUZUKI
// OVERSEAS
SALES REP.



COMPANY

Elephantech Inc.

SPEAKER

Tatsuya Suzuki //
Overseas Sales Rep.

SECTOR

Deeptech //
Climate tech

DATE OF INCORPORATION

01/2014

WEBSITE

www.elephantech.co.jp/en

CONTACT

m Suzuki.tatsuya
@elephantech.co.jp

STAGE

Series D

CURRENT TARGET RAISE

0.3~5 B JPY for the next round

WANTED We currently have a mass production factory in Japan and plan to expand globally by establishing overseas factories and introducing our inkjet printing system to a Europe market.

PRODUCT/SERVICE

ELEPHANTECH IS NOW focusing on printed circuit boards (PCB) and the conventional method for PCB manufacturing is a complex and wasteful process because it requires an etching process to remove almost all of the copper layer laid in the former processes.

Meanwhile, the Pure Additive™ method simply prints copper ink where only necessary, reducing copper consumption by 70% and water consumption by 95%.

CORE CAPABILITIES TECHNOLOGY & COMPETITIVE EDGE

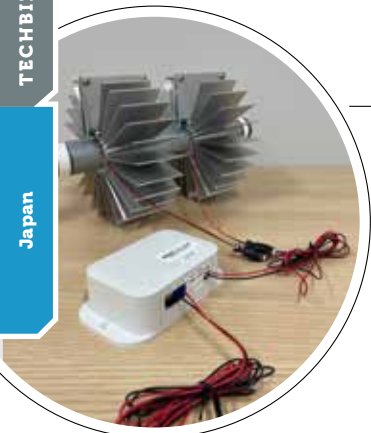
Our solution is the Pure Additive™ method, a novel and sustainable manufacturing method utilizing metal inkjet printing technology, which is applicable to various types of electronic components and can reduce its carbon footprint by 75% with competitive costs.

And we have several competitor but they are still R&D stage so we are first and only mass producer of this inkjet printed circuit boards.

PERFORMANCE & TRACTION

We already raised 9 B JPY and already mass produce several products with Japanese customer.

And we have several projects with global company like Logitech PoC, LITEON MoU and more.



ARJUN MENON
// OVERSEAS MARKET DEVELOPMENT



COMPANY

E-Thermo Gentek

TEAM

- ▶ Michio Okajima // CEO
- ▶ Arjun Menon // Overseas Market Development

SECTOR

Renewable & Clean Energy

DATE OF INCORP.

02/2013

WEBSITE

<https://e-thermo.securesite.jp>

CONTACT

t 06 6170 5535

STAGE

Series A

CURRENT TARGET RAISE

JPY 500,000,000

WANTED Seeking strategic investments to fuel growth, joint development opportunities to innovate, collaborations for synergistic partnerships, and POCs (Proofs of Concept) to validate pioneering initiatives. Open to dynamic connections driving mutual success.

PRODUCT/SERVICE

SPECIALIZING IN STAND-ALONE POWER SUPPLIES leveraging thermoelectric generation technology for IoT sensors and high-power applications. The technology is characterized by its ability to economically convert low-temperature waste heat below 300°C into electricity. Our solutions offer robust, scalable power solutions, ensuring seamless operation for IoT devices and empowering high-power systems with reliable energy autonomy.

CORE CAPABILITIES

TECHNOLOGY & COMPETITIVE EDGE

- ▶ Patented Technology - 'Flexiina' - versatile adaptability across industries.
- ▶ Innovative, cost-effective design for seamless integration.
- ▶ Superior energy conversion and

optimized performance.

- ▶ Tailored customization, seamless integration, and reliability.
- ▶ Commitment to sustainability and environmental impact reduction.

PERFORMANCE & TRACTION

Receiving an average of 3 meeting requests/week from companies all over the world, 11 patents (5 international), and diverse heat source adaptability highlight our tech leadership. Strong investor backing and key recognitions fuel our rapid market ascent.



MUNEMASA SUGIMOTO
// CEO

INOPASE

COMPANY

Inopase

SPEAKER

Munemasa Sugimoto // CEO

SECTOR

Medical Device

DATE OF INCORP.

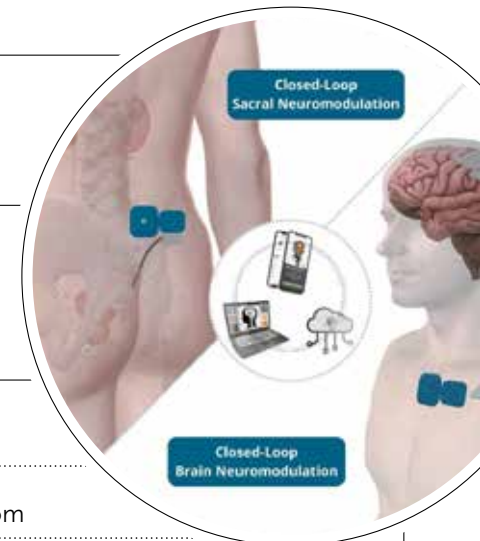
01/2021

WEBSITE

www.inopase.com

CONTACT

e munemasa.sugimoto@inopase.com



STAGE

Seed

CURRENT TARGET RAISE

JPY 100,000,000

WANTED We are looking for seed funding to support our first in man study for clinical POC. We are also looking for technology partners especially in sensing and power management to drive our product development.

PRODUCT/SERVICE

OVERACTIVE BLADDER CAUSES urinary urgency and incontinence affecting millions of patients in the world. While drug treatments are common, refractory cases remain unresolved. Our project introduces a closed-loop Sacral Neuromodulation by using bladder afferent nerve sensing to deliver personalized stimulation and improve treatment efficacy. We are also aiming to expand our technology to introduce the closed-loop Brain Neuromodulation for epilepsy.

CORE CAPABILITIES

TECHNOLOGY & COMPETITIVE EDGE

Our closed-loop Neuromodulation System integrates: implant device, wearable device, patient & doctor programmers, and cloud platform. This enables wireless power transmission, AI-driven analysis, remote patient monitoring, and optimum stimulation, enhancing treatment efficacy and personalized care.

PERFORMANCE & TRACTION

We have been selected for 3 Japanese national projects, and raised 140M JPY grant to complete prototype development and patent filings. Also, we have obtained good progress of animal study result for Pre-clinical POC. We are backed by 2 Japanese investors to activate global business development.



TAIKI SATO
// CEO



COMPANY

TopoLogic Inc.

DATE OF INCORPORATION

07/2021

SPEAKER

Taiki Sato // CEO

WEBSITE

www.topologic.jp

SECTOR

Electronics // Semiconductor

CONTACT

e Taiki_sato@topologic.jp

STAGE

Seed

CURRENT TARGET RAISE

JPY 600.000.000

WANTED

- ▶ Large corporates in the automotive and electronics industry interested in utilizing our sensors in thermal engineering and sensing
- ▶ heat sensitive components, and interested in potential PoCs with us
- ▶ Semiconductor companies interested in collaborative development of our low power MRAM technology
- ▶ VCs and CVCs interested in investing in our company

PRODUCT/SERVICE

OUR TECHNOLOGY IS PATENT PENDING new material-based electronics and semiconductor devices. We have a high-speed heat sensing solution visualizing heat change in milliseconds, to detect failures of batteries and power semiconductors faster than any other sensor in the market. We have a computing memory solution, to replace EEPROM, NOR flash, Cache memory (SRAM) and DRAM with 1/10 power consumption compared to conventional technologies.

CORE CAPABILITIES

TECHNOLOGY & COMPETITIVE EDGE

Our core technology "topological material" won the Nobel physics prize in 2016. The fundamental physics and basic use are patented by the University of Tokyo and we have exclusive licensing rights to the patents. The core performance of our devices is driven by this new physics.

PERFORMANCE & TRACTION

TECHNOLOGY & COMPETITIVE EDGE

- ▶ Our high-speed heat sensing solution is in PoC projects with 5 different corporations in Japan for different use cases in automotive, industrial facility, and R&D applications.
- ▶ Our computing memory is in development phase, and have already proved the write and read characteristics of the material.

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

Please refer to the B2Match page 9 to see how to meet online



ELECTRIC ENGINEERING
// MANUFACTURING

Multivariate GmbH
www.multivariate.com

Elias Vögel // CEO
voegel@multivariate.com

We develop an autonomous hardware/electronic prototype manufacturing cell. Our vision is to provide hardware developers with a tool to get their prototypes fast, simple and flexible right on site. This system enables them to work iterative and agile. The machine combines different manufacturing technologies in one system and achieves a high grade of automation combined with easy handling.

AIoT Solutions



ELECTRIC ENGINEERING
// AGROTECH // AI

AIoT Solutions OG
www.aiot-solutions.com

David Lugmayr // CEO
werner.lamprecht@aiot-solutions.com

AIoT Solutions is shaping a sustainable future by combining AI and IoT. Our product combines weather forecast data with parameters measured in the field and crop-specific knowledge in an algorithm that calculates optimal irrigation period and water amount.



AI // IOT //
M2M-COMMUNICATION

Sleeve GmbH
www.sleeve.dev

Emir Causevic // CEO
emir.causevic@sleeve.dev

Sleeve is an all-in-one system for remote software development, testing, and deployment on embedded hardware. Sleeve provides unrestricted and scalable access to embedded software development platforms. The mission is to remove constraints imposed by the inability to efficiently utilize hardware resources and enable fully automated, constraint-free hardware access.



OPTICS // PHOTONICS INDUSTRY

Fermat
<https://fermat.b-phot.org>

Fabian Duerr // Founder & Chief Architect
fermat@b-phot.org

We develop 'First Time Right' optical imaging and system solutions precisely aligned with your requirements, constraints, tolerances, and budget considerations. We offer a single-entry point: ranging from optical design to fabrication and metrology. We develop and deploy highly customized 'First Time Right'-based software solutions that will increase your productivity significantly.



IT // SOFTWARE-AS-A-SERVICE

Forcit
www.forcit.co

Henri Jacobs // CEO
henri@forcit.co

Forcit is the world's first SaaS cloud-based platform where innovation managers, decision-makers, teams, and experts will collaboratively shape the future. Our expert management software augments AI to predict challenges that ventures and innovations teams are facing and automates the matching of challenges with experts.



CHIP DESIGN

Sigasi
www.sigasi.com

Dirk Seynhaeve // VP Business Development
dirk.seynhaeve@sigasi.com

Sigasi allows FPGA and ASIC designers to achieve their full potential. Their chips create life-saving devices, power new technologies, and digitize our medical, telecom, automotive, defense, and aerospace worlds in revolutionary ways. And it all starts with the powerful Integrated Development Environment (IDE) Sigasi provides.



CHIPS MANUFACTURING // SUSTAINABILITY

Ferroelectric Memory Company
<https://ferroelectric-memory.com>

Ali Pourkeramati // CEO
info@ferroelectric-memory.com

FMC enables semiconductor manufacturers as well as fabless companies to utilize the FeFET technology. Manufacturers are supported to make use of the proprietary ferroelectric HfO₂ technology. Companies dealing with chip design can obtain complete hard macro solutions ready for use. Complete memory solution is embedded in license offerings for both the manufacturing and design space.



IOT // SOFTWARE

Ikologik NV
www.ikologik.com

Tom Serru // CEO
tom.serru@ikologik.com

Ikologik is an software company dedicated to create an easy-to-use ecosystem of IoT-software tools designed to interconnect industrial production systems and software solutions such as ERP, WMS, ... Our tools empower machine builders and production companies to enhance their operational processes and gain invaluable insights into the performance of their installations, unlocking the full potential of their industrial assets.



PRE-FIRE WARNING // POWER QUALITY MONITORING

Powermatic Technologies bvba
www.powermatic.be

Hazim Al -Hajjaj // CTO
hazim@powermatic.be

PREFEA: Fire prediction technology designed to monitor conditions that could potentially lead to a fire before the fire actually starts, so that appropriate action can be taken to prevent or mitigate the fire risk. Prefea serves as a tracking tool for electrical malfunction in high rise buildings. POWERMATIC: branded product, of Power monitoring management and protection of equipment for consumers and industry. Compact and cost-effective solution.



VoxelSensors



SENSORS

VoxelSensors
<https://voxelsensors.com/>

Johannes Peeters // CEO
info@voxelsensors.com

Single Photon Active Event Sensor (SPAES) is a novel Spatial and Emphatic Computing solution to address OEMs' demands for power-efficient and low-latency 3D perception and eye tracking systems. It is the most efficient sensing architecture and data path, replacing power-hungry legacy frame-based visual pipelines.



CIVIL PROTECTION // TECHNICAL AID EQUIPMENT

Resylia GmbH
<https://disaster-relief-systems.de>

John-Henning Peper // Founder
info@disaster-relief.de

We offer a range of products, in particular equipment for water, sanitation and hygiene (WASH). Our main item is a mobile, self-cleaning, easy to maintain/repair water purification unit. It was designed in correspondence with leading organisations, like i.e. German THW, as a user-oriented design approach to develop civil protection equipment for the 21st century.

16
Lab

Japan is (...) in the midst of the fourth venture boom

JETRO startup ecosystem report

SECURITY

16 Lab
<http://16lab.net/>

Ko Kijima // CEO
business@16lab.net

A developer of Secured IoT modules/Platform-type wearables, 16Lab Inc., shapes the future of computer-aided lifestyle by streamlining how people access computing intelligence around us more safely and seamlessly that perfectly fits the requirements of the Smart City era. They enhance the performances of IMUs/MCUs/Secure Elements empowered through software.

Milk.



TECH INTEGRATION // CONNECTIVITY

MobyL
<https://mobyL.io>

Daniel Schwarz // CEO daniel@mobyL.io
Kana Goto // COO kana@mobyL.io

MobyL is the world first easy-to-use IoT and generative AI driven IT-Management SaaS application, that helps to connect, manage and protect computers, infrastructure and cloud services, making things simpler and more cost-effective for everyone.

IMAGE PROCESSING

Milk.Inc
www.milk-med.com

Fumiya Fujii // Executive Officer & CFO
fumiya.fujii@milk-med.com

Milk.Inc is a deep tech startup that develops AI specifically for hyperspectral cameras. The company has proven applications in other fields such as space, medicine, agriculture, and infrastructure.

SENDAI
SMART
MACHINES

SUSTAINABILITY // ENERGY

Sendai Smart Machines
www.ssmcoltd.co.jp

Hiroki Kuwano // Founder, CEO & CTO
kuwano-h@ssmcoltd.co.jp

Sendai Smart Machines (SSM), a MEMS-based IoT device company was founded in 2016 in order to build a safe, secure, cost-effective, and environment-friendly social system. Using the MEMS-based piezoelectric technology originally developed by Professor Kuwano's research lab in Tohoku university, SSM develops and manufactures unique and unprecedented vibration energy generators.



Synspecive

SPACE // DATA ANALYSIS // IMAGE PROCESSING

Synspecive Inc.
www.emobi.co.jp

Keizo Fujiwara // Executive Officer
kefuj@synspecive.com

With the mission to realize a "learning world" for people to expand their capabilities and make tangible progress with new data and technologies, Synspecive delivers satellite data and various solutions that combine SAR and IoT data with machine learning and data science techniques.



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

GIN CONNECTS | OUR SERVICES

GIN FOR AUSTRIAN STARTUPS:

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

GIN FOR ASIAN STARTUPS:

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

GIN FOR INVESTORS:

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

GIN FOR INCUBATORS:

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

Contact us:

office@gin-austria.com
www.gin-austria.com

BE PART OF THE GIN NETWORK

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

HISTORY

Since 2017, TechBIZKON successfully connects startups, corporates and investors. Find out more on www.techbizkon.com/past-editions.html



2017 THE BEGINNING:

Our mission was to link the startup ecosystem from Europe with the growing scene in Tokyo/Japan



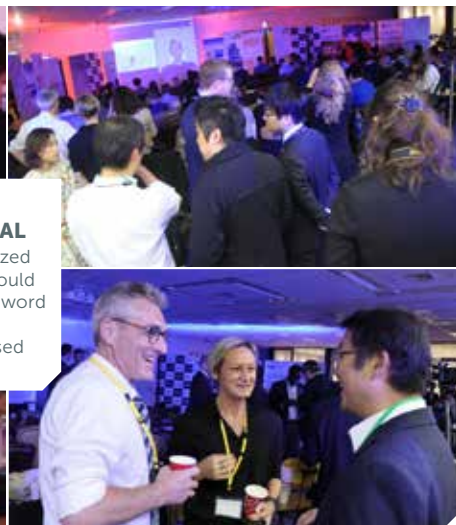
2019 DIGITAL HEALTH:

Nobody knew how timely the topic for the TechBIZKON 2019 was chosen. The third edition of the TechBIZKON took place in December 2019 just before the world faced the Covid-19 crisis.



2018 ARTIFICIAL INTELLIGENCE:

We realized that artificial intelligence would become a domineering keyword for years to come, so the TechBIZKON 2018 showcased 11 startups in the AI space.



2020 CONNECTED INDUSTRIES:

It was our most by the pandemic affected event – the reason we applied robotics. Telero-bots gave startup reps from abroad a way to participate the networking.



HISTORY

www.techbizkon.com/past-editions.html



2021 GREENTECH: This edition focused on THE topic of our time - greentech, sustainability and saving the planet for our children and generations to come. All sessions were hybrid, streamed live via the b2match site, and pre-event online matchings were introduced.



2022 MOBILITY: With Toyota Connected, the open innovation company of the Toyota Group as local partner, we had a total of 30 participating startups, 15 pitching, 15 exhibiting.

December 12th, 2023
3.30 pm to 9 pm (doors open: 3 pm)
Shibuya QWS // Tokyo
& online

TechBIZKON VII
Connecting
Startups,
Corporates & VCs



ORGANIZERS

AUSTRIA



ADVANTAGE AUSTRIA TOKYO
3-13-3 Motoazabu, Minato-ku, Tokyo
T +81 3 3403 1777,
E tokyo@advantageaustria.org

FLANDERS



FLANDERS INVESTMENT & TRADE TOKYO
c/o Embassy of Belgium, 5-4 Nibancho,
Chiyoda-ku, Tokyo, T +81 3 5210 5882
E japan@fitagency.com

GERMANY



GERMAN CHAMBER OF COMMERCE AND INDUSTRY IN JAPAN Sanbancho KS Bldg. 5F,
2-4 Sanbancho, Chiyoda-ku, Tokyo
T +81 3 5276 8825, E techbizkon@dihkj.or.jp

JAPAN

PLUGANDPLAY JAPAN

PLUG & PLAY
150-0043 Tokyo, Shibuya City,
Dogenzaka, 1 Chome-16-3 3F
<https://japan.plugandplaytechcenter.com>

CO-ORGANIZERS



GERMAN CENTER F. RESEARCH AND INNOVATION (DWIH)
www.dwih-tokyo.org



EU-Japan Centre
for Industrial Cooperation

EU-JAPAN CENTRE FOR INDUSTRIAL COOPERATION
www.eu-japan.eu



SHIBUYA QWS – QUESTION WITH SENSIBILITY
<https://shibuya-qws.com/en>

KIND SUPPORT

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www.jeita.or.jp

JPCA
<https://jpca.jp/eng>

WEDIA
www.nedia.or.jp

SIIQ
<https://siiq.jp/en>

TOKYO LAND COOPERATION
www.tokyu-land.co.jp

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DIAMOND



PLATINUM



GOLD



SILVER



明日をひらく都市
OPEN x PIONEER
YOKOHAMA