



# TCS B2B Matchmaking Program Tech Buyer and VC Opportunities

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## Tech Buyers

### Austria

FOR COMPANIES LOOKING TO DEVELOP 5G SOLUTIONS IN COMPUTING AND MOBILE DEVICES	
<b>Who</b>	ATS from Austria <a href="#">↔</a>
	A business development team at Austria Technologie und Systemtechnik AG (short AT&S AG) is focusing in the areas of Automotive, Industrial and Medical. AT&S's goal is to identify and develop new fields of business for the future and sustainable growth of AT&S. For Collision, the company's focus will be besides the mentioned AIM areas, on consumer areas like computing and mobile devices, as AT&S is very engaged in these topics as well.
<b>What</b>	AT&S primary focus is on R&D Collaboration (Co-development, R&D alliance) but is not limited to that. Business collaboration in terms of joint ventures, a partnership or a licensing agreement can be pursued if the technology, in combination with the company's core business areas, allows a sustainable future prospect. In the areas that AT&S is active, they provide high-end PCBs (printed-circuit-boards) and substrates and they are one of the leading companies in component (ICs, power devices and passive devices) embedded in PCB and substrates. So they provide integrated packaging solutions on PCB/substrate panels. For this specific topic, the company is continuously seeking cooperation and partnerships with innovative companies who are willing to develop new product designs or integration concepts for electronic devices together, which enable a benefit to AT&S customers in terms of size, performance and costs. A cooperation can be for high frequency communication solutions (i.e. 5G infrastructure or modules), medical solutions which offers something unique to patients with a focus on wearables and implantable devices, other areas of corporation are the future autonomy of passenger vehicles or industrial applications (i.e. robotics, smart sensors). Important is that the final offering is combined with their PCB and substrate technologies.
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Company can meet Thursday June 25 (any time) or Friday June 26 (after 10am) All times are Central European Time via Webex, Microsoft Skype for Business or Teams

FOR SEMI-CONDUCTOR AND CHIP TECHNOLOGY COMPANIES	
<b>Who</b>	LieberLieber from Austria <a href="#">↔</a>
	LieberLieber is the skilled Enterprise Architect (Sparx Systems) specialist with decades of experience in the development of customer-specific models. Their LemonTree and Embedded Engineer extensions make working with models faster and more efficient.
<b>What</b>	Lieber Lieber is searching for an innovative Canadian ICT start-ups which can boost Lieber Lieber's technology but could also be part of an innovation consortium in the context of EUREKA ( <a href="https://www.eurekanetwork.org/#instrument">https://www.eurekanetwork.org/#instrument</a> ) (innovation project) KRINO AI is a consortium of companies with the goal of developing a unique white label AI technology within a 3-year Eureka Clusters AI project. The current main consortium partners are: <ul style="list-style-type: none"> <li>• <a href="#">SparxSystems CE</a> (sister company of LieberLieber GmbH, both under the umbrella of the Peter Lieber Group). Enterprise Architect is a comprehensive UML analysis and design tool for UML, SysML, BPMN and many other technologies. Covering software development from</li> </ul>





	<p>requirements gathering through to the analysis stages, design models, testing and maintenance.</p> <ul style="list-style-type: none"> <li>• <a href="#">AIT</a> (Austrian Institute of Technology). Threat analysis is an integral part of system development and still relies on subjective expert judgment. ThreatGet allows to automate this analysis by formalizing threat information.</li> <li>• UvA (University of Amsterdam)</li> <li>• <a href="#">The philosophical home of Krino</a></li> <li>• OUB (Open University of Barcelona)</li> <li>• <a href="#">Chatbot technology</a></li> <li>• <a href="#">Model-to-code generation and verification</a></li> </ul> <p>The company is looking for Canadian chip technology companies, which offer solutions that can deal with the following challenges: Modern electronic systems have to fulfill more and more requirements and therefore often become very complex. For decades, a proven means for reducing this complexity has been the use of models (architecture, mechanical engineering, etc.).</p> <p>Major domains are: Automotive, Aviation, Transportation, Health, Defense</p>
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	The company can meet June 23 and 26 CET times via Zoom, Hangouts and Teams

<b>FOR COMPANIES DEVELOPING SENSORS</b>	
<b>Who</b>	<p>Palfinger from Austria </p>
	<p>PALFINGER is a leading international manufacturer of innovative lifting solutions for use on commercial vehicles, ships and stationary equipment. Based in Bergheim, Austria, the PALFINGER Group develops and produces leading solutions for its customers and partners all over the world. With more than 11,000 employees, over 5,000 sales, and service centers, PALFINGER is close to the market and to its customers. PALFINGER generated total sales of EUR 1.75 billion in 2019.</p> <p>The core product is the Loader Crane. The company is the world market leader in this segment with more than 100 models and a market share of more than 30 per cent. In Timber and Recycling Cranes on- and off-road as well as Hooklifts PALFINGER is also the world's biggest manufacturer. Over the years, the product portfolio has been steadily expanded with products such as the Truck Mounted Forklifts, Tail Lifts, and the Access Platforms. With their Railway Systems and Bridge Inspection Units they are the European technology and market leader in this high-tech sector. PALFINGER Marine is the global leading manufacturer of highly reliable, innovative and customized deck equipment and handling solutions for the maritime industries. The product portfolio includes cranes, lifesaving equipment, winches and handling equipment. A worldwide service network including the supply of spare parts ensures fast and professional onsite support. PALFINGER Marine operates in all major maritime segments, including Offshore, Marine, Cruise, Navy and Coast Guard, and Wind.</p> <p>As a technology leader the company offers the most efficient and innovative solutions for their customers and partners.</p>
<b>What</b>	<p>Palfinger will work with a company via Technology Transfer, Business Collaboration: Marketing Alliance, Joint Venture, Partnership, Licensing Agreement, R&amp;D Collaboration: Co-development, R&amp;D alliance</p>



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	Palfinger is looking for innovations, technologies and potentials partners, in the areas of autonomy and sensors, electrification and connectivity, to build together with partners almost autonomous, connected and electrified lifting solutions of tomorrow. In the following link please find our research fields along with our focus areas for innovation: <a href="https://www.palfinger.ag/en/company/palfinger-21st">https://www.palfinger.ag/en/company/palfinger-21st</a>
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Company can meet June 22 (8 am-9.30 am) 23rd (9:30am -11:30 am) 25th ( 8:00 am-9:00 am) EST via MS Teams and Zoom

FOR LOGISTIC-TECH AND GPS TRACKING COMPANIES AND RIC'S	
<b>Who</b>	EnliteAI from Austria <a href="#">↔</a>
	EnliteAI is a full-service provider for Artificial Intelligence - from AI strategy to applied research. We have carried out over 50 projects for multinationals and the public sector.
<b>What</b>	<p>Enlite AI is interested in</p> <ul style="list-style-type: none"> <li>● Tender: Open, Closed, Restricted, Pre-qualified List</li> <li>● Business Collaboration: Marketing Alliance, Joint Venture, Partnership, Licensing Agreement</li> <li>● R&amp;D Collaboration: Co-development, R&amp;D alliance</li> </ul> <p>Enlite AI is seeking connections with Canadian ICT solution providers in the fields of AI, especially in manufacturing, logistics and the timber industry with whom they can work together in order to further develop Enlite AI's products.</p> <p>In the public sector, Enlite AI develops solutions to identify street level imagery regarding road and building defects, traffic sign identification etc. with an exceptionally high accuracy in determining the correct geolocation. This software is already used by the City of Vienna.</p> <p>In addition, Enlite is interested in incubators &amp; accelerator programs: once Covid19 is over, the company would be interested in joining a Canadian program.</p>
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Company can meet the week of CFH 2-8pm CET on any tool except WhatsApp and Facebook Messenger

FOR IOT COMPANIES	
<b>Who</b>	KTM Innovation from Austria <a href="#">↔</a>
	KTM is Europe's largest motor cycle company, the 4th biggest worldwide and the fastest growing premium brand. KTM operates in 80 countries, in many segments. Its offroad segments dominate some 70-80% of the world market. Its onroad segments grow very fast. KTM also owns other brands such Husqvarna, GasGas, WP and more. KTM Innovation is the subsidiary tasked with digital transformation and accelerated innovation throughout the group. The parent of KTM, Pierer Mobility, also owns e-bicycle brands, the largest high-performance automotive supplier (for formula1, Porsche, Bugatti and all others), the oldest listed German company, several electronics companies and else.
<b>What</b>	KTM operates in whatever mode makes most sense for the topic and partner and stage of technology. It can be anything from straight purchase to licencing, development contract, co-development, joint marketing, re-selling, R&D collaboration or other loose cooperation. KTM does several dozen with startups every year.





	<p>KTM stands for open innovation and is wide open for anything that helps them be smarter, faster or more efficient – be in Smart Product, Smart Production (incl supply chain), Smart Commerce (B2B2C) and Smart Organisation. Its industries are mobility/automotive but also leisure. For Smart Production KTM needs anything that helps produce more, better, cheaper; KTM builds bikes not to custom but in mini-series across dozens of models and hundreds of variants. Solutions around global marketing, sales and sales management, services for retailers, services retailers can offer to bikers, new accessories, POS are in demand. What KTM needs for Smart Organisation is generic.</p> <p>Areas include but are not limited to: new business models for motor-cycles, data driven insurance, electro power train, HMI on a bike, any kind of new hazard warning or safety feature, really good end-to-end vehicle IOT platform, marketing technologies such as virtual worlds, new technologies and narratives to communicate the intense motor sport experience, smart helmet, PTC to SAP product life cycle integration, intra factory material flow management, smart bots, smart audio bots,</p>
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Company can meet June 24 (EST morning), June 22 (after 4 pm), June 25 (after 3 pm) via Teams, Zoom and Google Hangouts

FOR IOT, AR/VR, SENSOR COMPANIES	
<b>Who</b>	Infineon Technologies from Austria
	Infineon Technologies AG is a world leader in semiconductor solutions that make life easier, safer and greener. Infineon is a worldwide leader in Automotive, Industrial Power Control, Power & Sensor Systems, and Digital Security Solutions.
<b>What</b>	Infineon will work with a Canadian company via a Start-up engagement Model: Non-dilutive NRE proof of concepts. On technical and cultural success, they may explore Investment options at a later point. Interested in: New HW technology companies and SW companies that can advance Infineon device technology Interest points tied to IoT, AI sensor data processing, Audio, medical, and ARVR
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Company can meet June 22, 23, and 24: before 4 pm EST. via Zoom or Google Hangouts

FOR EARLY STAGE COMPANIES IN IOT AND SENSOR TECHNOLOGIES	
<b>Who</b>	AVL from Austria
	AVL is the world's largest independent company for the development, simulation and testing of powertrain systems in the automotive and mobility industry. Creators Expedition – an AVL initiative – is the global startup program of AVL with the focus of co-innovation in order to create the sustainable and efficient mobility of the future.
<b>What</b>	In the course of Creators Expedition, AVL is looking for joint PoC- and demonstration projects to get to know each other. Subsequent to this project the future collaboration method is defined. AVL's focus is on early stage startups that want an independent access to the automotive industry, want to mature their prototype if have international industrialization ambitions. The





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	startups may provide solutions for electrified mobility, assisted and autonomous driving, data analytics and artificial intelligence or sensor technologies.
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Company can meet June 23/24/26 morning via Skype for Business, Webex, Teams, Zoom, Google hangouts, GoTo-meeting

FOR IOT COMPANIES	
<b>Who</b>	Magenta Telekom from Austria
	Magenta Telekom is the #. 2 Telecom provider in Austria. Magenta is offering services for consumer and B2B. The portfolio is – fixed line voice, internet, mobile voice & internet, business services, IoT & Big Data
<b>What</b>	<p>Magenta has been working with the Canadian embassy for 5 years, through this they were able to identify a Canadian Partner. Magenta is very interested in looking into:</p> <ul style="list-style-type: none"> <li>• technology transfer</li> <li>• use partner online platforms.</li> </ul> <p>In return Magenta could offer a Global Connectivity to Canadian companies – tender, RFP’s e.g. fleet management companies</p> <p>Magenta is looking for ICT solutions in the IoT arena. First, to use it to create products but also to offer it to their B2B customers. Another interest is to find partners in the IoT arena who want to cooperate with a Telco using it as a sales channel – B2B only</p>
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Company can meet June 22 (8am-1pm) 23 (9am-12pm) 24 (9am-12pm) via Zoom and WebEx

FOR IOT COMPANIES SUPPORTING INFRASTRUCTURE PROJECTS	
<b>Who</b>	Asfinag from Austria
	Asfinag plans, builds, operates and tolls all Austrian highways and expressways, in total 2300 Kilometer. Asfinag has an unlimited concession and it’s stocks are owned by the Austrian state.
<b>What</b>	<p>As a state-owned entity, Asfinag is subject to public procurement law, therefore all substantial purchases have to be done via a tender. Off the shelf solutions in the road infrastructure business are rare, so R&amp;D cooperation is frequently used, along with innovation partnerships and Co-Development.</p> <p>In R&amp;D ASFINAG focuses on infrastructure support for automated driving and building a digital twin of Austrian highways.</p> <p>ASFINAG has an extensive IoT landscape with roughly 100k devices throughout the country. Current challenges include scalable data fusion of radar and video and - based on that - traffic situation evaluation. Capable radar sensors for infrastructure use are also of interest. ASFINAG is in the rollout phase of cooperative systems based on ITS-G5 where it will look into edge computing to process traffic information in a distributed way.</p>
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Company can meet anytime during CFH via Teams, Skype and Zoom







**Brazil**

<b>FOR FINTECH COMPANIES</b>	
<b>Who</b>	Serasa from Brazil <a href="#">↔</a>
	Present in the Brazilian market for over 50 years, Serasa Experian is the market leader in information services and responsible for the largest database in Latin America. Serasa provides solution for all stages of the business cycle and offers the most accurate and effective reports on the market. They support companies, entrepreneurs and consumers in their credit decisions and offer solutions for risk management, marketing and digital certification.
<b>What</b>	<p>Serasa may work with a Canadian company through, Straight purchase, Technology transfer, Business Collaboration, joint venture, partnership and licensing agreement, Co-development Serasa is looking for the following solutions: -online and offline credit reports, credit scores, attributes, analytical solutions, platforms and white label solutions for digital credit client journey.</p> <ul style="list-style-type: none"> <li>- new technologies to provide structured solutions and/or improve user experience with web reports, advanced analytics (Hadoop based, AI, machine learning, innovative approaches to provide credit profile segmentation, etc.) and alternative data to enable credit inclusion for clients without credit history/background, a very common problem in Brazil, specially for the unbanked population.</li> <li>-solutions related to open data / open banking, digital &amp; instant payment, solutions for specific requirements (pain points) for some industries, like agribusiness, fintechs, telcos and insurance companies, technologies that might be integrated with their solutions and data, to provide full solution for digital credit market.</li> </ul>
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Company can meet June 23, 3pm (SP time), June 24, 3pm (SP time), June 26, 2pm (SP time) via Google Hangouts, Webex, Skype

<b>FOR THERMAL ENERGY AND OZONE- BASED TECHNOLOGY COMPANIES</b>	
<b>Who</b>	Logos Holding from Brazil <a href="#">↔</a>
	Logos Holding is a holding company established in 2016. The group is formed by companies focused on environmental consultancy and management, as well as, development and financing for renewable energy and infrastructure projects.
<b>What</b>	<p>The company will purchase directly from Canadian company.</p> <p>Logos Holding seeks technologies for</p> <ul style="list-style-type: none"> <li>- the production of thermal energy from biomass</li> <li>- ozone-based technologies for the disinfection of pathogens in hospitals (COVID-19).</li> </ul>
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Company can meet June 22 and 26 via Google Meet

<b>FOR COMPANIES PROVIDING TECH SOLUTIONS TO PHARMACIES</b>	
<b>Who</b>	Biolab Sanus Farmacêutica from Brazil <a href="#">↔</a>
	Biolab is one of the largest Brazilian pharmaceutical companies that has built a successful record, permeated by the dedication and prominence in innovation. With a robust portfolio of



	<p>more than 100 products, Biolab is in constant innovation and committed to the future. Headquartered in Brazil with 4 manufacturing sites and two R&amp;D centers, being one in Sao Paulo and the other located in Toronto - Canada, Biolab is the absolute market leader in Cardiology. Spearheading innovative therapeutic class, Biolab is also a top-rated company in different specialties, such as Dermatology, Gynecology, Pediatrics and Orthopedics. The company reached a revenue of R\$ 2,1 billion, around USD 600 M, in 2019. With over 3,200 employees, Biolab has the fourth biggest sales force in the country, fully dedicated to promoting the company's portfolio all over the Brazilian territory.</p>
<b>What</b>	<p>The company may work with a Canadian company through Straight Purchase of tech tools / services to enhance physicians and patients experience with Biolab, Technology Transfer and Co-Development</p> <p>Biolab is a company focused on medical visitations and currently counts on 1500 employees in the Sales Force. While the number of doctors in Brazil is 450,000, the company's sales force is only able to visit 150,000 of them. In other words, there is a large number of doctors that are still not visited by Biolab's sales force. While the company cannot increase the number of employees in its Sales Force, it must increase the number of doctors visited. In this sense, Biolab needs to identify technological platforms that can support the company to achieve this goal. Virtual visits would be half way to achieve this but, in Brazil, there must be a way of getting the doctor's signature when providing them free samples of medicine.</p> <p>In addition to this specific demand, Biolab is open to learn about innovative technologies for the pharmaceutical sector.</p>
<b>How</b>	<p><a href="#">Click here</a> to request a meeting</p>
<b>When</b>	<p>Company can meet June 22 (afternoon), June 23 (morning), June 26 (morning) via Zoom, Skype, Microsoft Teams</p>

FOR TECH COMPANIES AUTOMATING PROCESSES	
<b>Who</b>	<p>ArcelorMittal from Brazil <a href="#">eo</a></p>
	<p>The Flat Steel segment of ArcelorMittal Brasil is one of the major steel suppliers in Latin America. It produces around 7.5 million tons of steel in slabs, hot rolled and cold rolled coils, marketed in Brazil and in more than 30 countries. It is responsible for the exclusive production of special steels to automotive sector and a supplier to civil construction, shipbuilding, appliances and infrastructure sectors. The company's main business is semi-finished steel products, but it also commercializes non-core products like energy, steel industrial co-products and services. Their main clients are from automotive sector, civil construction, shipbuilding, appliances goods and infrastructure.</p>
<b>What</b>	<p>ArcelorMittal wishes to meet companies committed to work on their digital transformation journey. Preferrably companies offering local and global support (Portuguese and English language speakers). The company intends to acquire new technologies with a real return over investment. Solutions of interest will first go through a Proof of Concept.</p> <p>The company is looking for new digital technologies to bring value and/or reduce costs to the business as the company focuses on environmental, health and safety improvement challenges:</p> <ul style="list-style-type: none"> <li>- technology solutions (ie, AI) for process automation, production scheduling and planning, information and process workflows, process prediction, process optimization and process digitalization.</li> </ul>







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<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Company can meet on June 22nd (working hours) via Microsoft Teams or Cisco WebEx

FOR COMPANIES PROVIDING VIDEO ANALYTICS/AI/IOT/BIG DATA SOLUTIONS	
<b>Who</b>	Avantia from Brazil <a href="#">↔</a>
	Avantia is a security technology provider. The company helps its clients to reduce costs and improve security processes using intelligent video and audio analytics. With the use of video analytics, IOT, and AI, Avantia monitors processes remotely, so clients know what is happening in their premises in real time.
<b>What</b>	Avantia will work with Canadian Companies via: straight purchases, technology transfer, R&D collaboration for the co-development of new solutions. Avantia is looking for video analytics, AI, IOT and Big data solutions, applicable to intelligent video and audio analysis. The company wants to use these solutions to improve their Audio/Video analysis and to use them for remote monitoring. More specifically, in terms of IoT, the company wants to manage their devices remotely. In addition to this, Avantia is very open to any innovative solutions that can be implemented by a security technology provider.
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Company can meet on June 23rd, 24th and 25th in the afternoon via Zoom, Google Hangouts, Whats App

FOR AI AND CYBER SECURITY COMPANIES	
<b>Who</b>	Intelliway Technology from Brazil <a href="#">↔</a>
	Intelliway specializes in the design and delivery of Artificial Intelligence and Cyber Security Information Technology services and solutions.  Intelliway helps companies to successfully achieve their digital transformation goals through integration and custom software development using AI capabilities, including AI powered bots, Natural Language Processing, Pattern Recognition, Computer Vision, Process and Systems Automation, Machine Learning, Cloud Computing, IT & OT Back-end and Front-end Systems Integration. Intelliway offers highly competitive cyber security solutions and services to protect companies. Their portfolio comprises Managed Security Services, Penetration Testing and Technical Vulnerability Assessment, Application and Source Code Assessment, IoT Security Assessment, Cloud Computing Security Assessment, Risk & Compliance Assessment, Threat Hunting and Containment, Security Monitoring & Incident Response, Deep and Dark Web Threat Intelligence.
<b>What</b>	Intelliway will work with companies via: Technology Transfer, Business Collaboration: Partnership, Licensing Agreement, R&D Collaboration: Co-development, R&D alliance The company is looking for solutions of Information Security and Artificial Intelligence to include them in their current portfolio, working as a Value Added Reseller in Brazil, and offering these solutions to Brazilian clients and companies. More specifically, the company is looking for the solutions below:





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	<ul style="list-style-type: none"> <li>- Artificial Intelligence: Natural Language Processing, Pattern Recognition, Computer Vision, Process and Systems Automation.</li> <li>- Cyber Security: Vulnerability Management, Data Mapping for GDPR, Risk &amp; Compliance Management, Deep and Dark Web Threat Intelligence.</li> </ul>
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Company can meet June 24: From 5pm to 7pm , June 25: From 9am to 12am, June 26: From 9am to 12am via Zoom and Google Hangouts

FOR BLOCKCHAIN COMPANIES	
<b>Who</b>	CPQD from Brazil ↔
	With more than 40 years in operation, CPQD stands out as one of the main innovation centers in Information and Communication Technology (ICT) in Latin America. CPQD's technological base includes prospective topics (future technological transitions) and current market issues (Internet of Things, Artificial Intelligence, Connectivity, Blockchain and Electric Mobility), which enable the development of innovation projects aimed at the digital transformation of industry, agribusiness, cities and health, promoting new levels of efficiency and competitiveness, new experiences to customers or new business models.
<b>What</b>	CPQD would be considering the following formats to work with Canadian companies: R&D, Development and Innovation in a variety of ways, including possibilities of using Brazilian Innovation Support Funds, Technology Transfer, Commercialization of Products and Services CPQD is looking for these types of solutions and services to support their projected related to blockchain technology including blockchain digital wallets, decentralized digital identification and supply chain traceability.
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Company can meet June 24, 25, 26, during the afternoons (Toronto time) via Google Hangouts

FOR EDU-TECH COMPANIES	
<b>Who</b>	AfferoLab from Brazil ↔
	AfferoLab is a leading corporate education organization in Brazil, focused on products and services, and also part of the Bertelsmann Group, one of the largest media and education groups in the world. With more than 20 years of experience, AfferoLab offers corporate training for more than 500 thousand professionals every year. They already have a proprietary technological ecosystem, with products and services/assets, that is already connected with cloud services from Amazon and Google.
<b>What</b>	<p>AfferoLab will work with Canadian companies via:</p> <ul style="list-style-type: none"> <li>• Business collaboration/partnership to secure new markets</li> <li>• R&amp;D collaboration and co-development partnerships</li> </ul> <p>They are looking for tech solutions and content expert partners to connect with the education ecosystem, broadening the experience and empowering their recognized orientation as trendsetters.</p> <p>-educational institutions interested in offering content, mostly related to corporate training themes, business, future of work, re-skilling and up-skilling abilities, among others.</p> <p>-looking for consultancy or resources for UX (user experience) services/development to improve their core solutions.</p>





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<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Company can meet on June 22th or 23th via Zoom or Google Hangouts

FOR FINANCIAL SERVICES AND INFRASTRUCTURE COMPANIES	
<b>Who</b>	B3 from Brazil <a href="#">↔</a>
	<p>B3 S.A. (Corp.) is one of the world’s largest financial market infrastructure companies, providing trading services in an exchange and OTC (Over-the-count) environment. B3’s scope of activities includes, the creation and management of trading systems, clearing, settlement, deposit and registration for the main classes of securities, from equities, corporate fixed income securities to currency derivatives, structured transactions and interest rate, and agricultural commodities. B3 also acts as a central counterparty for most of the trades carried out in its markets and offers central depository and registration services.</p> <p>Through its vehicle and real estate financing unit, the Company offers products and services that streamline local credit analysis and approval throughout Brazil, making access to secured loans easier, faster and safer. In vehicle financing, it is a leader in the provision of electronic delivery services of the information required for the registration of contracts and annotations of encumbrances with traffic authorities.</p>
<b>What</b>	<p>B3 will work with Canadian companies via:</p> <ul style="list-style-type: none"> <li>• Business Collaboration: Marketing Alliance, Joint Venture, Partnership, Licensing Agreement</li> <li>• R&amp;D Collaboration: Co-development, R&amp;D alliance</li> </ul> <p>B3 is looking for the following to solve Innovation &amp; Business Development challenges:</p> <ul style="list-style-type: none"> <li>• Development of new business verticals and/or products, aligned with company’s strategy, specific to Financial Services and Infrastructure.</li> <li>• New technologies for the financial market (blockchain, artificial intelligence, others)</li> <li>• Development of partnerships (tech infrastructure for the financial market)</li> <li>• Data &amp; Analytics tools for financial market</li> </ul> <p>On the Market Intelligence side:</p> <ul style="list-style-type: none"> <li>• Data prepping for AI (huge &amp; complex learning database sets, intensive work from the business analysts)</li> <li>• Consultancy Services: Finding &amp; defining the top business questions trough so many financial products &amp; markets datasets covered by the team.</li> <li>• Project management in Agile Methodology for Data Products</li> </ul>
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	B3 is available June 23: 2:00 pm – 6:00pm (BRT), June 24: 2:00 pm – 6:00pm (BRT), June 25: 2:00 pm – 6:00pm (BRT) via Microsoft Teams, Cisco Webex, Whatsapp, CFH app

FOR FINTECH, AGRITECH AND SMART CITIES COMPANIES AND ACCELERATORS/INCUBATORS	
<b>Who</b>	Banco do Brasil <a href="#">↔</a>
	<p>Banco do Brasil is one of the top 3 largest Latin-American retail banks based in Brazil and operating in other 21 countries. It is a semi-public corporation. With more than 60 million customers and 90 thousand employees, Banco do Brasil provides a complete financial services portfolio that includes leading, securities services, insurance, credit cards, mortgage loans, among others.</p>





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<b>What</b>	Banco do Brasil will work with a Canadian company via R&D collaboration and Co-development The organization is constantly looking for -AI technologies. -Fintechs, agritechs and smartcities companies to evaluate partnership opportunities. -innovation centers (focused on fintechs, agritechs and smartcities), and researchers (focused on AI, deep learning and machine learning, as well as on semantic technologies such as ontology, OWL and RDF) - AI operations management, ethics, MLOps, AIOps and AutoML.
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Company can meet the week of CFH in the mornings via Microsoft Teams

FOR SUPPLY CHAIN/LOGISTIC TECH COMPANIES IN THE TRANSPORT SECTOR	
<b>Who</b>	Ipiranga from Brazil <a href="#">↔</a>
	Turbo is Ipiranga's Innovation Hub and is responsible for connecting startups that maximize income and/or savings regarding its results. Ipiranga is a major oil distributor in Brazil with over seven thousand gas stations as clients.
<b>What</b>	The opportunity is structured through business collaboration, partnerships, technology transfer and/or service hiring, focused on contributing to the generation of new businesses of Ipiranga's chain of products and services. Ipiranga is mostly seeking innovative approaches to services through technology, such as: <ul style="list-style-type: none"> <li>• Big data analytics solutions to work on the data collected by trucks' sensors;</li> <li>• Dispatch systems to control flow of trucks, to calculate truck productivity/efficiency, the best way to distribute trucks and for their preventive maintenance;</li> <li>• System able to calculate productivity/efficiency of each off road truck;</li> <li>• Digital fuel delivery solution;</li> <li>• Self checkout technology for their gas station shops;</li> <li>• Mobile Payment innovation (new functionalities);</li> <li>• Efficient ways to produce fuel out of carbon dioxide;</li> </ul>
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Company can meet June 22 and 26 (working hours) via MS Teams

FOR FINTECH COMPANIES	
<b>Who</b>	VISA from Brazil <a href="#">↔</a>
	Visa is a technology company that provides connection among banks, acquires, merchants and consumers thru payments technologies. It facilitates electronic funds transfers throughout the world, most commonly through Visa-branded credit cards, debit cards and prepaid cards. Visa is the world's second-largest card payment organization. In 2018 they have launched an acceleration program to connect with the startup ecosystem and promote innovation and entrepreneurship. Sao Paulo is one of their 6 Global Innovation Centers operating since 2018 focused on prototype solutions and testing with clients.
<b>What</b>	Visa would like to connect with Canadian companies for R&D collaboration, co-development and alliances



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	<p>Visa is working with the future of payments, IoT technologies, Digital marketplace, Fintechs and Human-Centered Design approach solutions.</p> <p>They would be interested in connecting with companies offering cross-device payment experiences and customized solutions.</p>
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Company can meet any time on the week 22-26 via Zoom, Google Hangout and Whatsapp

## China

<b>FOR AUTOTECH, HARDWARE AND SOFTWARE COMPANIES</b>	
<b>Who</b>	Hasco - Huayu Automotive Systems from Shanghai <a href="#">↔</a>
	Hasco is a subsidiary of SAIC Motor focusing on R&D, production and marketing of automotive components. Hasco operates in business segments of Metal forming; Interior and exterior trimming; Electronics parts; Function parts as well as new energy vehicle. The organization is listed on Shanghai Stock Exchange (SHG: 600741).
<b>What</b>	<p>Hasco will work with Canadian companies via:</p> <ul style="list-style-type: none"> <li>- Business collaboration/partnership to secure new markets</li> </ul> <p>Mr. Frank Ye, VP of investment at Hasco, is seeking green and intelligent solutions including:</p> <ul style="list-style-type: none"> <li>- Smart hardware</li> <li>- Lightweight materials</li> <li>- Software upgrades</li> </ul>
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	TBC

## Italy

<b>FOR TELECOM &amp; IOT COMPANIES</b>	
<b>Who</b>	FS Technology from Italy <a href="#">↔</a>
	FS Technology is a digital transformation company owned by Ferrovie dello Stato Italiane, Italy's main rail service provider. With a global turnover of €12 billion, Ferrovie dello Stato Italiane is active in more than 60 countries. FS Technology was created with the aim to provide innovative solutions to Ferrovie dello Stato Italiane and other public and private owned companies.
<b>What</b>	<p>FS Technology will work with Canadian companies via:</p> <ul style="list-style-type: none"> <li>- R&amp;D partnerships</li> <li>- Business collaboration</li> </ul> <p>Areas of Interest:</p> <ul style="list-style-type: none"> <li>- IoT</li> <li>- 5G technology</li> <li>- Mobility</li> <li>- Blockchain</li> <li>- Robotics and AI</li> </ul>
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	TBD





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FOR FINTECH AND CYBERSECURITY COMPANIES	
<b>Who</b>	Nexi Spa from Italy <a href="#">↔</a>
	Nexi Spa is a leading financial services provider in Italy across several subsectors: Issuing, Merchant Services, ATM Management, Interbank Corporate Banking, Clearing & Settlement. In collaboration with CBI Globe ( <a href="https://www.cbiglobe.com/">https://www.cbiglobe.com/</a> ), Nexi has launched an international open banking platform to connect fintech companies with their partner banks. With €1 billion revenues in 2019, Nexi is the main fintech player in Italy and one of the top 5 open banking platform in Europe.
<b>What</b>	Nexi Spa provides Canadian companies the opportunity to access EU clients via its open banking platform (Referral Agreements – Licensing Agreement – R&D collaboration). Nexi Spa is scouting for fintech solutions to be integrated within their open banking platform. Verticals of interests are: - Personal finance management - Wealth management - AI powered financial advisors - Paytech - Regtech
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Company flexible with timings (timezone difference to be considered).

FOR LIFE SCIENCES ACCELERATORS/ACADEMIC RESEARCH INSTITUTES	
<b>Who</b>	Zambon from Italy <a href="#">↔</a>
	Zambon is a leading pharmaceutical and chemical multinational. Founded in 1906 in Italy, Zambon operates directly on three continents – Europe, North & South America and Asia. Zambon focuses on severe respiratory diseases, cough and cold, acute pain prevention, central nervous systems and women’s health. Zambon group owns Z-Cube, a business division that converts promising technologies from university laboratories or early start-ups into a number of commercial opportunities, to generate revenue growth for all parties involved. In 2018, Zambon launched OpenAccelerator and OpenZone, two business divisions aimed at fostering innovation within the group.
<b>What</b>	Zambon will work with Canadian accelerators via: - R&D partnerships Zambon is currently looking to connect with : - Academic research centres - Canadian Life Sciences accelerators/incubators
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Company flexible with timings (timezone difference to be considered).

## Japan

FOR HEALTH-TECH, ADV. MATERIALS, RETAIL TECH COMPANIES
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<b>Who</b>	ASICS Corporation from Tokyo <a href="#">↔</a>
	ASICS Corporation manufactures general sporting goods and equipment. The company's products include athletic shoes and sportswear. The company's annual sales in 2019 is JPY378 billion. The company has 8 offices in Japan and 51 overseas with over 9,000 employees.
<b>What</b>	ASICS Corp. will work with Canadian company via: Business Collaboration (e.g. joint venture, licensing agreement, strategic partnership), R&D collaboration, Technology Transfer, Straight Purchase They are looking for digitalization of sports and fitness. Specific interest: Health-tech, Advanced Materials, AI, Retail-tech
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

FOR QUANTUM COMPUTING, AI, CYBER SECURITY, NUCLEAR FUSION, DIGITAL HEALTH COMPANIES	
<b>Who</b>	AZCA, Inc. from Tokyo <a href="#">↔</a>
	AZCA, Inc was established in 1985 in Silicon Valley and is a management consulting and investment banking firm that assists companies as they expand their businesses between North America and Asia (Japan in particular). AZCA runs AZCA Corporate Venturing Program (AZCA CVP) to provide hands-on support to their corporate clients' venture capital program. Their clients include NEC, NTT, Kubota, Clarion Shimadzu, and more.
<b>What</b>	AZCA will work with Canadian company via: Business Collaboration (e.g. joint venture, licensing agreement, strategic partnership), R&D collaboration, Technology Transfer, Straight Purchase We are consultancy/ investment banker to help companies to grow in the above areas. We work with our clients to help them identify new technology opportunities in the above areas. Specific interest: Quantum Computing, AI, Cyber Security, Nuclear Fusion, Digital Health
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

FOR SMART CITY, HEALTH CARE(TELEHEALTH), EV CHARGING SYSTEM COMPANIES	
<b>Who</b>	Chubu Electric Power Co., Inc. from Tokyo <a href="#">↔</a>
	Chubu Electric Power Co., Inc. (CEPCO) is the 3rd largest electric utility in Japan, generating over USD 20 Billion in sales revenue in 2018. CEPCO provides electricity and gas supply, thermal storage, on-site energy, real estate management service, IT business, etc. It employs over 16,000 people and has power generating facilities from thermal, hydroelectric, nuclear, wind and solar sources.
<b>What</b>	Chubu Electric Power Co will work with Canadian Company via: Business Collaboration (e.g. joint venture, licensing agreement, strategic partnership), R&D collaboration, Straight Purchase We are developing new business lines for the Japan market. We have to survey new technologies, and adapt startup's systems directly to develop them quickly. Specific interest: Smart city, Smart community, Smart grid, Health care(telehealth), EV charging system
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions





FOR ADVANCED MATERIALS, HEALTHTECH, AR/VR SYSTEM, LOGISTICS-TECH COMPANIES	
<b>Who</b>	Dai Nippon Printing Co., Ltd from Tokyo <a href="#">↔</a>
	Dai Nippon Printing Co., Ltd. was established in 1876 and started as a printing company. It now operates a diversified business through the following segments: Information Communication, Lifestyle and Industrial Supplies, Electronics, and Beverages. The Information Communication segment involves in the manufacture and sale of publications and commercial printing materials. The Lifestyle and Industrial Supplies segment offers packaging materials, interior and exterior construction materials, photographic materials, and industrial supplies. The Electronics segment handles precision electronic components and other products. The Beverages segment produces and sells carbonated and non-carbonated beverages. The company had an annual revenue of USD 12.6 billion and over 38,000 employees.
<b>What</b>	Dai Nippon Printing will work with Canadian company via: Business Collaboration (e.g. joint venture, licensing agreement, strategic partnership), R&D collaboration It is important to quickly approach and start new business. Our company is expecting to build a partnership with startups, which have a sense of speed. Specific interest: Advanced materials (e.g. biodegradable materials), healthtech, AR/VR system, logistics solutions
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

FOR BLOCKCHAIN, AR/VR, AI, BIOSCIENCE, HEALTHCARE COMPANIES	
<b>Who</b>	Dentsu Inc from Tokyo <a href="#">↔</a>
	Dentsu Inc. is a Japanese international advertising and public relations company. It is currently the largest advertising agency in Japan, and the fifth largest advertising agency network in the world in terms of worldwide revenues. Dentsu bought Aegis in 2012 and formed Dentsu Aegis Network, which is headquartered in London, UK. The company's annual revenue was USD 9.6 billion (Dec 2019) and employs over 62,000 people worldwide.
<b>What</b>	Dentsu Inc. will working with companies via: Business Collaboration (e.g. joint venture, licensing agreement, strategic partnership), R&D collaboration Launching new businesses in areas other than advertising. Specific interest: Blockchain (content distribution, etc.), AR/VR, AI, Bioscience, Healthcare
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

FOR SMART CITY AND FINTECH COMPANIES	
<b>Who</b>	Dentsu Inc from Tokyo <a href="#">↔</a>
	Dentsu Inc. is a Japanese international advertising and public relations company. It is currently the largest advertising agency in Japan, and the fifth largest advertising agency network in the world in terms of worldwide revenues. Dentsu bought Aegis in 2012 and formed Dentsu Aegis Network, which is headquartered in London, UK. The company's annual revenue was USD 9.6 billion (Dec 2019) and employs over 62,000 people worldwide.





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<b>What</b>	Dentsu Inc. will working with companies via: Business Collaboration (e.g. joint venture, licensing agreement, strategic partnership), R&D collaboration Challenges: shrinking domestic market, decline of traditional media. Would like to use new tech to enter new business areas as well as strengthen existing marketing capabilities. Specific interest: Smart City (people tracking, MaaS, data platforms, delivery robots, payment solutions), Fintech
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

<b>FOR RETAIL TECH, EDUTECH, MARTECH COMPANIES</b>	
<b>Who</b>	Dentsu Inc from Tokyo <a href="#">↔</a>
	Dentsu Inc. is a Japanese international advertising and public relations company. It is currently the largest advertising agency in Japan, and the fifth largest advertising agency network in the world in terms of worldwide revenues. Dentsu bought Aegis in 2012 and formed Dentsu Aegis Network, which is headquartered in London, UK. The company's annual revenue was USD 9.6 billion (Dec 2019) and employs over 62,000 people worldwide.
<b>What</b>	Dentsu Inc. will working with companies via: Business Collaboration (e.g. joint venture, licensing agreement, strategic partnership), R&D collaboration Our department is responsible for bringing foreign technology to Japan. Specific interest: Retail Tech, Edutech, Martech (marketing tech)
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

<b>FOR LIFESTYLE, PROP TECH, HEALTH COMPANIES</b>	
<b>Who</b>	Digital Garage, Inc. from Tokyo <a href="#">↔</a>
	Digital Garage (DG) is one of the top IT companies in Japan, focused primarily on web-based services and products. It has a very active investment arm, and was an early investor in Twitter and its main partner for expansion in Japan. DG launched Open Network Lab, a startup incubation and acceleration program, in April 2010. Its partners include KDDI (second largest telecom provider in Japan), Resona Bank and Daiwa Securities.
<b>What</b>	Digital Garage will work with Canadian company via: Business Collaboration (e.g. joint venture, licensing agreement, strategic partnership), R&D collaboration, Technology Transfer, As an Accelerator / Open Innovation program We are actively looking for foreign startups that want to expand their business to Japan market within the themes mentioned in the previous question. Our partners (primarily real estate companies such as developers and large general construction companies) are looking for innovative solutions to make people's lives better and make their businesses better. We may invite you to join our corporate acceleration program OnLab, or work directly with your company. Specific interest: Lifestyle, Safe and Security, Health, Data Platform, Real Estate. Selected startups may be invited to participate in the corporate acceleration program we run called OnLab ( <a href="https://onlab.jp/en/programs/program-resitech-2nd/">https://onlab.jp/en/programs/program-resitech-2nd/</a> )
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions





FOR ARVR, PROP TECH, GOV TECH AND SMART CITY COMPANIES	
<b>Who</b>	EDGEof, Inc. from Tokyo <a href="#">↔</a>
	EDGEof is a leading innovation ecosystem hub in Japan. EDGEof brands itself as a GameChangers' Studio – bringing together investors, talent and technologies to create impactful companies that will scale to the world.
<b>What</b>	EDGEof will work with Canadian company via: Business Collaboration (e.g. joint venture, licensing agreement, strategic partnership), R&D collaboration, supporting startups to develop their market entry strategy Our role is to connect startups to large corporations to help solve their issues. The current big trend in Japanese big companies is digital transformation. Specific interest: VR / AR related service and technologies in general Gaming and entertainment Real estate, construction related technologies (DX, 3D tech, devices, etc) Smart cities: mobility, digital twin Govtech in general
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

FOR FOOD TECH AND HEALTH-TECH COMPANIES	
<b>Who</b>	Fuji Oil Holdings from Tokyo <a href="#">↔</a>
	Fuji Oil group develops and manufactures specialty vegetable oils and fats, oils and fats processed foods such as chocolate, and soy protein related products. The company markets to industrial food manufacturers in the field of confectionery, processed food, and beverage, specialty stores of pastry and bakery, and retailers globally. The company's annual sales in FY2019-20 is USD 3.8 billion and has close to 6,000 employees in Japan and overseas.
<b>What</b>	Fuji Oil Holding will working with company via: Business Collaboration (e.g. joint venture, licensing agreement, strategic partnership),R&D collaboration We are looking to develop new types of delicious and healthy foods. Specific interest: Food manufacturing and Healthtech
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

FOR MEDICAL DEVICES, PHARMA AND INFRASTRUCTURE COMPANIES	
<b>Who</b>	Fujifilm Corporation from Tokyo <a href="#">↔</a>
	FUJIFILM Corporation manufactures and distributes photographic and imaging equipment. The Company produces digital cameras, optical devices, color photo paper service equipment, and other equipment. FUJIFILM also produces medical system equipment, graphic system equipment, flat panel display materials, electronic material development, and other products. The company has annual revenue of USD 3.8 billion and has approx. 32,000 employees.
<b>What</b>	Fujifilm will work with companies via: Business Collaboration (e.g. joint venture, licensing agreement, strategic partnership), R&D collaboration, Technology Transfer We are looking to develop partnerships with startups to enter into new business fields or expand our current offerings to our clients. Specific interest: Medical instruments, Materials, Pharmaceutical, Infrastructures



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<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

<b>FOR SMART CITY, MOBILITY (MAAS), PROPTECH, RETAILTECH, CLOUD, BLOCKCHAIN, FINTECH, AI, IOT, MANUFACTURING-RELATED TECH</b>	
<b>Who</b>	Fujitsu Limited from Tokyo
	Fujitsu Limited is a Japanese multinational information technology equipment and services company headquartered in Tokyo, Japan. In 2018, it was the world's fourth-largest IT services provider measured by global IT services revenue (after IBM, Accenture and AWS). Fortune named Fujitsu as one of the world's most admired companies and a Global 500 company. The company's revenue for FY 2019-20 is JPY 4 trillion and its number of employees is over 140,000. Fujitsu launched the Fujitsu Acceleration Program in 2015 with a view to co-develop new products through strategic partnerships with innovative start-ups.
<b>What</b>	Fujitsu Ltd will work with companies via: Business Collaboration (e.g. joint venture, licensing agreement, strategic partnership), R&D collaboration, Technology Transfer, Straight Purchase Automation due to labor shortage is a business pain point of our clients. We are looking to collaborate with startups to create new solutions and develop new businesses than creating ones internally from scratch. You may be invited to join our corporate acceleration program Fujitsu Accelerator ( <a href="https://www.fujitsu.com/jp/innovation/venture/en/index.html">https://www.fujitsu.com/jp/innovation/venture/en/index.html</a> ) or we may work with you directly. Specific interest: Smart City, Mobility (MaaS), PropTech, Retailtech, Cloud, Blockchain, Fintech, AI, IoT, Manufacturing-related tech
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions


<b>FOR AI COMPANIES IN MANUFACTURING, HEALTHCARE, AGRICULTURE AND FINANCIAL SERVICES</b>	
<b>Who</b>	Global IoT Technology Ventures, Inc. from Tokyo
	Global IoT Technology Ventures (GiTV) is a venture capital firm headquartered in Tokyo which invests in deep tech early stage startups. The main focus is around Industrial IoT, Industry 4.0, Automotive, AI, Robotics and Cyber. It has invested in companies located in Japan, the United States, Israel, and India.
<b>What</b>	Global IoT Tech Ventures will work with companies via: Business Collaboration (e.g. joint venture, licensing agreement, strategic partnership) To help Japanese corporations to accelerate DX by means of open innovation Specific interest: AI for manufacturing, healthcare, AI for agriculture, computer vision, fintech
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

<b>FOR FINTECH, CYBERSECURITY, HEALTHTECH AND AI FOR MANUFACTURING COMPANIES</b>	
<b>Who</b>	Hitachi Ltd. from Tokyo
	Hitachi, Ltd. manufactures communications and electronic equipment, heavy electrical and industrial machinery, and consumer electronics. The Company's diverse product line ranges from nuclear power systems to kitchen appliances. Hitachi also operates subsidiaries in the





	wire and cable, metal, and chemical industries. The company has annual revenue of USD 85.5 billion (Mar 2019) and over 33,000 employees worldwide.
<b>What</b>	<p>Hitachi will work with companies via: Business Collaboration (e.g. joint venture, licensing agreement, strategic partnership), R&amp;D collaboration</p> <p>Specific interest: "Fintech:</p> <ul style="list-style-type: none"> <li>• Digital Trust", "Identification", "compliance/anti-fraud" and "Data platform"</li> <li>• data analysis of unstructured data (pdf, voice, chat, etc) for fraud, risk detection</li> <li>• analysis and information aggregation with AI technologies for prediction of rare cases</li> </ul> <p>Cybersecurity:</p> <ul style="list-style-type: none"> <li>• End point security</li> <li>• Dark web security</li> <li>• Behavioural biometrics</li> <li>• GRC</li> </ul> <p>Healthtech:</p> <ul style="list-style-type: none"> <li>• data play, prediction, to be tied into the business model of insurance space</li> <li>• elderly care, prevention, smart home IoT, to be tied into real estate development</li> </ul> <p>AI for manufacturing</p> <ul style="list-style-type: none"> <li>• warehouse orchestration</li> <li>• AR for training and inspection / maintenance</li> <li>• computer vision</li> <li>• really scalable business models</li> </ul> <p>Building management Building IOT; Tenant services; People flow management), water/environment treatment solutions</p>
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

<b>FOR CYBERSECURITY, SPORT-TECH, BLOCKCHAIN, 5G COMPANIES</b>	
<b>Who</b>	Information Development Co., Ltd. from Tokyo 
	Information Development (ID) is a global Japanese IT company founded in 1969 and employs about 2300 + in 6 countries. ID provides services to over 1,000 companies with a focus on large-scale financial institutions, transportation, utility, airline, data center, mobility, medical, and more. They provide software development, system integration, networking, operations, cyber security, and digital transformation (DX) by shifting from onsite to cloud-based operations with primary interest in AI/IoT, cyber security, cloud, and 5G.
<b>What</b>	<p>ID will work with companies via: Business Collaboration (e.g. joint venture, licensing agreement, strategic partnership), Technology Transfer</p> <p>Seeking tech in Canada not prevalent in Japan.</p> <p>Specific interest:</p> <ol style="list-style-type: none"> <li>1. Cyber security (Virtual Container technology, List based attack)</li> <li>2. Sports-tech, medical, bio-tech and other tech accelerated by 5G</li> <li>3. Security technology to solve the challenges of large enterprises when switching to the cloud</li> <li>4. AI and AI algorithm generalization of technology</li> <li>5. Blockchain</li> </ol>
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions







FOR FINTECH, RETAILTECH, BLOCKCHAIN AND MARTECH COMPANIES	
<b>Who</b>	JCB International Credit Card Co., Ltd. from Tokyo <a href="#">↔</a>
	Founded in 1961 as Japan Credit Bureau, JCB established itself in the Japanese credit card market in 1968, and its cards are now issued in 20 different countries. It has 130 million JCB cardmembers worldwide (99.9 million of which are in Japan). The company issues and provides various credit cards, as well as offers credit guarantees, loans, and financing. The company's annual transaction volume was USD 294 billion and net revenue of US\$2.8 billion (FY ended Mar 2019).
<b>What</b>	JCB will work with companies via: Business Collaboration (e.g. joint venture, licensing agreement, strategic partnership) Our legacy system doesn't allow us to implement new features or functions, and this will make it difficult for us to keep up with the latest technologies. We're now trying to promote open innovation and leverage great technologies from outside (e.g. startups). Specific interest: Fintech, Retailtech, Blockchain, Fraud security, Digital marketing
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

FOR MAAS, AND MARTECH COMPANIES	
<b>Who</b>	JR West Innovations from Tokyo <a href="#">↔</a>
	JR West Innovations is the corporate venture arm of West Japan Railway Co.(JR West). JR West engages in the railway transportation business. It operates through the following segments: Transportation, Distribution, Real Estate, and Other Businesses. The Transportation segment provides railway, bus, and ferry services. The Distribution segment operates department stores, restaurants, retail, and wholesale shops. The Real Estate segment sells and leases properties, and manages shopping centers. The Other Businesses segment includes hotels, travel agencies, advertising, and construction services. The company was founded on April 1, 1987 and is headquartered in Osaka, Japan. JR West had annual revenue of USD 13.9 billion (Mar 2020) and 47,800 employees.
<b>What</b>	JR will working with companies via: Business Collaboration (e.g. joint venture, licensing agreement, strategic partnership) Our business fields are wide, so our business pain point is to connect various business. The company seeks to innovate using external technologies and know-how to realize sustainable operation of the railway and expansion of business creation, contributing to the revitalization of areas including the West Japan area. We also hold various data and are interested in ways to better utilize it. Under the current COVID situation, we are seeking startups that support or can implement digital marketing for inbound tourism Specific interest: Digital Twin, Mobility as a Service, AI using reinforcement learning, digital marketing for tourism
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

FOR CLEANTECH AND WATERTech COMPANIES
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<b>Who</b>	MEC Company Ltd. from Tokyo <a href="#">↔</a>
	Established in 1969, MEC Company Ltd. manufactures and markets chemicals and equipment for printed circuit boards. Its technology is used extensively in mobile terminals, automotive electronics and internet infrastructure. It is world-renowned for its unique techniques to form irregular shapes on the metal surfaces, techniques to form fine electronic circuits components, and metal melting techniques. The Company has sales/manufacturing subsidiaries in Taiwan, Hong Kong, Belgium, and US. The company has annual sales of JPY5 billion and approximately 400 employees.
<b>What</b>	MEC will work with companies via: Business Collaboration (e.g. joint venture, licensing agreement, strategic partnership) To match our current business with cutting-edge technologies;and develop new business in the area of SDGs with high interests to cleantech field. Specific interest: Technologies that can predict chemical reactions; Technologies that enable micro-sized image authentication; Clean tech (water treatment/environmental technologies)
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

<b>FOR ADV. MAN, ENERGY, MAAS, RETAILTECH, IOT, HEALTHTECH, COMPANIES</b>	
<b>Who</b>	Mitsubishi Corporation from Tokyo <a href="#">↔</a>
	Headquartered in Tokyo, Mitsubishi Corporation is Japan's largest trading and investment company with over 200 bases of operations in approximately 90 countries worldwide, and a workforce of 80,000 employees The company develops and operates businesses across virtually every industry, including industrial finance, energy, metals, machinery, chemicals, and daily living essentials. Its current activities have expanded far beyond its traditional trading house operations to include investments and business management in diverse fields including natural resources development, manufacturing of industrial goods, retail, new energy, infrastructure, healthcare, finance and new technology-related businesses. The company has annual revenue of USD 136 billion (Mar 2020).
<b>What</b>	Mitsubishi will work with companies via: Business Collaboration (e.g. joint venture, licensing agreement, strategic partnership), Straight Purchase Productivity improvement is a pain point. New technology adaptation & implementation of such technologies in old, traditional industries Specific interest: Advanced manufacturing, Healthcare, Energy, Mobility/MaaS, Retailtech, AI, IoT
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

<b>FOR FINTECH, INSURTECH, HEALTHTECH, RETAILTECH, AI, IOT COMPANIES</b>	
<b>Who</b>	Nissho Electronics Corporation from Tokyo <a href="#">↔</a>
	Nissho Electronics Corporation is a provider of information communications equipment, IT infrastructure, and other cutting-edge solutions both in Japan and around the world, as well as a provider of services such as system design and construction, maintenance, operation, and



	monitoring. The company was established in 1969 and has over 1000 employees. It had consolidated net sales of USD\$358M (Mar 2019). It became a wholly-owned subsidiary of Sojitz Corporation - one of the largest global trading and investment companies in Japan. Its wholly owned subsidiary, Nissho Electronics USA is based in Silicon Valley and supports startups entering to the Japanese and Asian markets.
<b>What</b>	Nissho Electronics Corporation will work with Canadian Company via: Business Collaboration (e.g. joint venture, licensing agreement, strategic partnership), R&D collaboration Specific interest: Fintech, Insurtech, Healthtech, Retailtech, AI, IoT Mainly we're looking for increased customer engagement, acquisition and front-end support solutions for finance, FI, Insurance and card company.
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

FOR CYBERSECURITY, ADVANCED MANUFACTURING, AI/IOT, ENERGY TRANSITION/RE/HYDROGEN, MOBILITY COMPANIES	
<b>Who</b>	Mitsubishi Heavy Industries from Tokyo
	Mitsubishi Heavy Industries, Ltd, established in 1884, engages in the manufacture and sale of ships, industrial machinery, and aircrafts. It operates through the following segments: Power, Industry & Social Infrastructure, Aviation, Defense, Space, and Construction and Real Estate. The company's annual revenue was USD37 billion (Mar 2020) and it has over 80,000 employees worldwide.
<b>What</b>	Mitsubishi Heavy Industries will work with companies via: Business Collaboration (e.g. joint venture, licensing agreement, strategic partnership) R&D collaboration Implementation of AI to our business and products, Cybersecurity for critical infrastructure Specific interest: Cybersecurity, Advanced Manufacturing, AI/IoT, Energy Transition/RE/Hydrogen, Mobility
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

FOR FINTECH, RETAIL, ENTERPRISE, BLOCKCHAIN COMPANIES	
<b>Who</b>	Mitsubishi UFJ Nicos from Tokyo
	Mitsubishi UFJ NICOS Co., Ltd. is a Japanese financial services company established in 1951. It is part of Mitsubishi UFJ Financial Group, the largest financial services group of companies in Japan. The company issues and provides consumer credit cards and other consumer lending products. Mitsubishi UFJ Nicos also offers consumer credit, loan guarantees, leasing, real estate loans, and other financial services. The company's annual handling amount is JPY15 trillion and it has over 3,700 employees.
<b>What</b>	Mitsubishi UFJ will work with companies via: Business Collaboration (e.g. joint venture, licensing agreement, strategic partnership) Financial institutios in Japan, especially legacy players like us, are struggling to implement new tools. Mixture of workload efficiency tools, and changing how we work is important, since our offerings (both in value and UX) are being overridden by Fintechs.



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	Specific interest: Fintech (Payments, Alt-lending, Digital Banking), Cybersecurity (new way of authentication), retail (amazon go- like experience), Enterprise 2.0 (how smart people work), Blockchain and new money (Libra)
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

<b>FOR AI FOR MANUFACTURING, ROBOTICS, COMPUTER VISION, IMAGE RECOGNITION COMPANIES</b>	
<b>Who</b>	Nikon Corporation from Tokyo <a href="#">↔</a>
	Nikon Corporation, established in 1917, manufactures and sells cameras, lenses, semiconductor-related equipment, eyeglasses, microscopes, and measuring instruments. The company has annual revenue of USD 6.4 billion (Mar 2019) and over 20,000 employees.
<b>What</b>	Nikon Corporation will work with Canadian Company via: Business Collaboration (e.g. joint venture, licensing agreement, strategic partnership), R&D collaboration Specific interest: AI for manufacturing, Robotics, Computer vision, Image recognition, etc. How to respond to the impact of COVID-19, Investing in long-term themes, Creation of new business through collaboration with startups.
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

<b>FOR INSURTECH, FINTECH, HEALTHTECH, AI COMPANIES</b>	
<b>Who</b>	Nippon Life Insurance Company from Tokyo <a href="#">↔</a>
	Nippon Life Insurance Company, also known as Nissay or Nihon Seimei, is the largest Japanese life insurance company by revenue. It provides illness, hospitalization, nursing, death, pension, educational, and other life insurance services. The company primarily operates in Japan, North America, Europe and Asia and is headquartered in Osaka, Japan. It had revenues of USD 74.2 billion (Mar 2019) and over 89,000 employees worldwide.
<b>What</b>	Nippon Life Insurance Company will work with Canadian Company via: Business Collaboration (e.g. joint venture, licensing agreement, strategic partnership), R&D collaboration Specific interest: Insurtech, Fintech, Healthtech, AI The company employs over 50,000 sales staff across Japan to sell life insurance. Due to the large number of employees and its operations nationwide, our challenge is to improve internal business efficiency/productivity of operations. At the same time, we are considering new business development in mental & physical health areas and asset formation, and seeking technologies to capture new clients in new markets utilizing tech with effective client interfaces.
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

<b>FOR FAULT DETECTION COMPANIES</b>	
<b>Who</b>	Nissan Motor Co., Ltd. from Tokyo <a href="#">↔</a>





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	Nissan Motor Co., Ltd., (Nissan) is a Japanese multinational automobile manufacturer headquartered in Yokohama, Japan. It is one of the world's top 10 global auto manufacturers, selling over 5.6 million vehicles in 2018. Since 1999, Nissan has been part of the Renault–Nissan–Mitsubishi Alliance, a partnership between Nissan, Mitsubishi Motors and Renault. It maintains R&D centers (called Nissan Technical Centers and Nissan Advanced Technology Centers) in Japan, Detroit, Silicon Valley, Mexico and Moscow.
<b>What</b>	Nissan Motor Co., Ltd. will work with Canadian Company via: Business Collaboration (e.g. joint venture, licensing agreement, strategic partnership), R&D collaboration Specific interest: Anomaly detection for manufacturing and final inspection for vehicles Labour shortages; manufacturing cost reduction and reduce downtime in plants
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

<b>FOR ADV. MAN, ENERGY SAVING DEVICE AND AUTO-TECH COMPANIES</b>	
<b>Who</b>	Nissan North America Inc from Tokyo
	Nissan Motor Co., Ltd., (Nissan) is a Japanese multinational automobile manufacturer headquartered in Yokohama, Japan. It is one of the world's top 10 global auto manufacturers, selling over 5.6 million vehicles in 2018. Since 1999, Nissan has been part of the Renault–Nissan–Mitsubishi Alliance, a partnership between Nissan, Mitsubishi Motors and Renault. It maintains R&D centers (called Nissan Technical Centers and Nissan Advanced Technology Centers) in Japan, Detroit, Silicon Valley, Mexico and Moscow.
<b>What</b>	Nissan North America Inc will work with Canadian Company via: R&D collaboration, Technology Transfer Specific interest: AI for MFG, advanced materials, energy saving devices, AI for automotive Looking to improve business efficiencies and integrate breakthrough technologies into vehicles; developing platforms at an affordable cost; Improve or create new manufacturing processes
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

<b>FOR MOBILITY, SMART CITIES, HEALTHCARE AND SENSING COMPANIES</b>	
<b>Who</b>	Nisshinbo Holdings Inc. from Tokyo
	Nisshinbo Holdings Inc. manufactures and distributes wireless communication equipment. The Company produces mobile communication equipment products for ships and automobiles and other electronic devices and microwave products. Nisshinbo Holdings also produces automobile brakes, precision instruments, textiles, chemicals, and other products. The company recorded annual revenue of USD 4.7 billion (Dec 2019) and has over 23,000 employees.
<b>What</b>	Nisshinbo Holdings Inc. will work with Canadian Company via: Business Collaboration (e.g. joint venture, licensing agreement, strategic partnership) Specific interest: Cars and mobility, Smart cities, Healthcare, Sensing We have not been able to fully utilize or find value in the data we have. The data we have collected may also be insufficient.
<b>How</b>	<a href="#">Click here</a> to request a meeting





<b>When</b>	Successful applicants will be contacted with further instructions
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<b>FOR FINTECH, INSURTEH, HEALTHTECH, RETAILTECH, AI FOR MANUFACTURING COMPANIES</b>	
<b>Who</b>	NTT Data from Tokyo <a href="#">↔</a>
	NTT Data Corporation is a Japanese multinational system integration company providing network systems services and is partially owned subsidiary of Nippon Telegraph and Telephone. It is headquartered in Tokyo, with business operations in more than 50 countries and regions, employing over 100,000 people worldwide. The company had annual revenue of USD20.8 billion (Mar 2020).
<b>What</b>	NTT Data Corporation will work with Canadian Company via: Business Collaboration, Investment, R&D Collaboration, Technology Transfer and Straight Purchase Specific interest: FinTech, InsurTeh, HealthTech, RetailTech, AI for Manufacturing We are looking for startups who have cutting-edge solutions/technologies/business models, which could beef up our possible global offerings.
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

<b>FOR COMPANIES DEVELOPING AI, ROBOTICS AND CYBERSECURITY SOLUTIONS RELATED TO LIFE SCIENCES</b>	
<b>Who</b>	Olympus from Tokyo <a href="#">↔</a>
	Olympus Corp. engages in the manufacture and sale of precision machineries and instruments. It operates through Medical, Scientific Solutions, Imaging, and Others segments. The Medical segment covers digestive, surgical, and ultrasonic endoscopy as well as endoscopic treatment tools. The Scientific Solutions segment manufactures and sells biological and industrial microscopes, industrial endoscopes, and non-destructive testing equipment. The Imaging segment deals with digital cameras and recording devices. The Others segment includes biomaterial manufacturing and sales business. The company was established in 1919 and has over 35,000 employees worldwide. Consolidated revenue was USD \$7.2 billion (March 2019).
<b>What</b>	Olympus Corp. will work with Canadian Company via: Business Collaboration (e.g. joint venture, licensing agreement, strategic partnership), R&D collaboration, Technology Transfer, Straight Purchase Specific interest: Healthtech, Medical Device, AI for lifescience, Cyber Security for lifescience, Robotics for surgical Radical/disruptive technology for our existing business
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

<b>FOR AI COMPANIES IN MANUFACTURING AND EDUCATION</b>	
<b>Who</b>	Skydisc from Tokyo <a href="#">↔</a>
	Headquartered in Fukuoka, SkyDisc is a Japanese startup that offers a one-stop IoT x AI solution service that helps to visualize, digitalize, and analyze real data and insights for manufacturing companies. The company raised 1.7 B yen funding over 4 rounds. Their latest funding was raised in April 2019 from SBI Investment, AJS, Nakajima Kogyo. Risona Capital,







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	Mizuho Capital, DG Daiwa Capital and more. SkyDisc is looking for innovative Canadian solutions that it can help bring to the Japanese market.
<b>What</b>	SkyDisc will work with Canadian Company via: Business Collaboration (e.g. joint venture, licensing agreement, strategic partnership), R&D collaboration, Straight Purchase Specific interest: AI for manufacturing and AI education To increase the speed and bandwidth of our customers' networks for data analysis.
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

FOR DETECTION AND WIRELESS TECH COMPANIES	
<b>Who</b>	SMK Corporation from Tokyo
	SMK Corporation manufactures switches and connectors for electronic devices and information equipment, and provides a range of diverse solutions for the car electronics market as well as other new markets and fields such as wearable devices, industrial devices, environment and energy, healthcare, home networks, and IoT. SMK has overseas sales and manufacturing facilities in the US, Europe, and Asia. It employs over 5,800 people and the sales for FY 2019 was USD 517 million.
<b>What</b>	SMK Corporation will work with Canadian Company via: Business Collaboration (e.g. joint venture, licensing agreement, strategic partnership), R&D collaboration, Technology Transfer, Straight Purchase Specific interest: Human (Occupant) Detection, Bio-sensing without contact, Personal authentication, Stretchable conductive material, Wireless power transfer over 2.5A and communication To source from and work with innovative companies
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

FOR AI, IOT, 5G, EDUTECH, RETAILTECH, HEALTHTECH, FOODTECH COMPANIES	
<b>Who</b>	SoftBank Corp. from Tokyo
	Softbank Corporation is the telecommunications arm of Softbank Group. It is the third largest telecoms company in Japan with over 44.5 million subscribers and operating income of JPY 719.5 billion in 2019. In addition to aggressively building its 5G network, Softbank Corporation is keen to leverage its large client base and tap into new businesses by providing new services to its business and consumer clientele.
<b>What</b>	Softbank Corporation will work with Canadian Company via: Business Collaboration (e.g. joint venture, licensing agreement, strategic partnership) Specific interest: AI, Iot, Robotics, 5G, big data, Edutech, AI, B2B Solutions, retailtech, healthtech, foodtech We are looking for new solutions/new businesses that we can bring to our business clients and retail customers all over the world.
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions





FOR API, AI, INSURTECH, BLOCKCHAIN, CYBERSECURITY COMPANIES	
<b>Who</b>	Sompo Himawari Life Insurance, Inc from Tokyo <a href="#">↔</a>
	Sompo Himawari Life Insurance, Inc. provides life insurance services throughout Japan. It is pivoting to provide customers with "Insurhealth," which integrates an original insurance function and a health support function. Sompo Himawari Life It was established in 1981 and employs approximately 3,000 people. Annual revenue of USD74 billion (Mar 2019).
<b>What</b>	Sompo Himawari Life Insurance, Inc. will work with Canadian Company via: Technology Transfer, Straight Purchase Specific interest: API, AI, Insurtech, cybersecurity, blockchain Business structure that depends on people → Expansion of business support utilizing AI Closed business within existing industry → Build an ecosystem using blockchain and API
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

FOR AI COMPANIES IN MANUFACTURING, ADVANCED MATERIALS, ENERGY SAVING DEVICES	
<b>Who</b>	Sumitomo Shoji Machinex Co., Ltd. from Tokyo <a href="#">↔</a>
	Sumitomo Shoji Machinex (Machinex) is a wholly-owned subsidiary of Sumitomo Corporation, a leading Japanese trading house. It is an electronics and machinery general trading company offering a comprehensive range of manufacturing equipment, machinery and electronics for the steel, pharmaceutical and ICT industries. Its annual sales in FY2018 was JPY83.8 billion and it employs over 400 people.
<b>What</b>	Sumitomo Shoji Machinex will work with Canadian Company via: Business Collaboration (e.g. joint venture, licensing agreement, strategic partnership), Investment (e.g. venture capital, direct equity investment), R&D collaboration, Straight Purchase Specific interest: AI for manufacturing, advanced materials, energy saving devices
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

FOR AI COMPANIES IN MARKETING, ENERGY, HR, LOGISTIC TECH	
<b>Who</b>	Tokyo Gas Co., Ltd. from Tokyo <a href="#">↔</a>
	Tokyo Gas Co., Ltd., founded in 1885, is the largest natural gas utility in Japan. It produces and supplies liquefied natural gas to Tokyo and surrounding areas to a customer base of over 10 million households. Tokyo Gas also operates power generation business, provides real estate services as well as invest in development projects in Japan and abroad. The company recorded annual revenue of USD 17.7 billion (Mar 2020) and has over 16,000 employees.
<b>What</b>	Tokyo Gas Co., Ltd. will work with Canadian Company via: Business Collaboration (e.g. joint venture, licensing agreement, strategic partnership), R&D collaboration, Technology Transfer Specific interest: AI for marketing, energy management, workforce management, logistic and trading DX for utility business
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions



FOR AUTO-TECH, ENERGY, AG-TECH AND HEALTHTECH COMPANIES	
<b>Who</b>	Toyota AI Ventures from Tokyo <a href="#">↔</a>
	Toyota AI Ventures, a subsidiary of Toyota Research Institute (TRI), is a Silicon Valley-based venture capital firm that invests in early-stage startups in the areas of artificial intelligence, cloud, data, autonomy, mobility, and robotics. Founded in July 2017, its mission is to discover what's next for Toyota by helping startups bring disruptive technologies and business models to market quickly.
<b>What</b>	Toyota AI Ventures will work with Canadian Company via: Business Collaboration (e.g. joint venture, licensing agreement, strategic partnership), R&D collaboration, Technology Transfer, Straight Purchase, acquisition Specific interest: Autonomous driving, robotics, AI, energy management, data & cloud, digital health, ag-tech Finding new business beyond automotive for Toyota
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

FOR AI IN MANUFACTURING, HEALTHTECH, MAAS AND ENERGY COMPANIES	
<b>Who</b>	Toyota Tsusho Canada from Tokyo <a href="#">↔</a>
	Toyota Tsusho Canada is a multi-market, multi-business enterprise; and is part of the Toyota Tsusho group of companies, which has been operating in North America for over 50 years. One of the largest trade and investment houses, Toyota Tsusho engages in various business enterprises in more than 120 countries and employ approximately 58,000 members worldwide. Toyota Tsusho's main business lines are Metals, Global Parts & Logistics, Automotive, Machinery, Energy & Infrastructure, Chemicals & Electronics and Food & Consumer Services. It recorded USD 61.6 billion in revenue for FY ended March 2020. Toyota Tsusho Canada has active partnerships and investments in a few Canadian startups.
<b>What</b>	Toyota Tsusho Canada will work with Canadian Company via: Business Collaboration (e.g. joint venture, licensing agreement, strategic partnership), R&D collaboration, Technology Transfer, Straight Purchase Specific interest: AI for manufacturing, healthtech, advanced materials, energy saving devices, CASE, Maas
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

FOR DIGITAL SIGNAGE, FINTECH, RETAILTECH COMPANIES	
<b>Who</b>	Vanten K.K. from Tokyo <a href="#">↔</a>
	Vanten K.K. operates as a digital signage services company in Japan. The company's clients include Toshiba, Sony, Softbank, Sharp, Japan Airlines, Hitachi, etc.
<b>What</b>	Vanten K.K. will work with Canadian Company via: Business Collaboration (e.g. joint venture, licensing agreement, strategic partnership), R&D collaboration, Straight Purchase Specific interest: Digital Signage, AI, O2O, Retailtech, Fintech





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	Building marketing & sales funnel. Need to adjust to less in-person sales opportunities for short to medium term.
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

<b>FOR CYBERSECURITY, ENTERPRISE COMPANIES</b>	
<b>Who</b>	OceanBridge Inc. from Tokyo
	OceanBridge is a distributor of software and IT services from overseas, including OpenText. It evaluates, localizes, and distributes them to a wide range of customers in the Japanese market. Major products are "Brava" (View, Annotation, Redaction and Transformation), "ISL Online" (Simple Remote Desktop), "NXPowerLite" (File Optimization Software). Founded in June 2001 and employs around 30 people.
<b>What</b>	OceanBridge Inc. will work with Canadian Company via: Business Collaboration (e.g. joint venture, licensing agreement, strategic partnership) Specific interest: (1)CyberSecurity (2)Collaboration & Productivity (3)IT Management (4)Office (5)Analytics Due to the coronavirus, the demand of IT tools for teleworking considering cybersecurity is increasing recently. So, we are seeking for such kind of IT tools so that we can sell and also our customers can continue their business under new environment with coronavirus. We are particularly interested in cybersecurity, collaboration & productivity (like tools for teleworking).
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

<b>FOR SPORT-TECH AND CONSUMER ENGAGEMENT COMPANIES</b>	
<b>Who</b>	mixi, Inc. from Tokyo
	mixi Inc. is one of the largest smartphone gaming companies in Japan. Established in 1999, it is a social media, smartphone gaming and sports company, providing various services specialized in Digital Entertainment, Sports, Lifestyle and Job Recruitment. It released the social network "mixi" in 2004 and the smartphone app "Monster Strike" in 2003. Both have grown tremendously as communication services. Net sales for the fiscal year ended in March 2020 was JPY112 billion and the number of employees is over, 1,000.
<b>What</b>	mixi Inc. will work with Canadian Company via: Business Collaboration (e.g. joint venture, licensing agreement, strategic partnership), R&D collaboration, Technology Transfer Specific interest: extend sports experience, online communication, sports betting, online fan community, content distribution We met many startups but most of them are technology driven(e.g blockchain) or social media (twitter, tik tok...). We need new concept or new entertainment style offering, something fit for future lifestyle. Now we are trying to build new business around sports (soccer, basketball) and online communication, include e-sports, and pursuing global alliances.



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<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

<b>FOR MOBILITY, EMC, OCEANTECH, DATA SCIENCE COMPANIES</b>	
<b>Who</b>	TOYO Corporation from Tokyo
	TOYO Corporation is a technology provider with both manufacturing and distribution functions specializing in various fields such as Information Communications, Automobiles (and Mobility), Sustainable Energy and Environment, EMC (Electromagnetic Compatibility) Testing, Ocean Surveys, Software Quality and Productivity, and Life Science. It is expanding its business in the global markets especially in North America and China. Established in 1953 and employs over 500 people, annual sales in 2018 was USD208 million.
<b>What</b>	TOYO Corporation will work with Canadian Company via: Business Collaboration (e.g. joint venture, licensing agreement, strategic partnership), R&D collaboration, Technology Transfer, Straight Purchase Specific interest: 1. ICT (Network, 5G, IoT, Connected cars, Cyber security, Drone, Mobility, PTP) 2. Mobility (Autonomous driving, EV, Automotive testing) 3. EMC (EMC compliance, Antenna, Aerospace, Satellite, Energy) 4. Ocean (Marine science, Defense & security, Ocean energy) 5. Data Science (AI, Big data, longevity, Life Science, Medicine, Bio informatics) Our expertise lies in industrial measurement in R&D and productions. However, in the era of 5G, everything will be connected and interrelated across the border of industries. Our theme is to connect those needs in different fields and provide our client with solutions effectively utilizing our experiences in different fields.
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

<b>FOR SMART CITY, 5G, EDTECH AND QUANTUM COMPUTING COMPANIES</b>	
<b>Who</b>	Toppan Printing from Tokyo
	Toppan Printing Co., Ltd. is a Japanese global printing company. Since its founding 119 years ago, Toppan has grown beyond its traditional printing business and now offers a broad range of products and services with printing technologies at their core and is a leading global provider of integrated solutions in the fields of printing, communications, security, packaging, décor materials and electronics. Toppan serves customers in every sector of business and industry. Net revenue for the fiscal year ended in March 2019 was USD 13.2 billion. It employs over 50,000 people in 160 locations worldwide.
<b>What</b>	Toppan Printing Co., Ltd. will work with Canadian Company via: Business Collaboration (e.g. joint venture, licensing agreement, strategic partnership), R&D collaboration, Technology Transfer, Straight Purchase Specific interest: 1. AI for well-being 2. xR(especially AR) for digital-twin (not only factory, more "lifestyle", "smart city" and "UX" ) 3. 5G (+beyond 5G, 6G) for rich digital contents & future experience 4. Education for everyone K-12 (not only "in school", more "out school")







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	<p>5. Quantum Computing for security (of smart card etc), privacy by design, and protection for life.</p> <p>They are looking for xR(especially AR), AI, education, 5G and Quantum Computing companies that can support our vision. They also prefer to API, SaaS and software technologies compared to Heavy Industries. I am in charge of DX Strategy Design of whole our company and accelerate integration of digital technologies based on prototyping and co-creation with startup companies.</p>
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

## Poland

For Enterprise Software and Cybersecurity companies	
<b>Who</b>	PKO Bank Polski from Poland <a href="#">eo</a>
	<p>PKO Bank Polski is the largest financial institution in the CEE region, with over 1.6 thousand bank branches and 11M clients, including over 4M in mobile channels. Bank's capital group includes also, among others insurance and leasing business lines. The bank actively cooperates with tech companies within its innovation platform Let's Fintech with PKO Bank Polski. Within Let's Fintech, the bank cooperates with start-ups business-wise and implements new technologies, provides its API, develops open banking solutions, and invests in most promising tech companies. So far, the bank has implemented a number of new services/features together with start-up partners. That includes i.e. largest customer facing blockchain implementation in Europe, digital system navigator for employees or number of value added services for SME clients.</p>
<b>What</b>	<p>PKO Bank Polski is looking to purchase solutions and services from Canadian providers. The preferred partners are start-ups at a later stage of development, with some proof of concept, looking to scale their solutions. Applications from mature companies offering solutions, which meet the specified needs, will also be considered and potentially forwarded to a different department.</p> <p>The bank usually first offers a pilot implementation based on a commercial contract. If the solution proves useful, a larger contract is signed. The bank may decide to invest in most promising companies.</p> <p>The bank has specific scouting areas within which it searches for solutions to be implemented. One of these is DATA ANALYTICS, PROTECTION AND SECURITY. Specifically the bank is currently looking for innovative solutions in the following areas:</p> <ul style="list-style-type: none"> <li>- Data modelling and predictive analytics,</li> <li>- Database integration/ consolidation,</li> <li>- Risk monitoring/ credit scoring,</li> <li>- Anti Money Laundering &amp; KYC solutions.</li> </ul>
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Jun 22-26 from 7 am to 11 am Toronto time. The bank is also open to scheduling meetings after Collision.

### FOR MARKETING AND USER EXPERIENCE COMPANIES







<b>Who</b>	PKO Bank Polski <a href="#">GO</a>
	PKO Bank Polski is the largest financial institution in the CEE region, with over 1.6 thousand bank branches and 11M clients, including over 4M in mobile channels. Bank's capital group includes also, among others insurance and leasing business lines. The bank actively cooperates with tech companies within its innovation platform Let's Fintech with PKO Bank Polski. Within Let's Fintech, the bank cooperates with start-ups business-wise and implements new technologies, provides its API, develops open banking solutions, and invests in most promising tech companies. So far, the bank has implemented a number of new services/features together with start-up partners. That includes i.e. largest customer facing blockchain implementation in Europe, digital system navigator for employees or number of value added services for SME clients.
<b>What</b>	<p>PKO Bank Polski is looking to purchase solutions and services from Canadian providers. The preferred partners are start-ups at a later stage of development, with some proof of concept, looking to scale their solutions. Applications from mature companies offering solutions, which meet the specified needs, will also be considered and potentially forwarded to a different department.</p> <p>The bank usually first offers a pilot implementation based on a commercial contract. If the solution proves useful, a larger contract is signed. The bank may decide to invest in most promising companies.</p> <p>The bank has specific scouting areas within which it searches for solutions to be implemented. One of these is CUSTOMER EXPERIENCE. The bank is currently looking for customer experience solutions addressing the following needs:</p> <ul style="list-style-type: none"> <li>- Building customer loyalty,</li> <li>- Client onboarding optimization,</li> <li>- Omni-channel customer engagement,</li> <li>- Digital onboarding for customers that are not 'digital natives' and building effective communication with 'silver customer' (elderly customers),</li> <li>- New branch experience,</li> <li>- Changing perception of the brand and products,</li> <li>- Biometrics, customer authentication and digital ID.</li> </ul>
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Jun 22-26 from 7 am to 11 am Toronto time. The bank is also open to scheduling meetings after Collision.

FOR FINTECH AND CYBERSECURITY COMPANIES	
<b>Who</b>	PKO Bank Polski <a href="#">GO</a>
	PKO Bank Polski is the largest financial institution in the CEE region, with over 1.6 thousand bank branches and 11M clients, including over 4M in mobile channels. Bank's capital group includes also, among others insurance and leasing business lines. The bank actively cooperates with tech companies within its innovation platform Let's Fintech with PKO Bank Polski. Within Let's Fintech, the bank cooperates with start-ups business-wise and implements new technologies, provides its API, develops open banking solutions, and invests in most promising tech companies. So far, the bank has implemented a number of new services/features together with start-up partners. That includes i.e. largest customer facing blockchain





	implementation in Europe, digital system navigator for employees or number of value added services for SME clients.
<b>What</b>	<p>PKO Bank Polski is looking to purchase solutions and services from Canadian providers. The preferred partners are start-ups at a later stage of development, with some proof of concept, looking to scale their solutions. Applications from mature companies offering solutions, which meet the specified needs, will also be considered and potentially forwarded to a different department.</p> <p>The bank usually first offers a pilot implementation based on a commercial contract. If the solution proves useful, a larger contract is signed. The bank may decide to invest in most promising companies.</p> <p>The bank has specific scouting areas within which it searches for solutions to be implemented. One of these is DIGITAL BANKING. The bank is currently looking for digital banking solutions in the following areas:</p> <ul style="list-style-type: none"> <li>- Mobile apps and web services,</li> <li>- RPA and digitalisation of processes,</li> <li>- Payments,</li> <li>- Capital markets and currency trading,</li> <li>- InsurTech,</li> <li>- Lending and financing,</li> <li>- Open banking: third party providers for extended banking value chains,</li> <li>- Blockchain: smart contracts, tokenization, ICO, authentication, crypto currencies.</li> </ul>
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Jun 22-26 from 7 am to 11 am Toronto time. The bank is also open to scheduling meetings after Collision.

<b>FOR ENTERPRISE SOFTWARE, HRTECH, COMMUNICATION SOFTWARE, FINTECH COMPANIES</b>	
<b>Who</b>	PKO Bank Polski <a href="#">↔</a>
	<p>PKO Bank Polski is the largest financial institution in the CEE region, with over 1.6 thousand bank branches and 11M clients, including over 4M in mobile channels. Bank's capital group includes also, among others insurance and leasing business lines. The bank actively cooperates with tech companies within its innovation platform Let's Fintech with PKO Bank Polski. Within Let's Fintech, the bank cooperates with start-ups business-wise and implements new technologies, provides its API, develops open banking solutions, and invests in most promising tech companies. So far, the bank has implemented a number of new services/features together with start-up partners. That includes i.e. largest customer facing blockchain implementation in Europe, digital system navigator for employees or number of value added services for SME clients.</p>
<b>What</b>	<p>PKO Bank Polski is looking to purchase solutions and services from Canadian providers. The preferred partners are start-ups at a later stage of development, with some proof of concept, looking to scale their solutions. Applications from mature companies offering solutions, which meet the specified needs, will also be considered and potentially forwarded to a different department.</p> <p>The bank usually first offers a pilot implementation based on a commercial contract. If the solution proves useful, a larger contract is signed. The bank may decide to invest in most promising companies.</p>





	<p>The bank has specific scouting areas within which it searches for solutions to be implemented. . One of these is areas is ENTERPRISE TECH solutions which the bank may either implement to increase efficiency of its own operations or offer as a value-added service to its SME clients (1M SME clients in total). Specifically the bank is currently interested in solutions which could support the following challenges:</p> <ul style="list-style-type: none"> <li>- Physical offices in times of remote work – solutions that support the way employees use physical offices, when working partially remotely</li> <li>- Boosting creativity when working online – solutions that support remote teamwork, e.g. offering ‘out of the box’ tools for brainstorming, networking etc.,</li> <li>- Managing remote teams – solutions that support managers and HR to evaluate and provide feedback to employees, that work remotely (HR Tech),</li> <li>- Shifting offline processes online – solutions that create digital workflows and digitize internal processes,</li> <li>- Financial products supporting energy transformation of our clients,</li> <li>- Eco-marketing solutions (e.g. client facing solutions encouraging ecological behavior),</li> <li>- Value-added services improving daily operations of SMEs. So far, bank has implemented: legal and vindication services, CRM and offer tracking tools, e-accounting, BFM.</li> </ul>
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Jun 22-26 from 7 am to 11 am Toronto time. The bank is also open to scheduling meetings after Collision.

## South Africa

FOR FINTECH COMPANIES	
<b>Who</b>	Deloitte & Touche South Africa from South Africa <a href="#">↔</a>
	Deloitte & Touche South Africa are one of the leading audit and advisory firms in South Africa. Deloitte Analytics does AI consulting and implementation to corporates.
<b>What</b>	Deloitte & Touche South Africa are looking to partner with Canadian companies that offer: <ul style="list-style-type: none"> <li>- AI solutions for finance departments of corporates</li> <li>- Fintech solutions</li> </ul>
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Any time up to 11:00 EST

FOR E-COMMERCE, MARKETING, UX, AND CYBERSECURITY COMPANIES	
<b>Who</b>	Digital Solutions Group (DSG) from South Africa <a href="#">↔</a>
	Digital Solutions Group (DSG) offer integrated Digital Customer Experience and Technology Service solutions including CXG, MVNE, contact center and digital resilience solutions.
<b>What</b>	DSG is looking to partner with Canadian companies with solutions that can be added to their current offerings: <ul style="list-style-type: none"> <li>- E-commerce solutions for the relaunch of their Digitalmall.com platform</li> <li>- Mobile marketing solutions</li> <li>- Cyber security</li> <li>- Customer experience</li> <li>- Contact center solutions</li> </ul>





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<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Flexible for either during Collision or after. Note that DSG is at GMT+2.

<b>FOR VOICE, CONNECTIVITY AND CLOUD COMPANIES</b>	
<b>Who</b>	Saicom from South Africa <a href="#">↔</a>
	Saicom are a telecommunication service provider. Using exclusively cloud-based services, they focus on telephony systems for small businesses, corporate clients, VoIP operators and international Telco carriers across South Africa and the African continent.
<b>What</b>	Saicom are looking to partner with Canadian companies they could represent in South Africa. The company is interested in: - Solutions to complement their current voice, connectivity and cloud hosting offerings
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Flexible for either during Collision or after. Note that DSG is at GMT+2.

## Taiwan

<b>FOR AUTOTECH COMPANIES</b>	
<b>Who</b>	Gaius Auto from Taiwan <a href="#">↔</a>
	Founded by a group of experienced engineers and investors with insight of E mobility, Gaius Automotive Inc. was established in central Taiwan in 2010. Today its team spans in three continents – Manufacturing and R&D team in Taichung, Taiwan; Advanced Engineering and Energy System teams in Toronto; and Electric Control System team in Paris. The company estimates its workforce will expand to more than 100 people next year from 40 at present.
<b>What</b>	Gaius Auto will work with Canadian companies via: - Straight purchase - Tech transfer - Business collaboration - R&D collaboration - Fleet trials, vehicle testing and development Gaius Auto is looking for: - Fleet management platforms - HMI – dash, controls - EV-related tech for increased efficiency (motor, controller, BMS, batteries, power distribution etc.) - Manufacturing process or material innovations for light weight and reduced cost
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Any day at 22:00 to 23:00

<b>FOR AUTOTECH AND SMART CITIES COMPANIES</b>	
<b>Who</b>	Lanner Electronics from Taiwan <a href="#">↔</a>
	With over 30 years of experience, Lanner Electronics is a world-leading customized hardware provider in design, engineering, and manufacturing services for advanced network appliances and rugged industrial computers.





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	Lanner has a large and dynamic manpower of over 900 well-experienced employees worldwide with HQ in Taiwan and subsidiaries in the US, Canada, and China. Lanner handles the branding of the hardware, the shipping cartons and all its contents. Drop shipments can be arranged worldwide from Lanner logistics centers around the world.
<b>What</b>	Lanner Electronics will work with Canadian companies via: - Co-selling and OEM partnerships Areas of interest: - AI software stacks specific to transportation, energy and smart cities market segments
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	TBC

<b>FOR TELECOM, IOT AND CYBERSECURITY COMPANIES</b>	
<b>Who</b>	Media Tek from Taiwan
	MediaTek is the world's 4th largest global fabless semiconductor company and powers more than 1.5 billion devices a year.
<b>What</b>	MediaTek will work with Canadian companies via: - Business collaboration - R&D collaboration Areas of interest: - Wireless communications (cellular, WiFi, satellite, etc.) - Human machine interface, monitor sensing, non-contact gesture recognition, etc.
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	TBC

<b>FOR TELECOM &amp; IOT COMPANIES</b>	
<b>Who</b>	Teltai Ltd. from Taiwan
	Established in 1974, Teltai specializes in the marketing and distribution of telecommunications/electronic equipment devices and components; network management systems; network planning; network drive testing, network optimization tools and telemetry antenna systems. With many years of experience with multi-vendor, multi-technology, multi-service networks, Teltai has the knowledge, expertise, and experience to handle any type of deployment project.
<b>What</b>	Teltai will work with Canadian companies via: - Business collaboration (re-seller, distributor of Canadian companies) Areas of interest: - 5G software - Digital Map - Network Management System - Radio Network Planning Tool - Network Drive Testing Tool - Network Optimization Tool - IT Security for application, network, and mobile etc.
<b>How</b>	<a href="#">Click here</a> to request a meeting





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<b>When</b>	Company can meet (Taipei Time) 7/1-7/3 10:00 a.m. ~ 12:00 p.m., 7/6-7/10 10:00 a.m. ~ 12:00 p.m., 7/13-7/17 10:00 a.m. ~ 12:00 p.m.
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<b>FOR IOT, UX, SMART CITIES AND SMART MANUFACTURING COMPANIES</b>	
<b>Who</b>	Advantech Corp from Taiwan <a href="#">↔</a>
	The company is a global leader in the fields of IoT intelligent systems and embedded platforms. To embrace the trends of IoT, big data, and artificial intelligence, Advantech promotes IoT hardware and software solutions with the Edge Intelligence WISE-PaaS core to assist business partners and clients in connecting their industrial chains.
<b>What</b>	Advantech will work with Canadian companies via: <ul style="list-style-type: none"> <li>- Technology transfer</li> <li>- Business collaboration: partnerships and licencing agreements</li> </ul> Advantech looks for startups who provide: <ul style="list-style-type: none"> <li>- AIoT/IIoT solutions to B2B customers in smart city and smart manufacturing domains</li> </ul>
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Any time between 0900 to1200 (TW time) on June 22&24.

## Thailand

<b>FOR ROBOTICS, MARKETING, SECURITY AND WASTE MANAGEMENT COMPANIES</b>	
<b>Who</b>	Siri Ventures from Thailand <a href="#">↔</a>
	Siri Venture is a venture capital arm of Sansiri, the top real estate developer in Thailand, that seeks to invest in their businesses-related startups. The firm is based in Bangkok, Thailand.
<b>What</b>	Siri Ventures will work with Canadian companies via partnership and co-develop Siri Ventures is looking for the technology/innovation such as: <ul style="list-style-type: none"> <li>- Remote sales gallery: how to engage with potential customers more deeply before they travel to visit the sales gallery to make a final decision.</li> <li>- Reduce cost of human guards: looking for workforce management, security robots (that could patrol the community, outdoors) and alert human guards should there be any anomalies for their property management company.</li> <li>- Waste management: residential is the biggest food waste producers. Looking for technology that could help them turn waste into less-waste or something of more value. This could be at family/unit level or community level. This could extend into recyclable waste as well.</li> <li>- In unit/house “peace of mind”: break-in security, fire, air quality, or even smart use of utility (water, electricity).</li> </ul>
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Meeting will be determined at a later date








FOR AUTOTECH, IOT, ENTERPRISE SOFTWARE AND FINTECH COMPANIES	
<b>Who</b>	HARMAN International from Texas
	HARMAN International is a global leader in connected car technology, lifestyle audio innovations, professional audio and lighting solutions, and design and analytics. Headquartered in Stamford, Connecticut with offices in Richardson, Texas, HARMAN (harman.com) designs and engineers connected products and solutions for automakers, consumers, and enterprises worldwide, including connected car systems, audio and visual products, enterprise automation solutions; and services supporting the Internet of Things. More than 50 million automobiles on the road today are equipped with HARMAN audio and connected car systems. Our software services power billions of mobile devices and systems that are connected, integrated and secure across all platforms, from work and home to car and mobile.
<b>What</b>	<p>HARMAN will work with Canadian companies via:</p> <ul style="list-style-type: none"> <li>- E-commerce collaboration</li> <li>- Business collaboration</li> </ul> <p>HARMAN is interested in four business units:</p> <ul style="list-style-type: none"> <li>- Connected Car (automotive tech integration expertes, hardware, cockpit platforms, ADAS, cybersecurity, telematics)</li> <li>- Lifestyle Audio (superior sound systems for vehicles, home, bluetooth speakers)</li> <li>- Professional Services</li> <li>- Connected Services (Digital transformation, smart enterprise)</li> </ul> <p>The AI and Automation division is looking for:</p> <ul style="list-style-type: none"> <li>- Improving processes across finance, supply chain, cybersecurity, IT; implementing technologies to drive the business value, growth, and productivity</li> </ul>
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Company can meet June 22, 10AM CT, June 23, 1PM CT, June 24, 2PM CT via Google Hangouts

FOR COMPANIES PROVIDING 5G/MEC SOLUTIONS FOR RETAIL, IIOT, HEALTHCARE	
<b>Who</b>	Verizon Wireless from New York
	Verizon Wireless US is large US telco and their corporate/product development division is constantly scouting for new technologies and solutions.
<b>What</b>	<p>Verizon is constantly scouting for new solutions and work differently depending on the solution/technology. It can be a direct purchase or a use case or a research project, it varies.</p> <p>They are currently focusing on the following techs:</p> <p>Consumer :</p> <ul style="list-style-type: none"> <li>• next gen communications including XR, connected home, video, family, cloud, gaming. Interested in both 5G / MEC and non 5G / MEC perspective.</li> <li>• Enterprise (mostly focused on 5G / MEC use cases)</li> <li>• Retail (cv inventory, autonomous check out, etc)</li> <li>• IIoT (predictive maintenance, anomaly detection, AGVs etc)</li> </ul>





	<ul style="list-style-type: none"> <li>Healthcare (AI assisted diagnosis and procedures etc)</li> </ul> <p>Network Infrastructure for core network and edge data centers :</p> <ul style="list-style-type: none"> <li>Security - Software Defined Perimeter</li> <li>Container / Application Analytics</li> <li>Kubernetes Security (Octarine)</li> <li>Application Security <a href="https://www.avocadosys.com/">https://www.avocadosys.com/</a></li> </ul> <p>SDN/NFV Orchestration and Automation - AI to troubleshoot connectivity issues (possibly like this: <a href="https://www.stradigi.ai/customized-ai-solutions-for-telecommunications/">https://www.stradigi.ai/customized-ai-solutions-for-telecommunications/</a> )</p>
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Company can meet the week of CFH

FOR WIRELESS AND DIGITAL HEALTH COMPANIES	
<b>Who</b>	Samsung Electronics America from New York 
	Samsung Electronics America, Inc. manufactures electronic products. The Company offers televisions, digital cameras, cell phones, storage devices, home appliances, security systems, smartwatches, and computer products. Samsung Electronics America serves customers worldwide.
<b>What</b>	<p>Samsung is constantly scouting for new solutions and work differently depending on the solution/technology. It can be a direct purchase or a use case or a research project, it varies.</p> <p>They are looking for solutions that can help their mobile phones and wearable improve/create new consumer use cases</p> <p>The areas they are interested in are;</p> <ul style="list-style-type: none"> <li>- AI assisted Camera solutions:                             <ul style="list-style-type: none"> <li>Advanced effects/editing of pics/videos</li> <li>Quality enhancement – low lite, motion de-noise, auto lighting etc</li> <li>Stabilization</li> <li>Scene analysis etc</li> </ul> </li> <li>- Wireless Charging, Energy Harvesting</li> <li>- Digital Health &amp; Fitness                             <ul style="list-style-type: none"> <li>Fitness/exercise coaching</li> <li>Health monitoring using various sensors on the phone/wearable</li> </ul> </li> <li>- Wearable                             <ul style="list-style-type: none"> <li>Innovative use cases around smartwatch and TWS earbuds</li> </ul> </li> <li>- Advanced materials that can enhance performance, such as heat dissipation etc, or enable new look&amp;feel for mobile devices</li> </ul>
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Company can meet the week of CFH





## Venture Capital

### Resources to help you prepare for your pitch!

Preparing to meet with investors requires putting together clear, succinct information on your value proposition, your growth potential, and the returns that equity investors can expect. Here are a few resources that will help you prepare:

- Canaan Partners, an experienced VC firm, put together this [Entrepreneur Pitch Workbook](#) to help firms get their message across clearly.
- If you need help writing a business plan use the great online resources offered by [Futurpreneur Canada](#).
- [MaRS Discovery District has resources](#) on valuation, market sizing, and preparing for investment.
- NACO has a [Checklist for Due Diligence Documentation](#), which will give you a good idea of the information and documents investors will want to see.
- NACO also provides [free downloadable term sheets](#). The CVCA has a similar [list of sample documents for VC-stage investments](#), including voting agreements, manager and investor rights agreements, and more.





Pre-seed – Series A/B

FOR FOOD TECH AND HEALTH-TECH COMPANIES LOOKING FOR PRE-SEED, SEED FUNDING	
<b>Who</b>	Fuji Oil Holdings from Tokyo <a href="#">↔</a>
	Fuji Oil group develops and manufactures specialty vegetable oils and fats, oils and fats processed foods such as chocolate, and soy protein related products. The company markets to industrial food manufacturers in the field of confectionery, processed food, and beverage, specialty stores of pastry and bakery, and retailers globally. The company's annual sales in FY2019-20 is USD 3.8 billion and has close to 6,000 employees in Japan and overseas.
<b>What</b>	Fuji Oil Holding will working with company via: Investment (e.g. venture capital, direct equity investment)- Pre-seed, Seed Specific interest: Food manufacturing and Healthtech
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

FOR AI COMPANIES IN SUPPLY CHAIN, HEALTHCARE, EDUCATION, CYBER SECURITY LOOKING FOR PRE-SEED, SEED FUNDING	
<b>Who</b>	Hike Ventures, LLC. from Tokyo <a href="#">↔</a>
	Hike Ventures is a seed stage venture capital based in San Francisco and Tokyo focused on applied AI and Machine Learning startups. It has invested in six Canadian startups since inception.
<b>What</b>	Hike Ventures will work with companies via: Investment (e.g. venture capital, direct equity investment)- Pre-seed, Seed Specific interest: AI for supply chain, AI for healthcare, AI for education, AI for cyber security, AI for task automation for office workers
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

FOR MEDICAL DEVICES, PHARMA AND INFRASTRUCTURE COMPANIES LOOKING FOR PRE-SEED, SEED FUNDING	
<b>Who</b>	Fujifilm Corporation from Tokyo <a href="#">↔</a>
	FUJIFILM Corporation manufactures and distributes photographic and imaging equipment. The Company produces digital cameras, optical devices, color photo paper service equipment, and other equipment. FUJIFILM also produces medical system equipment, graphic system equipment, flat panel display materials, electronic material development, and other products. The company has annual revenue of USD 3.8 billion and has approx. 32,000 employees.
<b>What</b>	Fujifilm will work with companies via: Investment (e.g. venture capital, direct equity investment)- Pre-seed, Seed Specific interest: Medical instruments, Materials, Pharmaceutical, Infrastructures
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions





<b>FOR SMART CITY, 5G, EDTECH AND QUATUM COMPUTING COMPANIES LOOKING FOR PRE-SEED, SEED FUNDING</b>	
<b>Who</b>	Toppan Printing from Tokyo <a href="#">↔</a>
	Toppan Printing Co., Ltd. is a Japanese global printing company. Since its founding 119 years ago, Toppan has grown beyond its traditional printing business and now offers a broad range of products and services with printing technologies at their core and is a leading global provider of integrated solutions in the fields of printing, communications, security, packaging, décor materials and electronics. Toppan serves customers in every sector of business and industry. Net revenue for the fiscal year ended in March 2019 was USD 13.2 billion. It employs over 50,000 people in 160 locations worldwide.
<b>What</b>	<p>Toppan Printing Co., Ltd. will work with Canadian Company via: Investment (e.g. venture capital, direct equity investment) Pre-seed, Seed (we have a CVC responsible for the investment)</p> <p>Specific interest:</p> <ol style="list-style-type: none"> <li>1. AI for well-being</li> <li>2. xR(especially AR) for digital-twin (not only factory, more "lifestyle", "smart city" and "UX" )</li> <li>3. 5G (+beyond 5G, 6G) for rich digital contents &amp; future experience</li> <li>4. Education for everyone K-12 (not only "in school", more "out school")</li> <li>5. Quantum Computing for security (of smart card etc), privacy by design, and protection for life.</li> </ol> <p>They are looking for xR(especially AR), AI, education, 5G and Quantum Computing companies that can support our vision. They also prefer to API, SaaS and software technologies compared to Heavy Industries. I am in charge of DX Strategy Design of whole our company and accelerate integration of digital technologies based on prototyping and co-creation with startup companies.</p>
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

<b>FOR AI COMPANIES IN MANUFACTURING AND EDUCATION LOOKING FOR PRE-SEED, SEED FUNDING</b>	
<b>Who</b>	Skydisc from Tokyo <a href="#">↔</a>
	Headquartered in Fukuoka, SkyDisc is a Japanese startup that offers a one-stop IoT x AI solution service that helps to visualize, digitalize, and analyze real data and insights for manufacturing companies. The company raised 1.7 B yen funding over 4 rounds. Their latest funding was raised in April 2019 from SBI Investment, AJS, Nakajima Kogyo. Risona Capital, Mizuho Capital, DG Daiwa Capital and more. SkyDisc is looking for innovative Canadian solutions that it can help bring to the Japanese market.
<b>What</b>	<p>SkyDisc will work with Canadian Company via: Investment (e.g. venture capital, direct equity investment) : Pre-seed, Seed</p> <p>Specific interest: AI for manufacturing and AI education</p> <p>To increase the speed and bandwidth of our customers' networks for data analysis.</p>
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions





<b>FOR CYBERSECURITY, ADVANCED MANUFACTURING, AI/IOT, ENERGY TRANSITION/RE/HYDROGEN, MOBILITY COMPANIES LOOKING FOR SEED FUNDING</b>	
<b>Who</b>	Mitsubishi Heavy Industries from Tokyo <a href="#">↔</a>
	Mitsubishi Heavy Industries, Ltd, established in 1884, engages in the manufacture and sale of ships, industrial machinery, and aircrafts. It operates through the following segments: Power, Industry & Social Infrastructure, Aviation, Defense, Space, and Construction and Real Estate. The company's annual revenue was USD37 billion (Mar 2020) and it has over 80,000 employees worldwide.
<b>What</b>	Mitsubishi Heavy Industries will work with companies via: Investment (e.g. venture capital, direct equity investment),- Seed funding Implementation of AI to our business and products, Cybersecurity for critical infrastructure Specific interest: Cybersecurity, Advanced Manufacturing, AI/IoT, Energy Transition/RE/Hydrogen, Mobility
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

<b>FOR FINTECH, RETAILTECH, BLOCKCHAIN AND MARTECH COMPANIES LOOKING FOR SEED, SERIES A FUNDING</b>	
<b>Who</b>	JCB International Credit Card Co., Ltd. from Tokyo <a href="#">↔</a>
	Founded in 1961 as Japan Credit Bureau, JCB established itself in the Japanese credit card market in 1968, and its cards are now issued in 20 different countries. It has 130 million JCB cardmembers worldwide (99.9 million of which are in Japan). The company issues and provides various credit cards, as well as offers credit guarantees, loans, and financing. The company's annual transaction volume was USD 294 billion and net revenue of US\$2.8 billion (FY ended Mar 2019).
<b>What</b>	JCB will work with companies via: Investment (e.g. venture capital, direct equity investment) Seed, Series A Our legacy system doesn't allow us to implement new features or functions, and this will make it difficult for us to keep up with the latest technologies. We're now trying to promote open innovation and leverage great technologies from outside (e.g. startups). Specific interest: Fintech, Retailtech, Blockchain, Fraud security, Digital marketing
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

<b>FOR LOGISTICS/SUPPLY CHAIN/SMART BUILDING TECH COMPANIES SEEKING SEED AND SERIES A FUNDING</b>	
<b>Who</b>	Prologis Ventures from Texas, USA <a href="#">↔</a>
	Prologis Ventures (the venture arm of Prologis) a company that develops, acquires, and operates over 900 million square feet of high-quality industrial and logistics facilities across the globe.
<b>What</b>	They are seeking early stage VC investments into logistics / supply chain technologies or smart building technologies
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	A reverse pitch session will be organized for those who apply and get selected for meetings with foreign delegates on a to be determined date.







<b>FOR IOT, BLOCKCHAIN, AI COMPANIES LOOKING FOR SEED AND SERIES A FUNDING</b>	
<b>Who</b>	Intelis Ventures from Texas, USA <a href="#">↔</a>
<b>What</b>	Seeking seed/ series A venture investments into ai, blockchain, wireless, connected sensors or edge computing technology solutions to improve the efficiency of energy generation, distribution and ultimate consumer energy uses.
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	A reverse pitch session will be organized for those who apply and get selected for meetings with foreign delegates on a to be determined date.

<b>FOR FINTECH, INSURTECH, HEALTHTECH, RETAILTECH, AI, IOT COMPANIES LOOKING FOR PRE-SEED, SEED, SERIES A, SERIES B FUNDING</b>	
<b>Who</b>	Nissho Electronics Corporation from Tokyo <a href="#">↔</a>
	Nissho Electronics Corporation is a provider of information communications equipment, IT infrastructure, and other cutting-edge solutions both in Japan and around the world, as well as a provider of services such as system design and construction, maintenance, operation, and monitoring. The company was established in 1969 and has over 1000 employees. It had consolidated net sales of USD\$358M (Mar 2019). It became a wholly-owned subsidiary of Sojitz Corporation - one of the largest global trading and investment companies in Japan. Its wholly owned subsidiary, Nissho Electronics USA is based in Silicon Valley and supports startups entering to the Japanese and Asian markets.
<b>What</b>	Nissho Electronics Corporation will work with Canadian Company via: Investment (e.g. venture capital, direct equity investment) : Pre-seed, Seed, Series A, Series B Specific interest: Fintech, Insurtech, Healthtech, Retailtech, AI, IoT Mainly we're looking for increased customer engagement, acquisition and front-end support solutions for finance, FI, Insurance and card company.
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

<b>FOR COMPANIES DEVELOPING AI, ROBOTICS AND CYBERSECURITY SOLUTIONS RELATED TO LIFE SCIENCES LOOKING FOR PRE-SEED, SEED, SERIES A/B FUNDING</b>	
<b>Who</b>	Olympus from Tokyo <a href="#">↔</a>
	Olympus Corp. engages in the manufacture and sale of precision machineries and instruments. It operates through Medical, Scientific Solutions, Imaging, and Others segments . The Medical segment covers digestive, surgical, and ultrasonic endoscopy as well as endoscopic treatment tools. The Scientific Solutions segment manufactures and sells biological and industrial microscopes, industrial endoscopes, and non-destructive testing equipment. The Imaging segment deals with digital cameras and recording devices. The Others segment includes biomaterial manufacturing and sales business. The company was established in 1919 and has over 35,000 employees worldwide. Consolidated revenue was USD \$7.2 billion (March 2019).
<b>What</b>	Olympus Corp. will work with Canadian Company via: Investment (e.g. venture capital, direct equity investment) : Pre-seed, Seed, Series A, Series B Specific interest: Healthtech, Medical Device, AI for lifescience, Cyber Security for lifescience, Robotics for surgical Radical/disruptive technology for our existing business





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<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions


<b>FOR INSURTECH, FINTECH, HEALTHTECH, AI COMPANIES FOR SEED AND SERIES A FUNDING</b>	
<b>Who</b>	Nippon Life Insurance Company from Tokyo <a href="#">↔</a>
	Nippon Life Insurance Company, also known as Nissay or Nihon Seimei, is the largest Japanese life insurance company by revenue. It provides illness, hospitalization, nursing, death, pension, educational, and other life insurance services. The company primarily operates in Japan, North America, Europe and Asia and is headquartered in Osaka, Japan. It had revenues of USD 74.2 billion (Mar 2019) and over 89,000 employees worldwide.
<b>What</b>	Nippon Life Insurance Company will work with Canadian Company via: Investment (e.g. venture capital, direct equity investment): Seed, Series A Specific interest: Insurtech, Fintech, Healthtech, AI The company employs over 50,000 sales staff across Japan to sell life insurance. Due to the large number of employees and its operations nationwide, our challenge is to improve internal business efficiency/productivity of operations. At the same time, we are considering new business development in mental & physical health areas and asset formation, and seeking technologies to capture new clients in new markets utilizing tech with effective client interfaces.
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

<b>FOR ADV. MAN, ENERGY SAVING DEVICE AND AUTO-TECH COMPANIES LOOKING FOR SEED, SERIES A FUNDING</b>	
<b>Who</b>	Nissan North America Inc from Tokyo <a href="#">↔</a>
	Nissan Motor Co., Ltd., (Nissan) is a Japanese multinational automobile manufacturer headquartered in Yokohama, Japan. It is one of the world's top 10 global auto manufacturers, selling over 5.6 million vehicles in 2018. Since 1999, Nissan has been part of the Renault–Nissan–Mitsubishi Alliance, a partnership between Nissan, Mitsubishi Motors and Renault. It maintains R&D centers (called Nissan Technical Centers and Nissan Advanced Technology Centers) in Japan, Detroit, Silicon Valley, Mexico and Moscow.
<b>What</b>	Nissan North America Inc will work with Canadian Company via: Investment (e.g. venture capital, direct equity investment) : Seed, Series A Specific interest: AI for MFG, advanced materials, energy saving devices, AI for automotive improve business efficiencies and integrate breakthrough technologies into vehicles; developing platforms at an affordable cost; Improve or create new manufacturing processes
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

<b>FOR COMPANIES DEVELOPING SENSORS LOOKING FOR SEED, SERIES A/B FUNDING</b>	
<b>Who</b>	Palfinger from Austria <a href="#">↔</a>



	<p>PALFINGER is a leading international manufacturer of innovative lifting solutions for use on commercial vehicles, ships and stationary equipment. Based in Bergheim, Austria, the PALFINGER Group develops and produces leading solutions for its customers and partners all over the world. With more than 11,000 employees, over 5,000 sales, and service centers, PALFINGER is close to the market and to its customers. PALFINGER generated total sales of EUR 1.75 billion in 2019.</p> <p>The core product is the Loader Crane. The company is the world market leader in this segment with more than 100 models and a market share of more than 30 per cent. In Timber and Recycling Cranes on- and off-road as well as Hooklifts PALFINGER is also the world's biggest manufacturer. Over the years, the product portfolio has been steadily expanded with products such as the Truck Mounted Forklifts, Tail Lifts, and the Access Platforms. With their Railway Systems and Bridge Inspection Units they are the European technology and market leader in this high-tech sector. PALFINGER Marine is the global leading manufacturer of highly reliable, innovative and customized deck equipment and handling solutions for the maritime industries. The product portfolio includes cranes, lifesaving equipment, winches and handling equipment. A worldwide service network including the supply of spare parts ensures fast and professional onsite support. PALFINGER Marine operates in all major maritime segments, including Offshore, Marine, Cruise, Navy and Coast Guard, and Wind.</p> <p>As a technology leader the company offers the most efficient and innovative solutions for their customers and partners.</p>
<b>What</b>	<p>Palfinger will invest in a Canadian company developing sensors who are looking for Seed, Series A/B</p> <p>Palfinger is looking for innovations, technologies and potentials partners, in the areas of autonomy and sensors, electrification and connectivity, to build together with partners almost autonomous, connected and electrified lifting solutions of tomorrow. In the following link please find our research fields along with our focus areas for innovation:  <a href="https://www.palfinger.ag/en/company/palfinger-21st">https://www.palfinger.ag/en/company/palfinger-21st</a></p>
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Company can meet June 22 (8 am-9.30 am) 23rd (9:30am -11:30 am) 25th ( 8:00 am-9:00 am) EST via MS Teams and Zoom

FOR TECH COMPANIES SEEKING SEED-SERIES B FUNDING	
<b>Who</b>	Industrial Technology Investment Corp. from Taiwan 
	Industrial Technology Investment Corp. (ITIC) is the investment arm of Industrial Technology Research Institute (ITRI) and a leading local venture capital firm – the cradle and birthplace for many major Taiwanese companies since founded in 1979, with current asset under management around USD750M.
<b>What</b>	<p>ITIC will work with Canadian companies via:</p> <ul style="list-style-type: none"> <li>- Equity investment: Seed-Series B</li> </ul> <p>Areas of interest:</p> <ul style="list-style-type: none"> <li>- Semiconductor</li> <li>- Display</li> <li>- Advanced materials</li> <li>- AI</li> <li>- Big data</li> <li>- Deep technologies</li> </ul>





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<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Company can meet June 18, 09:00—11:00 am EDT, June 22, 09:30—12:30 am EDT, June 23, 09:00—11:00 am EDT

<b>FOR FINANCIAL SERVICES AND INFRASTRUCTURE COMPANIES LOOKING FOR SEED, SERIES A/B FUNDING</b>	
<b>Who</b>	B3 from Brazil <a href="#">↔</a>
	<p>B3 S.A. (Corp.) is one of the world’s largest financial market infrastructure companies, providing trading services in an exchange and OTC (Over-the-count) environment. B3’s scope of activities includes, the creation and management of trading systems, clearing, settlement, deposit and registration for the main classes of securities, from equities, corporate fixed income securities to currency derivatives, structured transactions and interest rate, and agricultural commodities. B3 also acts as a central counterparty for most of the trades carried out in its markets and offers central depository and registration services.</p> <p>Through its vehicle and real estate financing unit, the Company offers products and services that streamline local credit analysis and approval throughout Brazil, making access to secured loans easier, faster and safer. In vehicle financing, it is a leader in the provision of electronic delivery services of the information required for the registration of contracts and annotations of encumbrances with traffic authorities.</p>
<b>What</b>	<p>B3 will invest in Seed, Series A/B in Financial and Infrastructure sectors</p> <p>B3 is looking for the following to solve Innovation &amp; Business Development challenges:</p> <ul style="list-style-type: none"> <li>• Development of new business verticals and/or products, aligned with company’s strategy, specific to Financial Services and Infrastructure.</li> <li>• New technologies for the financial market (blockchain, artificial intelligence, others)</li> <li>• Development of partnerships (tech infrastructure for the financial market)</li> <li>• Data &amp; Analytics tools for financial market</li> </ul> <p>On the Market Intelligence side:</p> <ul style="list-style-type: none"> <li>• Data prepping for AI (huge &amp; complex learning database sets, intensive work from the business analysts)</li> <li>• Consultancy Services: Finding &amp; defining the top business questions trough so many financial products &amp; markets datasets covered by the team.</li> <li>• Project management in Agile Methodology for Data Products</li> </ul>
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	B3 is available June 23: 2:00 pm – 6:00pm (BRT), June 24: 2:00 pm – 6:00pm (BRT), June 25: 2:00 pm – 6:00pm (BRT) via Microsoft Teams, Cisco Webex, Whatsapp, CFH app

<b>FOR AI, IOT, 5G, EDUTECH, RETAILTECH, HEALTHTECH, FOODTECH COMPANIES LOOKING FOR SEED, SERIES A/B FUNDING</b>	
<b>Who</b>	SoftBank Corp. from Tokyo <a href="#">↔</a>
	<p>Softbank Corporation is the telecommunications arm of Softbank Group. It is the third largest telecoms company in Japan with over 44.5 million subscribers and operating income of JPY 719.5 billion in 2019. In addition to aggressively building its 5G network, Softbank Corporation is keen to leverage its large client base and tap into new businesses by providing new services to its business and consumer clientele.</p>





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<b>What</b>	Softbank Corporation will work with Canadian Company via: Investment (e.g. venture capital, direct equity investment) : Seed, Series A, Series B Specific interest: AI, IoT, Robotics, 5G, big data, Edutech, AI, B2B Solutions, retailtech, healthtech, foodtech We are looking for new solutions/new businesses that we can bring to our business clients and retail customers all over the world.
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

<b>FOR AUTO-TECH, ENERGY, AG-TECH AND HEALTHTECH COMPANIES LOOKING FOR SEED AND SERIES A FUNDING</b>	
<b>Who</b>	Toyota AI Ventures from Tokyo <a href="#">↔</a>
	Toyota AI Ventures, a subsidiary of Toyota Research Institute (TRI), is a Silicon Valley-based venture capital firm that invests in early-stage startups in the areas of artificial intelligence, cloud, data, autonomy, mobility, and robotics. Founded in July 2017, its mission is to discover what's next for Toyota by helping startups bring disruptive technologies and business models to market quickly.
<b>What</b>	Toyota AI Ventures will work with Canadian Company via: Investment (e.g. venture capital, direct equity investment): Seed, Series A, Specific interest: Autonomous driving, robotics, AI, energy management, data & cloud, digital health, ag-tech Finding new business beyond automotive for Toyota
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

<b>FOR SPORT-TECH AND CONSUMER ENGAGEMENT COMPANIES LOOKING FOR PRE-SEED, SEED, SERIES A FUNDING</b>	
<b>Who</b>	mixi, Inc. from Tokyo <a href="#">↔</a>
	mixi Inc. is one of the largest smartphone gaming companies in Japan. Established in 1999, it is a social media, smartphone gaming and sports company, providing various services specialized in Digital Entertainment, Sports, Lifestyle and Job Recruitment. It released the social network "mixi" in 2004 and the smartphone app "Monster Strike" in 2003. Both have grown tremendously as communication services. Net sales for the fiscal year ended in March 2020 was JPY112 billion and the number of employees is over, 1,000.
<b>What</b>	mixi Inc. will work with Canadian Company via: Investment (e.g. venture capital, direct equity investment) : Pre-seed, Seed, Series A Specific interest: extend sports experience, online communication, sports betting, online fan community, content distribution We met many startups but most of them are technology driven(e.g blockchain) or social media (twitter, tik tok...). We need new concept or new entertainment style offering, something fit for future lifestyle. Now we are trying to build new business around sports (soccer, basketball) and online communication, include e-sports, and pursuing global alliances.
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions





<b>FOR MOBILITY, EMC, OCEANTECH, DATA SCIENCE COMPANIES LOOKING FOR SEED, SERIES A/B FUNDING</b>	
<b>Who</b>	TOYO Corporation from Tokyo <a href="#">↔</a>
	TOYO Corporation is a technology provider with both manufacturing and distribution functions specializing in various fields such as Information Communications, Automobiles (and Mobility), Sustainable Energy and Environment, EMC (Electromagnetic Compatibility) Testing, Ocean Surveys, Software Quality and Productivity, and Life Science. It is expanding its business in the global markets especially in North America and China. Established in 1953 and employs over 500 people, annual sales in 2018 was USD208 million.
<b>What</b>	TOYO Corporation will work with Canadian Company via: Investment (e.g. venture capital, direct equity investment): Seed, Series A, Series B Specific interest: 1. ICT (Network, 5G, IoT, Connected cars, Cyber security, Drone, Mobility, PTP) 2. Mobility (Autonomous driving, EV, Automotive testing) 3. EMC (EMC compliace, Anntenna, Aerospace, Satellite, Energy) 4. Ocean (Marine science, Defense & security, Ocean energy) 5. Data Science (AI, Big data, longevity, Life Science, Medicine, Bio informatics) Our expertise lies in industrial measurement in R&D and productions. However, in the era of 5G, everything will be connected and interrelated across the border of industries. Our theme is to connect those needs in different fields and provide our client with solutions effectively utilizing our experiences in different fields.
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

<b>FOR HEALTH-TECH, ADV. MATERIALS, RETAIL TECH COMPANIES LOOKING FOR SEED, SERIES A, SERIES B FUNDING</b>	
<b>Who</b>	ASICS Corporation from Tokyo <a href="#">↔</a>
	ASICS Corporation manufactures general sporting goods and equipment. The company's products include athletic shoes and sportswear. The company's annual sales in 2019 is JPY378 billion. The company has 8 offices in Japan and 51 overseas with over 9,000 employees.
<b>What</b>	ASICS Corp. will work with Canadian company via: -Investment (e.g. venture capital, direct equity investment)- Seed, Series A, Series B Specific interest: Health-tech, Advanced Materials, AI, Retail-tech They are looking for digitalization of sports and fitness.
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

<b>FOR BLOCKCHAIN, AR/VR, AI, BIOSCIENCE, HEALTHCARE COMPANIES LOOKING FOR SEED, SERIES A FUNDING</b>	
<b>Who</b>	Dentsu Inc from Tokyo <a href="#">↔</a>
	Dentsu Inc. is a Japanese international advertising and public relations company. It is currently the largest advertising agency in Japan, and the fifth largest advertising agency network in the world in terms of worldwide revenues. Dentsu bought Aegis in 2012 and formed Dentsu Aegis







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	Network, which is headquartered in London, UK. The company's annual revenue was USD 9.6 billion (Dec 2019) and employs over 62,000 people worldwide.
<b>What</b>	Dentsu will working with Company via: Investment (e.g. venture capital, direct equity investment)- Seed, Series A Specific interest: Blockchain (content distribution, etc.), AR/VR, AI, Bioscience, Healthcare
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

<b>FOR AI COMPANIES IN MANUFACTURING, HEALTHCARE, AGRICULTURE AND FINANCIAL SERVICES LOOKING FOR PRE-SEED, SEED, SERIES A FUNDING</b>	
<b>Who</b>	Global IoT Technology Ventures, Inc. from Tokyo <a href="#">↔</a>
	Global IoT Technology Ventures (GiTV) is a venture capital firm headquartered in Tokyo which invests in deep tech early stage startups. The main focus is around Industrial IoT, Industry 4.0, Automotive, AI, Robotics and Cyber. It has invested in companies located in Japan, the United States, Israel, and India.
<b>What</b>	Global IoT Tech Ventures will work with companies via: Investment (e.g. venture capital, direct equity investment) Pre-seed, Seed, Series A Specific interest: AI for manufacturing, healthcare, AI for agriculture, computer vision, fintech
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

<b>FOR CLEANTECH AND WATERTech COMPANIES LOOKING FOR PRE-SEED, SEED, SERIES A, SERIES B</b>	
<b>Who</b>	MEC Company Ltd. from Tokyo <a href="#">↔</a>
	Established in 1969, MEC Company Ltd. manufactures and markets chemicals and equipment for printed circuit boards. Its technology is used extensively in mobile terminals, automotive electronics and internet infrastructure. It is world-renowned for its unique techniques to form irregular shapes on the metal surfaces, techniques to form fine electronic circuits components, and metal melting techniques. The Company has sales/manufacturing subsidiaries in Taiwan, Hong Kong, Belgium, and US. The company has annual sales of JPY5 billion and approximately 400 employees.
<b>What</b>	MEC will work with companies via: Investment (e.g. venture capital, direct equity investment)- Pre-seed, Seed, Series A, Series B To match our current business with cutting-edge technologies;and develop new business in the area of SDGs with high interests to cleantech field. Specific interest: Technologies that can predict chemical reactions; Technologies that enable micro-sized image authentication; Clean tech (water treatment/environmental technologies)
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

<b>FOR ADV. MAN, ENERGY, MAAS, RETAILTECH, IOT, HEALTHTECH, COMPANIES LOOKING FOR SEED, SERIES A AND B FUNDING</b>	
<b>Who</b>	Mitsubishi Corporation from Tokyo <a href="#">↔</a>





	Headquartered in Tokyo, Mitsubishi Corporation is Japan's largest trading and investment company with over 200 bases of operations in approximately 90 countries worldwide, and a workforce of 80,000 employees. The company develops and operates businesses across virtually every industry, including industrial finance, energy, metals, machinery, chemicals, and daily living essentials. Its current activities have expanded far beyond its traditional trading house operations to include investments and business management in diverse fields including natural resources development, manufacturing of industrial goods, retail, new energy, infrastructure, healthcare, finance and new technology-related businesses. The company has annual revenue of USD 136 billion (Mar 2020).
<b>What</b>	Mitsubishi will work with companies via: Investment (e.g. venture capital, direct equity investment)- Seed, Series A, Series B Productivity improvement is a pain point. New technology adaptation & implementation of such technologies in old, traditional industries Specific interest: Advanced manufacturing, Healthcare, Energy, Mobility/MaaS, Retailtech, AI, IoT
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

### Series A-B

FOR AUTOTECH AND LIFE SCIENCES COMPANIES SEEKING SERIES A FUNDING	
<b>Who</b>	Trans-Pacific Technology Fund from Taiwan <a href="#">↔</a>
	TPTF is a technology-driven venture capital fund, investing in innovative companies shaping the future of global business
<b>What</b>	TPTF will work with Canadian companies via: - Equity investment: Series A TPTF is interested in Deep Tech startups in the following industries: - Automotive - Life Sciences
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	9am – 10pm Taiwan time (CST)

FOR CYBERSECURITY, SPORT-TECH, BLOCKCHAIN, 5G COMPANIES LOOKING FOR SERIES A FUNDING	
<b>Who</b>	Information Development Co., Ltd. from Tokyo <a href="#">↔</a>
	Information Development (ID) is a global Japanese IT company founded in 1969 and employs about 2300+ in 6 countries. ID provides services to over 1,000 companies with a focus on large-scale financial institutions, transportation, utility, airline, data center, mobility, medical, and more. They provide software development, system integration, networking, operations, cyber security, and digital transformation (DX) by shifting from onsite to cloud-based operations with primary interest in AI/IoT, cyber security, cloud, and 5G.
<b>What</b>	ID will work with companies via: Investment (e.g. venture capital, direct equity investment)- Series A Seeking tech in Canada not prevalent in Japan. Specific interest: 1. Cyber security (Virtual Container technology, List based attack)



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	<p>2. Sports-tech, medical, bio-tech and other tech accelerated by 5G</p> <p>3. Security technology to solve the challenges of large enterprises when switching to the cloud</p> <p>4. AI and AI algorithm generalization of technology</p> <p>5. Blockchain</p>
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

FOR AUTOTECH COMPANIES SEEKING SERIES A FUNDING	
<b>Who</b>	Gaius Auto from Taiwan <a href="#">↔</a>
	<p>Founded by a group of experienced engineers and investors with insight of E mobility, Gaius Automotive Inc. was established in central Taiwan in 2010. Today its team spans in three continents – Manufacturing and R&amp;D team in Taichung, Taiwan; Advanced Engineering and Energy System teams in Toronto; and Electric Control System team in Paris. The company estimates its workforce will expand to more than 100 people next year from 40 at present.</p>
<b>What</b>	<p>Gaius Auto will work with Canadian companies via:</p> <ul style="list-style-type: none"> <li>- Equity Investment: Series A</li> </ul> <p>Gaius Auto is looking for companies offering solutions such as:</p> <ul style="list-style-type: none"> <li>- Fleet management platforms</li> <li>- HMI – dash, controls</li> <li>- EV-related tech for increased efficiency (motor, controller, BMS, batteries, power distribution etc.)</li> <li>- Manufacturing process or material innovations for light weight and reduced cost</li> </ul>
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Any day at 22:00 to 23:00

FOR MEDIA, EDTECH, AND DIGITAL HEALTH COMPANIES SEEKING SERIES A FUNDING	
<b>Who</b>	Morningside Venture Capital from Shanghai <a href="#">↔</a>
	<p>Founded in 1992, Morningside Venture Capital is one of China's earliest early-stage venture with both USD and RMB fund. It is a subsidiary of the Morningside group (HK) and is based in Shanghai, China. Some of their successful investments include Sohu, Ctrip, Musical.ly (acquired by ByteDance), Xiaomi, Kuaishou, We Doctor Group, SenseTime, Xiaopeng Motors, etc.</p>
<b>What</b>	<p>Morningside VC will work with Canadian companies via:</p> <ul style="list-style-type: none"> <li>- Equity Investment: Series A</li> </ul> <p>Mr. Ken SHI, Co-Founding Partner is managing TMT opportunity fund focusing on:</p> <ul style="list-style-type: none"> <li>- Media</li> <li>- Entertainment</li> <li>- Education</li> <li>- Digital health</li> <li>- Corporate services verticals</li> </ul>
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Will be in Vancouver and flexible during/after Collision week.





<b>FOR LIFE SCIENCES AND CLEANTECH COMPANIES SEEKING SERIES A-B FUNDING</b>	
<b>Who</b>	New Alliance Capital from Shanghai <a href="#">↔</a>
	New Alliance Capital is one of China's leading investment firms with Assets Under Management (AUM) of RMB 10 billion (abt CAD 2 billion) across 6 funds. Founded in 2008 in Shanghai, New Alliance has invested in over 60 tech, cleantech and healthcare companies. Its limited partners range from reputable funds, listed companies to wealthy individuals, including Shanghai Alliance Investment Limited, Chinese Academy of Sciences Holdings Co. Ltd., Shanghai Pharmaceuticals Holding Co. Ltd. and Asia Alternatives. They have also made investments in the EU and Israel
<b>What</b>	New Alliance Capital will work with Canadian companies via: - Equity Investment: Series A/B Ms. Yan ZHOU, Senior Vice President is interested in seeking opportunities in: - TMT/Healthcare - Cleantech
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Flexible during/after Collision week.

<b>FOR EDU-TECH COMPANIES LOOKING FOR SERIES A/B FUNDING</b>	
<b>Who</b>	AfferoLab from Brazil <a href="#">↔</a>
	AfferoLab is a leading corporate education organization in Brazil, focused on products and services, and also part of the Bertelsmann Group, one of the largest media and education groups in the world. With more than 20 years of experience, AfferoLab offers corporate training for more than 500 thousand professionals every year. They already have a proprietary technological ecosystem, with products and services/assets, that is already connected with cloud services from Amazon and Google.
<b>What</b>	AfferoLab will invest in Series A/B (Seed is also possible if it's needed) in the Edu-tech/Education verticle They are looking for tech solutions and content expert partners to connect with the education ecosystem, broadening the experience and empowering their recognized orientation as trendsetters. -educational institutions interested in offering content, mostly related to corporate training themes, business, future of work, re-skilling and up-skilling abilities, among others. -looking for consultancy or resources for UX (user experience) services/development to improve their core solutions.
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Company can meet on June 22th or 23th via Zoom or Google Hangouts

<b>FOR FAULT DETECTION COMPANIES LOOKING FOR SERIES A/B FUNDING</b>	
<b>Who</b>	Nissan Motor Co., Ltd. from Tokyo <a href="#">↔</a>
	Nissan Motor Co., Ltd., (Nissan) is a Japanese multinational automobile manufacturer headquartered in Yokohama, Japan. It is one of the world's top 10 global auto manufacturers, selling over 5.6 million vehicles in 2018. Since 1999, Nissan has been part of the Renault–Nissan–Mitsubishi Alliance, a partnership between Nissan, Mitsubishi Motors and Renault. It



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	maintains R&D centers (called Nissan Technical Centers and Nissan Advanced Technology Centers) in Japan, Detroit, Silicon Valley, Mexico and Moscow.
<b>What</b>	Nissan Motor Co., Ltd. will work with Canadian Company via: Investment (e.g. venture capital, direct equity investment): Series A, Series B Specific interest: Anomaly detection for manufacturing and final inspection for vehicles Labour shortages; manufacturing cost reduction and reduce downtime in plants
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

FOR MOBILITY, SMART CITIES, HEALTHCARE AND SENSING COMPANIES LOOKING FOR SERIES A FUNDING	
<b>Who</b>	Nisshinbo Holdings Inc. from Tokyo
	Nisshinbo Holdings Inc. manufactures and distributes wireless communication equipment. The Company produces mobile communication equipment products for ships and automobiles and other electronic devices and microwave products. Nisshinbo Holdings also produces automobile brakes, precision instruments, textiles, chemicals, and other products. The company recorded annual revenue of USD 4.7 billion (Dec 2019) and has over 23,000 employees.
<b>What</b>	Nisshinbo Holdings Inc. will work with Canadian Company via: Investment (e.g. venture capital, direct equity investment) : Series A Specific interest: Cars and mobility, Smart cities, Healthcare, Sensing We have not been able to fully utilize or find value in the data we have. The data we have collected may also be insufficient.
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

FOR CYBERSECURITY, ENTERPRISE COMPANIES LOOKING FOR SERIES A/B FUNDING	
<b>Who</b>	OceanBridge Inc. from Tokyo
	OceanBridge is a distributor of software and IT services from overseas, including OpenText. It evaluates, localizes, and distributes them to a wide range of customers in the Japanese market. Major products are "Brava" (View, Annotation, Redaction and Transformation), "ISL Online" (Simple Remote Desktop), "NXPowerLite" (File Optimization Software). Founded in June 2001 and employs around 30 people.
<b>What</b>	OceanBridge Inc. will work with Canadian Company via: Investment (e.g. venture capital, direct equity investment) : Series A, Series B Specific interest: (1)CyberSecurity (2)Collaboration & Productivity (3)IT Management (4)Office (5)Analytics Due to the coronavirus, the demand of IT tools for teleworking considering cybersecurity is increasing recently. So, we are seeking for such kind of IT tools so that we can sell and also our customers can continue their business under new environment with coronavirus. We are





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	particularly interested in cybersecurity, collaboration & productivity (like tools for teleworking).
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

<b>FOR TECH COMPANIES SEEKING SERIES A-C FUNDING</b>	
<b>Who</b>	SCB10X from Thailand <a href="#">↔</a>
	SCB10X is the digital technology investment arm of The Siam Commercial Bank with a mission to create long-term value through investing in exponential technologies, championing passionate entrepreneurs, empowering the long tail underserved, and building successful partnerships. Our team was previously working under Digital Ventures, now a subsidiary under SCB10X. SCB is the largest bank in Thailand by asset size (US\$99 billion). *Currently invested in 1Qbit, Canadian quantum computing software company.
<b>What</b>	SCB10X will work with Canadian companies via: - Equity investment: early-stage startups (Series A-C). The fund size is US\$150M SCB10X's focus is to build new ecosystems for exponential growth with a focus on five areas: - Fintech - Health & wellness - Future of work and lifestyle - Interconnected world/IoT - Deeptech
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Meeting will be determined at a later date

<b>FOR AUTOTECH, HARDWARE AND SOFTWARE COMPANIES SEEKING SERIES A-B FUNDING</b>	
<b>Who</b>	Hasco - Huayu Atomotive Systems from Shanghai <a href="#">↔</a>
	Hasco is a subsidiary of SAIC Motor focusing on R&D, production and marketing of automotive components. Hasco operates in business segments of Metal forming; Interior and exterior trimming; Electronics parts; Function parts as well as new energy vehicle. The organization is listed on Shanghai Stock Exchange (SHG: 600741).
<b>What</b>	Hasco will work with Canadian companies via: - Equity investment: Series A-B - Business collaboration/partnership to secure new markets Mr. Frank Ye, VP of investment at Hasco, is seeking green and intelligent solutions including: - Smart hardware - Lightweight materials - Software upgrades
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Flexible during/after Collision week.

<b>FOR COMPANIES SEEKING SEED OR SERIES A FUNDING, AS WELL AS JVS</b>	
<b>Who</b>	Jiangsu Industrial Technology Research Institute (JITRI) from Shanghai <a href="#">↔</a>







	<p>Founded by the Provincial People’s Government of Jiangsu in 2013, JITRI has the capacity to invest directly to R&amp;D institutions and start-ups overseas. The ultimate goal of JITRI is to support industrial commercialization and to boost economy of Jiangsu province. JITRI is present in the U.S., EU as well as Canada, and has several joint R&amp;D projects with University of Toronto and Western University.</p>
<b>What</b>	<p>JITRI will work with Canadian companies via:</p> <ul style="list-style-type: none"> <li>- Equity Investment: Seed/Series A/JV</li> <li>- R&amp;D Collaboration: Joint R&amp;D</li> </ul> <p>Mr. LIU Shui, Director of Overseas Cooperation Division and Ms. ZHEN Wenjing, Manager of Canada Market, are seeking potential R&amp;D collaborations and investment opportunities in:</p> <ul style="list-style-type: none"> <li>- Advanced Materials</li> <li>- Biomedical and Pharmaceutical</li> <li>- Intelligent Manufacturing &amp; Equipment</li> <li>- Information Technology</li> <li>- Environmental Protection.</li> </ul>
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Flexible during/after Collision week.

FOR SMART CITY AND FINTECH COMPANIES LOOKING FOR SERIES A, SERIES B FUNDING	
<b>Who</b>	Dentsu Inc from Tokyo <a href="#">↔</a>
	<p>Dentsu Inc. is a Japanese international advertising and public relations company. It is currently the largest advertising agency in Japan, and the fifth largest advertising agency network in the world in terms of worldwide revenues. Dentsu bought Aegis in 2012 and formed Dentsu Aegis Network, which is headquartered in London, UK. The company’s annual revenue was USD 9.6 billion (Dec 2019) and employs over 62,000 people worldwide.</p>
<b>What</b>	<p>Dentsu will working with Company via:</p> <p>Investment (e.g. venture capital, direct equity investment)- Series A, Series B</p> <p>Specific interest: Smart City (people tracking, MaaS, data platforms, delivery robots, payment solutions), Fintech</p> <p>Challenges: shrinking domestic market, decline of traditional media. Would like to use new tech to enter new business areas as well as strengthen existing marketing capabilities.</p>
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

### Series B and beyond

FOR CHIP TECHNOLOGY AND ASSET TRACKING SOLUTIONS LOOKING FOR SERIES B, SERIES C AND BEYOND FUNDING	
<b>Who</b>	Asahi Kasei America from Tokyo <a href="#">↔</a>
	<p>Asahi Kasei America, Inc. (AKA) is a subsidiary of Asahi Kasei Corporation. Asahi Kasei operates in three business segments: Materials, Homes, Health Care, and Others. The Materials segment includes caustic soda, chlorine, acrylonitrile, styrene, methyl methacrylate, adipic acid, polyethylene, polystyrene, and other petrochemicals. The Homes segment includes "Long Life Home" products and also provides remodeling, real estate, and urban redevelopment. The Health Care segment includes pharmaceuticals and diagnostic reagents. The Others segment</p>



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	includes engineering, employment agency and temporary staffing services. The company was founded in 1931, had annual revenue of USD19.8 billion (Mar 2020) and over 39.000 employees.
<b>What</b>	Asahi will work with Canadian companies via: - Equity investment: Series B, Series C and beyond Specific interest: Touch Sensor, Haptics, Gas Sensor, Edge AI chip, Asset tracking solutions We are looking for an potential opportunity to create new business with startups as a member of CVC. I also support our business units to collaborate with startups.
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

<b>FOR ADVANCED MATERIALS, HEALTHTECH, AR/VR SYSTEM, LOGISTICS-TECH COMPANIES LOOKING FOR SERIES B AND BEYOND FUNDING</b>	
<b>Who</b>	Dai Nippon Printing Co., Ltd from Tokyo <a href="#">↔</a>
	Dai Nippon Printing Co., Ltd. was established in 1876 and started as a printing company. It now operates a diversified business through the following segments: Information Communication, Lifestyle and Industrial Supplies, Electronics, and Beverages. The Information Communication segment involves in the manufacture and sale of publications and commercial printing materials. The Lifestyle and Industrial Supplies segment offers packaging materials, interior and exterior construction materials, photographic materials, and industrial supplies. The Electronics segment handles precision electronic components and other products. The Beverages segment produces and sells carbonated and non-carbonated beverages. The company had an annual revenue of USD 12.6 billion and over 38,000 employees.
<b>What</b>	Dai Nippon Printing will work with Canadian company via: Investment (e.g. venture capital, direct equity investment)- Series B, Series C and beyond Specific interest: Advanced materials (e.g. biodegradable materials), healthtech, AR/VR system, logistics solutions It is important to quickly approach and start new business. Our company is expecting to build a partnership with startups, which have a sense of speed.
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

<b>FOR FINTECH, CYBERSECURITY, HEALTHTECH AND AI FOR MANUFACTURING COMPANIES LOOKING FOR SERIES B, SERIES C AND BEYOND FUNDING</b>	
<b>Who</b>	Hitachi Ltd. from Tokyo <a href="#">↔</a>
	Hitachi, Ltd. manufactures communications and electronic equipment, heavy electrical and industrial machinery, and consumer electronics. The Company's diverse product line ranges from nuclear power systems to kitchen appliances. Hitachi also operates subsidiaries in the wire and cable, metal, and chemical industries. The company has annual revenue of USD 85.5 billion (Mar 2019) and over 33,000 employees worldwide.
<b>What</b>	Hitachi will work with companies via: Business Collaboration (e.g. joint venture, licensing agreement, strategic partnership), R&D collaboration Specific interest: "Fintech": <ul style="list-style-type: none"> <li>• Digital Trust", "Identification", "compliance/anti-fraud" and "Data platform"</li> </ul>





	<ul style="list-style-type: none"> <li>• data analysis of unstructured data (pdf, voice, chat, etc) for fraud, risk detection</li> <li>• analysis and information aggregation with AI technologies for prediction of rare cases</li> </ul> <p>Cybersecurity:</p> <ul style="list-style-type: none"> <li>• End point security</li> <li>• Dark web security</li> <li>• Behavioural biometrics</li> <li>• GRC</li> </ul> <p>Healthtech:</p> <ul style="list-style-type: none"> <li>• data play, prediction, to be tied into the business model of insurance space</li> <li>• elderly care, prevention, smart home IoT, to be tied into real estate development</li> </ul> <p>AI for manufacturing</p> <ul style="list-style-type: none"> <li>• warehouse orchestration</li> <li>• AR for training and inspection / maintenance</li> <li>• computer vision</li> <li>• really scalable business models</li> </ul> <p>Building management Building IOT; Tenant services; People flow management), water/environment treatment solutions</p>
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

<b>FOR FINTECH, RETAIL, ENTERPRISE, BLOCKCHAIN COMPANIES LOOKING FOR SERIES B AND BEYOND FUNDING</b>	
<b>Who</b>	Mitsubishi UFJ Nicos from Tokyo <a href="#">↔</a>
	Mitsubishi UFJ NICOS Co., Ltd. is a Japanese financial services company established in 1951. It is part of Mitsubishi UFJ Financial Group, the largest financial services group of companies in Japan. The company issues and provides consumer credit cards and other consumer lending products. Mitsubishi UFJ Nicos also offers consumer credit, loan guarantees, leasing, real estate loans, and other financial services. The company's annual handling amount is JPY15 trillion and it has over 3,700 employees.
<b>What</b>	Mitsubishi UFJ will work with companies via: Investment (e.g. venture capital, direct equity investment)- Series B, Series C and beyond Financial institutios in Japan, especially legacy players like us, are struggling to implement new tools. Mixture of workload efficiency tools, and changing how we work is important, since our offerings (both in value and UX) are being overridden by Fintechs. Specific interest: Fintech (Payments, Alt-lending, Digital Banking), Cybersecurity (new way of authentication), retail (amazon go- like experience), Enterprise 2.0 (how smart people work), Blockchain and new money (Libra)
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

### Series C and beyond

<b>FOR FINTECH, INSURTEH, HEALTHTECH, RETAILTECH, AI FOR MANUFACTURING COMPANIES LOOKING FOR SERIES C AND BEYOND FUNDING</b>	
<b>Who</b>	NTT Data from Tokyo <a href="#">↔</a>





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	NTT Data Corporation is a Japanese multinational system integration company providing network systems services and is partially owned subsidiary of Nippon Telegraph and Telephone. It is headquartered in Tokyo, with business operations in more than 50 countries and regions, employing over 100,000 people worldwide. The company had annual revenue of USD20.8 billion (Mar 2020).
<b>What</b>	NTT Data Corporation will work with Canadian Company via: Investment (e.g. venture capital, direct equity investment) : Series C and beyond Specific interest: FinTech, InsurTech, HealthTech, RetailTech, AI for Manufacturing We are looking for startups who have cutting-edge solutions/technologies/business models, which could beef up our possible global offerings.
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

<b>FOR LATER STAGE OIL AND GAS TECH COMPANIES SEEKING SERIES C FUNDING</b>	
<b>Who</b>	Pelican Energy Partners from Houston Texas, USA ↔
<b>What</b>	Pelican Energy Partners is based in Houston with an investment strategy focused on investing growth equity capital into oil and gas services companies.
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	A reverse pitch session will be organized for those who apply and get selected for meetings with foreign delegates on a to be determined date.

<b>FOR LATER STAGE SAAS COMPANIES SEEKING SERIES C FUNDING</b>	
<b>Who</b>	Elsewhere Partners from Austin Texas, USA ↔
<b>What</b>	Elsewhere Partners, with an investment thesis around later stage SaaS companies looking to expand from early revenue traction to future market leaders.
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	A reverse pitch session will be organized for those who apply and get selected for meetings with foreign delegates on a to be determined date.

<b>FOR LATER STAGE OIL AND GAS TECH COMPANIES SEEKING SERIES C FUNDING</b>	
<b>Who</b>	Cottonwood Venture Partners from Houston Texas, USA ↔
<b>What</b>	Cottonwood Venture Partners is a growth equity firm based in Houston, Texas. The firm seeks to invest in technology companies that provide digital solutions for the oil and gas industry.
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	A reverse pitch session will be organized for those who apply and get selected for meetings with foreign delegates on a to be determined date.

<b>FOR LATER STAGE SOFTWARE COMPANIES SEEKING SERIES C FUNDING</b>	
<b>Who</b>	Vista Equity Partners from Austin Texas, USA ↔





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<b>What</b>	Vista Equity Partners is a private equity firm headquartered in Austin, Texas and is one of the largest PE funds globally with an investment strategy focused on investing growth equity in mature in software based technology companies.
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	A reverse pitch session will be organized for those who apply and get selected for meetings with foreign delegates on a to be determined date.

<b>FOR API, AI, INSURTECH, BLOCKCHAIN, CYBERSECURITY COMPANIES LOOKING FOR SERIES C AND BEYOND FUNDING</b>	
<b>Who</b>	Sompo Himawari Life Insurance, Inc from Tokyo
	Sompo Himawari Life Insurance, Inc. provides life insurance services throughout Japan. It is pivoting to provide customers with "Insurhealth," which integrates an original insurance function and a health support function. Sompo Himawari Life It was established in 1981 and employs approximately 3,000 people. Annual revenue of USD74 billion (Mar 2019).
<b>What</b>	Sompo Himawari Life Insurance, Inc. will work with Canadian Company via: Investment (e.g. venture capital, direct equity investment): Series C and beyond Specific interest: API, AI, Insurtech, cybersecurity, blockchain Business structure that depends on people → Expansion of business support utilizing AI  Closed business within existing industry → Build an ecosystem using blockchain and API
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

<b>FOR TECH COMPANIES SEEKING SERIES D OR "LAST ROUND" FINANCING</b>	
<b>Who</b>	H.I.G. Capital from Miami
	H.I.G. Capital, based in the U.S. with offices in Miami (HQ), New York, Boston, San Francisco, London, Hamburg, Madrid, Milan, Paris, Bogota, Rio de Janeiro and Sao Paulo. With over \$37 billion under management, we tend to invest where we can add the most value post-close. Our Growth Partners fund seeks to make both majority and minority investments in growing, technology-oriented businesses capable of causing significant disruption within their markets. Our minimum investment is \$20 million in "last round" Series D or later financing.
<b>What</b>	We will participate in meetings/pitches with U.S. or Canadian companies seeking at least \$20mm in Series D or "last round" financing. Our Growth Partners fund is not currently investing in startup or early stage ventures. In some cases we may seek to acquire a majority stake in established companies that are complimentary to an existing portfolio company within our broader family of funds – regardless of size.
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Company can meet during conference hours from June 23-25th via Zoom or Webex





All stages

FOR AI IN MANUFACTURING, HEALTHTECH, MAAS AND ENERGY COMPANIES LOOKING FOR PRE-SEED AND BEYOND FUNDING	
<b>Who</b>	Toyota Tsusho Canada from Tokyo <a href="#">↔</a>
	Toyota Tsusho Canada is a multi-market, multi-business enterprise; and is part of the Toyota Tsusho group of companies, which has been operating in North America for over 50 years. One of the largest trade and investment houses, Toyota Tsusho engages in various business enterprises in more than 120 countries and employ approximately 58,000 members worldwide. Toyota Tsusho's main business lines are Metals, Global Parts & Logistics, Automotive, Machinery, Energy & Infrastructure, Chemicals & Electronics and Food & Consumer Services. It recorded USD 61.6 billion in revenue for FY ended March 2020. Toyota Tsusho Canada has active partnerships and investments in a few Canadian startups.
<b>What</b>	Toyota Tsusho Canada will work with Canadian Company via: Investment (e.g. venture capital, direct equity investment), Pre-seed, Seed, Series A, Series B, Series C and beyond Specific interest: AI for manufacturing, healthtech, advanced materials, energy saving devices, CASE, Maas
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

FOR TECH COMPANIES SEEKING VC INVESTMENT	
<b>Who</b>	Siri Ventures from Thailand <a href="#">↔</a>
	Siri Venture is a venture capital arm of Sansiri, the top real estate developer in Thailand, that seeks to invest in their businesses-related startups. The firm is based in Bangkok, Thailand.
<b>What</b>	Siri Ventures will work with Canadian companies via: - Investment, partnership and co-develop The investment team is constantly searching for top startups, from anywhere in the world, to both invest and help them grow further by accessing Sansiri's expertise and market. They will invest in them both directly and via funds. Siri Ventures is looking for the technology/innovation for both partnering or investing such as: - Remote sales gallery: how to engage with potential customers more deeply before they travel to visit the sales gallery to make a final decision. - Reduce cost of human guards: looking for workforce management, security robots (that could patrol the community, outdoors) and alert human guards should there be any anomalies for their property management company. - Waste management: residential is the biggest food waste producers. Looking for technology that could help them turn waste into less-waste or something of more value. This could be at family/unit level or community level. This could extend into recyclable waste as well. - In unit/house "peace of mind": break-in security, fire, air quality, or even smart use of utility (water, electricity).
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Meeting will be determined at a later date





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FOR FINTECH COMPANIES LOOKING FOR ALL STAGE OF FUNDING	
<b>Who</b>	Serasa from Brazil <a href="#">↔</a>
	Present in the Brazilian market for over 50 years, Serasa Experian is the market leader in information services and responsible for the largest database in Latin America. Serasa provides solution for all stages of the business cycle and offers the most accurate and effective reports on the market. They support companies, entrepreneurs and consumers in their credit decisions and offer solutions for risk management, marketing and digital certification.
<b>What</b>	Serasa will invest in all stage of fintech companies
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Company can meet June 23, 3pm (SP time), June 24, 3pm (SP time), June 26, 2pm (SP time) via Google Hangouts, Webex, Skype

FOR MEDTECH COMPANIES	
<b>Who</b>	Pureland Global Ventures from Singapore <a href="#">↔</a>
	Pureland Global Ventures is a direct investment fund and part of the Pureland Group, which targets impact investment deals in the medical technology sector. Pureland Global Ventures is Singapore-based with a focus iin APAC, India and the US. The fund deals with early-stage companies who have potential to inject vale into the patient care system, save lives and reduce gaps in the supply and demand chains.
<b>What</b>	Pureland Gloabl Ventures will work with Canadian companies via: - Equity investment Areas of interest: - MedTech: hardware and software solutions that can inject value into patient caring system, safe lives and reduce supply demand gaps
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	TBD

FOR TELECOM, IOT AND CYBERSECURITY COMPANIES SEEKING EQUITY INVESTMENT	
<b>Who</b>	Media Tek from Taiwan <a href="#">↔</a>
	MediaTek is the world's 4th largest global fabless semiconductor company and powers more than 1.5 billion devices a year.
<b>What</b>	MediaTek will work with Canadian companies via: - Equity investment Areas of interest: - Wireless communications (cellular, WiFi, satellite, etc.) - Human machine interface, monitor sensing, non-contact gesture recognition, etc.
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	TBC

FOR QUANTUM COMPUTING, AI, CYBER SECURITY, NUCLEAR FUSION, DIGITAL HEALTH COMPANIES LOOKING FOR ALL STAGES OF FUNDING	
<b>Who</b>	AZCA, Inc. from Tokyo <a href="#">↔</a>



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	AZCA, Inc was established in 1985 in Silicon Valley and is a management consulting and investment banking firm that assists companies as they expand their businesses between North America and Asia (Japan in particular). AZCA runs AZCA Corporate Venturing Program (AZCA CVP) to provide hands-on support to their corporate clients' venture capital program. Their clients include NEC, NTT, Kubota, Clarion Shimadzu, and more.
<b>What</b>	AZCA will work with Canadian company via: -Investment (e.g. venture capital, direct equity investment): Pre-seed, Seed, Series A, Series B, Series C and beyond Specific interest: Quantum Computing, AI, Cyber Security, Nuclear Fusion, Digital Health We are consultancy/ investment banker to help companies to grow in the above areas. We work with our clients to help them identify new technology opportunities in the above areas.
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

<b>FOR ENTERTAINMENT, FINTECH, HEALTHCARE, RETAILTECH LOOKING FOR SERIES A AND BEYOND FUNDING</b>	
<b>Who</b>	ColoplNext from Tokyo
	COLOPL Next is the venture capital arm of COLOPL, a leading Japanese mobile gaming developer. Its \$100 million fund invests globally in VR-related business from hardware to software, including games, video content, development tools, and distribution platforms.
<b>What</b>	Colopl Next will work with Canadian company via: Investment (e.g. venture capital, direct equity investment)- Series A, Series B, Series C and beyond Specific interest: Entertainment, Fintech, Healthcare, Retailtech
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

<b>FOR RETAIL TECH, EDUTECH, MARTECH COMPANIES LOOKING FOR ALL STAGES OF FUNDING</b>	
<b>Who</b>	Dentsu Inc from Tokyo
	Dentsu Inc. is a Japanese international advertising and public relations company. It is currently the largest advertising agency in Japan, and the fifth largest advertising agency network in the world in terms of worldwide revenues. Dentsu bought Aegis in 2012 and formed Dentsu Aegis Network, which is headquartered in London, UK. The company's annual revenue was USD 9.6 billion (Dec 2019) and employs over 62,000 people worldwide.
<b>What</b>	Dentsu will working with Company via: Investment (e.g. venture capital, direct equity investment)- Pre-seed, Seed, Series A, Series B, Series C and beyond Specific interest: Retail Tech, Edutech, Martech (marketing tech)
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

<b>FOR SMART CITY, MOBILITY (MAAS), PROPTECH, RETAILTECH, CLOUD, BLOCKCHAIN, FINTECH, AI, IOT, MANUFACTURING-RELATED TECH LOOKING FOR SERIES A AND BEYOD FUNDING</b>	
<b>Who</b>	Fujitsu Limited from Tokyo



	Fujitsu Limited is a Japanese multinational information technology equipment and services company headquartered in Tokyo, Japan. In 2018, it was the world's fourth-largest IT services provider measured by global IT services revenue (after IBM, Accenture and AWS). Fortune named Fujitsu as one of the world's most admired companies and a Global 500 company. The company's revenue for FY 2019-20 is JPY 4 trillion and its number of employees is over 140,000. Fujitsu launched the Fujitsu Acceleration Program in 2015 with a view to co-develop new products through strategic partnerships with innovative start-ups.
<b>What</b>	Fujitsu Ltd will work with companies via: Investment (e.g. venture capital, direct equity investment)- Series A, Series B, Series C and beyond Specific interest: Smart City, Mobility (MaaS), PropTech, Retailtech, Cloud, Blockchain, Fintech, AI, IoT, Manufacturing-related tech Automation due to labor shortage is a business pain point of our clients. We are looking to collaborate with startups to create new solutions and develop new businesses than creating ones internally from scratch. You may be invited to join our corporate acceleration program Fujitsu Accelerator ( <a href="https://www.fujitsu.com/jp/innovation/venture/en/index.html">https://www.fujitsu.com/jp/innovation/venture/en/index.html</a> ) or we may work with you directly.
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

FOR MAAS, AND MARTECH COMPANIES LOOKING FOR SERIES A AND BEYOND FUNDING	
<b>Who</b>	JR West Innovations from Tokyo 
	JR West Innovations is the corporate venture arm of West Japan Railway Co.(JR West). JR West engages in the railway transportation business. It operates through the following segments: Transportation, Distribution, Real Estate, and Other Businesses. The Transportation segment provides railway, bus, and ferry services. The Distribution segment operates department stores, restaurants, retail, and wholesale shops. The Real Estate segment sells and leases properties, and manages shopping centers. The Other Businesses segment includes hotels, travel agencies, advertising, and construction services. The company was founded on April 1, 1987 and is headquartered in Osaka, Japan. JR West had annual revenue of USD 13.9 billion (Mar 2020) and 47,800 employees.
<b>What</b>	JR will working with companies via: Investment (e.g. venture capital, direct equity investment)- Series A, Series B, Series C and beyond Our business fields are wide, so our business pain point is to connect various business. The company seeks to innovate using external technologies and know-how to realize sustainable operation of the railway and expansion of business creation, contributing to the revitalization of areas including the West Japan area. We also hold various data and are interested in ways to better utilize it. Under the current COVID situation, we are seeking startups that support or can implement digital marketing for inbound tourism Specific interest: Digital Twin, Mobility as a Service, AI using reinforcement learning, digital marketing for tourism
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions





<b>FOR AI FOR MANUFACTURING, ROBOTICS, COMPUTER VISION, IMAGE RECOGNITION COMPANIES LOOKING FOR SERIES A AND BEYOND FUNDING</b>	
<b>Who</b>	Nikon Corporation from Tokyo <a href="#">↔</a>
	Nikon Corporation, established in 1917, manufactures and sells cameras, lenses, semiconductor-related equipment, eyeglasses, microscopes, and measuring instruments. The company has annual revenue of USD 6.4 billion (Mar 2019) and over 20,000 employees.
<b>What</b>	Nikon Corporation will work with Canadian Company via: Investment (e.g. venture capital, direct equity investment) Series A, Series B, Series C and beyond Specific interest: AI for manufacturing, Robotics, Computer vision, Image recognition, etc. How to respond to the impact of COVID-19, Investing in long-term themes, Creation of new business through collaboration with startups.
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

<b>FOR AI, ROBOTICS, HEALTHTECH, ENERGY TECH COMPANIES</b>	
<b>Who</b>	SPARX Capital Investments from Tokyo <a href="#">↔</a>
	SPARX Group Co., Ltd. is an asset management firm that provides equity and funds research, sales, and investment services for corporate and individual investors. Its annual revenue was USD 114 million (Mar 2020) and has 158 employees. In July 2018, it established the Y50 billion Mirai Creation Fund II with LPs Toyota Motor Corporation and Sumitomo Mitsui Banking Corporation (SMBC).
<b>What</b>	SPARX Group Co., Ltd. will work with Canadian Company via: Investment (e.g. venture capital, direct equity investment): Seed, Series A, Series B, Series C and beyond Specific interest: AI, robotics, fintech, healthtech, energy related technology (electrification, battery, hydrogen)
<b>How</b>	<a href="#">Click here</a> to request a meeting
<b>When</b>	Successful applicants will be contacted with further instructions

