



**Business outcomes  
driven by IoT insights**  
monetize your IoT data

**ANALYTICS AND AI FOR IoT PRODUCT  
MANUFACTURERS & SOLUTION PROVIDERS**

# ABOUT MNUBO – founded 2012



☐ HQ: Montreal, AI Capital

☐ APAC office: Tokyo

☐ EMEA office: 2018

50<sup>+</sup>

IoT & AI EXPERTS

120<sup>+</sup>

EQUIPMENT TYPES HOSTED

30<sup>+</sup>

CLIENTS IN 10 COUNTRIES

\$22.5M

VENTURE CAPITAL RAISED



Munich RE



PROUD TO BE BACKED BY WORLD-CLASS INVESTORS

# OUR MISSION

ENABLING **EQUIPMENT** MANUFACTURERS



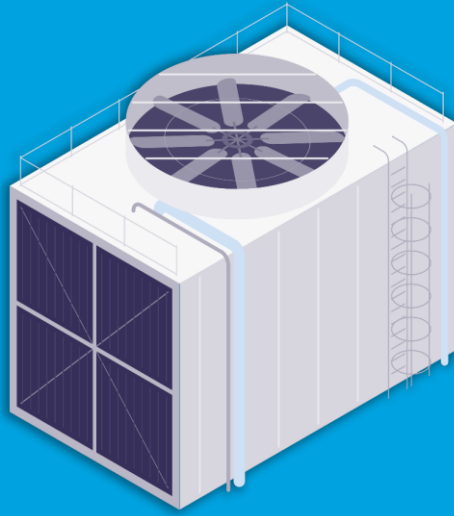
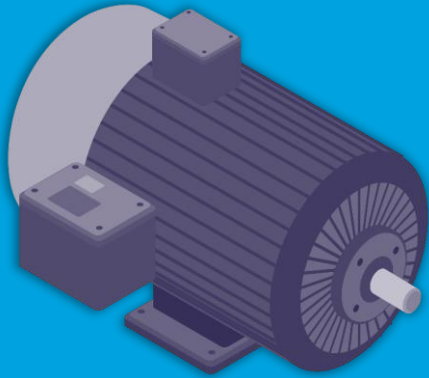
TO **TRANSFORM** THEIR BUSINESS  
AND **MONETIZE** THEIR IoT EQUIPMENT DATA



USING A TURN-KEY **IoT ANALYTICS**  
& **AI PLATFORM**



# OUR CLIENTS MAKE THESE MACHINES...



...and 100s of other types of equipment:

compressors, air conditioners, thermostats, door locks, controllers, smart home hubs, roadway sensors, agriculture controllers, etc.

# PLATFORM VS. SOLUTIONS

## IoT SOLUTION DEVELOPERS

- IoT & AI technology stack
- PaaS (hosted or private cloud)
- Multi-tenant

## EQUIPMENT MANUFACTURERS

- IoT insights libraries & analytics
- SaaS (managed & hosted)
- Data science & integration support
- IoT business outcomes
- End-to-end projects
- Advisory, consulting & custom dev

## IoT PARTNER ECOSYSTEM

## MNUBO PROFESSIONAL SERVICES

## MNUBO SMARTOBJECTS LIBRAIRIES

## MNUBO SMARTOBJECTS IoT DATA PLATFORM

# TRACTION IN JAPAN



**AUGUST 2016**

mnubo secures **first IoT analytics & data science** project with Connected Design & iTSCOM Intelligent Home service



**OCTOBER 2016**

mnubo's 1<sup>st</sup> business trip to Japan, supported by JETRO and SMBC

**FEBRUARY 2017**

Nikei Big Data release an article on the value of mnubo's IoT analytics and data science project with Connected Design & iTSCOM

**APRIL 2017**

Global PR announces "iTSCOM and Connected Design Select mnubo to Empower the Japan Smart Home Market with IoT Insights"



**AUGUST 2017**

mnubo signs with Johnson Controls Hitachi for a connected HVAC IoT analytics and AI project



**JANUARY 2018**

mnubo secures partnership and integrates with KCCS and Sigfox



**MAY 2018**

mnubo invited to join the Mayor of Montreal for the economic mission to Japan, in collaboration with the Chambre de commerce du Montréal métropolitain.

2016

2017

2018

**DECEMBER 2016**

mnubo selected for PoC with major manufacturer of industrial equipment



**JULY 2017**

mnubo secures a reseller partnership agreement with Rikei Corporation



**SEPTEMBER 2017**

mnubo signs with Yanmar for a Smart Greenhouse IoT analytics and AI project



**SEPTEMBER 2017**

mnubo launches Japanese version of SmartObjects dashboard

**FEBRUARY 2018**

mnubo selected for PoC projects with two IIoT manufacturers in Japan



**JUNE**

mnubo to open first office in Tokyo