

# Hello from AWL, Inc.

AWLアウル ですよ。



Our story is here→



# Hello Everyone!



Collaboration with IIT Bombay  
& Hokkaido University

Sapporo R&D Head Office



Collaboration with HUST  
Vietnam R&D subsidiary



Tokyo Head Office



**AWL=AI+OWL**



# CREATING THE FUTURE of RETAIL

## リテール業界の未来を築くスタートアップ



We are the team that will revolutionize the retail industry with AI.  
Join our team, work with some of the best minds in the business and create the future.  
私たちは、これまでにない方法で「RETAIL×AI」の業界全体に革命をもたらそうとしています。  
AIビジネスの精鋭たちとともに未来を創っていきましょう。

# Collaborations with India





## Corporate Overview

Company name	AWL, Inc. (Hokkaido University-Certified Venture Company)
Founded	June 2016
President	Muneharu Kitade
Senior Technical Advisor	Hidenori Kawamura (Professor, Hokkaido University)
Shareholders	Management team, SATUDORA HOLDINGS CO.,LTD. (Listed on the First Section of the Tokyo Stock Market), etc.
Capital	239,750,000 yen (Consolidated)
Employee (Consolidated)	84 persons (As of July 31, 2020)
Address	<ul style="list-style-type: none"><li>■ Head office &lt;Tokyo office&gt; Shin-Tokyo Building 4F 434, 3-3-1 Marunouchi, Chiyoda-ku, Tokyo 100-0005</li><li>■ Development site &lt;Sapporo office (AI HOKKAIDO LAB)&gt; Hokudai Business Spring 105, Kita 21-jo, Nishi 12-chome 2, Kita-ku, Sapporo, Hokkaido 001-002</li><li>■ R&amp;D subsidiary &lt;Hanoi, Vietnam (AWL Vietnam Co., Ltd)&gt;</li></ul>

# Where is Tokyo? Sapporo–Hokkaido? Hanoi–Vietnam?



# about JAPAN



# I want to talk more about Hokkaido

## Beautiful Four Seasons

## Untouched Wild Nature

## The City, Sapporo

## Amazing Food Culture



北海道大学  
HOKKAIDO UNIVERSITY



## Our Activities

## Strong Partnership w/ "SATSUDORA", Major Drug Store in JPN

## Drug Store; Pharmacy + Supermarket

## Strong in health care products and household products



**Licensed Pharmacy: 9**

## Satudora Stores in Hokkaido:190



## “Hokkaido Kurashi Hyakkaten”: 3 -Hokkaido/Okinawa



## Satudora Stores out of Hokkaido: 3 -Ueno/Fukuoka/Okinawa (inbound formats)



## Taiwan: 4

# “SATSUDORA”, Major Drug Store in Hokkaido, JPN

Drug Store; Pharmacy + Supermarket

Strong in health care products and household products



# Utilizing AI and Deep Learning-based video analytics



Starting from  
SATUDORA to  
THE NEXT STAGE



Point 1

Utilize  
existing  
cameras

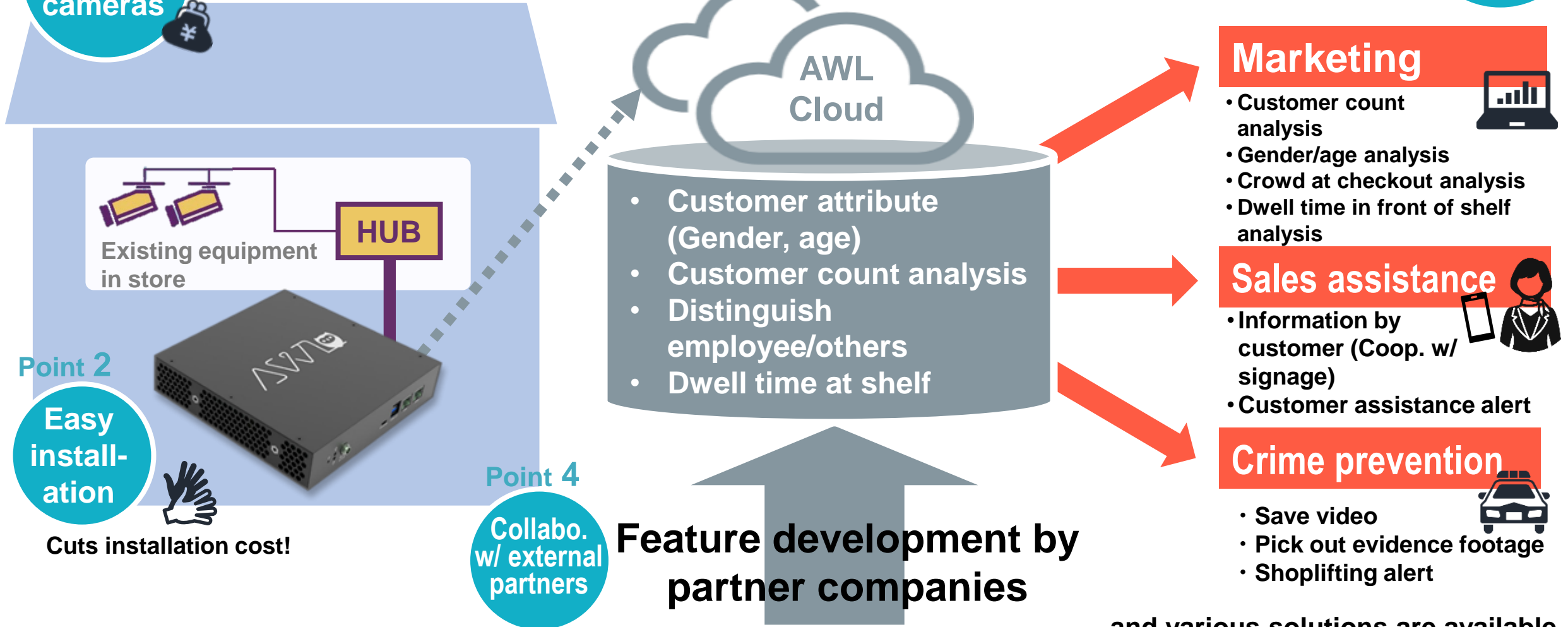
Realize “AI-enabled features by edge AI tech.” in an affordable price along with  
“sophisticated spec as a recorder to centrally control security camera data”

Introduce advanced features in lower cost than conventional systems

\*Newly installed cameras  
can also be used.

(Patent #6644231)

Versatile  
use of  
behavior  
analysis  
result



# The Features AWL Offer

**Start utilizing AI easily  
with in-store existing  
security cameras or  
signage!**

Quick connect with  
existing cameras

**AWL BOX**



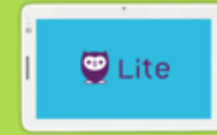
Crowd status analysis with  
maximum three cameras

**AWL BOX mini**



COVID-19 solutions /  
Store status analysis

**AWL Lite**



Contactless /  
face recognition/  
Crowd control

**AI Fever Screening**



COVID-19 solutions		Mask detection		
		Crowd prediction		Fever screening
		Social distance detection	Hand sanitizer use detection	
Media -oriented			Ad optimization *Under development	
			Select ad according to schedule	
			Effect measurement / analysis	
Crime prevention		Video recording		
		Evidence footage pick out		
		Shoplifting alert *Under development		
Marketing		Customer count analysis		
	Gender/age analysis (W/O mask detection)	Gender/age analysis (With mask detection)		
		Crowd at check out analysis	Dwell time analysis	
Man-power saving		Crowd status information on website		White list registration
	Customer assistance alert *Under dev.		In-store crowd status guide	
	Purchase analysis (Coop. w/ POS) *Customization		Poster/signage management	
Shift to remote control		Cloud-stored video monitoring		
		Real time video monitoring		
		AI video search		

# New Store AWL Proposes for During and After Pandemic

Promote one-stop solutions to realize shift to remote control, digitalization (AI), man-power saving and media-oriented store

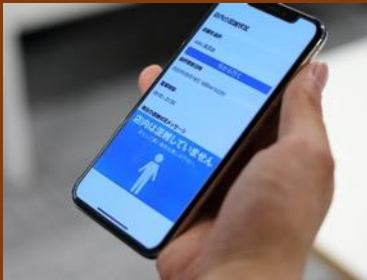
COVID-19 solutions



Man-power saving  
~Shoplifting / customer sistance alert~



Check crowd status on Smartphone



Crowd status / risks



Media-oriented store  
~Ad optimization~

Shift to remote

Customer count Crowd status Ad effect





# AI in the “New Normal” Business for India

## AWL, Inc. Global Company in JPN



## AWL AI Solution with Camera Mobile



## Tackling COVID-19 through AWL's AI solution

### Business Plan

- Team building
- Create Business Plan
- Search candidate device

### Market Research

Online Hackathon @IIT Bombay

### Develop Scenario

- Develop Scenario
- Develop new functions

### Test Market

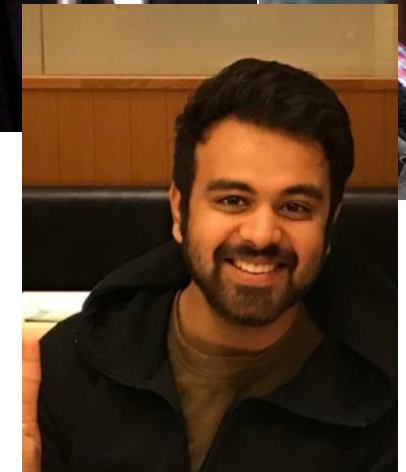
PoC in Indian Market @Mumbai & Nishikasai

### Future Success

- Identify new opportunities
- Roadmap for further procedure



Join Our Team!





# From 17 Countries across the World

\* 17カ国(JPN、CHN、IND、AUS、RUS、ANG、TUN、ZMB、MEX、COL、NGA、MYS、ESP、KOR、BGD、IDN、VN含む)

従業員の国籍

17カ国





mission

## CREATING THE FUTURE of RETAIL

strategy

Bring Together Best & Brightest  
across the World

### Great Opportunities

Work on the cutting edge projects and researches would be able to bring your ideas to life

### Feel Yourself Grow

Full support for you to grow and we also grow together And the company too!

### Pretty Flexible

Pretty Flexible work style  
Career development programs  
Great support in starting your life and career in Japan

### 人財への“愛”とリスペクト -Diversity & Inclusion-

世界中の多才で多様な人財が、  
個々の違いを互いに認め、活かすあう職場風土

GLOBE + AWL = GLOBEAWL



# Sunny Day in Sapporo Office



# GLOBAL ACTION 2020

If you are up for a challenge,  
we would be happy to hear from you!

JOIN US, WE CREATE THE FUTURE!  
ともに、未来を築こう！

GLOBAL **AWL** ACTION 2020

Thank You! 