



Embassy of Japan in Vietnam



INNO FAST TRACK PITCH 2023 VIETNAM - JAPAN



03 NOVEMBER, 2023



PULLMAN HANOI



ZOOM WEBINAR

CHALLENGE OWNERS



BECAMEX
TOKYU



TOKYU GROUP



FPT Information
System



Money Forward



Agenda

Time	Agenda	Details
14:00 -14:30	Opening & Photo Session	Introduction of the Inno Vietnam-Japan Fast Track Pitch Greetings from Japanese & Vietnamese Government Mr. Yasutoshi NISHIMURA Minister of Economy, Trade and Industry Mr. Nguyễn Chí Dũng Minister of Planning and Investment
Pitch		
14:30	FPT IS	Challenge Owner's Welcome Speech Pitch_1 Faeger Pitch_2 Hekate ※
14:50	Fujikin	Challenge Owner's Welcome Speech Pitch_3 Rikkei AI Pitch_4 AWL
15:10	Becamex Tokyu	Challenge Owner's Welcome Speech Pitch_5 BTS Technology Pitch_6 Vietcetera Media ※
15:30 Coffee Break		
15:45	MoMo	Challenge Owner's Welcome Speech Pitch_7 Handprint Pitch_8 WESHARE.ASIA ※
16:05	Money Forward	Challenge Owner's Welcome Speech Pitch_9 Ecotek Pitch_10 WISAMI
16:25	Vingroup & VinES	Challenge Owner's Welcome Speech Pitch_11 Emulsion Flow Technologies Pitch_12 BatX Energies ※
16:45 Audience Prize Poll & short break		
16:55	Winner Announcement	Awarding Ceremony
17:00	Closing Speech	Mr. Kazuya NAKAJO Executive Vice President of JETRO Mr. Vu Quoc Huy Director of the National Innovation Centre (NIC)
17:05	End	

※Online Pitch

Challenge Owner	ID	Startup Name	Country
FPT IS 	1	Faeger FAEGER	Japan
	2	Hekate※ hekate	Vietnam
Fujikin 	3	Rikkei AI RI RIKKEI.AI	Vietnam
	4	AWL AWL	Japan
Becamex Tokyu 	5	BTS Technology EduKID	Vietnam
	6	Vietcetera Media ※ Vietcetera.	Vietnam
MoMo 	7	Handprint Handprint	Singapore
	8	WESHARE.ASIA ※ weshare.asia	Vietnam
Money Forward 	9	Ecotek ekko	Vietnam
	10	WISAMI WISAMI	Vietnam
Vingroup & VinES 	11	Emulsion Flow Technologies EMULSION FLOW TECHNOLOGIES	Japan
	12	Batx Energies ※ BATX	India

※Online Pitch



Please refer to the following pages for more detailed introduction of each startup

Challenge Owner: FPT IS

ID	Startup Name	Business Description	Country
1	Faeger	<p>Faeger aims to promote decarbonized agriculture, mitigate global warming, and increase farmers' income by utilizing carbon credits.</p> <p>In its domestic business, the amount of J-credits generated is expected to be the largest in Japan in the agricultural sector in 2023.</p> <p>In our overseas business, we are promoting carbon credit development such as JCM and voluntary credits (VCS, GS, etc.) in Southeast Asia, attracting capital investment in local agriculture, and improving productivity through this investment.</p> <p>We are strong in generating high quality and reliable carbon credits by utilizing satellite data and our self-developed system.</p>	Japan
2	Hekate	<p>Hekate is a pioneering Research & Development AI company in Vietnam. We specialize on AI advancements such as Natural Language Processing, Computer Vision, Machine Learning and Generative AI. Throughout 7 years of establishment and development, we are trusted to provide world-standard AI solutions by more than 100 organizations typically Coca-Cola Beverage Vietnam, Toyota Financial Services Vietnam, Masterise Homes, UNDP, UNICEF, etc. Furthermore, in 2016, our notable virtual assistant named Sumi gained over 20 million users within only 3 months. It was the very first virtual assistant in the market back then that could communicate with end-users in a natural, close and confident manner. Today, there are nearly 25,000 chatbots produced in our "Messnow" platform, which has been chosen in recognition of top 5 the most popular chatbots nationwide since 2021.</p>	Vietnam

Challenge Owner: Fujikin

ID	Startup Name	Business Description	Country
3	Rikkei AI	Rikkei AI is a subsidiary company of Rikkeisoft. Our business focuses on providing high-technology solutions, especially in AI and Robotics technologies. After 4 years of establishment, we have developed many useful products and provide solutions for many customers both in Vietnam and Japan.	Vietnam
4	AWL	AWL, a Certified Hokkaido-University startup that develops core image recognition technology and provides edge AI camera solutions, has strengths in in-store AI video analysis and consulting. The alliance with SATUDORA, a Hokkaido drugstore chain enables AWL to provide solutions optimized for on-site operations with high quality and low cost. AWL also enjoys a corporate culture full of diversity, like Silicon Valley companies, with multinational members from approximately 20 different countries.	Japan

Challenge Owner: Becamex Tokyu

ID	Startup Name	Business Description	Country
5	BTS Technology	<p>EduKID (powered by BTS Technology Group) is a unique Education Ecosystem in Vietnam which comprises of highly scalable businesses with wide economic moat thanks to combination of 3 key components:</p> <ul style="list-style-type: none"> (1) License to deploy in schools by the Ministry of Education and Training; (2) Exclusive licensed program in English along with wide range (>300) of specialized equipment; (3) Positive unit economics proven. <p>Our 3 Core Products are: GymKID - Gymnastics development program for Kindergarten from 12 months to 6 years old. BeWarrior - GymKID-followed up program for Primary Students and above. SteamKID - Steam Program in English for Kindergarten from 3 years old to 6 years old.</p>	Vietnam
6	Vietcetera Media	<p>Vietcetera operates from HCMC as a unique media platform with a clear goal: to bring Vietnam to the world and the world to Vietnam. Our business thrives on owning, monetizing, and growing locally produced intellectual property. We engage a young, diverse, and progressive community with content that spans tech, business, culture, and lifestyle. While our roots are Vietnamese, our outlook is global, creating a two-way bridge for cultural exchange.</p> <p>This approach has made us a trusted resource for local and international readers alike. Through quality content and storytelling, we not only highlight Vietnam's dynamic scene but also introduce global ideas to our community, making us a vital hub for cross-cultural dialogue.</p>	Vietnam

Challenge Owner: MoMo

ID	Startup Name	Business Description	Country
7	Handprint	Handprint connects businesses to the best impact organizations (charities, NGOs, social enterprises) in the world and empowers them to integrate positive impact sponsorships into their transaction infrastructure.	Singapore
8	WESHARE.ASIA	<p>WeShare is a fundraising platform enabling everyone to donate easily, frequently, from their daily online consumption with no extra cost, while helping businesses strengthen their growth and branding via affiliate marketing, creating CSR/CSV value.</p> <p>With WeShare, whenever users want to shop or make a booking, they just need to open their shopping/booking site from WeShare and make their purchases as usual, without any additional costs. A portion of the order value will be donated to the organization of user's choice.</p> <p>WeShare applies the affiliate marketing model, helping merchants sell their products or services. For every conversion, we receive a commission which will be used to donate.</p>	Vietnam

Challenge Owner: Money Forward

ID	Startup Name	Business Description	Country
9	Ecotek	<p>Ecotek is a technology consultancy and outsourcing firm established in 2018 as an extension of Ecopark Group's smart city planning initiative. In 2022, we launched Ekko, a social impact product.</p> <p>We are on a mission to help workers achieve financial wellness by changing the way they are paid. We provide workers with real-time access to their earned wages through partnerships with employers with a goal to combat the reliance on predatory lenders and debt traps.</p>	Vietnam
10	WISAMI	<p>WISAMI is a software-as-a-service (SaaS) of Human Resources Management (HRM) for small and medium enterprises (SMEs), with a strong focus on work attendance tracking which is the most common procedure in businesses to manage employee discipline and input for payroll.</p> <p>Our main customer segments and their pain are:</p> <ul style="list-style-type: none">- small office-based companies in major cities: a simple and affordable HRM software to save administrative labor cost- FMCG distributor: remote management of employees who work at thousands of locations across the country- industrial-zone factories: huge loads of workers who check-in and check-out of work at the same time- retail & cafe shop: remote management and simple payroll	Vietnam

Challenge Owner: Vingroup & VinES

ID	Startup Name	Business Description	Country
11	Emulsion Flow Technologies	<p>Emulsion Flow Technologies Ltd, a spin-off from the Japan Atomic Energy Agency (JAEA). This innovative company has harnessed its unique solvent extraction technique, initially developed for nuclear fuel element separation, to address a pressing challenge, the separation and recovery of "rare metals" essential for Lithium-ion batteries. The technology stands out for its exceptional attributes, boasting high purity, productivity, flexibility, full automation, minimal carbon emissions, and notably, low capital and operational expenditures.</p> <p>As the global electric vehicle (EV) market continues to burgeon, the efficient and cost-effective recycling of Lithium-ion batteries becomes paramount for sustainability and natural resources preservation. Emulsion Flow's pioneering approach positions it at the forefront of this endeavour. Beyond its application in battery recycling, this technology has proven effective in solving wastewater treatment issues in various industrial settings, as well as addressing problems associated with waste water management. Emulsion Flow Technologies Ltd's multifaceted innovations are not only advancing the green energy transition but also addressing broader environmental challenges, promising a sustainable future.</p>	Japan
12	BatX Energies	<p>BatX Energies has established coherent R&D with green thinking as our driving force, which resulted in state-of-the-art technology proprietary and cost-effective technology for recycling and recovering lithium, nickel, manganese, and cobalt up to 95 % purity from End-of-Life Lithium Ion Batteries.</p> <ul style="list-style-type: none"> - BatX has recycled 220K tons of lithium-ion battery wastes going into the soil. - BatX was able to reduce the pollution caused by the mining of these critical metals. <p>BatX has conducted pioneering work in developing a proprietary Lithium Battery recycling technology which is efficient and environment-friendly with an innovative hub and spoke business model.</p> <p>The company's core focus is on:</p> <ul style="list-style-type: none"> • Collection of Li-Battery scrap from the market in an efficient and cost-effective manner. • To produce Black Mass at multiple state-of-the-art "spoke" mini facilities closer to the source of the scrap. • Safe and easy transport of the black mass at their main facility in Delhi NCR where all the materials (Lithium, Cobalt, Nickel, and Manganese) are extracted. 	Vietnam