



























Fastest way to build new businesses

with leading companies from ASEAN and Japan

Fastest path to connect with supporters

driving the innovation eco-system of ASEAN and Japan

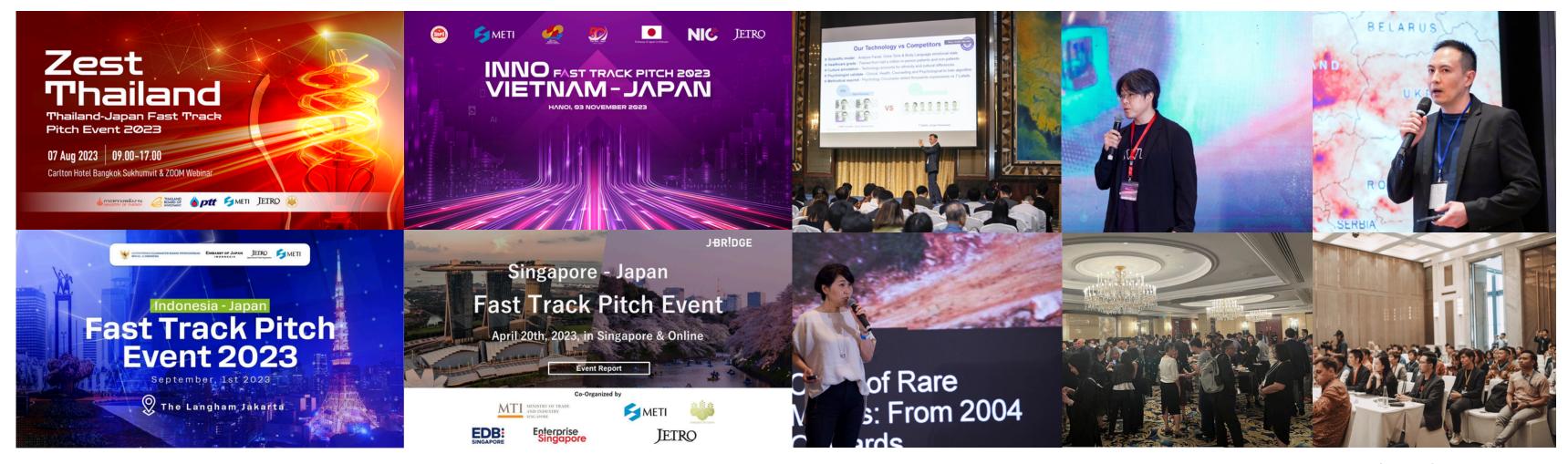
Fastest access to grant opportunity

for PoCs by companies between ASEAN and Japan

CONNECTING STARTUP ECO-SYSTEM BETWEEN ASEAN AND JAPAN

Contribute to connecting startup eco-system by organizing the event in four innovation centers in 2023.

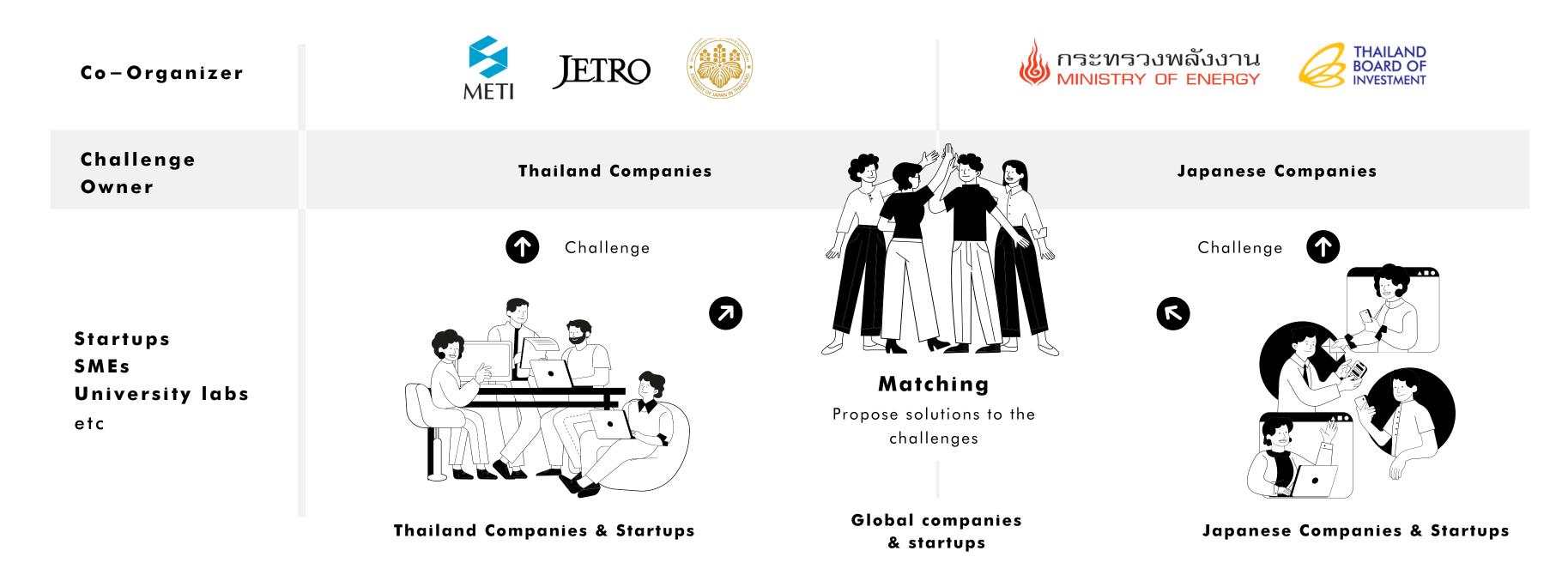
Received about <u>500 proposals</u> for collaborations and about <u>1,400 audiences</u> participated in the event.



Fast Track Pitch Event 2023

ZEST THAILAND -THAILAND JAPAN FAST TRACK PITCH EVENT

Leading companies from Thailand and Japan present challenge statement to call for proposals from startups, SMEs, and university labs, etc. from all over the world. Selected finalists pitch their solutions directly to the challenge owners at the pitch event in Thailand.



Submit proposal to challenges

Challenge Owners













SUBMIT HERE



Deadline: 11:59PM, Dec 22 (Bangkok timed Time)

Selection of finalists

Finalists will be selected by Challenge Owners



Final Pitch Event in Thailand on Late Feb *Venue will be announced when confirmed (Live streaming will be available as well)

Co-creation with challenge owners











Supports by Thailand and Japan



MOVING TO THE NEXT STAGE OF INDUSTRIAL PARK BUSINESS:
A CHALLENGE TOWARD
COMPREHENSIVE PROBLEM SOLVING

₽.□7



ACCELERATE GX
SOLUTIONS IN BUILDINGS

₽.17



PASSION FOR INCLUSIVE GREEN
GROWTH INTEGRATING
TECHNOLOGY AND INNOVATION
TOWARDS "GREEN INNOVATIONS"

₽.1□



WE WOULD LIKE TO CONTRIBUTE TO DX IN THAILAND BY USING A USER-FRIENDLY, REASONABLY PRICED IOT.

₽ ₽.21



POWERING COLLABORATION
TO CREATE LOW-CARBON SOCIETY

P.13



WXTECH [WEATHER X TECHNOLOGY]
"USING HIGH-RESOLUTION, HIGHACCURACY WEATHER BIG DATA TO
SOLVE BUSINESS PROBLEMS"

P.26



MOVING TO THE NEXT STAGE OF INDUSTRIAL PARK BUSINESS: A CHALLENGE TOWARD COMPREHENSIVE PROBLEM SOLVING

About Rojana

Rojana Industrial Park Public Company Limited, founded in 1988, has developed 8 industrial parks across Thailand, offering excellent infrastructure, utilities, security, and access to transportation hubs. Rojana provides diverse facilities, including property development, power generation, and ready-built factories for rent, ensuring a convenient business environment for foreign investors.



Challenges

As a forward-thinking industrial park operator, Rojana Industrial Park is dedicated to tackling challenges such as labor shortages, productivity enhancement, decarbonization, and fostering new businesses through collaboration with outstanding startups. We go beyond mere infrastructure to contribute to Thai society and boost the economy.

Collaboration Needs

We are looking for partners who:

- 1. can enhance the productivity of tenant companies focusing on manufacturing plants via digital transformation and automation, such as behavior analysis, robotics, and others.
- 2. can contribute to decarbonization (Scopes 1, 2 and 3).
- 3. can bring new business to the industrial park; partners capable of proposing innovative schemes, tackling various social issues such as healthcare, education and agriculture, which are impactful fields in Thai society and the economy. These initiatives do not need to be limited to the industrial park because we are willing to start something new for Thai society and the economy.

Business Opportunity

We, as industrial park operators, have close relationships with a wide variety of tenant companies and provide services directly to them. This enables us to propose businesses that are only possible within an industrial park and cannot be realized elsewhere. If a new business succeeds, startups will have the opportunity to deploy similar ventures in other industrial parks and further expand their operations from Thailand to the world.

Assets/Support

Through collaboration with us, startups can access not only the infrastructure facilities within the industrial park, but also the tenant companies and their employees, as well as the entire small town centered around the industrial park—including housing, schools, shopping areas, and transportation. These are supposed to be useful facilities for startups to conduct PoC. By leveraging these diverse assets and resources, startups can realize the provision of new services.

Prize

Possibility to support PoC and partnership





Kuniaki Hayashi

Director

Rojana Industrial Park

MESSAGE FROM LEADERSHIP

We welcome businesses that are not necessarily extensions of the industrial park business, as long as they indirectly contribute to the development, industrialization, and advancement of the Thai economy.

SCG

PASSION FOR INCLUSIVE GREEN GROWTH INTEGRATING TECHNOLOGY AND INNOVATION TOWARDS "GREEN INNOVATIONS"

About SCG

SCG, a leading conglomerate in ASEAN and entering its 111th year of stable growth, recognizes the importance of responsible business practices. It is elevating its operations by integrating sustainable development strategies in line with the United Nations' Sustainable Development Goals (SDGs) through the "ESG 4 Plus" approach, emphasizing Net Zero – Go Green – Reduce Inequality – Enhance Collaboration Plus Trust through Transparency.

Cement and green solutions business is a part of SCG, positioning ourselves as a leader in sustainable construction materials and environmentally friendly practices. We emphasizes innovation in producing high-quality cement while reducing carbon emissions through the use of alternative raw materials and energy sources. We are also committed to promoting circular economy principles by integrating waste management and recycling into our operations. Additionally, the company focuses on developing green products and solutions that enhance energy efficiency and support sustainable building practices. Overall, we aims to balance economic growth with environmental responsibility in our cement and green solutions business.



Challenges

SCG is committed to achieving Net Zero greenhouse gas emissions (Scope 1 and 2) by 2050. SCG is increasing the use of low-carbon energy and strategically implementing this approach to facilitate the transition to a Net Zero Society.

Collaboration Needs

We are looking for decarbonizaiton Technology in Cement and concrete Manufacturing:

- 1. Green process technology that could be apply in cement or Concrete production process to reduce CO2 emission or offset CO2, such as CCUS, Carbon to Mineralization, Oxyfuel, H2 for co-firing
- 2. Green and Advanced Materials such as New Supplementary Cementitious Materials (SCMs) that could be use to replace clinker in cement production, New Binder that could be use to replace cement (non caco3 base), such as Geopolymer, non cement base binder, chemcical base binder
- 3. Al and Digitization that can help to improve the efficiency, productivity, process optimization and autonomous maintenance of the cement and concrete plant. It also helps enhance convenience and speed while lowering production costs and defect rate, all of which contribute to reduced resource consumption.

Business Opportunity

We are interested in solution or technologies to do proof-of-concept or pilot study. Startup could benefit from our wide network in Thailand and Southeast Asia. We can provide regulatory, apply for for further funding together and change for future investment by our CVC

Assets/Support

Startup can be access to our innovation laboratory, pilot or trap into our commercialization facilities. Together with our network we can identify the suitable test bed to demonstarte the technology in Thailand.





Manasit Sarigaphuti

Chief Innovation and
Technology Officer
Cement and Green Solution Business
SCG

MESSAGE FROM LEADERSHIP

"Passion for Inclusive Green Growth" concept. This initiative represents an evolution from SCG's ESG 4 Plus strategy (Net Zero – Go Green – Reduce Inequality – Enhance Collaboration Plus Trust through Transparency), aiming to strengthen and amplify SCG's resilience amidst global volatility, encompassing geopolitical conflicts and the climate crisis, which impact the economy, society, the environment, and the general quality of life significantly.

"The future world will confront heightened uncertainties. We must equip our business to be both proactive and defensive. If SCG solely focuses on a short-term horizon of 3-5 years, our outlook would be limited. However, envisioning a future spanning 50-100 years compels us to commence transformative actions today, ensuring long-term stability while progressing toward a Net Zero society. This entails reducing carbon dioxide emissions through green innovations and transitioning to low-carbon manufacturing processes, enabling SCG to achieve profitability and sustainable growth."



POWERING COLLABORATION TO CREATE LOW-CARBON SOCIETY

About SCGC

SCG Chemicals, or SCGC, is a leading integrated chemical player in ASEAN committed to business growth alongside sustainability with strategic bases in Thailand, Indonesia, and Vietnam, offering a full range of petrochemical products ranging from upstream production (olefins) of olefins to downstream production, including the three main types of plastic resins: polyethylene, polypropylene, and polyvinyl chloride.

For more information, please visit www.scgchemicals.com.



Challenges

SCGC continues to drive economic growth in ASEAN and improve people's quality of life, striving to become the "leading integrated chemicals business for sustainability" in alignment with SDGs and ESG principles.

SCGC emphasizes the efficient use of resources based on the principles of a circular economy and focuses on the development of Green Innovation & Solutions, such as green polymer innovations, branded as SCGC GREEN POLYMER™, as well as low-carbon technologies to achieve carbon neutrality.

SCGC also develops High Value Added Products and Services (HVA) to meet global megatrends. Examples include co-investing in the production of conductive components for lithium-ion batteries used in electric vehicles (EVs), the transition to clean energy, and the infrastructure transformation driven by urbanization.

In order to address our core principle as well as further enhance the current technologies and products, our focus turns to a novel material recycling technology—an indispensable key to sustainability of the upcoming decades.

Collaboration Needs

SCGC is seeking breakthrough decarbonization technologies to propel our commitment to inclusive green growth and ESG policies. Our mission is to advance material recycling and recovery, improve CO₂ management, and enhance energy efficiency, creating high-impact solutions for a more sustainable future.

All details of SCGC challenges are listed as follows:



1. Materials Recycling and Recovery – SCGC aims to transform waste streams into valuable, high-performance products through innovative material recovery.

Key focus areas include plastic, battery, and photovoltaic (PV) panel recycling. We seek technologies that can efficiently extract and repurpose critical materials,

reduce waste generation, and optimize end-of-life product recovery.

2. CO₂ Management – We are committed to reducing our carbon footprint by adopting technologies that actively capture, utilize, and store CO₂ emissions from our operations.

SCGC is interested in solutions that can either convert CO₂ into valuable products or integrate it into closed-loop systems, ultimately lowering emissions in manufacturing and recycling processes.

3. Energy Efficiency – SCGC seeks innovative solutions to optimize energy utilization, especially if can be applied to polyolefin chemical processes.

We welcome technologies that focus on low-grade waste heat recovery, novel heating and cooling methods, and advanced thermal management solutions such as hot/cold thermal batteries.

These energy-efficient approaches are vital to reducing energy demands, enhancing process sustainability, and supporting SCGC's overall decarbonization objectives

Business Opportunity

We are interested in solution or technologies to do proof-of-concept or pilot study. Startup could benefit from our wide network in Thailand and Southeast Asia. We can provide regulatory, apply for for further funding together and change for future investment by our CVC

Assets/Support

Startup can be access to our innovation laboratory, pilot or trap into our commercialization facilities. Together with our network we can identify the suitable test bed to demonstarte the technology in Thailand.





Dr. Jirut Wattoom

Manager
Technology Strategy & Partnership
SCG Chemicals (SCGC)

MESSAGE FROM LEADERSHIP

At SCGC, we believe innovation is the key to build a more sustainable and greener future.

We are seeking partnerships with startups who share the same commitment and are passionate on leveraging cutting-edge technology to tackle environmental challenges like climate change and resource depletion.

By joining forces with you, we aim to accelerate the impactful solutions—reducing carbon footprints, fostering circular economies, and advancing the use of sustainable materials—to enhance the quality of life and for the better future of our planet.



ACCELERATE GX SOLUTIONS IN BUILDINGS

About Taisei Corporation

Founded in 1873, Taisei Corporation is a pioneering general construction company in Japan. Over the years, Taisei has played a crucial role in Japan's modernization, post-war reconstruction, economic growth, and globalization. The company has contributed to developing safe, attractive cities and social infrastructure, as well as disaster recovery and national resilience.

Taisei's extensive portfolio includes high-rise buildings, bridges, tunnels, and advanced environmental projects. We have led the development of Zero Energy Buildings (ZEB) and other eco-friendly solutions, reducing carbon footprints. Major projects like the National Stadium, Tokyo Metropolitan Government Building, and the Bosphorus Tunnel exemplify Taisei's engineering exellence.

Committed to sustainable growth and enhancing corporate value, Taisei pursues its Group Philosophy: "To create a vibrant environment for all members of society." The company emphasizes innovation, quality, and environmental stewardship, aiming to deliver greater value, satisfaction, and inspiration to its stakeholders.

Operating globally, Taisei leverages cutting-edge technology and local market expertise to provide tailored solutions. As a trusted partner in the construction industry, Taisei remains dedicated to building a harmonious, sustainable future.



Challenges

Achieving Zero Energy Buildings in Thailand through Innovative GX Solutions

We aim to contribute to the global decarbonization of buildings, including in Thailand, by leveraging our initiatives in Japan, particularly the development of Zero Energy Buildings (ZEB).

Although Thailand has made efforts towards Green Transformation (GX) over the past decade, significant challenges remain.

To address these challenges, our business plans include utilizing various GX solutions, with a focus on large-scale office buildings, factories, and data centers.

We are actively seeking innovative partnerships that can enhance the brand value of both Taisei Corporation and our partners.

Collaboration Needs

We are seeking innovative devices and technologies related to GX solutions that enhance our Zero Energy Buildings (ZEB) technology. Additionally, we are looking for "business ideas beyond imagination" that will help us tackle and overcome our challenges.

< Examples of GX solutions contributing to ZEB >

Big Data Analysis and Al Technology:

Control technologies that safely and quickly collect and analyze "big data" from buildings to reduce CO2 emissions. For example, technology that instantly detects wasteful energy consumption in buildings or uses AI to predict increases in energy usage and automatically controls equipment to minimize CO2 emissions.

IoT Devices and Sensor Technology:

Affordable methods, devices, and installation techniques to accurately and easily measure "energy data" (electricity, heat content) and "other factor data" (weather, human flow) that can affect them, and safely collect this data via the Internet.



Software Development and UI/UX Design:

UI/UX, apps, and other tools that dramatically improve the energy conservation awareness of people involved in buildings and encourage cooperative energy-saving activities by utilizing "big data" from buildings.

Renewable Energy and Energy Storage Technologies:

Cost-competitive technologies for energy creation and energy storage.

Innovative Construction Materials and Green Tech:

Advanced thermal insulation materials, heat-shielding paints, CO2-immobilized concrete, and other building materials that contribute to further energy conservation and decarbonization.

Business Opportunity

Opportunity to cooperate with Taisei Corporation and as a potential business partner in the building decarbonization business.

Opportunities for discussions with engineers, designers, researchers, and partner companies in Taisei Corporation's Bangkok

office (Taisei Thailand), Tokyo headquarters, and other officies.

Opportunities for collaboration such as news releases and exhibition exhibitions in Japan and Thailand.

Assets/Support

Taisei Corporation may become a PoC partner in Thailand, Japan, etc.

Prize

[Optional]





Naohito OHBA

Managing Director

Taisei Thailand

MESSAGE FROM LEADERSHIP

At Taisei Corporation, we have been at the forefront of construction innovation since our founding in 1873. We are committed to creating vibrant, sustainable environments for all members of society. As we face the urgent challenge of climate change, our mission to decarbonize buildings on a global scale has never been more critical.

We believe that the future of construction lies in the collaboration between visionary startups and established industry leaders. By partnering with Taisei, you will have the opportunity to co-create groundbreaking solutions in areas such as Zero Energy Buildings (ZEB), advanced environmental projects, and eco-friendly materials. Our extensive network, including engineers, designers, and researchers in our headquarters in JAPAN, is ready to support and collaborate with you. We invite you to join us in this exciting journey. Together, we can push the boundaries of innovation and make a lasting impact on our planet. Let's work hand in hand to build a harmonious, sustainable future.

WE WOULD LIKE TO CONTRIBUTE TO DX IN THAILAND BY USING A USER-FRIENDLY, REASONABLY PRICED IOT.

About TOSHIBA

By leveraging Toshiba Group's manufacturing expertise in a wide range of areas with advanced digital technologies in IoT and AI, we provide solutions to support customer evolution.

In Thailand, we provide a large-scale IoT solution that will contribute to production efficiency for the manufacturing industry, "Factory IoT Platform". This is equipped with a data model designed for production management.

As another addition to our lineup, we plan to launch "ifLink," an IoT platform that anyone can easily set up and use at a reasonable cost in the Thai market.

Challenges

Toshiba Group aims to contribute to Thailand's digital transformation (DX) by providing affordable and easy-to-use IoT solutions, leveraging our extensive know-how and advanced technologies. "ifLink" is an open IoT platform that modularizes various IoT devices and web services, allowing users to combine them to create convenient solutions.

Toshiba is now preparing to launch "ifLink" in Thailand. However, to fully understand the DX needs specific to Thailand, cooperation with local partners is essential. Therefore, we are actively seeking partners to accelerate the deployment of this platform in the Thai market.

There are the following cases in Japan.

Case 1: MAMORIO Corporation, which possesses beacon technology, has successfully developed a service that can detect the proximity of visitors and business vehicles and provide timely notifications and displays, thereby contributing to reducing labor shortages and improving business efficiency.

Case 2: ABLIC inc. launched a trial service for a "patrol-type leak detection solution" that combines a "battery-less leak sensor" with "ifLink" to enable patrolmen to receive leakage information notifications directly on their smartphones. Compared to the conventional method, this enables customers to reduce initial costs, eliminating the need for stationary receptors and simplifies installment of leak sensors.

More detailed information about 'ifLink' can be found at the following website.

https://www.global.toshiba/ww/products-solutions/ai-iot/iflink.html

Collaboration Needs

Toshiba is seeking the following partners to achieve digital transformation (DX) in Thailand:

- 1.Companies that understand the IoT needs for on-site improvements (e.g., vendors or consulting firms):
 - Problem-solving skills:
 - Strengthen problem-solving abilities.
 - Gain the capability to solve client challenges that have previously gone unresolved.
 - Faster and more affordable solutions:
 - Deliver your solutions far more quickly and cost-effectively by collaborating with Toshiba.
- 2. Companies with sensor technology or similar expertise that want to expand sales channels by utilizing IoT solutions (e.g., manufacturers):
 - Sales expansion:
 - Bring your new solutions to the market.
 - Achieve significant sales expansion through partnership with Toshiba.
- 3. Companies with expertise in utilizing data accumulated through IoT with AI (e.g., companies that can provide AI solutions capable of detecting signs of equipment failure based on temperature, vibration, and power usage data collected from equipment):
 - Data analysis and utilization:
 - Analyze and utilize the large amounts of data accumulated through our IoT platform.

Business Opportunity

1. Collaboration with Toshiba Group, the challenge owner.

Toshiba is the founding initiator and premium member of the (*) ifLink Open Community in Japan.

- 2. Joint verification of business opportunities and solutions based on the IoT platform 'ifLink'.
- (*) A community to aim to have many people use IoT easily Currently (Sept 2024) with more than 100 members across a wide range of industries and sectors.

Assets/Support

1. Networking among more than 100 companies participating in the Japan ifLink Open Community via Toshiba Group (eg sharing ideas and case studies)

Toshiba is the founding initiator and premium member of the (*) ifLink Open Community in Japan.

2. Sharing information on connectable devices and POC environments using 'ifLink'

Prize

'ifLink' license offered free-of-charge for a limited amount of time. (Approximately half a year)

The ifLink license is a set of software that enables the use of ifLink functions.

In Thailand, we plan to provide this software to run on an on-premise environment.

Some equipment such as a sever will be necessary.



Shunichi Morita

General Manager
ICT Solutions Dept.
Toshiba Asia Pacific (Thailand)

MESSAGE FROM LEADERSHIP

We provide solutions by leveraging Toshiba Group's manufacturing expertise in a wide range of areas with advanced digital technologies, We plan to launch 'ifLink', a user-friendly, reasonably priced IoT platform in Thailand.

We would like to spread IoT in Thailand by using 'ifLink'.

I believe that many customers are unable to promote DX due to a lack of IoT know-how or cost issues.

Why don't you join us to promote DX in Thailand using easy and reasonable priced ifLink?



WXTECH [WEATHER X TECHNOLOGY] "USING HIGH-RESOLUTION, HIGH-ACCURACY WEATHER BIG DATA TO SOLVE BUSINESS PROBLEMS"

About Weathernews

Weathernews, the world's largest private weather company, leverages highly accurate weather forecast data to address various business challenges such as disaster and safety measures, visualizing opportunity loss, production adjustment, inventory management, and quality control optimization for companies and organizations.

In Thailand, Weathernews established the local subsidiary WEATHERNEWS (THAILAND) in Bangkok to support disaster management and various corporate activities by forecasting sudden changes in weather that the authorities have so far been unable to adapt to, as interest in climate change risk measures increases. Providing accurate information and mitigating damage when natural disasters are expected is our mission.

WEATHERNEWS (THAILAND) is currently establishing cooperative relationships with Thai government agencies to support disaster management activities and improve administrative services, as well as providing weather services to airlines and shipping companies to support decisions on diverting routes and carrying additional fuel during severe weather conditions.



Challenges

WEATHERNEWS (THAILAND) in Bangkok aims to support companies in Thailand tackling digital transformation (DX) challenges from the perspective of weather data.

As the movement to utilize multifaceted data by combining corporate business data with external data is advancing rapidly, we are seeking partner companies in the Thai market to create new businesses beyond our current support for airlines and shipping companies by leveraging weather data.

Two examples of how weather data has been utilized in business in Japan:

- 1. By conducting a correlation analysis between daily sales characteristics and weather at supermarkets, achieved sales optimization with an economic impact of 200 to 400 million yen annually. (Retail Weather Service)
- 2. By visualizing risks at factories, such as maintenance and management risks due to flooding, momentary power outage risks due to lightning strikes, and commuting risks for employees due to inundation, achieved an estimated annual risk reduction of 20 million yen. (Factory Weather Service)

Collaboration Needs

Weathernews is looking for companies that want to leverage weather data to achieve DX in Thailand, specifically those involved in business solution development or its sales deployment across various sectors. We are open to collaborating with a range of companies, including up-and-coming startups, IT-related businesses, and IT departments within large corporations.

- 1. Companies developing or deploying business solutions, such as services or products, aimed at retail industries for sales forecasting and staffing optimization.
- 2. Companies creating or selling business solutions, services, or products for the agricultural sector to improve yield, risk management, and efficiency.
- 3. Companies involved in the development or deployment of business solutions for other industries that can utilize weather data, such as transport infrastructure, construction, and distribution.



Business Opportunity

- 1. developing new products or expanding sales channels using highly public weather data, which has the highest correlation with business challenges.
- 2. Collaboration with Weathernews, which has been developing customer-specific systems and providing communication services related to weather risks since its establishment.

Assets/Support

1. Access to weather data that can be utilized for developing or deploying business solutions.

The weather data we can provide mainly includes the following two points:

- Weather forecast API (short-term forecasts on an hourly basis and medium-term forecasts up to two weeks ahead)
- Climate Impact (Visualization of medium- to long-term climate risks)

Weather forecast data that can be utilized for business purposes by understanding the possibilities of heavy rain, floods, lightning strikes, storm surges, etc.

2. Knowledge sharing in product development, correlation analysis, and product management using weather data from Weathernews.





Masachika Nishibayashi

Authorized Director

WEATHERNEWS (THAILAND)

MESSAGE FROM LEADERSHIP

Recently, the effects of global warming have led to increasingly severe weather disasters, which have had a tremendous impact on human lives and economic activities around the world, and we strongly feel that expectations of our company are higher than ever before. We look forward to meeting with companies that will take on the challenge of solving corporate issues, confronting social problems and working together towards the grand dream of protecting the future of the Earth.





















































































SCHEDULE OF THE FAST TRACK PITCH 2024[TENTATIVE]

