

Zest Thailand

Thailand-Japan Fast Track
Pitch Event

2023

7th Aug 2023 | 09.00-17.00

Carlton Hotel Bangkok Sukhumvit & ZOOM Webinar



Agenda

08.30 REGISTRATION

09.00 OPENING REMARKS

- **Mr. NISHIMURA Yasutoshi (VDO Message)**
Minister of Economy Trade and Industry of Japan
- **Mr. Kulit Sombatsiri**
Permanent Secretary of the Ministry of Energy
- **Mr. NASHIDA Kazuya**
Ambassador of Japan to Thailand
- **Dr. Buranin Rattanasombat**
Chief New Business and Infrastructure Officer of PTT Public Company Limited

09.35 KEYNOTE SPEECH

- Mr. KURODA Jun**
President, JETRO Bangkok
- Mr. ISHIKAWA Hiroshi**
Executive Director, JETRO and Special Advisor to the Minister, Ministry of Economy, Trade and Industry of Japan

09.50 KEYNOTE SPEECH

- Mr. Narit Therdsteeerasukdi**
Secretary General, Thailand Board of Investment (BOI)

10.00 PANEL DISCUSSION 1

Carbon neutrality focused on "Community and Lifestyle"



Mitsubishi company (Thailand)



Thai-Nichi Institute of Technology



PTT Oil and Retail Business Public Company Limited



ARUN PLUS Co., Ltd.

10.45 BREAK

10.55 PANEL DISCUSSION 2

Carbon neutrality focused on "Product lifecycle / Manufacturing industry"



DENSO International Asia Co.,Ltd.



PTT Global Chemical Public Company Limited



Thai Oil Public Company Limited



Global Power Synergy Public Company Limited

11.40 LUNCH

13.00 STARTUPS PITCH

7 Challenge Owners
17 Finalist Startups



SIAM KUBOTA Corporation Co., Ltd.
Creating AGRI-TECH and FARM-TECH that will enhance the better Thai agricultural sector



PTT Public Company Limited
Digitalization thru AI/Robotics and Transitioning to BCG (Bio-Circular-Green Economy)



PTT Exploration and Production Public Company Limited
Collaboration towards a Net Zero Greenhouse Gas Emissions Future



Ajinomoto Co., (Thailand) Ltd.
Novel approaches to reduce environmental impact in food industry in Thailand



Uni.Charm (Thailand) Co.,Ltd.
Improving QOL during menstruation for Thai women



IRPC Public Company Limited
Pursuing Advanced Materials and Energy through Sustainability



NMB-Minebea Thai Ltd.
Establishment of the Smart City Solution Business Model

17.00

CLOSING AND NETWORKING

Finalist Startups

Challenge Owner	ID	Startup Name	Country
SIAM KUBOTA Corporation	1	Durio Innovation Co.,Ltd.	Thailand
	2	Intello Labs Pvt. Ltd.	India
PTT Group	3	HedgeSPA Limited	Singapore
	4	AccuPredict Services Pte Ltd	Singapore
	5	TBM Co., Ltd.	Japan
PTT EP& Varuna	6	sustainacraft, Inc.	Japan
	7	Sagri Co., Ltd	Japan
	8	VEKIN (Thailand) Co.,Ltd.	Thailand
Unicharm Corporation	9	Talk to PEACH	Thailand
	10	FEMENOVA MEDICAL HEALTH SERVICES	Philippines
	11	Liclass Education co.,Ltd.	Thailand
IRPC Public Company Limited	12	Algal Bio Co.,Ltd.	Japan
	13	Emulsion Flow Technologies Ltd.	Japan
	14	AC Biode	Japan
MinebeaMitsumi	15	unerry, Inc	Japan
	16	Neural Group (Thailand) Co., Ltd.	Thailand
	17	VCONNEX INDUSTRIAL TECHNOLOGY J.S.C	Vietnam

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



Finalist Startups

Challenge Owner: SIAM KUBOTA Corporation

ID	Startup	Business Description	Country
1	Durio Innovation Co.,Ltd.	"Thailand is the world's top exporter of durians. Southeast Asia is known for growing this fruit since durian is one of the commercial crops there that has less control but is very competitive. The operational management is still conventional and ad hoc, which results in enormous losses for the sector. Durio is a startup that employs technology to address the problems that this sector faces. Our invention is divided into Farm-Tech and Agri-Tech innovation. We have an innovative approach for minimizing pest outbreaks in durian plantations, as well as a system for making decisions that will help farmers grow durian more successfully. For exporters, we offer an AI-based quality control system and a GS1-compliant traceability system that uses both RFID and QR codes to monitor individual durians. "	Thailand
2	Intello Labs Pvt. Ltd.	"Intello Labs is a pioneering company in the field of post-harvest sorting and grading, revolutionising the way produce is evaluated. We specialise in developing cutting-edge technology solutions that enable accurate and efficient sorting and grading processes for fruits and vegetables. Our state-of-the-art machines leverage advanced Artificial Intelligence based computer vision and machine learning algorithms to provide unparalleled precision and consistency in assessing fruit quality. At Intello Labs, we understand the challenges faced by agriculture producers and distributors in ensuring consistent quality control throughout the supply chain. To address this, we offer our high-performance sorting and grading machines on rent. This flexible rental option allows businesses to access our innovative technology without the upfront costs associated with ownership, making it more accessible and cost-effective. Our machines are equipped with an intuitive user interface, allowing operators to easily customise sorting parameters based on specific requirements. With our technology, businesses can enhance their efficiency, reduce waste, and deliver top-quality produce to the market. The data-driven insights provided by our machines also enable businesses to optimise their operations, identify trends, and make informed decisions to maximise profitability."	India

Finalist Startups

Challenge Owner: PTT Group (1)

ID	Startup	Business Description	Country
3	HedgeSPA Limited	<p>HedgeSPA is a boutique offering highly-sophisticated investment solutions, founded by former finance professor Dr. Bernard Lee. As an award-winning former Managing Director at BlackRock, Dr. Lee has built multi-asset functionalities on BlackRock's Aladdin platform based on his own background IP. The analytics also managed BlackRock's energy assets overseen by Dr. Lee. He was then funded by the Singapore Prime Minister's Office to found HedgeSPA and rebuild the analytics platform from scratch to offer the following services: 1) Investment analytics engine, sold as API, Enterprise Solution, and Terminals, with distributors in the US, Europe, and Asia, including AWS. 2) AI-assisted public market investments, in particular, a "virtual family office" offering for UHNW investors across Asia, in collaboration with institutions such as Citi Private Bank. 3) Private investment projects (primarily renewable energy related) leading to asset tokenization, leveraging Mr. Lee's track record at BlackRock and his experience running projects for energy majors such as Chevron Texaco. HedgeSPA is a serial award winner (Singapore, Hong Kong, Japan, Europe) and has been mentioned by the likes of BBC, Forbes, and the Nikkei. We believe that HedgeSPA can be an exciting partner to PTT, given its impressive track record and expertise in the energy field.</p>	Singapore
4	AccuPredict Services Pte Ltd	<p>"AccuPredict is an innovative Singapore based service provider. Our mission is to help customers around the world reduce their energy footprint and enhance machine reliability. We monitor equipment vibrations from a remote location by installing sensors at critical locations. Our unique methodology of analyzing vibration relies on Machine Fundamentals supplemented by Machine Learning. This provides a significant customer benefit versus competing solutions built on pure Machine Learning. Analysis of vibration spectrum enables us to predict emerging failures months ahead of occurrence & enable timely action. Our predictions start from Day 1 after sensors are installed unlike competing solutions. Accurate prediction enables reduced staffing and skill levels. Lowered machine vibrations levels reduce energy wastage. It also improves internal contacts in electric motors and thereby improves their energy efficiency. Our solution works for machines of all types of motions, power range and RPMs. We invite prospective customers to test our solution using a ONE MINUTE vibration signal from any sensor on their machines. We provide our analysis within 24 hours. We offer a MONEY BACK guarantee if we are unable to deliver a meaningful improvement in only 12 weeks."</p>	Singapore

Finalist Startups

Challenge Owner: PTT Group (2)

ID	Startup	Business Description	Country
5	TBM Co., Ltd.	<p>TBM Corporation is a leading company in the field of sustainable materials and solutions, dedicated to promoting a circular economy and reducing environmental impact. TBM strives to revolutionize industries by offering innovative and eco-friendly alternatives to traditional materials.</p> <p>Our core mission is to develop and commercialize sustainable materials that can replace conventional ones, contributing to a more sustainable and responsible future. Through extensive research and development, we have created a diverse portfolio of materials, including recycled plastics, biodegradable polymers, and renewable resources. One of our key strengths lies in our global presence. TBM has established strategic partnerships and collaborations in various regions around the world, enabling us to tap into diverse markets and leverage local expertise. We actively engage with local communities, governments, and businesses to drive the adoption of sustainable practices and foster a circular economy on a global scale.</p>	Japan

Finalist Startups

Challenge Owner: PTT EP&Varuna (1)

ID	Startup	Business Description	Country
6	sustainacraft, Inc.	"Our mission is to promote sound climate financing mechanisms for natural capital. We provide the platform to enables many stakeholders in the carbon market to engage in an open and transparent dialogue for a nature positive environment. In our Nature-based Voluntary Carbon Credit Evaluation services, by combining remote sensing and causal inference technology, our service aims to enhance the transparency of carbon initiatives through an easy-to-understand visualization of the effects of both the reduction and absorption of greenhouse gas emissions in projects pertaining to afforestation or conservation of forests and peatlands. This enables highly accurate information to be provided at the early stages of considering investments and credit purchases, such as how much emission reductions can be expected from individual projects and what risks are involved. We cover both already issued credits and early phase projects, meaning the projects have not issued any credits or even not registered in the registry. Our strength lies in (1) research activities on remote sensing and causal inference (our academic paper got the best award in one of the top machine learning conferences; NeurIPS 2022), and (2) rule-making (selected as a TNFD data catalyst initiative, initiated a working group under Japan's GX-league, etc.)"	Japan

Finalist Startups

Challenge Owner: PTT EP&Varuna (2)

ID	Startup	Business Description	Country
7	Sagri Co., Ltd	"Sagri is a climate tech startup from Gifu University in Japan that provides farmland analysis based on patented AI technology from remote sensing information. The company has already generated revenue in Japan and India and is currently conducting PoC in Thailand, Vietnam, and Kenya. The main technologies include (1) AI Polygon, a patented technology that enables automatic mapping of farmland by analyzing satellite data with AI imaging technology. (2) Soil analysis using satellite data wavelength data and AI machine learning to provide highly accurate soil chemical indicators such as carbon, nitrogen, and CEC. Using these two technologies, Sagri works with agriculture-related companies in various countries, including Agri-Tech, to help realize climate-smart agriculture. Sagri's technology can also identify the optimal amount of fertilizer for each parcel of farmland, providing an incentive for farmers to reduce chemical fertilizers, and facilitating the creation of voluntary carbon credits, since reducing chemical fertilizers contributes to the reduction of GHG emissions. The technology has been used in India and Thailand, and Sagri has already submitted documentation to Verra, seeking carbon credit certification. In Thailand, Sagri is partnering with Kasetsart University for this project."	Japan
8	VEKIN (Thailand) Co.,Ltd.	VEKIN is at the forefront of leveraging cutting-edge deep technology solutions for sustainability and owns patented digital MRV (monitoring, reporting, verification) technologies. By providing accurate data, advanced analytics, and a user-friendly platform, VEKIN empower stakeholders to make informed decisions, mitigate climate change, and create a more sustainable future. Our mission is to empower organizations to track, report, and verify their sustainability efforts with transparency and efficiency. By leveraging artificial intelligence, blockchain, and advanced data analytics, we offer comprehensive and scalable solutions.	Thailand

Finalist Startups

Challenge Owner: Unicharm Corporation

ID	Startup	Business Description	Country
9	Talk to PEACH	Talk to PEACH is more than just a telemedicine application that allows you to talk to doctors and sexologists anonymously – it's a safe space where you can be your authentic self and explore your sexuality without judgment or shame. Our mission is to empower individuals to embrace their sexual well-being, break down stigmas, and promote a healthier, happier, and more fulfilling life. We believe that everyone deserves access to reliable and compassionate sexual health care, and that's why we're committed to making Talk to PEACH available to as many people as possible. Join us in our mission to revolutionize sexual health care and make the world a more accepting and loving place, one conversation at a time. Download Talk to PEACH today and let's start talking!	Thailand
10	FEMENOVA MEDICAL HEALTH SERVICES	"The FEMENOVA healthcare startup is aimed to elevate women's healthcare experience through technology that includes providing education to women on menstrual health and normalizing discussion of topics on sexual and reproductive health. Our mission is to empower young individuals by equipping them with accurate and comprehensive knowledge about their reproductive health in a manner that is accessible, relatable, and engaging. FEMENOVA is designed to assist women with their reproductive health journey providing a concierge for women to answer their queries in real-time with a knowledge base and cater to the local language with AI technology, providing 24/7 Assistance for basic reproductive health information. We will provide content modules containing self-learning articles on reproductive health and provide systems for peer support and guidance. It also includes a centralized digital system/ messaging for healthcare providers to share records and treatment plans with patients. The FEMENOVA startup is developing solutions in reproductive health that involve current innovations to fill the gaps in accessing sex education, childbirth services, and the need for contraception to provide these commodities and exercise reproductive health rights. We are developing a user-friendly web-based and mobile application for Sexual and Reproductive Health (SRH) catering to young women. "	Philippines
11	Liclass Education co.,ltd.	NockAcademy is online live-streaming learning system for elementary to Junior high school students in Thailand.	Thailand

Finalist Startups

Challenge Owner: IRPC Public Company Limited

ID	Startup	Business Description	Country
12	Algal Bio Co.,Ltd.	<p>""There is not enough earth"" - Ongoing consumption of rapidly depleting natural resources continues to threaten the environment. Algal Bio aims to create ""circular"" society through the substantial application of algae to society and pass on a healthy environment for the future generation. In particular, we will work on three major global issues: increasing health consciousness x food crisis x global warming. Combining different technologies and know-how such as an intensive algae strain library multiplied with diverse screening and cultivating technologies, we have built a very unique algae bio-foundry platform for applying algae in all industries and applications. This solution is entirely different from what current algae companies offer, as their business model is ""product push"" approach that develop products from a species of algae. Our ""market-in"" business model is a complex combination of IP and trade secret/know-how, so it is very unique even on a global scale."</p>	Japan
13	Emulsion Flow Technologies Ltd.	<p>Emulsion Flow Technologies Co., Ltd. (EFT) is a start-up company from the Japan Atomic Energy Agency established in April 2021 based on the philosophy of “Lead Our Limited RARE METAL to the FUTURE”. With the new solvent extraction technology Emulsion Flow as our driving force, we are passionate about using this one-and-only technology developed from research on nuclear energy, as a way to solve social issues. Rare metals are important metal elements that will support future society where everything will be electrified. However, rare metals are facing a supply shortage. For example, as stated in the major articles or media coverage, supply shortages of rare metals such as cobalt, nickel, and lithium, which are found in lithium-ion batteries, will become apparent from around 2025. Emulsion Flow is a solution to implement rare metal recycling for social use. As we, EFT, contribute to the shift from linear to circular economy ensuring the sustainable use of urban mine resources, we are accelerating our actions to realize the transformation of society with this Emulsion Flow Technology.</p>	Japan
14	AC Biode	<p>Pyrolysis is used for those plastics that cannot be mechanically recycled. It thermally degrades plastics at high temperatures within an inert atmosphere, converting waste plastics into energy in the form of solid, liquid, or gaseous fuels. High operating costs and low quality output products currently limit the use of this technology. Our long-lasting machines are designed for low maintenance. Compared to current technologies Pyrolyst produces more and higher quality fuels, features continuous residue discharge and dechlorination at only 420°C. Compared to rotary kiln type pyrolysis, our system is more efficient, more compact, and produces a higher grade of oil. Lower OPEX leads also to higher profit margins.</p>	Japan

Finalist Startups

Challenge Owner: MinebeaMitsumi

ID	Startup	Business Description	Country
15	unerry, Inc	unerry takes big data from real world outings, from GPS data to Beacons and IoT, then analyzes the data with our AI & algorithms to discover insights and patterns for customers.	Japan
16	Neural Group (Thailand) Co., Ltd.	Neural Group, a leading AI image recognition company was established in Tokyo in 2018. We provide original AI camera analysis services which contribute to solving various social issues in cities and industries by combining our proprietary AI library and converting data such as the dynamics of people and vehicles in real space. We have an in-house engineering team with 29 innovative patent technologies. Our services focus on anonymous analysis that mainly do not identify privacy information and capture the flow and movement of objects with Real time Edge AI computing technology. Edge AI analysis enables smart cities by analyzing image data on-sight and only transmits meta-data to our analysis platform, which strongly enforce protection of privacy information. By Linking AI analysis data with city data platforms, digital signages, or webpages, we provide convenient experiences to all the people who live in the town. We have obtained stable operating experience through more than 50 projects all over Japan, including places with severe outdoor environments, and our own monitoring systems and anomaly detection systems make this possible. By Neural AI solutions, we aim to eliminate waiting time from a city and encourage the people to encounter convenient information.	Thailand
17	VCONNEX INDUSTRIA TECHNOLOGY J.S.C	In 2012, as a member unit of the Vietnam National Post and Telecommunications Group, we dedicated our first six years to the development and research of an internationally standardized OneM2M IoT platform, serving smart factories, intelligent agriculture, and smart cities. In 2019, we separated from VNPT to become an independent private enterprise and aggressively applied our Vconnex IoT Platform across a range of verticals, particularly in the smart home sector in Vietnam. Today, after over a decade of growth and development, we are supremely confident in our ability to research, develop, and manufacture IoT devices, holding a relatively strong position in the Vietnamese market in this field. Building upon our IoT foundation, every device and solution we provide boasts high technology content, systematicity, and long-term developmental sustainability. We always envision a crystal-clear picture of the future where everything can be easily connected in real-time. Whether you're transforming your home or your business, our solutions ensure seamless integration and functionality for years to come. Trust us to bring the future of connectivity to you today.	Vietnam