NO MORE POC
JUST IMPACT

with Japanese high-quality standards

Hutzper

COMPANY PROFILE

CONFIDENTIAL

About us

MISSON

Implement the cutting-edge technology as a reliable workforce.

— powered by Japan's craftsmanship

Hutzper

Company name

Hutzper Inc.

Date of Establishment Capital

April 1, 2020
Capital: USD 1.6M
Capital Surplus (included): USD 5.5M

Representative Number of employees

Hiro Onishi
90 People (As of April 2025)

Our services

Providing AI services for manufacturing industry

Office

Shinosaka-CSP building North-4F, 1-11-16 Nishinakajima, Yodogawa-ku,Osaka City, Osaka, 532-0011, Japan
TEL:+816-7777-2552
+ Tokyo / Nagoya / Thailand office(coming soon…)

Acquisition Standards

ISO/IEC 27001:2022
and JIS Q 27001:2023 (ISMS certification)
Certification registration number: IS 811223
Certified offices: Osaka Head Office and Kanto Branch
Date certified: October 21, 2024

Our Members (As of 2025.4)

Company founders

Founder & CEO Hiro Onishi

Global entrepreneurial experience, including launching a venture in Israel.

Deep expertise in developing AI/IoT solutions for the industrial sector.

Member of MENSA and an alumnus of the Softbank Academia program.

Co-Founder & COO Kota Kurose

Led numerous AI implementation projects at IBM Japan, earning top performance evaluations for three consecutive terms.

Proven track record in AI project management, grounded in hands-on experience in automotive manufacturing.

Co-Founder & CTO Kazuki Yumiba

Selected as a speaker at NVIDIA GTC 2020, the premier global AI conference.

Led a 5G demonstration project for the Japanese Government (Ministry of Internal Affairs and Communications). Academic background in advanced genome editing research.

Enrolled members

90 including part-time workers and interns

- Image Processing Engineers
- Optical Engineers
- Electrical Circuit/Control Engineers (PLC, etc.)
- Hardware Design Engineers
- AI Engineers
- Data Scientists
- DX PJ Managers
- Strategy Consultants

CONFIDENTIAL

Intellectual & Sophisticated

Hutzper

Our CTO, Hikaru Yuba, Named to Forbes 30 Under 30 Asia 2025

Recognized for exceptional technical acumen and profound societal impact.

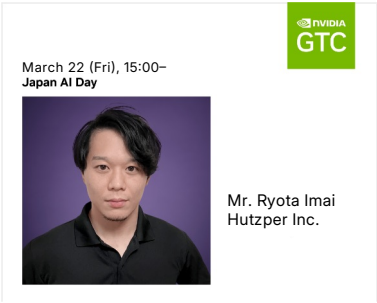
Featured in the prestigious 10th-anniversary Forbes list, spotlighting transformative innovators.

AI & Robotics Luminary, Takeo Kanade, Appointed as Technical Advisor

Global authority in AI & Computer Vision, renowned for seminal work.

Recipient of the "Nobel Prize of Computing" (BBVA Foundation Frontiers of Knowledge Award).

Hutzper Showcases Advanced AI at NVIDIA GTC 2024



Presented Hutzper's specialized deep learning applications for manufacturing.

Showcased advanced methodologies utilizing the NVIDIA software stack.

Major Clients List

Hutzper

Serving diverse over 200 clients from SMEs to enterprises, centered on manufacturing.

Food Manufacturing

大黒 / SUZETTE / food / nissui group / フランソア / ファイン FINE JAPAN / フジッコ / 吉田ピーナツ食品株式会社

Chemicals / Textiles / Pharmaceuticals

SANYO 山陽製紙株式会社 / 錦城護謨株式会社 KINJO RUBBER CO.,LTD. / Nitto Innovation for Customers / TAIYO YUSHI / ロートは、ハートだ。 ROHTO / movika

Automotive / Machinery

エクセレント株式会社 / KOEI / Kawasaki Powering your potential / SunMax / 技 NWK NANIWAKOUSAKUSHO / TOYOTA / TECHPORT / NITTOU / MITANI SEISAKUSHO

Steel / Metal

NK工業株式会社 / ナミテイ株式会社 / JFE 条鋼 株式会社 / 住友商事グローバルメタルズ株式会社

Electronics / Components

COLOR KINETICS JAPAN / CCS / CLC 長州産業 / CEW / TOSHIBA

Logistics / Transportation

ANA Inspiration of JAPAN / Osaka Metro / SGH SAGAWA / 物流業の枠を超える 郵全株式会社

Telecom / Infrastructure / Others

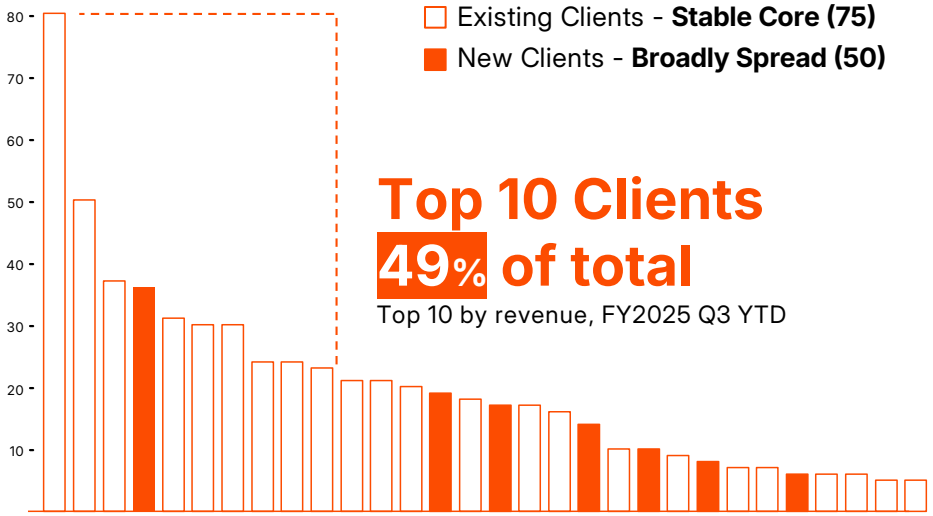
NTT西日本 / SoftBank / Tomorrow, Together KDDI / あなたの「いつものつなぐ」を創る。エネコム / ENEOS / Iwatani / Marubeni / ORIX

CONFIDENTIAL

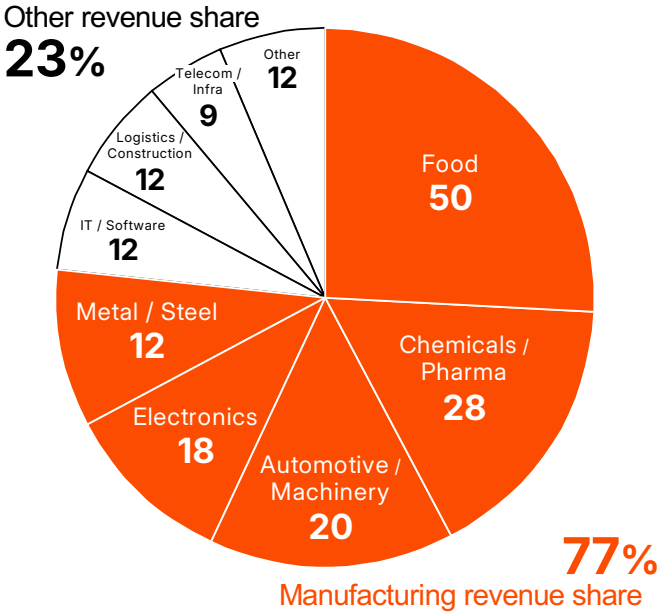
Diversified Customer Base

Hutzper

Revenue Distribution by Client



Client Breakdown by Industry (by count)



Broad coverage not only for specific major companies, but also for SMEs.
Leveraging technologies developed in manufacturing and applying them to other industries.

CONFIDENTIAL

Founding Story

The Problem We Were Founded to Solve

A critical paradox exists in Japan's key manufacturing sector (20% of GDP): despite global hype, AI adoption on the factory floor remains minimal.

The "PoC Trap"
AI projects remained costly experiments, failing to deliver real impact.

A Widening Labor Gap
A critical labor shortage threatened the future of manufacturing.

The Reality on the Floor
Despite the hype, AI adoption in actual factories was minimal.

Our Answer: The Hutzper Way

Risk-Free Adoption

Eliminates PoC risks with a flexible, cancel-anytime subscription.

One-Stop Specialization

Integrated hardware and software, specialized for the factory floor.

Hybrid Intelligence

Optimized for real-time control and secure data management.

What We Provide

Hutzper

AI Packaged Products

Visual Inspection

End-to-end support from imaging to rejection, enabling fully automated visual inspection.

Workforce Optimization

AI creates optimal staffing plans from basic inputs, considering compatibility and workload.

Local RAG System

Proprietary extraction and query tuning deliver reliable accuracy in a fully local environment.

Custom Dev.

「Hutzper Analytics」

We customize advanced tech to on-site needs and provide hands-on support through execution.

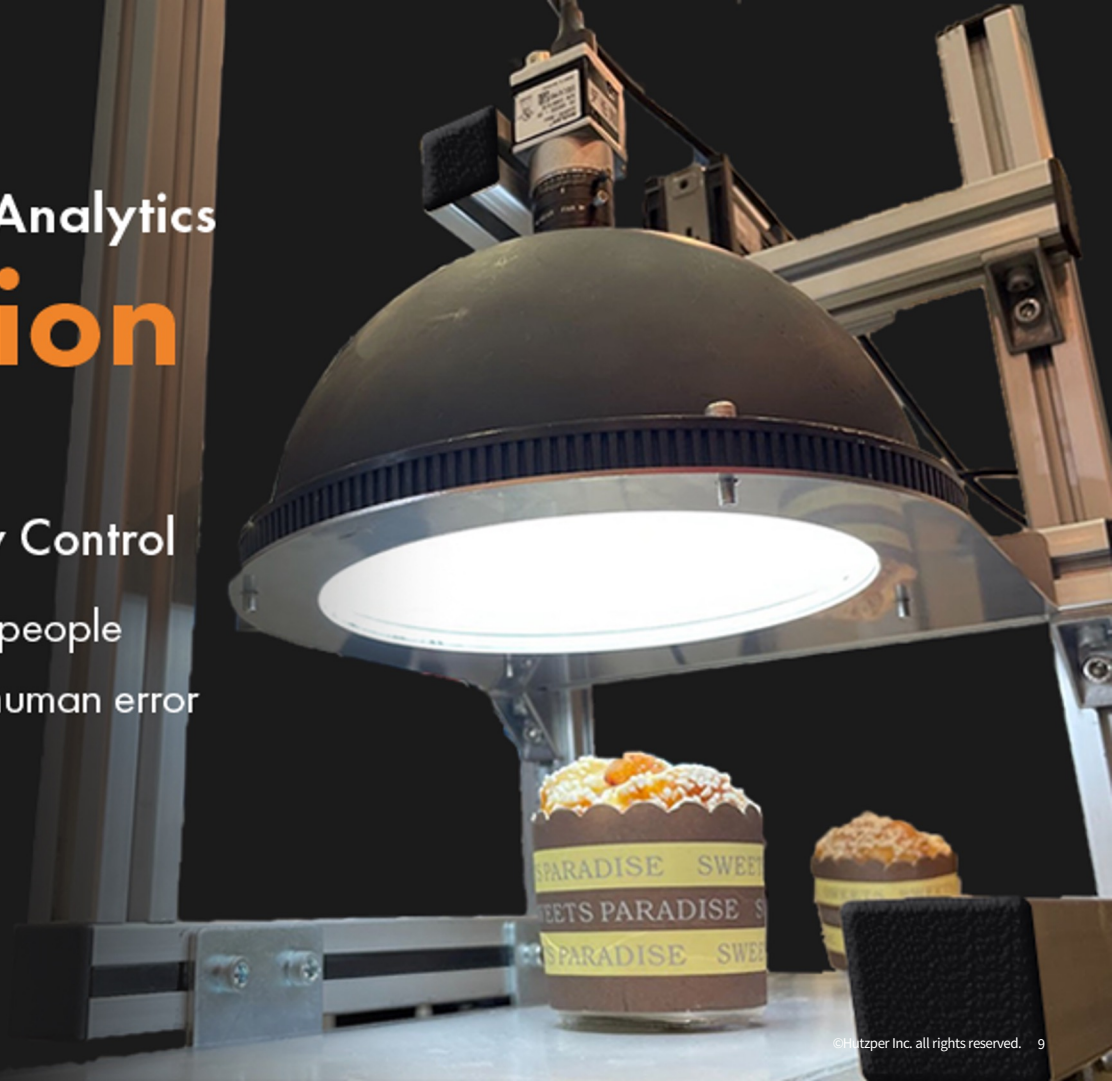
Hutzper

Visual Inspection & Quality Analytics

Hutzper Vision

Visual Inspection AI Saves Labor and Improves Quality Control

- AI checks product quality instead of people
- Solves labor shortage and reduces human error
- Experts support setup and operation



CONFIDENTIAL

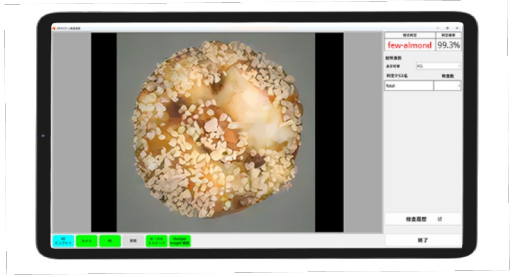
#1. Delivers high-accuracy AI specialized for visual inspection

#2. Achieves quick return on investment

#3. Integrates both hardware and software as a total solution

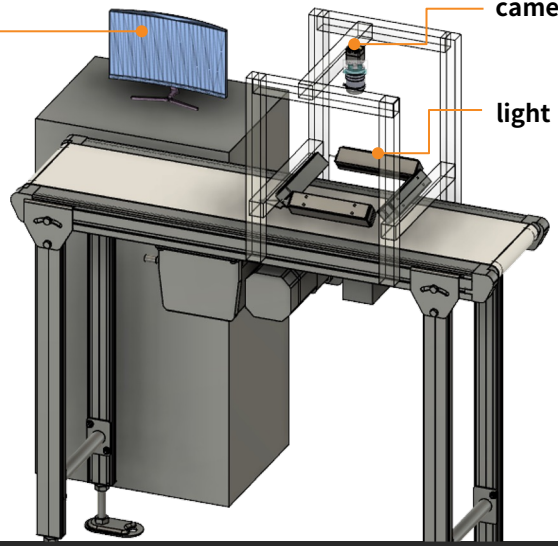
#4. Provides both inspection and quality management features

On-site Display

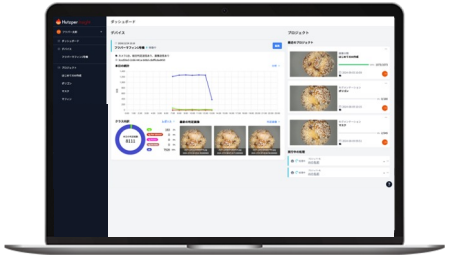


Real-time defect detection

Easy threshold adjustment



Management Applications



Data trends and quality insights

No-code AI development

AI retraining

Hutzper

Providing seamless support across all phases and continuous assistance until full on-site adoption

Total Support

Data and know-how accumulation & utilization

Consulting → **Hardware Design** → **Data Collection** → **AI Development** → **Operation Relerning**

Consulting

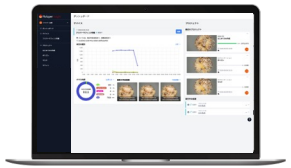
Define objectives, evaluation metrics, and ROI hypothesis together with the client.

Consulting

Plan what, how much, and under what conditions to collect; support annotation.

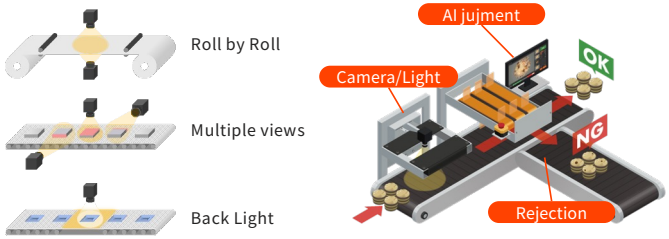
Equipped with quality management functions

Hutzper Insight



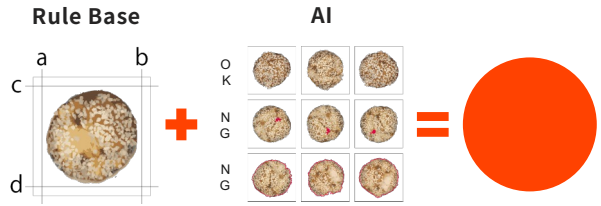
Built-in management app Hutzper Insight enables visualization, auto-reporting, and JIS control charts.

Advanced optical design / Includes transfer & rejection systems



Optimize lighting, camera, and jigs; design including transfer and rejection systems.

Optimal algorithm selection / Rule-based combination available



Use best-fit algorithms; combine rule-based and deep learning for both accuracy and interpretability.

Hutzper

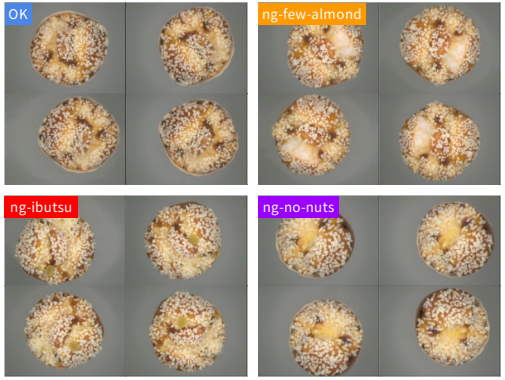
Achieves consistent, reproducible inspection without reducing line speed.

Our AI solution

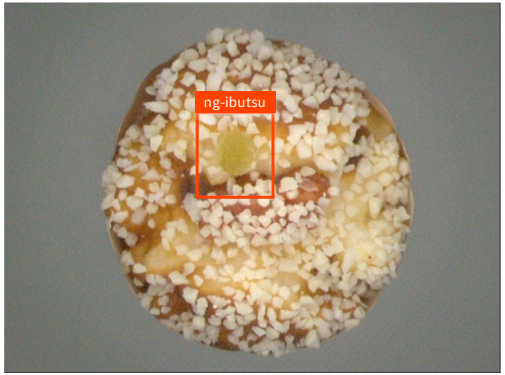
Stable, Uninterrupted Operations
- Unique AI + rule-based logic fills the “gray zones” in quality judgment.

Continuous Improvement
- No-code retraining and quick model recovery after threshold adjustment.

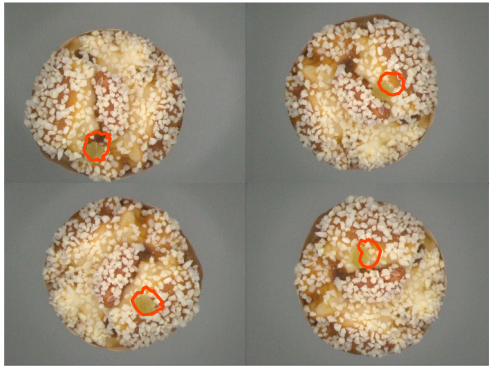
Image Classification



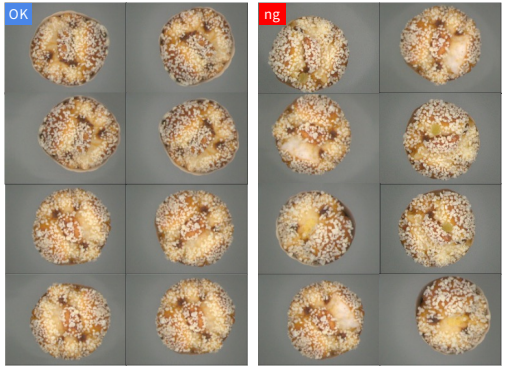
Object Detection



Segmentation



Anomaly Detection



Edge AI for uninterrupted inspection

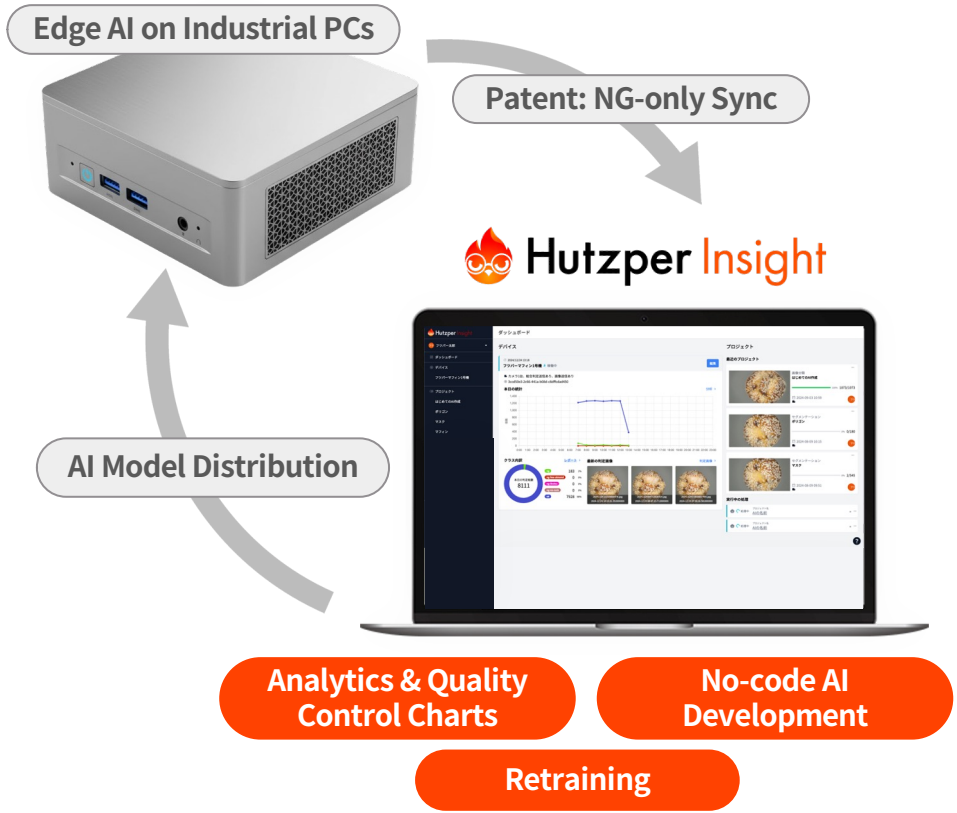
Runs visual inspection locally on industrial PCs
— fast, offline, and adaptable to on-site conditions.

Patent：NG-only sync

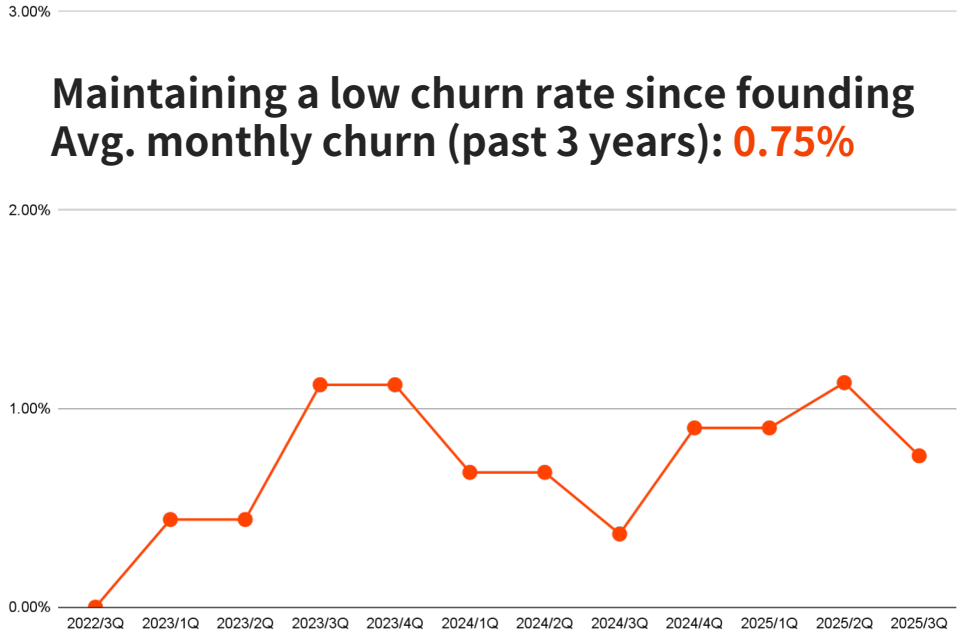
Uploads only defective images to the cloud,
reducing data load and security risk.

No-code：Improvement & Quality control

“Hutzper Insight” lets users retrain models and
manage quality — all without coding.



Proven performance in Japan’s demanding manufacturing sector



Maintaining a low churn rate since founding
Avg. monthly churn (past 3 years): 0.75%

As market adoption grows, churn remains low at 0.76%

Customer trust continues to strengthen

Churn Rate ※1

0.76%

(Recent 12-month average)

Main Cancellation Cases

- **End of product production**
- **Investment limits or business downturns**
- **Plan changes (new models or categories)**

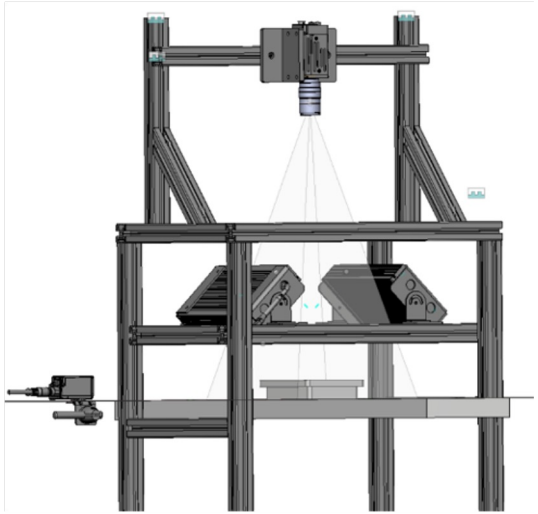
...etc

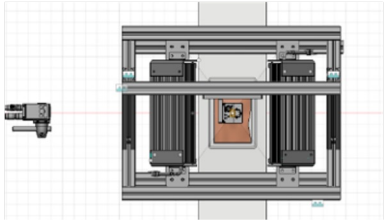
*1 Churn rate =
monthly cancellations ÷ previous month’s license revenue ×100 (12-month average)
*2 Based on “Hutzper Insight” license revenue data

Optical design tailored to each target

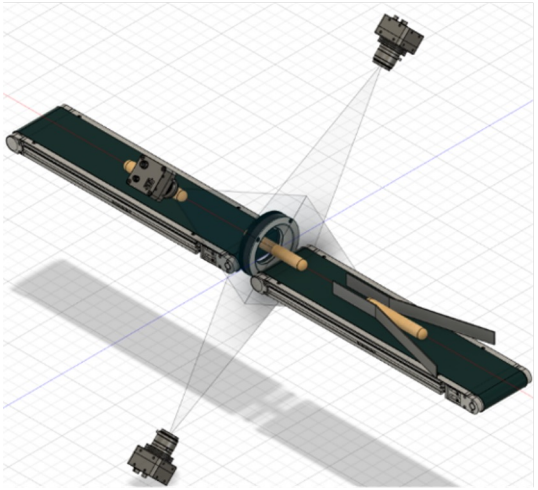
Hutzper

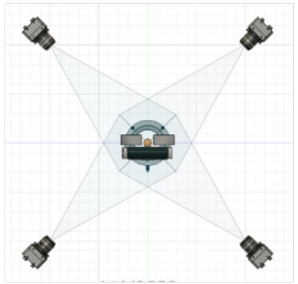
Tray-based inspection



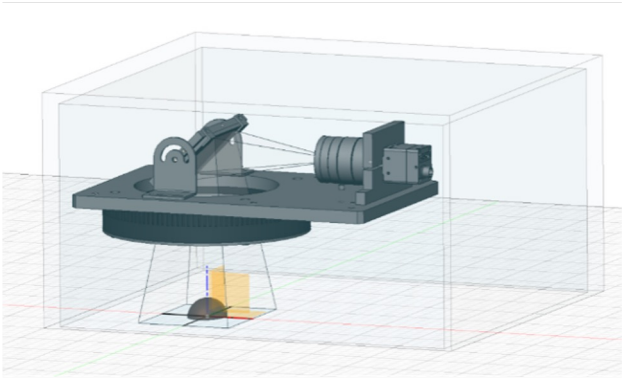


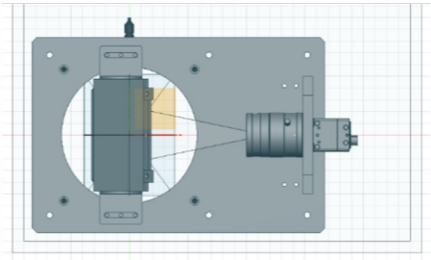
Rod-shaped inspection





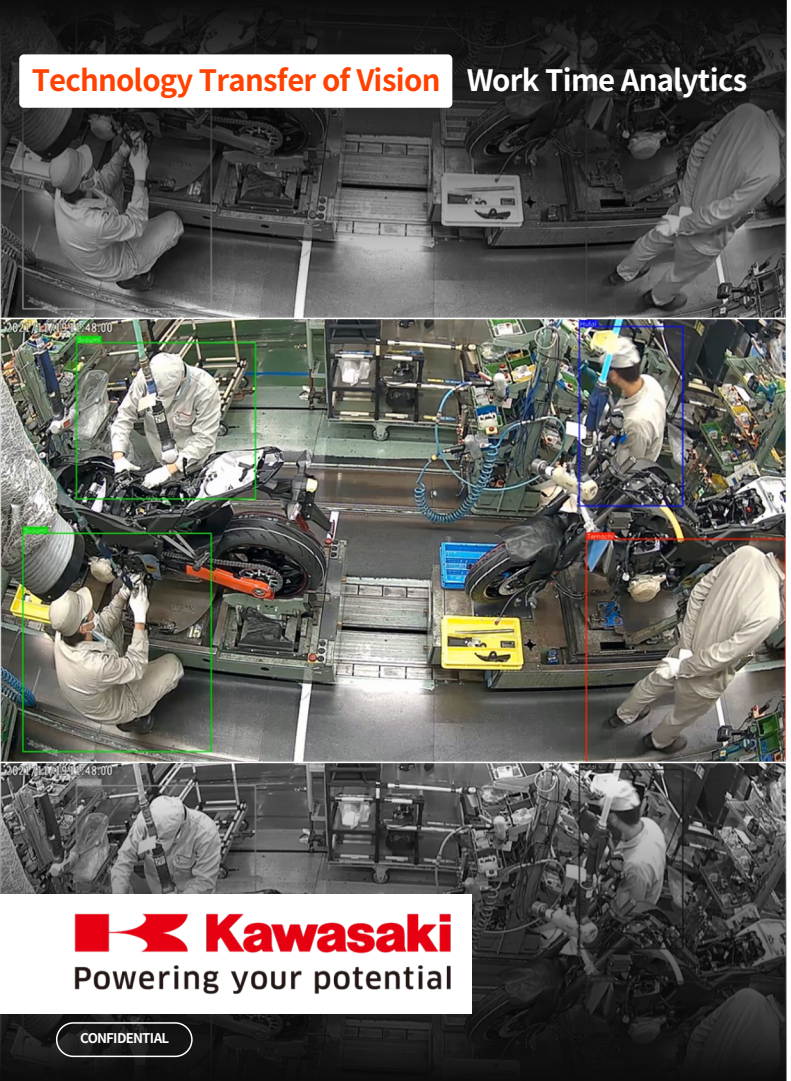
Dome-based inspection





Industry	Object
Food & Beverage	baked sweets
	deep-fried sweets
	rice cookie
	breads
	dried food
	nuts
	chocolate
	cut potatoes
	noodles in a bag
	preserved food boiled in soy
	fish
	frozen food
	retort pack
	bottled beverages

Industry	Object
Pharmaceutical	cultured cell
Rubber, Glass & Plastics	rubber products
	glass bottle
	resin gears
Metals & Machinery	steel material
	light bulb
	clutch plate
	screw
Textiles & Chemicals	rolled paper
	fiber filters
	films
	tube
Electronics & Semiconductors	display
	electronic substrate



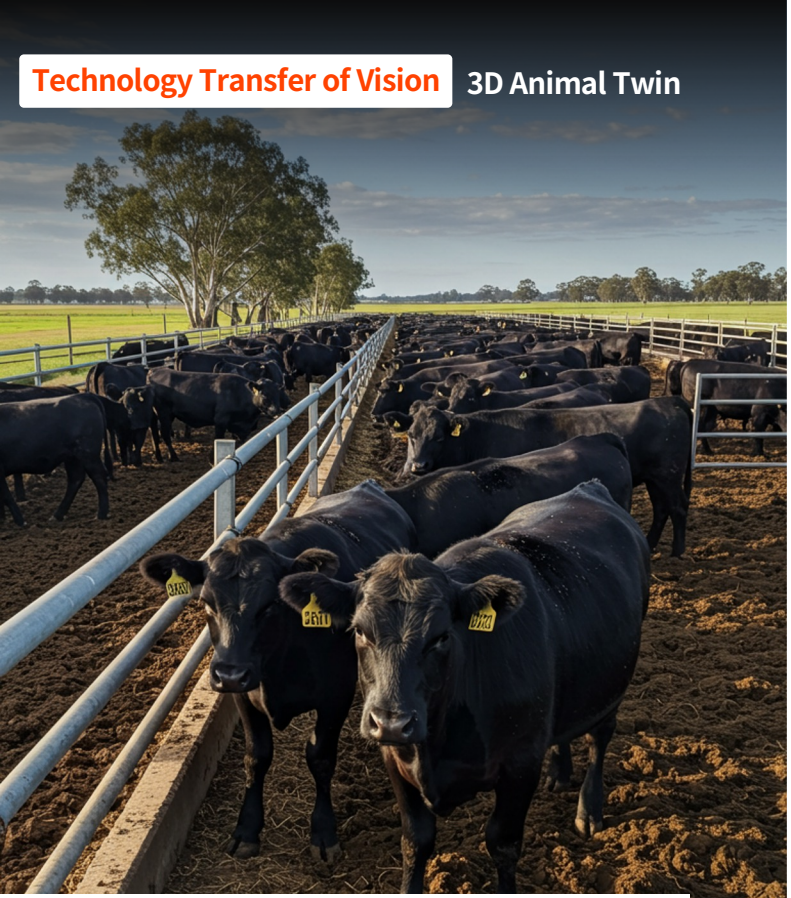
Kawasaki Heavy Industries – Mobility Assembly Line Behavior Classification AI

Business Idea Overview

We developed a behavior-classification AI model using footage from network cameras installed on the assembly line in Kawasaki Motors.

The AI classifies worker activities (Work / Preparing / Waiting tasks).

By using a non-skeletal detection approach, the model remains robust against occlusions caused by tools and equipment. The system dynamically measures the duration of each behavior, enabling further improvements in productivity.



Technology Transfer of Vision 3D Animal Twin

Marubeni × Hutzper

CONFIDENTIAL

Bringing AI's Eyes to primary industries

Business Idea Overview

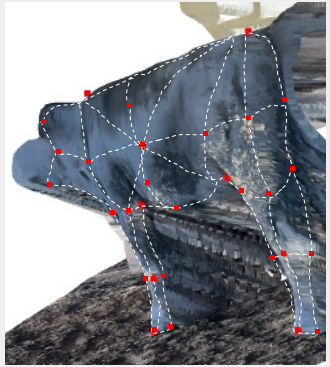
- Using 3D image analysis, estimate cattle weight and feed intake non-contact from a single camera.
- This demonstrates reduced labor burden on farms and visualization of livestock data.

Shooting

Captured with RGB-D camera

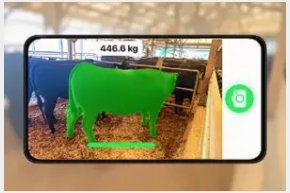
Measure surface length

Measures surface distances



Estimate weights

- Extracts 140+ spatial features
- Estimates weight using metadata (age, breed, sex)
- Fast, fully local inference



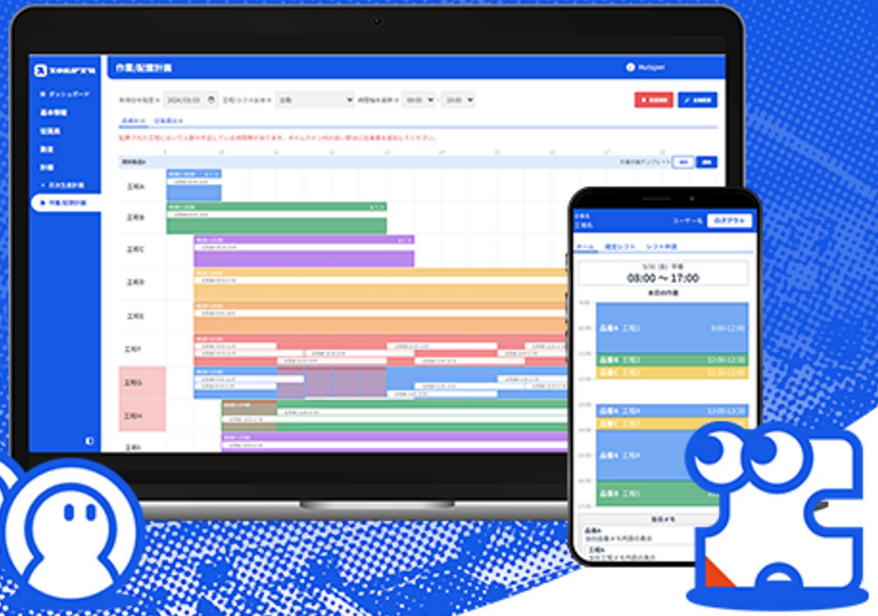
Hutzper

Workforce Optimization AI

Hutzper Allocation

AI-Driven Staffing Optimization Based on Skills and Productivity

- AI suggests best workers for each task
- Quickly adapts to schedule changes
- Tracks and manages each worker’s skills



CONFIDENTIAL

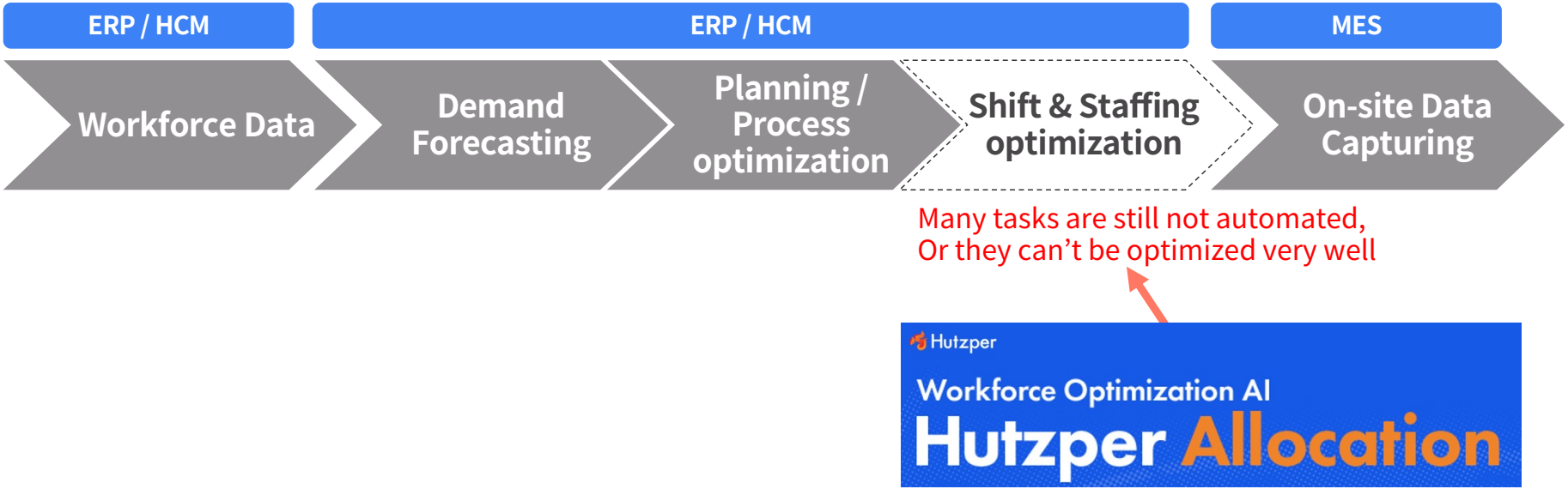
Why we do?

Hutzper

Already Exists

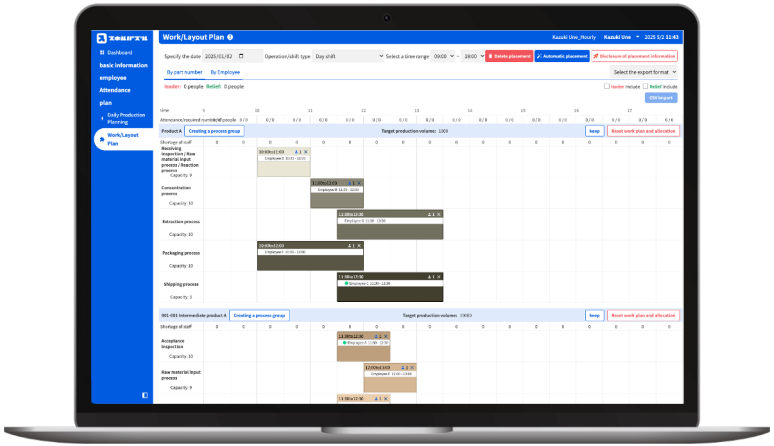
Global staffing optimization tools don’t exist.

We turn Japan’s labor-efficient know-how into an easy SaaS for better workforce planning.



Eliminate Waste & Maximize Workforce Efficiency

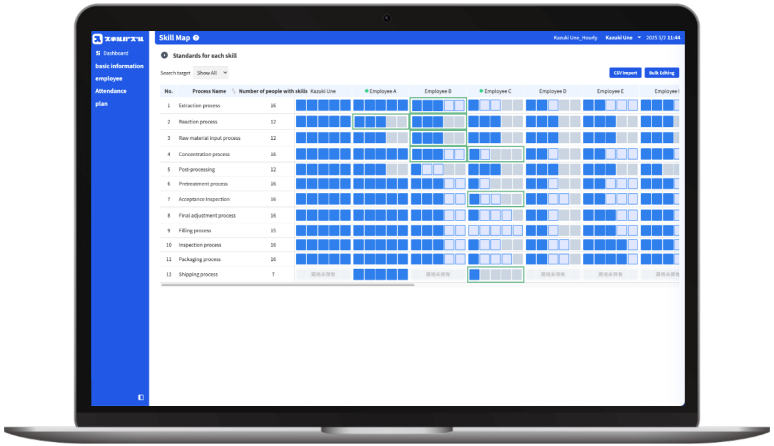
Create daily or monthly plans with AI-powered automatic allocation based on registered skills and processes.
Supports simulations, partial edits, and integration with other systems via CSV import.



Boosts productivity and efficiency, even in complex production environments.

Visualize Skills & Accelerate Workforce Development

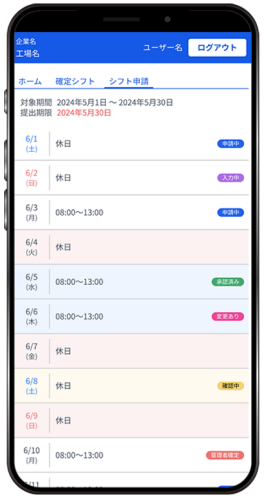
Track and evaluate employee skill levels and certifications with clear visibility. Eliminates manual tracking with Excel or paper, and supports multi-skilling, reskilling, and performance reviews.



Smarter skill management for improved training and HR planning.

Smart Shift Management via Mobile

Employees can easily submit and check shifts from their smartphones.
Finalized schedules are shared in real-time.



Streamlined shift coordination and improved communication.

Key Allocation Criteria

#1. Shift & Production Schedules

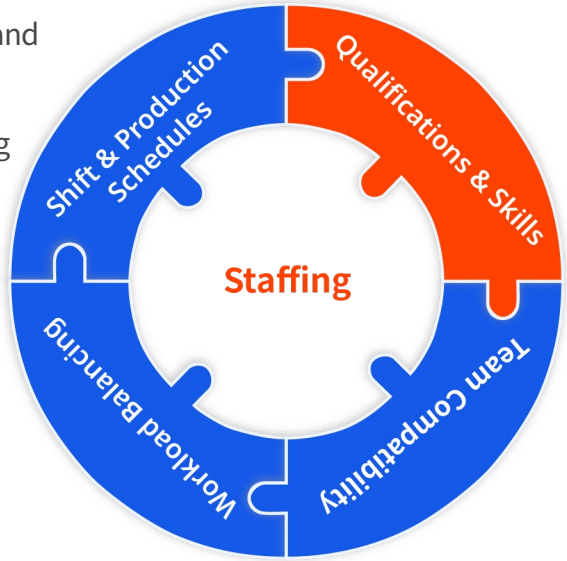
Easily import and integrate external attendance or production plans.
Supports complex, multi-process workflows and time-specific planning.

Benefit: Smooth integration with your existing systems and flexible support for dynamic production needs.

#2. Qualifications & Skills

Limits task assignments based on required certifications and skill levels.
Optimizes team-wide skill coverage to enhance safety, quality, and productivity.

Benefit: Smart deployment that maximizes team performance and operational stability.



#3. Workload limitation

Adjust assignments based on physical workload or task intensity.
Helps create a worker-friendly environment through fair rotation.

Benefit: Prevents overburdening employees and supports well-being on the shop floor.

#4. Team Compatibility

Avoids mismatched pairings or redundant placements of skilled workers.
Customizable rules to reflect interpersonal dynamics and operational needs.

Benefit: Fine-tuned assignment logic that reflects real-world team dynamics.

Industry	Occupation
Automotive Parts	Assembly Lines
Transportation Equipment	Final Inspection Lines
Pharmaceuticals	Batch Production
Printing	Insertion & Packaging Lines
Electronics	Precision Assembly Lines
Cosmetics	Production Lines
	Filling Process
Stationery	Production Lines
Waste Management	Household Collection Routes
Funeral Services	Staff Scheduling

Industry	Occupation
Food & Beverage	Bread
	cut vegetable & fruit
	processed food
	souvenir snacks
	retort
	baked sweets
	seafood
	beverage
	Product Delivery Routes
Logistics	Inspection & Packing
	Handling Operations

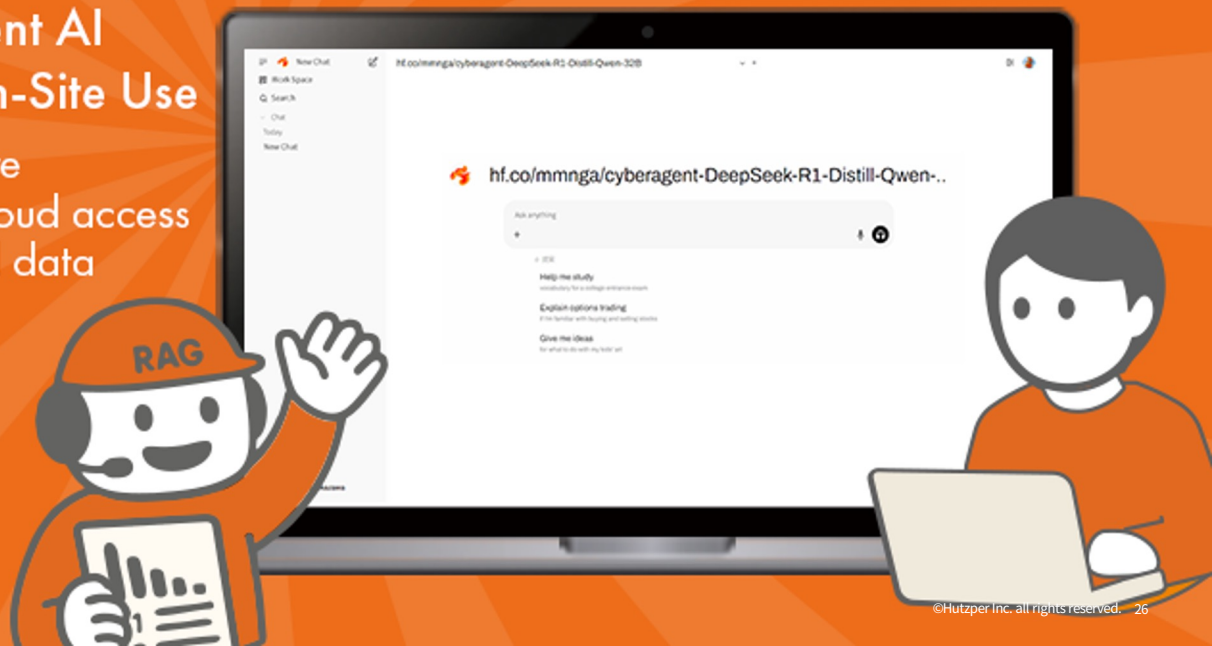
Hutzper

Offline LLM, with unique extraction tech

Hutzper RAG

Fast, Private, and Cost-Efficient AI for On-Site Use

- Keeps your data safe and private
- Works even in places with no cloud access
- Supports extraction of structured data such as PowerPoint



CONFIDENTIAL

Hutzper

Question

Local Environment
(no external connections)

Hutzper RAG

RAG Database

LLM

① Unique information extraction

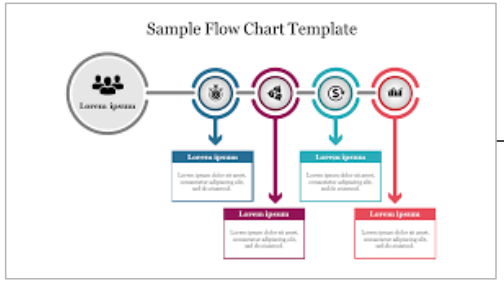
② Unique query enhancement

③ Answer in local environment

Answer

Combining multiple extraction logics enables advanced information extraction, **including image data.**

Input（Source Documents）



Extraction Logics

Text extraction
Extract embedded text

OCR
Extract characters visible only as images

Image analysis
Capture arrows, boxes, and relationships

Layout analysis
Group extracted elements

LLM structuring
Combine outputs from multiple methods

Hutzper

Tailor-Made AI for Your Workflow

Hutzper Analytics

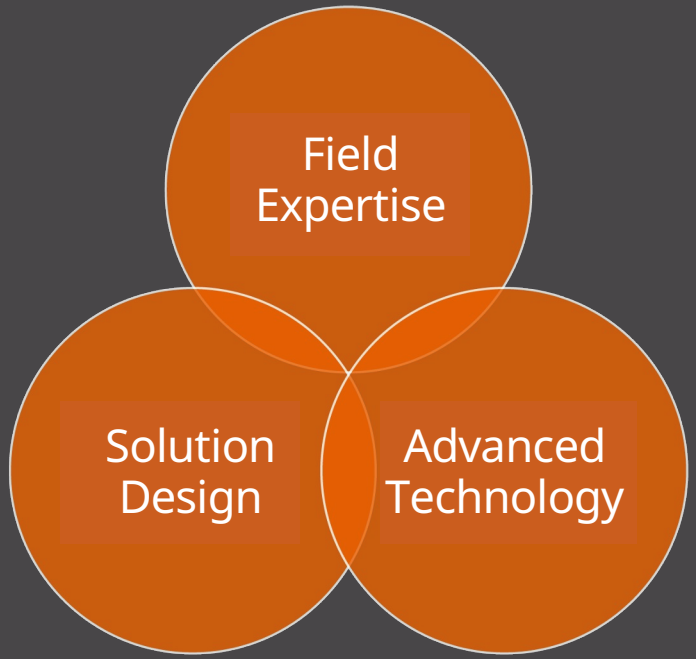
AI-Driven Staffing Optimization Based on Skills and Productivity

- We build AI that fits your work
- Helps with forecasting, quality checks, and more
- Supports from planning to operation

CONFIDENTIAL

AI for the Field, from the Field

Hutzper



01 Committed to Solving On-Site Challenges

With a strong focus on the manufacturing and logistics industries, we have built a deep understanding of real-world issues through over 3,000 on-site visits and more than 900 successful AI deployments.
Our field-first approach ensures we deliver practical tools and optimal solutions tailored to your specific needs.

02 Analytical Design That Solves the Right Problem

We don’t just deploy the latest technology—we start by understanding your true needs and designing the right analysis to solve them.
Our team applies machine learning and data science to a wide range of data types, including table data, images, natural language, behavioral data, 3D point clouds, production processes, and geo data.

03 Cutting-Edge Technology with Proven Results

Our experts have published in top journals and presented at global conferences such as GTC 2024.
We also hold international patents in generative AI, demonstrating our ability to apply the latest innovations in real-world applications.

To optimize aircraft parts inventory, we have launched a verification project focused on demand forecasting using advanced AI modeling methods.

ANA
Inspiration of JAPAN

Project Overview：

- Aircraft require a wide variety of parts with strict safety requirements, long lead times, and high costs, making inventory planning a major challenge.
- **Developing lifetime-estimation algorithms** using ANA's extensive data and expertise.
  The system will allow users to further improve model accuracy over time.

Usecase

Hutzper

Industry	Target	Description
Manufacturing	Video analysis	Work-time analysis of employees using footage from network cameras
Manufacturing	Video analysis	Worker identification using gait recognition
Manufacturing	Video analysis	Operation-time analysis of robots
Manufacturing	3D analysis	3D scanning of pressed products and defect generation in 3D space
Manufacturing	Prediction & optimization	Sensor data analysis and optimization of wastewater treatment methods
Manufacturing	Prediction & optimization	Optimization of koji-making conditions using koji-production data
Manufacturing	NLP & Recommendation	Automatic recommendations for safety risk countermeasures inside factories
Manufacturing	Image analysis	Automation of smartphone kitting (app installation) checks
Manufacturing	Prediction	Exploration of similar flavors and demand forecasting for new products considering marketing factors
Food / Livestock	3D analysis	Acquisition of 3D animal data and weight estimation
Food	Prediction & optimization	Demand forecasting and production optimization using forecast data from sales representatives
Automotive	Prediction	Prediction and optimization of energy consumption per process using production data
Automotive	Prediction	Failure prediction of vehicle parts and optimization of maintenance proposals based on maintenance records
Automotive	Data analysis	Correlation analysis of driving data and driver sensory evaluation
Marketing	Optimization	Dynamic seat pricing for airlines

Usecase

Hutzper

Industry	Target	Description
Logistics	Prediction	Container inventory forecasting at ports based on past performance
Logistics	Optimization	System to optimize loading of construction materials onto trailers
Logistics	Optimization	Selection of optimal logistics hub locations using historical order and transport data
Construction	Image analysis	Safety gear (harness) detection for workers using cameras
Construction	3D analysis	Interior defect detection system for newly built properties
Tourism / Art	Image generation	Design-generation AI for Japanese traditional crafts
Tourism	NLP	Conversational AI for bus tour guides
Environment	Image analysis	Automated traffic volume monitoring using cameras
Retail / Warehouse	Optimization	Optimization of product placement and walking distance in warehouses
Chemistry	Education	Hands-on DX training package for DX departments (analysis & design methods)
IT	Education	Hands-on training package for SIers (OCR / LayoutLM)
Aviation	Prediction	Aircraft parts failure prediction using maintenance data
Publishing	Prediction	Reducing teaching material waste through demand forecasting
Real Estate	Image & Geo analysis	Aerial image analysis and identification of unused land
Genetics	Data analysis	Useful microorganism discovery AI using genetic analysis data for organic cultivation

EOF

CONFIDENTIAL