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Foreword

Digital workforces and online learning are here to stay. As our lives continue to move online and onto the cloud, cyber security is gaining even greater urgency. Intelligent automation and artificial intelligence are happening at scale. And there are long overdue changes in the world’s health and agriculture systems, with the development of brilliant new technologies that are being accelerated by environmental, social and governance (ESG) concerns as strategic business priorities. Investors have taken note of this acceleration as well. There has been a surge of activity across the globe with investors going head-to-head to compete for the biggest and best deals. And with the number of funding deals increasing each quarter, there has also been a significant amount of “FOMO” — the fear of missing out — in the market with investors looking to make deals and with first-time financings surpassing the 2020 levels.

Non-traditional investors have taken a more active role as well, with a growing number of private equity firms, hedge funds, mutual funds, pension funds and family offices seeing the returns that are being generated by private companies and looking for ways to get in on the action.

Sustainability is winning the world’s attention

Many of the largest deals globally have had a cleantech focus, and there is a strong tailwind of interest in sustainability-focused companies overall. In fact, the latest quarterly KPMG Private Enterprise Venture Pulse report saw a huge jump in interest in sustainability-focused technologies that are changing the way we live and work for the better. Demand was spread across a range of sectors, including cleantech, fintech, health and biotech, and it’s expected that the need for these types of solutions will continue in only one direction ... and that way is up.

Trends to keep on your watch list

Following COP26, sustainability and climate change are likely going to be top of mind for a long time. Around the world, government policies are converging with the startup ecosystem to solve key issues in society; a trend that is going to accelerate its pace as we move into a post-pandemic new world.

International investment has picked up considerably and investors are keeping a sharp eye on the best deals and to take advantage of new opportunities in less developed markets. This is not only driving up investment levels and deal sizes, but also helping to lift the maturity level of emerging tech sectors across Southeast Asia, Latin America and Africa. There was evidence of that, too, among the global finalists from Africa, Brazil, Bahrain, Mexico, Qatar and the UAE in the Global Tech Innovator competition.

It’s clear that borders are no longer boundaries for investors or tech entrepreneurs who want to take their business global. There are sectors such as fintech, business productivity, health and biotech continuing to attract significant investment as we head into 2022. And cybersecurity is expected to be a hot ticket for investors, given the increasing number of transactions occurring in the cloud.

ESG innovations are expected to grow, and you can already see increased investment interest in businesses with ESG-aligned business models, such as electric vehicles and foodtech.

KPMG Private Enterprise professionals have been supporting tech entrepreneurs for several years through the Emerging Giants practice. All this to say, the tech titans of tomorrow have been on KPMG professionals’ radar for a long time, and it’s becoming an even more exciting time to be part of the action.

Supporting the world’s emerging giants

KPMG Private Enterprise professionals have been supporting the tech titans of the future who are developing these ground-breaking innovations through the highly-focused Emerging Giants practices across the globe. To complement that support, several years ago KPMG Private Enterprise introduced what ultimately became the highly anticipated and hugely popular Best British Tech Pioneer competition.

In 2021, that competition was turned into a global event, with close to 700 tech entrepreneurs from 17 countries or jurisdictions competing for the KPMG Private Enterprise Global Tech Innovator title.

KPMG Private Enterprise is delighted to have this opportunity to announce and celebrate the 2021 KPMG Private Enterprise Global Tech Innovator winner Krilltech NanoAgtech, a rapidly growing agritech startup from Brazil.

Brazil is becoming one of the fast-growing tech hubs with a focus on areas such as fintech and agritech. And with ESG on the world’s radar, it wasn’t a surprise to find one of the most exciting new tech innovations growing there. Krilltech has developed and commercialized an amazing, patented solution for increasing crop quality and productivity in an economical and sustainable way.

A big congratulations to Krilltech and the 16 country and jurisdiction winners who also made it to the global finals and made the search for the tech titans of the future so intense and inspiring. It has been a pleasure to hear from tech titans from around the world and to hear of their ambitious growth plans.

You are encouraged to learn more about Krilltech and the 16 country and jurisdiction winners in this report.

That’s the amount of venture capital investment that soared to a new record high in the fourth quarter of 2021, as reported in the Q4’21 KPMG Private Enterprise Venture Pulse.

2021 was the strongest year for VC investment on record, in terms of both total deal value and the number of VC deals seen globally.

All in all, 2021 wrapped up as a truly unique year for investors and a big leap forward for tech entrepreneurs in rapidly emerging areas of cleantech and other ESG-related innovations.

USD171.4 billion

That’s the amount of venture capital investment that soared to a new record high in the fourth quarter of 2021, as reported in the Q4’21 KPMG Private Enterprise Venture Pulse.
Some of the leading venture capital funds are going to places like Egypt, Brazil and Colombia to find the next great startups. They recognize that’s where some of the biggest opportunities will likely be in the future. One of the great things about the KPMG Private Enterprise Global Tech Innovator competition was that the judges got to see some ground-breaking innovations from many of the newer tech hubs in Saudi Arabia, Brazil, Taiwan and Bahrain, showing how vibrant and strong the global tech community has become in both mature and emerging markets.

Conor Moore  
Head of KPMG Private Enterprise in the Americas, Global Co-Leader — Emerging Giants, KPMG Private Enterprise and Partner, KPMG in the US

Q4’21 marked the fourth consecutive quarter of record highs for VC investments² reaching more than USD171 billion globally. Investor interest in ESG and cleantech grew significantly, and that’s expected to keep growing. Following COP26, sustainability and climate change is expected to be even more top of mind — likely leading to more investments in ESG-related technologies particularly in areas like electric vehicles, clean energy, mobility and infrastructure.

Rarely has there been a better environment for the world’s fastest-growing tech entrepreneurs.

Anna Scally  
Partner, Head of Technology and Media and Fintech Lead  
KPMG in Ireland

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A global competition at scale

8 months,
700 tech innovators,
17 countries or jurisdictions
200 pitch rounds.

That’s what it took for the professional judging panels to search the world for the first KPMG Private Enterprise Global Tech Innovator — and the next potential tech titan.
Judging criteria

Each company was judged by a panel of industry experts. All presentations were scored under six categories with equal weighting to each.

The categories were:

1. **Innovation and disruption** — what is the competitive landscape and what is the company’s differentiator?

2. **Market potential** — what is the potential market size of the product or service? This could be in relation to an existing market (and therefore taking market share) or in the creation of a new market segment.

3. **Customer adoption** — is there evidence that the company’s product or service has sufficient customer demand to allow for company growth?

4. **Marketing/buzz** — does the company leader understand the best marketing strategy to reach the key customer base?

5. **Long-term potential** — does the company have a strong Go-To-Market/commercial strategy? Is it well thought through and articulated?

6. **Quality of pitch** — how well did the presenter communicate their story and value proposition?

Application forms were submitted at the country/region level. Each application was reviewed and scored — top companies were invited to the next country/regional round.

Each country held regional heats and/or finals consisting of a 3–5 minute pitch which was judged by a panel of industry experts (depending on country/region judging panel consisted of one KPMG participant and 3–4 external industry professionals OR all external industry professionals).

The winner from each country was invited to pitch at the global final in Lisbon in November 2021. The finals consisted of a 3 minute pitch to a panel of 5 judges — 2 KPMG professionals and 3 external industry professionals.
Introducing Krilltech NanoAgtech

What if it were possible to plant the same quantity of seeds or seedlings over the same time period, but increase the nutritional quality and productivity of the crops in an environmentally sustainable manner?

Krilltech, an agritech startup in Brazil and the 2021 KPMG Private Enterprise Global Tech Innovator winner, has unearthed an answer to that question.

Krilltech formed a partnership with Brazilian agricultural research corporation Embrapa and University of Brasilia and worked with researchers to develop and commercialize a nanobiotech solution that can shield crops from the impact of climate change and increase production without harm to the environment.

After 7 years of research, a disruptive solution was developed, patented, and introduced in the market as Arbolin Biogenisis, a naturally derived biodegradable organic product based on green nanotechnology. It helps farmers achieve more sustainable crops at harvest, while acting as an organic booster to production and quality as a biodegradable fertilizer, biofortifier and nutrient carrier.
Arborlin works in two ways: first, by converting harmful ultraviolet rays from the sun into blue light, which improves photosynthesis and plant development. Secondly, it makes crops more drought tolerant by reducing the amount of water needed to maintain their metabolic processes.

Krilltech has acquired more than 230 clients in less than 7 months following the Brazil Ministry of Agriculture’s approval of Arborlin. In that time, more than 23 different crops across 100,000 acres have been treated — including vegetables, soya beans, tomatoes, rice and strawberries. The result is impressive yield increases of 15 percent in rice and wheat, 20 percent in soya beans, 30 percent in vegetables and as much as 70 percent in strawberries. With these results, Krilltech has recently undertaken a project with local governments to supply its products to more than 160,000 family farmers and small organic farmers across Brazil.

Arborlin is also planned be used to enhance forest reconstruction. In partnership with the National Institute of Amazonian Research (INPA), Krilltech is supporting the recovery of degraded areas in nine states in the Amazon region to accelerate the capture of carbon credits, preserve habitats, and create local employment. Krilltech was invited to present at COP26 in Glasgow to highlight the company’s technology and its role in the Amazonian reforestation project.

With ESG at the top of the global agenda, Krilltech represents a new wave of future tech titans who are addressing current real-world challenges and bettering the lives of people and businesses across the planet. They should be proud that they have represented their country so well and succeeded in bringing their important innovations to the world.

We are thrilled to have been selected as this year’s KPMG Private Enterprise Global Tech Innovator. We faced remarkable competition from 16 of the most innovative tech entrepreneurs in the global finals. It is extremely gratifying and encouraging for Krilltech to be recognized among ‘the best of the best’. Our thanks to KPMG Private Enterprise and the Private Enterprise team KPMG in Brazil as well as the wider technology ecosystem for all the support that has been provided to us at every step of our growth.

Diego Stone
CEO, Krilltech
Website: https://krilltech.com.br/en/

Krilltech should be very proud of their achievements. Brazil is fast-becoming one of the newest and most relevant hubs of innovation in the world, and Krilltech is one more example of the high level of innovation and rapid growth seen throughout the country.

With ESG at the top of the global agenda, Krilltech represents a new wave of future tech titans who are addressing current real-world challenges and bettering the lives of people and businesses across the planet. They should be proud that they have represented their country so well and succeeded in bringing their important innovations to the world.

Diogo Garcia Correia
Emerging Giants Program Leader,
KPMG in Brazil
Meet the country and jurisdiction winners

The top tech innovator from each participating country or jurisdiction was invited to the final round of the global competition. Their innovations demonstrate how vibrant and strong the global tech community has become in both mature and emerging markets. KPMG Private Enterprise is pleased to have this opportunity to introduce them to the world.
Khula!

Khula! is a digital ecosystem based in South Africa, providing small-scale and commercial farmers with software and a marketplace to grow their businesses. After only 4 months, Khula! already has 7,000 farmers on its platform, and traded over USD900,000.

“We are incredibly passionate about building solutions for the agriculture value chain. Africa has approximately two-thirds of the world’s arable land. As well, two-thirds of the population depends on agriculture for their income, yet we still import as much as USD40 billion worth of food. Khula! has three apps: one for purchasing farm supplies for the farm; a trader app for selling crops to bulk buyers in real time; and a third to connect funders with those looking for funds.”

Karidas Tshintsholo
Chief Executive Officer & Co-founder

Website: https://www.khula.co.za/
Taajer

Taajer is a network-centric B2B trade platform uniting wholesalers and retailers under one digital roof. It facilitates transactions for retailers to buy goods at the best rates as well as benefit from exclusive deals offered by wholesalers on an advanced platform, tailored to the food service industry. In just 60 days, Taajer successfully engaged over 500 institutions in Bahrain.

“Suppliers demand cash payments upfront and they have concerns about their prices being exposed to competitors. Taajer empowers restaurants and suppliers to address these issues from a single epicenter. Our seller dashboard reveals key business analytics coupled with an advanced RFP system. Suppliers don’t have to be concerned about over-stocking; their prices are never exposed, and we help them sell excess stock and maximize their revenue.”

Omar Almunawer
Chief Executive Officer

Website: https://taajer.net/marketplace
Certn delivers fast, friendly and comprehensive background screening that helps businesses make fact-based background checks for hiring decisions. It lowers hiring costs and improves the user experience for applicants and recruiters.

“We started the company in 2018, and we are currently the 22nd fastest-growing company in the country. We’ve raised USD43 million to date in one of the largest Series As in Canadian history. This is all because getting information about consenting individuals hasn’t been accurate, scalable across multiple countries or available in real time. For us, it’s as simple as initiating a background check from our platform, getting the individual’s consent and issuing the background check within minutes.”

Andrew McLeod
Chief Executive Officer & Co-founder

Website: https://certn.co/
21strategies

21strategies is using proprietary B2B AI to protect the earnings before interest and tax (EBIT) of international corporates and hedge funds. Investors, commodity trading firms and hedge funds face a problem in making decisions in uncertain circumstances without knowing what the future outcome of those decisions might be. The company’s flagship product HEDGE21 is at the forefront of situational awareness of capital markets and algorithmic decision support for CFOs and company treasurers in navigating the uncertainty of capital markets.

“Our market is huge and unlimited by geographic region or industry because every organization faces uncertainty. In 2021, the first full year of our existence, and for example, HEDGE21 helped two chemical firms to make better tactical decisions about the timing and sizing of their currency hedge transactions. We have one vision: we transform how organizations make strategic decisions under uncertainty.”

Yvonne Hofstetter
Chief Executive Officer

Website: https://www.21strategies.com/
worxogo Solutions

In 2014, worxogo began with a single-minded aim to help companies improve sales productivity, and the worxogo Nudge Coach was developed from research at Stanford using cutting-edge behavior design and AI. The self-learning AI engine with proprietary deep-learning algorithms understands individual motivations and provides personalized coaching tips, appropriate challenges and rewards to nudge sales representatives and managers to improve their performance. To date, there are 80,000 professionals using this tech innovation.

“Thanks to technology, there’s an overload of data analytics, information and insights, but results really only come from action. We’ve used concepts from behavioral science to develop the Nudge Coach, which prioritizes an individual’s daily actions, sends it as a nudge then observes what types of nudges the individual responds to. Over a few weeks it develops an understanding of how the coaching should be adapted to improve their performance.”

Ramesh Srinivas
Founder and CEO

Website: https://www.worxogo.com/
**CattleEye**

CattleEye harnesses the capabilities of advanced AI in video analytics to deliver the world’s first academically verified autonomous livestock monitoring platform. It provides a completely new way of monitoring and gaining insights on dairy cows simply by walking them under a low-cost 2D security camera.

“Farmers need better data to improve genetics and farm efficiencies. That’s important from a net zero perspective, but also to monitor and improve animal welfare. CattleEye takes footage from security cameras around the property, which is pulled up into the cloud. A range of neuro networks identify the cow and specific insights that are fed back to the farmer to remedy situations with the animals. We recently started working with retailers Tesco and M&S to roll out the technology among farms in the UK, and with the Council of Dairy Cattle Breeding in the US as well.”

**Terry Canning**
Co-founder & Chief Executive Officer

Website: https://cattleeye.com/
Identiq

Identiq is the world’s first fully peer-to-peer identity verification network. It allows companies to validate new users based on the experience and trust of other network members — without sharing any sensitive customer data or identifiable information. Using Fully Anonymous Identity Resolution, a tested cryptographic technology, network members can strive to ensure the data they hold matches that of the other members, without ever sharing any data between them.

“We are solving the age-old problem of how a person proves they are who they say they are online. Hundreds of apps are visited by individuals daily and they determine if those identities are trusted. Companies working in silos can’t leverage any of that information, and have to rely on third-party data providers and the risk of privacy exposure. We bring three values to our network members and their customers: a better experience for trusted users; quick identification of ‘bad actors’; and 100 percent privacy of customer data.”

Shmuli Goldberg
Chief Marketing Officer

Website: https://www.identiq.com/
Flat.mx

Flat.mx is flipping the way homes are sold in Mexico. With a deep layer of technology and data, Flat simplifies the painful process of buying or selling a home. Flat.mx can sell your home in less than 10 days and offers fully renovated homes at a much lower price than new ones.

“Mexico was one of the fastest-growing ecommerce countries in the world last year. We started by creating data from the ground up. We collected more than 40 million data points and contacted 40,000 homes. This allowed us to create a complete catalog of options for people to sell their homes. Now, people can sell their homes in a matter of days rather than months or even years. For buyers, we created a completely new category of homes that we call ‘certified homes’ — properties that have been through 200 inspection points and a full legal review, with a buyback guarantee.”

Bernardo Cordero
Co-founder

Website: https://www.flat.mx/
Defined.AI

Founded in 2015 by its founder Daniela Braga, Defined.ai collects and structures data for everyday human computer applications such as smart speakers and virtual assistants, chatbots, biometric authentication and real-time machine translation. The AI market potential is huge, with more than one-half of US households using one or more smart assistants at home and while driving.

“AI technology continues to be incorporated into every aspect of our lives, and we are reshaping how the AI industry innovates. By advocating for ethical and bias-free models, and giving others the tools that will make their products as inclusive as possible, the Defined.ai team is creating the future in real time. We’re setting the standard and promoting the already rapid evolution, adoption, and application of AI technology.”

Daniela Braga
Founder and CEO

Website: https://www.defined.ai/
SkipCash

SkipCash is a mobile payment app that uses QR codes for payments. It helps consumers reduce their dependency on paper money and merchants to accept digital payments with less hardware and at lower costs.

“Our mission is to provide an enjoyable experience for consumers and merchants through instant, cashless payments using smartphones. With both customers and merchants on the same platform, we are removing the traditional hardware complexity in accepting secure, cashless payments. Providing easy, digital cash payment options for transportation, outdoor events, food delivery has high value for both merchants and customers. We are now scaling up the business to be available to serve the two million visitors attending the World Cup Games.”

Mohammed Al-Delaimi
Founder & Managing Director

Website: https://skipcash.app/
Natufia

Natufia is the world’s first fully integrated and automated indoor smart hydroponic kitchen garden. It is a fully contained standup cabinet gardening system for growing produce at-home, in restaurants and hotels, representing a USD45 billion market opportunity. The company has more than 20 patents across the US and Europe, making it virtually impossible to replicate the technology.

“Food security has been one of the most prevalent challenges of the 21st century. Traditional agriculture uses as much as 70 percent of water reservoirs worldwide and accounts for 80 percent of deforestation. Ninety percent of the earth’s soils will be fully degraded by 2050, making it impossible to grow crops sustainably. Natufia is disrupting the way people think about their food by decentralizing food production through a fully autonomous hydroponic system that is pesticide and GMO-free.”

Gregory Lu
Founder and CEO

Website: https://natufia.com/
Sherpa.ai

Sherpa.ai, a European company focused on deep tech AI, helps companies grow and compete by taking full advantage of AI, combining advanced machine learning (ML) at scale, with professional services from experts in several AI disciplines.

“We have built a platform that can train AI models with private data while preserving privacy — even from different companies’ data. We are compliant with current and future regulations, and our technology has received the CogX award — one of the highest forms of recognition in the AI industry — as the “Best Solution to be Compliant with Tech Regulations” and as a finalist for the “Best Innovation for Data Protection and Privacy”.

Xabi Uribe-Etxebarria
Founder and CEO

Website: https://sherpa.ai/
InfuseAI

InfuseAI is an open-source machine-learning (ML) platform that uses a subscription model to help companies develop train and deploy machine learning models at scale. The company’s product, PrimeHub, equips enterprises with consistent yet flexible tools to develop, train, and deploy ML models at scale. By improving the iterative process of data science, data teams can collaborate and innovate better, and InfuseAI is trusted by research institutes and clients in industries including financial services, industry manufacturing, and healthcare, and has achieved 71 percent quarter-over-quarter growth in 2021 with 144 self-serve installations in the third quarter.

“We are on a mission to make AI workflow ten times faster by automating the data model inside loop. Data has been the major driver of innovations, and Software 2.0 is now the way that we create new software using data instead of human-based logic programming. We are growing and building a team across Japan, India and the jurisdiction of Taiwan and we want to accelerate industry AI adoption, creating meaningful and responsible AI.”

Chia-Liang Kao
Chief Executive Officer

Website: https://www.infuseai.io/
KLAIM

KLAIM aims to simplify billing for healthcare payers and providers by uniquely combining technology and finance. The claim submission and adjudication processes are streamlined using AI along with a dedicated network and payment solution that can issue payments to healthcare providers within 7 days.

“Our healthcare system is under stress, and insurance companies are not making it easier for insurance claims to be paid to doctors, which can be delayed by an average of 113 days in the UAE. Klaim.ai is the only next-generation claim funding platform for healthcare providers, allowing them to concentrate on running their practices while we take care of easing their cash flow and boosting their financial performance.”

Karim Kevin Dakki
Chief Executive Officer & Co-founder

Website: https://klaim.ai/
FIDO Tech

FIDO AI is the world’s only tech which detects leaks and leak size in real time from any audio or vibration file. As data-as-a-service leak detection solution, FIDO is scalable with more than 92 percent accuracy.

“Globally, we lose between 30 and 60 percent of the water we produce through leaky pipes in our water networks. At FIDO, we have made a commitment to ward off ‘day zero’ — the day the world runs out of water — by using non-proprietary, center-agnostic open data, using any audio file from any device to provide information about a potential leak, its size. Customers can go straight to dig without the need for any human analysis. There are no more excuses — it’s time to stop day zero.”

Victoria Edwards
Chief Executive Officer & Co-founder

Website: https://www.fido.tech/
United States
winner

Vendr

Vendr is forever changing how companies buy and renew SaaS. As a SaaS buying platform, Vendr makes it possible for the fastest-growing companies to purchase SaaS without friction and at a fair price.

“We help every company buy the right SaaS at the best price. We’re on a mission to fix B2B sales. I see a future world where we can reduce suppliers’ costs of acquisition by 50 percent and put those savings back into the pockets of customers through lower prices. Vendr is only 3 years old, and we have already processed more than 4,000 transactions — totalling USD500 million in sales — and saving more than USD100 million for our customers. And we’re just getting started.”

Ryan Neu
Founder and Chief Executive Officer

Website: https://www.vendr.com/
Country and jurisdiction finalists

Close to 700 tech entrepreneurs from 17 countries or jurisdictions came forward to compete for the KPMG Private Enterprise Global Tech Innovator title. Here are the tech innovators who made it to the final round of the competition in their country or jurisdiction, and the opportunity to pitch their innovations to panels of local and global industry professionals.
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— Omniflow
— Taikai
— Ritmos Empolgantes LDA

Qatar
— Karty LLC
— C Wallet Services
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— Dibsy
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— Mawidy
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— A.V. Mapping Co., LTD
— Cloudmed Co.,Limited
— FUNTEK
— Giftpack
— Guzip Biomarkers Corporation
— KryptoGO
— TMYTEK
— Yo-Kai Express Inc

United kingdom
— Huboo Technologies
— Nourish3d
— Quantum Science
— hero
— Memory Lane Games
— PinPoint Data Science
— Signifier Medical Technologies
— Deep Branch Biotechnology
— Trojan Energy
— Vertical Future
— Cambridge Spark
— Codices
— Desana

United arab emirates
— Key2enable Assistive Technology
— LogisEye Solutions
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— HTX Labs
— Nowigence Inc.
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