

Executive Summary

What We Do

“STRATIO unlocks the limits of the Vision for Safer Self-Driving.”

STRATIO, INC. (STRATIO) was founded in 2013 as the culmination of a decade of work done at Stanford Univ. and we are committed to bring Infrared Vision to the Mass Market through our New Image Sensor Structure & Deep know-how knowledge in Germanium (Ge)-based Nanofabrication Processing

What We Make

STRATIO designs & manufactures Ge-based Short-Wave Infrared (SWIR) Image sensor (128 x 128 and SWIR full HD(1920 x 1080) and Spectral sensor (1x8 and 1x16) sensor and a to meet the increasing demand for low-cost SWIR imaging solutions, driven primarily by the ADAS (US\$ 30.9B in 2022), Home Appliances (US\$ 56.32B in 2022, washing machine only) , and Defense (US\$ 200M in 2022, SWIR sensor only),

- STRATIO’S first product is an **all-in-one spectrometer, LinkSquare** that has established itself as a leader in the Visible and Infrared (400 – 1,000 nm with the first version) spectrometer market.
- STRATIO has also launched the **SWIR camera, BeyonSense 1, w/ a 128x128 resolution SWIR sensor**, in Nov 2022.

Founders and Management Team

- Jaehyung James LEE (CEO)
 - Seoul National Univ. EE B.S.
 - Stanford Univ. EE M.S. & Ph.D
 - Consultant at Boston Consulting Group
- Youngsik Kim (VP of Engineering)
 - Seoul National Univ. EE B.S.
 - Stanford Univ. EE M.S. & Ph.D
 - System Engineer at ASSIA
- Yeul Na (VP of Technology)
 - Seoul National Univ. EE B.S.
 - Stanford Univ. EE M.S. & Ph.D
 - Researcher at APIC
- Jinhnyung Lee (Advisor)
 - Stanford Univ. Professor
- Mike Wiemer (Advisor)
 - CTO at Mojo Vision

Company Summary

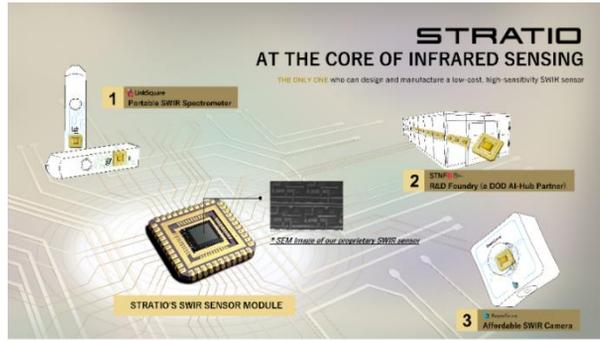
- Founded 09 Jan 2013
- Offices Location:
 - US: San Jose, CA
 - Korea: Seoul
- Number of Employees: 20+
- www.stratiotechnology.com

Funding Summary

- Funding History \$ 11M+
 - \$ 4.5M+ Private Investment
 - \$ 5.5M+ Government Grant
- Current Funding Round
 - Series B, >\$15M, by 4Q 2023
- Use of Proceeds
 - For Full HD SWIR Sensor
 - For Aggressive Sales & Marketing
 - For Partnership Development

Key Achievement

- SBIRs (NSF, NIST, ARMY, Airforce)
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- Sensor related Patents 15+
- POCs with Tier 1 B2B customers: LG Display, LG Electronics, Samsung Electro-Mechanics)
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- Tier 1 Accelerators (Alchemist, Luminate, Si Catalyst)
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- SPIE Prism Awards (2022 & 2023)
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- Series A from Tier 1 VCs
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- Selected as part of ME Commons Northwest AI-Hub
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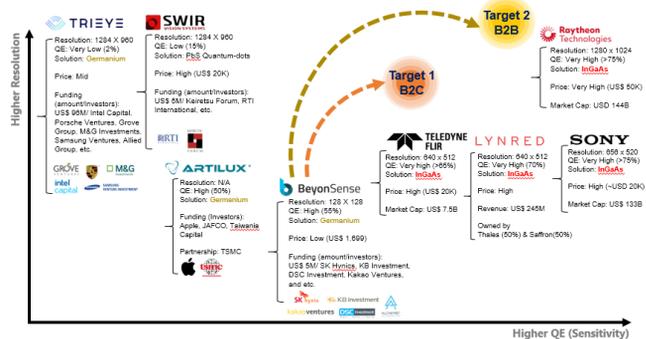


Business Model

STRATIO currently has three primary revenue sources: Sales from LinkSquare & BeyonSense products as well as R&D foundry services through the STNF (STRATIO’s in-house R&D foundry).

- LinkSquare (<https://linksquare.io/>) and BeyonSense (<https://beyonsense.io/>) have garnered significant sales and interest from these diverse clients including tier 1 customers
- STNF (<https://stnf.io/>) has successfully attracted business from both local and major companies in Silicon Valley, strengthening its position.

Competitive Analysis



STRATIO’s Ge-based SWIR sensor already surpass those of other Ge-based SWIR sensor startups in terms of sensitivity. To aggressively target the ADAS market, our strategic plan involves taking the lead by promptly developing full HD resolution.

Financial Projections

Our project for the revenue is to exceed **US\$40 million in target sales by 2027**, with plans for an IPO or M&A in the following year. Our sales strategy involves two key product lines: providing less than US\$ 10 (1x8) spectral sensors to the home appliance market by early 2024 and introducing full HD SWIR (1920x1080) image sensors that can be as low as US\$ 100 to the automotive (ADAS) market starting in 2025.

Contact Information

J. James Lee, Co-founder and CEO
 +1-650-796-7456
 james.lee@stratiotechnology.com