

X-HUB TOKYO～GLOBAL STARTUP ACCELERATOR

Program Application Guidelines (Course 3)

February 19, 2018

Administration Office

Application Period

February 19, 2018 (Mon.) – March 18, 2018 (Sun.)

How to Apply

Fill out all required fields on the entry form and submit it via the official program website
(URL: https://www6.webcas.net/form02/pub/tokyo/program_03).

Duration of Program

April 16, 2018 – Late July 2018

Business Expansion Support Course

Singapore Course*

* Please note that this is not an overseas employment program.

Contact

Administration Office, Deloitte Tohmatsu Venture Support Co., Ltd.

(Contact Persons: Asama, Matsushima)

E-mail: x-hub.tokyo@tohatsu.co.jp

1. Program Background And Goals

In the United States, most innovation is created by venture businesses. Similarly in Japan, the leading companies that move industry forward start out as venture enterprises. Thus, in order to maintain and expand its competitiveness as a global city, Tokyo must foster the growth of a large number of venture businesses that can compete on the global stage.

In light of the above, we have launched a program to support the global expansion of venture businesses and other startups in Tokyo. This program offers overseas expansion support, including business matching with foreign corporations and venture capitalists, pre-matching training to refine company pitches, and other similar services. Through the program, venture businesses in Tokyo are provided with an opportunity to form partnerships that they will need when expanding overseas.

2. Eligibility

The purpose of this program is to provide Tokyo venture businesses etc. with overseas expansion opportunities; therefore, we welcome applications from individuals or companies that satisfy all of the following requirements.

- (1) Applicants must be a Tokyo venture business (i.e. a company that works with cutting-edge technologies, business models etc., and has an office in Tokyo; sole proprietors are welcome to apply as well).
- (2) Corporations may only apply if they have been founded less than ten years prior to April 1, 2017.
- (3) As a rule, applicants must have services/products for overseas expansion.
- (4) Applicants must be seriously considering business expansion in the region covered by the course. Additionally, program attendees must be an executive officer at their Tokyo venture business or have a position of authority that allows them to make decisions regarding overseas expansion.
- (5) Some aspects of the program will be conducted partially or entirely in English. Attendees of such programs must have a working knowledge of English.
- 5) Applicants must be able to attend all kickoff events, scheduled programs, and outcome announcements.

* Going forward, we plan on creating courses and offering programs related to other countries and regions. Please be advised that, in the event of a large number of applications, new applicants may be given priority over previous course attendees.

3. Application Period

February 19, 2018 (Mon.) – March 18, 2018 (Sun.)

4. How to Apply

Fill out all required fields on the entry form and submit it via the official program website (URL: https://www6.webcas.net/form02/pub/tokyo/program_03).

5. Application Review Schedule

March 18, 2018	Application deadline
Late March – Early April 2018	Application review*
Early April 2018	Notification of results
April 16, 2018	Course 3 Kickoff

* If necessary, application review may include interviews conducted in person, by telephone, or by other means.

6. Business Expansion Support Course

Singapore Course*

* Please note that this is not an overseas employment program.

7. Primary Fields/Areas

For maximum effectiveness, the course will focus on the following fields and areas:

Primary Fields/Areas: Healthcare, IoT

* The above list isn't exclusive and is not intended to preclude applications from Tokyo venture businesses that are involved in other fields/areas.

8. Program Schedule

April 16, 2018	Course 3 Kickoff
April 16 – Late July 2018	Program

* Barring any unavoidable circumstances, all participants must attend the kickoff event and the rest of the program.

9. Program Overview, Location

Please see Attachment: Program Overview.

10. Important Information

(1) Please be advised that applications will not be considered if any of the following is applicable:

- (a) If the applicant violates any laws or standards of decency, or if there is any likelihood of the same;
- (b) If the content of the application is incomplete or otherwise defective;
- (c) If the applicant provides false information at the time of application, or otherwise makes fraudulent statements to the Administration Office;

- (d) If the applicant belongs to an organized crime group, as defined in Article 2, Item (ii) of the Tokyo Metropolitan Ordinance for Eliminating Organized Crime Groups (Tokyo Metropolitan Ordinance No. 54 of 2011; hereinafter the “Ordinance”), or if the applicant’s representatives, executive officers, employees, or other people affiliated with the company are organized crime group members or associates (as defined in Article 2, Items (iii) and (iv) of the Ordinance.)
- (2) All information, including personal details, provided at the time of the application will be utilized and shared by Tokyo Metropolis, its trustees, and the participating Partners (hereinafter “Tokyo & Trustees etc.”) to the extent necessary for the program. Additionally, applicant information will not be provided without prior approval to third parties other than Tokyo & Trustees etc.
- (3) Please note that, if Tokyo & Trustees etc. determine that a participant is unfit to take part in the program, said participant may be withdrawn from the program mid-course.
- (4) The review and selection of program participants will be conducted by municipal trustees and approved by Tokyo Metropolis.
- (5) Inquiries concerning the progress or outcome of the application review will not be answered.
- (6) In regard to the review, selection, and approval of program participants, Tokyo & Trustees etc. make no guarantees concerning the application information etc. of program participants.

11. Contact

Please direct all inquiries concerning the program to:

Deloitte Tohmatsu Venture Support Co., Ltd.

1-11-1 Marunouchi, Chiyoda-ku, Tokyo 100-6211

Contact Persons: Asama, Matsushima

TEL: 080-3412-4074

Hours of Operation: Weekdays, 10:00 AM - 5:00 PM

Email: x-hub.tokyo@tohatsu.co.jp

Attachment: Program Overview

■ Preliminary Support Program (See Note 1 below)

Title	Number of Sessions (planned)	Content	Partner	Date(s)	Location
Global Legal Session	1	A seminar-style presentation by visiting legal experts (attorneys etc.) who will provide an overview of local legal systems and discuss things to keep in mind during business expansion.	TBA	Late April to early May	Global Business Hub Tokyo (Ōtemachi)
Power Pitch Training Session (Group Sessions)	1	A seminar-style presentation by experts who will discuss the fundamentals of English communication and pitch-making that will be essential in pursuing overseas expansion.	NYU SPS Tokyo	April 24	NYU SPS Tokyo
Power Pitch Training Sessions (One-to-One Sessions)	<i>See Note 2 below</i>	Individual training in English communication and pitch-making, provided by experts.	NYU SPS Tokyo	<i>See Note 2 below</i>	<i>See Note 2 below</i>

1. The Preliminary Support Program will also include an introductory brush-up session conducted by matching coordinators from the Administration Office prior to the Matching Program.
2. Number, time, date, and location of sessions can be arranged through individual consultation with instructors (some limitations will apply).

■ Matching Program

Title	Number of Sessions	Content	Partner	Date(s)	Location
Global Accelerator	1 (See Note 3 below)	A presentation by visiting overseas accelerators on the state of local ecosystems and program utilization methods. Its goal is to help the participants better understand how to utilize local accelerator programs, and to encourage the global expansion of Tokyo-based venture businesses. In addition, participants will engage in one-on-one discussions with accelerators, receiving feedback on establishing a business presence overseas.	See Note 5 below	Mid-May	Global Business Hub Tokyo (Ōtemachi)
VC Speed Dating	1 (See Note 3 below)	Speed Dating (short/elevator pitch practice) with visiting overseas venture capitalists . By receiving feedback from a venture capitalist perspective, participating companies will have the opportunity to tailor their strategies and fundraising approaches to local business models.	See Note 5 below	Mid-May	
Online Business Matching	See Note 4 below	Online business matching using teleconferencing systems etc. for networking with local companies that are compatible with participating companies from a business standpoint, followed by discussions to help establish business partnerships. In addition, participants will receive feedback to help foster partnerships with local companies.	See Note 5 below	Early-June to Late-June	See Note 6 below

3. Following matching sessions in Tokyo, participants may request follow-up sessions via teleconference etc. with Partner companies.
4. We expect to match **each company admitted to the program with about 3 to 5 local businesses**.
5. Local companies, venture capitalists, and accelerators that will serve as Partners will be determined by Tokyo Metropolis and administrative trustees based on the business fields and growth stages of companies admitted to the program.
6. We plan to work individually with each participating company to ensure that everyone can make use of teleconferencing systems.
7. Program content is subject to change.