

X-HUB TOKYO—GLOBAL STARTUP ACCELERATOR

Program Application Guidelines (Course 1)

Administration Office

September 29, 2017

Application Period

September 29, 2017 (Fri.)—**October 15, 2017 (Fri.) ※Application Period is extended**

Application Method

Use the application form on this program's official website (URL: https://www6.webcas.net/form02/pub/tokyo/program_01). Fill in the required fields and send in the form.

Program Period

October 30, 2017 (Mon.)—mid-January 2018

Collaborative Partner/Course

Collaborative Partner: CIC, Venture Café Global Institute, Inc.

Course: Support Course for Expansion to the East Coast, USA*

*Please note that this program does not aim to send program participants overseas.

Contact Information

Administration Office, Tohmatsu Venture Support Co., Ltd.

Contact: Asama/Matsushima

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

1. Background/purpose of this program

In the United States, the majority of innovation is produced by venture companies. In Japan, too, leading companies at the forefront of industry are created from venture companies. Ensuring that Tokyo grows and maintains its competitive strength as an international city requires producing numerous venture companies that are globally active.

Given the above, a program is being launched that supports the global advancement of entities in Tokyo. It will carry out global advancement support programs that include matching startups with large overseas companies and venture capitalists, and training for presenting pitches prior to matching. Through this program, opportunities will be provided that include acquiring partners necessary when Tokyo venture companies and other entities expand overseas.

2. Eligibility for application (targeted applicants)

Since this program aims to lead to overseas expansion for venture companies from Tokyo, individuals or companies that fulfill the following requirements are eligible to apply.

- (1) The applicant is a venture company, having an office in Tokyo (a company that possesses advanced technology/business model, etc. and has an office in Tokyo; sole proprietorships are also eligible).
- (2) If a corporation, the applicant must have been established in the past 9 years.
- (3) As a general rule, the applicant possesses a service/product for the purpose of global expansion.
- (4) The applicant is specifically considering business expansion in the area targeted by the course. Also, participants in this program must be an executive officer, persons responsible for overseas expansion, or have decision-making authority in the Tokyo venture company, etc.
- (5) Some parts of the program will be conducted either partially or entirely in English. Participants in the program must be able to communicate in English.
- (6) Applicants must be able to participate in all 3 components, the Kick-Off Event, implemented program, and the Achievements Presentation Event.

Note: This project plans to establish courses and offer programs for each targeted country or region. Please not ~~Bear in mind~~ that once a venture company has participated in a program, if there are numerous applicants to programs in subsequent courses, it may be passed over for selection.

3. Application period

September 29 2017 (Fri.)—**October 15, 2017 (Sun.) ※Application period is extended**

4. Application method

Use the specified application form on this program's official website (URL: https://www6.webcas.net/form02/pub/tokyo/program_01). Fill in the required fields and send in the form.

5. Screening schedule

October 15, 2017	Application deadline ※Application period is extended
Mid-October 2017	Screening*
Late October 2017	Notification of screening results
October 30, 2017	Kick-Off Event

*When necessary, an interview may be held in person, by face-to-face meeting, phone, or etc. during the screening process.

6. Collaborative partner/Course

Collaborative Partner: CIC, Venture Café Global Institute, Inc.

Course: Support Course for Expansion to the East Coast, USA*

*Please note that this program does not aim to send program participants overseas.

7. Focus areas/fields

To increase the effectiveness of this course, it will focus on the following areas/fields.

Focus Areas/Fields:

Media, Fintech, Cleantech, Healthtech

Note: Venture companies, etc. in Tokyo that do not fall under the above areas/fields of focus are not prohibited from applying to the program.

8. Program schedule

October 30, 2017	Kick-Off Event
October 30, 2017	Program participation
–Mid January 2018	
Late February 2018	Achievements Presentation Event

Note: If selected for the program, program participants are asked to attend all 3 components, the Kick-Off Event, implemented program, and the Achievements Presentation Event.

9. Program outline

Refer to the attached Program Outline.

10. Program venue

Location will be designated by the Administration Office (in Tokyo)

Note: May change for each program

11. Points to note

- (1) Be aware that in the following instances an applicant will be ineligible for screening.
 - a. When an applicant has violated laws, etc. or public order and morality, or may do so
 - b. When the application content is insufficient or flawed
 - c. When an applicant provides false information when applying or makes other false statements to the Administration Office
 - d. When an applicant meets the definition of an organized crime group (an organized crime group as defined by Article 2, Item 2 of the Tokyo Metropolitan Ordinance for Eliminating the Organized Crime Groups (Tokyo Ordinance No. 54, 2011; hereafter, Ordinance)); in addition, when the representative, executive officer, employee, or other worker or member meets the definition of an Organized Crime Group Member, etc. (an Organized Crime Group Member as defined by Article 2, Item 3 and an Organized Crime Group-related Individual as defined by Article 2, Item 4 of the Ordinance)
- (2) Application information, including personal information provided in the application, will be utilized and shared within the scope necessary for this program by the government of Tokyo, the outsourcing agent, or collaborative partners (hereafter, Tokyo and the Outsourcing Agent, etc.). In addition, information provided on the application will not be shared with a third party outside of Tokyo and the Outsourcing Agent, etc. without obtaining consent in advance from the individual. Inquiries regarding the screening process and results will not be fielded.
- (3) In the event that Tokyo and the Outsourcing Agent, etc. determine that a participant is not suited to participate in the program, note that the participant may be asked to withdraw from the program before its completion.
- (4) The screening and selection of program participants will be conducted by the outsourcing agent and approved by the government of Tokyo.
- (5) In regard to the screening, selection, and approval of program participants, Tokyo and the Outsourcing Agent, etc. do not endorse whatsoever the application information, etc. of the program participants.

12. Contact information

Please use the following contact information for inquiries regarding this program.

Tohatsu Venture Support Co., Ltd.

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

Contact: Asama/Matsushima

TEL: +81-80-3412-4074

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

Attachment: Program Outline

■事前支援プログラム（※1）

Title	Frequency (planned)	Content	Collaborative partner
Global Legal Session	1	Experts for local legal system (lawyers, etc.) will be invited to provide information in seminars on topics such as summaries of the local legal system and points to note when expanding.	TMI Associates MORGAN LEWIS
Power Pitch Training Session (Group Sessions)	1	Experts will provide information in seminars on basic content for pitches and English communication necessary when aiming for overseas expansion.	NYU SPS Tokyo
Power Pitch Training Sessions (One-on-One Sessions)	5 (*2)	Experts will hold individual practical training for giving pitches and English communication.	NYU SPS Tokyo

(*1) In addition to the above, advance improvement sessions will be held by Administration Office matching coordinators as an advance support program.

(*2) The frequency and times can be adjusted after consulting individually with the instructor.

■Matching Program (*3)

Title	Frequency	Content	Collaborative partner (*4)
Remote Pitch	1	<ul style="list-style-type: none"> • In collaboration with overseas accelerators, etc., a pitch event will be held utilizing a video conferencing system. Tokyo startups will give pitches to large overseas companies with the aim of global business collaboration. • Large overseas companies interested in Tokyo startups will be invited to hold discussions on business collaboration. Feedback will also be gained on business collaborations with large overseas companies. <p>Note: One of the above is scheduled to be held.</p>	VCGI
VC Speed Dating	1	Speed Dating (elevator pitches) will be given by Tokyo startups to overseas venture capitalists to gain feedback. This will result in the opportunity to raise funds.	VCGI
Global Accelerator	1	Overseas accelerators, etc. will be invited to provide information on locally held programs. Discussions will also take place on an individual basis to receive feedback on local expansion. Ultimately, Tokyo startups will be recruited to take on the challenge of participating in a local accelerator program.	VCGI

(*3) After completion of a matching session in Tokyo, a follow-up session is planned to be coordinated with the collaborative partner for willing participants through means such as video conferencing.

(*4) The companies, venture capitalists, and accelerators to be invited from overseas will be announced as soon as decided upon.

(*5) Program contents are subject to change.