

X-HUB TOKYO~GLOBAL STARTUP ACCELERATOR

Application Guidelines (Batch 1)

June 4th, 2019
Administration Office

[Application Period]

June 4th (Tuesday) - July 1st (Monday), 2019

【Application Method】

Please send the required information through the entry form on the program's official website (URL: <https://www6.webcas.net/form02/pub/tokyo/program20190603>)

※ Please note that the information shared through the entry form (excluding personal information) will be shared with the BMW Group as a program partner and jury member of the screening process.

※ Please fill the entry form in English wherever possible.

【Program Period】

July 31st - Mid October

【Collaboration Program Batch 1】

Program partner: BMW Group

Batch 1: Mobility (*)

※ Please note that this program does not require the selected startups to travel abroad.

【Contact Information】

Deloitte Tohmatsu Venture SupportCo., Ltd.

Program Managers: Gempei Asama, Yuki Ono, Atsushi Tsukiyama

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

1. Background and purpose of this program

This program was envisioned to produce globally active companies from Tokyo by accelerating their global expansion by helping them understand and collaborate with large overseas/global companies that have sales channels around the world. The goal is to prepare these startups for partnerships with overseas companies.

In particular batch, we will match participating startups with the BMW Group, one of the world's leading mobility companies based out of Germany. For this program, we will collaborate with relevant organizations to hold sessions for deepening the understanding of European market conditions and needs of the automotive industry, etc. Startups will also be supported in their preparations by receiving support on brushing up their pitch & proposal materials, training in pitching and conducting English business talks.

2. Selection Criteria

Venture companies that are deemed most suitable to benefit from the program and match the following selection criteria will be selected:

- (1) The company needs to be a Tokyo-based startup. The company would need to possess advanced technology or an innovative business model. It is essential for the company to have a business office in Tokyo. This condition also applied to individual business owners.
- (2) In the case of a corporate entity, the company must have been established within the last 10 years.
- (3) Possess service or products, which are suitable for overseas expansion.
- (4) The representative participants of this program must be responsible for overseas expansion and possess decision making authority in their role at their company.
- (5) Some or all of contents of the program will be implemented in English. Program participants must be able to interact and respond in English through the contents of the program
- (6) Full participation throughout all the contents (kick-off, all sessions, and results) of the program.

※ Several different thematic batches are expected to be part of this program series. Please note that the program for a batch might be delayed if there a large number of applicants for subsequent program recruitment.

3. Application period

From June 4th (Tuesday) to July 1st (Mon)

4. Application method

Please send the required information through the entry form on the program's official website (URL: <https://www6.webcas.net/form02/pub/tokyo/program20190603>).

※ Please note that the information shared through the entry form (excluding personal information) will be shared with the BMW Group as a program partner and jury member of the screening process.

※ Please fill the entry form in English wherever possible.

5. Selection schedule

1 st July, 2019	Application deadline
1 st half of July	Inspection / Evaluation ※
Mid July	Results announced
31 st July, 2019	Kick-off event

※ If required, telephonic and in-person interviews may be conducted during the selection procedure.

6. Collaboration Program • Batch

Program partner: BMW Group

Batch 1: Mobility (*)

※ Please note that this program does not require the selected startups to travel abroad..

7. Priority areas

- Mobility
- Intersection of mobility and AI,IoT, etc.,

※ Companies not belonging to the priority areas will not be considered for selection.

8. Program schedule

31 st July, 2019	Kick-off event
1 st August ~	Program contents
Mid October	
21 st October	Demo day

※ Full participation throughout all the contents (kick-off, all sessions, and results) of the program.

9. Program outline

Please refer to the attached program outline.

10. Program location

Location designated by the program administration. (within Tokyo)

※ There might be multiple locations depending on the contents of the program.

11. Important points about the application procedure

(1) Applications might not be reviewed in the following cases:

(A) When the applicant violates laws or regulations or public order and morals, or is deemed as a risk to commit the aforementioned violations.

(B) When there is a defect in the application content

(C) In the case when the applicant submits false information or makes a false declaration in the application

(E) If the applicant falls under underworld activity (the Tokyo mafia exclusion ordinance (the Tokyo Metropolitan Government Ordinance No. 54 below, hereinafter referred to as the "ordinance") Article 2 second). Additionally when, a representative, officer or employees are members of organized crime groups (meaning gangsters prescribed in regulations Article 2 third and those involved in gangsters prescribed in Article 4).

(2) The application information, including personal information, to be provided upon application will be used and shared by the Tokyo Metropolitan Government and the trustee or cooperation partner (hereinafter referred to as "Tokyo Metropolitan Government and Trustee etc.") to the extent necessary for this program. Application information will not be provided to third parties other than Tokyo Metropolitan Government and trustees without prior approval.

We are unable to respond to inquiries regarding the selection progress and results.

(3) Applicants may be refused if deemed inappropriate for the program by the Tokyo Metropolitan Government and the Trustee.

(4) The screening of program participants will be conducted by the trustee and approved by the Tokyo Metropolitan Government.

(5) With regard to the screening, selection and approval of program participants, Tokyo and the operation trustee do not guarantee the application information of program participants.

11. Contact information

For inquiries regarding this program, please contact:

Deloitte Tohmatsu Venture Support Co., Ltd.

Marunouchi Nijubashi Building

3-2-3 Marunouchi, Chiyoda-ku

Program Managers: Gempei Asama, Yuki Ono, Atsushi Tsukiyama

TEL: 080-3412-4074

Inquiry time: 10:00 to 17:00 on weekdays

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

Attached sheet Outline of program

■ Advance support program

タイトル	回数 (予定)	Contents	Program partner
Kick-off event	1	Gather support agencies for the program and provide the necessary information and know-how for the course.	NYU SPS TOKYO etc
Mentoring session	5	Based on the needs of the BMW Group, we brush up basic materials (pitch materials etc.) and prepare for business negotiations for online matching.	Related accelerators such as German VCs, etc.
Power Pitch Training Sessions (One-to-One Sessions)	3 (※1)	Specialists will provide practical training in English communication, pitching and business negotiations for online matching.	NYU SPS TOKYO

(*1) The number of power pitch training sessions can be adjusted after individual consultation with the instructor.

■ Matching program (*2)

Title	Number of times	Contents	Cooperation partner
Online Matching	1	<ul style="list-style-type: none">• Hold an online interview with the BMW Group and get feedback on the business partnership.• In addition to the selected company and BMW Group, the administration secretariat will participate facilitate interviews.	BMW and others

(* 2) After the matching session in Tokyo, we plan to coordinate a follow-up session with the collaboration partner through teleconferencing for the desired participants.

(* 3) Program contents may be changed.