

Deeptech Researcher Launch Programme Specifications

1. Background

JETRO is a Japanese governmental organisation that promotes trade and investment between Japan and other countries. One of our core activities is to facilitate innovation between Japan and other countries, and as a part of this, JETRO supports the global expansion of Japanese startups, and also fosters the creation of born-global startups.

Based on this background, JETRO London will organise an acceleration programme for Japanese researchers to set their mindset to start their own businesses not only in Japan but also in the UK or other countries outside Japan.

2. Programme Outline

This programme is designed to support Japanese researchers to develop their mindset to commercialize their research seeds and effectively launch businesses based on their ideas abroad. It is an approximately 6-months hybrid programme of online and face-to-face sessions, including lectures for the mindset, commercialization of their research seed, customer interviews, etc. The face-to-face programme shall take place in Japan (Tokyo and Chiba) and the UK.

3. Programme Participants

- Japanese researchers
 - who must be PhD holders, post-doctoral researchers, or professors. Master's students may be included depending on the application volume.
 - be developing prototypes or have solid product/service concepts stemming from research IP ready for commercialisation.
 - who have not yet established their own companies, or who have already done so but have not yet raised funds.
- Number of participants: Approximately 30 for phase 1 and Approximately 15 for phase 2
- Target sectors: MedTech, AI, Quantum

4. Goals of the programme

Participants to achieve any or all of followings:

- (1) Understand the UK's business cultures and market
- (2) develop CXO mindset (Ideally CTO or CSO – not only CEO since not everyone is suitable for it)
- (3) Commercialise their ideas/prototypes
- (4) Improve their prototypes (PMF)
- (5) Opportunities to listen to and speak with startups founded by researchers and entrepreneurs together and successfully developed in the UK (Successful role model entrepreneurs)

5. Estimated Schedule

Mid-September 2026	Sign contract with a contractor
Late-September – late-October	Application opens
Late October	1 st Participants selection

November – February 2027	Programme delivery
- November	Phase 1 programme: Kick-off and online sessions
- December	Onsite Boot Camps at Tokyo and Chiba 2 nd Participants Selection
- January to February	Phase 2 programme: Online sessions
- Late February	Intensive Onsite programme (around 10 business days)
- March	Wrap up session
Mid-March	Final report submission
End-March	Completion of the contract

6. Outsourced Tasks

(1) Providing marketing material for participants recruitment

The Contractor shall provide JETRO with promotional presentation slides for participants recruitment, such as a brief introduction of the Contractor including its strength, values offered in the programme, candidate mentors, programme outline and so on.

(2) Participants selection

All in conjunction with JETRO, the Contractor

- a. Shall determine the criteria for the participants selection.
- b. Conduct an initial screening to select approximately 30 participants with pitching videos.
- c. Conduct 2nd screening and select approximately 15 participants from among those selected under after the Tokyo and Chiba Boot Camp (approximately 12 from Tokyo and 3 from Chiba). These cohorts shall be divided into 3 groups of MedTech, AI, Quantum.

(3) Phase 1 Programme

The phase 1 programme shall consist of the following contents covering the mutual knowledge of MedTech, AI, Quantum. In addition, the Contractor may also propose some ideas on how to support the participants more effectively.

a. Webinar (Online)

The Contractor shall run a kick-off and series of webinars to explain the details of the programme and basic knowledge of Global expansion, international outlook and understanding international markets.

These webinars should be recorded for participants who cannot make it due to unforeseen circumstances.

b. Tokyo and Chiba Boot Camp (Onsite)

The Contractor shall deliver approximately 3 days each (total 6 days) face to face programme in Tokyo and Chiba. The date and content of the programme shall be determined after consultation with JETRO based on the status, maturity

and needs of the participants. However, the contents can be the same in Tokyo and Chiba.

The Contractor shall include 1-on-1 meeting session with the researchers to understand them. Therefore, it is ideal if the Contractor brings mentors to speak and provide individual advice to the researchers.

Note: All travel expenses of the Contractor's relating to the business trip to Japan, such as flight tickets and accommodation fees, must be included in the contract amount and should be covered by the Contractor. However, the cost of the venue for the workshop in Japan should be **excluded** from the contract amount as JETRO office may be used.

(4) Phase 2 Programme

The phase 2 programme shall consist of the following contents, customized and separately conducted if needed for each sector of MedTech, AI, Quantum. In addition, the Contractor may also propose some ideas on how to support the participants more effectively.

However, after the selecting process, the sector with less than 3 participants will not be conducted.

a. Webinar (Online)

The Contractor shall run a series of webinars including Workshops and venture review sessions. Legal & Compliance, International Market Strategy, Governance & International Scaling.

These webinars should be recorded for participants who cannot make it due to unforeseen circumstances.

b. One-on-One Mentoring (Online)

The Contractor shall arrange suitable mentors to each participant as best as it can.

The Contractor shall arrange an initial introductory meeting with the mentor, followed by 2 sessions as the participants request during the preparation programme term. (Roughly once a month).

The Contractor shall monitor the individual mentoring situation and replace the mentor promptly if it is not working well or if the participant wishes to change.

c. Intensive UK onsite programme

The intensive UK onsite programme shall be conducted in London for about 10 Business days. The programme shall consist of the following contents. In addition, the Contractor may also propose some ideas on how to support the participants more effectively.

1) Workshop/Learning Session

Workshops and presentations shall be held on topics of common interest to the participants, based on their needs for support to start businesses. Design thinking workshop needs to be included.

2) Market Research and customer validation

The Contractor shall require the participants to conduct market research and customer validation (which may include primary and secondary research) and make reports of it.

3) One-on-One Mentoring

The Contractor shall arrange at least 1 mentoring session during the onsite programme. Face-to-face mentoring is preferred.

4) Pitch Coaching

The Contractor shall provide pitch coaching to the participants with experienced coaches prepared.

5) Networking with the researchers in the UK

The Contractor shall arrange networking opportunity with the undergraduate/MBA/PhD researchers in the UK. The aim is for the participants to compare their perspectives with those of UK researchers and motivate them to start their businesses abroad.

6) Final Presentation Day

The Contractor shall provide an opportunity for the participants to do presentations of their solutions and the programme activity reports.

d. Wrap-up session (on the last day of the intensive UK onsite programme)

The Contractor shall run a wrap-up session as the final content of the programme where participants can be given feedback and confirm their next steps.

Note: Any expenses below should be **included** in the contract amount:

- ❖ Venue for all activities. However, if requested in advance, it may be possible to use JETRO London's meeting rooms (seminar style, capacity approximately 30 people) subject to coordination with other JETRO London activities.
- ❖ Travel expenses of the Contractor during the onsite programme

7. Final Report submission

- (1) The Contractor must submit a report to JETRO by 19 March, 2027, summarising the results of all the activities for the outsourced related content.
- (2) The report should include suggestions to assist JETRO with hosting similar programmes in the future.

8. Term of contract

The term of the contract is from the contract start date to March 31, 2027.

9. Payment Terms

Payment amount consists of fixed costs and variable costs. Variable costs shall be based on the actual number of sector specific tracks.

After the start of the contract, 50% of the total contract amount, including VAT and other taxes, shall be paid within 40 days of receipt of the invoice. The remaining amount shall be paid within 40 days of receipt of the invoice after confirming completion of the work.

The contractor shall issue the first invoice within 10 business days following the execution of the contract. The second invoice shall be issued as soon as possible upon completion of the work, and no later than March 31, 2027.

10. Conditions for the Contractor(s) engaged in the programme

- (1) Has an established organizational structure and capabilities to manage and complete the project properly. Has a global network, and knowledge necessary for

implementing the project as an Accelerator, Venture Capital, or any other related organisation.

- (2) Has effective experience of implementation of acceleration programmes solely tailored to and focusing on Scale-up in Europe, early-stage startups, pre-seed/seed stage founders, or university spin-offs in Europe. This experience shall align with the target of this programme.
- (3) Ideally has experience building up unicorns.
- (4) Has investment arms and has close connections with European top tier VCs.
- (5) Has proven track-record in various European countries and experience working with the European Union.
- (6) Can adhere to JETRO's requests, as well as report to, communicate with, and consult with JETRO, and its outsourcing partner to support this programme in an adequate manner. Can present efficient data for programme evaluation.
- (7) Has knowledge and systems/tools for handling confidential and/or personal information accordingly.

11. Other

- (1) If any matter not described in this specification arises during the programme, it shall be discussed with JETRO's designated representatives and a response shall be determined on a case-by-case basis.
- (2) Personal information collected will only be used within the programme for the previously defined purposes and will be shared within JETRO.