

Attachment 1
J-StarX Global Growth for Agri Tech
Application Guideline

1. Overview & Objective

The aim of J-Star Global Growth for Agri Tech (hereinafter “Program”) is to foster research/business relationships, inspire cross-border innovation, and provide Japanese startups with insights into the Australian agriculture/Agri Tech ecosystem by collaborating with corporate accelerator(s)/partners (hereinafter “Accelerator(s)").

The Japan External Trade Organization (hereinafter “JETRO”) is a sponsor for this program and is looking for a qualified Accelerator to partner with in order to achieve these objectives.

2. Program Outline

JETRO will work with an Accelerator to implement a tailored acceleration program. The program will start with a selection phase, during which the Accelerator and JETRO will select 5-10 potential startups. The selected startups will then have the opportunity to participate in (1) online pre-visit preparation, (2) onsite program in Australia, and (3) follow up and feedback. Further details can be found below:

1) Online Pre-visit Preparation & Pitch Training (Late June to August)

Hold a kick-off meeting for all selected startups, along with individual meetings with each startup to identify their specific goals. The Accelerator will adjust the program according to the needs, products, and services of the startups. Provide information on the Australian market/ecosystem and, also, conduct two hours of online pitch training.

2) Onsite Program

i. Immersion Experience (Late August to Early September)

Arrange tours and visits to relevant facilities and institutions, such as agricultural research institutions/universities and industry partnerships working on Agri Tech in VIC and NSW.

Facilitate a Demo Day and networking event in each state to foster connections with government, investors, and key stakeholders in the Agri Tech field.

ii. In-Person/Online Mentoring and Business Meetings (During/After Onsite Program: Late August to Late September)

Assign a mentor/mentors to each startup to facilitate and arrange:

- At least one hour of in-person/online mentoring per startup.
- At least two valuable business meetings per startup with potential investors and/or business partners/clients.

The Accelerator is required to maintain a detailed record of mentoring hours and business introductions and submit a report to JETRO.

*Note: JETRO may attend any of the sessions between the Accelerator and participating startups at random to ensure they're being conducted to the quality expected by JETRO.

3) Follow-up and Feedback (October through November 2025)

Provide at least an hour of online mentoring to ensure that the program outcomes have been achieved.

3. Language

English

4. Participants

JETRO and the Accelerator will jointly select the participating startups, with a primary focus on Agri Tech. Target startups are those in early stage or higher.

5. Cost

The Accelerator's cost shall include all costs associated with the program's implementation. This encompasses:

- Preparation of program materials.
- Meetings with JETRO and related organisations.
- Travel, accommodation, insurance and daily allowance for the Accelerator team involved in program delivery.
- Program logistics, including transportation between venues and farm visits, venue rental, catering, and any other necessary items.
- Necessary promotional campaigns to attract ecosystem stakeholders.
- Arrange for Agri Tech companies/organisations to meet with the startups pre and post program.

6. Contract Period

The term of the contract shall run from the date of its commencement until 30 November 2025.

7. Reporting

The Accelerator will be required to submit two program reports. The first report is to be provided by 30 September 2025 (after the Onsite Program), followed by the second report by 30 November 2025 (after the Follow up and Feedback). The format of the report will be provided by JETRO.

8. Payment

- JETRO will compensate the Accelerator for program delivery through a two-part payment structure.
 - First payment: Fifty percent (50%) of the total agreed-upon fee will be paid to the Accelerator upon execution of the contract.
 - Second payment: The remaining fifty percent (50%) will be disbursed upon successful program completion and receipt of the final report from the Accelerator.
- The Accelerator will submit a formal billing statement to JETRO upon completion of each designated payment milestone. JETRO will process and settle all validly submitted invoices within thirty (30) days of receipt.

9. Terms and Conditions for the Contractor(s) engaged in the project

- Have an established organisational structure and the capability to manage and complete the project appropriately. Have the network and knowledge necessary to implement the project.
- Have extensive and effective experience in implementing acceleration programs worldwide.
- Have investment arms and/or close relationship with top-tier VCs.
- Able to comply with JETRO requirements and to report, communicate, and consult with JETRO appropriately. Able to present the required data for efficient program evaluation.
- Have the knowledge, systems, and tools to handle confidential and personal information in an appropriate manner.
- Can comply with applicable laws and regulations, especially the Foreign Corrupt Practices Act and state unfair competition laws.

10. Selection Method and Submission of Materials

JETRO will employ a comprehensive evaluation process to select the most qualified Accelerator for this project. Proposals will be assessed based on a variety of factors, including program design and cost.

Applicants must submit the following documents electronically:

- Proposal: A comprehensive proposal that clearly addresses the requirements outlined in this RFP.
- Quotation: A separate document outlining the proposed costs for program delivery.
- Organisation structure, including subcontractors if applicable.

Quotation requirements:

- All costs must be stated in Australian Dollars (AUD).
- Prices must be inclusive of Goods and Service Tax (GST).
- Include hourly rate of mentoring session and rate per business introduction arranged.

Please submit all required documents to the JETRO Sydney Office (syd-bd@jetro.go.jp), attention to Mr. Takayuki WATANABE.

The submission deadline is **12:00pm (AEST), 2 June 2025, Monday**

<For Reference>

About JETRO:

JETRO, or the Japan External Trade Organization, is a government-related organisation that works to promote mutual trade and investment between Japan and the rest of the world. Originally established in 1958 to promote Japanese exports abroad, JETRO's core focus has shifted toward promoting foreign direct investment into Japan and helping Japanese startups and scaleups maximize their global potential.