

JETRO J-StarX SpaceTech Acceleration Programme (France, UK) for Japanese Startups 2025

Outsourcing Specifications

1. Overview

The “JETRO J-StarX SpaceTech Acceleration Programme (France, UK) for Japanese Startups 2025” project aims to support the expansion of Japanese startups in the aerospace sector in France and the United Kingdom (UK) and to foster the startup ecosystem in Japan. The program aims to help Japanese startups to explore the French, British and European markets before thinking of a long-term implementation.

The following services are outsourced to an accelerator, incubator, venture capital, or related organization that is rooted firmly in the local ecosystem so that the project will effectively be conducted.

The program will be partly online and onsite in France and in the UK.

2. Time Period and Location

The Contractor is expected to provide to Japanese startups (**Service Users**) 3 to 4 week online services (dates to be determined) and 1-2 day onsite services in Tokyo(scheduled for early October) followed by 2-week onsite services (scheduled for early December) that will take place in France (in Paris & Toulouse) and in the UK (locations to be determined). As for the onsite program, the Service Users will be able to take part in the program in France only, in the UK only or in both countries.

Estimated Schedule

Late August	Sign contract with the Contractor
Early September – Mid September	Application call for the startups
Mid-September – Late September	Participants selection
Early October	Tokyo Onsite Preparatory Program
Early October – Mid-November	Online Program (collective workshops, mentoring, etc.)
Early December	Onsite Program in France and the UK
Mid-December – Early February	Follow-up meetings
Mid-February	Final report submission
End of February	Completion of the contract

3. Purpose

- Supporting the business development of Japanese startups in France and UK through providing collective and individual mentoring and facilitating the matchmaking with local potential partners
- Through this program and other programs designed in FY2025, the goal of JETRO is to create three or more successful cases for Japanese startups in France and/or in UK by the end of Japanese FY 2025.

<Requirements of Successful cases certified by JETRO HQ>

- ✓ Fundraising abroad (including fundraising from Japanese companies as a result of business matchings abroad as well as from Japanese venture capitals with the aim of overseas development)
- ✓ Establishment of overseas bases
- ✓ Acquisition of sales channels overseas
(license contracts, sales contracts, agency contracts, etc.)
- ✓ Obtaining subsidies overseas
- ✓ Joint research and development with overseas companies
- ✓ Capital tie-up with overseas companies

- ✓ Recruitment of foreign human resources
(representatives of local corporations, advisory boards, etc.)
- ✓ Acquisition of patent rights and utility model rights overseas

4. Contract Period

From the date of contract signature to February 27th 2026 (deadline for the Contractor to submit a final report at the conclusion of the program)

5. Details of Outsourcing Support for Japanese Startups

- Service users are startups in the aerospace sector, particularly those specializing in satellite positioning system, satellite communication technology, earth observation services, propulsion technology, in-orbit services, and cybersecurity. These startups aim to expand their business activities in Europe, especially with a focus on France and the UK, by exploring local business opportunities, building business models, co-developing with local partners, and planning financing strategies.
- Service Users are limited to a maximum of 10 Japanese startups selected by JETRO in partnership with the Contractor.
- The Contractor is expected to provide JETRO with PPT slides for the promotional materials for participants recruitment, such as a concise overview (attractiveness and potential) of the British and French markets in the aerospace sector as well as a brief introduction of the Contractor including its strength, values offered in the program, candidate mentors, program outline, etc.
- All in conjunction with JETRO, the Contractor is expected to determine the criteria for the participants selection and assess the candidates based on the application documents, adhering to the agreed criteria. The Contractor will report its findings with comments to JETRO, and discuss with JETRO to finalise the participants.
- The Contractor is expected to deliver a 3- to 4-week online program, including 2 to 3 one-on-one mentoring sessions per startup, as well as collective workshops as preparatory activities.

- The Contractor is also expected to provide both a Tokyo Onsite Preparatory Program and a 2-week Onsite Program in France and the UK for the Service Users.
- As part of the preparatory phase, the Contractor will conduct a face-to-face preparatory program in Tokyo, consisting of either one full day or two half-day sessions. This session should include an ice-breaking activity and one-on-one meetings with the Service Users to assess their status, maturity, and specific needs. It should also help the startups gain an overview of the target markets. Ideally, the Contractor will invite mentors with domain-specific expertise who can offer tailored advice to each startup.
- The exact schedule and content of the Online and Onsite Programs will be determined in consultation with JETRO, based on the status, maturity, and needs of the selected startups.

The Programs include:

- Collective preparation sessions and webinars/workshops for the selected startups
- Individual mentoring sessions for each selected startup at least twice during the online program. The mentor is expected to have a strong expertise in the field of the startup. The Contractor will monitor the individual mentoring situation and replace the mentor promptly if it does not fit well with the needs of the startup or if the startup wishes to change the mentor.
- Business meetings with experts & networks of the Contractor
- Providing information on the local business ecosystem and the local-specific regulations
- Support market expansion and business development
- Creation of business opportunities and tailor-made arrangement of business meetings with potential partners
- Site visits of top aerospace stakeholders, including CNES in France and UK

Space Agency in the UK. The host of the stakeholders is expected to be at a manager/director level overseeing the business development of his/her entity.

- Regular meetings to follow and direct the progress of the startups
- PR and marketing activities including social media such as LinkedIn
- Providing pitch coaching if necessary
- Organising networking events for the startups according to the domain and the needs of the startups
- Organising a Demo Day in Paris (France) and in London (UK) during the Onsite Program with more than 50 people invited. Expected attendees are listed below:
 - ✓ Entrepreneurs (potential co-founders)
 - ✓ Potential customers
 - ✓ Potential investors
 - ✓ People who work at public organisation such as universities and government officials
 - ✓ Media and publishing companies
 - ✓ Accelerators
- Conducting a wrap-up session (on the last day of the Onsite Program) as the final content of the program where participants can be given feedback and confirm their next steps.
- Arrangement of Domestic transportation (not between the 2 countries), including the financial aspects
- Two follow-up meetings per startup after the completion of the Onsite Program in France and/or in the UK to check and direct the progress of the Service Users, expected to complete by early February 2026
- Providing a final report to JETRO including all the activity history, meeting reports and insights into future development for all the participants.
- Providing a final report to each startup including all the activity history,

meeting reports and insights into future development for the startup.

6. Language

English (mandatory) and French

7. Business commission

- The payment to the Contractor will be made by JETRO for half upon signature of the Agreement and the balance after completion of the Program.
- Telephone, photocopying and other office expenses incidental to the work shall be included in the outsourcing fee and shall not be borne by JETRO.
- 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.
- Venue (meeting rooms, event venue, etc.) for all activities must be included in the contract amount and should be covered by the Contractor. However, if requested in advance, it may be possible to use JETRO London's meeting rooms (seminar style, maximum capacity approximately 30 people) as part of the program, subject to coordination with other JETRO London activities. The cost of the venue for the Onsite Program in Tokyo must be excluded from the contract amount as JETRO's seminar room can be used as a venue.
- Arrangement of domestic transportation in France and the UK (not between the 2 countries) for the Service Users and the organisers (JETRO members) must be included in the contract amount and should be covered by the Contractor.

8. Conditions for the Contractor engaged in the program

- A) Has an established organizational structure and capabilities to manage and complete the project properly.
- B) Has a global network, and knowledge necessary for implementing the project as an

accelerator, an incubator, venture capital, or any other related organization.

- C) Has effective experience of implementation of acceleration programs solely tailored and focusing on Scale-up in Europe, especially in France and the UK.
- D) Has investment arms and has close connections with European major corporates, investors, and governmental authorities in the aerospace sector.
- E) Has proven track-record in various European countries, especially in the UK and Europe
- F) Can adhere to JETRO's requests, as well as report to communicate with, and consult with JETRO to support this program in an adequate manner.
- G) Can present efficient data for program evaluation.
- H) Has knowledge and systems/tools for handling confidential and/or personal information accordingly.

9. Submissions

- Program proposal (See **Attachment: Proposal Preparation Guidelines**)
- Quotation based on the excel file provided by JETRO

10. Evaluation and Selection

- JETRO will evaluate the submitted documents based on the effectiveness and feasibility of the program content and the project team structure, as well as the pricing in order to select the Contractor.

11. Others

- If any matter not described in the specifications arises during the program, it shall be discussed between JETRO and the Contractor and determined on a case-by-case basis.
- The Contractor shall comply with the EU General Data Protection Regulation (GDPR) when collecting and handling information.
- The Contractor shall use any personal data and company confidential information

collected under this program solely for the purposes of the program, and shall implement appropriate measures to prevent any unauthorized disclosure, access, or misuse of such information.

END