Global Venture Builder Program

Equity Course

Application Guidelines

JETRO
Japan External Trade Organization



INDEX

01 | Course Overview

02 | Program Structure and Content

03 | Schedule 04

| Accelerator

05 | How to Apply

06 | Contact

1 OUTLINE | Course Overview

Purpose

This program is designed for Japanese startups originating in Japan and aiming to expand into global markets. We are seeking companies at the Series A stage or beyond (with a priority on the energy and Climate Tech sectors), as well as pre-seed stage companies across all sectors. We provide tailored support based on each company's growth phase and needs to assist with their entry into the U.S. market and business scaling.Additionally, ERA Global may consider individual investment opportunities from relevant funds based on each company's business model and growth potential.

*JETRO is responsible for supporting startups in this program but is not involved in investment decisions or execution.

1	Customized Mentoring
2	Support for securing U.S. investors, customers, and talent
3	Branding and market entry support

*Potential investment of up to $1 million per company

Location

Online, Tokyo, U.S. (New York)

Target Audience

Japanese startups originating in Japan and aiming for the global market

・Startups at Series A or later stages (*Priority given to sectors such as energy and Climate Tech)

・Pre-seed startups across all sectors (*Please refer to p. 5 for priority sectors.)

***A decision-maker capable of making decisions regarding overseas expansion (CXO-level recommended) must be able to participate in the program.**



1 OUTLINE | Course Overview

1 **Startups at Series A or later**
(Priority given to energy, climate tech, and related fields)

Target Companies

- Startups at Series A or later stage (Priority given to energy and Climate Tech sectors, etc.)
- Technology Readiness Level (TRL): 8–9 (proven to early commercialization stage)

Support

- Practical support from ERA regarding strategy, execution, and organizational development
- Support for entering the U.S. market and scaling up operations
- Support for capital strategy and future funding rounds
- Potential investment from Remarkable Ventures Climate (up to $1 million)

ERA will individually evaluate investment from affiliated funds based on each company's business operations, growth potential, and progress during the program period.

*JETRO is responsible for startup support under this program and is not involved in investment decisions or the execution of investments.



1 OUTLINE | Course Overview

2 Pre-Seed Startups

Target Companies

- Pre-Seed Stage Startups
- All Sectors

*Priority Sectors

AI and AI Applications / Enterprise Software / Fintech / Developer Tools and Infrastructure / Climate Change and Energy Transition Technologies / Data Infrastructure / Healthcare Technology / The Future of Work / Industrial AI and Industry-Specific AI / AI-Native Companies (Companies Transforming Large-Scale Existing Industries)

- Technology Readiness Level (TRL): Approximately TRL 3 (including research and hypothesis validation stages)

Support

- Validation of customer challenges to inform product development
- Support for MVP development and formulation of initial go-to-market strategy
- Enhancement of pitching capabilities
- Participants will be prepared to submit high quality applications for the Entrepreneurs Roundtable Accelerator Summer Program with a potential investment of $150,000 and to navigate the interview process effectively.

*Admission to the ERA Summer Program is subject to a separate selection process and requires meeting certain conditions, such as having a U.S. entity (e.g., a Delaware C-Corp). For further details, please contact the address listed on p.16. JETRO is responsible for providing startup support within this program and is not involved in investment decisions or execution.



1 Mentoring



Mentoring

Pre-seed companies will be provided with a weekly curriculum and mentoring, through which they will work on customer discovery, problem validation, and MVP design. Later stage (Series A+) companies will receive more individual meetings with the RVC team for tailored support.

2 Travel to New York



Travel to New York

Travel to New York City is strongly encouraged. While in New York, participants will have complimentary access to ERA's co-working space for up to 10 weeks. This includes meetings with mentors, as well as opportunities to connect with the New York startup ecosystem.

2 Mentoring

Through online lectures and workshops with ERA's team of mentors, you will acquire the knowledge necessary for business expansion.

Capacity 6 companies

Overview

We plan to provide the following support over approximately 10 weeks.

- One-on-one sessions with mentors
- Sessions by experts

Pre-seed companies will receive a structured weekly curriculum and mentoring, through which they will engage in customer discovery, problem validation, and MVP design. Companies at the Series A stage and beyond will receive tailored support based on their specific needs, including one-on-one meetings with the RVC team. development



3 Travel to New York

Travel to New York City in the United States is strongly encouraged.

Capacity 6 companies

Overview

New York is strongly encouraged.

*Participants may stay for up to 10 weeks.

Key benefits of on-site participation:

- Complimentary access to ERA's co-working space for up to 10 weeks
- In-person mentoring sessions with mentors and experts
- Opportunities for face-to-face engagement with ERA members
- Access to additional workshops, office hours, and various eventselopment

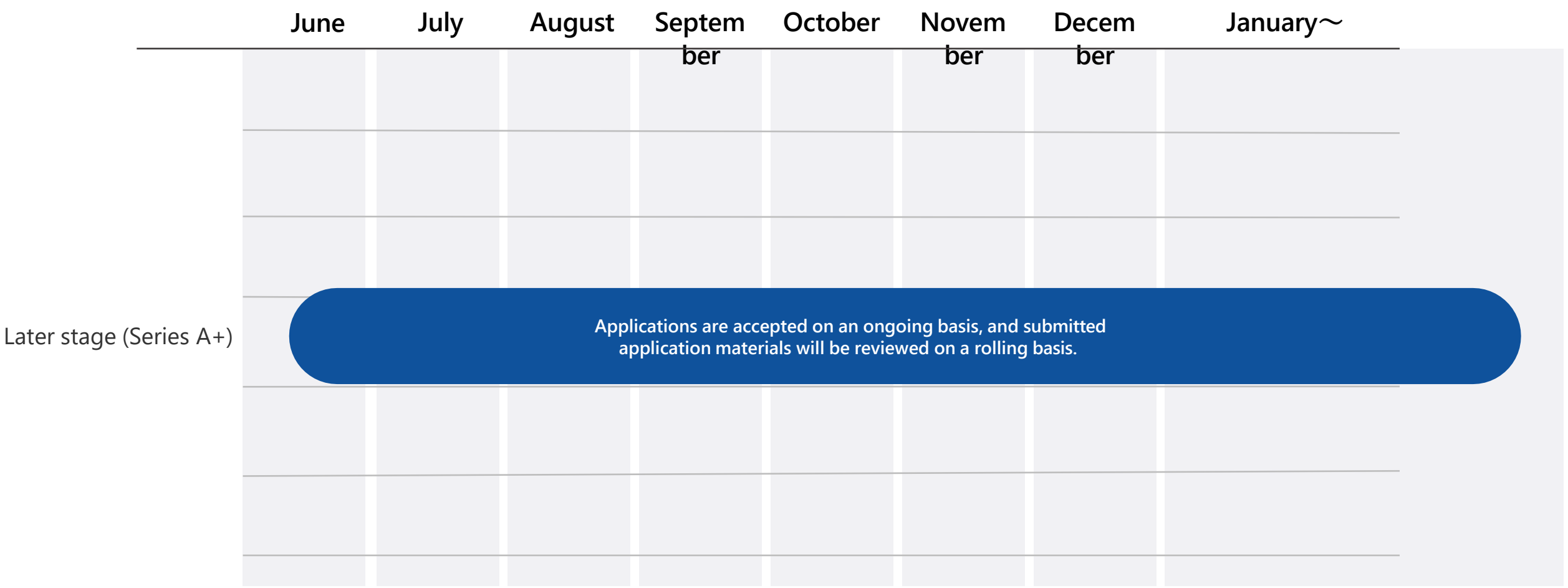


Key Benefits of Participating in This Program

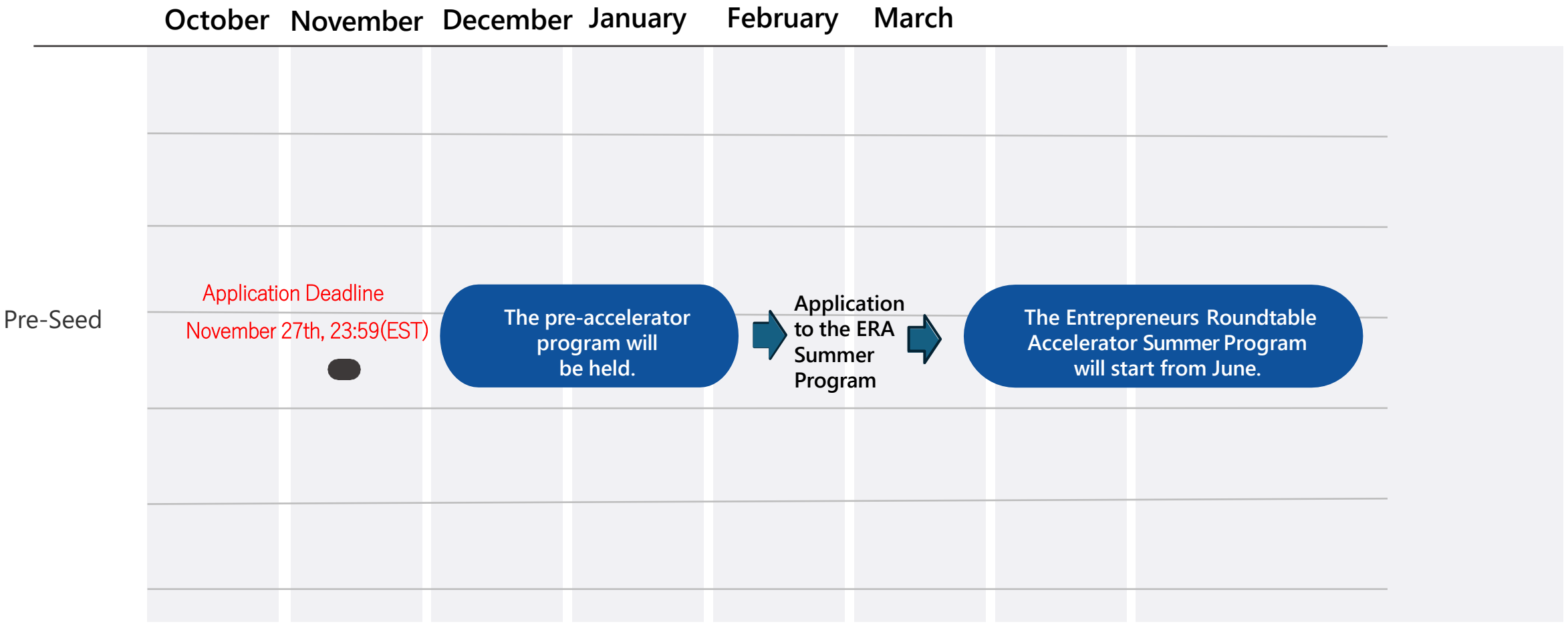
1. Providing practical best practices for running a startup in the U.S.
2. Support for achieving Product-Market Fit (PMF)
3. Support for branding, marketing, and sales in the U.S. market
4. Fundraising Support in the U.S.
5. Recruitment and HR Support in the U.S.
6. Pitch Support for the U.S. Market (Customers and Investors)

*ERA Global may consider investment from relevant funds on a case-by-case basis, taking into account each company's business operations and growth potential.

3 Recruitment and Selection Schedule



3 Recruitment and Selection Schedule



4 ACCELERATOR | Accelerator

ERA GLOBAL

ENTREPRENEURS ROUNDTABLE ACCELERATOR

REMARKABLE VENTURES

ERA Global

Website: ERA

Since 2011, ERA has invested in over 375 startups, including four unicorn companies. Through our extensive global mentor network of over 1,000 mentors, we provide world-class mentoring to support startups with high growth potential.

Support from **over 1,000** mentors

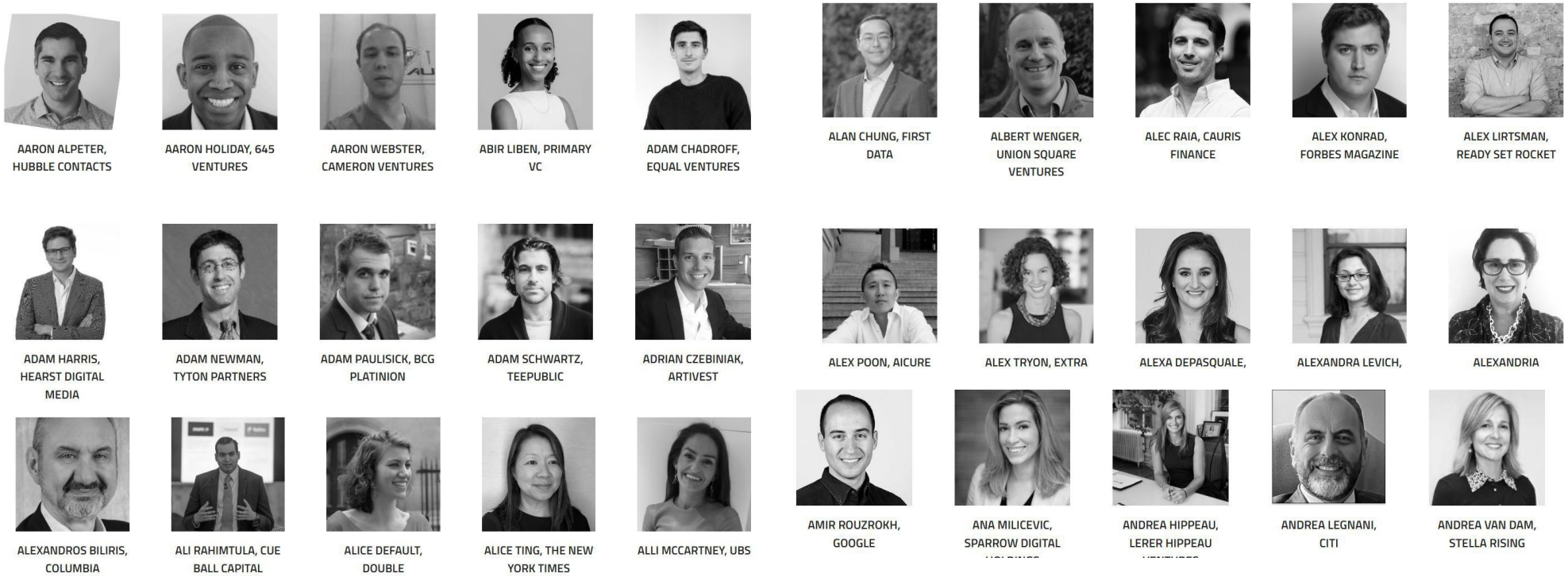
13 Venture Partners

Over 35 corporate partners/sponsors

Over $1 billion in exits across SaaS, AI, fintech, cybersecurity, e-commerce, digital health, mobility, and more

4 ACCELERATOR | Accelerator

Our network of over 1,000 mentors includes serial entrepreneurs, industry experts, engineers, investors, and more.



ERA Mentor Directory

5 Entry | Application Requirements and Selection Criteria

Eligibility Requirements

Applicants must meet all of the following requirements 1 through 5 and agree to the terms and conditions

1. Japanese startups based in Japan
2. Must be actively planning global expansion or fundraising.
3. Business-level English proficiency
4. *A decision-maker capable of making decisions regarding overseas expansion (CXO-level recommended) must be available to participate in the program.

6. You must be willing to cooperate with post-program surveys and other activities

*This program is a collaborative project between the Cabinet Office and JETRO, and we will conduct follow-up surveys and surveys on the progress of your business development from time to time.

Selection Criteria

The Accelerator and JETRO will conduct a review based on the entry form and pitch materials. As part of the selection process, you may be asked to attend an interview with the Accelerator. We will contact you separately if this is the case. Please note that we cannot answer any inquiries regarding the selection of companies.

1. Team members' expertise, networks, and language proficiency

2. Growth potential and market viability of the product, technology, and services

3. Compatibility between this program and the product or business plan

Costs

◆ Costs Covered by JETRO

- Program Participation Fee

◆Costs to be borne by the company

・Travel and accommodation expenses

・Transportation and accommodation expenses for the event

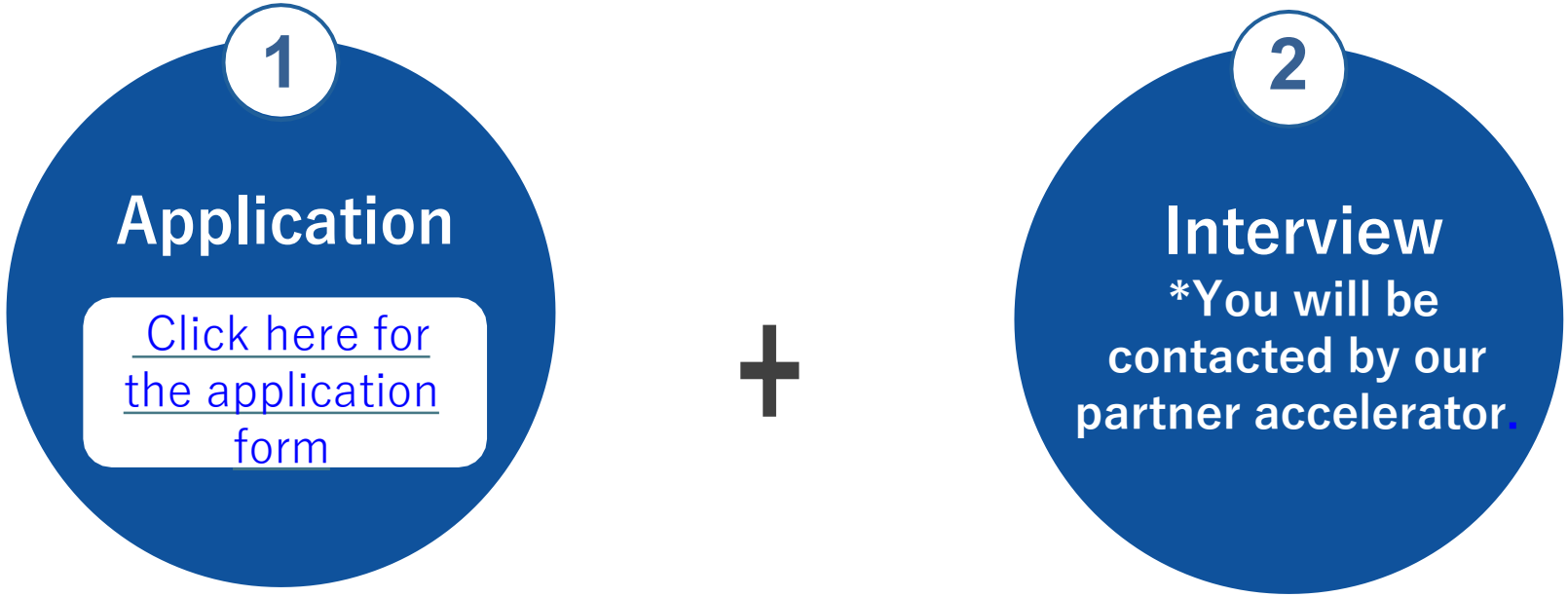
・Costs associated with travel to the U.S., such as ESTA, visa, and overseas insurance

・Communication expenses related to program participation

・All other expenses not covered by JETRO

5 ENTRY | How to Apply

Please submit the application form to enter.



【Note】

- Screening conducted by the RVC team with support from JETRO

*Please note that JETRO was not involved in the investment committee process

CONTACT

Contact Us

Company Name	JETRO Innovation Department, Startup Division
Contact Person	Suzuki (N), Yamashita, Sonoda
Email	su-support@jetro.go.jp

