J-BRIDGE

SINGAPORE - JAPAN

FAST TRACK PITCH 2024

This is your pathway to open innovation with industry leading companies
and visionary startups in ASEAN and Japan.
Find unique co-creation opportunities and grow together to make the world better!

Co-Organized by

METI JETRO EMBASSY OF JAPAN MTI EDB SINGAPORE Enterprise Singapore

Why Fast Track Pitch?

1 **Fastest way to build new businesses**
with leading companies from ASEAN and Japan

2 **Fastest path to connect with supporters**
driving the innovation eco-system of ASEAN and Japan

3 **Fastest access to grant opportunity**
for PoCs by companies between ASEAN and Japan

Contribute to connecting startup eco-system by organizing the event in four innovation centers in 2023.

Received about 500 proposals for collaborations and about 1,400 audiences participated in the event.

Fast Track Pitch Event 2023

Leading companies from Singapore and Japan present challenge statement to call for proposals from startups, SMEs, and university labs, etc. from all over the world. Selected finalists pitch their solutions directly to the challenge owners at the pitch event in Singapore.

Co-Organizer

MTI | EDB SINGAPORE | Enterprise Singapore | METI | EMBASSY OF JAPAN | JETRO

Challenge Owner

Singapore Companies | **Japanese Companies**

Startups
SMEs
University labs
etc

Challenge

Singapore Companies & Startups

Matching

Propose solutions to the challenges

Global companies & startups

Challenge

Japanese Companies & Startups

Schedule: Singapore-Japan Fast Track Pitch 2024

Submit proposal to challenges

Challenge Owners

AGC ARKEMA INNOVATIVE MATERIALS FOR A SUSTAINABLE WORLD ASL Mitsui Chemicals Group NTT docomo NTT DOCOMO ASIA Pte. Ltd.

Submit here

Deadline: 11:59PM, June 23 (Singapore Time)

Selection of finalists

Finalists will be selected by Challenge Owners

Final Pitch Event in Singapore on July 19

*Venue will be announced when confirmed (Live streaming will be available as well)

Co-creation with challenge owners

MTI EDB SINGAPORE Enterprise Singapore METI EMBASSY OF JAPAN JETRO

Supports by Singapore and Japan

AGC

Explore for innovative technologies and solutions for sustainable development and manufacturing

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Mitsui Chemicals Group

Social contribution by “only-one” materials

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ARKEMA INNOVATIVE MATERIALS FOR A SUSTAINABLE WORLD

Innovative materials for a more sustainable future

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NTT docomo
NTT DOCOMO ASIA Pte. Ltd.

Driving Global Web3 Adoption

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ASL

BLUE: The New Resilient Green

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Explore for innovative technologies and solutions for sustainable development and manufacturing:

(1) glass recycling

(2) water electrolysis membrane technology

(3) high-throughput methods for biotechnology development

About AGC

AGC, "an everyday essential part of our world". AGC Inc is a world-leading glass solutions provider and supplier of flat, automotive and display glass. As a materials provider, we offer chemicals, ceramics, high-tech materials, and components for electronics. It is also the largest CDMO player in Japan, with a focus on growing in Cell & Gene Therapy and Biologics. Our unique materials and solutions make people's lives better around the world every day.

Our Brandstatement, “Your Dreams, Our Challenge”

We aim to continue being the "first choice" solution provider for our customers by building long-term trusted relationships with them through unique materials and solutions developed using our wide-ranging material and production technologies. Nurtured and handed down for over 110 years, our founding spirit remains the driving force for value creation of innovation by AGC. Our spirit, “Never take the easy way out, but confront difficulties.” Through the provision of unique materials and solutions, we aim to contribute to the realization of a sustainable society and become an excellent company that continuously grows and evolves.

Challenges

Challenge 1 - Technology and business platform for glass recycling at reasonable cost

Glass is indispensable for comfortable environments and convenient living, however, it is not small in terms of CO_2 emissions during its manufacture. The realization of glass recycling will greatly reduce CO_2 emissions during manufacturing.

Challenge 2 - Technologies related to PEM-type water electrolysis membrane and non-precious catalyst

The polymer electrolyte membrane (PEM)-type water electrolysis is attracting attention as a clean hydrogen production technology with promising applications. Non-precious metal catalysts that combine high durability and high reaction rates are needed to make water electrolysis membrane technology more sustainable for the next generation of hydrogen energy.

Challenge 3 - High Throughput Screening Technologies related to Automated evaluation or continuous production development for biotechnology

The development of automated evaluation and continuous production technologies in manufacturing is critical to sustainable production processes. Process optimization increases resource efficiency and reduces material and energy use. In addition, controlling the process minimizes waste and emissions and minimizes environmental impact. The implementation of high-throughput screening, which combines digital technology with experimentally obtained data sets, makes this possible.

Collaboration Needs

Challenge 1 - **Technology and business platform for glass recycling at reasonable cost**

(1) Technology to separate glass from finished products such as buildings, windows, home appliances, solar panels, etc.

(2) Technology to remove impurities from so as to be used as raw materials.

(3) Supply chain for smooth supply of recycled raw materials to glass manufacturers.

Challenge 2 - **Technologies related to PEM-type water electrolysis membrane and non-precious catalyst**

(1) Development of abundant non-precious metal materials to replace precious metal catalysts

Challenge 3 - **High Throughput Screening Technologies related to Automated evaluation or continuous production development for biotechnology**

(1) Automated Evaluation Technology

(2) Continuous production technology

(3) High-throughput screening integrated with digital technology

Business Opportunity

Challenge 1 - Technology and business platform for glass recycling at reasonable cost

- Reduction of disposal of industrial waste
- Creation of a new glass recycling industry.
- Reduction of environmental impact associated with raw material mining and production
- Expand the business model to other countries and regions as an advanced business model.

Challenge 2 - Technologies related to PEM-type water electrolysis membrane and non-precious catalyst

- Design and prototype new solutions
- Potential for long-term strategic and commercial partnerships
- Collaboration with R&D

Challenge 3 - High Throughput Screening Technologies related to Automated evaluation or continuous production development for biotechnology

- Joint research in R&D or production sites
- Potential strategic partnerships

Assets/Support

- Potential of communication with business development team
- Potential of collaboration with R&D
- Potential funding for pilot/PoC

Prize

- Possibility to support PoC
- Possibility to be considered for R&D collaborations and business partnerships

Takako Kanoh

Senior Manager
Business Development Division

Message from Leadership

Our Mission is “AGC, an everyday essential part of our world and to ensure that AGC’s unique materials and solutions make people’s lives better around the world every day.

For many years, AGC has been supporting wide industrial and social evolution and development, such as architecture, automotive, electronics, chemicals and life-science, by providing differentiated various materials and solutions. We are proud that we have various unique inorganic and organic materials technology, such as glass, ceramics, chemicals and biologics.

We continue to discover breakthroughs that can unlock material`s power which can transform the world. AGC is committed to support open innovation, entrepreneurship and cross-pollination of ideas across industries and regionals. We look forward to embarking on a journey with great start-ups to help ensure a bright future for our planet.

Innovative materials for a more sustainable future

About Arkema

Arkema is a leader in specialty materials. The Group is structured into three segments (Adhesive Solutions, Advanced Materials, and Coating Solutions). Sustained by the collective energy of its 21,100 employees, Arkema operates in 55 countries and reports sales of €9.5 billion.

Challenges

Global demand for new, innovative and sustainable materials is growing. To address our customers' needs for high-tech, lightweight, biosourced, recyclable materials and seize the opportunities in the megatrends, Arkema is looking for startups developing specialty materials to jointly offer more innovative and sustainable solutions.

Collaboration Needs

We aim at connecting with start-ups developing speciaty materials with core know-how in material science and complimentary capabilities such as Creating and strengthening materials, Bonding and assembling materials or Protecting and modifying materials.
The selected startups should focus on areas covered by our major innovation platforms: Light weight materials, New energies, Electronic solutions, Living comfort and home efficiency, Natural ressources management. The sustainable development and environmental impact control are key selection criteria as well.

Business Opportunity

· Joint devlopment on new material solutions
· Integration of products into Arkema product portfolio

Assets/Support

· Financial support
· R&D support in terms of equipment and expertise
· Business development support
· Distribution and supply chain support

Armand AJDARI

Chief Technology Officer

Message from Leadership

The Asian innovation ecosystem is thriving, with a lot of start-ups developing every year new and exciting products.

Arkema is a specialty material company with sustainability at the core of its strategy. We are happy and proud to be part of this event in Singapore : it will allow us to bring our support to these start-ups, to promote the development of new materials for a sustainable world.

BLUE: The New Resilient Green

(1) Developing an end-to-end digital sorting and classification system for shipbreaking projects

(2) Developing and deploying high-powered green tugs, running on alternate sustainable fuels

(3) Developing safe, environmental conscious, and efficient cutting methods for decommissioned vessels

About ASL

- Owns and operates two shipyards in Singapore & Batam (Indonesia) with combined land area of over 770,000 m2
- Provides one-stop marine engineering, ship repair / conversion & marine logistics services to customers
- Proven track records in designing and building small to medium sized vessels
- Comprehensive range of ship repair and conversion services
- Diversified fleet of vessels catering for variety of needs

Challenges

Challenge 1

Developing an end-to-end digital sorting and classification system for shipbreaking projects

Japan: A technologically advanced society having one of the world's most sophisticated recycling and waste sorting system.
ASL Marine: Shipbreaking entails hundreds of different metal materials, parts and equipment that need to be sorted and subsequently to be recycled.

Challenge 2

Developing and deploying high-powered green tugs, running on alternate sustainable fuels.

Tugsboats ("Tugs"): Are small but powerful propulsion vessels (mainly diesel fueled), designed to tow and push, barges and large ships respectively. Tugs are not only essential to docks and ports in maneuvering large ships in-and-out of berths, but also a vital maritime logistics to archipelago countries e.g. Indonesia and Philippines and international straits

Challenge 3

Developing safe, environmental conscious, and efficient cutting methods for decommissioned vessels

Shipbreaking is an extremely dangerous and health hazardous work. Laborers are often exposed to deadly toxins, falling steel plates and flammable gases etc.

Collaboration Needs

Challenge 1 - Developing an end-to-end digital sorting and classification system for shipbreaking projects

Having a digital and automated end-to-end sorting and classification system for shipbreaking waste materials and its by-products. For example, reusable parts and equipment, recyclable raw materials (including but not limited to steel and copper etc.) and proper handling and disposal of hazardous waste. For example, sludges and slops.

Challenge 2 - Developing and deploying high-powered green tugs, running on alternate sustainable fuels.

Developed by the Maritime and Port Authority of Singapore (“MPA”), the Maritime Singapore Decarbonization Blueprint: Working Towards 2050 charts ambitious and concrete long-term strategies to build a sustainable Maritime Singapore. As one of the leading shipyards in Singapore, we are committed in supporting the realisation of the initiative.
We envisage partnering with sustainable fuel technology providers for tug vessels i.e. domestic harbour crafts and ocean tugs to region. Sustainable fuel includes adopting lower-carbon energy solutions such as blended biofuel, LNG, methanol, ammonia, hydrogen, diesel-electric hybrid propulsion, and full-electric propulsion and eventually net zero fuels.

Challenge 3 - Developing safe, environmental conscious, and efficient cutting methods for decommissioned vessels

Having a safe and an automated (AI-driven) cutting technique in dismantling decommissioned vessels. Current common vessels cutting methods include waterjet cutting (which can potentially cause ocean and land contamination) and fire torched cutting (which may cause explosion or workers in risk of being hit by falling steel plates)

Business Opportunity

Challenge 1 - Developing an end-to-end digital sorting and classification system for shipbreaking projects

Opportunity to develop a complete sorting and classification system for shipbreaking waste materials. This could effectively assist in reducing the carbon footprint to the environment.

Challenge 2 - Developing and deploying high-powered green tugs, running on alternate sustainable fuels.

Opportunity to deploy new sustainable energy technology in government supported maritime projects.

Challenge 3 - Developing safe, environmental conscious, and efficient cutting methods for decommissioned vessels

Opportunity to provide a safer and to reduce hazardous conditions in shipbreaking projects. With the vision of the new cutting method potentially becoming an industry adapted safety and vessels cutting standard.

Assets/Support

- Potential government grants and awards
- Joint venture collaboration
- Listed company financial support.
- Real-life practical experience at an established shipyard

Yow Seng Leong

Head of Corporate Affairs
Chief Sustainability Officer

Message from Leadership

Ocean is our cradle of life and covering more than 70% of mother earth. It also distinguishes our lifeform from other uninhabited (as far as we know…) planets in our solar system.

Coastal regions are our last line of defense between land and ocean cross-contamination.

As ASL Marine's Chief Sustainability Officer, we hold the responsibility and commitment in balancing between the commerciality & survival of the business and preserving the environment for our future generation. It is a route with many bumps ahead, but the vision is clear and profound.

Progress of sustainability and AI are undoubtedly "here-to-stay"

Mitsui Chemicals
Group

Social contribution by "only-one" materials

About Mitsui Chemicals

Mitsui Chemicals is an influential chemical manufacturing giant with its origins deeply rooted in the Mitsui coal mines. Established in 1912, the company has expanded to become a powerhouse in the chemical sector, with its headquarters in Tokyo, Japan. Today, Mitsui Chemicals presides over a sprawling network of about 160 group companies not only in Japan but also in Asia, Europe, and the Americas. Tackling a wide range of social challenges arising from accelerating environmental changes, the Mitsui Chemicals Group will continuously provide solutions making full use of the power of chemistry- the very thing that allows us to create diverse value. Currently, we are working to transition away from businesses centered around the supply of materials and focus instead on businesses with a social issues perspective. To help us make this transition, we have move to a new setup of four business portfolios in the name of VISION 2030: Live & Healthcare Solutions, Mobility Solutions, ICT solutions, Basic & Green Materials.

For R&D, we are with the aims of realizing a circular society in harmony with the environment; and inclusive society creating diverse value; and a comfortable society that lets people lead healthy, happy lives. Mitsui Chemicals continues to forge ahead with its commitment to innovation, focusing on high-performance materials including only-one materials, renewable resources, and circular economy principles.

Mitsui Chemicals
Group

Challenges

To ignite a brighter future through the transformative power of chemistry, we are dedicated to addressing pressing societal challenges amidst the ever-evolving landscape. Our mission is to cultivate a culture of innovation by fostering collaborations with industry, government, academia, and dynamic startups. Together, let's pave the way for a brighter tomorrow driven by the boundless possibilities of chemical excellence.

Collaboration Needs

1. Development of new applications utilizing friction-resistant resin materials

Our innovative resin materials reduce friction, extending the lifespan of parts and reducing noise across various industries such as automotive, electronics, construction, and home appliances. We seek fresh ideas and technologies to enhance our resin materials for creating novel applications. We are especially interested in solutions that cater to region-specific needs, aiming to unlock new value in the process.

2. Development of new applications utilizing stain-resistant resin materials

We are proud to offer a diverse range of stain-resistant resin materials designed to tackle various types of stains, from tough food residues like meat sauce to both water-based and oil-based stains. Our innovative materials find applications across different industries, from food containers to preventing algae buildup on walls. By possessing unique stain-resistant properties or enabling easy cleaning with minimal water usage, these materials not only enhance efficiency but also promote cost savings in resources and maintenance.

Mitsui Chemicals
Group

3.Development of new applications utilizing resin materials with excellent gas permeability or gas barrier properties

We are excited to present our cutting-edge resin materials that offer exceptional gas permeability and gas barrier properties. These transparent and chemical-resistant materials have a wide range of applications. Our gas-permeable resin is expected for cell culture tools, while the gas barrier resin is suitable for tablet packaging sheets, syringes, and more. We are now seeking innovative proposals from industry stakeholders to explore new opportunities in the healthcare sector by leveraging the unique characteristics of these transparent resin materials with superior gas permeability and gas barrier properties.

Business Opportunity

- Co-design, prototype and market-test novel solutions with Mitsui Chemicals.
- Opportunity to gain access and leverage Mitsui Chemicals resources and know-how for polymer R&D
- For partner companies, consideration of introducing new products to AP regional market with Mitsui Chemicals' innovative materials.
- For start-ups, opportunity to be team up for R&D to bring new technology solutions with Mitsui Chemicals' materials.
- Opportunity to potential longer-term strategic and commercial partnership.

Assets/Support

Resources and know-how to develop proof of concept with Mitsui Chemicals group. Also, we are ready for in-kind support, mentorship support, global network and access to our customer base/customer insights.

Mitsui Chemicals
Group

Yasuyuki SOEDA

General Manager of
Technical Support Division

Message from Leadership

Just imagine, there is a world where every groundbreaking technology is intertwined with the transformative essence of chemistry—a force so vital that it realises the innovations shaping our future.

Through the over 100-year history of Mitsui Chemicals, from our beginnings in coal chemicals operations, we have contributed a great many things to society in accordance with the times. We are visionaries, dream weavers, and architects of change.

At this pivotal event, we will lay the groundwork for symbiotic partnerships, fostering an environment for co-creation and mutual growth. Together, we will chart new territories in the business landscape, driven by the spirit of collaboration and the shared pursuit of excellence. Join us at this seminal event. With Mitsui Chemicals, let's inspire, let's innovate, let's create a future so radiant that it will be remembered for generations to come.

NTT DOCOMO ASIA Pte. Ltd.

Driving Global Web3 Adoption:

Partnering for Mainstream Accessibility

About NTT DOCOMO

NTT DOCOMO ASIA Pte. Ltd., a subsidiary of NTT DOCOMO, Inc., a leading Japanese telecommunications company, extends DOCOMO's activities into Southeast Asia. While renowned for its expertise in mobile technology, DOCOMO also spearheads developments in web3 technology. NTT DOCOMO Asia leverages this multifaceted expertise to drive innovation and enhance telecommunications services across the region. As part of NTT Group, it upholds the same commitment to innovation, quality, and reliability that defines DOCOMO's reputation worldwide. NTT DOCOMO Asia collaborates closely with local partners and stakeholders to develop tailored solutions that address the unique needs of Southeast Asian markets. By fostering partnerships and driving technological advancements in both mobile and web3 spheres, NTT DOCOMO Asia plays a pivotal role in expanding DOCOMO's presence and influence in the dynamic telecommunications landscape of Southeast Asia. Through collaboration and innovation, NTT DOCOMO Asia aims to enrich the lives of people in the region and contribute to the growth and development of the digital economy.

NTT DOCOMO ASIA Pte. Ltd.

Challenges

Our challenge lies in overcoming the negative perceptions surrounding web3 and fostering blockchain's mass adoption collaboratively. Additionally, we aim to serve as the gateway to web3 by leveraging our web3 non-custodial wallet APIs (scramberry Wallet for business). By partnering with entities possessing existing technological capabilities, customer bases, and a shared passion for innovation, we can collectively navigate the web3 landscape and drive widespread adoption.

Collaboration Needs

We are looking for partners who:

- Have solutions and customer bases with use cases that can integrate effectively with our Wallet APIs, even if they don't currently possess web3 technology.
- Are willing to collaborate towards achieving mass adoption of web3 technology.

Business Opportunity

- PoC opportunities to execute concrete use cases utilising our wallet APIs with our resource support
- Opportunity for further R&D collaborations and commercial partnerships

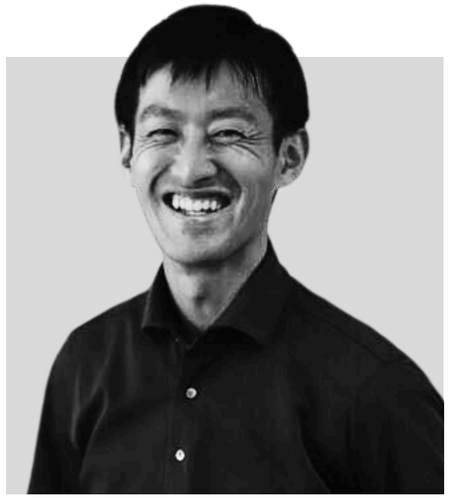
Assets/Support

- wallet APIs (scramberry Wallet for business)
- Other resource support for PoC
- utilisation of DOCOMO group assets/resources (if needed) including investment funding opportunities

Prize

Budget allocated for Co-PoC initiatives

NTT DOCOMO ASIA Pte. Ltd.



Tomoya Hasegawa

Director of Partnershipsand
Business Development

Message from Leadership

We're embarking on a journey to promote web3 adoption amidst the negative news surrounding the technology. I strongly believe that blockchain technology serves as an invaluable infrastructure like mobile network.

Our goal is to leverage the advanced technologies cultivated through through our “scramberry Wallet”, a service we launched in March 2024, to drive mass adoption of web3 technology.

By combining these innovations with your technology and customer base, we aim to trailblaze new frontiers together in the digital landscape.

Supporters

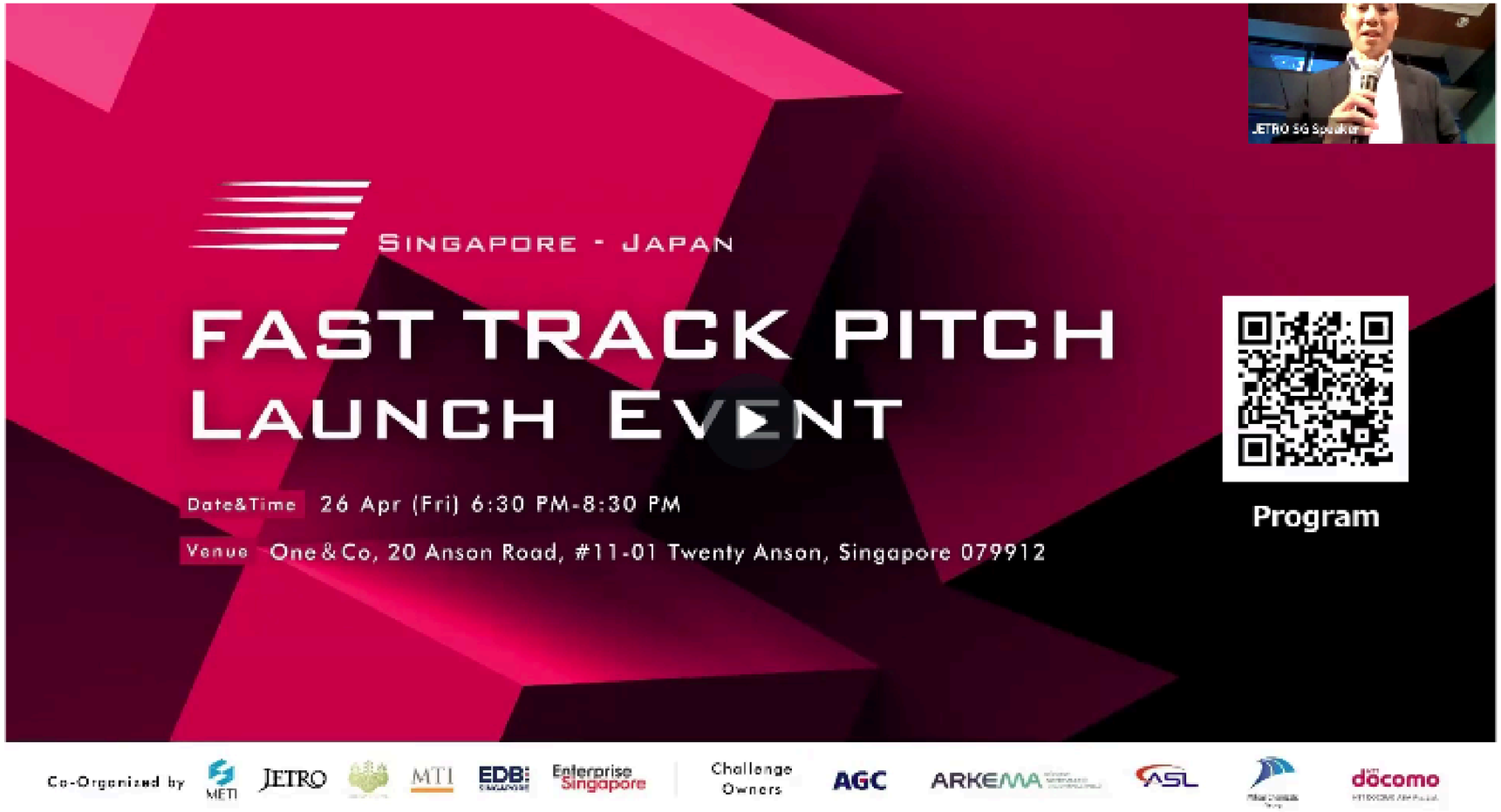

ace action community for entrepreneurship
BEENEXT
BLOCK71 SINGAPORE By NUS Enterprise In partnership with Singtel Innov8
CLAIR
DBJ
East Ventures
ASSOCIATION OF SOUTHEAST ASIAN NATIONS
asean
ERIA
Genesia Ventures
global brain
GOBI PARTNERS
HealthTEC.SG Singapore Health Technologies Consortium
ICMG
INCUBATEFUND
INDOGEN CAPITAL
JBIC JAPAN BANK FOR INTERNATIONAL COOPERATION
JCCI SINGAPORE
JPX TOKYO STOCK EXCHANGE
JSIP
Leave a Nest
MIYAKO CAPITAL
MIZUHO
MONK'S HILL VENTURES
MUFG
NEXI Nippon Export and Investment Insurance
N9
NUS National University of Singapore Enterprise
One&Co Coworking Space by JR-EAST
OPENSPACE
REBRIGHT PARTNERS
SBI Ven Capital
SMBC
SME SUPPORT JAPAN
SMU SINGAPORE MANAGEMENT UNIVERSITY Institute of Innovation & Entrepreneurship
UTEC
WUV

Schedule of the Fast Track Pitch 2024[tentative]

	4	5	6	7	8	9	10	11	12	1	2	3
Singapore	**Launch Event** Apr 26@SG	Call for proposals → Deadline June 23	**Pitch Event** Jul 19@SG									
Vietnam						**Launch Event** Jul 12@Hanoi	Call for proposals →	**Pitch Event** Late Sep/Early Oct				
Indonesia								**Launch Event** Late Sep	Call for proposals →	**Pitch Event** Early Dec		
Thailand										**Launch Event** Early Dec	Call for proposals →	**Pitch Event** Mid Mar

Video of the Launch event

Download the presentations in PDF: https://www.jetro.go.jp/newsletter/spr/2024/240426_Launch_Event_Master_FIINAL_SHARE.pdf



Launch Event of the Singapore-Japan Fast Track Pitch Event (April 26th, 2024)

Singapore-Japan Fast Track Pitch Event (April 20th, 2023)