

Specifications for “J-StarX Bio/Pharmaceutical Technology Accelerator”

1. Description

The Japan External Trade Organization (hereinafter “**JETRO**”) aims to make Japan a more attractive destination for global startups by partnering with world-class venture capitalists, accelerators, and other startup ecosystem players.

The purpose of the Bio/Pharmaceutical Technology Accelerator (hereinafter “**Program**”) is to support the global growth of Japanese startups in biotechnology and drug discovery, including those focused on AI-driven drug development. The program assists in the development of business strategies, refinement of pitch presentations, and the formation of connections with leading industry mentors and key opinion leaders (KOLs). Through collaboration with top-tier accelerators and mentors (hereinafter “**Educators**”) specializing in healthcare, the program aims to help Japanese startups achieve fundraising, conduct clinical trials, obtain regulatory approvals, and launch products in the U.S. market.

2. Program outline

There will be two structures offered for participants:

- **Step 1:** Virtual Orientation and Planning section in 3-4hours included 1 to 1 mentoring
- **Step 2:** Two (2) weeks of in person workshops in US

3. Program Content

A. Virtual Orientation and Planning

- I. **Onboarding sessions:** To make sure startups come prepared, understand how best to utilize their time onsite and know what to expect.
- II. **1 to 1 Mentoring:** To make sure what to do work to prepare in advance of onsite program.

Topics are intended to cover the above, but the structure and content can be arranged by the **Educator**.

B. Onsite Workshops

In Person

The two weeks of in person workshops will focus on GTM strategy, Path to clinical evidence and Adoption, Building a US Team, Funding & Pitching and so on.

C. Showcase

Invitation to showcase events, select companies receive opportunities to showcase on stage

4. Program Details

A. Location:

In Person: USA

B. Language

English.

C. Participants

JETRO will make an open call for this program and will accept applications from Japanese startup companies.

5. Conditions for the Contractor(s) engaged in the Project

- A.** Has an established organizational structure and capabilities to manage and complete the project properly. Has a global network, and knowledge necessary for the implementation of the project.
- B.** Has broad and effective experience of implementation of education programs in the world. Has experience of building up unicorns in the past five years(desirable).
- C.** Has investment arms and has close connections with world top tier VCs. and industrial experts.
- D.** Can adhere to JETRO's requests, as well as report to communicate with, and consult with JETRO in an adequate manner. Can present efficient data for the program evaluation.
- E.** Has knowledge and systems/tools for handling confidential and/or personal information accordingly.
- F.** Can comply with applicable laws and regulations, especially the Foreign Corrupt

Practices Act and state unfair competition laws.

- G.** Is willing to invest in Japan and establish an entity in Japan(desirable). * Contact JETRO HUT, if considering investing in Japan, forming a fund, or partnering with a Japanese company.

6. Term of contract

The term of the contract is from the contract start date through 16th March, 2026.

7. Payment

In compensation for the services to be provided by **Educator(s)** to JETRO, JETRO shall pay a total amount to **Educator(s)** in two payments.

The first half payment will be made by JETRO to Educator(s) upon execution of this agreement. This will be half the amount of the maximum possible value of the contract.

The second half payment will be made by JETRO to Educator(s) upon the completion of program and receipt of final report from Educator(s) this will be the actual value minus the first amount JETRO paid to Educator. Payment will be made by wire transfer to Educator(s)'s bank account designated by Educator(s) in writing.

8. Maximum Budget

US\$523,000 Included all service fees provided, except for the startup's travel and accommodation expenses.

<For reference>

About JETRO

JETRO is a government organization 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 in the 21st century has shifted toward promoting foreign direct investment into Japan and helping Japanese startups and scaleups maximize their global potential.