

## **Application Guidelines for the J-StarX “Global Startup Expo (GSE)”**

### **Bootcamp & Talk Session**

#### **Description**

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

The purpose of the Global Startup Expo Bootcamp & Talk Session (hereinafter “**Program**”) is to educate both research scientists and startup founders about how to be a successful startup founder and provide relevant knowledge and mentorship. The program also aims at establishing a strong understanding about the cultural differences between Japan and the U.S. as it relates to business and startups.

#### **1. Program outline**

JETRO will provide 2 weeks of Bootcamp Program up to 30 startups and a Talk session in cooperation with the Accelerator partner(s). The program structure and schedule may be flexibly adjusted based on the wishes of the Accelerator(s).

Bootcamp Program: 2 weeks (10 business days)

Talk Session: One session with 3 experts and a moderator.

Including...

- Bootcamp: will be conducted 3 hours (ex. 5-8pm) per day. combining expert-led workshops and 2 hours of structured one-on-one mentoring through office hours, with slight schedule variations during GSE
- Talk session: will be delivered a 40–60 minute panel session during 1 of the 3 days of GSE 2026, scheduled for early to mid-October and held during daytime hours at the Expo venue. The session will focus primarily on deep technology sectors, including but not limited to advanced semiconductors, quantum technologies, advanced computing hardware, climate and energy systems, and enabling

infrastructure, while maintaining flexibility to highlight adjacent high-impact innovation areas.

**2. Location**

The GSE Japan bootcamp and Talk Session will in principle be mainly held in-person in Osaka, Japan.

**3. Language**

English.

**4. Participants**

JETRO will make an open call for this program and will accept applications from Japanese university researchers, startup founders, and aspiring entrepreneurs. Accelerator(s) will be involved in selecting suitable participants in the program together with JETRO. Up to thirty (30) participants will be accepted.

**5. Budget**

**Maximum US\$717,141**

Please specify the pricing for each program in the proposal.

① Bootcamp Program (2 weeks, 6 expertise and 1 coordinator) US\$---

② Talk Session (2 nights, 3 panelists) US\$---

**6. Program Contents**

Program should include the following contents:

- **Bootcamp Program**  
2 week-long bootcamp aligned with Global Startup Expo (GSE) 2026, to be held between mid-September and mid-October. The program will consist of

approximately 10 instructional days, totaling roughly five (5) hours per day, inclusive of three (3) days of programming during GSE. Sessions will primarily be conducted in the evening (approximately 5:00–8:00 PM). The bootcamp will focus on deep tech sectors, including life sciences, with final industry emphasis to be determined. The target participants include 15–30 Japanese university researchers, startup founders, and aspiring entrepreneurs from across Japan.

The program is expected to take place in Osaka. Program delivery will be supported by a team of seven (7) staff, consisting of six (6) advisors and one (1) operations lead, ensuring high-quality instruction, mentoring, and on-site execution.

- One-to-one mentoring session

One-to-one mentoring sessions (2 hours) with industry experts should be provided to each startup individually, during GSE. More mentoring should be provided to startups who request it or seemingly need it.

It is preferred that each startup is assigned one key mentor who is knowledgeable in their respective fields. It would be beneficial if mentors could focus on business strategies for overseas expansion, providing necessary advisory for in-person programs and business arrangements.

- Talk Session

Organize and deliver a 40–60 minute panel session during 1 of the 3 days of GSE 2026, scheduled for early to mid-October and held during daytime hours at the Expo venue. The session will focus primarily on deep technology sectors, including but not limited to advanced semiconductors, quantum technologies, advanced computing hardware, climate and energy systems, and enabling infrastructure, while maintaining flexibility to highlight adjacent high-impact innovation areas.

## **7. 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.** Can promptly share any changes or updates that might impact the arrangement process.
- c.** Will conduct regular internal meetings with JETRO to report on the business progress of each participating company.
- d.** Has broad and effective experience of implementation of acceleration programs in the world. Has experience of building up unicorns in the past five years(desirable).
- e.** Has investment arms and has close connections with world top tier VCs.
- f.** 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.
- g.** Has knowledge and systems/tools for handling confidential and/or personal information accordingly.
- h.** Can comply with applicable laws and regulations, especially the Foreign Corrupt Practices Act and state unfair competition laws.
- i.** Is willing to invest in Japan and establish an entity in Japan(desirable). \* Contact JETRO SF, if considering investing in Japan, forming a fund, or partnering with a Japanese company. JETRO is considering Equity Model acceleration programs.

## **8. Term of contract**

The term of the contract is from the contract start date through March 19, 2027. The Accelerator(s) is required to regularly report on each company's business progress to JETRO. JETRO demands the submission of two official reports aimed at facilitating payments—one interim and one final. These reports must include detailed descriptions of the program structure, evaluations, delivery specifics, achievements and feedback from the participating companies, the impact of Demo Day, and promotional activities. The format

will be provided by JETRO.

## **9. Payment**

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

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

### **<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.