August 7th, 2026

JETRO Chicago, JETRO Toyama

Accelerator program for HOSTEC Startup Ecosystem	
1.Background	In Toyama, Ishikawa, and Fukui prefectures, the Hokuriku Startup Ecosystem Consortium (HOSTEC) has been selected by the Cabinet Office as one of the “Startup Ecosystem Global Hub City (NEXT)”. In line with this initiative, efforts to promote global expansion among startups have been advancing in the region. JETRO Toyama, Kanazawa, and Fukui, which participate in HOSTEC, will launch a new startup support program in FY2026 in cooperation with HOSTEC. Through this program, we aim to provide opportunities to connect with overseas stakeholders that have been limited in the Hokuriku region. JETRO will dispatch a selected cohort of startups chosen in the meetup event in Kanazawa, to Las Vegas, United States, to attend CES 2027 (one of the world’s largest technology events) and encourage them to network with relevant stakeholders, while focusing on targeted business matching and customer discovery in the U.S. through curated visits and mentor-guided outreach to secure qualified meetings.
2. Project Overview	Participants: Three to six (3-6) Japanese startups based in the Hokuriku region (Toyama, Ishikawa and Fukui Prefectures) Area of Startups: All sectors, with a particular focus on healthcare and manufacturing startups Duration: approximately October 2026 to January 2027 Location: Japan, Virtual and Las Vegas, United States.
3.Deliverables	Component 1 — Global Accelerator: Meet-Up Event (Kanazawa, Japan) In partnership with the accelerator, JETRO will organize a two-day Meet-Up Event in Japan in October 2026, bringing together 10-15 startups primarily from the Tech Startup HOKURIKU (hereafter, TeSH) network. The event will prepare participating startups for the global market and identify the cohort that will advance to the Outbound Mentoring Program. The accelerator shall be responsible for all travel and accommodation expenses incurred by its representatives traveling from the United States to Kanazawa. Day 1 — Pitches, Orientation & Evaluation - Introduction (10 minutes): Opening remarks by JETRO, introduction to the accelerator, and overview of the day's agenda - U.S. Market Orientation (10 minutes) - Startup Pitch Presentations (45 minutes) - Pitch Practice and Feedback (2 hours) - Networking Session (1 hour) •Feedback should incorporate relevant U.S. market perspectives and practical advice that is beneficial to participating startups.

	•Structured pitch evaluation and scoring based on evaluation criteria agreed upon with JETRO. •Mentors: Three mentors shall be provided by the accelerator. The mentors should be members of the accelerator's program team, with experience in startup mentoring, pitch coaching, and business strategy development for seed-stage companies. Where appropriate, the accelerator may involve mentors with relevant sector expertise to provide additional support to participating startups. •Networking Session: Participation by the accelerator's representatives is requested. The accelerator will not be expected to arrange or invite external guests or stakeholders for the networking session. Day 2 — Coaching & Multi-Prefecture Site Visits •One-on-one coaching sessions (approximately 1 hour per startup) focused on refining the startup's pitch, positioning, and U.S. go-to-market narrative. •Site visits to participating startups located in Toyama, Ishikawa, and Fukui. All meetings should be completed within a single day. As several visits are expected to take place within the same university or research ecosystem (e.g., JAIST), travel between locations is anticipated to be minimal. •Transportation should be arranged by JETRO. Following the two-day event, the accelerator shall evaluate the cohort based on the Day 1 pitch evaluation criteria. JETRO will determine the final cohort of three to six startups to advance to the Outbound Mentoring Program. Component 2 — Global Accelerator: Outbound Mentoring Program Phase A — Pre-Arrival Virtual Program Beginning in November/December 2026, selected startups enter a structured one-to-two-month virtual phase that bridges in-country preparation and U.S. arrival, combining group sessions with one-on-one coaching. -Program orientation -1 x group session -3 x one-on-one coaching sessions per startup •Group sessions and peer learning led by accelerator program staff, covering topics such as fundraising, sales strategy, product-market fit, and U.S. business development. •Recurring one-on-one coaching with accelerator program managers •Curated introductions to U.S.-based mentors aligned to each startup’s sector •Ongoing refinement of pitch materials, investor decks, and partnership narratives •CES attendee outreach and meeting arrangements ahead of the immersion

	•Milestone-based accountability to ensure readiness for the immersion phase Phase B — U.S. Immersion at CES (Las Vegas, January 6–9, 2027) The culminating immersion phase brings the cohort to Las Vegas, Nevada, activating the connections and preparation built in earlier phases. A dedicated accelerator team member accompanies the startups on-site at CES to provide hands-on mentoring, including introductions to relevant comparable companies and guidance on pitching and approaching the right people at the venue. Day1 — CES AM: On-site mentoring and accompaniment at CES; introductions to comparable companies and orientation to the venue PM: CES visit (JETRO group tour followed by free exploration). No accelerator support or accompaniment is required during this session. Day2 — CES Curated, accelerator-organized meetings at CES with corporations, potential customers and investors, in attendance • Network with exhibitors introduced by the accelerator(s) • Gather insights into competitors • Engage with local startup support organizations • Receive support and direct feedback from the accelerator(s) Day3 — CES / Off-Site in the Las Vegas Community On-site / Off-site meetings with R&D-driven startups, ecosystem stakeholders, VCs and channel partners through accelerator’s network. Customer introductions arranged by the accelerator based on each startup with joint visits. *R&D-driven startups: startups that can serve as referential models for entrepreneurs from Hokuriku region; for example, in the same industry or with similar backgrounds (such as university spin-offs) Day4 —Next Steps & Follow-Up AM: Structured debrief, follow-up coordination, and a forward plan for each startup’s continued U.S. engagement. Where appropriate, the accelerator is encouraged to involve mentors with relevant sector expertise to support participating startups during the outbound program.

	Key Performance Indicators (KPIs) The Accelerator(s) shall be responsible for delivering the following Key Performance Indicators (KPIs) for each participating startup, considering the startup's business domain and the feasibility of local engagement. ・Mentoring Sessions: The Accelerator(s) shall provide structured one-on-one mentoring sessions for each participating startup as follows: ● One (1) one-on-one session during the meetup event ● Three (3) online one-on-one sessions during the preparatory phase ● Two (2) one-on-one sessions during the outbound program Accordingly, each startup shall receive up to six (6) one-on-one mentoring sessions in total, subject to schedule coordination and feasibility. ・Business Matching (Appointment setting with promising potential customers and investors, both during and outside of CES2027): A minimum of three (3) qualified business meetings per startup. Priority shall be given to arranging meetings with potential business partners rather than venture capital investors, depending on each startup's needs. ・Company and/or Facility Visits: A minimum of one (1) company and/or facility visits per startup (duplicates allowed). The number and type of visits may vary depending on the specific needs and business objectives of each participating startup. All meetings and visits shall be structured engagements with relevant decision-makers and shall be aligned with each startup's business objectives. ・Monitoring and Progress Visualization: The Accelerator(s) shall manage and visualize the progress of the above KPIs and the overall acceleration goals of each startup through an online dashboard, such as SmartSheet or an equivalent tool, in a manner that allows JETRO to monitor the status on an ongoing basis.

4.Compensation	Pricing shall be based on three (3) participating startups as the base cohort. In addition to the base price, the proposal shall clearly indicate the incremental cost for each additional startup beyond the initial three (3) participants. JETRO reserves the right to determine the final number of participating startups, up to a maximum of six (6), based on the selection results. The proposal shall provide: - A base price for three (3) participating startups; and - A per-startup incremental cost for each additional startup beyond the initial three (3) participants. The proposed budget should clearly distinguish between fixed program costs and variable costs associated with each additional startup participant. The total contract amount shall not exceed USD 240,000 in total, with a maximum of USD 54,000 per startup. Please include the following for the budget calculation: a. Meetup event • One (1) meetup event in Kanazawa and one (1)-day startup site visits in Hokuriku, Japan • JETRO shall be responsible for venue selection, venue arrangements, and venue rental costs for the meetup event b. Online Components (Before Departure) • Group session • One-on-one Sessions c. Outbound program In-person Components • Support for developing global business mindset through lectures • One-on-one mentoring sessions provided by industry experts and/or mentors with relevant sector expertise, together with practical assistance for conducting business in English. • CES2027 centered business matching and company visit support, including targeted outreach, meeting coordination, and curated visits to relevant companies, research centers, and manufacturing facilities in Las Vegas, United States. • Program Final Report Unless otherwise specified in this Statement of Work, all costs and expenses associated with the performance of the services shall be borne by the accelerator. NOTE: JETRO shall not be liable for any cancellation fee due to any incidents in Japan or the Operator’s convenience.

	Payment Terms a. First payment (50%) b. Second payment (50%) c. All payments to be made in USD via JETRO Chicago
5.Contract Period	From the date of contract execution to February 28, 2027

JETRO Chicago

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