



2000+ POWER MATCHING

The Largest Open Innovation Event in Asia

INNOVATION LEADERS SUMMIT

- ILS2023 Prospectus for Overseas Startups -



200+ Startup Pitch



150+ Startup Show



50+ Leaders Session



10+ Networking Sessions



Previous (10th) ILS Achievements

Previous (10th) ILS Achievements

Asia's Largest Open Innovation Conference with a total of 16,982 participants and 2,890 business meetings held

The 10th ILS was held as a hybrid of events this year (face-to-face and online). More than 600 startups and 100 major corporations participated in POWER MATCHING, the main matching program for creating innovation, which was also held separately both face-to-face and online. It achieved 2,890 business meetings. In addition, 182 overseas startups from 27 countries participated in the event.

- Date / Venue In-person : Nov 29th to Dec 2th 2022 at TORANOMON Hills (Tokyo)
Online : Nov 21th to 25th , Dec 5th- Dec 16th 2022 at ILS Online Matching website
- Organizer Innovation Leaders Summit Committee
- With the support of Ministry of Economy, Trade and Industry (METI) / NEDO / JFC / Tokyo Metropolitan Government / Australian Embassy Tokyo

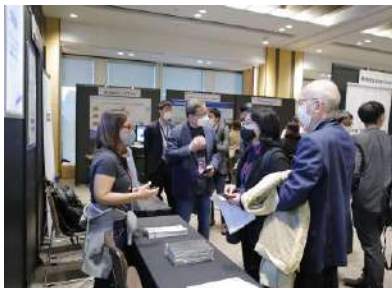
- Gold Sponsors



Australian innovation ecosystem seminar & Booth
Sponsored by Australian Embassy



EU Startup Booth
Sponsored by EU-Japan Centre



Stripe Exhibition Booth & Seminar
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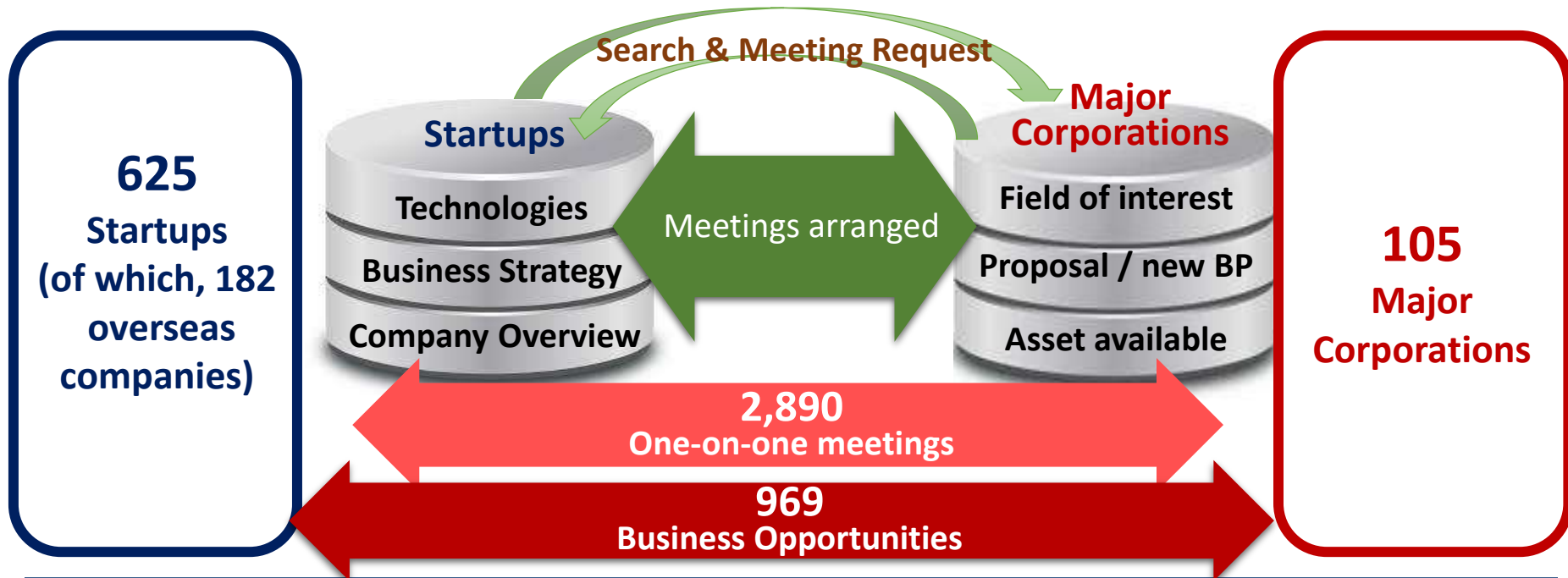


SettleMint Exhibition Booth & Seminar
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What is the ILS POWER MATCHING?

- **POWER MATCHING** is a program on the cutting-edge of open innovation where more than 100 major corporations and over 600 startups hold nearly 3,000 one-on-one business meetings in search of opportunities to collaborate.
- The previous **POWER MATCHING** created 969 new innovation deals.



What's in it for startups?

- ◆ **The ability to meet directly with decision-makers and key people at major companies**
These include key persons from R&D and business development who are interested in partnering with startups. About 90% of these participants are executives at their respective companies, which speeds up the partnership process.
- ◆ **Startups can request meetings with major corporations directly by searching for their needs**
Startups can browse major corporations by field of interest, proposal expectations, and reason for attending ILS, and send direct meeting requests to those companies they are interested in.
- ◆ **The possibility of receiving surprise requests from major corporations**
All startups upload a profile for major corporations to view and may receive requests based on that.



(Adapted from ILS Matching Dedicated Site)

About 2,000 Key people from 400 departments of 105 major companies participated

Panasonic Executive officer	Nikon Division manager	TEIJIN Manager	NTT docomo NTT DOCOMO Ventures, Inc. Division manager	SHISEIDO Division manager	YAMAHA Make Waves Division manager	AstraZeneca Division manager	SAMSUNG Division manager	JR JR西日本グループ Division manager	三菱マテリアル Division manager	NTT DATA Manager
Asahi Division manager	kikkoman おいしい調味料のりかん Division manager	Orchestrating a brighter world NEC Division manager	SEIKO Division manager	SUNTORY Division manager	AsahiKASEI Division manager	MITSUBISHI CHEMICAL GROUP Division manager	KAO Executive officer	BIPROGY Division manager	DaiwaHouse Manager	三井化学 Division manager
brother at your side Division manager	OMRON Division manager	RICOH Division manager	TOSHIBA Executive officer	AISIN Division manager	NTT ビジネスソリューションズ Division manager	TAKENAKA Manager	MOL Division manager	THK Executive officer	MinebeaMitsumi Precision to Create Value Through Difference Executive officer	TIGERS POLYMER CORPORATION Executive officer
MORI BUILDING Executive officer	関西電力 power with heart Division manager	DNP 大日本印刷 Division manager	JPOST 日本郵便 Division manager	三菱地所 Manager	ShirEtsu Division manager	TOPPAN Division manager	MS&AD 三井住友海上 CEO-level	OPTAGE Executive officer	Suzuyo CEO-level	TODA CORPORATION Division manager
東急クルーズ Manager	TIS TIS INTEC Group Division manager	NGK INTK スーパーセラグ ニューセラセラグ 日本特殊陶業 Division manager	FURUKAWA ELECTRIC GROUP Executive officer	NTT西日本 Division manager	東京建物 Manager	tok Division manager	Denka Division manager	AJS TIS INTECグループ Division manager	TEL Manager	NISSHIN oilio “地球の心” Executive officer
Panasonic CONNECT Division manager	JX Division manager	三井金属 Division manager	大とぎの森 住友林業 Manager	ShinMaywa VISION WITH INSIGHT Division manager	NIPPON SANSO HOLDINGS Division manager	鈴与商事 Executive officer	CTC Challenging Tomorrow's Changes Division manager	ORGANO Division manager	UBE Manager	YOKOGAWA YOKOGAWA SOLUTIONS SERVICE CORPORATION Division manager
YOKOGAWA Division manager	siVENTURES Manager	MAEDA Division manager	RYOSAN Executive officer	EXEO エクスオグループ株式会社 Executive officer	FUJIMI FUJIMI INCORPORATED Division manager	SOLIZE Executive officer	UNICIDEX Division manager	日清紡マイクロデバイス株式会社 Executive officer	TAISEI TAISEI GROUP Manager	AGREX TIS INTECグループ Division manager
SANYO TRADING CO., LTD. Executive officer	TOKAI RIKAI Division manager	TOYO SEIKAN GROUP Executive officer	Global "sukima" ideas NIPPON KAYAKU Division manager	MS&AD インターリスク経営 MS&AD INSURANCE GROUP Division manager	TATSUTA Division manager	Dexerials Executive officer				
SHIMADZU Excellence in Science CEO-level	TOKIO MARINE Division manager	日本ガイシ Division manager	NHK ニッパツ 日本発案株式会社 Executive officer	TAMURA Executive officer	Canal Ventures CEO-level	OG CORPORATION Executive officer				
AsahiKASEI 旭化成ファーマ Manager	鈴与建設 Suzuyo Division manager	東和薬品 Division manager	三菱ガス化学株式会社 Division manager	ACCRETECH Executive officer	NSD Executive officer	KH NeoChem Division manager				



POWER MATCHING [Advisory Board Members]

Only promising startups recommended by the ILS Advisory Board, which is made up of more than 100 leading Japanese and overseas organizations, can take part in POWER MATCHING (invitation-only system).

35 Japanese and Overseas Venture Capitals

10 Accelerators



13 Universities

11 Japanese Gov Agencies

13 Local Gov Agencies



20 Foreign Government Agencies



POWER MATCHING [Matchmaking Results]

- On average, one business opportunity was created for every three business meetings, making this a highly accurate matching program.
- In terms of overseas companies, 182 promising startups from 27 countries participated.

POWER MATCHING Results (Overall)

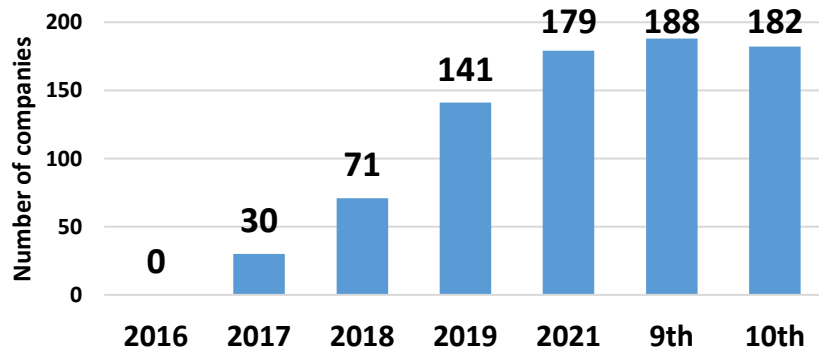


* Number of business meetings that major corporations plan to renegotiate for collaboration

VC MATCHING Results (Overall)



Number of Overseas Startups Participating



Number of Overseas Startups Participating by Country

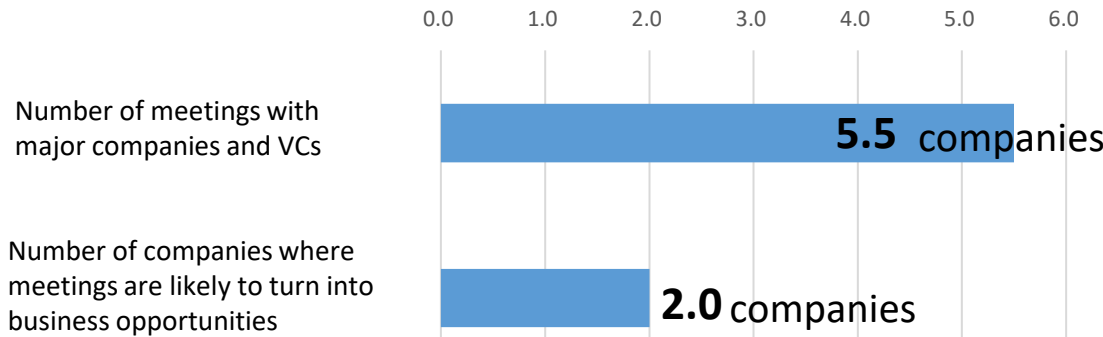
United States of America (29), Australia (23), South Korea (21), India (17), Canada (14), Ireland (11), China (8), Taiwan (8), Austria (8), France (7), Brazil (7), Finland (6), Spain (6), Great Britain (5), Israel (5), Belgium (4), Netherlands (Holland) (3), Italy (3), Singapore (3), Germany (2), Luxembourg (2), Portugal (2), Indonesia (2), Thailand (2), Hong Kong (1), Lithuania (1), Czech Republic (1), Switzerland (1),

POWER MATCHING [Feedback from Overseas Startups]

- On average, overseas startups had business meetings with about 6 Japanese companies and secured business opportunities with 2 or more major companies.
- The most popular startups had business meetings with 18 companies, including major companies and VCs.
- About 90% of the overseas startups expressed their intention to participate in the next Power Matching.

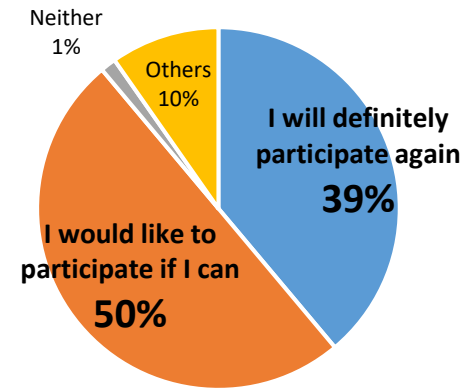
Power Matching & VC Matching

Matching business meeting results (Average per overseas startup)



Average number of business meetings for the top 10 Overseas: 10.5 meetings with major companies

Intention to participate in next year's ILS



Top Overseas Startups in Terms of Number of Business Meetings

1 Business meetings with 18 Japanese companies

anifie USA
Providing white label for Metaverse and Web 3.0 technology

2 Business meetings with 13 Japanese companies

SAMSARA Australia
Solving the plastic crisis with infinite recycling

3 Business meetings with 10 Japanese companies

bisu USA
Personalized, preventative health advice through at-home testing

One Check South Korea
Realization of smart home, office, retail, and logistics using UWB positioning technology

EVAR South Korea
Smart EV life that anyone can easily use and install

● Business meetings with 9 Japanese companies

Carbon Asset SOLUTIONS Australia
Supplies premium Carbon Credits and ESG reporting data.

NuMat TECHNOLOGIES USA
World's leading developer of metal-organic framework (MOF) adsorbents

ACOUSTICS Finland
Provides advanced acoustic-based predictive maintenance solutions

RARE ENERGY Australia
Zero emission Ammonia generator to power vehicles or electricity

klleon South Korea
Digital Human based AI video generation platform

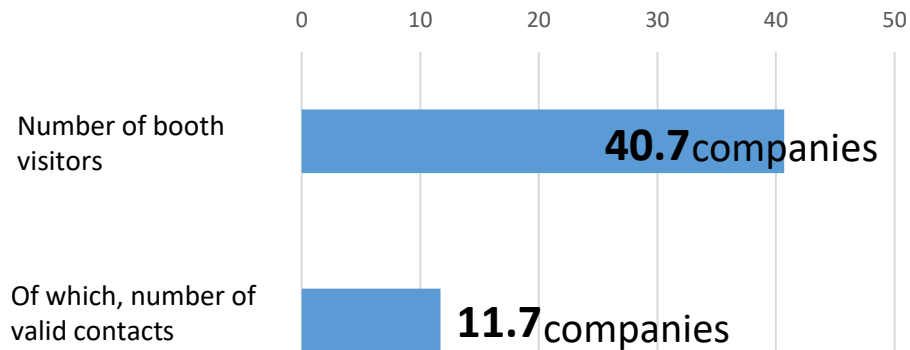
几何科技 GEOMETRY HEALTHTECH China
Smart Health-Monitoring Toilet -- IoT+ Health management with big data

Exhibition Booth & Startup Pitch [Feedback from Overseas Startups & Organizations]

- Companies that had booths and made pitches obtained more than **7** times the number of contacts compared to those that participated in **POWER MATCHING**.
- Almost **90%** of the invited startups were satisfied with the results they obtained.

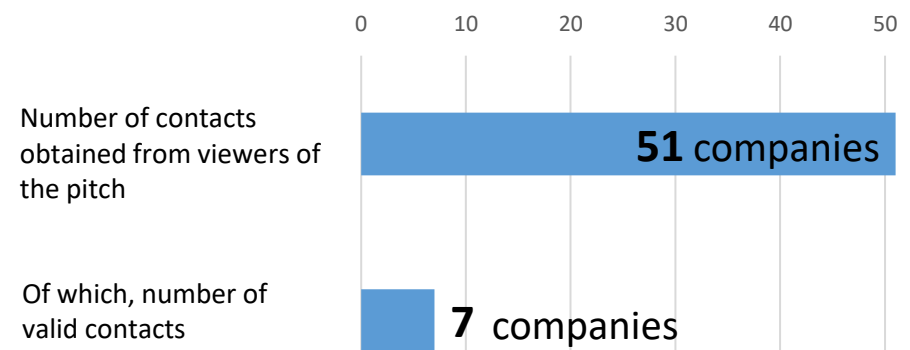
Exhibition Booth & Startup Pitch

Exhibit Results (Average per overseas startup)



Number of valid contacts obtained for the most popular startups: **40**

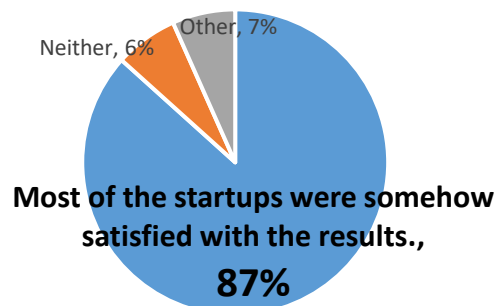
Pitch Results (Average per overseas startup)



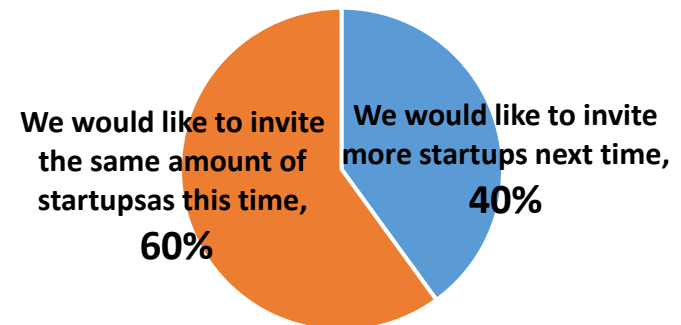
Number of valid contacts obtained for the most popular startups: **30**

Feedback from Overseas Organizations

Level of Satisfaction of Invited Startups



Intention to Invite Startups to the Next ILS



POWER MATCHING [Comments]

Major Corporations



I felt there were many startups with high potential in AI at ILS.

Mr. Masahiro Seto
LG Technology Center Japan



With our focus on "CASE" we were able to find many interesting startups with AI and connected technologies.

Mr. Daisuke Nishida
Toyota Motor Corporation



ILS is the best place to find startups that can complement what we lack.

Mr. Ryota Yamada
OMRON Corporation



No other event has a higher level of filtering startups than ILS.

Ms. Yuko Nakanishi
Shiseido Company, Limited



ILS was a meaningful event where we received many proposals regarding innovation possibilities in the beauty industry. We are looking forward to similar opportunities in the future.

Mr. Shinya Kumamaru
Nihon Loreal



ILS provides a good opportunity to get an overview of an industry's leading-edge and see what will happen next!

Mr. Yoichiro Shindo
Asahi Quality & Innovations, Ltd



It was very interesting to meet startups who demonstrate a high degree of completion in their services!

Mr. Wakaki Miyaji
Mitsubishi Electric Corporation



There are some companies that have already started doing business through POWER MATCHING. There were many companies likely to become candidates this year too, and I'm looking forward to the future.

Mr. Fumiharu Iwasaki
Seiko Holdings Corporation



Compared to similar events in the US, ILS has a significantly higher cost performance.

Mr. Yukihiro Kanbe
Toshiba TEC Corporation .

Startups



I was very surprised that there is such an amazing event for you to meet so many major corporations from Japan!

Mr. Soundar Advavane, CEO
Joltee (France)



It was a meaningful event to meet with potential customers and partners in Japan.

Mr. Patrick Sobalvarro, President and CEO
Veo Robotics, Inc. (USA)



ILS is a very productive event that enables you to meet many companies in a short time.

Dr. Kush Agarwal, CEO & Founder
WaveScan Technologies Pte.Ltd. (Singapore)



We had ten meetings with potential customers and partners during the three-day event.

Mr. Nicholas Kuhn, CEO
NanogripTech, Inc. (USA)



ILS is a good place to match with major companies!

Mr. Harold Dumur, CEO
OVA inc. (Canada)



We were able to meet with many companies that were interested in our unique proposal.

Mr. Vicente Calvo Alonso, CEO & Founder
Comptek Solutions Ltd. (Finland)



ILS is a very nice place to meet key persons from major companies directly.

Mr. Akikuni Abe, CEO
Spacelink Ltd.



We already started partnerships with some major corporations at last year's ILS. We look forward to this year as we think we can make new connections with several more corporations.

Ms. Miku Hirano, CEO
Cinnamon Inc.



We got application experiment offers from several major corporations. ILS is an exciting event to meet people!

Mr. Yousuke Maeda, CEO
WOTA CORP.

ILS Advisory Board



Among various events, ILS is the only one where major corporations and startup companies are matched up so well. I am very grateful ILS.

Mr. Takeshi Goto, Director Executive Vice President
SBI Investment Co., Ltd.



We brought 10 startups from Taiwan for the first time and had 41 meetings. We expect fruitful results.

Ms. Josephine Chao, President
Epoch Foundation (Taiwan)



A good opportunity to pinpoint and match with decision-makers in Japanese companies.

Mr. Eiji Atsumi
Embassy of Finland (Finland)



ILS is the best place to meet Japanese companies who are interested in Southeast Asia.

Mr. Edmas Neo, CEO
ACE (Singapore)



ILS is a place not only to gather information but to reform business through partnerships, alliances and investment.

Mr. Tak Miyata General Partner
SCRUM VENTURES



ILS is a very attractive place as startups can meet 120 major companies at once.

Mr. Naoyuki Maekawa
Japan External Trade Organization (JETRO)



ILS is leading major companies in incorporating change in the world.

Mr. Yasuo Nakajima
Industrial technology utilization center



Not only matching between startups and major corporations, ILS is unique for providing insights on partnering with major corporations.

Mr. Jean-Dominique FRANCOIS, Japan Ambassador
Hello Tomorrow (France)



ILS is a meaningful event because it allows communication between startups, key persons from major corporations, and VCs.

Mr. Yosuke Yamamoto
Universal Materials Incubator Co., LTD

POWER MATCHING [Successful Collaborations]

● **POWER MATCHING** is an opportunity for many major corporations and startups to accelerate innovation through capital and business tie-ups, cooperative relationships and M&A.

<p><Co-development> Co-development of a postal inspection service using "Sebum RNA"</p> <p>Healthcare Systems × kao</p>	<p><Capital Alliance> Capital Alliance to develop wind observation and forecasting solutions and promote zero-emission projects</p> <p>METRO WEATHER × molplus</p>	<p><Capital Alliance> Capital Alliance, a developer of behavior prediction AI, is Accelerating Japan Expansion</p> <p>HUMANISING AUTONOMY × emelligence</p>	<p><Joint Business > Collaboration for commercialization of non-contact vital and mental detection sensors</p> <p>マニカシアコーポレーション × SANYO</p>	<p><Capital Alliance> Capital and business alliance to promote the introduction of renewable energy</p> <p>DIGITAL GRID × 三井化学</p>		
<p><Business Alliance> Business alliance for end-effector components for automated robots</p> <p>ROBOTECH × HANAL CORPORATION</p>	<p><Co-development> Co-development and commercialization of a dining table communication toy, "Nekotongue Foo Foo"</p> <p>YUKAI × GYUNO</p>	<p><Co-development> Joint development of high-performance conductive fiber sensor solutions</p> <p>AI SILK × ANALOG DEVICES</p>	<p><Capital Alliance> To promote new agricultural products Capital alliance, joint research</p> <p>Ac-Planta × KH NeoChem</p>	<p><Capital Alliance> Capital alliance in the area of big data risk information services; business alliance to pursue synergies for both parties</p> <p>JX通信社 × FUJIFILM</p>	<p><Co-development> Joint development of BAITEN STAND, a next-generation unmanned store service</p> <p>AIT × BAITEN</p>	<p><Co-development> Joint development of non-invasive medical diagnostic equipment</p> <p>ATONARP × BEHLERLEIBER ELECTRONIC GMBH</p>
<p><Business Alliance> Development of motor function measurement equipment</p> <p>ヘルシーサポート Healthcare IT Services × AsahiKASEI</p>	<p><Co-development> Utilization of artificial intelligence in dentifrice fragrance development</p> <p>LEIFIT × LION</p>	<p><Business Alliance> Development of three types of tofu containers for reducing sodium intake</p> <p>おいしい健康 × 味の素</p>	<p><Capital Alliance> Development of long-term care support system using vital sensing materials</p> <p>Z × 三井化学</p>	<p><Capital Alliance> Development of a 3D data utilization platform</p> <p>VR × AILKANT</p>	<p><Business Alliance> Development of brain-machine interface devices</p> <p>分科医 × FUJI XEROX</p>	<p><Co-development> Co-development of AI-based technical document utilization system</p> <p>SHOWA DENKO</p>
<p><Business Alliance> Promoting new real estate applications and solutions</p> <p>SPACEMARKET × 東京建物</p>	<p><Business Alliance> Development of AI speech recognition solutions for call centers</p> <p>Hiocomm × WILL GROUP</p>	<p><Business Alliance> A joint project aiming to solve next-generation transportation & energy issues</p> <p>ID × TIS</p>	<p><Business Alliance> Development of AI image recognition solutions</p> <p>Visual Reality × HITECH</p>	<p><Capital Alliance> Development of an order-made supplement machine</p> <p>dricos × SHISEIDO</p>	<p><Co-development> Development of a rust removal business using coatings and lasers</p> <p>Toyokoh × Zevus</p>	<p><M&A> Development of services for social movie reviews</p> <p>ISUMIKI × CCC</p>
<p><Business Alliance> Development of a 3D printer for De Agostini</p> <p>3D × TDK</p>	<p><Business Alliance> Development of next-generation semiconductor electrical characterization system</p> <p>YUKOWA × Wafer Integration</p>	<p><Business Alliance> Development of in-flight meals for international flights</p> <p>味の素 × ANA</p>	<p><Business Alliance> Omni-channel business development</p> <p>Oh My Glasses × Loft</p>	<p><Business Alliance> Development of comprehensive sleep services</p> <p>TELJIN × MARIKIN SUZUKI</p>	<p><Business Alliance> Co-production of in-flight broadcast programs</p> <p>MediaCity × ANA</p>	<p><M&A> Became a subsidiary to promote omni-channel marketing</p> <p>transcosmos × OLeonis</p>



ILS2023 PROSPECTUS for Overseas Startups

ILS2023 Overview

Asia's largest open innovation matching event with over 2,000 key people participating from more than 500 departments at 100 major corporations that are actively looking to collaborate with startups.

◆ POWER MATCHING / VC MATCHING

- Face-to-Face Meeting : Dec. 4 - Dec. 7 @Toranomom Hills, Tokyo
- Online Meeting : Nov. 27 - Nov. 30, Dec. 11 - Dec. 20 @ILS Platform

◆ Startup Pitch / Startup Exhibition / Overseas Startup & Organization Welcome Party

: Dates: Dec. 4 - Dec. 7 @ Hybrid event



Features of The ILS2023 Matching Program

Startups can hold efficient business meetings with many major corporations and VCs at once by participating in "POWER MATCHING" + "VC MATCHING"

1. Ability to meet directly with decision-makers and key persons at major companies

You can meet with key persons from R&D and BD sectors who are interested in partnering with startups. Since about 80% of participants are executive class, you can speed up the partnership process.

2. Request meetings with major corporations directly by searching their needs

Browse interesting fields, expected proposals, purpose of attending by major corporations and send direct meeting requests(*1) to major corporations.

3. Surprise requests from major corporations

You can receive direct requests from major corporations for business meetings who are interested after seeing your profile.

4. Choose the business meeting type

You can choose a business meeting type (Online, Face-to-Face, or both).

5. Free Japanese-English Interpretation Available (for all startups)

Overseas startups wishing to do so may conduct business meetings in English.

In some cases, a meeting partner may arrange for a Japanese-English interpreter through the ILS Secretariat, however, overseas startups will not be charged for this.

*1 The maximum number of business meeting requests for POWER MATCHING is 20 companies

1. With the Pitch Package

Number of valid contacts: 7

A special opportunity to make your pitch at the ILS event, attended by over 8,000 key people from major corporations and VCs

- Startups that made pitches at the last ILS received contact lists with an average of **50** companies and secured a collaboration candidates list with **7** of those companies.
- You can present your pitch on-site or online. If you choose online, we will prerecord it.
- This year's ILS will stream both on-site and prerecorded pitches online, so, you can reach even more participants.

- Date & time: Monday, Dec. 4 – Thursday, Dec. 7, 2023
- Pitch length: 5 min.
- Pitch method: Choose from the following.
 - On-site : Have the chance to present a pitch on the stage of the ILS venue
 - Online : Prerecord your pitch using Zoom and present it on-site
 - *This means you can present your pitch without having to travel to Japan
- Expected audience: 50 people in person + 100 people online
- Participation benefits:
 - Audience contact list
 - Ability to receive direct messages from major companies and VC (ILS Platform)
 - Ability to schedule business meetings (ILS Platform)

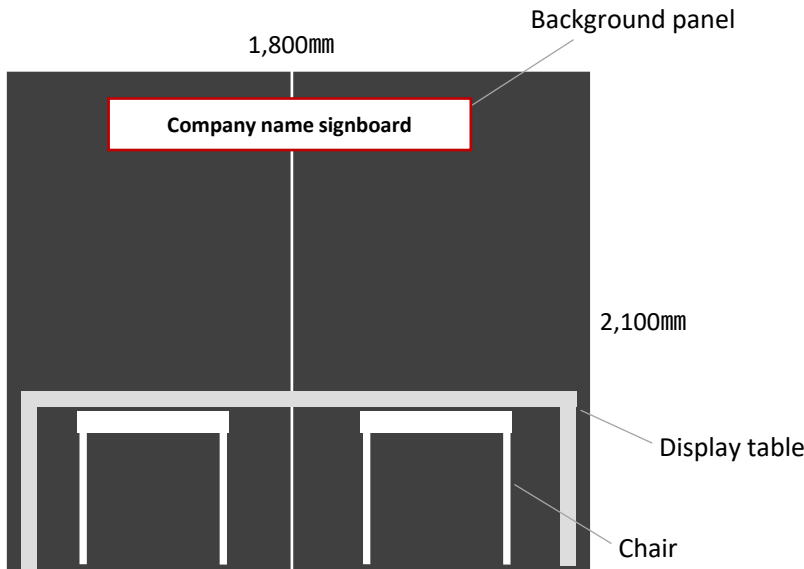


Booths for demoing leading-edge technologies and products limited to 100 startups in such fields as AI, mobility, robotics, digital health tech and new materials

- Demo booths available to the first 100 startups to apply enable a broad variety of demonstrations of leading-edge technologies and products by field
- Most booth visitors are from major corporations, or are investors from VCs, etc. creating encounters that will help accelerate your business

Venue	Booth area	Expected no. of visitors	Dates	Included equipment
Toranomon Hills 5F	2 m ²	500 (Major corporations & VCs)	2 days Exhibit during either of the below ① Dec. 4 - 5 ② Dec. 6 - 7	<ul style="list-style-type: none"> ● Background panel (W 1,800 mm × H 2,100 mm) ● Display table (W1,800mm×D600 mm) ● Chair × 2 ● 100V/300W electrical outlet ● Company name signboard

● Overall view



● Image of Booth Layout



Networking Sessions

Invitation to networking events which major corporations and VCs that are enthusiastic about collaborating with startups will attend.

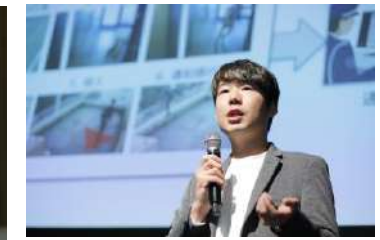
Overseas Startup & Organization Welcome Party

Numerous major Japanese companies and VCs will be invited to this party, allowing an excellent opportunity to network with a wide range of potential partners.



Industry-Specific Networking Sessions

Networking sessions split up according to business field, including renewable energy and decarbonization. Effectively network with major corporations and VCs interested in your area of business. Sessions will be held over a 4-day period with 2-3 sessions per day.



Participation Packages for Overseas Startups

Menu	Basic Package	Pitch Package	Exhibition Package	Premium Package
POWER MATCHING meetings <small>*Free Japanese-English interpreters available</small>	Online , Face-to-Face, or Both			
VC MATCHING meetings	Online , Face-to-Face, or Both			
ILS Startup Pitch as a speaker <small>*Please refer to page 15 for details.</small>	—	Yes Online or On-site	—	Yes Online or On-site
Booth at ILS Startup Exhibition <small>*Please refer to page 16 for details.</small>	—	—	2 days On-site	2 days On-site
Networking Sessions	3 people	3 people	3 people	5 people
	22,000 yen (tax included)	165,000 yen (tax included)	198,000 yen (tax included)	297,000 yen (tax included)

Participation package purchase deadline & Company information deadline

September 25th, 2023 11:59 am JST

[Notes 1]

- If you have not completed your company information registration or you have failed to purchase your participation package by the deadlines above, your registration will be considered cancelled due to the need to print the participant list.
- Individual ILS Startup Show exhibitions are held for two days only between Monday, Dec. 4 and Thursday, Dec. 7. Startups may not choose when they exhibit as the exhibit days have been equally allocated to each business category.
- We will stop accepting applications once we have reached the capacity of 600 companies.

[Notes 2]

Startups who cancel for a refund will also have their pitch and booth packages cancelled.

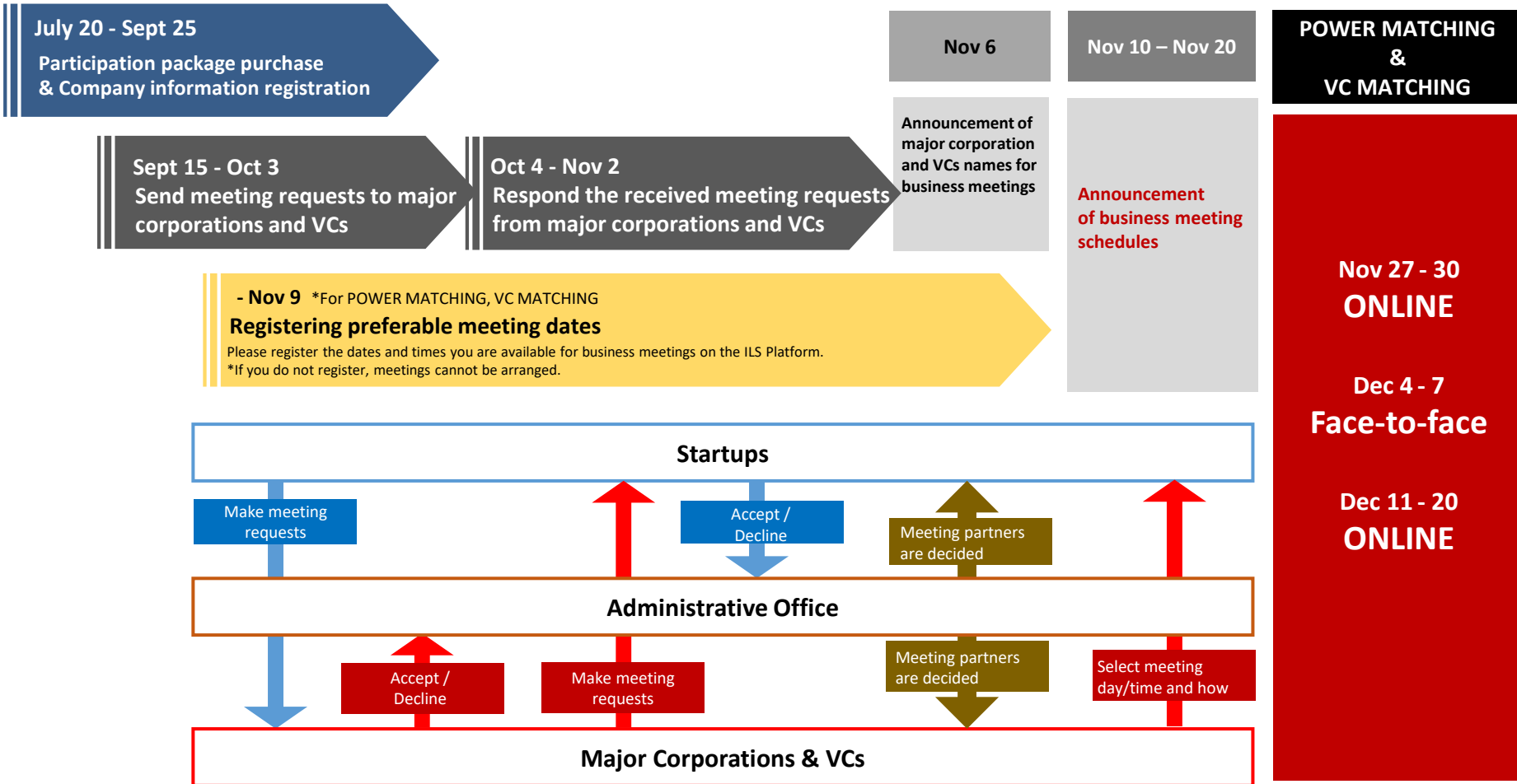
[Cancellation Policy]

Startups that fit all of 2 requirements below can cancel within the cancellation period (planned Oct 30th– Nov 8th)

1. Companies who have sent 5 or more business meeting requests for POWER MATCHING or VC MATCHING
2. Companies with no business meeting arranged for POWER MATCHING or VC MATCHING

Schedules for the POWER MATCHING & VC MATCHING

Major corporations and startups request business meetings through the ILS Platform, which sets up meetings when requests are accepted.



Contact Us

ils-global@project-nippon.jp

Hitomi Shibaki ILS Director

Contact Us

ils-global@project-nippon.jp

Hitomi Shibaki

ILS Director

Project Nippon Ltd.

<https://ils.Tokyo/>

