

UFP Equity Track Application Overview

Ver. 1: 2021/06/30

Target (Requirements)

- Science & Technology startups that have been incorporated, and are in Seed/Pre-Series A stage.
- Co-founders/teams with industry/research experience in the Science & Technology fields relevant to the startup
- Startups that have tangible Japan synergies and scope for potential collaboration with Japanese academia & industries

Required Application Documents

When applying, please include the following documents in PDF format:

- Cover Letter (Word: within 2 pages. Please include your reasons for choosing UTEC, and the UFP program, and your alignment with UTEC's investment philosophy)
- Pitch Deck (PowerPoint: 20 slides maximum, Word: within 5 pages)
- CV of the founders and key team members (no format restriction)
- Basic Information: Company name, representative name, email, contact number

If the investment consideration goes forward, the following information will be required.

Please prepare them in advance

- Certificate of Incorporation, Registration Certificate, Cap Table
- Financial statements of the past 3 terms
- Interview report of clients or potential clients
- (If applicable) Technical documents related to IP, Publications, etc.

Investment Process

- Notification within 3 business days of the application on whether the application has been accepted through to the interview stage. Thereafter, an interview will be held with a UTEC investment team member specialized in the field relevant to the startup.
- In principle, the entire Due Diligence and Investment Committee procedures will be completed within 4 weeks of the first interview
- Execution of investment in a week or two after the investment committee (best-case scenario)

Investment Conditions

- Investment of up to \$1 million in the Pre-Seed, Seed or Pre-Series A financing rounds of recently formed startups. Investments of over \$1 million are out of the scope of UFP Equity Track. Please reach out to us separately.
- We are flexible to structure the investments in an entrepreneur/co-investor-friendly manner such as SAFE notes, KISS/J-KISS, convertible notes/bonds or common stock.
- We will not be assigning a Board Director by default, but we may ask for Observer rights or request a periodic update on the start-up post investment.

Pitch Deck

Please include the following information in the pitch deck you provide.

- Team : Experience/Career of the main team members
- Issues that the start-up aims to solve : Please explain the issues that the clients/potential clients or society has/have that you would like to solve.
- Product/Solution : The overview of the technology or product the start-up aims to develop, its monetization plan, and pricing.
- Competitive edge : Current competitive advantage that the start-up has or will have. Especially around the technology.
- Business Planning : Please detail the status and the future (after the start up receives investment from UTEC) specific milestones of the ①Business, ② Technology/Product, and ③Organization.
- Finance: Please detail past finance rounds (amounts invested and the investors), the total raise for this financing round and its closing time, how much you would like invested from the UFP equity track and the use of this funding.