

UFP Grant Track Application Overview

Ver. 1: 2022/05/16

Target (requirements)

- Startups/Teams/Researchers whose technologies/products fall within the purview of target sectors of UFP (as mentioned on UFP website)
- Founders/Team that have employment experience or research experience in the Science & Technology field of the start-up is desirable.
- Pre-incorporation (if the startup has not been incorporated yet), we require the Team or individuals to have a demonstrated commitment to entrepreneurship
- In the case that the start-up has been incorporated, we require that there has been no prior external investment from VC or corporates.
- The program is open for researchers/teams from any nationality, location or academic institute

Required Application Documents

When applying, please attach 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 founder and team members (no format restriction)
- Basic Information: Company name, representative name, email, contact number

In addition, we may request the following information:

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

Application Process

- The first Grant track application will be open from **12pm JST 15th June to 12pm JST 31st July 2022.**
- Maximum of 5 teams will be selected
- After evaluation of application materials, if required, we will hold an online interview. We will notify the candidates for the interview stage by 31st August.

- Interviews will be held until mid-September (by default these will be online). Interview will be 30 minutes including the pitch of the start-up followed by a Q&A session. UTEC team member.

Details of Our Support to your Business

- The duration of the grant support will be 6 months by default and only when there is a strong need to extend from a business perspective, the support will continue up to a year.
- Below are the contents of the support by UTEC:
 - Regular meetings, at least once a month with a UTEC Venture Capitalist
 - Study sessions and networking events: they will be hosted with the attendance of capitalists and specialists.
 - HR support: UTEC HR team will support the introduction and hiring of professionals into the startups.
 - Support from ecosystem collaborators: UTEC is in discussion with partner companies to offer perks such as SaaS/Cloud tools (free credits), co-working space, etc.
 - VC and Corporate network: UTEC is planning to host a Demo Day with relevant participants from Industry, and VC community.

Responsibilities of the Selected Team/Startup

- Continue to demonstrate sufficient commitment (time and effort) towards the startup, and technology commercialization
- Monthly meetings with UTEC correspondent (discussions on the progress, milestones and next steps)
- A presentation and report on the commercialization progress Discussion with UTEC about future fundraising plan: If there is a plan to raise a future financing round within 12 months of the program's end date and there is interest from both parties, UTEC can consider equity investment in your startup

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 https://www.frontier-ad.co.jp/client/yoshida_ufp/en/apply/ will have. Especially around the technology. Please

include all information about Intellectual Property.

- **Business Planning** : Please detail the status and the future (after the start up receives grant from UTEC) specific milestones of the ①Business, ② Technology/Product, and ③Organization.
- **Finance**: Please detail past finance rounds (amounts invested and the investors), if any. Please also detail the amount of funding you would like to raise as a grant from UFP Grant Track, and its utilization plan.