**HVC KYOTO 2024 Entry Sheet**

**Submit to：**[**hvckyoto@krp.co.jp**](mailto:hvckyoto@krp.co.jp)

**Submission Deadline：March 29, 2024（Fri）**

HVC KYOTO details：<https://www.krp.co.jp/hvckyoto/detail/4276.html>

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**Submission Date：2024 XX month XX day　※Enter Submission Date.**

**Submission & format：※Not accepted if not signed.**

**□Entry Sheet (this page)（Sign and submit as image or PDF）**

**□Entry Sheet １．Basic Info～４．Submission of Video（Submit in doc format）**

**□Video（Submit YouTube URL）**

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| **Notes for Submission** |
| ※Read the following before submission.  １）Handling of submission & confidentiality  Unless stated otherwise, Organizer, Secretariat & advisors of HVC KYOTO (hereinafter called Operator) will not disclose the submission including video to a 3rd party without prior consent of an applicant in writing or via email.  Submitted personal information may be used for the purpose of operation, execution and assessment of results of HVC KYOTO. Private information will be handled in compliance with laws and privacy policy of Operator.  ２）Rights of contents  Make sure to take measures before entry so that information subject to legal protection such as patent, utility model, design, trademark, copy right　as well as trade secret and knowhow is protected appropriately for public disclosure. Operator shall not be held responsible for any damage arising from infringement.  ３）Participation in Business Advice Session and Demo Day (Jul.8 or 9）  With this entry, you agree to participate in Business Advice Session (one in Apr. and May respectively) as well as Demo Day program. Date and time of Business Advice Session will be informed to successful entrants in the result notice. Remote attendance by zoom etc. is acceptable if not physically available on the day but in-person attendance is strongly preferred.  ４）Cost  Entry is free. Travel cost in Japan to attend one Business Advice Session & Demo Day  will be paid to each successful entrant: One person only. Taxi not covered. Couch class on express trains & Shinkansen. Economy class in case of air. Evidence of payment e.g. receipt, boarding pass, needs to be submitted.  ５）Disclosure & Publication of Accepted Contents  ①Accepted entrants can participate in programs including individual business meetings with partners and the exhibition on Demo Day  ② Operator may publish participants’ pitch video, photos and video taken at Business Advice Session and Demo Day on their homepage.  ③Adopted contents may be covered by press and carried in magazines and homepages.  ④HVC KYOTO 2024 participants are deemed to give consent to use of copy and portrait rights to a reasonable extent. |

**I,　Name（Signature）　　㊞read and accept**

**“Notes for Submission” and enter HVC KYOTO 2024.**

1. **Basic Information**：Please write **【both in English & Japanese】**   
   ※When adopted, items with※will be published in flier, website & Demo Day leaflet.   
   ※You will be asked about your business strategy at Advice Session. Presenter should be knowledgeable about and able to discuss business feasibility.

Write correctly in Japanese & English.

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| **Category** | **Check either** | □Before start of business　□Already started business | |
| **-Involves IP transfer from university or public institute?** | | □Yes（Institute Name：○○Uni、○○Lab）  □No |
| **Check most relevant area ☑** | □Regenerative medicine　□Drug discovery/Bioscience　□Medical device　□Digital health  □Other (details:　　　　　　　　　　　　　　　　　　　　　　　　　　　　　） | |
| **※Presentation Title** (J) | |  | |
| **※Presentation Title** (E) | |  | |
| **※Presenter’s honorific** (E) | | □Dr.　□Prof.　□Mr.　□Ms.　□Other（　　　　　　　　　　　　　　） | |
| **※Presenter’s name** (J) | |  | |
| **※Presenter’s name** (E) | |  | |
| **※Presenter’s affiliation & title** (J) | | Affiliation（　　　　　　　　　　　　　　　　）  Title（　　　　　　　　　　　　　　） | |
| **※Presenter’s affiliation & title** (E) | | Affiliation（　　　　　　　　　　　　　　　　）  Title（　　　　　　　　　　　　　　） | |
| **※Affiliation web page URL** | |  | |
| **Presenter’s biography** (J)  **（approx.100 letters）** Projects & research related to the presentation and citations if any. | |  | |
| **Presenter’s biography** (E)  **（30-50 words）** | |  | |

**２．Contact Information**：Contact information e.g. presenter, secretary, other contact

|  |  |
| --- | --- |
| **Contact Name** |  |
| **Contact Affiliation & Title** | Affiliation（　　　　　　　　　　　　　　　）Title（　　　　　　　　　　　　　　） |
| **E-mail address** |  |
| **Phone number** |  |
| **Main Office address** | 〒 |
| **Contact address**  **（mailing address）** | 〒 |

**３．Purpose, geography of interest, summary of technology/business model**

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| **Purpose** |
| ① Check applicable one (s)（multiple answers allowed）  □Fundraising□Business partnership□recruitment□marketing　□Others（　　　　　　　　　　　　　　　　　　　　　） |
| ②Elaborate what you expect of HVC KYOTO 2024 and reason(s)（either in English or Japanese） |
| **Geography of Interest** |
| ① Check applicable one (s)（multiple answers allowed）  □North America　□South America　□Europe　□Asia　□Southeast Asia　□Middle East  □Other（　　　　　　　　　　　　　　　　） |
| ②　Describe geographies you are interested in developing business and reasons. Specify country name (s)  if any (either in English or Japanese). |
| **Overview of Technology/Business Model**　Following the guidance below, give a concise summary both in Japanese & English in the column below. You may expand up to 1 page of A4. If attaching drawings & files (PDF, PPT), refer them in the column.   * Definition of business & its social contribution（Whom product/service is for?） * Overview of the technology (function/performance, development status, any existing technology & superiority） * Marketability（expected size & number of users in Japan & overseas） * Career & Awards of Applicant/Team（experience and expertise as an enabler） |
| 【Japanese】 |
| 【English】 |
| **Introduction of Business for PR**  Catchphrase to simply explain above-mentioned technology/business model in plain & easy-to-understand language for general public (about 30 letters）  ※May be used for publicity when adopted. |
| 【Japanese】 |
| 【English】 |

**４．Submission of Video**：**【English only】**※Consult Secretariat if sharing YouTube is difficult.

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| **Submit video of self-introduction & seed explanation in about 3mins.【English only】**  **Video will be used for review.** ※Smartphone video allowed. | |
| **Method** | Upload “Unlisted” to YouTube and **give URL below.** |
| **Video URL⇒** |  |
| **How to**  **upload to**  **YouTube**  ※Takes 5mins. appox. (not including filming) | 1. Download YouTube app and log in. Tap camera icon at the top of Top Page and select Video. Film in Video Shooting mode or select a pre-filmed video from Video Gallery displayed at the bottom of page and tap Next. 2. Enter the title **“HVC KYOTO 2024 Entry Video\_Presenter’s Name\_Affiliation”,**  select Unlisted in Privacy setting and tap Upload. 3. Open uploaded video, choose Share＞Share Link＞Copy and paste copied URL in the column above.   ※ Same procedures for YouTube PC ver.  ※ Gmail address is required to log in YouTube. If you do not have Gmail address, you can create Google account **here.** |
| **Tips** | * While filming, keep distance from and angle of microphone constant.   Play back video after shooting to check for articulation, volume (appropriate & stable) and noise.   * Presenter’s personality is an important factor (as for any business decision for partnership, investment etc.). Talk to your audience behind the camera. Backlight dazzles audience (They cannot see your facial expression and get distracted). Avoid lighting behind the presenter and reflection of presentation screen. |

**Inquiry & Submission**

HVC KYOTO 2024 Secretariat

Attn: Nagata/Fujii, Innovation Design Dept.

Kyoto Research Park

134 Chudoji Minamimachi, Shimogyouku, Kyoto

E-mail：[hvckyoto@krp.co.jp](mailto:hvckyoto@krp.co.jp)

**【Reference ①】Annual Schedule & Program Overview**

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| --- | --- | --- | --- |
| Date | Activities | Remarks | Venue |
| 2/27  ～3/29 | Startup  Entry Period | ― | ― |
| mid April | Adoption Notice | About 20 projects will be selected. Adopted applicants need to participate in Business Advice Session. | ― |
| late April ～May | Commercialization Support Lecture  \*Participation voluntary | Lectures on business, capital, IP & human resource strategies for business development in overseas markets. | Kyoto Research Park (Kyoto City) or online |
| mid～late April | Business Advice Session (Group)  \*Participation mandatory | 7mins presentation by each applicant. Feedback  given by advisors on pitch in English and strategy for  overseas business development. Stay through the  session to gain maximum insight. More findings can  be made by watching how other participants present  and are assessed. | Kyoto Research Park (Kyoto City) |
| mid〜late May | Business  Advice Session (Individual)  \*Participation mandatory | 7mins presentation by each applicant. Feedback  given by advisors on pitch in English and strategy for  overseas business development. Pitch will be filmed &  shared with partners for 1-on-1business meetings. After  the session, finalists for Demo Day pitch will be decided. |
| early June | Notice of Finalists | Selected finalists will give pitch and be engaged in QA  session with advisors on Demo Day. | ― |
| Jul.8  Full day | Demo Day 1：  1on1 meetings with partners & reception  \*Participation mandatory | 1on1 meetings with potential partners who seek for business alliance, joint research partner & investment opportunities (30mins/mtg）  ・You are requested to participate in the reception. | Kyoto Research Park (Kyoto City) |
| Jul 9  Full day | Demo Day 2：  Pitch, QA session, keynote, exhibition  \*Participation mandatory | ■Finalists only  Convey strength & beauty of your company to partners and audience via pitch & QA session with advisors.  \*Reference）2023 Finalists Archive：  <https://www.youtube.com/playlist?list=PLCmWh0EcM2nfB63Mrcn9g8s9NtLISIgMF>  ■Finalists & adopted startups  Keynote by invited key persons in overseas ecosystem  to discuss latest industry trend. In exhibition, you can  showcase your ideas & products to partners and  audience in general. |
| Jul~Sept | Feedback/  Follow-up interview | Follow up with HVC Secretariat on post Demo Day progress, such as matching with partners. | Online |
| Oct.～  Mar. 2025 | Post-event community activities | \*Symposium: seasoned entrepreneurs and government officials who support startups gather to discuss latest technology trend, regulation and national strategy. Excellent opportunity to gain most current findings and build network (Adopted startups may participate free of charge.）  ・Alumni Showcase: rapidly growing startups  adopted in the past HVC are invited to demonstrate  their achievement and share experiences.  Great learning & networking opportunity. | Kyoto Research Park (Kyoto City) or online |

**【Reference ②】Submission & Deadline（tentative）**

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| Deadline | Submission |
| early April（tentative）  ※Upon notice | 1.Attendance to Business Advice Session (Y/N)  2.Image data（face photo & affiliation logo）  3.English pitch materials　　　　　⇒Refer to Ref.③ |
| mid April（tentative） | Questionnaire for individual business meetings  （preliminary） |
| mid May（tentative） | Questionnaire for individual business meetings  （final） |
| July 1(Mon) | Demo Day pitch data submission |
| July 5(Fri) | Materials for Exhibition |

**【Reference ③】Tips for Pitch material production**Pitch materials used for/after Business Advice Session need to be produced in 【English】 in the following structure. Advisable to start preparation before you receive results since you do not have much time after the notice.

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| --- | --- | --- |
| **Tips for Pitch material production** | | |
| **1st page** | **Presentation**  **title** | **・Simple and self-explanatory like news headline.**  （You may add subheading as necessary.） |
| **Presenter**  **Information** | **・**Enter information of the person who will present and answer questions in  English on 7/7.  **・**Public mentoring follows the presentation. Someone responsible for  commercialization is preferred.  **・**Relevant background information e.g. projects & research is helpful. |
| **2nd page** | **Challenge** | **・“What & whose unmet needs”**will be satisfied?  **・”What is the breadth of the problem?”** How many people impacted?  **・”What do existing solutions miss?”** (or there is no solution at all?) |
| **3rd page** | **Solution** | **.What difference you make to the world/future by solving this problem?**  **・**Brief summary of **what will be delivered to whom, how and when?** |
| **4th page** | **Overview of**  **Technology** | **・**The following points are essential for a most effective presentation.  Proposed technology is based on **what research achievement and who**  **made it**?  What is distinctive difference over existing technology **(X times more**  **efficient, precision improvement etc.)**?  **What has** the proposed technology **already achieved and what are the**  **pending issues to overcome**? |
| **5th page** | **Marketability** | **・**Enter **currently estimated market size and future growth outlook**. Briefly  discuss **calculation basis＆assumption** to make numbers convincing.  **・**Discuss **what share you target in the market** as well as **how you realize** it e.g. **commercialization steps and partnership strategy** for a compelling presentation. |
| **6th page** | **Background/**  **Career of**  **Presenter &**  **Team** | **・**Describe **team composition & member profile: background, career,**  **research, awards.**  **・Discuss ”Why YOU can deliver?”** Reasons to make your proposal compelling. (e.g. Dr. A⇒Clinician engaged with patients of XX who knows their problems firsthand, Mr. B⇒Started his own business after working at △△Company for X years and knowledgeable about industry, regulation & competition  **・**What is **missing in your current team; skills, knowhow or experience**? You can receive more fulfilling mentoring by giving details in advance. |

**【Reference ④】2023 Demo Day Report**■WEB：<https://www.krp.co.jp/hvckyoto/detail/3378.html>  
■PDF：<https://www.krp.co.jp/hvckyoto/img/HVCKYOTO2023_Report.pdf>