

EXHIBIT A
JETRO Global Acceleration Hub Project
Specifications (Los Angeles)

1. The Purpose

The “JETRO Global Acceleration Hub” project aims to support the overseas expansion of Japanese startups and to foster the startup ecosystem in Japan. These Global Acceleration Hubs are established in more than 20 world-leading startup ecosystems. They provide the latest information about their regions, and also support Japanese startups individually to expand on-site.

The following services are outsourced to the local accelerators or incubators that are rooted firmly in the ecosystem on-site so that the project will effectively be conducted.

2. Contract Term

The term of this service shall commence on the date of execution and expire on March 29, 2024.

3. Service Description (Individual support for Japanese startups)

a. Local Ecosystem Briefing Service

- To be used by Japanese start-ups only.
- Provide a one hour overview of the local ecosystems and industry trends.
- To take place at the offices of the outsourcing partners, or occasionally at JETRO offices.
- Create regularly updated presentation materials to use during the briefing sessions, and provide these materials to the users.
- Share these presentation materials with JETRO.
- As a general rule, briefings given to groups consisting of multiple companies and/or multiple Japanese startups, or JETRO organized seminars or webinars will be charged the same price. In cases where there the fee is changed, a written quote must be provided.

b. Individual Mentoring Service

- To be used by Japanese start-ups only.
- Includes formulating business models, creating fundraising strategies for users looking to expand their global business in the local ecosystem.
- Outsourcing partners must be able to arrange for more than one mentor in order to encompass the different fields and goals of users.
- JETRO request Outsourcing partners to appoint the mentor. In case
- To take place at the offices of the outsourcing partners, or via video calling.
- Mentoring services will be capped at 10 hours per user. However, in cases where user companies are very likely to establish a local office or receive VC funding, the user company may request JETRO’s approval to raise the cap to 30 hours.
- Follow up emails providing information after in person meetings or video calls may be counted as mentoring hours. In these cases, the provided materials and e-mails must be submitted to the local JETRO office.

c. Business Matching

- To be used by Japanese start-ups only.
- Includes introduction to local companies that are possible candidates for partnerships, VC/investors, advisory board members, and new team members according the needs

- of the user.
- Business Matching will be capped at 3 matches per user company. However, in cases where user companies are very likely to establish a local office or receive VC funding, the user company may request JETRO's approval to raise the cap to 9 matches.
- Follow up emails providing information after in person meetings or video calls may be counted as mentoring hours. In these cases, the provided materials and e-mails must be submitted to the local JETRO office.
- d. Assisting JETRO's other events related with start-ups
 - Whenever possible, we ask that the contracted organization support JETRO organized events and seminars relating to the local innovation ecosystem locally and in Japan. The fee structure is to be based on (3.a) Local Ecosystem Briefing Service. Travel expenses will be handled separately.
- e. Research and Marketing
 - Prepare reports regarding to the ecosystem of the South California area upon the request of JETRO to post on the Facebook account or homepage of JETRO.
 - Write the report more than 400 words in English.
 - The theme will be discussed and decided with JETRO.

4. Language

All services shall be conducted in English. Japanese shall be appropriately used as necessary.

5. Service Performance Reports

Submit a monthly business performance report to the JETRO Los Angeles Office by the 10th of the following month. (The report for March 2024, may be submitted by March 29, 2024). The format will be provided by JETRO.

6. Compensation

The payment schedule will be set by contracts as coordinating with outsourcing partners. Payment is made by the unit-price based on actual performances.

Details

| Activity | Payment Structure | Cost (USD) | Rate |
|--|--------------------------|-------------------|----------------|
| 1. Local Ecosystem Briefing Service | Unit | 87.50 | Per 15 minutes |
| 2. Individual Mentoring Service | Unit | 87.50 | Per 15 minutes |
| 3. Business Matching | Unit | | |
| 3-(1) Introduction and/or list up local companies that are possible candidates for partnerships, VC/investors, advisory board members, and new team members according to the needs of the user | Unit | 50.00 | Per case |
| 3-(2) Arranging business meetings | Unit | 275.00 | Per case |
| 3-(3) Attending business meetings | Unit | 87.50 | Per 15 minutes |
| 4. Follow up meeting arrangement for group 3 | Unit | 175.00 | Per case |
| 5. Assisting JETRO's other events related with start-ups | Unit | 87.50 | Per 15 minutes |
| 6. Research and Marketing | Unit | 400.00 | Per case |