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News Release  
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## Morning Pitch Singapore: a monthly event for collaboration between Asian start-ups and large Japanese corporations

TOKYO, JAPAN, 10 January, 2017 — Tohmatu Venture Support (Chiyoda-ku Tokyo, Managing Partner Takao Yoshimura, hereafter TVS) will launch its monthly “Morning Pitch Singapore” to strengthen collaboration between Asian start-up companies and large Japanese corporations.

### Morning Pitch Singapore launches as a monthly event

In November 2016, TVS dispatched staff to Singapore, who are now stationed there. The aim is to expand operations in Singapore by providing growth support to local start-up companies and by fostering collaboration between local start-up companies and large Japanese corporations. The monthly Morning Pitch will accelerate the creation of start-ups and speed the development of ecosystems that foster new business for companies.

TVS will set a theme for each Morning Pitch Singapore event where people from both Asian start-ups and big corporations can meet and form new connections. The theme for January is healthcare and the event will be organized at Blk71, the “incubation office,” in co-operation with NUS Enterprise. Four Southeast Asian start-up companies will take to the podium to present their business plan and needs for business collaboration to large corporation business developers with locations in Southeast Asia (please refer to the tentative schedule below).

Morning Pitch is a start-up business presentation event that launched in Tokyo in January 2013, and airs every Thursday morning at 7 a.m. The goal is to foster collaboration between large corporations and start-up companies on a weekly basis. As of December 2016, the event has been held over 170 times and will continue to serve as a platform for fostering business collaboration between large corporations and start-up companies.

## Collaboration support menu for Asian start-up companies and large Japanese corporations

Asia has an abundance of start-up companies with superior technology and high potential, yet Japanese companies struggle to acquire information about them, and local Asian start-up companies feel that access points to large Japanese corporations are limited. TVS will offer the following solutions for large Japanese corporations and Asian start-up companies.

### 1) For large Japanese corporations, TVS will

- Publish the latest information about Asian start-up companies in report format.
- Regularly organize Global Startup Lab and connect Japan and local start-ups via remote pitch.
- Arrange local market investigation tours.

TVS will publish the latest information about Asian start-up companies in report format. In addition, a Global Startup Lab will be regularly held in Tokyo to present the same information in seminar format. At the Global Startup Lab, TVS will explain the latest technology trends and organize a remote pitch connecting Japan and local start-ups in each country via an online conference system. Furthermore, TVS will arrange local market investigation tours for large Japanese corporations who express interest in start-ups exhibited at Global Startup Lab or in the report. TVS will establish opportunities for discussion according to the needs of large Japanese corporations and related start-up companies and also organize visits to start-up support facilities. TVS is currently building broad networks with local start-up companies and is able to arrange visits to local facilities that effectively answer to the needs of large Japanese corporations.

### 2) For Asian start-up companies, TVS will

- Publish the latest technology information from Japan in report format.
- Arrange individual growth support and mentoring.
- Organize Morning Pitch monthly.

By collaborating with large Japanese corporations, TVS will provide local start-up companies with valuable information about open innovation and the needs of Japanese corporations, intellectual resources in large Japanese corporations, manufacturing knowledge, share of each product type in world markets, cutting-edge research technology, and more, in English. Furthermore, TVS will analyze the state of the Japanese market and provide mentoring on market entry when collaborating with large Japanese corporations. TVS will also proactively provide mentoring opportunities between start-ups and large Japanese corporations wherever the potential is there for collaboration.

### 3) Morning Pitch

TVS will promote collaboration by creating a venue for direct exchange between large Japanese corporations and Asian start-ups by way of Morning Pitch.

## Tentative schedule for Morning Pitch Singapore

1/25 Healthcare  
2/24 Robotics / Drones  
3/31 Fintech  
4/28 Internet of Things  
5/26 AI

Time: Last Friday of every month, 10:00 a.m. – 12:00 p.m.

Place: NUS Enterprise @ Blk71 (2F 0201, 71 Ayer Rajah Crescent)

### Foreign start-up company support

In addition to Singapore, TVS currently focuses on Southeast Asia, India, Silicon Valley, New York and Israel by investigating each local market and proactively publishing the latest information about them. In addition to the latest start-up company information and technology trends in each market, TVS also creates opportunities for foreign start-up companies and large Japanese corporations to communicate by arranging market investigation tours for large Japanese corporations to each location.

TVS will continue to work to foster collaboration between large Japanese corporations and global start-up companies.

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