



<https://www.authjapan.com/>

Scaleup (Est. December, 2011)

Social Impact

Series E

Fundraising Amount: USD 11.5M

## ■ Business Overview

We offer a membership-based search support service utilizing GPS-enabled beacons to rapidly locate missing persons. This service extends its value to forestry, fisheries, ski resorts, and sports events.

## ■ Matching Needs

1. Businesses in outdoor areas such as mountains, seas, and urban settings facing challenges in ensuring customer safety and location tracking.
2. Businesses in forestry, fisheries, ski resorts, yachting, and running sports events concerned about the safety and location tracking of employees and customers.
3. Companies and organizations with latent or apparent safety and security issues.
4. Market insights indicating potential issues related to customer safety and location tracking in outdoor environments (mountains, seas) and urban areas.

## ■ Ideal Matching Partners and Target Contacts

While we ideally seek partners who resonate with our company philosophy and business activities, this is not a strict requirement. We aim to build mutual understanding and alignment through ongoing discussions.

The highest priority matching partners are those described in points 1 and 2 above.

- Rescue personnel and organizations in each country and region conducting GPS-based search support
- Businesses concerned about the safety and security of their employees and customers
- Local partners who share our passion and commitment



<https://www.kaicoltd.jp/en/>

Startup (Est. April, 2018)

Life Sciences

Series B

Fundraising Amount: USD 9.6M

## ■ Business Overview

KAICO is a biotech startup from Kyushu University, Japan, specializing in protein production using the silkworm-baculovirus system. By using live silkworms as bioreactors, we provide high-quality recombinant proteins for pharmaceuticals, vaccines, and research.

## ■ Matching Needs

1. Manufacturers of animal feed, veterinary, and human pharmaceuticals
2. Local distributors handling the above products
3. Partners for EU expansion of immune-enhancing pig feed additives (import, licensing, sales)
4. R&D partners for new products (livestock, pets, or human use), such as feed and pharma makers
5. Stakeholders with insights on:
  - Structural shifts in pig farming (scaling, segmentation, herd size)
  - Regulations on insect-based feed additives
  - Animal welfare trends in livestock production

## ■ Priority Partners & Collaboration Targets

- We prioritize companies developing or selling functional feed additives and veterinary pharmaceuticals.
- We are seeking EU partners for our immune-enhancing feed additive (registered in Vietnam), who can manage product registration, import, and distribution.
- We are also open to partnering with emerging veterinary pharma firms (livestock or pets), especially those needing protein production support via our expression system.
- Many emerging players lack in-house protein production, making them ideal partners for collaborative R&D.

<https://coastal.link/en/>

Startup (Est. January, 2021)

ICT, Dual-use technologies

Seed

Fundraising Amount: USD 0.55M

## ■ Business Overview

Developing “Coastal Link,” a digital transformation (DX) platform for maritime communication. The platform integrates communication between vessels and ports to improve efficiency and safety.

## ■ Matching Needs

1. Maritime operators (incl. port authorities)
2. SaaS companies interested in deploying services to the maritime domain
3. Telecom firms (potential partners for local joint ventures, given that radio frequency regulations often restrict foreign ownership in many countries)
4. VCs focused on maritime or dual-use startups (Series A stage)
5. Organizations providing soft landing and market entry support
6. Academic stakeholders in maritime fields, including those affiliated with the World Maritime University

## ■ Priority Partners & Collaboration Targets

Our highest priority is to connect with port infrastructure providers, such as **Kongsberg Norcontrol IT** and **Wärtsilä**.

While no other specific companies are currently identified, our priority remains on partners matching Needs 1, 2, and 3.

We welcome introductions to stakeholders connected to these sectors, especially individuals or communities with strong maritime networks or expertise in regulatory frameworks like radio frequency laws.

Coatolie

<http://coatolie.com/>

Startup (Est. April, 2024)

ICT/Sustainability/EdTech

Seed

Funding: To be raised

## ■ Business Overview

We operate and overseas sales business specializing in making clothing using upcycled materials from traditional Japanese kimonos. Through the remaking of kimonos, we aim to revitalize the cultural value of Japan while addressing challenges such as "Fast Fashion", resource waste and environmental impact within the fashion industry.

## ■ Matching Needs

1. Partnerships with Nordic independent hotel owners, industry associations, retailers, and distributors of apparel, sustainable products, or Japanese/Asian goods
2. Venture capital investment (seeking approx. \$207,000 for Series A)
3. Market research on sustainable fashion and garment repair industries in Nordic countries; gathering information on local trade shows and cooperative projects between Lund University's School of Industrial Design and entrepreneurs
4. Connections with organizations that appreciate Japanese culture, particularly kimonos

## ■ Priority Partners & Collaboration Targets

We seek direct introductions and referrals to experts and communities knowledgeable in the above areas. Specifically, we would appreciate any contacts or information related to:

- VCs with strong expertise in apparel and sustainable products targeting European expansion
- Nordic independent hotel owners, industry associations, retailers, and distributors
- Experts in sustainable fashion and garment repair industries
- Organizers or past participants of relevant local trade shows
- Stakeholders involved in Lund University's industry-academia collaborative projects
- Organizations that value and promote Japanese culture

**HITOKOKO**<https://japan-chef.net/japares/>

Startup (Est. June, 2020)

Japanese Food HR Tech

Seed

Funding Amount: No funds raised

## ■ Business Overview

We operate “Japarecruit,” a recruitment service specializing in staffing Japanese restaurants overseas, and offer support for the global expansion of Japanese cuisine.

## ■ Matching Needs

1. Companies operating Japanese restaurants overseas (customer acquisition)
  - Companies or individuals with potential to hire/require multiple staff members
  - Companies or individuals considering starting operations if they can hire Japanese personnel (or skilled in Japanese cuisine).
2. Local business partners overseas for collaboration and support (customer acquisition and local assistance)
  - Partners with connections in the food service industry, expansion consultants, visa agencies, distributors of Japanese food, ingredients, and beverages, etc..
3. Local recruitment agencies overseas (must hold valid recruitment licenses)
  - Recruitment agencies with valid local employment placement licenses

## ■ Priority Partners & Collaboration Targets

We welcome introductions to contacts related to the needs listed above, in order of priority. In addition, we appreciate referrals to individuals or communities with expertise in local Japanese restaurant operations, recruitment regulations, or related fields.