



FOUNDERS



ATLAS VENTURE

RACAPITAL



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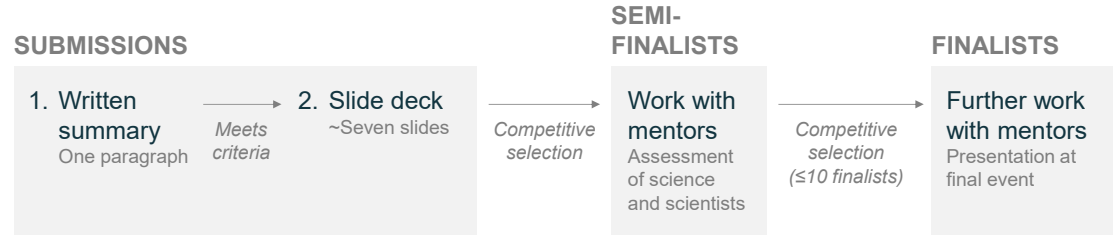
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S2S-Japan Submission Guideline

Our goal is to connect Japanese life-science innovators with US investors and to help them develop their technology into start-ups on the global stage. We will do so by providing entrepreneurial feedback from experienced US VCs, which is otherwise hard to access in Japan.

Successful S2S submissions will describe discoveries and technologies with the highest therapeutic potential and a practical development path to clinical proof of concept.



The submission process will be held in two rounds. The first will be a one-paragraph written executive summary. Based on this, applications that meet the criteria will be invited to submit a second submission: a slide presentation (~7 slides). Semi-finalists will be selected from the second submissions to work with mentors, and ultimately no

more than 10 finalists will be selected to work further with mentors and present at the final event in November 2024 (Tokyo).

Please only submit non-confidential materials. We are happy to help with your submissions! If you have any questions or need further information, please feel free to contact us at info@s2s-japan.com

General Requirements & Suggestions

- Company can exist, or be pre-company (not formed yet)
- The technology must be available to be developed (i.e., IP licensed to the company, or is available to be licensed)
- NOTE: Since the goal is to connect Japanese founders with US investors, companies formed in Japan (KK, GK) may need to do a corporate inversion (US parent company) in order to satisfy most US investors.

1st Submission – Executive Summary

Goal: Concisely communicate the potential for your science/innovation, its therapeutic potential, and path to get to clinical proof-of-concept. This executive summary, sometimes called a “blurb,” is useful for email introductions or when requesting meeting at investor conferences.

Template:

Open with a one-sentence overview that includes:

- The name of your company (or a founder’s name if you have not formed a company yet),
- Company status (e.g. Japanese KK, Delaware C-corp, or pre-company formation),
- Year of formation (if a company exists)
- Location (e.g. based in Tokyo, OIST, etc.),
- Brief description of your technology/science/platform (e.g. AI-based antibody discovery; high throughput screening system for macrocyclic peptides; novel small molecule targeting validated inflammatory pathways, etc.)

Examples:

Dr. Kawasaki’s pre-company is a start-up based in Tsukuba, Japan, developing a novel CNS organoid discovery platform.

Songoku Therapeutics is a Japanese K.K. founded in 2021 and headquartered in Yokohama that is developing small molecules targeting DBZ, which was previously thought to be undruggable.

- One or two sentences to describe what your technology is enabling:
 - Explain the clinical value of your technology, such as an unsolved clinical problem that you are addressing, or are addressing better than existing options.
 - This section is important to ensure novel, useful science is being developed.

Examples:

(Dr. Kawasaki’s pre-company continued) Our organoid platform is able to assess disease pathology (e.g., genetic defects, target knock-downs) in human brain organoid systems with brain area specific neurons, enabling CNS drug discovery in the most accessible human-like system besides an actual human. Using this platform we are hoping to understand the pathogenesis of indications such as autism and then develop therapeutic approaches to addressing such disorders.

(Songoku Therapeutics continued) DBZ has been well established as a risk factor in cancer and we aim to develop our therapeutics initially in glioblastomas. Our team elucidated the structure of the DBZ receptor using cryoEM and used our proprietary AI-based structure-based rational design algorithms to develop novel chemical entities.

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- One or two sentences to describe the company or pre-company’s current status
 - What is the company’s, or at least the lead program’s, progress to date?

Examples:

(Dr. Kawasaki’s pre-company continued) We are currently assessing two new genetic mutations that could be causative for autism and hope to finalize our first target by the end of this year.

(Songoku Therapeutics continued) We have identified our lead candidates and have shown *in vivo* proof of concept. These compounds are currently being assessed for safety in non-GLP toxicity studies.

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- One sentence to describe the team or founders or support system
 - Key people on the team, founders, academic institution. Any strength points that you have regarding the people or the institute(s) involved, why that gives you credibility, and why that might make investors more excited.

Examples:

(Dr. Kawasaki's pre-company continued) Our technology was developed by Drs. Toyoda and Mitsubishi, both professors at The University of Tokyo, who worked together for a decade and achieved their first publication together in Nature in 2018 regarding their organoid platform.

(Songoku Therapeutics continued) Our founder Dr. Yamcha is a Wolf Prize winning chemist who has dedicated his academic research to structure-elucidated medicine chemistry.

- Final sentence is the “ask” – what are you looking for from investors?
 - If an investor likes the technology, what it enables, current stage, and team, how much are you asking for, what do you aim to accomplish with this investment, and what value would that accomplishment create for the investor? If you are a pre-company and you aren't sure how much you need to raise yet, that is ok, that is part of your ask
 - If you have already raised capital this can be clarified here

Examples:

(Dr. Kawasaki's pre-company continued) We have been entirely funded by non-dilutive grants thus far and are currently seeking investors to help us with company formation and strategize the right amount of capital to raise in a Seed round in order to take our first target forward.

(Songoku Therapeutics continued) The company has received \$1M in a SAFE note, on top of \$5M in non-dilutive grants, and is currently raising a \$10M Series Seed to complete IND-enabling studies for our lead program.

- Attachment (optional)
 - You may submit one page only of supporting scientific data if you feel it is important to support your submission. Please make the data self-explanatory and focus on communicating why the data matters.
 - No confidential data please.

Example:

(Songoku Therapeutics continued)
This attachment shows the binding affinity of our lead compound ST-007, showing nM activity, relative to previously published DBZ-targeting compounds such as XYZ-1234, which only achieved uM activity.

2nd Submission – Overview Presentation:

Goal: this PowerPoint presentation would be typically used for an introductory meeting and is commonly sent ahead prior to a meeting. Often this presentation will determine whether an investor wants to even spend the time to take a meeting or not. *It is critically important that the slides speak for themselves.* This means an investor can understand the key points and the conclusions *without* verbal overlay. Finally, usually the goal for these slides is to get the first meeting, or to go from the first meeting to a second meeting. So don't feel compelled to have to get every single detail across. Just enough information to get an investor interested to take the next step!

Requirement: no more than 10 slides (not including title slide).

Template

- The 5–8 sentences from the Executive Summary serves as the outline for the slides in the Overview Presentation
- Additional slides regarding:
 - One or two data slides
 - Competitive landscape and your differentiation
 - A development timeline, particularly for the first year. Even better would be a timeline vs budget (the “money slide” or the “elephant slide”)
 - Check out RA Capital Management’s guide on Board Meeting best practices, particularly section 4 regarding the elephant slide: <https://www.racap.com/saber>
- Advice:
 - Whatever your scientific area of expertise, your expertise is likely great than that of your investor audience. So, keep the science and data slides as easy to under as possible. Keeping it to one or two data slides is probably best
 - Investors are more likely to want to spend the time to understand your science if they are attracted to what it enables
 - As a reminder: the slides need to speak for themselves. Practice this by having a friend read the slides without you talking through them – did they capture the right points and draw the right conclusions?