Form No.2 (Pertaining to Article 4 of the Grant Outline)

Date:

To: The Governor of Tokyo

Address:

Company:

Representative Name:

Subsidy to Support Overseas Financial Corporations in Priority Fields

Business Plan

**1. Company Overview**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **Overview for the Overseas Financial Corporation** | | | | | | |
| Address |  | | | | | |
| Company name |  | | | | | |
| Representative position/ name |  | | | | | |
| Business overview | （　Asset Management Operating Business・　Fintech Business　）※Circle the type of business that applies to your company. | | | | | |
|  | | | | | |
| Capital |  | | | | | |
| Date of establishment | (Year)　　 　(Month) | | | | | |
| Major investors | Name of investor (Country/Region) | | Amount of investment | | Investment amount ratio (%) | |
|  | |  | |  | |
| Number of employees |  | | | | | |
| Business performance  (For the most recent two fiscal years) | FY | Sales | | Operating income | | Ordinary income |
|  | |  | |  |
| FY | Sales | | Operating income | | Ordinary income |
|  | |  | |  |
| Sales performance | * For FinTech companies: Proof-of-concept　(PoC), full-scale introduction, customer segment, etc. * Optional | | | | | |
| Funding record  (Amount, funding source, round) | * For FinTech companies | | | | | |
| Asset management balance | * For Asset managers | | | | | |
| Award/Recognition history | * Name and year of award(s) received (please specify to the extent possible) * Optional | | | | | |

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Overview of business operations in Tokyo** | | | | |
| Location for establishment of business | * Please provide the name of the city, ward, town or village (e.g., Nishi-Shinjuku, Shinjuku City, Tokyo). | | | |
| Type of business operations | □　Corporation | □　Branch office | | |
| Date of  establishment | (Year)　　　　　(Month) | | | |
| Overview of business |  | | | |
| Capital |  | | | |
| Major investors | Name of investor (Country/Region) | | Amount of investment | Investment amount ratio (%) |
|  | |  |  |
| Number of employees |  | | | |

\*Please provide data that is current as of now.

**２．Business Plan in Tokyo**

|  |  |  |
| --- | --- | --- |
| **Item** | **Entry Column** | |
| Corporate mission |  | |
| Details of  products and  services provided |  | |
| Market Size and sales forecasts | * Please provide market size and sales forecasts for the year of entry into Tokyo and approximately three years thereafter. | |
| Competitors | * Optional | |
| Strength in competition (Differentiation from other companies, competitive services, etc.) |  | |
| Expected customers, methods of customer development, etc. | * Approach to business development in Tokyo based on the characteristics of the market and customers in Tokyo * Whether customers or business partners such as sales companies are already present in Japan | |
| Number of potential customers, unit price per potential customer/company | * Optional | |
| Expected economic spillover effect | * For asset managers, economic spillover effect from business of investee companies, etc. For FinTech companies, spillover effect related to sales and profit growth, sophistication in green finance, productivity improvement/cost reduction, etc. at green finance investment companies resulting from services provided, etc. * Please describe the calculation logic and quantitative values to the extent possible. * Optional | |
| Growth strategy  (For approx. 5 years） | * Strategy for your company to grow business | |
| Certainty and risk management for market expansion into Tokyo | * Experience in expanding overseas, uncertainties and risks associated with overseas expansion, measures to deal with uncertainties and risks associated with overseas expansion, etc. | |
| Contribution to the revitalization of green finance in Tokyo | * Business activities that can contribute to green finance in Tokyo | |
| * Depending on the content of the business activities above, select the specific effects from below (Select ⑤ and provide an explanation the contribution expected from its spillover effects. Can select multiple options)  1. Amount of air, water, and soil decontamination 2. Reduction of greenhouse gas emissions 3. Amount of energy efficiency improvement 4. Amount of green investment 5. Other   （　　　　　　　　　　　　　　　　　　　　　） | ※Detailed explanation of items selected in the left (Required); and outline of the expected quantitative effects based on past performance for each applicable item from ① to ⑤ (Optional). |
| Employment /Workforce planning | 1. Staff organization / Role allocation (as of: )   Number of officers (including corporate auditors) and employees \_\_\_\_\_\_\_\_\_\_\_  (Of which, Full-Time Officers: \_\_\_\_\_\_, Part-Time Officers: \_\_\_\_\_\_,  Permanent Employees: \_\_\_\_\_\_, Non-Permanent Employees: \_\_\_\_\_\_)  Note: If there are officers who also serve as employees, and are not eligible for employment insurance, list the number of persons and the eligible person’s attributes below.   1. Recruitment / Human Resource Development Plan | |
| Supplementary Notes  (Challenges in implementing the plan, implementation schedule, etc.) |  | |

＊　Please provide data that is current as of now.

＊ Please attach documents that provide details of the contents of the business, etc.

＊　Please mention with a focus to green finance.

**3．Income and expenditure budget in Tokyo**Applicants Fiscal Year

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
|  | | | Year of  establishment (FY ending  ) | 2nd year  (FY ending  ) | 3rd year  (FY ending  ) | 4th year  (FY ending  ) | 5ht year  (FY ending  ) |
| Sales【Ａ】 | | | (10 thousand yen) | (10 thousand yen) | (10 thousand yen) | (10 thousand yen) | (10 thousand yen) |
| Cost of sales【Ｂ】 | | | (10 thousand yen) | (10 thousand yen) | (10 thousand yen) | (10 thousand yen) | (10 thousand yen) |
| Expenses | Personnel expenses | | (10 thousand yen) | (10 thousand yen) | (10 thousand yen) | (10 thousand yen) | (10 thousand yen) |
| Office rents | | (10 thousand yen) | (10 thousand yen) | (10 thousand yen) | (10 thousand yen) | (10 thousand yen) |
| Others |  | (10 thousand yen) | (10 thousand yen) | (10 thousand yen) | (10 thousand yen) | (10 thousand yen) |
|  | (10 thousand yen) | (10 thousand yen) | (10 thousand yen) | (10 thousand yen) | (10 thousand yen) |
|  | (10 thousand yen) | (10 thousand yen) | (10 thousand yen) | (10 thousand yen) | (10 thousand yen) |
|  | (10 thousand yen) | (10 thousand yen) | (10 thousand yen) | (10 thousand yen) | (10 thousand yen) |
| Total expenses【Ｃ】 | | (10 thousand yen) | (10 thousand yen) | (10 thousand yen) | (10 thousand yen) | (10 thousand yen) |
| Operating profit【Ｄ】  （【Ａ】-【Ｂ】-【Ｃ】） | | | (10 thousand yen) | (10 thousand yen) | (10 thousand yen) | (10 thousand yen) | (10 thousand yen) |
| Non-operating profit (loss)【Ｅ】 | | | (10 thousand yen) | (10 thousand yen) | (10 thousand yen) | (10 thousand yen) | (10 thousand yen) |
| Ordinary profit  （【Ｄ】＋【Ｅ】） | | | (10 thousand yen) | (10 thousand yen) | (10 thousand yen) | (10 thousand yen) | (10 thousand yen) |

※　Please provide data that is current as of now.

※　The income and expenditure budget above may be skipped by attaching documents describing the same information.