Form No. 2 (Re: Article 4)

Year　　　Month　　　Day

To: The Governor of Tokyo

Registered Address:

Company Name:

Representative Title and Name:

Business Plan

(in Relation to the Subsidy for Attracting Green Transformation (“GX”) Related Companies)

1. Company Overview

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| GX-Related Foreign Company Overview | | | | | | |
| Address |  | | | | | |
| Company Name |  | | | | | |
| Name of Representative and Title |  | | | | | |
| Business Overview |  | | | | | |
|  | | | | | |
| Capital |  | | | | | |
| Date of Incorporation | Year　　　Month | | | | | |
| Major Investors | Investor Name (Country) | | Investment Amount | | Ownership (%) | |
|  | |  | |  | |
| Total Number of Employees |  | | | | | |
| Financial Performance | Fiscal year | Revenue/Sales | | Operating profit | | Ordinary profit |
|  | |  | |  |
| Fiscal year | Revenue/Sales | | Operating profit | | Ordinary profit |
|  | |  | |  |
| Sales Performance | \* If applicable | | | | | |
| Funding (Amount, Investors),  Most Recent Fundraising Round |  | | | | | |
| Awards and Recognition | \* If applicable | | | | | |

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Overview of Tokyo Base (Expected) | | | | |
| Location (Ward) |  | | | |
| Entity Type | □ Japanese Legal Entity | □ Branch office | | |
| Establishment Date | Year　　　　　　Month | | | |
| Overview of Operations |  | | | |
| Capital |  | | | |
| Major Investors | Investor Name (Country) | | Investment Amount | Ownership (%) |
|  | |  |  |
| Number of Local Employees |  | | | |

\*Please describe current outlook/expectations

2. Tokyo (AHQZ) Entity Business Plan (Anticipated)

\* Please enter the fields below with a focus on providing GX related content

|  |  |  |
| --- | --- | --- |
| Item | Entry Field | |
| Management Philosophy |  | |
| Products and Services to be Offered |  | |
| Market Outlook, Revenue Projection | (Outlook from the first fiscal year in which the Tokyo entity commences operations, and the 3 fiscal years thereafter) | |
| Competitors | \* If applicable | |
| Competitive Advantage/  (Technological/Service Differentiation vs. Competitors, etc.) |  | |
| Target Customers/Industry  Business Development Approach, etc. |  | |
| Number of Potential Customers,  Revenue per Customer (Estimate) | \* If applicable | |
| Economic/  Environmental Ripple Effect | \* If applicable | |
| Growth Strategy  (Five Year Outlook) | \* High level growth strategy overview | |
| Tokyo Market Entry (AZHQ) Probability of Success/Risk Management | Information regarding previous overseas expansion experience/success/failure/etc., anticipated risks, uncertainties, etc. associated with overseas expansion specific to the applicant organization and relevant risk mitigation measures. | |
| Expected Contribution to the GX of Tokyo | \* Description of business activities expected to contribute to the GX of Tokyo | |
| \* In relation to the business activities described above, select the type of GX impact you expect your business will contribute to the GX of Tokyo (When multiple impacts/ripple effects are expected, select (4) and provide a description)   1. Amount of air, water and soil decontamination 2. Reduction of greenhouse gas emissions 3. Amount of energy efficiency improvement 4. Other   (　　　　　　　　　　　　　　　　　　　　　) | \* Provide a detailed explanation of anticipated impacts of each item selected to the left (mandatory) and provide quantitative impact estimates past business performance (where applicable) |
| Job Creation/  Total Employee Estimate | 1. Headcount and role structure (as of YYYY/MM)   Executive Officers (incl. Corporate Auditors) and non-Executive Officers:　XX  (Of which, Executive Officers: XX; Non-executive Officers: XX  Non-Executive Employees: XX  (Of which, Regular full time employees: XX; Contract employees: XX)  \*If there are officers who concurrently serve as regular employees, or persons who are not covered by employment insurance, write the number of such persons, and describe their roles in the space below  2 Recruitment and Personnel Development Plan | |
| Supplementary Notes  (Challenges to achieving your business plan, execution schedule, etc.) |  | |

\* Please attach any non-confidential documents that provide detailed information regarding your business

4. Balance of Payments (Budget Estimate)　　　　　　　　　　　　　　　　Applicant Fiscal Year MM~MM

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
|  | | | First Year of Establishment  (Year/Month) | Year 2  (Year/Month) | Year 3  (Year/Month) | Year 4  (Year/Month) | Year 5  (Year/Month) |
| Sales/Revenue 【 A 】 | | | X0,000 yen | X0,000 yen | X0,000 yen | X0,000 yen | X0,000 yen |
| Cost of Sales/Revenue 【 B 】 | | | X0,000 yen | X0,000 yen | X0,000 yen | X0,000 yen | X0,000 yen |
| Expenses | Personnel Expense | | X0,000 yen | X0,000 yen | X0,000 yen | X0,000 yen | X0,000 yen |
| Real Estate Expense | | X0,000 yen | X0,000 yen | X0,000 yen | X0,000 yen | X0,000 yen |
| Other |  | X0,000 yen | X0,000 yen | X0,000 yen | X0,000 yen | X0,000 yen |
|  | X0,000 yen | X0,000 yen | X0,000 yen | X0,000 yen | X0,000 yen |
|  | X0,000 yen | X0,000 yen | X0,000 yen | X0,000 yen | X0,000 yen |
|  | X0,000 yen | X0,000 yen | X0,000 yen | X0,000 yen | X0,000 yen |
| Total Expenses | | X0,000 yen | X0,000 yen | X0,000 yen | X0,000 yen | X0,000 yen |
| Operating income [D]  ([A] - [B] - [C]) | | | X0,000 yen | X0,000 yen | X0,000 yen | X0,000 yen | X0,000 yen |
| Non-operating Income (loss) | | | X0,000 yen | X0,000 yen | X0,000 yen | X0,000 yen | X0,000 yen |
| Ordinary Profit  ([D] + [E]) | | | X0,000 yen | X0,000 yen | X0,000 yen | X0,000 yen | X0,000 yen |

\*The above information can also be submitted through company documents containing the relevant information