

Taiwan Tech Arena

2024

**Request for Proposal of International
Startup Supporting Program**

1. Background:

The National Science and Technology Council of Taiwan (hereby "NSTC") has established the Taiwan Tech Arena program (hereby "TTA") to support the government's initiative to transform Taiwan into the "Island of Startups." Through project funding, TTA endeavors to engage international accelerators to cultivate the dynamic growth of the research and startup ecosystem. In the year 2024, aligning with the "Taiwan Chip-Driven Industrial Innovation Program (hereby "TCIIP")," which promotes collaboration between academia, industry, and research for the commercialization of achievements in chip technology and generative AI research, TTA collaborates with selected accelerators focusing on three key pillars: "Nurturing Scientific Innovation, Regional Collaboration, and International Linkages." TTA attracts international startup resources and exceptional teams to Taiwan, contributing to the development of applications for research and innovation across diverse industries, including food, medicine, housing, transportation, and beyond. This collaborative effort enhances the expansion and growth of Taiwan's scientific and startup ventures in the international market, fostering mutual benefit and integration within the global ecosystem.

2. Request-for-proposal:

The International Startup Supporting Program (hereby the "Program") is looking for applicants to openly recruit and mentor startup companies (teams), assisting them in securing domestic and international investments, establishing business collaborations with enterprises, and accelerating the expansion of their business scale. Encouragement is given to, but not limited to, inviting enterprises to participate in accelerator operations or collaborate on vertical acceleration projects.

3. Qualifications of Applicants

- (1) Applicants (including universities) must be qualified as a corporate entity in Taiwan; otherwise, they should apply and sign the contract with a company or legal entity that has a solid relationship with the applicant and should provide supporting documents in the program application or contract.
- (2) Preference will be given to applicants with direct investment capability, mentoring capacity to implement innovation

acceleration projects, global network, and mentoring experiences.

- (3) If the applicant has or intends to apply for the same or similar government programs (e.g., Startup Terrace Linkou, Startup Terrace Kaohsiung, etc.), the applicant should provide information in the project proposal and the operation plan report.

4. Application Review Process

- (1) Acceptance of applications: Applications will be accepted as soon as the announcement is made. Applicants are required to provide an English PowerPoint presentation covering the contents of the requirements of item 5, and the receipt of applications will be only by email to yschang@taiwanarena.tech. The deadline for acceptance of applications will be at 5:00 p.m. on Wednesday, February 7, 2024, Taiwan time. Applicants should call Mr. Chang (02-25781813) to confirm that the receipt has been completed after the materials are sent.
- (2) Qualification Review: Applicants who do not pass the qualification review will be notified to submit a replacement application. The deadline for submitting a replacement application is 5:00 p.m., on Tuesday, February 20, 2024 (Taiwan time). Late applicants will be disqualified.
- (3) Final Review: The final review is expected to be held in early March, and an external review committee meeting will be formed to conduct the selection; those who pass the Qualification Review should attend the on-site final review committee meeting with an English proposal presentation.
- (4) Announcement: The review results will be announced on the TTA's official website without notification. (<https://www.taiwanarena.tech/program/>).

5. Evaluation Criteria

No.	Item	Criteria	%
1	Achievements in the Past Three Years (2021-2023)	(1) Number of startups (2) Amount of capital raised/number of startups/average capital size	10%

			<p>(3) Amount of revenue/increase in revenue</p> <p>(4) Total number of employees of the startups/increase in number of employees</p> <p>(5) Total amount of direct investment and number of startups</p> <p>(6) Number of startups exited/merged or acquired</p> <p>(7) Valuation of the startups (please list the high valuation highlights of the startups)</p> <p>(8) International startup mentoring experiences, if any.</p>		
2	Required Items	Mentorship and Fundraising	<p>(1) Focus on scientific research and innovation, and cover software and hardware applications related to industry, market, and daily life.</p> <p>(2) At least 20 startups should be recruited including at least 8 Taiwan startups, 8 foreign startups, and 2 academic startups</p> <p>(3) If the startup was the TTA Alumni startup, the number of alumni startups must not exceed 10% of the total number of startups committed to be recruited in 2024</p>	20%	45%
			<p>(1) Applicants must commit to annually increasing the investment amount by no less than NT\$ 200 million, comprising at least NT\$ 30 million in 'direct investment' and at least NT\$ 170 million in 'derivative investment.'</p> <p>(2) Applicants joining the program only since 2023 should aim for a target of NT\$ 150 million, with at least NT\$ 20 million in 'direct investment' and at least NT\$ 130 million in 'derivative investment.'</p>	20%	
		High-Valued Startups	Applicants may propose at least one TTA alumni startup company with a post-money valuation exceeding USD 50 million in 2024	3%	
		Key Event	To execute at least 1 key event in TTA	2%	
3	Selected Items (Choose at least one)	Connect to the global startup ecosystem	Mentoring at least 3 domestic and foreign chip-innovation startups, and introduce 1 international startup service institution to establish partnership with TTA and introduce local market, investment and	15%	35%

	item)		industrial resources.	
		Accelerate alumni expansion and growth	(1) The total amount of follow-on investment to alumni is at least NT\$ 15 million (2) Or, assist the alumni startups to complete domestic or foreign fundraising transactions with a single transaction amounting to more than NT\$ 30 million (need to state the content and supporting evidence of the coaching services provided by the accelerator in the current year) (choose one of the two)	10%
		Introduce corporate startup engagement(CSE) resources	Assist startups to obtain corporate cooperation resources (> NT\$ 10 million CVC investment or provide valuable resources such as R&D, production and verification)	6%
		Extend southern startup service resources	Provide service to at least 3 startups stationed in TTA South to expand business development performance (such as global orders, investment, domestic business cooperation, etc. Specific expected goals should be stated in the proposal)	4%
4	Annual Budget		The reasonableness of the annual budget, considering the utilization of international resources and resulting benefits	10%
Total				100%

Note: For matters not covered in the table, please refer to the attached appendix.

6. Rights of the selected applicants

- (1) Operating subsidy: Based on the annual budget and the results of the committee's review, NSTC will provide subsidies to selected applicants based on the proposals and evaluation of resource input and output.
 - a. Align with the government policy of gradually increasing the applicant's self-operation ratio, the overall amount of subsidy for applicants will be reduced year by year; in addition, the amount of subsidy will be increased by providing self-organized proposals.
 - b. If the total amount of subsidy for the applicant has been reduced by more than 50% compared with the previous year's (2023) subsidy, a renewed proposal can be submitted

to NSTC for KPIs negotiation.

- (2) TTA Ecosystem Partnership: Selected applicants (and their portfolio startups) may participate in all events, matching and referral programs organized by TTA.

7. Obligations of the Selected Applicant

- (1) Selected Applicants are required, in compliance with the government's policy on openness in resource allocation, to publicly disclose information on every cohort of startup recruitment and results on their website and social media.
- (2) Submit a detailed annual plan report, outlining startup residency, work items (including a minimum of 3 months of mentoring courses), expected results, total resources invested, and self-fundraising plans, to the TTA operation team upon signing the contract.
- (3) In compliance with TTA regulations, provide information such as startup mentoring reports, fundraising supporting documents, valuation information, monthly progress reports, interim results, annual results reports, new proposals for the upcoming year, and other relevant information requested by NSTC.
- (4) Complying with TTA regulations, the selected applicant must display the TTA logo in TTA program-related activities for identification purposes; the selected applicant's logo shall be fully licensed to TTA for TTA activities, external promotion, and necessary use.
- (5) Domestic and international marketing: Collaborate with NSTC in organizing various enterprise linkages, marketing roadshows, TTA alumni research studies, and tracking.
- (6) Status Report: Collaborate with TTA to continuously track the latest status of TTA alumni startup companies (e.g., company operations, fundraising deals, major highlights, etc.) and provide a status report of the startup company's development.
- (7) Progress review: Selected Applicants should comply with mid-term and final progress reviews to report in TTA review meetings. TTA will call for a review meeting upon any abnormal activities from Selected Applicants.
- (8) TTA has the right to suspend the subsidy agreement with

selected applicants if obligations are not fulfilled or requirements are not met. If discrepancies between the results and criteria are identified, NSTC reserves the right to either reduce subsidies or terminate the contract in instances of significant disparities.

- (9) The applicant's core operating team shall be stationed in the TTA and rent at least 8 seats. Propose the number of seats requested and the respective budget in the year 2024 while submitting the proposal. Sign a leasing contract and pay for the rental and administration fees to the TTA Space Management Team, and comply with the lease contract and space management regulations (refer to Appendix II for details of the 2024 year rental fee).
- (10) All applicant's portfolio teams of this TTA program must sign a "Mentoring Agreement" with the applicant, and the relevant supporting information, such as the "Mentoring Agreement" and the "Business Linkage," must follow Appendix I.

8. Others

- (1) NSTC reserves the right to change, interpret, and terminate the regulations of the Program at any time.
- (2) NSTC will provide the format of documents required for subsidy payment installments, including startup one-pager, event record tracking, and other relevant documents. The documents will be described in detail in the Subsidy Agreement between the TTA Program Office and each of the Selected Applicants.
- (3) NSTC reserves the right to conduct audits of the Program, including but not limited to the actual expense and proof of execution.
- (4) The terms and conditions of this contract are written in both English and Chinese. In the event of any conflict or inconsistency between the Chinese and English versions, the Chinese version shall prevail.

APPENDIX 1

Definition and Recognition Criteria

A. Definition of "Startup" and Recognition Criteria

- (1) New startup companies are acknowledged based on the principle that the company has been established domestically or overseas.
- (2) A startup company must be a legal entity established within eight years of its founding (founded after January 1, 2016) for recognition.
- (3) New startups do not include companies that have undergone an IPO (Emerging Stocks, Listed on the OTC, or Listed on the Taiwan Stock Exchange), or companies that have been merged or acquired in the market.
- (4) "Taiwan startups" must provide the company's official website and tax ID.
- (5) "Foreign Startups" must provide a company's official website and at least one social website.
- (6) Both Taiwan Startups and Foreign Startups must sign a Mentorship Agreement with the Accelerator, and Foreign Startups must have a track record of "business linkage" or have established a company in Taiwan.
- (7) New startup companies (or teams) that have received mentoring from other government programs or training from sponsored accelerator programs during the year shall not be recognized as achievements of this program.
- (8) Accelerators holding voting shares or contributing capital exceeding half of the total number of outstanding voting shares or total capitalization of the startup company shall not be recognized as achievements of the program.

B. Definition of "Academic Startup" and Recognition Criteria

- (1) "Academic Startup" is restricted to companies (or teams) originating from projects of NSTC (Germination Program, FITI Program, Applied Research Incubation Projects), MOEA (Tree Program, VCPSTU2 2.0), and other central government programs, etc., or entrepreneurial teams led by or involving professors and students.
- (2) In addition to not providing the company's official website and Tax ID, the other requirements for the recognition of "Academic

Startup" are to sign a "Mentorship Agreement" with the accelerator, similar to that of a general startup company.

C. Definition of "Alumni Startup" and Recognition Criteria

- (1) An "Alumni Startup" is a startup company (or team) that has received mentorship from a TTA accelerator in the past.
- (2) Alumni startup mentoring must be at least one year apart from the previous mentoring, and can only be recognized once by the same accelerator or twice by different accelerators for alumni startups (including the first-time mentoring), with a total of no more than three times.
- (3) The number of alumni startups must not exceed 10% of the total number of startups committed to be recruited in 2024, rounded up to the nearest whole number.
- (4) An Alumni Startup shall be recognized as a company that has been established for eight years or less (founded after January 1, 2016).
- (5) Alumni startups must still sign a mentoring agreement with the accelerator in 2024. If this startup has been mentored by the same accelerator in the past, the accelerator can provide supporting evidence that it is an open-ended or lifelong mentoring agreement. Approval by the NSTC is required, and the startup must explain the following significant differences from the content of the previous mentoring to be recognized:
 - a. Build up new territory business linkage that is different from the previous mentoring;
 - b. Complete a direct investment or assist in the completion of new fundraising in 2024;
 - c. Business linkages (MOUs, orders, joint development agreements, etc.) with Taiwanese companies or investors;
 - d. Significant difference from the previous mentoring.
- (6) Startups (or teams) that received mentoring from other government programs or accelerator training sponsored by those government programs during the year shall not be recognized.

D. Definition of " Fundraising " and Recognition Criteria

- (1) Fundraising must occur in 2024 and after the startup company joins the accelerator mentoring program or is an "Alumni Startup" of the accelerator.

- (2) Supporting documents for "Direct Investment": Documents that prove the Accelerator has directly invested in the startups or alumni startups, such as a Term Sheet, Investment Contract, Convertible Note, SAFE, or other documents recognized by the NSTC. All the above supporting documents must be signed by both parties. For agreements that have not yet been implemented, TTA may request the accelerator to submit relevant proof of implementation in the future.
- (3) Supporting documents for "Derivative Investment": Proof that the "Startup" or "Alumni startup" mentored by the Accelerator has been invested in by other investors, including public information such as newsletters/websites that must mention the name of the Accelerator, a statement of supporting information from the Accelerator or startup, or any other documents approved by the NSTC. The supporting documents must contain a description of the accelerator's assistance in fundraising and the signatures of both parties. The above supporting documents must fully disclose relevant information about the investor. The recognition of the alumni startup's derivative investments must include a description of the fact that the Accelerator assisted the startup in 2024.

E. Definition of " Mentoring Agreement " and Recognition Criteria

- (1) The mentoring agreement must include the phrase "TTA 2024 International Startup Supporting Program," along with the official seals and signatures of both parties. The mentoring period should extend beyond three months, encompassing details of the mentoring, etc., and the conclusion date of the mentoring period must fall within the 2024 timeframe.
- (2) In the case of a domestic startup company, both the accelerator and the startup company must utilize official seals and signatures.
- (3) In the case of a foreign startup company, the accelerator must use an official seal, and the startup company may use a signature.
- (4) For an academic startup (or team), if the startup company has already been established, both the accelerator and the startup company are required to use both official seals and signatures, and they must provide supporting information about the academic startup. If the company has not yet been established,

the person in charge of the team must sign and use the personal seal, providing relevant supporting information for the academic startup.

- (5) For overseas accelerators, both the accelerator and the startup company can use signatures.

F. Definition of "Business Linkage" and Criteria for Recognition

- (1) For a "foreign startup" to meet the business linkage criteria, it must achieve at least one of the following during the year:
 - a. Establish specific business connections with legal entities, unincorporated organizations, or natural persons in Taiwan, such as signing purchase orders, investment contracts, or letters of intent.
 - b. If a foreign startup completes the registration of its establishment in Taiwan during the year (proof of Tax ID required) or has already established a company and directly employs local employees during the year, the business linkage results will be recognized. However, the hiring of employees by the accelerator or other third parties will not be recognized.
- (2) In the absence of tangible results during the year, the startup must fulfill the following conditions:
 - a. Obtain business connections with companies or investors.
 - b. Describe the contents and results of the connections.
- (3) Business linkage outcomes, such as records from communication software (e.g., Line), multi-party online meetings, or offline activities, that do not allow identification of the two parties or the legal entities involved, will not be recognized as business linkage results.
- (4) The accelerator may disclose the identities or corporate names of the two parties involved in the business linkage, depending on the circumstances of the case.

G. Definition of " High-Valued Startups" and Criteria for Recognition

- (1) Startup or alumni startup with a post-money valuation exceeding USD 50M in 2024

- (2) Supporting documentation can be provided in the form of public information such as newsletters/websites, investment contracts (description of shareholding and fundraising amount), or other documents approved by the NSTC

H. Definition of " Key Event" and Criteria for Recognition

- (1) The key event should be held at TTA. If an external venue is necessary, approval from NSTC must be obtained before the event.
- (2) The number of participants should exceed 50, and a group photo of the participants must be submitted.
- (3) There should be at least one international representative (online or in person) related to the event theme attending as a VIP or speaker.
- (4) Routine accelerator events, such as startup recruitment, demo days, etc., will not be recognized.

APPENDIX 2

2024 TTA Facility Rental Rates

(Expected to Increase in 2025)

	Standard Price (NTD)	Subsidy Price (NTD)
Hot Desk	\$6,000	\$4,200
Main Area-Dedicated	\$7,000	\$4,900
East Area-Dedicated	\$6,000	\$4,200
Meeting Room / 1hr		
4 people	\$300	\$150
6 people	\$400	\$200
8 people	\$600	\$300
12 people	\$800	\$400
East Area-16 people	\$1,000	\$300
Event Venue / 4hrs		
Room 301	\$3,000	\$2,100
Room 411	\$6,000	\$4,200
3F Staircase	\$16,000	\$11,200
3F Kitchen	\$3,000	\$2,100
Presentation Room (East Area)	\$6,000	\$4,200

Accelerators stationed in TTA and startups coached by them are eligible for basic membership services during their stay. Charges for resources and services beyond this offering will be billed to the respective unit by the program's Executive Office (or its delegate).