NEWS RELEASE

JIC and Vertex co-hold event on growth opportunities for Japanese startups in Southeast Asia and India markets

Tokyo, November 10, 2025 – Japan Investment Corporation ("JIC") co-hosted an event titled "Unlocking and Capitalizing Opportunities in Southeast Asia and India" with Vertex Ventures Southeast Asia & India ("Vertex") on October 30, 2025. The event highlights emerging opportunities in the Southeast Asian and Indian markets.

About the event

In recent years, Southeast Asia and India have attracted increasing attention as promising markets for startups, supported by rapid economic growth and accelerating digitalization. As part of its "Go Global" strategy—an initiative aimed at strengthening collaboration among domestic VCs, Japanese startups, and overseas VCs—JIC held this event in partnership with Vertex.

The Vertex Group, with offices in 14 locations worldwide, has played a key role in fostering unicorn companies across the region and has established a strong presence in both Southeast Asia and India. At the event, participants explored the vast potential of these dynamic markets.

The event featured overviews of local markets, case studies of market entry, and insights from global investors. Presentations provided concrete guidance on supporting the growth of Japanese startups, cultivating future unicorns, and enhancing global competitiveness.

Vertex Holdings CEO Chua Kee Lock advised Japanese startup stakeholders that, "When expanding into Southeast Asian and Indian markets, it is essential to select the right markets, secure reliable local partners and teams, and localize your products and services. Neglecting localization, in particular, leads to failure." He also highlighted the growing interest in Japanese startups and encouraged them to pursue overseas expansion proactively. Through case studies of Japanese startups already taking on global markets, Vertex's message that beyond concerns such as language barriers, what matters most is the ambition to take the first step with a focus on long-term growth was underscored.

Vertex Holdings CEO Chua in discussion with JIC's CIO Kumura

matsuri technologies CEO Yoshida (on right) in discussion session with Hubble CEO Hayakawa (center)

JIC's "Go Global" strategy

To strengthen Japan's startup ecosystem, JIC has positioned "Go Global" as one of its core pillars and is advancing the following initiatives:

- Investing in overseas VCs to enhance collaboration between domestic VCs/startups and global VCs
- Promoting partnerships between domestic and overseas VCs through investments in leading global VCs
- Contributing international insights and expertise to support the growth of Japan's startup community

JIC is actively leveraging the expertise of leading VCs from Europe, the United States, and Asia to support the development of entrepreneurs and fund professionals. In collaboration with its portfolio VCs, JIC organizes networking events and learning opportunities to share global best practices with domestic VCs and startup founders.

Looking ahead, JIC will continue to advance not only LP investments and direct investments through the funds under its umbrella, but also efforts to build platforms for sharing cutting-edge global insights and fostering meaningful networking across the startup ecosystem.

【Event Overview】

Title	Unlocking and Capitalizing Opportunities in Southeast Asia and India	
Date held	Thursday October 30, 2025 from 2pm to 6pm	
Joint Hosts	JIC, Vertex Ventures SEA and India	
Main program items	Welcome address	Chua Kee Lock（Vertex Holdings CEO）
	Fireside Chat	"Why expand to SEA and India?" Chua Kee Lock (Vertex Holdings CEO), Toshiyuki Kumura, (JIC CIO)
	Fireside Chat	"Expanding beyond Japan" Keita Yoshikda (matsuri technologies CEO), Shimpei Hayakawa (Hubble CEO)
	Panel Discussion	"Japan startups in the eyes Foreign Investors" Tam Hock Chuan (Vertex Growth General Partner), Nikhil Marwaha (Vertex Ventures SEA and India Partner), moderated by Reinier Daisaku Mikami (JIC Director)
Attendees	Approximately 60 participants engaged with Japanese VCs and startups	

*JIC makes LP investment in Vertex Ventures (SG) SEA V LPF:
https://www.j-ic.co.jp/en/news/.assets/E_20230421_JIC_PressRelease.pdf

About Japan Investment Corporation (JIC)

Japan Investment Corporation ("JIC") was established in September 2018 under the Industrial Competitiveness Enhancement Act. JIC's investment focus areas are creating a virtuous cycle of domestic investment and innovation; creating and fostering startups; leveraging promising untapped management resources lying dormant in local areas, including startups from academia and medium-sized companies; and promoting business restructuring in response to changes in market and business environments. JIC provides risk capital to these areas through funds independently established by JIC and LP investment in private funds to promote open innovation in Japan, strengthen the competitiveness of Japanese industries, and contribute to expansion of Japan's investment ecosystem.
URL: https://www.j-ic.co.jp/en/

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