

“Co-Funded Business Promotion Framework” through cooperation among space agencies

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Japan Aerospace Exploration Agency (JAXA)

1. Purpose of this document

For accelerating the space business globally, in addition to corporate efforts, it is effective to grow the business through public-private collaboration in multiple countries. Also, it is considered effective to promote these collaborations based on the achievements and trust that have been accumulated among JAXA and the space agencies of each country.

From this perspective, the purpose of this document is to explain to overseas space agencies, private companies, universities, and research institutes (hereinafter referred to as “companies”) about the “Co-Funded Business Promotion Framework” being considered by JAXA for space agencies of the two countries to collaborate and accelerate global space business, and to gain their understanding and cooperation.

This framework aims to demonstrate confidence in the global market and lead to the success of both companies by having the space agencies of both countries provide coordinated support for joint ventures between the two companies.

This framework is not intended to establish a new system like a joint call where multiple organizations simultaneously review and select projects by pooling their funds. It is to promote information collaboration between the space agencies of the two countries in providing support to existing companies and managing funds, and as a result, to promote the creation of co-funded projects.

Hereafter, “Co-Funded Business Promotion Framework” refers to the contents of the whole document, “Co-fund” refers to the support defined in 2. (1), and “Co-Funded Business” will refer to the project in which the Co-fund is being used.

2. What is Co-fund?

(1) Definition of Co-fund

Co-fund is defined here as a support provided by the space agencies of two countries to their own companies through funding assistance (such as commissions and grants), technical support, and joint research aimed at collaborative projects by companies from both countries in order to gain access to international markets. Co-fund will involve the space agencies of both countries providing financial (such as contracts and grants) and technical support, joint research and other support to companies in their respective countries engaged in joint ventures aimed at gaining access to international market.

In principle, support from the space agencies of both countries should be balanced or complementary, and support from only one agency is not considered Co-fund.

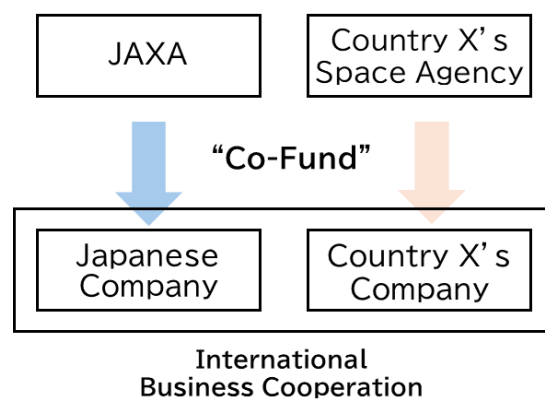


Fig.1_Typical structure of Co-Funded Project

(2) Who will provide the Co-fund support?

In principle, the supporting entity should be JAXA and an overseas space agency because the fundamental goal of the Co-funded Business Promotion Framework is to promote joint ventures by companies from both countries aimed at the global market acquisition based on the accumulated achievements and trust built between JAXA and the space agencies of various countries.

However, in cases where space agencies are substantially involved in the decision-making process for supporting domestic companies and take on certain roles, non-

space agencies can become the main support subject. For example, it is expected that another funding agency provides support to domestic companies under the review of a space agency.

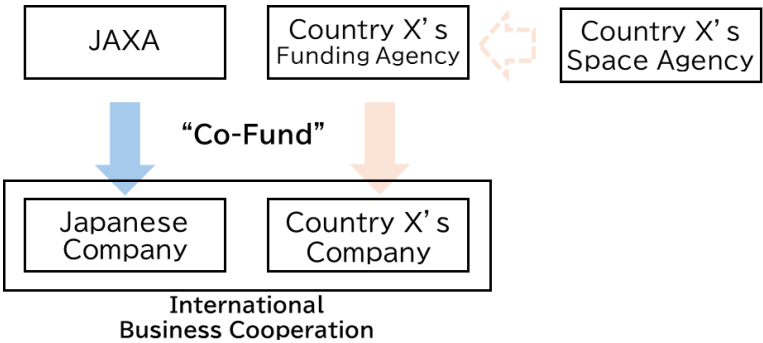


Fig.2_Indirect but substantial involvement by a space agency

(3) Can a space agency be a player?

The Co-fund will be applied to research, development, demonstration or utilization projects jointly conducted by companies from both countries that aim to acquire global market for their technologies, products and services. (hereinafter referred to as “collaborative projects”). Therefore, for instance, the projects that procure goods and services only from one company by another company alone do not include the target of Co-fund.

The primary recipients of support are expected to be private companies from both countries. However, as long as the collaborative project is aiming to expand into the international market, it is possible for the space agencies and research institutes to be the implementers of Co-Fund Projects.

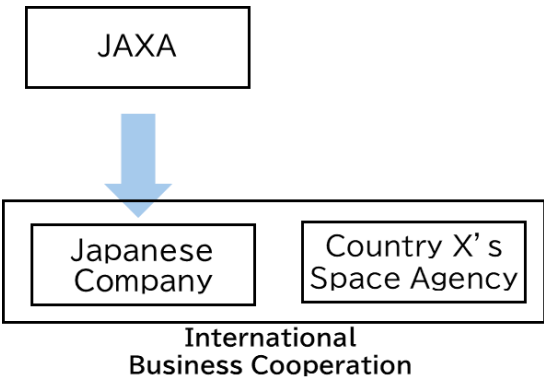


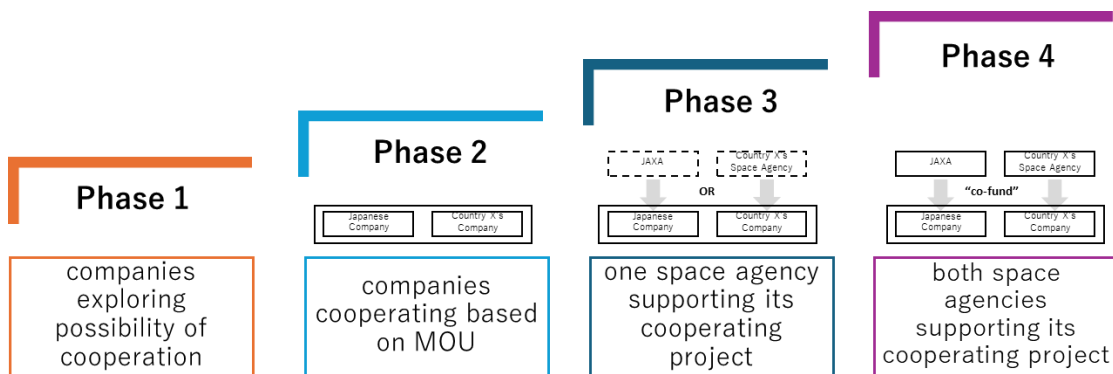
Fig.3_Partnership between a company and a space agency

3. Activities of JAXA and partner space agencies to promote Co-fund Projects

(1) Logic model of Co-funded Business Promotion Framework Phases

The activities of two companies aiming at the global market are divided into the following four phases until they reach the state of the Co-Fund Projects.

- Phase 1: A phase in which companies in both countries are exploring the possibility of collaborative projects.
- Phase 2: Companies in both countries are having the collaborative projects based on an MOU or other documented agreement.
- Phase 3: A phase in which one space agency supports the collaborative projects of companies from both countries.
- Phase 4: Both countries' space agencies support the collaborative projects of both countries' companies (Co-Funded Business).



(2) Collaboration of both space agencies to promote the Co-Funded Business

Space agencies of both countries will implement the following initiatives to advance to the next phase when it is considered desirable to create Co-Funded Business between companies from both countries.

In addition, prior coordination of the target of Co-funded business and simultaneous review and selection by both countries is costly in terms of administrative handling and does not always align with the interests of both countries. Also, the support projects supported by the space agencies of both countries, including JAXA's Space Strategic Fund¹ have various evaluation criteria to be taken into account, and the independence of both countries should be respected in the selection process.

To this end, the following tiered system has been designed to ensure the independence of both countries in project selection, while at the same time promoting collaborative projects between companies through inter-agency cooperation.

A) Information sharing of inter-company collaboration list

JAXA and the partner space agency will gather information domestically on the companies interested in the partner country, the cooperation status, the status of support provided to the company by the space agencies of both countries, and the phases (Phases 1-4) of the collaborative projects. Afterwards, JAXA and the partner space agency will share the results of such information gathering between institutions. This will enable both agencies to mutually recognize the status of collaborative projects undertaken by companies from both countries.

¹ It should be noted that technical themes and selection criteria of SSF will be determined not by JAXA but by the relevant ministries in the “implementation policy” of each theme and SSF targets Japanese companies. JAXA will explain the co-fund scheme to the ministry in charge, and JAXA will share information with partner space agencies on technical themes which co-fund is encouraged.

The information will include: (1) names of companies in both countries that will be involved in collaborative projects, (2) description of the collaborative project, (3) current phase, and (4) expectations for space agencies in both countries.

B) Cooperation to the next phase

For Phase 1, the space agencies of both countries will provide B-to-B matching opportunities, etc., to accelerate the phase-up to Phase 2.

For Phases 2-3, while aiming to create Co-funded business, discussions may be held as necessary regarding support for phase-up, based on information about collaborative projects between companies from both countries based on the information list (A). Particularly, if Phase 3 projects have already received support from one of the agencies, the details of such support should be shared during inter-agency meetings, and future support to promote Co-funded business should be discussed to the extent possible. Furthermore, in cases where support is provided through publicly solicited programs in each country, it may be appropriate to consider giving additional points or a favorable evaluation to proposals in Phases 2-3.

For Phase 4 (Co-funded business), to capture international markets through collaboration between companies from both countries, the progress will be reviewed, and necessary support will be discussed during inter-agency meetings. If needed by the partner country, this may include the conclusion of an Inter-Institutional Agreement

C) Information sharing and consultation on the handling of intellectual property

In general, the handling of intellectual property acquired through support from space agencies is primarily discussed between the private companies involved. However, since intellectual property is subject to the support programs and systems of both countries, the space agencies shall share information and hold consultations regarding rules for intellectual property handling as necessary.

4. Counties or regions that JAXA will cooperate on Co-Funded Business Promotion Framework

Based on the following perspectives, JAXA will seek countries and regions to cooperate under this framework, and will gradually expand it after consulting with relevant government agencies as necessary.

- Expectations of collaboration with partner countries from Japanese companies
- Accumulated cooperation between JAXA and the partner country's space agency
- Scale and scope of support programs led by space agencies
- Expectations for cooperation with Japan in the public and private sectors from the partner country
- Personnel resources required for Co-fund