SusHi Tech TOKYO 2026

SusHi Tech Tokyo 2026

Business Matching Manual

SusHi Tech TOKYO 2026

About the Business Matching Function

A Matching Event where Connections Drive Business Impact

STT 2025 Outcome ① — Create Connections

93% of participating corporates conducted **follow-ups1, which deepen business relationships**, with an average of **6.7 follow-ups** per company

STT 2025 Outcome ② — Deliver Results

45% of participating corporates **formed collaboration or fundraising relationships** after the event, with an average of **2.7 deals per company**

STT 2025 Outcome ③ — Drive Value Creation

Participating companies recorded a **3.8% rise in market capitalization** and a **4.1% increase in capital raised2**, driving **corporate value and market valuation**

Comments from attendees of matching events in 2025



Startup A

We were able to connect with around 50 investors and startups at the STT venue.

Global top-tier participants were present. We have kept discussing even after the matching.



Corporate D

Participation in STT helped us to raise over JPY 15 billion in total funding.



Startup B



Corporate E

We exchanged insights with overseas VCs and we have stayed connected on LinkedIn. It was the very starting point for building long-term relationships.



Startup C

After exhibiting, adoption of our main product increased thirtyfold and valuation grew by over JPY 25 billion.

Productive conversations with domestic and global companies strengthened our motivation for business partnerships and collaborations.

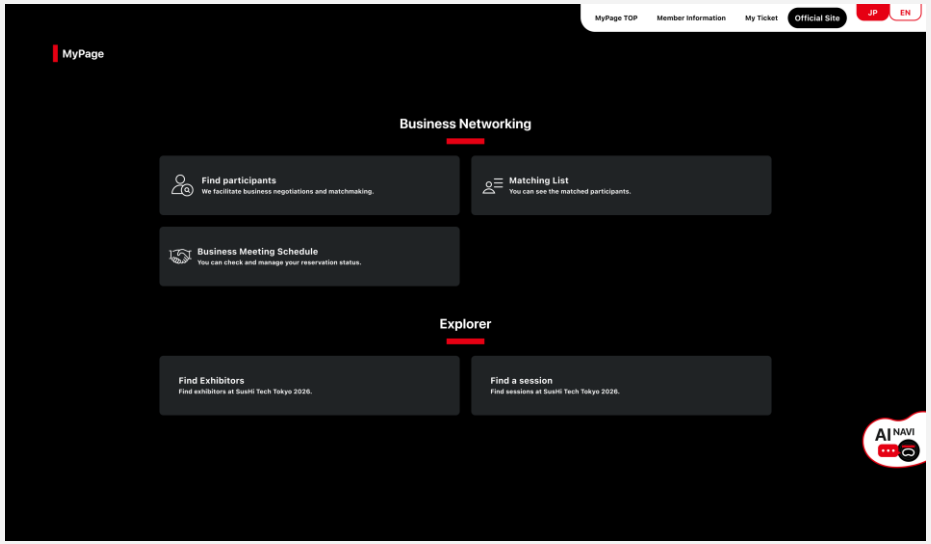


Corporate F

Note 1: "Follow-ups" refer to actions such as email communications, phone calls, arranging meetings and other steps taken to continue and deepen business relationships.
Note 2: Based on calculations between April 2025 to October 2025.
Outcomes are derived from survey conducted between October and December 2025 that measures impact generated by STT which targets companies that participated in STT 2024 and STT 2025.

In SusHi Tech Tokyo 2026, the matching function is available via Web / App.

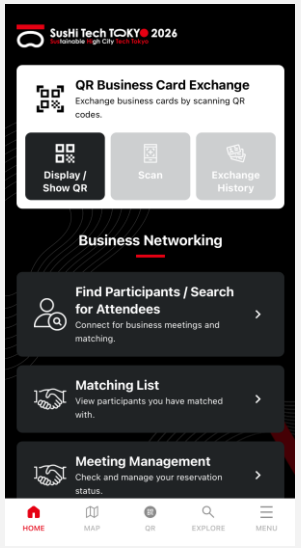
Web



Please access from My Page on the Official Web.

Smartphone App





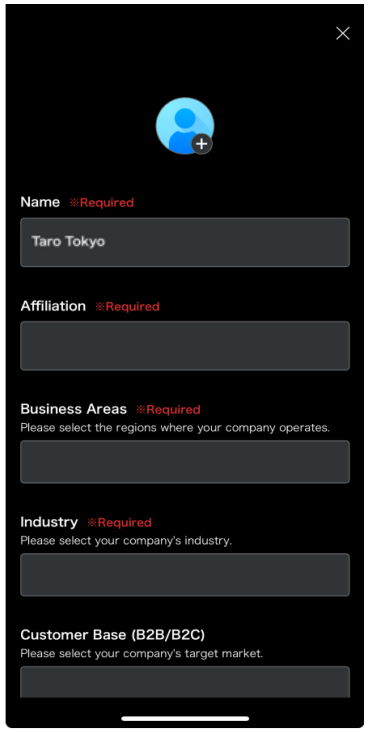
From the App Store / Google Play Store, please download and use the app.

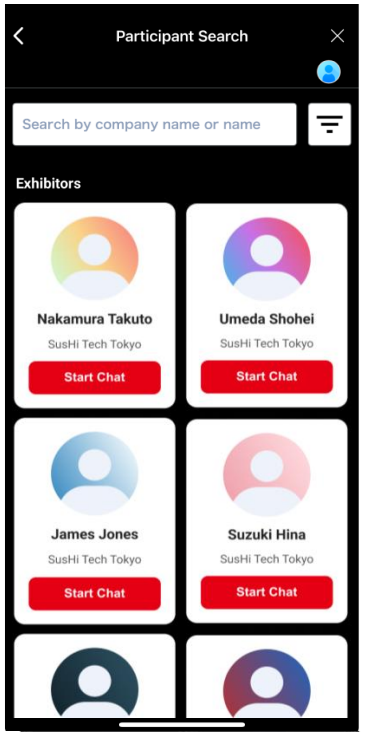
Matching Completed in 4 STEPS!

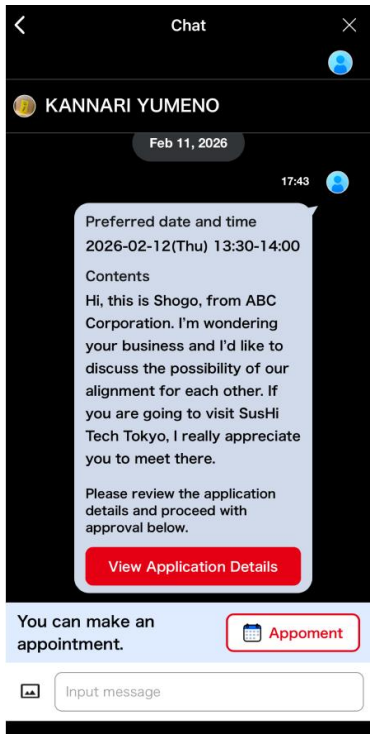
By sending messages to many people, you can create business meeting opportunities.

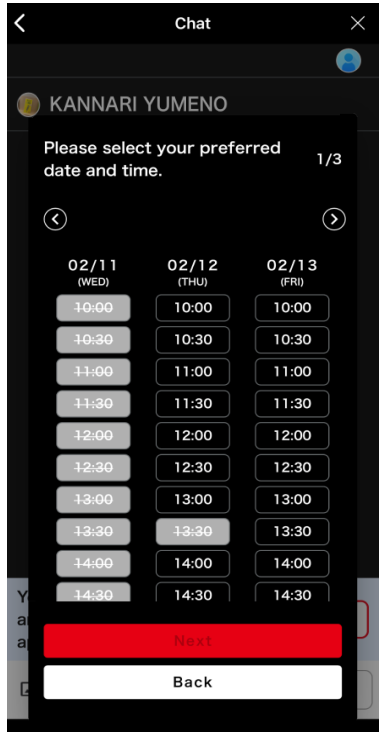
The Business Matching function is for individual-to-individual use, so all participants need to register an account.

01 Registration → 02 Find participants → 03 Send a message → 04 Reservation









STEP. 1

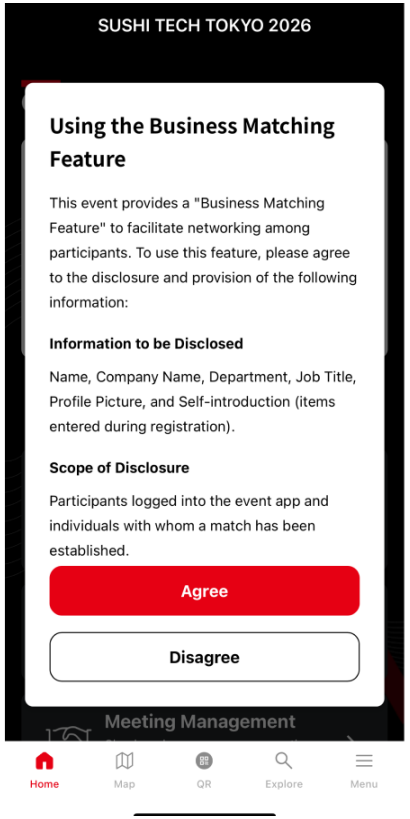
Business Matching Function - Usage Registration

①Enter Profile



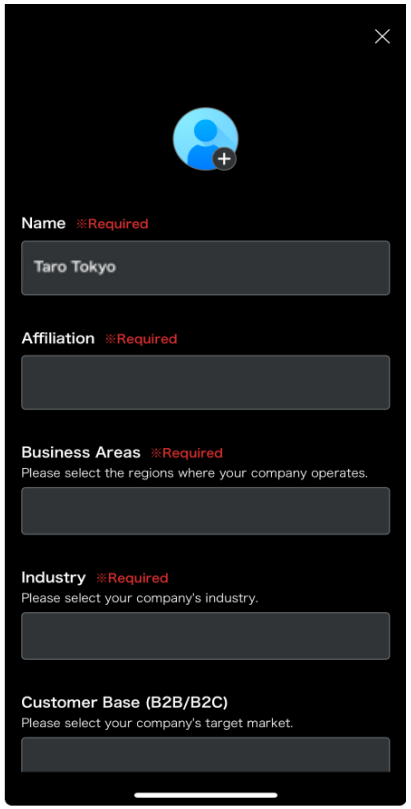
Please enter your profile information.

②You must agree to the Business Matching terms



To use Business Matching, you must agree to the terms of use.

③Register your Business Matching Profile



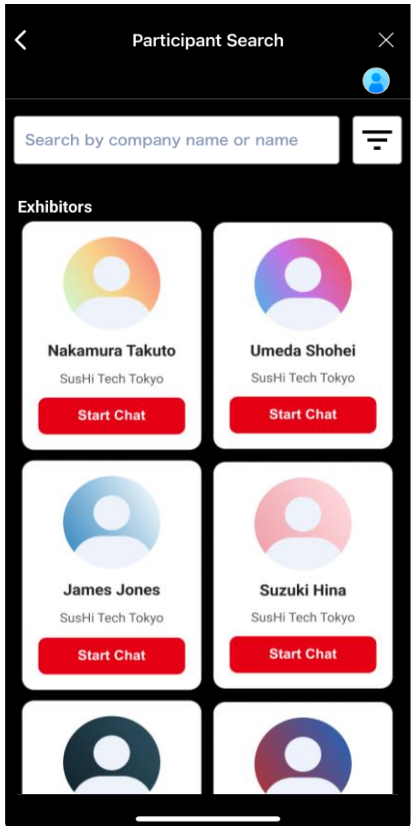
Please enter your profile for Business Matching.
※Your profile can be viewed by other Business Matching participants.

STEP. 2

Find Participants

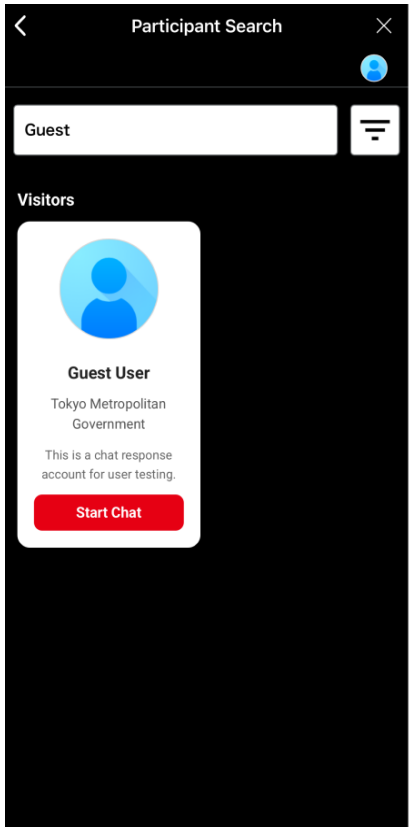
※Late March: AIAI Recommendation Function guidance

Search from LSearch from List



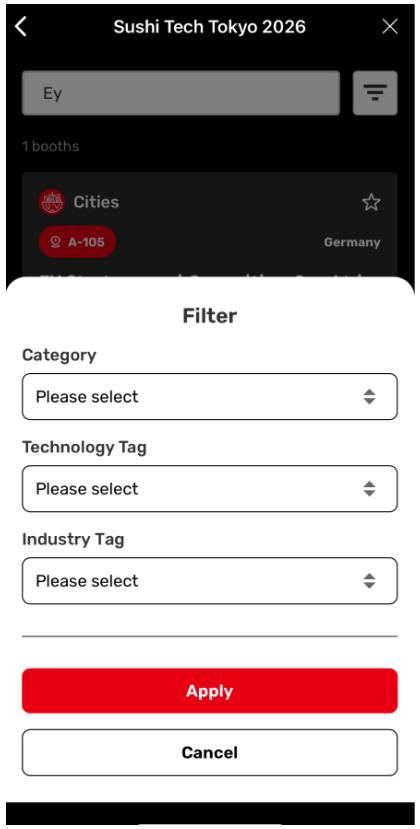
Visitors and Exhibitors are displayed separately in the Participant Search.

Search by Company Name / Name



The text search at the top of the screen allows you to search for users by company name or name.

Search with Filters

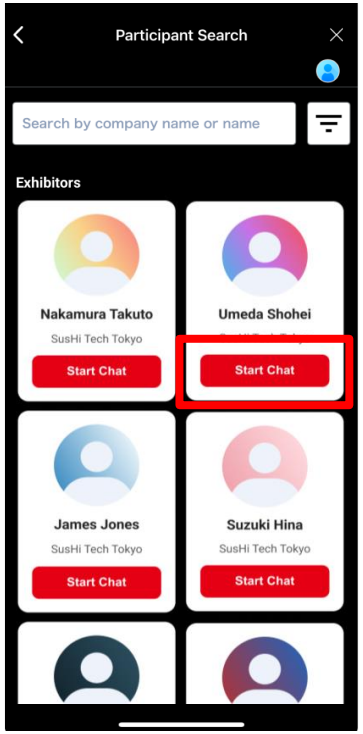


You can narrow down and search for Business Matching participants by attribute.

STEP. 3 Reply toSend

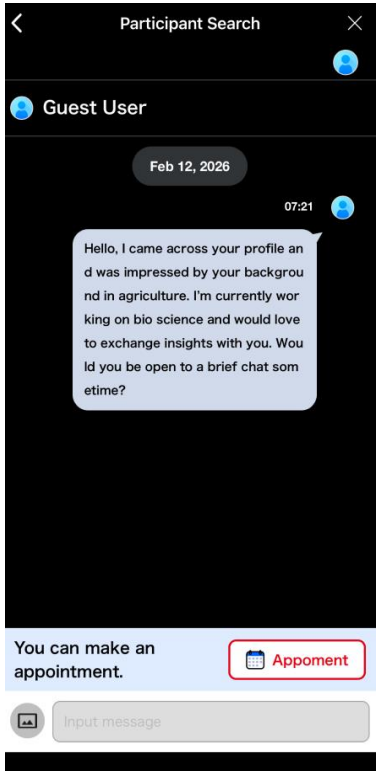
＜Sender＞

Click "Start Chat"



If notifications are enabled,when a message is received,you will receive an email notification for unread messages.

Enter and send your message

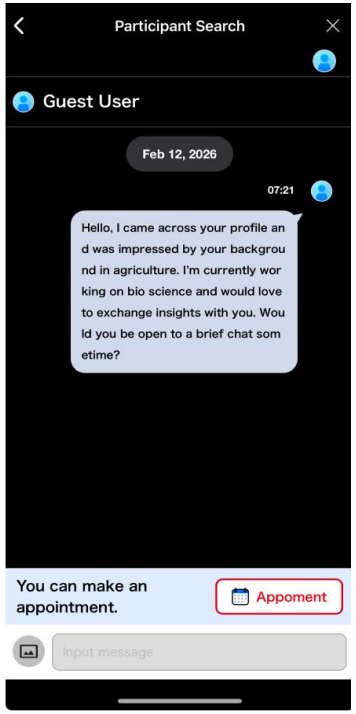


Reply to messages received from the other party.

STEP. 3 Reply toSend

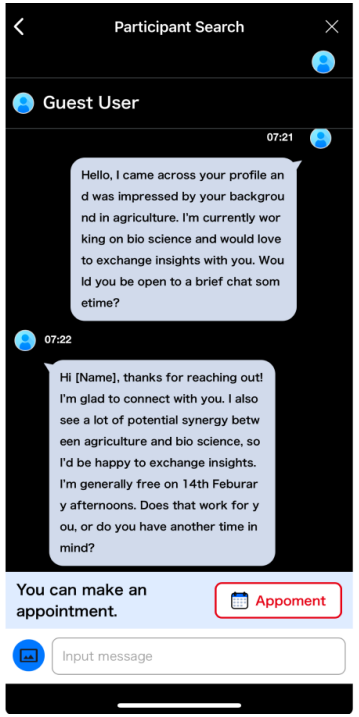
＜Recipient＞

Receive a Message



If notifications are enabled,when a message is received,you will receive an email notification for unread messages.

Reply



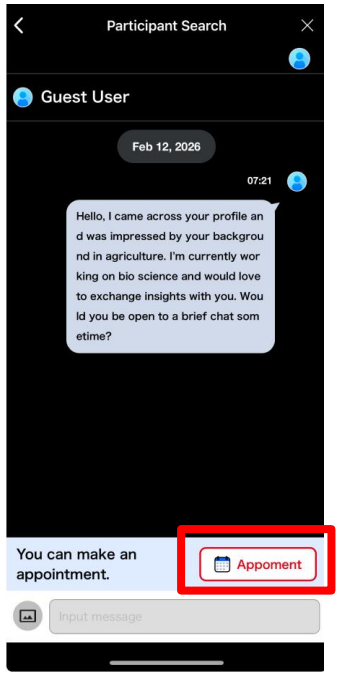
Reply to messages received from the other party.

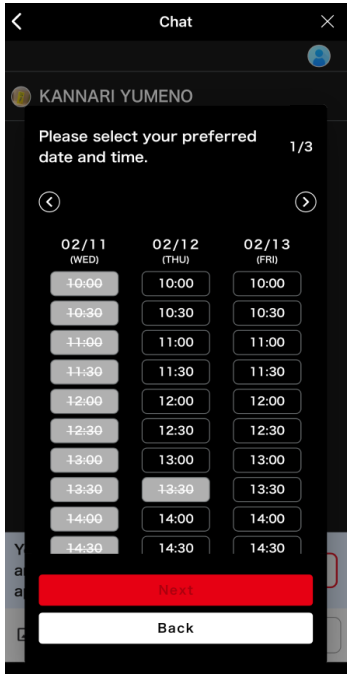
STEP. 4

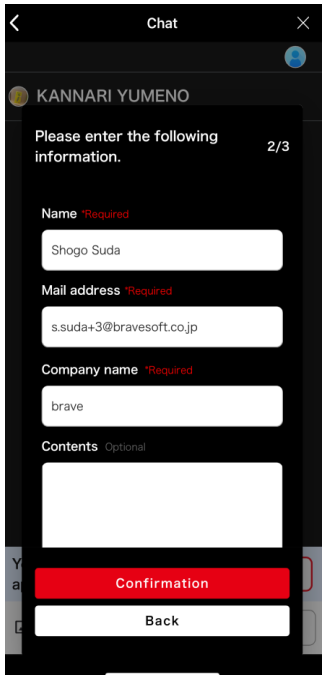
Book a Business Meeting

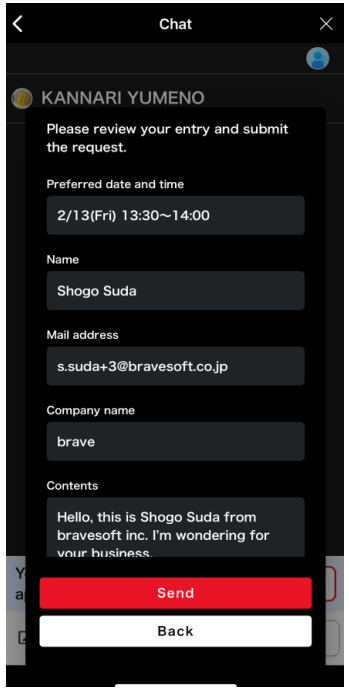
Send a business meeting reservation request

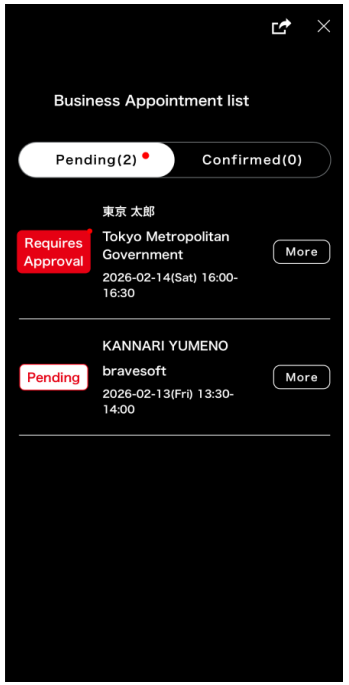
Book a Meeting → Select the date and time for the meeting → Enter the meeting details → Confirm business meeting details → Add to Business Meeting Schedule









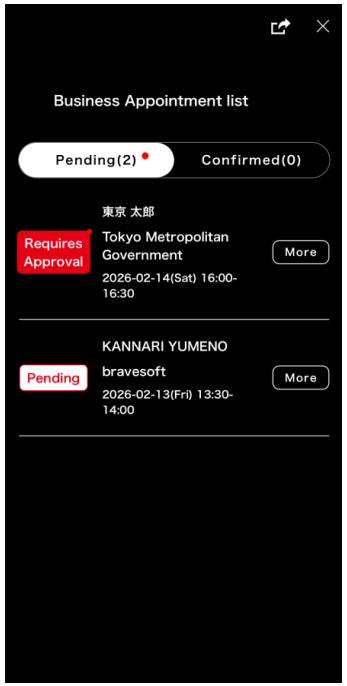


STEP. 4

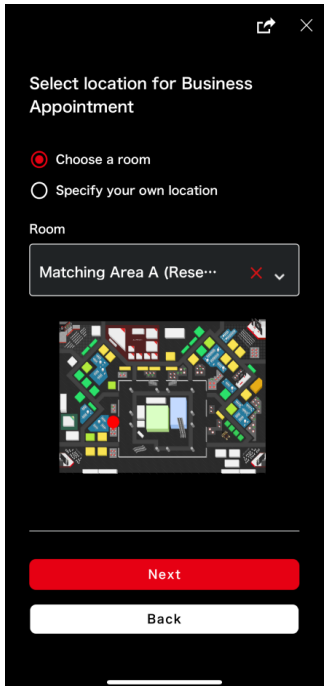
Book a Business Meeting

Approve the meeting reservation request

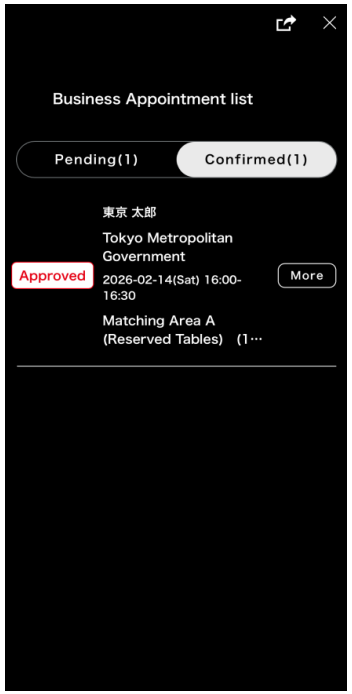
Meeting List → Confirm Meeting Request → Select Meeting Location → Confirm Meeting Details Send Location → Meeting Confirmed









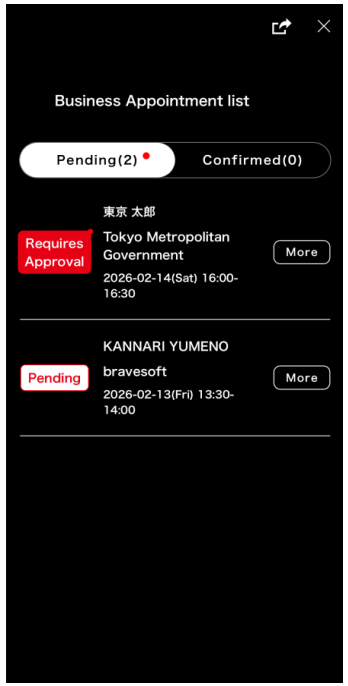


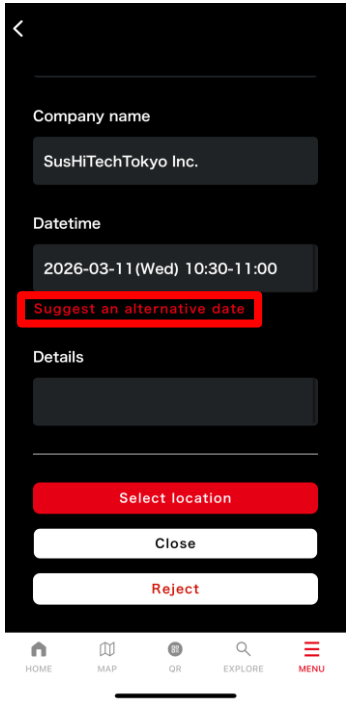
STEP. 4

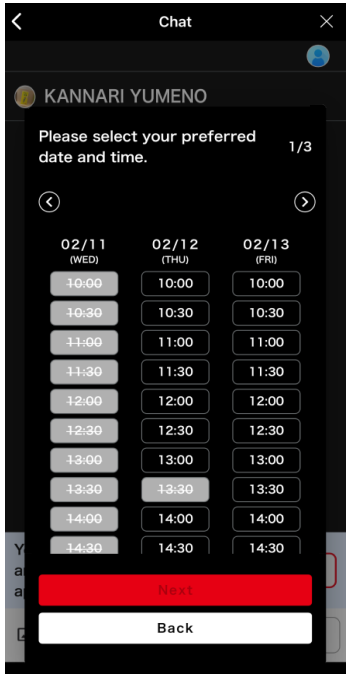
Book a Business Meeting

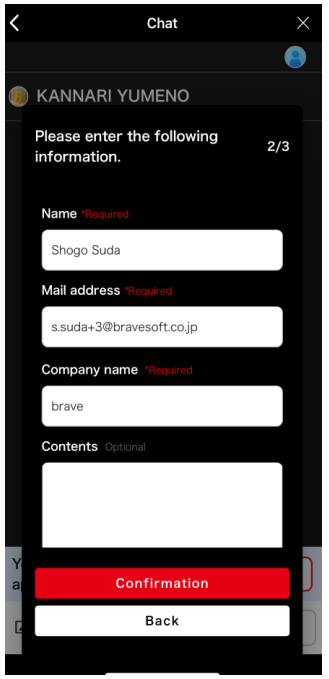
Propose a change tothe meeting timein the reservation

Meeting Reservation List → Propose a Schedule Change → Select a Time → Enter the Details





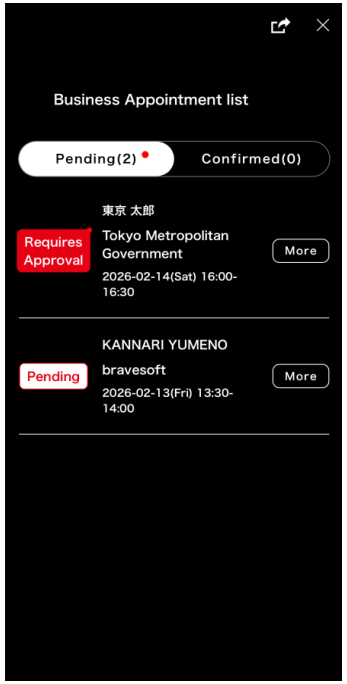


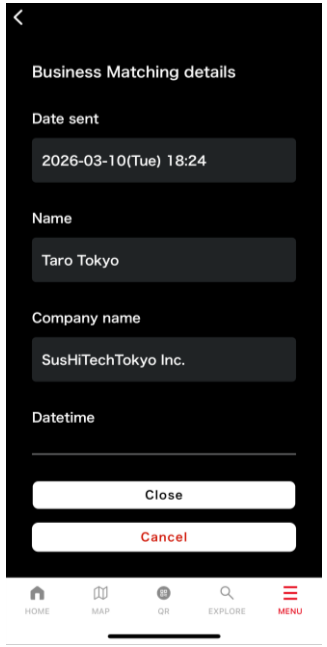


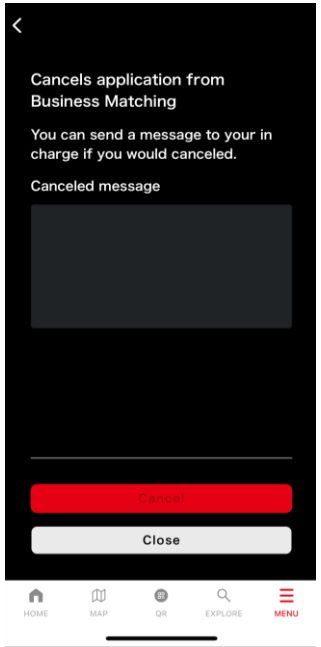
STEP. 4 Book a Business Meeting

Decline / Cancel a Meeting Reservation

Meeting Reservation List → Click "Cancel" → Enter a cancellation message → Meeting Decline Email → Meeting Reservation List

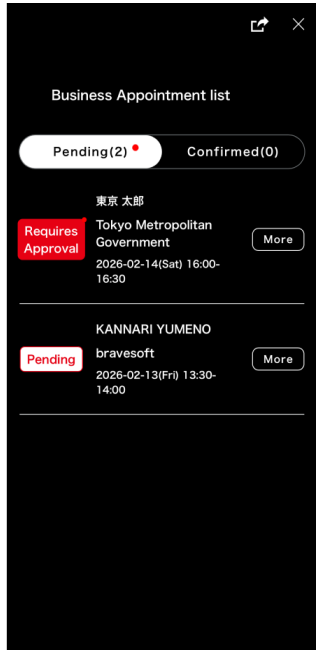








Both the person declining and the other party will receive an email notification of the meeting cancellation.



Declined meetings will be removed from the list.

On the day of the event, please go to the designated time and meeting location.

Print your Visitor Pass in advance before attending → **Go to the designated meeting location at the reserved time** → **Present your Visitor Pass to Present your Visitor Pass** → **Meeting**

Visitor Pass Photo



Please arrive at the meeting location specified in your reservation 5 minutes before the meeting.



You can check in at the meeting venue using the QR code on your Visitor Pass.



Please conduct your meeting at the seat guided by the reception staff.

Meeting time is 25 minutes. The next participant will arrive every 30 minutes, so please leave promptly after your meeting.

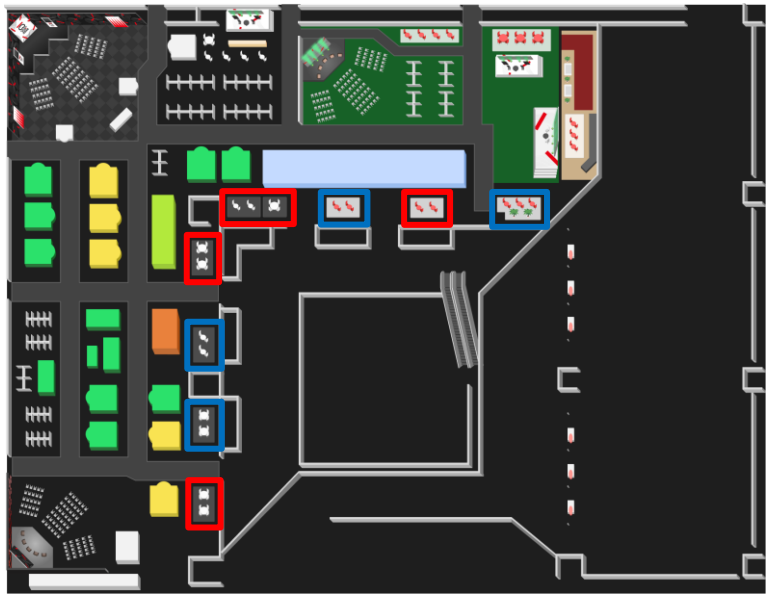
SusHi Tech Tokyo 2026has set up a Meeting Area to provide high-quality networking opportunities. The Meeting Area includes both reservation-required and walk-in areas. Please make use of it.

Reservation Required: Available when approving a meeting reservation from My Page on the Web/App.
Walk-in: On the day, you can use the area without a reservation by presenting your Visitor Pass at the Meeting Area.

1F



4F



is the Meeting Area for advance reservations only.
※For reservation methods, see pages 27 and 28.

is the Meeting Area available without a reservation.

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About the QR Business Card Exchange Function

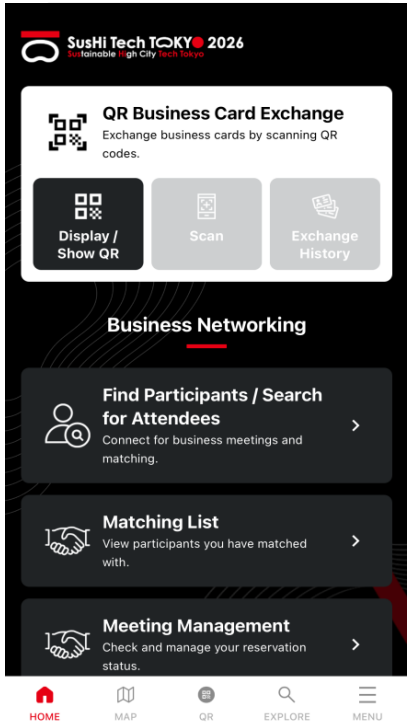
SusHi Tech Tokyo 2026 features a QR Business Card Exchange function.
You can exchange information by scanning the QR code on the other person's Visitor Pass.

01 Open the app

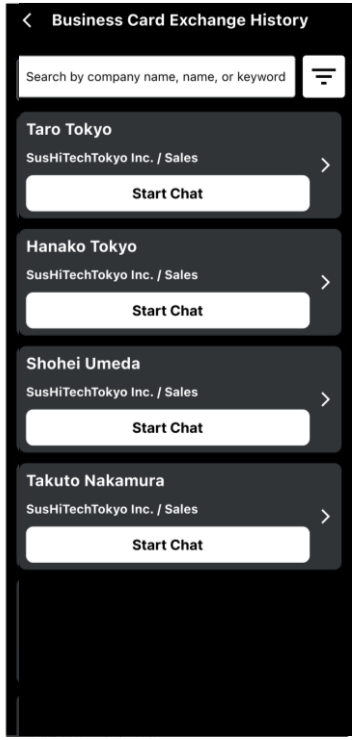
02 Scan the QR code

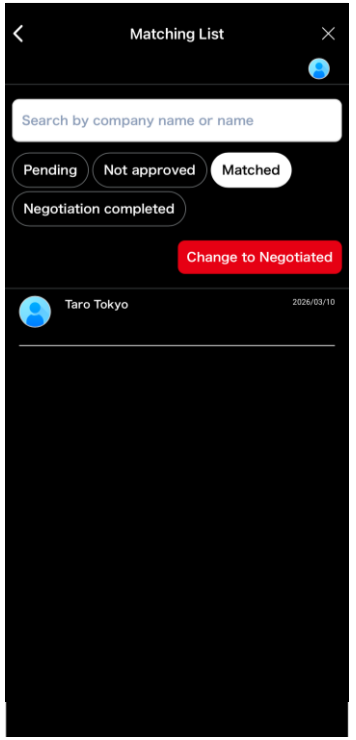
03 Display in history

04 Reflection







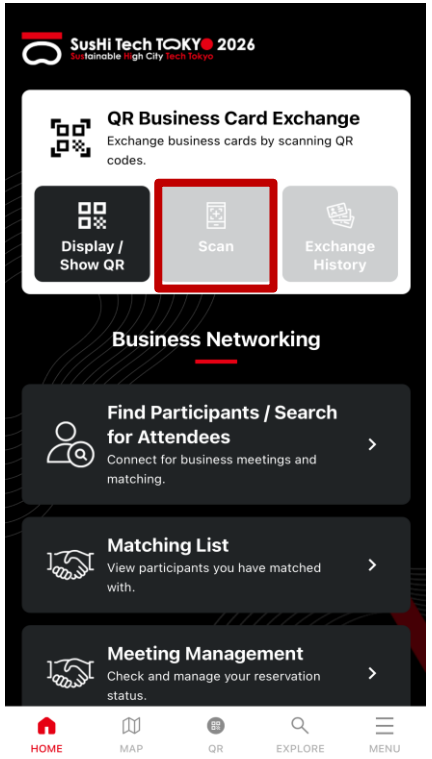


※ Guidance will be provided from around late March.

STEP. 1

QR Business Card ExchangeFunction Launch Camera to Scan

Launch Camera



Press "Scan" on the HOME screen to launch the camera.

Scan Screen

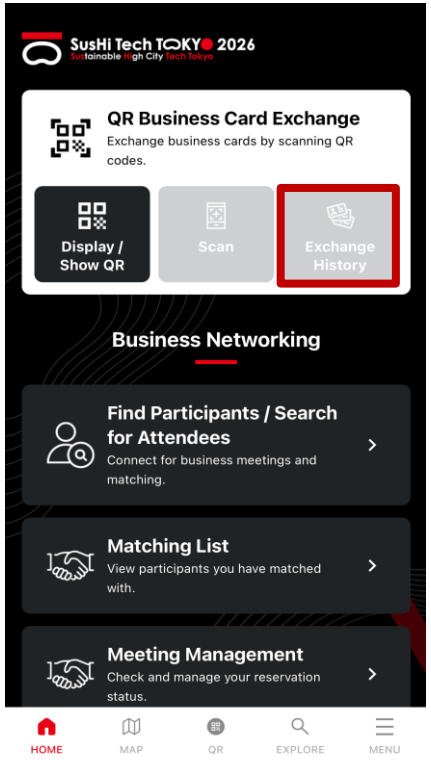


Press "Scan" on the HOME screen to launch the camera.

STEP. 2

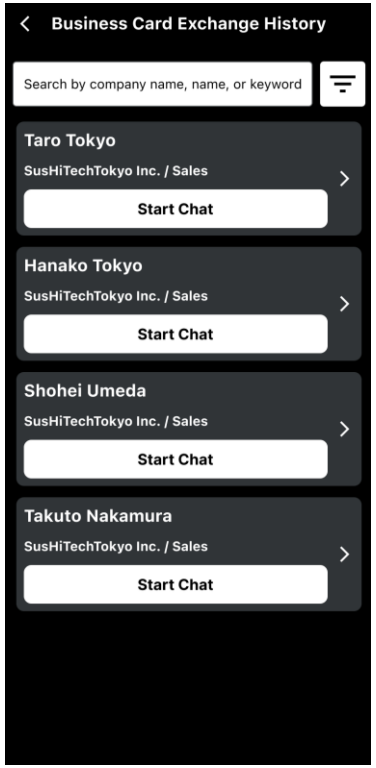
QR Business Card ExchangeFunction Check Exchanged Data

View Exchange History



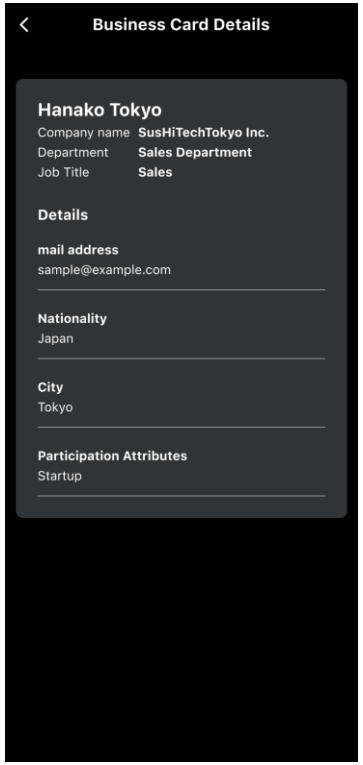
Tap Exchange History on the HOME screen.

Exchange History List



Information of exchanged users is displayed in a list.
You can initiate a chat by sending a message.

Detailed Information



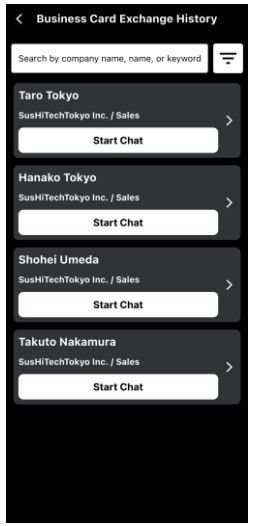
Tapping on a user you're interested in will open their detailed information.

Using the QR Business Card Exchange allows you to exchange information with others. Please actively use it on the day to increase connections with participants.

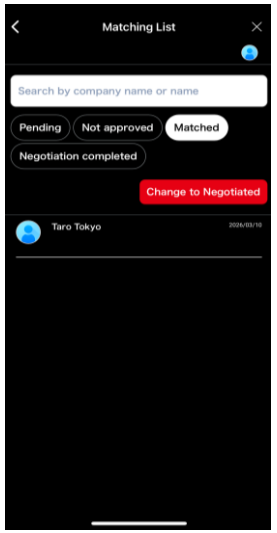
QR Code Scanning



Reflected in QRMatching List



Reflected in Matching List



*The contacts you have exchanged QR business cards with will appear in the "Exchange History" on the top page of the official website/app.
If the other party has agreed to use the business matching service, they will also be added to your "Matching List."

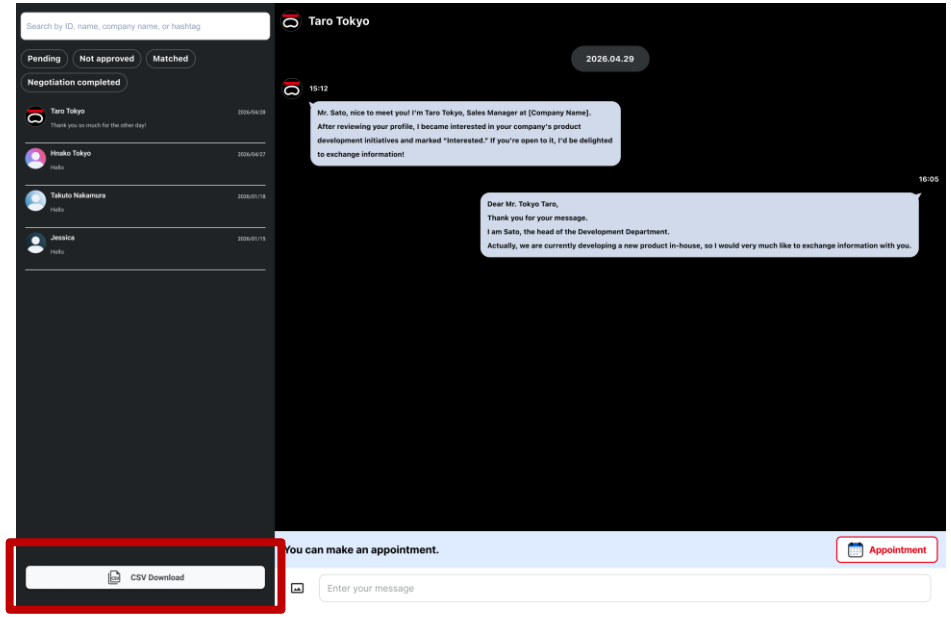
<Notes>

- The QR Business Card Exchange is a smartphone-only.
- Scanning QR code will share the information you register when purchasing tickets.
- If the other is registered for the business matching service, additional information will also be shared.

■ SusHi Tech Tokyo 2026 CSV Download Guide

The CSV downloadable from the Matching List contains the following information.
※ The CSV Download from the Matching List is only available on a PC web browser after the event period.

The Matching List can be downloaded as a CSV after the event.



<Columns in the Downloaded CSV File>

- Name
- Affiliation
- Mail address
- Participation Attributes

<Additional Information> *If the other has registered a business matching.

- Exhibitor Category
- Business Areas
- Industry
- Customer Base
- Occupation
- Investment round
- Funding Target
- Investable amount
- SNS URL
- PR
- Target Industry
- What I am looking for
- What I am looking for (Free-Text)

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Q&A

Q. The app won't launch properly.
A. Please check your internet connection, or close the app and restart it.

Q. What are the recommended system requirements for the app?
A. It supports the following OS:
iOS: iOS 15 or later
Android: Android 10 or later

Q. Where can I download the app?
A. You can download it from the App Store for iOS devices, and the Google Play Store for Android devices.

Download on the App Store

GET IT ON Google Play



■ Contact

SusHi Tech Tokyo 2026 Office

For technical support：system-support@sushitech-2026.jp
For all other inquiries：exhibit@sushitech-2026.jp