

The Global Founder Playbook

How We Hacked Dubai & Abu Dhabi

1. Executive Summary

- **Direct Pitch to Toly (Solana Co-founder):** Secured Follow, RT, and Email contact.
- **Bit Angel Pitch Contest:** Won 3rd place.
- **Team Expansion:** Hayden from Jito joined as a Strategic Advisor.
- **Viral Moment:** Shaved head publicly at the venue.

2. The Toly Pitch: Opportunity Doesn't Wait

At MEV Day, I spotted Toly walking by. I didn't hesitate.

I executed a direct pitch right there.

The result?

Immediate contact exchange and ongoing discussions regarding investment from Solana Labs.

Action is everything.

Toly's email is now in my inbox—a surreal reality born from pure execution.

3. The Impact: Visualizing Commitment

To leave a lasting mark, I shaved my head—hair I had grown for a year—right at the venue.

This wasn't just a stunt; it was a signal of commitment.

It caught the attention of the Solana official account and led to an introduction to Emon, the head of the Solana Incubator, thanks to Ryot.

We are now in talks for the NYC cohort.

4. Networking: Deep into the Ecosystem

It wasn't just about attending events.

Thanks to Kazuya Saginawa, I visited "Hub71," the heart of Abu Dhabi's tech ecosystem. I gained real insight into how Japanese startups can leverage opportunities in the UAE.

5. Next Stage: NYC & Beyond

In 2025, Axis moves to the next level:

- **NYC:** Joining the Solana Incubator (Targeting March).
 - **Launch:** Official launch of the Axis Protocol.
 - **Entity:** Establishing a global entity (likely in Dubai).
I will repay the community that supported me when I had nothing with massive results.
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