

■ About startup support by SMBC Group

▪ About Growth Business Development Dept. of SMBC:

As a dedicated function for startup support in the Group, our Growth Business Development Dept. provides various solutions and creates new business opportunities to help startups resolve their managerial problems, through effectively utilizing the comprehensive strengths and extensive network of SMBC Group and closely cooperating with external stakeholders (e.g. VCs, accelerators).

▪ Member companies of SMBC Group:

We provide promising startups with seamless support for growth through collaboration among the SMBC Group companies such as SMBC Venture Capital (investment in startups), SMBC Nikko Securities (IPO support/M&A), Sumitomo Mitsui Finance and Leasing (leasing for startups), and The Japan Research Institute (commercialization support consortium).

▪ About VC fund investment:

We make equity investments not only in SMBC Venture Capital but also in certain external VC funds (about 40 such funds). We support viable startups to enhance their enterprise value, not only through equity funding but also through rollup strategy and business alliances, leveraging the robust network with the VC funds established through our investment in them.

■ Growth companies support system



(*) Include SMBC Venture Capital Co., Ltd., SMBC Nikko Securities, Inc., The Japan Research Institute, Limited, SMBC Finance & Lease Co., Ltd. and SMBC Consulting Co., Ltd. etc.

■ Main activities; Case examples

▪ Mirai 2020:

We are responsible for planning and operation of "Mirai," one of the largest incubation/acceleration programs in Japan. Its gatherings have been held since 2016, and Mirai 2020 will be the fifth such event. In Mirai 2020, we will provide commercialization and growth support programs for the technologies developed by entrepreneurs in the seed or early stage, covering virtually all industries.



▪ Academia-Industry cooperation:

Concerning the fruits of R&D activities at universities, etc. (i.e. intellectual properties), we support their commercialization through the following alliance activities: dispatch of bankers to their sections for academia-industry cooperation; equity investment in funds run by university-affiliated venture capital companies.

Representative investees: Osaka University Venture Capital, Kyoto University Innovation Capital

Growth Business Development Department

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