

■ Thoughts on Participation

Our corporate philosophy is "community-based". Through our participation, we contribute to the development of the people of Osaka and the people of Japan by creating innovation "in Osaka" and "in Japan" together with start-up companies.

In Osaka, in particular, we will be closely involved in the planning process for the upcoming Expo and the "Smart City Concept," utilizing our "industry-government-academia" network to contribute to the birth of new businesses and services together with the people of Osaka.

■ Startup Support Concept

➤ "We don't 'provide' the network, we 'connect' it.

We don't just "provide" networks with our close customers and the 300 local governments with which we have cooperative agreements, we also "connect" with them to meet their specific needs.

➤ "We don't provide insurance, we're a risk management and business plan"

As an insurance company, we provide support from the perspective of risk management and lead to solutions to problems. In addition, by facing the risks, we can uncover the problems of our clients and contribute to the creation of new business.

➤ "Not just a Founder, but a Common destiny"

We have CVC and invest in joint ventures and initiatives with startups as our "determination" to grow with them, repeating Try & Error as a "community of destiny".

■ Key Examples of Support for Startups

In collaboration with startups in a variety of industries, we are strengthening our financial base through capital and business alliances, and creating new value for consumers by crossing the strengths of startups with our own. The following are examples of collaborations that have resulted in specific initiatives.

➤ Finatext (FinTech)

Needs	We want to take on the challenge of insurance underwriting as a new business
Supports	Supporting the establishment of a small-amount, short-term insurance company from both a capital and operational perspective

➤ PECO (Pet media)

Needs	We want to expand our media services to diversify our business
Supports	Established a joint venture to jointly manage media related to pet health, etc. Joint development of a lost child support service

➤ WELMO (CareTech)

Needs	We want to promote our services to local governments.
Supports	About 300 local governments with whom we have a partnership agreement were introduced.

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