

Daiwa Securities Co.Ltd.

Provision of Full-line Support for Realization of Startup Growth Strategies and Enhancement of Corporate Value

■ Details of start-up support

Provision of growth opportunities

- Daiwa Innovation Network (DIN)
Holding matching events for startups with investors such as listed companies, VC and CVC. 84 such events have been held since June 2013, with a total of 476 companies making an appearance (including 39 companies from Osaka*).

* As of February 2020

Provision of growth funds

- In addition to the group company Daiwa Corporate Investment, we have a robust network with influential VC not only in Kansai but throughout Japan and abroad. We support the acquisition of growth funds.

Startup support through partnerships

- WiL, LLC x Daiwa Securities Group Inc.
- Sony Corporation x Daiwa Securities Group Inc.
Establishment of Innovation Growth Fund
- Digital Garage, Inc. x Daiwa Securities Group Inc.
Establishment of DG Lab Fund

■ Support for development of new growth industries utilizing the stock market

Support for permanent maximization of corporate value by working handing-in-hand from before IPO until after IPO

- Consulting on the creation of internal management systems suitable for a listed company and preparation of application documents
- Support for the drafting of capital policy with a view to after listing, etc.

(IPO results) As lead manager, supported the listing of 10 of the 29 companies listed by the Osaka head office in the five years since 2015. Involved in the listing of 20 companies when including support as underwriting syndicate.*

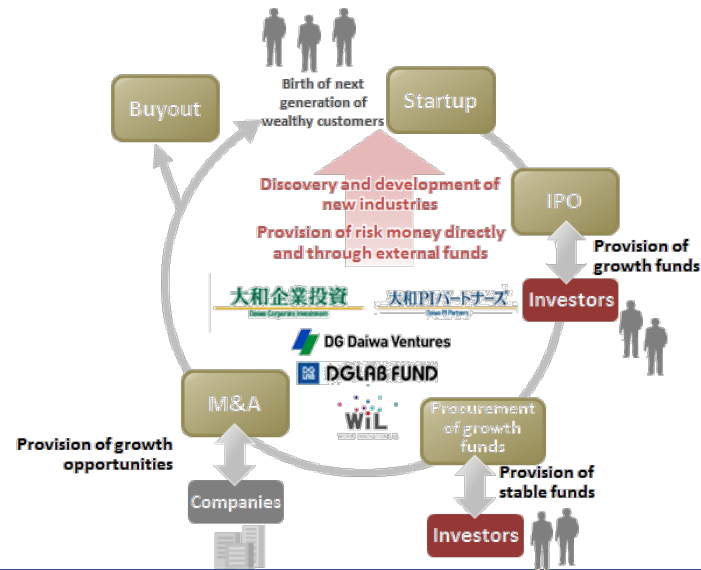
* As of February 2020

- Establishment of a full-line support system including business strategy, finance and IR strategy aimed at the realization of further growth strategies after IPO
- Permanent support for the enhancement of corporate value through a variety of solutions such as M&A proposals and IR support aimed at investors in Japan and overseas

■ Support system utilizing global network

Support such as cross-border M&A and overseas IR

- We have a global network spanning 22 locations overseas. We are able to provide growth support utilizing our global network such as global M&A advisory and access to overseas institutional investors.



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