

### ■ Increasing Enterprise Value

#### ▪ Introduction of strategic business partners

We have built strong relationships with listed companies in Japan, serving as lead underwriter or underwriter of account for 60% of such companies. We will draw on our network to introduce strategic partners that can aid in the growth of your business

#### ▪ The “catalyst” business matching platform

By registering your business overview on our “catalyst” system, we can introduce your services to around 240,000 high-quality private companies with accounts at Nomura. In many cases, you can be directly introduced to owners of counterparty companies



### ■ Support for Private Finance

#### ▪ Introduction of capital tie-up partners

Our VC coverage team is able to introduce many VCs, CVCs, and business companies as potential partners for capital tie-ups. Furthermore, Nomura Research and Advisory (VC) and Nomura Capital Partners (PE Fund) invest in private companies

#### ▪ Private Placement

We provide advisory services for private companies aimed at attracting investment from multiple Japanese strategic investors, and provide support for business and capital alliances

#### ▪ Establishment of the Nomura SPARX Fund

Nomura and the SPARX group have decided to establish Nomura SPARX Fund as a joint venture aimed at providing asset management services for individuals, etc. through investment in private companies with growth potential. Assets under management are expected to exceed 100 billion yen in 10 years

### ■ IPO Support

#### ▪ Advisory service for companies seeking IPO

We have gained expertise through a long track record of serving as lead underwriter for the IPOs of startups, which we leverage to provide various support to new industries. In addition to the construction of internal control systems, we also assist in the drafting of equity stories and the planning and execution of offerings

#### ▪ Local support for IPO preparation

We have a Public Underwriting Dept. in Osaka and have supported 27 out of 78 IPOs in Kansai over the past 10 years as lead underwriter

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