

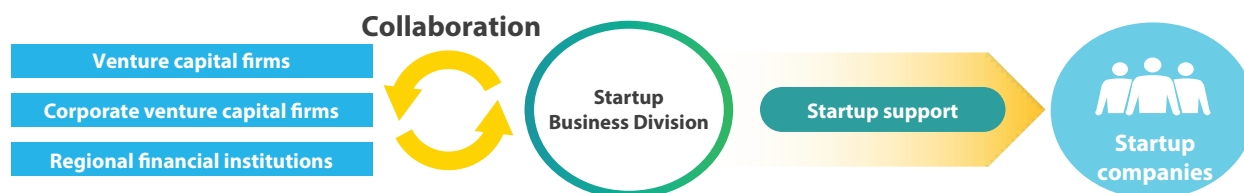
## Startup Support



The Shoko Chukin Bank ramped up its initiatives to support startups in the previous medium-term management plan, and since then, have been steadily building up a track record. To further strengthen these efforts, in April 2024, we established the Startup Business Division, dedicated to offering comprehensive one-stop support services to startup companies that have the potential to drive Japan's economic growth. These services range from financial support to assistance in developing sales channels to help them achieve their growth strategies. Aiming to be the top bank in this field, we will help startups increase their corporate value to new heights.

### ► Support system

By partnering with venture capital firms and related organizations, we offer diverse schemes that cater to growth stages of each of our customers.



## TOPIC Participation in "Tokyo Venture Capital Hub"

The Shoko Chukin Bank joined the "Tokyo Venture Capital Hub," Japan's first large-scale hub for venture capital firms. Through this involvement in the hub, we will deepen our cooperation with venture capital and corporate venture capital firms, accelerating our efforts to support startups.



### ► Features of the Shoko Chukin Bank's startup support

- Feature (1):** Comprehensive one-stop support based on challenges of startups, including funding and sales channel development, backed by a nationwide customer base of around 70,000 companies
- Feature (2):** Provision of financing schemes tailored to varying business models and growth stages
- Feature (3):** Know-how in business prospects evaluation that does not rely on collateral or guarantees, instead focusing on future cash flow and non-financial information

### ► Results of support

	Mar. 31/'23	Mar. 31/'24
Cases and amount of financing for startups	Approx. 280 cases Approx. ¥42.0 billion	Approx. 280 cases Approx. ¥33.0 billion
Business matching arrangement for startups	350 cases or more	1,050 cases or more

### ► Initiatives to raise awareness of startups

The Shoko Chukin Bank co-sponsored "StaAt Pitch Japan," a pitch competition organized by Nikkei Inc. for startups and second generation ventures. The event aims to boost future business growth, including raising awareness of startups and venture companies that are the drivers of innovation. As a co-sponsor, the Shoko Chukin Bank recommended its business partners and created pitching opportunities.



## Case studies of support

### Establishment of a commitment line for business expansion

DayBreak Co., Ltd. is a Tokyo-based firm that sells specialty freezer equipment and frozen food ingredients. They offer comprehensive support to their customers from sales to installation assistance of their specialty freezer equipment developed in-house based on research into freezer technologies and customer feedback. They also use their know-how in specialty freezer to reduce food waste and broaden sales channels for foods that were difficult to distribute in the past.

The Shoko Chukin Bank conducted an in-depth business prospects evaluation through interviews with management and external organizations, and shared the company's strengths and financial challenges. We concluded this loan agreement because we believe that DayBreak's efforts can help solve issues like food waste and labor shortages.

▶▶ For details of the case studies, please click here to watch the video.

[https://www.youtube.com/watch?v=NBBZdnuFr\\_U](https://www.youtube.com/watch?v=NBBZdnuFr_U)



DayBreak's specialty freezer equipment



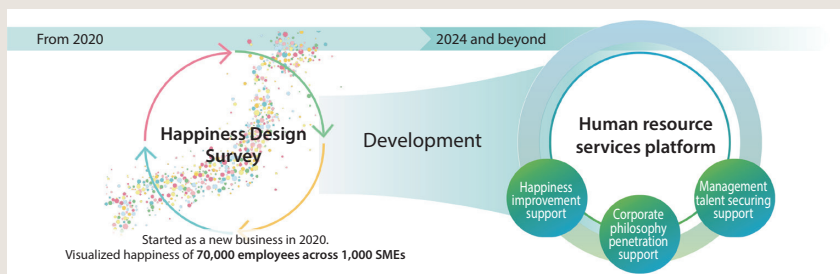
**[Thoughts from members of the Shoko Chukin Bank]** Shunsuke Aiki, Tokyo Office  
I was moved by the president's commitment to tackling social issues head-on such as food waste and labor shortages. We offered a credit line for business expansion by applying positive impact financing, which is a type of financing that involves hands-on support.

## Creation of new businesses to enhance the value of SMEs

### ► Provision of human resource services

To help SMEs address key challenges in the field of human resources, we have been considering building a platform for strengthening human capital.

Starting with the "Happiness Design Survey" service, launched as a new business in 2020, which has visualized happiness of approximately 70,000 employees across around 1,000 SMEs, we are exploring to expand our offerings. We aim to include services such as programs that help employees establish My Purpose and foster an autonomous corporate culture aligned with the corporate philosophy, as well as services to secure management talent in collaboration with human resource firms.



### ► System for continuously creating new businesses

Since 2018, the Shoko Chukin Bank has held internal business contests aimed at creating new businesses. We have held the contest three times so far, and in 2020, it led to the commercialization of "Happiness Design Survey." In fiscal 2023, we took a step further with this initiative by launching an open innovation program with companies from different industries.

## TOPIC Open Innovation Program "SAI"

Shoko Chukin Bank carried out the open innovation program "SAI" with the NTT East Group and filament Inc. Organized by the Shoko Chukin Bank, "SAI" aims to create new businesses through co-creation with different industries.

Ideas chosen in the program will be commercialized by the Shoko Chukin Bank and the NTT East Group over the medium term.

