

Official Launch of “Matching Conference” featuring ‘Collaboration’ between Start-ups and Major Companies

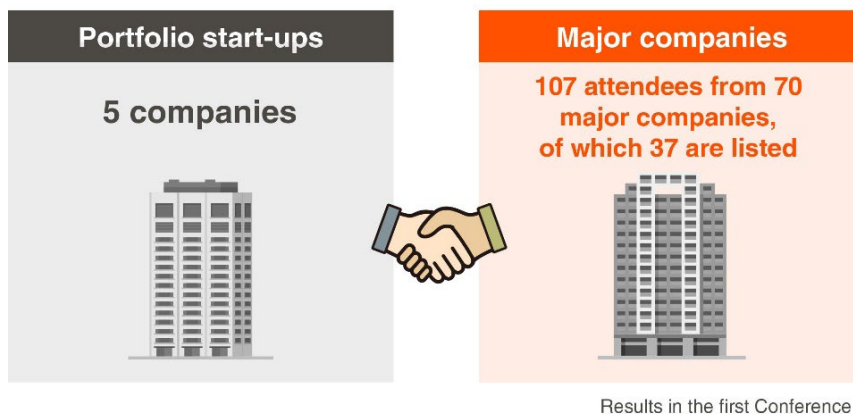
**Accelerate creation of new businesses through stronger ties
Between start-ups and major companies**

JAFCO Group Co., Ltd. (Headquarters: Minato-ku, Tokyo, President & CEO: Keisuke Miyoshi, hereinafter “JAFCO”) has officially launched “Matching Conference” featuring ‘Collaboration’ between start-ups and major companies. JAFCO is pleased to announce the holding of the second Conference on June 22 as detailed later on.

JAFCO, which understands the perspectives of both start-ups and big businesses, will not only bring such companies together, but will continue to hold regular events where the companies can hold discussions with a view to mutual collaboration, thereby enhancing the feasibility of collaboration.

JAFCO portfolio startups × major companies

Matching Conference (held online)



JAFCO provides sales support for portfolio companies by creating opportunities for business negotiations with the aim of achieving product-market fit and acquiring large orders. Furthermore, it routinely holds CVC study sessions and seminars for those in charge of new businesses and corporate planning at major companies and holds large-scale conferences with over 1,000 attendees several times a year to strengthen its ties with major companies.

JAFCO has seen a number of cases where collaboration between two parties ended in failure because of discrepancies in purposes and perspectives caused by a lack of basic discussions over the purpose of collaboration, the issues to be resolved by collaboration, etc.

JAFCO, which understands the perspectives of both start-ups and big businesses, has decided to officially launch "Matching Conference" in order to provide a place for both parties to resolve any gaps before full-fledged collaboration and hold discussions with a view to mutual collaboration.

Matching Conference featuring ‘Collaboration’ between start-ups and major companies

At the Conference, major companies, which recognize their own issues and needs and are eager to promote open innovation with start-ups, and start-ups that wish to collaborate with major companies are invited from JAFCO's business network, and each start-up makes a presentation, followed by individual interviews with major companies.

The first Conference held earlier in March 2022 had 107 attendees from 70 major companies (including 37 listed companies) and five start-ups from our portfolio companies. Following the Conference, some companies actually started negotiations, and a collaboration agreement was closed within one month and a half after the Conference.

In the future, JAFCO plans to hold the Conference once every quarter and make the venue more satisfying for both start-ups and major companies by incorporating their opinions.

Outline of the Second Conference

Date	June 22, 2022 (Wed.) 13:00-16:00 (Japan time)
Venue	Online
Target attendees	Limited to financial institutions
Registration fee	Free
Organizer	JAFCO Group Co., Ltd.
Registration URL	https://forms.gle/3oxWs9nVA8Tv6nBe8

Note: 1. If more than one person is attending from a single company, each person who plans to attend shall register.
2. Those who are unable to access the above URL, please email seminar@jafco.co.jp, Attn: Yamamoto.

Features

1. A pitch event by JAFCO's portfolio companies aimed at assisting financial institutions in search of products/services for business matching.
2. In addition to services of each start-up, the Conference also introduces case studies of

partnerships and initiatives between start-ups and financial institutions (except for some companies).

3. After the pitch session, individual interviews with the start-ups are possible on the same day to get more information.
4. Fifteen minutes are set aside for each interview to satisfy attendees' desire to know and talk a little bit more with a start-up.

Program

13:00-13:05	Opening
13:05-14:35	Presentations by six portfolio companies
14:45-16:00	Individual interviews with start-ups

Pitching start-ups (in presentation order)

Trinity Technology Co., Ltd.

REVEX CO., LTD.

Sustainable Lab Inc.

TOKIUM Inc.

Sharing Energy Co., Ltd.

Linkers Co., Ltd.

About JAFCO Group Co., Ltd.

Since its founding in 1973, JAFCO Group has always worked with leading-edge entrepreneurs. The total commitments of its investment funds in Japan and overseas have exceeded ¥1 trillion and the cumulative number of portfolio IPOs to date has reached over 1,000. In addition to venture investment, JAFCO Group also carries out buyout investment and commit to the creations of innovative technologies and services worldwide. As entrepreneurs' closest partner in bringing their visions to life, JAFCO provides support in areas of HR, marketing/ sales, and back-office operations, in addition to providing financing.

Company name	JAFCO Group Co., Ltd.
President & CEO	Keisuke Miyoshi
Head Office	24F Toranomon Hills Mori Tower, 1-23-1 Toranomon, Minato-ku, Tokyo
Establishment	April 5, 1973
Paid-in Capital	¥33,251 million
Stock Listing	Tokyo Stock Exchange, Prime Market
No. of Employees	135 (consolidated) (as of March 31, 2022)